

# Salina Airport Authority Board of Directors Regular Meeting

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APRIL 21, 2021



# Agenda Review

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- Meet 2021 budget goal and objectives
- Construction of new GA aircraft storage hangars
- 2021 and 2022 SAA staffing and transition planning

# Review of Airport Activity and Financial Reports for the Month ending March 31, 2021

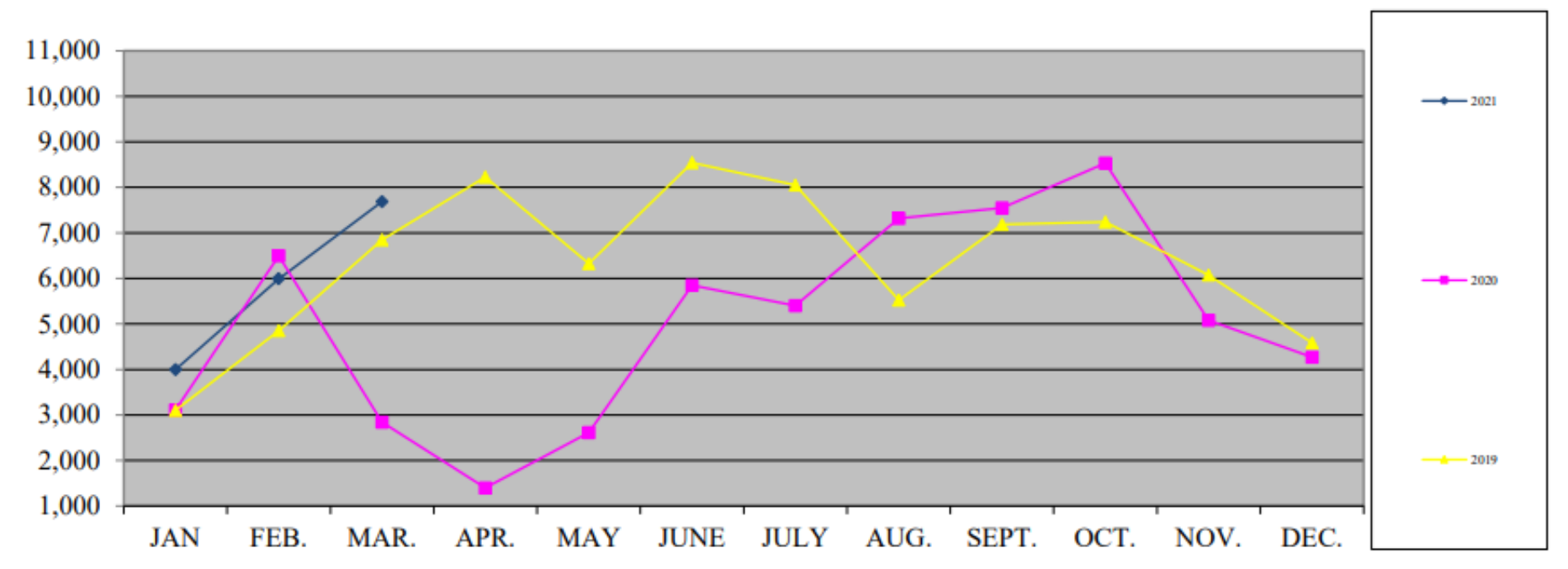
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TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

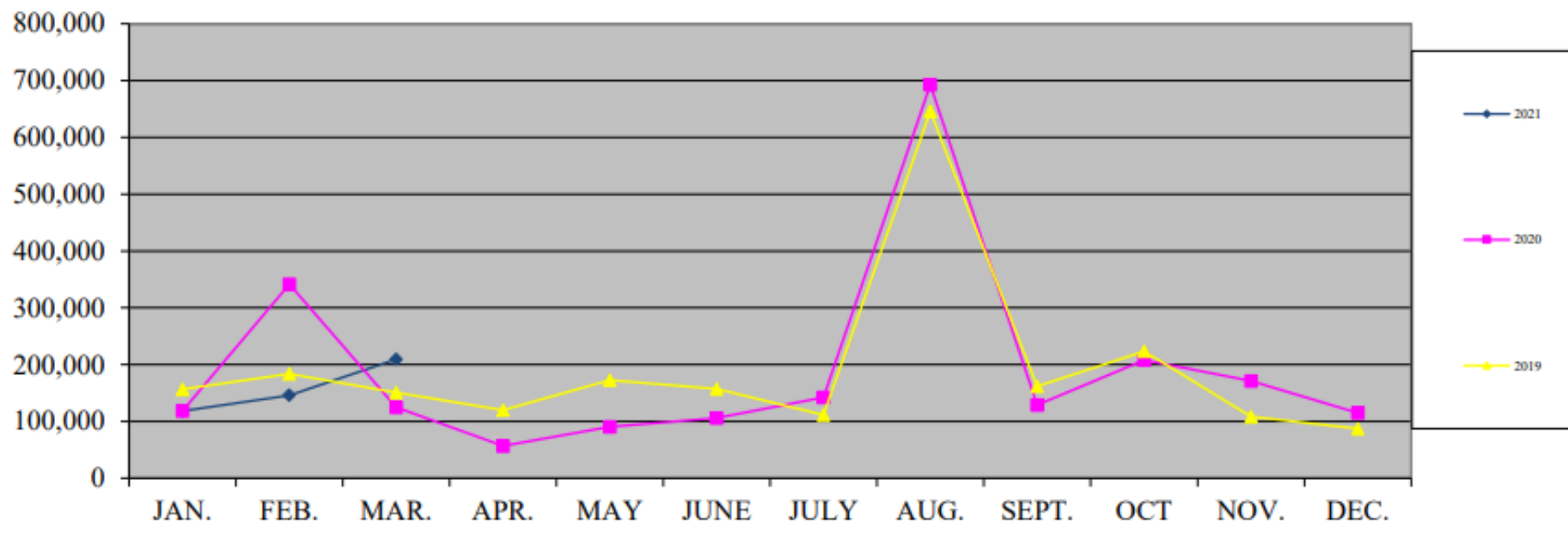


# Air Traffic



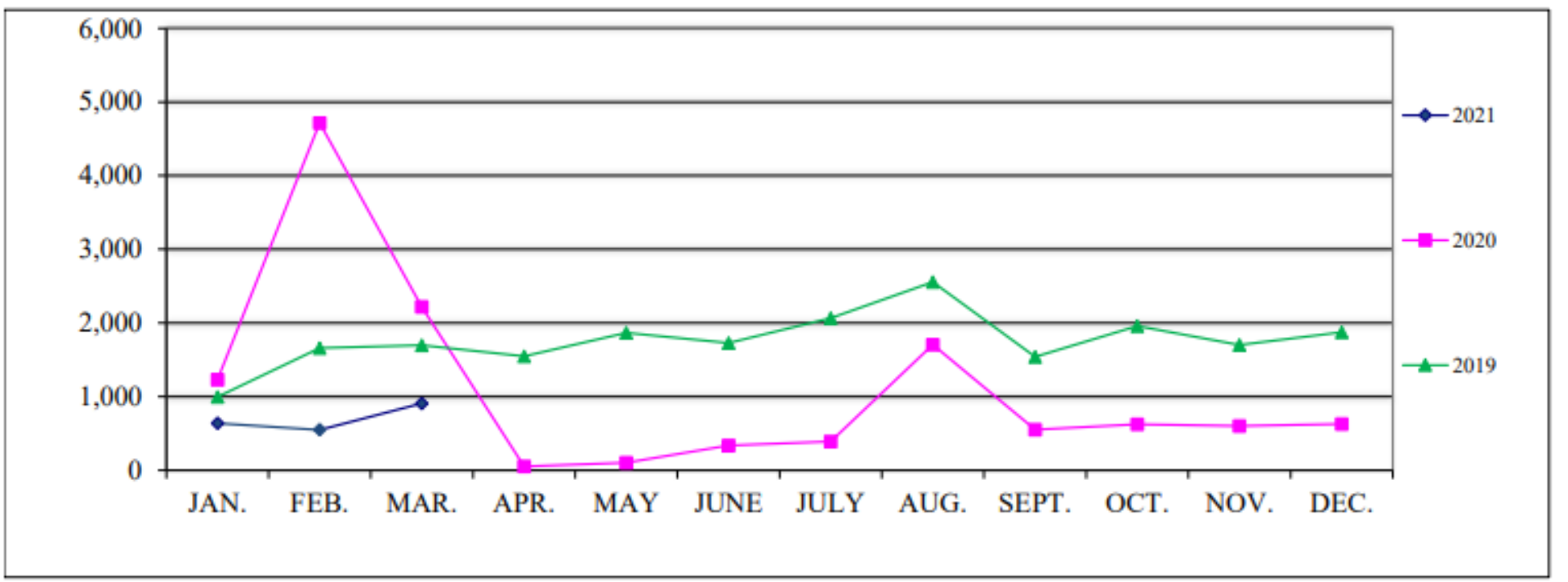


# Fuel Flowage



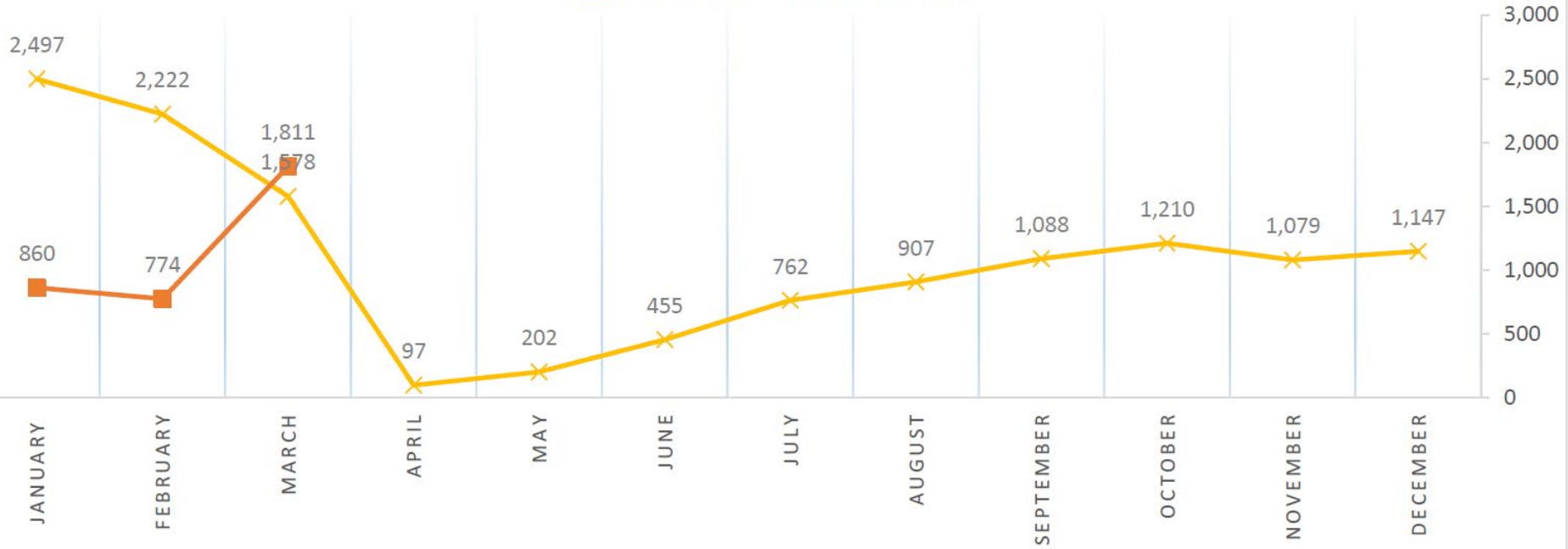


# Enplanements



## SLN PASSENGERS - PER MONTH

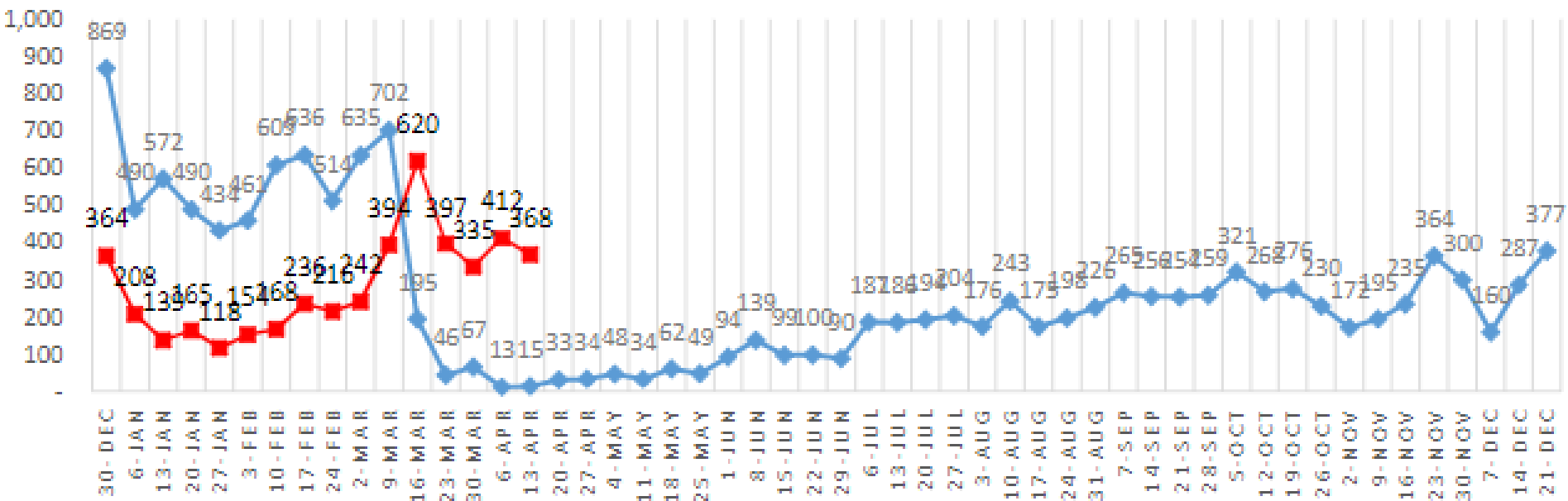
✕ 2020 TOTAL    ■ 2021 TOTAL



# TOTAL SLN PASSENGERS - PER WEEK

—◆— 2020 TOTAL

—■— 2021 TOTAL



\* Passenger numbers reported are unaudited by SKW and subject to change



# Financial Reports

## Salina Airport Authority Profit & Loss Prev Year Comparison January through March 2021

11:23 AM

04/16/2021

Accrual Basis

	<u>Jan - Mar 21</u>	<u>Jan - Mar 20</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Total Airfield revenue	236,560.37	208,191.11	28,369.26	13.63%
Total Building and land rent	417,531.19	361,345.40	56,185.79	15.55%
Total Other revenue	16,880.79	67,267.96	-50,387.17	-74.91%
<b>Total Income</b>	<u>671,872.03</u>	<u>636,804.47</u>	<u>35,067.56</u>	<u>5.51%</u>
<b>Gross Profit</b>	<u>671,872.03</u>	<u>636,804.47</u>	<u>35,067.56</u>	<u>5.51%</u>
<b>Expense</b>				
Total Administrative expenses	368,054.63	362,354.54	5,700.09	1.57%
Total Maintenance expenses	330,658.77	206,378.25	124,280.52	60.22%
<b>Total Expense</b>	<u>699,613.08</u>	<u>568,732.79</u>	<u>130,880.29</u>	<u>23.01%</u>
<b>Net Ordinary Income</b>	<u>-27,741.05</u>	<u>68,071.68</u>	<u>-95,812.73</u>	<u>-140.75%</u>
<b>Other Income/Expense</b>				
Total Other Income	1,101,508.39	695,894.04	405,614.35	58.29%
Total Other Expense	937,647.18	857,094.75	80,552.43	9.4%
<b>Net Other Income</b>	<u>163,861.21</u>	<u>-161,200.71</u>	<u>325,061.92</u>	<u>201.65%</u>
<b>Net Income</b>	<u><u>136,120.16</u></u>	<u><u>-93,129.03</u></u>	<u><u>229,249.19</u></u>	<u><u>246.16%</u></u>

# Financial Reports

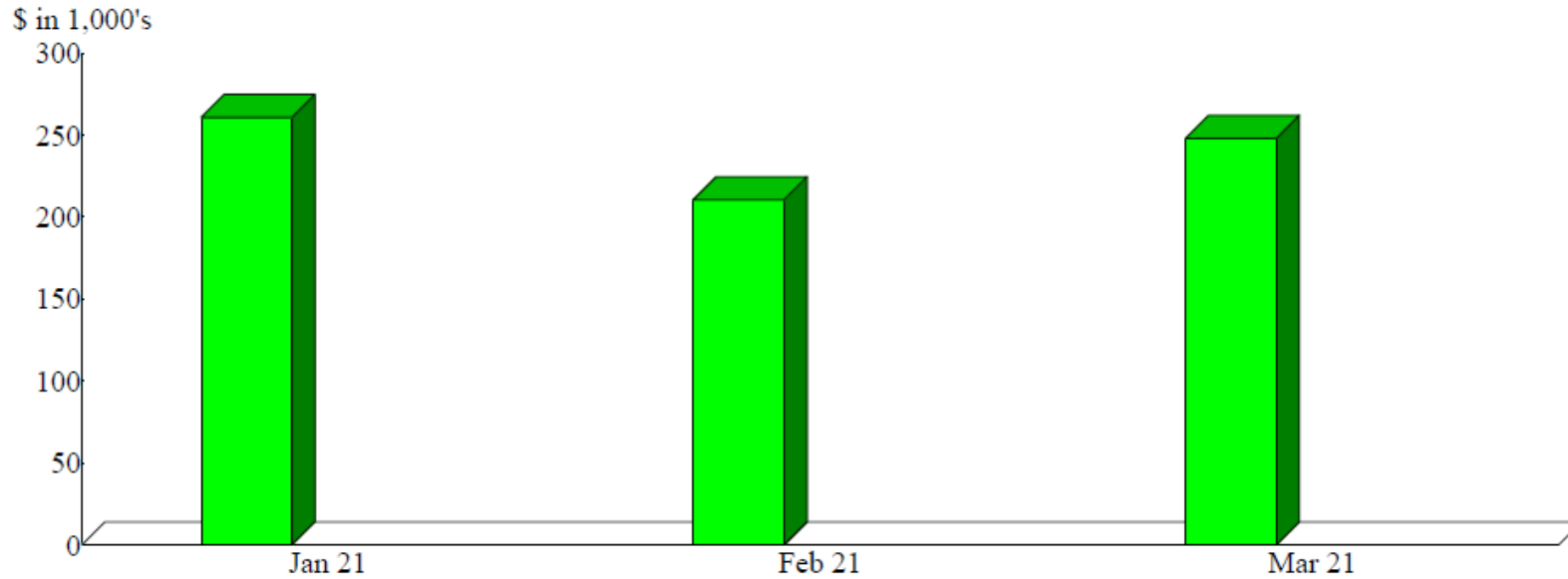
Salina Airport Authority  
**Capital Additions Budget vs. Actual**  
 As of March 31, 2021

11:05 AM  
 04/16/2021  
 Accrual Basis

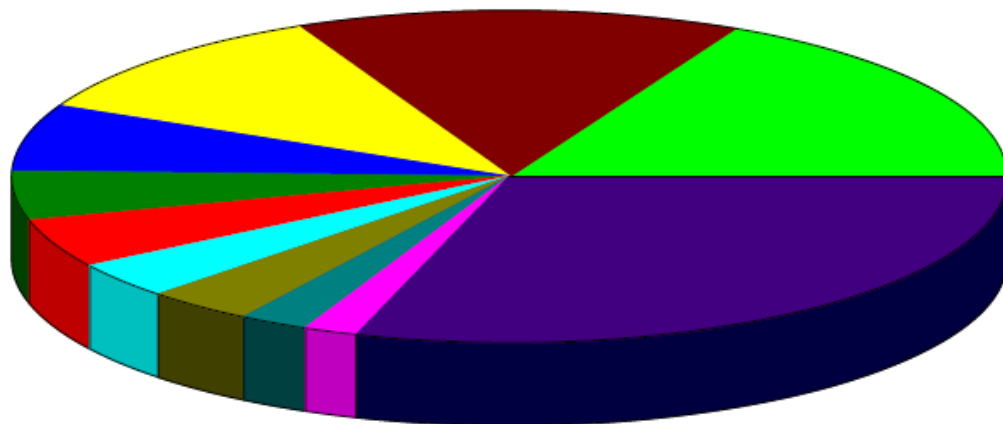
	<b>Jan - Mar 21</b>	<b>Mar 21</b>	<b>Annual Budget</b>	<b>+/- Annual Budget</b>	<b>% of Annual Budget</b>
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Total Airfeld</b>	36,544	163,750	663,250	-499,500	25%
<b>Total Buildings &amp; Improvements</b>	114,048	132,902	218,558	-85,656	61%
<b>Total Equipment</b>	131,554	459,419	1,118,185	-658,766	41%
<b>Total Land</b>	0	0	25,000	-25,000	0%
<b>Total Fixed assets at cost</b>	282,146	756,071	2,024,993	-1,268,922	37%

Sales by Month  
January through March 2021

Dollar Sales



Sales Summary  
January through March 2021

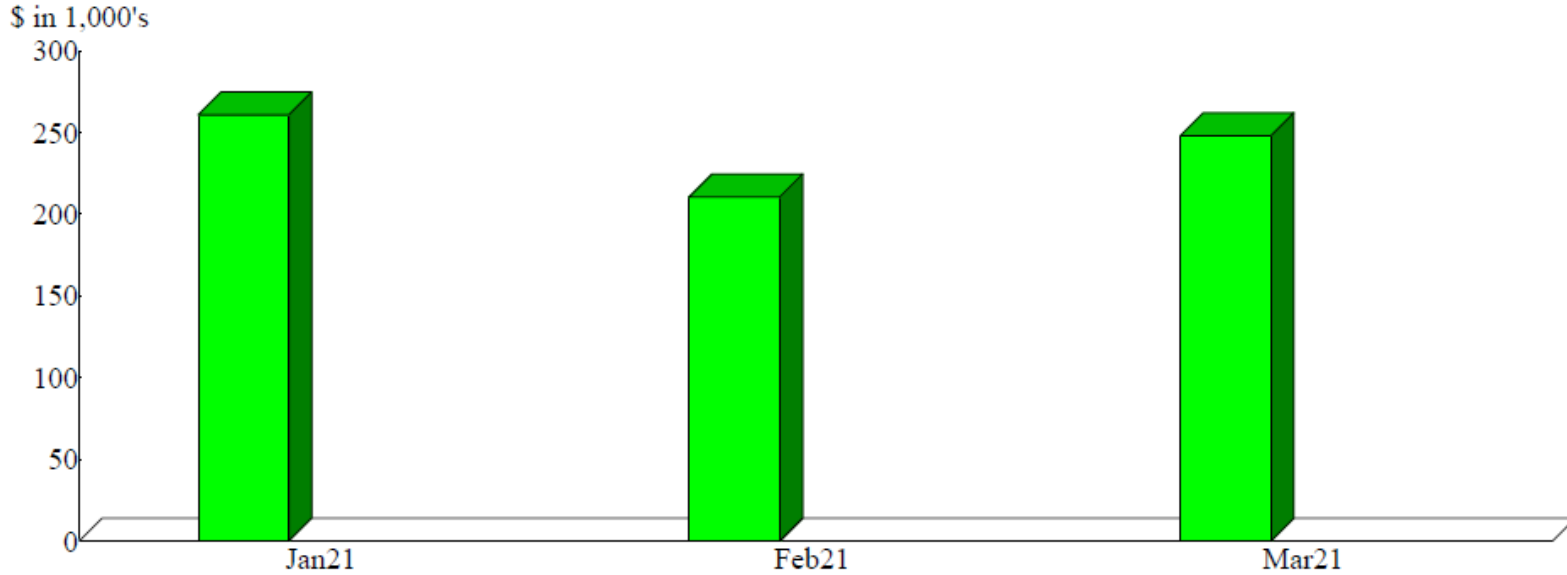


Kansas Erosion Products, LLC.	17.63%
1 Vision Aviation, PLLC	14.60
Avflight Salina	10.97
SFC Global Supply Chain	6.60
Stryten Salina, LLC	4.90
Universal Forest Products (UFP)	4.80
Nellis AFB	3.64
Kansas State Polytechnic - Salina	3.56
Durham School Service, L.P.	2.24
Federal Aviation Adminis.	1.90
Other	29.15
<b>Total</b>	<b>\$719,750.87</b>

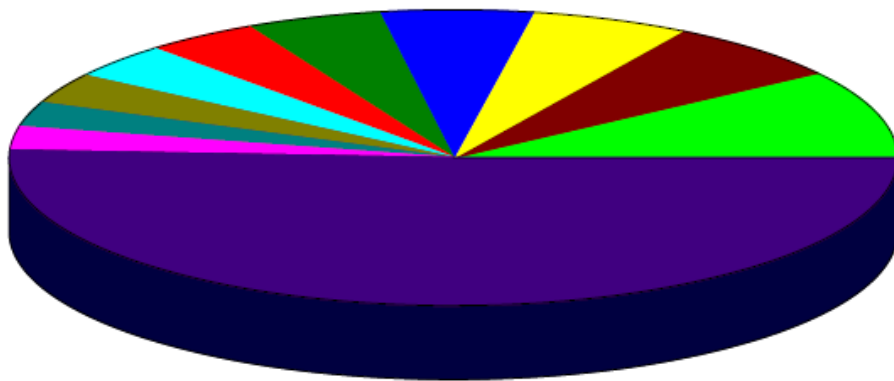
By Customer

Sales by Month  
January through March 2021

Dollar Sales



Sales Summary  
January through March 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.81%
Insurance(CP) (Insurance Reimbursement)	6.78
B-01021 (Building #1021 located at 3600	5.75
Utility Reimbursement (Utility Reimburse	5.70
FFF-Avflight Salina (Fuel Flowage Fee @	5.05
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.16
B-00620-1 (Building #620 (30,000 SF) an	3.98
B-00626-1 (Manufacturing facility #626 (	3.37
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.72
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.68
Other	50.00
<b>Total</b>	<b>\$719,750.87</b>

By Item

# Review of the SAA's January through March 2021 (Q1) 10-year trend analysis

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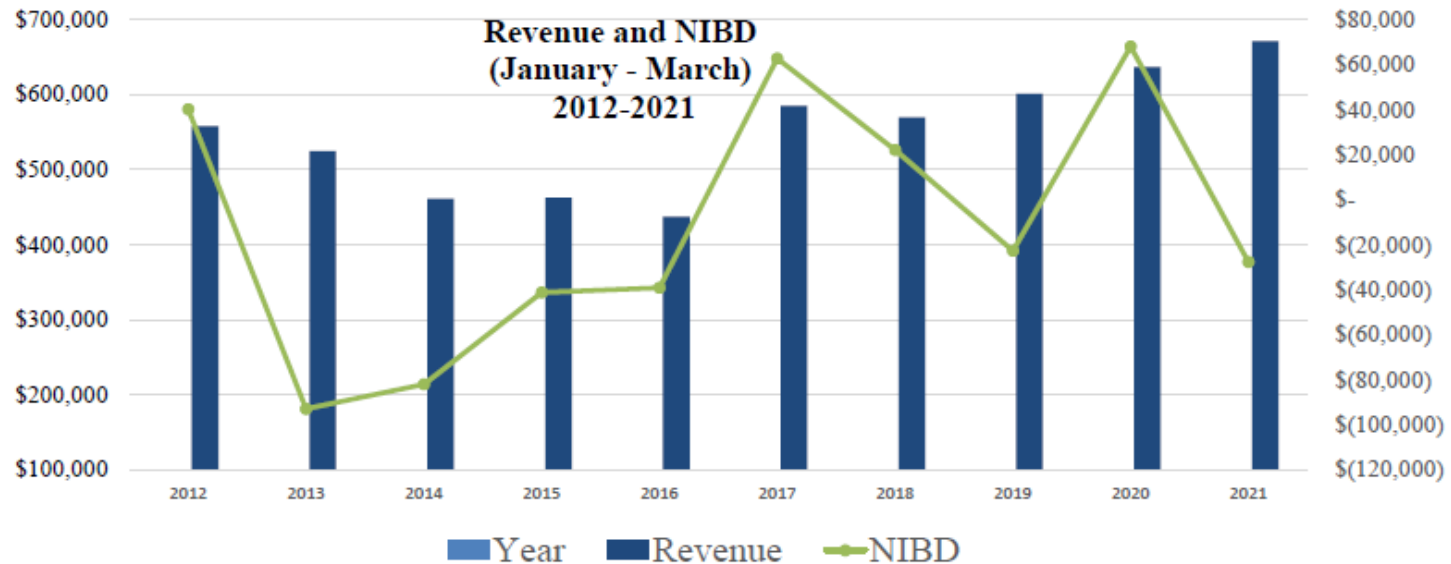
SHELLI SWANSON, C.M.

# 10-Year Operating Revenue and Expense Analysis

## January - March

### 2012-2021

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>TOTAL REVENUES</b>										
<b>OPERATING REVENUES</b>										
Airfield	\$ 130,578	\$ 110,020	\$ 106,029	\$ 134,358	\$ 121,940	\$ 152,293	\$ 143,895	\$ 209,431	\$ 159,438	\$ 197,355
Fuel flowage fees	44,889	31,145	27,556	49,411	27,557	69,380	36,979	39,068	48,753	39,206
Building and land rent	365,239	378,164	314,631	262,658	271,868	324,697	344,143	327,818	361,345	417,531
Other revenue	17,271	5,141	12,977	16,028	16,010	39,174	44,857	25,077	67,268	16,881
<b>TOTAL OPERATING REVENUES</b>	<b>557,978</b>	<b>524,470</b>	<b>461,192</b>	<b>462,455</b>	<b>437,375</b>	<b>585,543</b>	<b>569,874</b>	<b>601,394</b>	<b>636,804</b>	<b>670,973</b>
<b>TOTAL EXPENSES</b>										
<b>OPERATING EXPENSES</b>										
Administrative	317,353	313,366	273,084	286,259	300,315	297,800	326,765	373,719	362,355	368,053
Maintenance	200,472	304,101	270,242	217,473	176,208	224,990	221,048	250,416	206,378	330,658
<b>TOTAL OPERATING EXPENSES</b>	<b>517,825</b>	<b>617,467</b>	<b>543,327</b>	<b>503,732</b>	<b>476,524</b>	<b>522,790</b>	<b>547,813</b>	<b>624,135</b>	<b>568,733</b>	<b>698,711</b>
<b>OPERATING INCOME BEFORE DEPRECIATION</b>	<b>\$ 40,152</b>	<b>\$ (92,998)</b>	<b>\$ (82,134)</b>	<b>\$ (41,277)</b>	<b>\$ (39,149)</b>	<b>\$ 62,753</b>	<b>\$ 22,061</b>	<b>\$ (22,741)</b>	<b>\$ 68,071</b>	<b>\$ (27,738)</b>



# Review of financing options for the construction of a new, five-unit aircraft storage hangar

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SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.

<b>2021-2022 Cash Flow Projections</b>	<b>2021</b>	<b>2022</b>
Jan 1 Unrestricted Cash Balance	\$1,545,361	\$2,460,635
Net Operating Income	50,000	50,000
Non-recurring Revenues	2,477,160	0
Debt Serviced Funded by Operating Revenues	-56,893	-56,893
Capital Expenditures Funded by Cash/Operating Revenues	-1,554,993	-250,000
<b>Projected Unrestricted Cash Fund Balance</b>	<b>\$2,460,635</b>	<b>\$2,203,742</b>
Target Dec. 31 Cash Balance (75% of annual operating expenditures)	1,839,966	1,895,165
<b>+/- Cash Balance Target</b>	<b>\$620,669</b>	<b>\$308,577</b>



# Project Bids Received

<b>Project</b>	<b>Low Bidder</b>	<b>Amount</b>
<b>One (1) 12,000 SF, 50 ft. x 250 ft. five (5) unit, aircraft storage hangar</b>	Hutton Construction	\$730,000
<b>Taxi lane grading, drainage and paving for the five (5) unit aircraft storage hangar</b>	APAC Salina	\$113,172
<b>One (1) public restroom to serve all aircraft storage hangar tenants</b>	Cheney Construction	\$150,768

	A	B	C
1	<b>SOURCES AND USES OF FUNDS</b>		
3	<b>SALINA REGIONAL AIRPORT</b>		
4	<b>SALINA AIRPORT AUTHORITY</b>		
5	<b>SALINA, KANSAS</b>		
6			
7	<i>General Aviation Box Hangar and Public Restroom Project</i>		
8			
9	April 20, 2021		
10			
11			
12	<b>SOURCES OF FUNDS</b>		
13			
14	SAA Financing		\$ 474,538
15	SAA Cash		600,463
16	<b>FINAL</b>		
17		<b>TOTAL SOURCES =</b>	<b>\$ 1,075,000</b>
18			
19			
20	<b>USES OF FUNDS</b>		
21			
22	Advertising/Legal		\$ 2,000
23			
24	<b>Box Hangars</b>		
25	5 Unit Box Hangar Construction		730,000
26	Architectural / Engineering		39,783
27	<b>Total Box Hangar</b>		<b>769,783</b>
28			
29	<b>Public Restroom</b>		
30	Restroom Construction		150,768
31	Architectural / Engineering		8,217
32	<b>Total Public Restroom</b>		<b>158,985</b>
33			
34	Taxiline		113,172
35			
36	Contingency		-
37			
38	<b>Borrowing Costs</b>		
39	Financing Issuance Costs		
40	Temporary Note Interest		30,000
41			
42	<b>Rounding</b>		<b>1,060</b>
43			
44	<b>Total Designated Use of Funds</b>		<b>\$ 1,075,000</b>
45			
46			
47			
48	<b>Notes:</b>		
49	Total Box Hangar and Taxilane Dev. Cost		882,955
50			
51	50% of above by SAA		441,478
52	Public restroom		158,985
53	<b>Total SAA Cash</b>		<b>600,463</b>
54			
55	Financing \$475K, 3.5%, 15 years - 41,047 annual pmts		
56	\$685/month hangar rental		

# Review of the SAA's 2021-2022 staffing and personnel transition plan

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TIM ROGERS, A.A.E.

## Salina Airport Authority Employee Years of Service and Retirement Summary 2021 - 2022 Succession Planning

Report revised

4/19/2021

*Date Driven - Change Date to Left to Adjust All Tables & Values*

*Current Sort - KPERS points; descending*

Employee	Hire Date	Years Employed	Years of Service (KPERS)	KPERS Points	Year Eligible for Full Retirement Under KPERS	Announced Retirement Date	Position Description Updated	Position Advertised	Candidate Interviews	Successor Hire Date	Successor Start Date
Asst. Manager of Ops	TBD						02/19/2021	03/15/2021	04/15/2021 - 05/15/2021	06/01/2021	07/01/2021
* Colby, Roger K.	10/07/1985	35.56	40.31	104.52	7/19/2011	3/31/2022	11/15/2021	12/7/2021	01/01/2022 - 02/01/2022	3/7/2022	3/17/2022
* Rogers, Timothy F.	01/01/1985	36.32	36.32	103.44	2/1/2012						
* Swanson, Michelle	08/31/1998	22.65	23.56	75.66	12/18/2025						
Bieker, Kenneth R.	06/24/2008	12.83	11.83	73.25	3/3/2027	11/30/2021	5/1/2021	6/1/2021	08/15/2021 - 09/15/2021	10/1/2021	10/31/2021
Sorell, David	10/01/2012	8.55	8.55	65.39	2/4/2031						
Windhorst, Kasey L	07/01/2004	16.81	15.81	55.58	12/31/2035						
Anderson, Alan C.	03/16/2010	11.10	11.10	52.82	5/17/2037						
Moyer, Kyle	11/13/2012	8.44	8.44	44.28	8/22/2041						
Claassen, Timothy J.	03/16/2020	1.09	0.09	37.27	8/24/2047						
Turner, Zach	09/09/2016	4.61	4.61	31.57	12/29/2047						
Mueller, Max	07/06/2020	0.79	-0.21	24.40	1/28/2054						
Moyer, Jazstyn	11/04/2019	1.46	0.46	22.09	3/25/2055						
Hodge, Andrew	10/26/2020	0.48	-0.52	21.01	10/8/2055						
Moyer, Jett	08/10/2020	0.69	-0.31	19.00	10/10/2056						

# Executive Session

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KRISTIN GUNN, CHAIR

# Directors' Forum

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KRISTIN GUNN, CHAIR

# Visitor's Questions & Comments

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# Staff Reports

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TIM ROGERS, A.A.E.



# Announcements

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- Sierra Nevada Corporation
  - April 22<sup>nd</sup> – May 18<sup>th</sup>
- Runway 17/35 Rehabilitation Project Bid Opening
  - April 29<sup>th</sup>



# Adjournment

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