

# Salina Airport Authority Board of Directors Annual Meeting

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MARCH 17, 2021



# Agenda Review

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- Meet 2021 budget goal and objectives
- Completion of the SAA's 2020 financial audit
- Consideration of COVID-19 financial aid grants

# Review of Airport Activity and Financial Reports for the Month ending February 28, 2021

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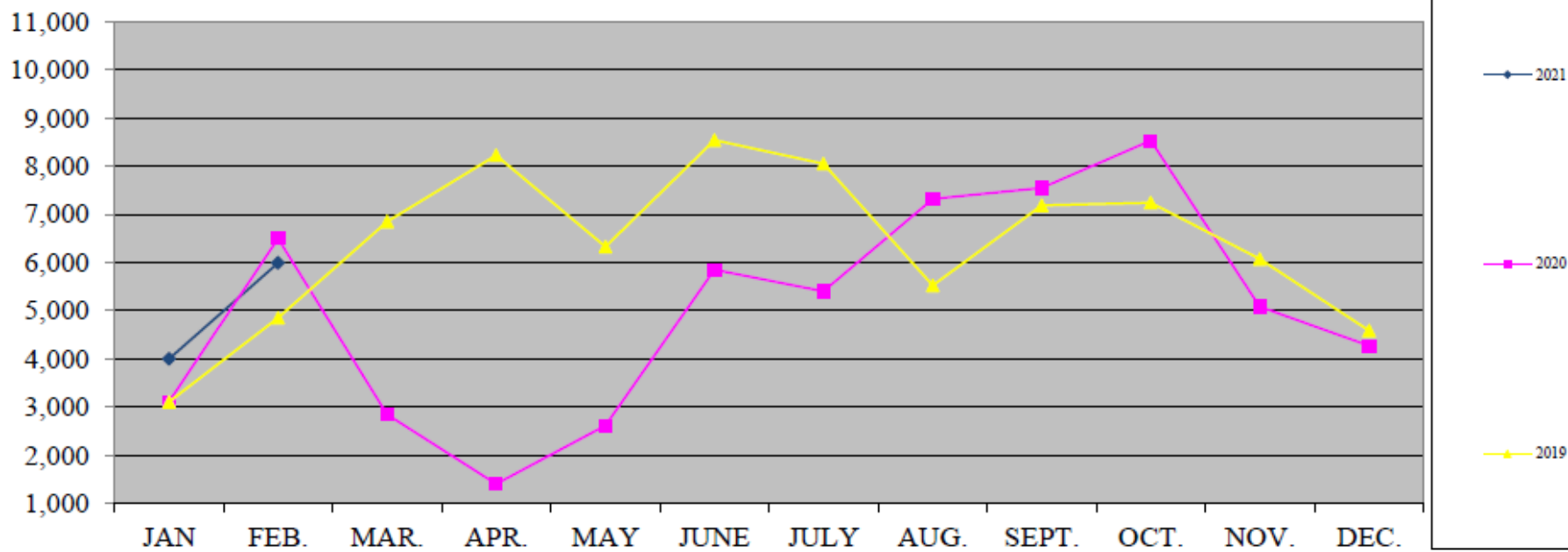
TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.



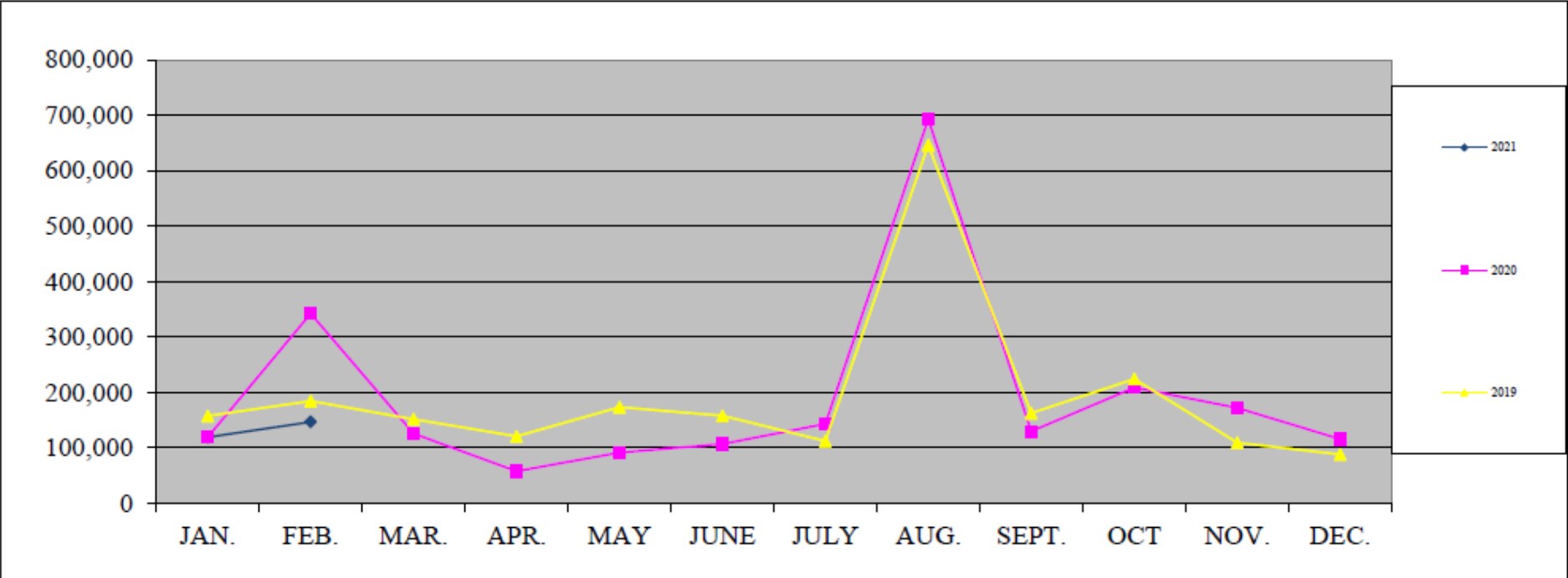


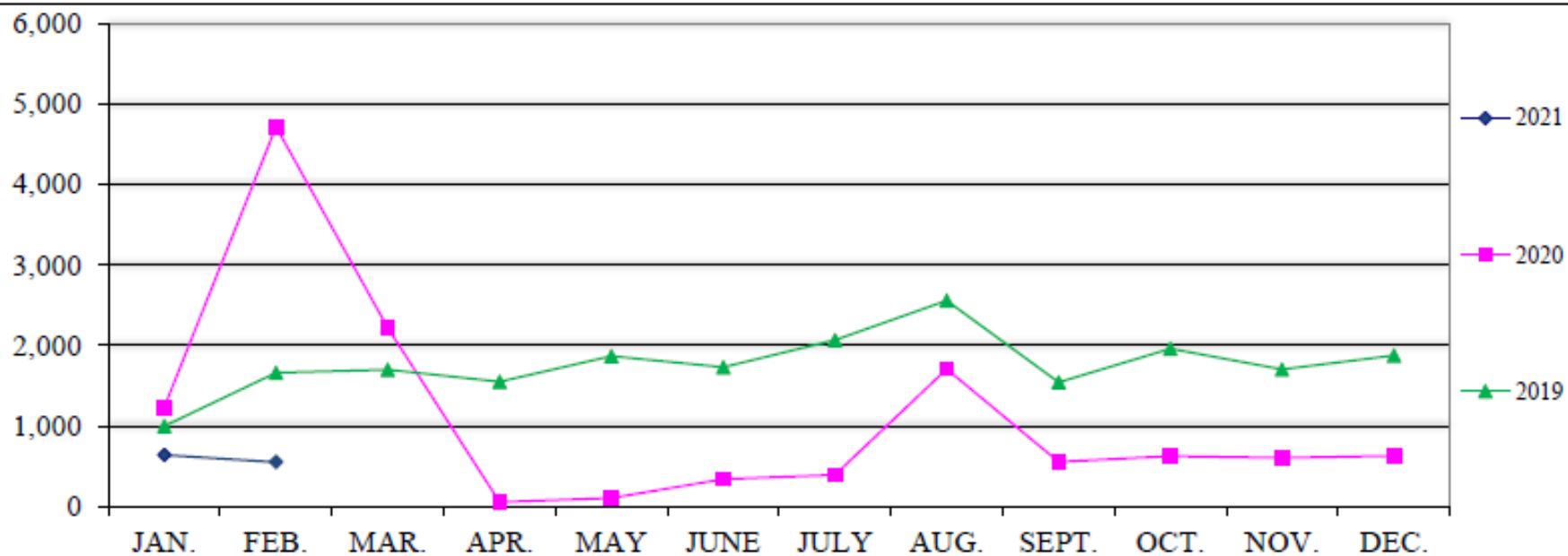
# Air Traffic





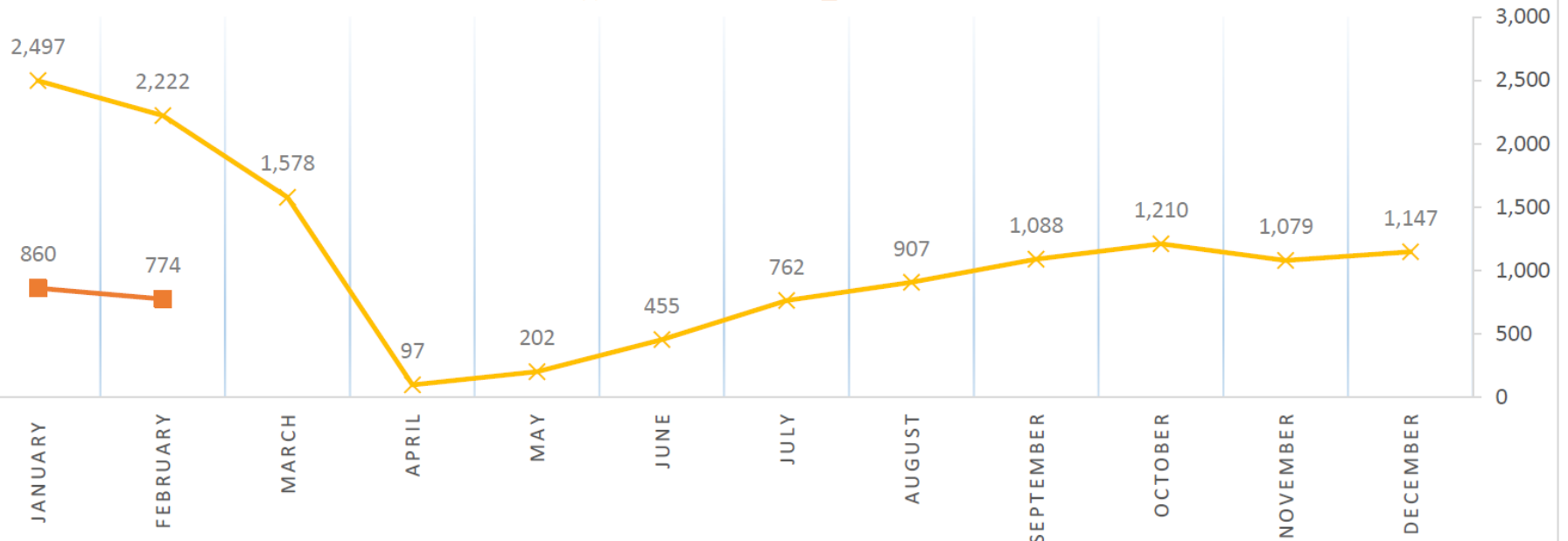
# Fuel Flowage





## SLN PASSENGERS - PER MONTH

✕ 2020 TOTAL    ■ 2021 TOTAL



# 2020 - 2021 SkyWest Airlines

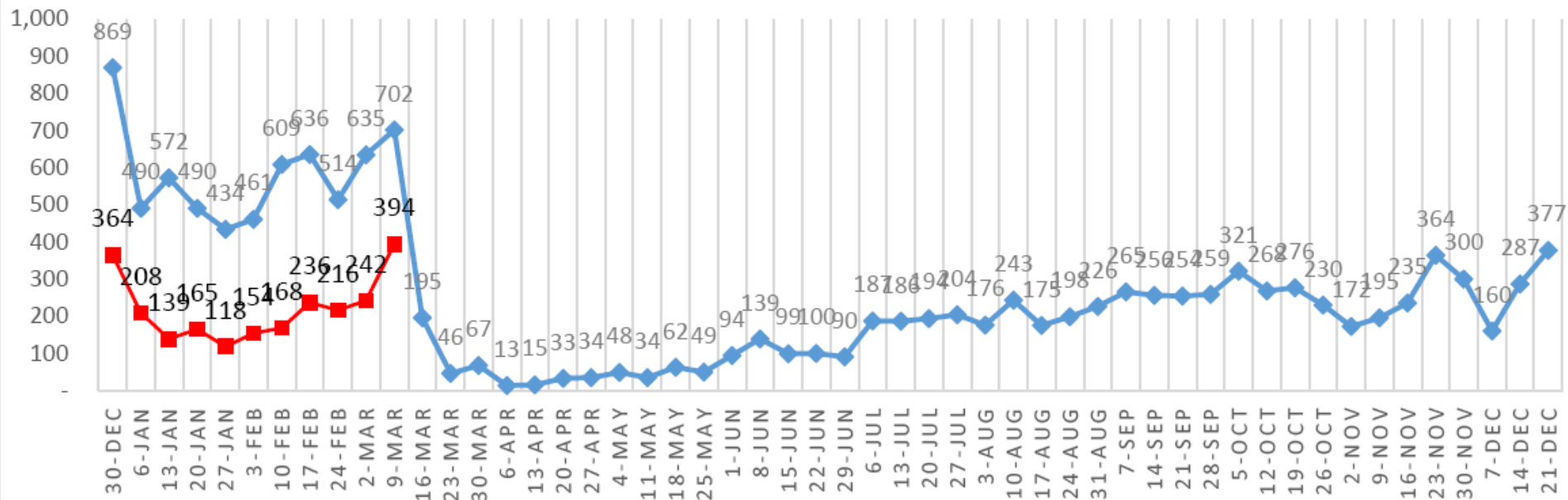
Weekly Enplane and Deplane (Monday thru Sunday)

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

## TOTAL SLN PASSENGERS - PER WEEK

—◆— 2020 TOTAL

—■— 2021 TOTAL



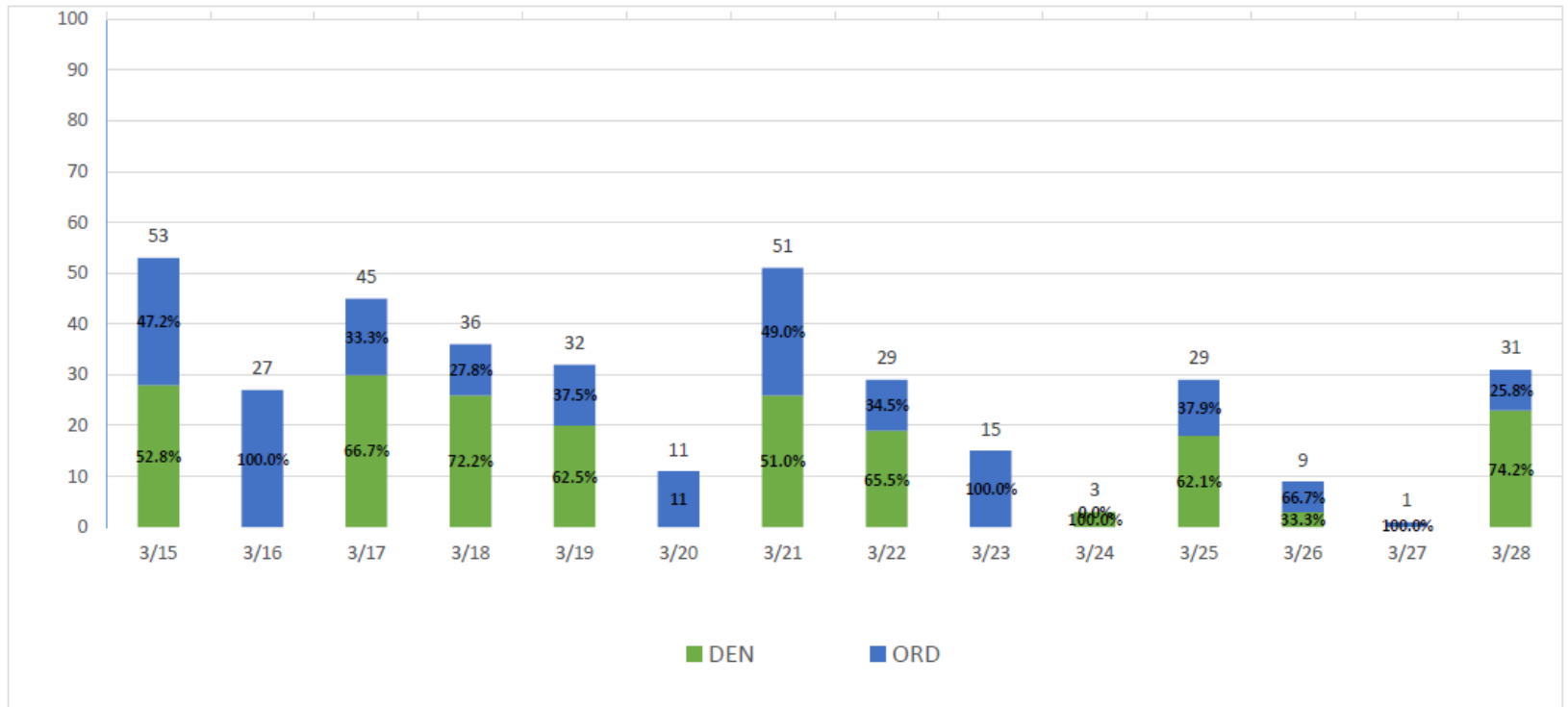


## 2021 SkyWest Airlines

### Advance Bookings - Enplanements

#### Pax Comparison (DEN and ORD)

	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	3/15	3/16	3/17	3/18	3/19	3/20	3/21	3/22	3/23	3/24	3/25	3/26	3/27	3/28
<b>DEN</b>	28		30	26	20		26	19		3	18	3		23
<b>ORD</b>	25	27	15	10	12	11	25	10	15	0	11	6	1	8
<b>Total SLN Pax per day</b>	<b>53</b>	<b>27</b>	<b>45</b>	<b>36</b>	<b>32</b>	<b>11</b>	<b>51</b>	<b>29</b>	<b>15</b>	<b>3</b>	<b>29</b>	<b>9</b>	<b>1</b>	<b>31</b>
<b>Load Factor</b>	53%	54%	45%	36%	32%	22%	51%	29%	30%	3%	29%	9%	2%	31%



# Financial Reports

**Salina Airport Authority**  
**Profit & Loss Prev Year Comparison**  
 January through February 2021

11:53 AM

03/12/2021

Accrual Basis

	<b>Jan - Feb 21</b>	<b>Jan - Feb 20</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Total Airfield revenue	138,579.67	143,620.20	-5,040.53	-3.51%
Total Building and land rent	278,569.49	238,215.45	40,354.04	16.94%
Total Other revenue	5,544.32	43,385.20	-37,840.88	-87.22%
<b>Total Income</b>	<b>423,593.16</b>	<b>425,220.85</b>	<b>-1,627.69</b>	<b>-0.38%</b>
<b>Gross Profit</b>	<b>423,593.16</b>	<b>425,220.85</b>	<b>-1,627.69</b>	<b>-0.38%</b>
<b>Expense</b>				
Total Administrative expenses	253,257.61	255,308.48	-2,050.87	-0.8%
Total Maintenance expenses	159,220.89	153,297.93	5,922.96	3.86%
Uncategorized Expenses	899.68	0.00	899.68	100.0%
<b>Total Expense</b>	<b>413,378.18</b>	<b>408,606.41</b>	<b>4,771.77</b>	<b>1.17%</b>
<b>Net Ordinary Income</b>	<b>10,214.98</b>	<b>16,614.44</b>	<b>-6,399.46</b>	<b>-38.52%</b>
<b>Other Income/Expense</b>				
Total Other Income	422,607.87	473,448.69	-50,840.82	-10.74%
Total Other Expense	581,890.34	571,396.50	10,493.84	1.84%
<b>Net Other Income</b>	<b>-159,282.47</b>	<b>-97,947.81</b>	<b>-61,334.66</b>	<b>-62.62%</b>
<b>Net Income</b>	<b>-149,067.49</b>	<b>-81,333.37</b>	<b>-67,734.12</b>	<b>-83.28%</b>

# Financial Reports

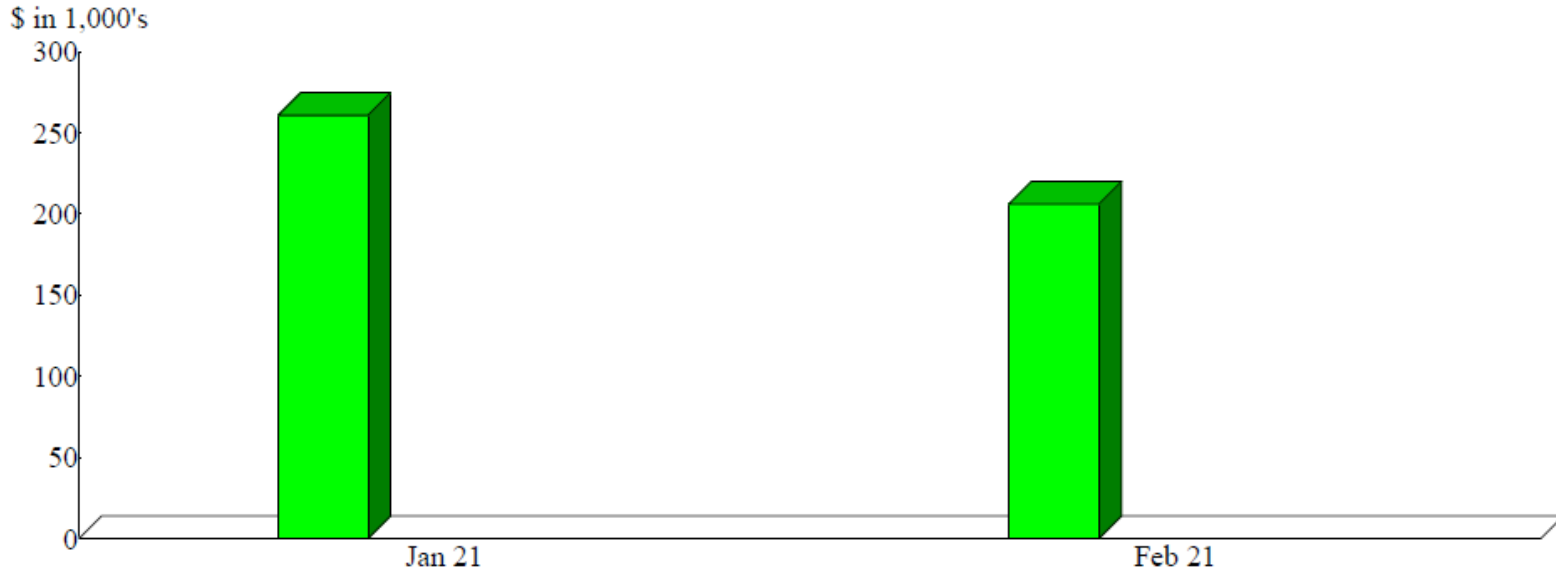
**Salina Airport Authority**  
**Capital Additions Budget vs. Actual**  
 As of February 28, 2021

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 03/12/2021  
 Accrual Basis

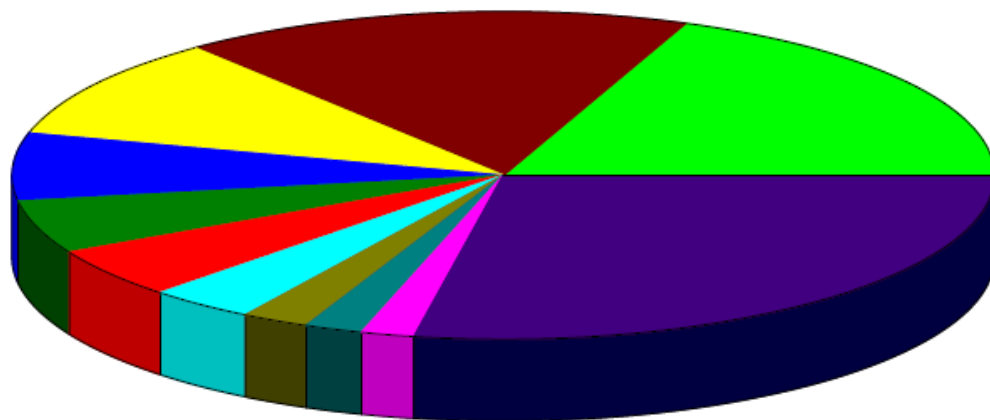
	<b>Feb 21</b>	<b>Jan - Feb 21</b>	<b>Annual Budget</b>	<b>+/- Annual Budget</b>	<b>% of Annual Budget</b>
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Total Airfield</b>		10,942	615,000	-604,058	2%
<b>Total Buildings &amp; Improvements</b>		17,903	46,058	-28,155	39%
<b>Total Equipment</b>	239,954	325,205	447,960	-122,755	73%
<b>Total Land</b>	0	0	25,000	-25,000	0%
<b>Total Fixed assets at cost</b>	239,954	354,050	1,134,018	-779,968	31%

Sales by Month  
January through February 2021

Dollar Sales



Sales Summary  
January through February 2021

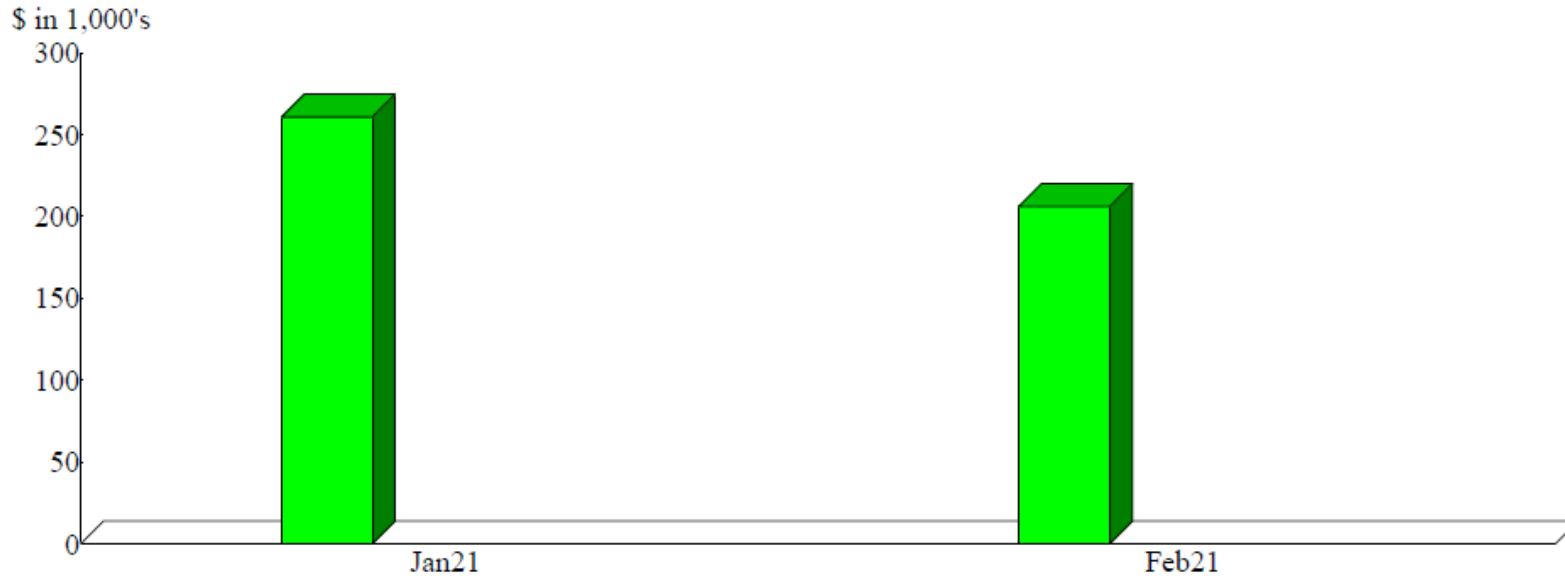


Kansas Erosion Products, LLC.	19.06%
1 Vision Aviation, PLLC	17.02
Avflight Salina	10.13
SFC Global Supply Chain	6.78
Universal Forest Products (UFP)	5.35
Stryten Salina, LLC	5.02
Kansas State Polytechnic - Salina	3.58
Durham School Service, L.P.	2.30
AGCO Corporation	1.93
Federal Aviation Adminis.	1.87
Other	26.97
<b>Total</b>	<b>\$467,172.73</b>

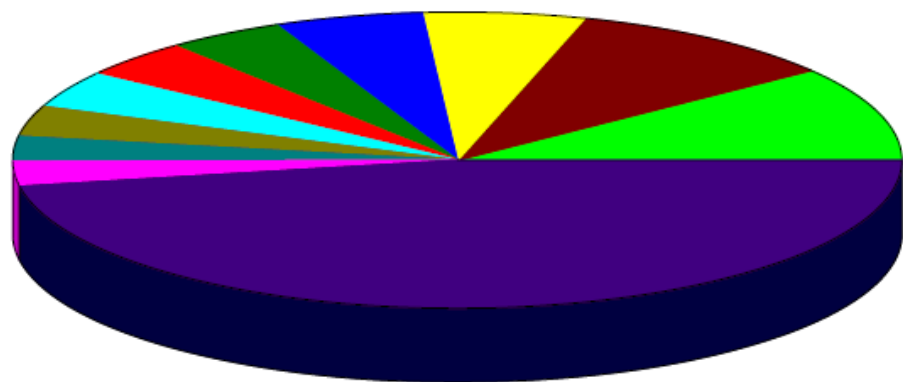
By Customer

Sales by Month  
January through February 2021

Dollar Sales



Sales Summary  
January through February 2021



Insurance(CP) (Insurance Reimbursement)	10.44%
H-00959-1 (Hangar Facility H959 - 2044 S	10.08
B-01021 (Building #1021 located at 3600	5.91
Utility Reimbursement (Utility Reimburse	5.47
FFF-Avflight Salina (Fuel Flowage Fee @	4.34
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.27
B-00620-1 (Building #620 (30,000 SF) an	4.09
B-00626-1 (Manufacturing facility #626 (	3.46
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.79
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.75
Other	46.40
<b>Total</b>	<b>\$467,172.73</b>

By Item

# SAA 2020 Annual Audit Update and Discussion

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Shelli Swanson, C.M.

# Consideration of Federal Aviation Administration Grant Offer and Agreements for Coronavirus Response and Relief Supplemental Appropriations Act (CRRSAA) financial assistance

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TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

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**GROUP 3**

	<b>Supplier</b>	<b><u>Budget</u></b>	<b><u>Proposals</u></b>	<b><u>Difference</u></b>
Airfield Signage (LED Kits)	Lumacurve	\$ 80,000	\$ 77,753	\$ (2,247)
Airfield Perimeter Gate Openers	Cheney Door	25,000	20,340	(4,660)
Board Room Furniture	One Office Solutions	20,000	15,437	(4,563)
Wheel Loader	Murphey Tractor	200,000	179,198	(20,802)
(5) Wheel Loader Attachments	Multiple vendors	100,000	63,935	(36,065)
Wood/Brush Chipper	Fairbank Equipment	65,000	60,630	(4,370)
Term. Bldg. AEDs	Western First Aid	7,500	7,305	(195)
(2) Ford/Dodge SUV (surplus)	KHP Fleet Sales	60,000	57,700	(2,300)
3/4 T pickup (surplus)	KHP Fleet Sales	25,000	-	(25,000)
Bldg. 700 Roof (Avflight)	<i>TBD</i>	22,500	-	(22,500)
Vehicle Lift	Northern Tool & Equipment	6,000	5,810	(190)
Scissor Lift - 32 ft. (39 ft. working height) with trailer	United Rentals & K-Four Trailer	60,000	30,000	(30,000)
Concrete Saw	Ohio Power Tools	6,000	5,000	(1,000)
Equipment accessories / contingency		48,000		
<b>Total</b>		<b><u>\$ 725,000</u></b>	<b><u>\$ 523,107</u></b>	<b><u>\$ (201,893)</u></b>

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# Slate of Officers and Committee Assignments for 2021-2022

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ALAN EICHELBERGER

## 2021 – 2022 Slate of Officers

Chair	Kristin Gunn
Vice-Chair	Kent Buer
Secretary	Brian Weisel
Treasurer	Tod Roberg
Past Chairman	Alan Eichelberger

## 2021 – 2022 Committee Assignments

Salina Area Chamber of Commerce Board of Directors (ex officio member)	Kristin Gunn
Schilling Project Executive Group (SAA board liaison)	Kristin Gunn
Salina Community Economic Development Organization (SAA board liaison)	Kent Buer

# Consideration of SAA Resolution 21-02 designating the various bank depositories of the Salina Airport Authority

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SHELLI SWANSON, C.M.

# Review the SAA Board of Directors Reference Manual

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TIM ROGERS, A.A.E.

<https://www.salinaairport.com/public-information.aspx>

# Directors' Forum

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ALAN EICHELBERGER, CHAIRMAN

# Chairman's Recognition

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KRISTIN GUNN

# Visitor's Questions & Comments

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# Staff Reports

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TIM ROGERS, A.A.E.



# Announcements

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# Adjournment

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