

Salina Airport Authority Board of Directors Regular Meeting

APRIL 15, 2020



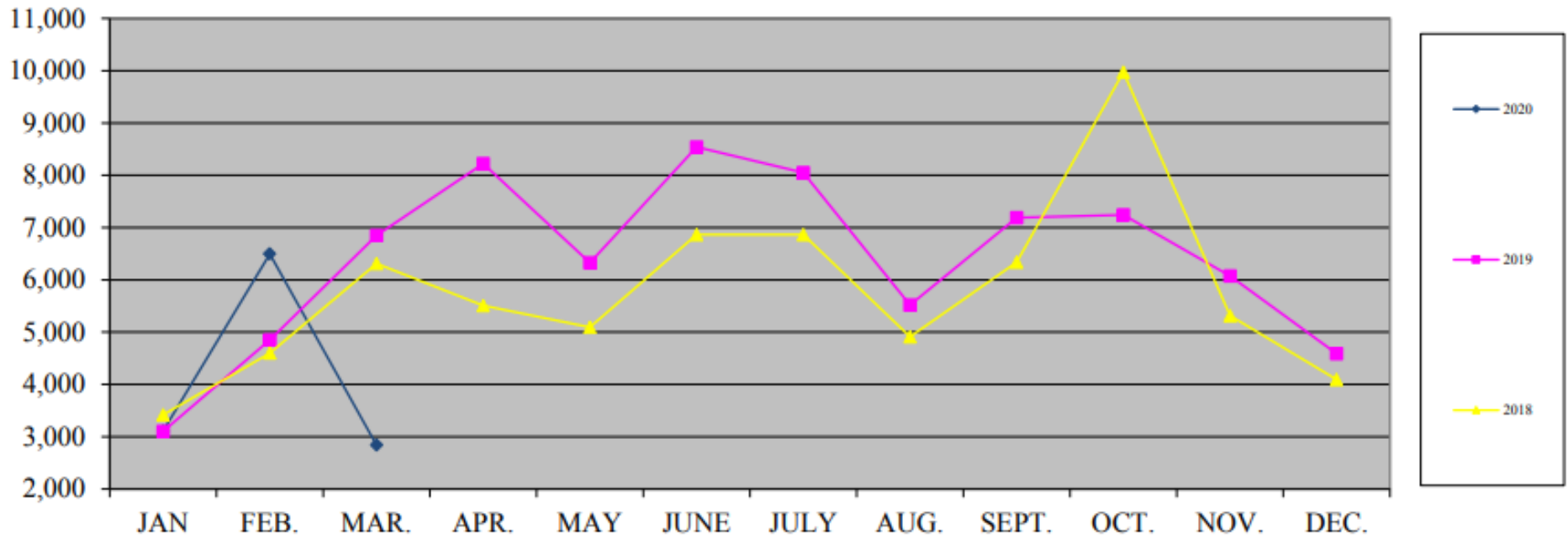
Review of Airport Activity and Financial Reports

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

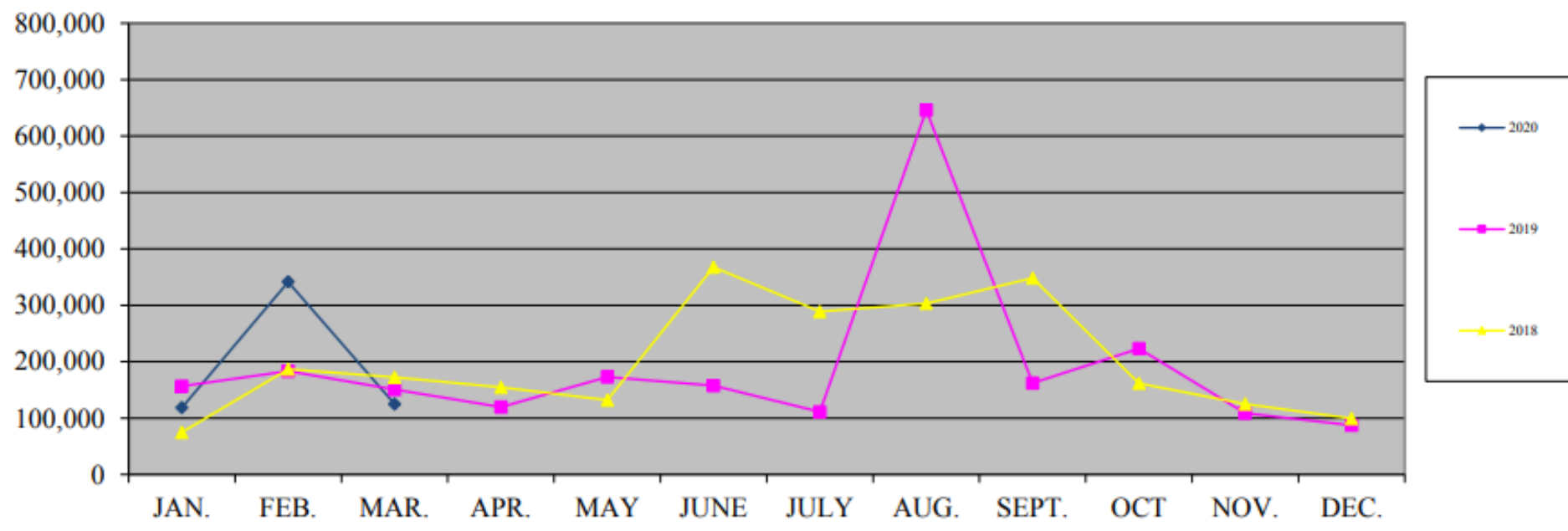


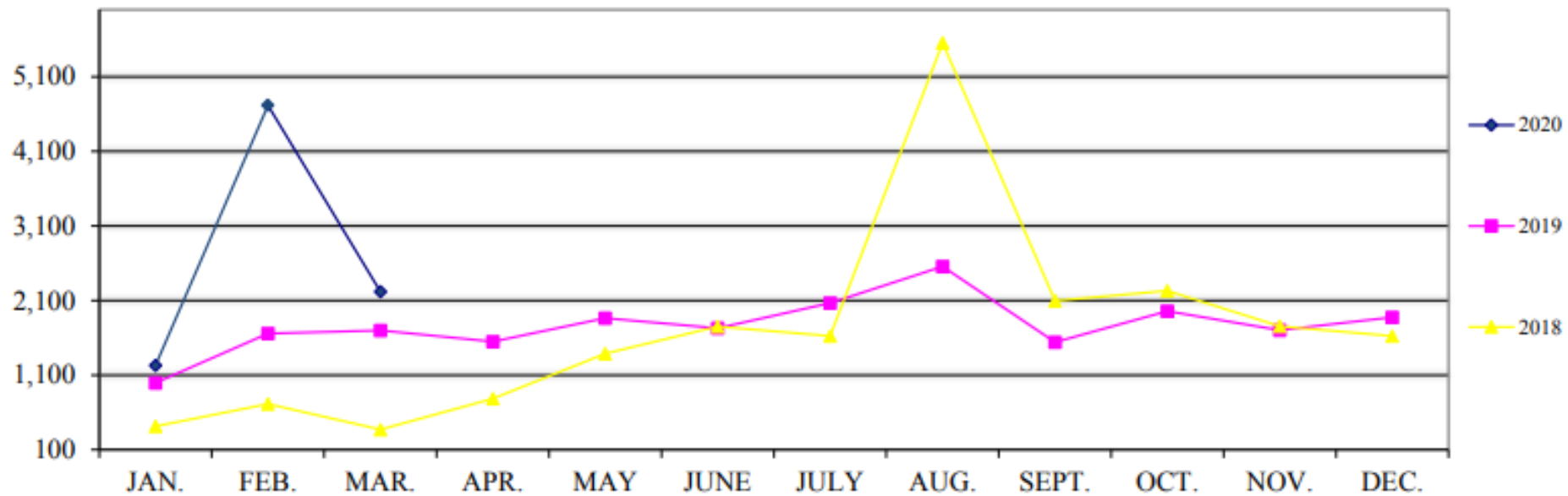
Air Traffic





Fuel Flowage

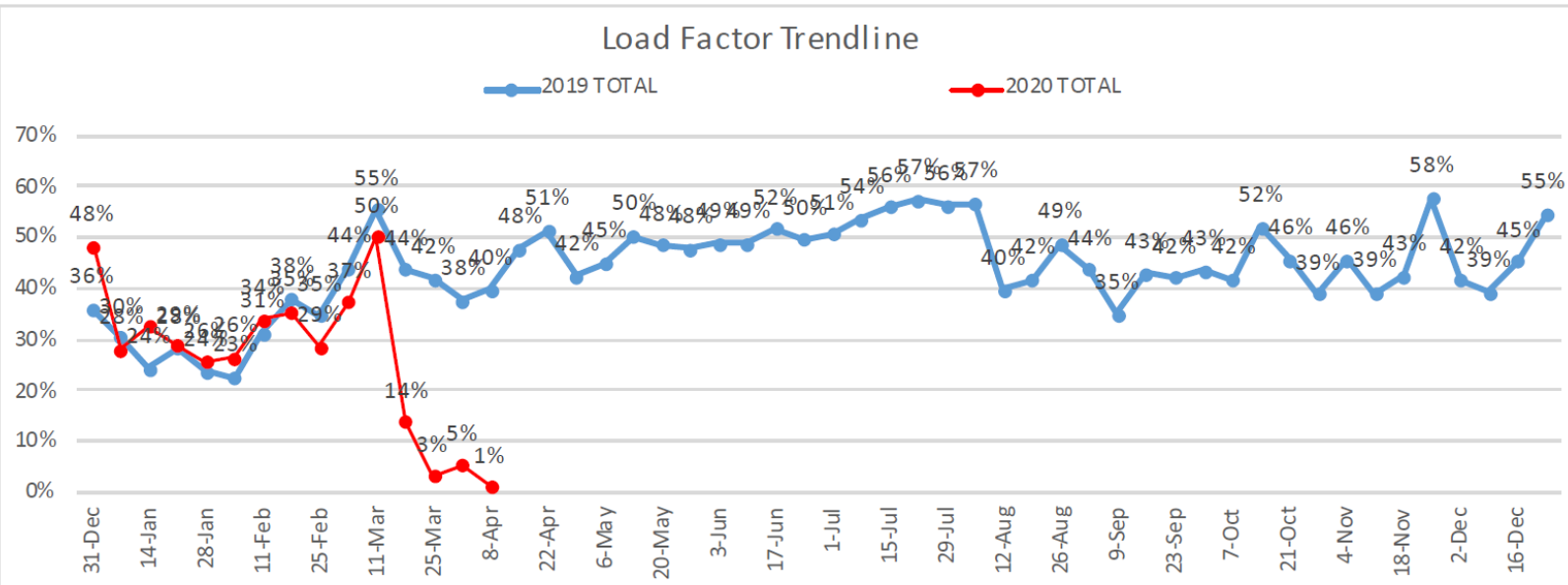
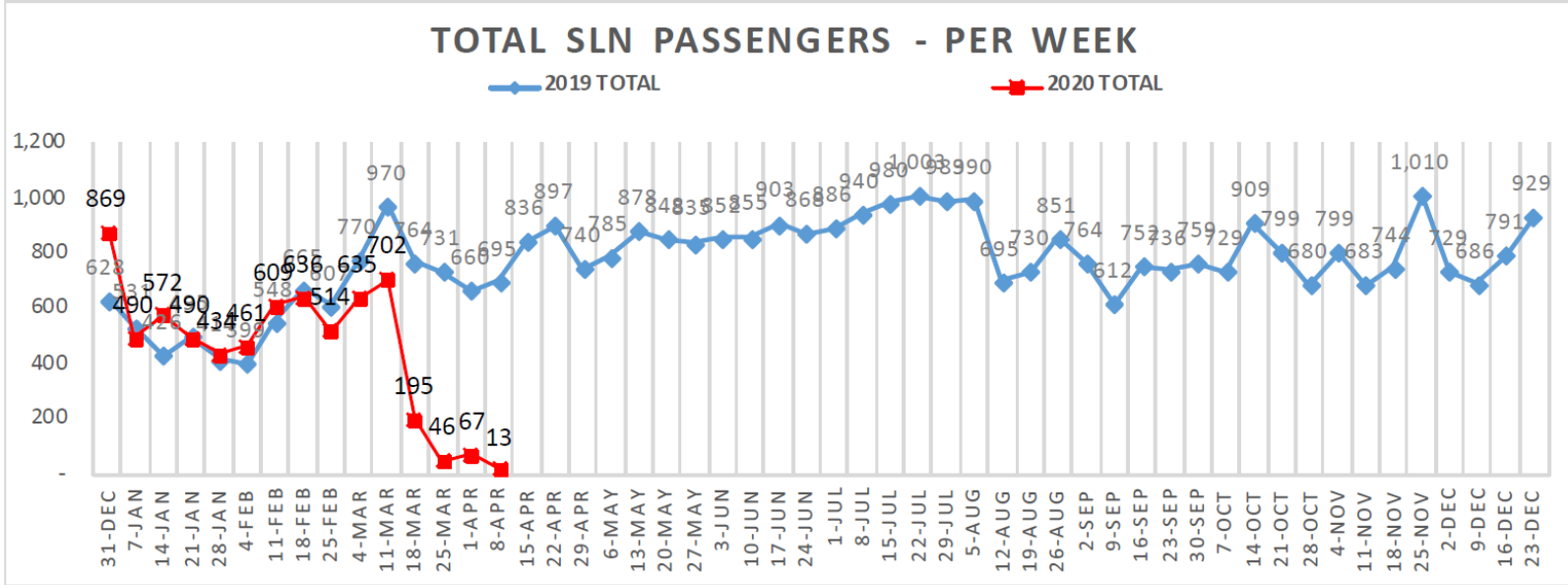




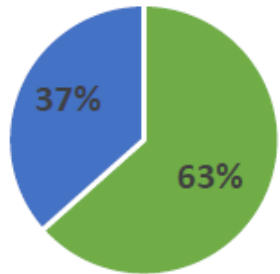
2019 - 2020 SkyWest Airlines

Weekly Enplane and Deplane (Monday thru Sunday)

Note: SKW EAS service at SLN started on April 9, 2018

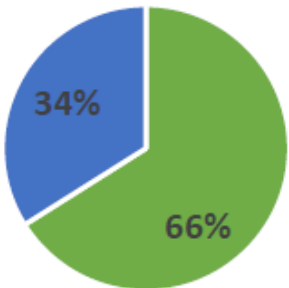


Advanced Bookings Year-To-Date



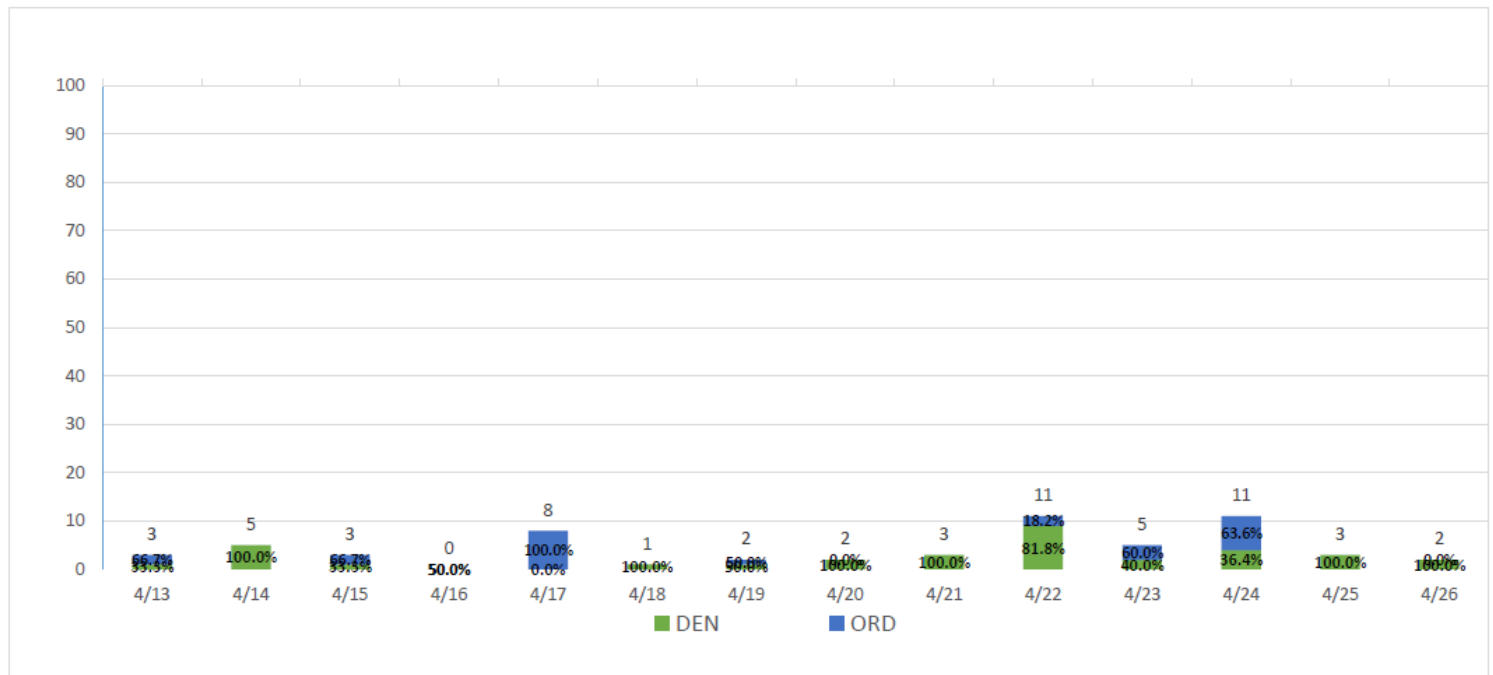
■ DEN ■ ORD

Advanced Bookings April 13 - April 26



■ DEN ■ ORD

2020 SkyWest Airlines														
Advance Bookings - Enplanements														
Pax Comparison (DEN and ORD)														
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	4/13	4/14	4/15	4/16	4/17	4/18	4/19	4/20	4/21	4/22	4/23	4/24	4/25	4/26
DEN	1	5	1	0	0	1	1	2	3	9	2	4	3	2
ORD	2		2	0	8		1	0		2	3	7		0
Total SLN														
Pax per day	3	5	3	0	8	1	2	2	3	11	5	11	3	2
Load Factor	3.00%	10.00%	3.00%	0.00%	8.00%	2.00%	2.00%	2.00%	6.00%	11.00%	5.00%	11.00%	6.00%	2.00%



Financial Reports

Salina Airport Authority Profit & Loss Prev Year Comparison January through March 2020

9:48 AM

04/09/2020

Accrual Basis

	Jan - Mar 20	Jan - Mar 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	208,229.40	248,499.42	-40,270.02	-16.21%
Total Building and land rent	361,345.40	327,817.68	33,527.72	10.23%
Total Other revenue	66,150.61	25,077.14	41,073.47	163.79%
Total Income	635,725.41	601,394.24	34,331.17	5.71%
Gross Profit	635,725.41	601,394.24	34,331.17	5.71%
Expense				
Total Administrative expenses	352,606.66	373,718.96	-21,112.30	-5.65%
Total Maintenance expenses	209,818.34	250,416.44	-40,598.10	-16.21%
Total Expense	562,425.00	624,135.40	-61,710.40	-9.89%
Net Ordinary Income	73,300.41	-22,741.16	96,041.57	422.33%
Other Income/Expense				
Total Other Income	1,445,894.04	1,282,359.96	163,534.08	12.75%
Total Other Expense	857,094.75	849,133.74	7,961.01	0.94%
Net Other Income	588,799.29	433,226.22	155,573.07	35.91%
Net Income	662,099.70	410,485.06	251,614.64	61.3%

Financial Reports

Salina Airport Authority
Capital Additions Budget vs. Actual
As of March 31, 2020

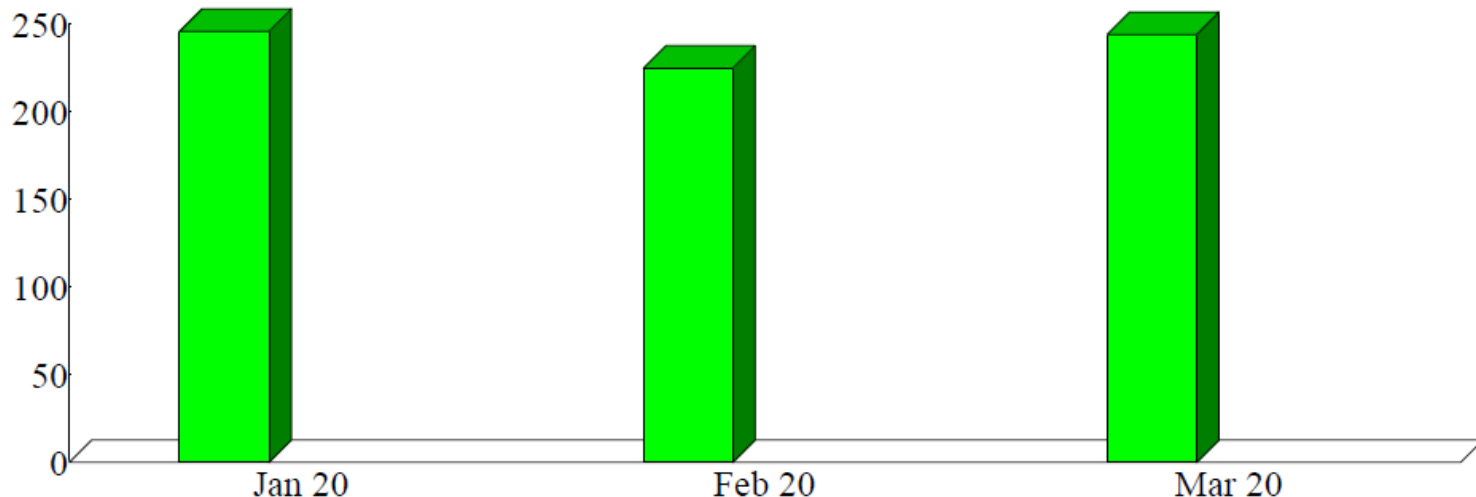
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 04/09/2020
 Accrual Basis

	Mar 20	Jan - Mar 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	6,522	30,440	255,000	-224,560	12%
Total Buildings & Improvements	1,392	50,205	245,000	-194,795	20%
Total Equipment	1,463	24,850	23,501	1,349	106%
Total Land	265	52,466	75,000	-22,534	70%
Total Fixed assets at cost	9,642	157,961	598,501	-440,540	26%

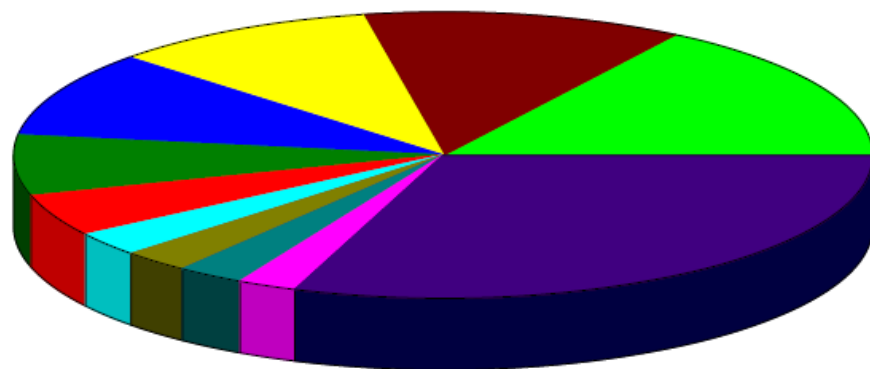
Sales by Month
January through March 2020

Dollar Sales

\$ in 1,000's



Sales Summary
January through March 2020

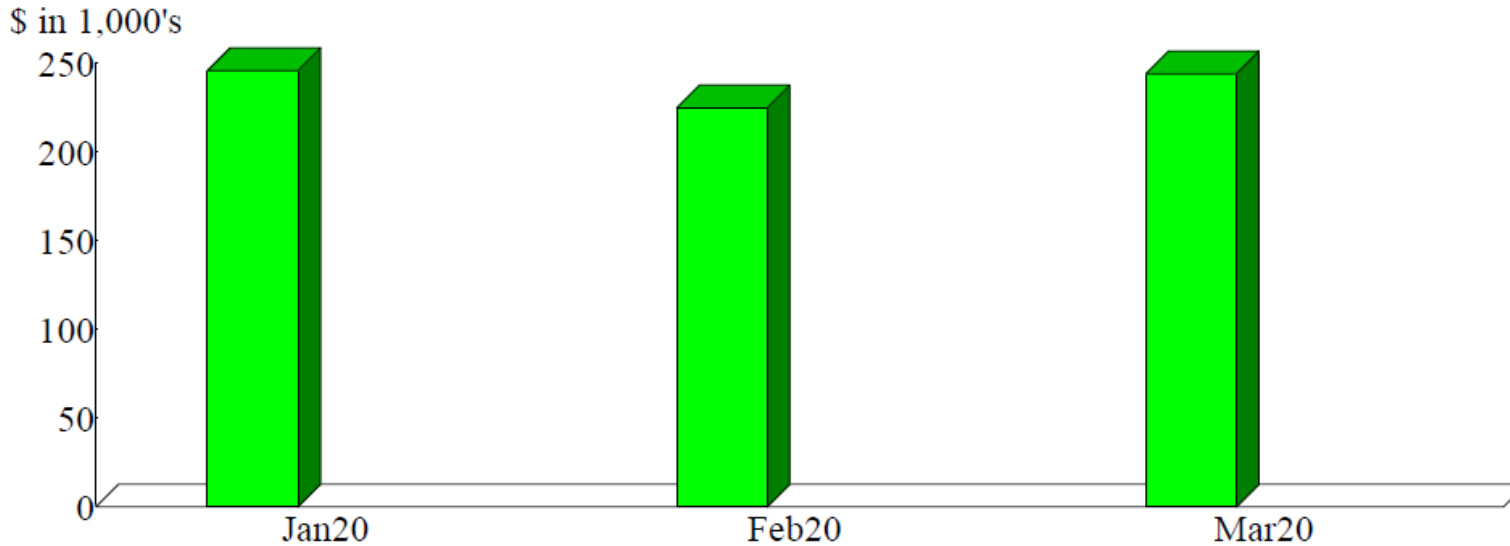


Kansas Erosion Products, LLC.	15.93%
Avflight Salina	12.25
Exide	10.03
I Vision Aviation, PLLC	9.75
Saline County	6.99
Universal Forest Products (UFP)	4.80
SFC Global Supply Chain	2.75
Atlas Air, Inc.	2.67
Kansas State Polytechnic - Salina	2.58
Nellis AFB	2.38
Other	29.88
Total	\$715,137.04

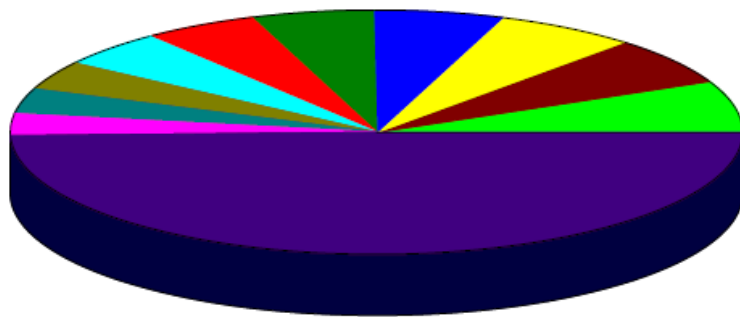
By Customer

Sales by Month
January through March 2020

Dollar Sales



Sales Summary
January through March 2020



Air Service Marketing (Fly Salina - Air	6.99%
FFF-Avflight Salina (Fuel Flowage Fee @	6.45
Utility Reimbursement (Utility Reimburse	6.35
B-01021 (Building #1021 located at 3600	5.79
Insurance(CP) (Insurance Reimbursement)	5.49
H-00959-1 (Hangar Facility H959 - 2044 S	5.24
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.88
B-00620-1 (Building #620 (30,000 SF) an	3.92
B-00626-1 (Manufacturing facility #626 (3.39
LDG (Landing Fees = _____ landings @	2.88
Other	48.61
Total	\$715,137.04

Update on the Preparation of the Salina Airport Authority's 2019 Comprehensive Annual Financial Report

SHELLI SWANSON, C.M.

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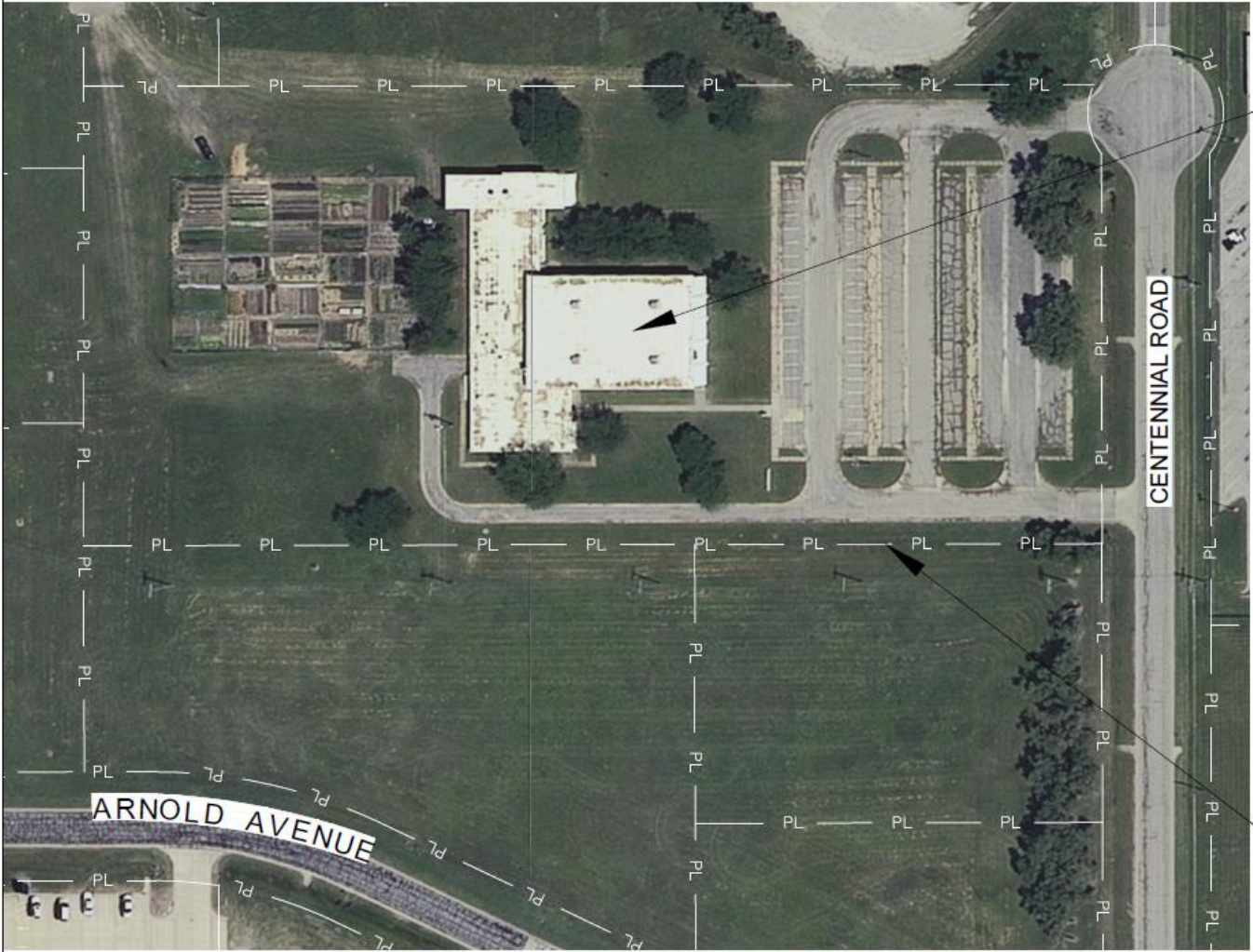
Review of Financial Aid provided to the Salina Airport Authority pursuant to the Coronavirus Aid, Relief and Economic Security (CARES) Act

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

Consideration of a Project Rise Fund Agreement with Greater Salina Community Foundation

TIM ROGERS, A.A.E.



K-State Polytechnic
Gymnasium

Property Line.



Drawing Number 2759-04-20



SALINA Airport
Authority

3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)

None : REVISIONS

KPB : DESIGNED BY

KPB : DRAWN BY

T = 80 : SCALE

4/19/20, 1944 : DATE

SALINA AIRPORT AUTHORITY
April 2020 Board Meeting Location Map

1
OF
1

Approval of a two (2) year
lease agreement with
Advanced Remote Sensing,
Inc. for the use of a portion of
Hangar H959 and Tank No.
784

SHELLI SWANSON, C.M.

Exhibit A

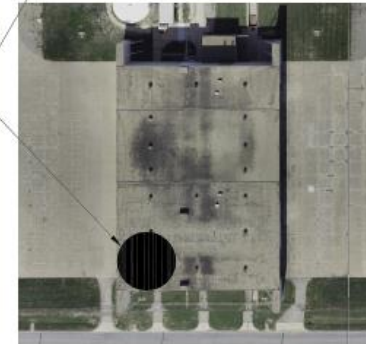


Roof Circles Location Map
Scale 1" = 400'



Tank 784 Roof Circle Site Plan
Scale 1" = 50'

7,854 S.F. surface area on
tank 784 for target point
No. 1.



Hangar 959 Roof Circle Site Plan
Scale 1" = 200'

7,854 S.F. surface area on
hangar 959 for target No. 2.

Lease area = 15,708 S.F.


 Drawing Number 2756-04-20

 3237 ARVOLI, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)
 None REVISIONS
 KRB DESIGNED BY
 KRB DRAWN BY
 As Shown SCALE
 4/9/20, 0708 DATE

Exhibit B



Roof Circles Location Map
Scale 1" = 400'



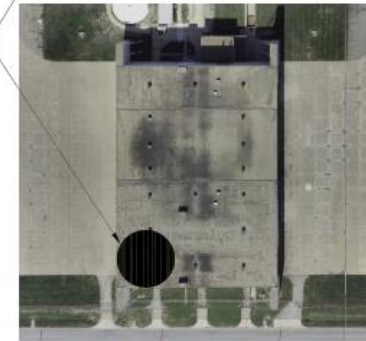
Tank 784 Roof Circle Site Plan
Scale 1" = 50'

Paint a 100' Diameter Circle (7,854 S.F.) on top of Tank 784. Color shall be a light grey.

Notes:

1. The Circles are 100' diameter. Each circle has 7854 S.F. of surface area for a total area of 15,708 S.F.
2. Hangar 959 existing surface is a White PVC single ply membrane. The proposed color shall be black.
3. Tank 784 is a steel tank. The painted surface consists of an epoxy primer coat overlaid with 1 coat of Urethane Finish in White. The proposed color shall be a light grey.
4. It is anticipated that a second application at each location will be needed within two years due to fading and/or failure. ARSI will cover the costs for this application and SAA will obtain a contractor and oversee the application of the second coat. During the use of the surfaces ARSI will perform periodical site inspections. SAA will attend these site inspections if requested by ARSI. Any actions such as power washing, touch-ups or spot cleaning will be over and above the contract and will need to be compensated by ARSI for the work.

Paint a 100' Diameter Circle (7,854 S.F.) at the southeast corner on top of Hangar 959. Color shall be a light black.



Hangar 959 Roof Circle Site Plan
Scale 1" = 200'



Drawing Number 2757-04-20
3237 ARNOLD, SALINA, KS 67401
(785)-827-3914 FAX: (785)-827-2221
None REVISIONS
KRB DESIGNED BY
KRB DRAWN BY
As Shown SCALE
4/8/20, 1964 DATE

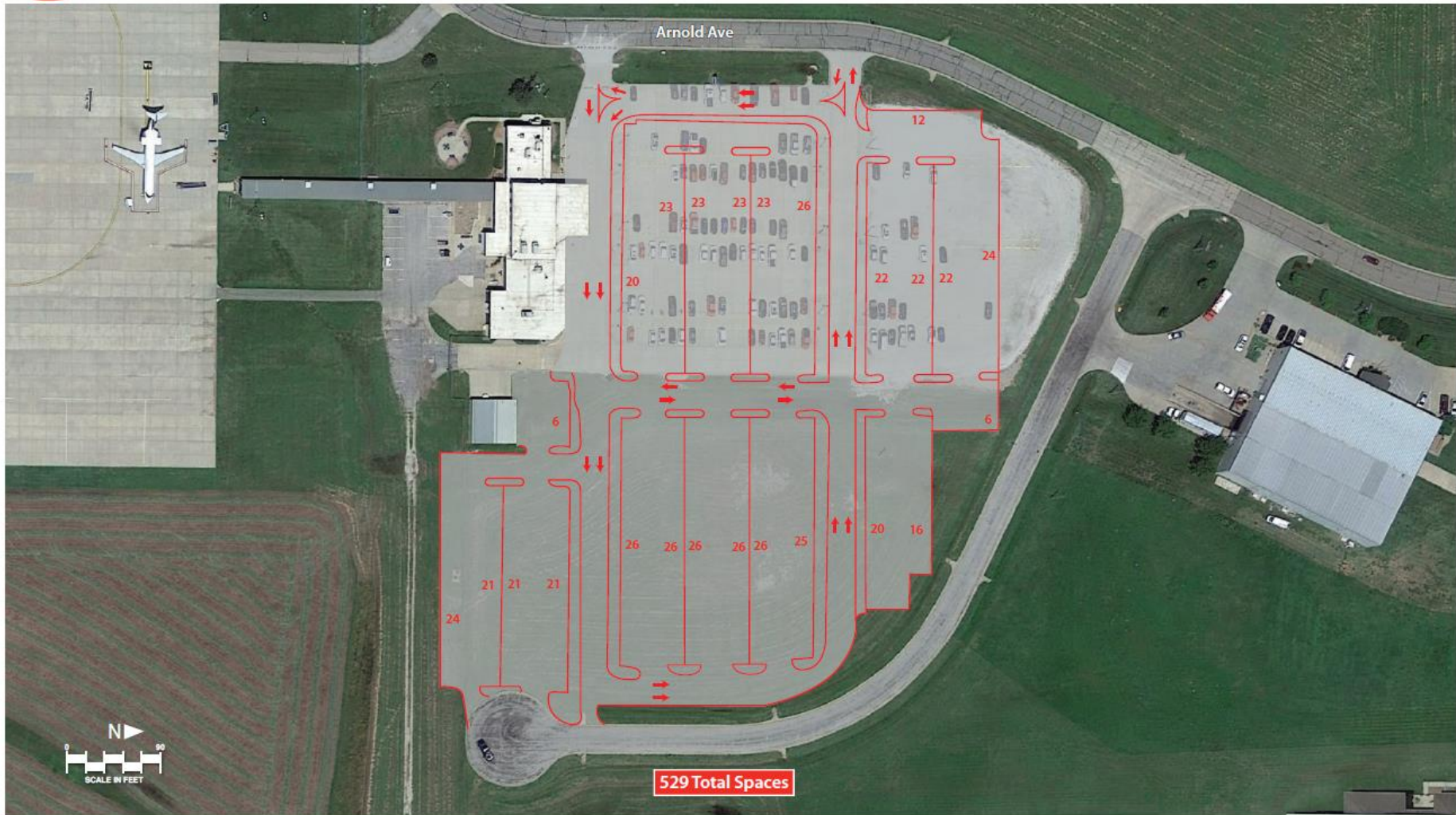
Review of M.J. Kennedy Air Terminal Space Requirements and Options for Terminal Building Expansion

TIM ROGERS, A.A.E.

Terminal Area Layout Plan Alternative 2



Parking Lot Alternative C



Directors' Forum

ALAN EICHELBERGER, CHAIRMAN

Visitor's Forum

ALAN EICHELBERGER, CHAIRMAN

Staff Reports

TIM ROGERS, A.A.E.



Runway 17/35 Closed for Maintenance and
Repairs – April 16 thru May 5 (20 days)

Runway Safety and Phasing Plan



- A** Place Lighted "X"
 - B** Low Profile Barricades, 20' Spacing Center to Center (8 Total)
Place 250' north and south of taxiway crossing.
 - C** Low Profile Barricades, 20' Spacing Center to Center (3 Total)
 - D** Low Profile Barricades, 20' Spacing Center to Center (4 Total)
 - E** Traffic Cones to keep contractor from driving down the Beacon Road and keep the contractor from continuing south on the perimeter road.
- 1** Issue the following Notams.
Runway 17-35 Closed
Taxiway A Closed from 35 to terminal ramp.
Taxiway C Closed
Taxiway F Closed
Taxiway A Closed from 17 to taxiway H.
 - 2** Notify the following critical tenants.
FAA, ATCT, Avflight, Tenant List.



Construction to begin on April 16, 2020
and be completed May 5, 2020.

Drawing Number 2755-04-20



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1 : SCALE
4/8/20, 0919 : DATE

Announcements

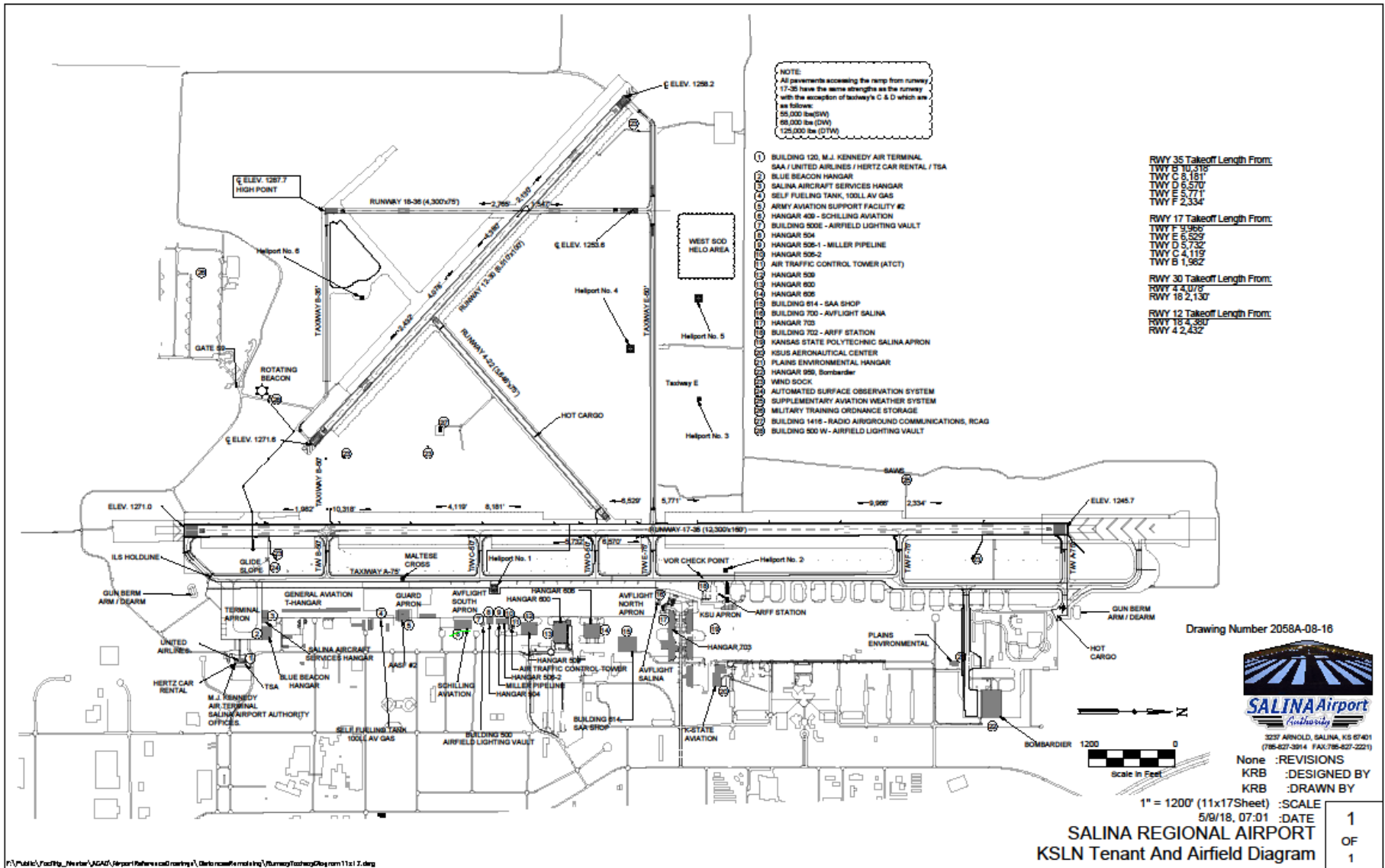
KASEY WINDHORST



Adjournment

Location Maps

KSLN Airfield Diagram



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