

DATE: June 10, 2015
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **June 17, 2015 SAA Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's board meeting. There is an executive session scheduled for the end of the meeting.

Please note the following agenda item comments.

50 Years Ago – June, 1965

The airport authority board of director approved a Wilson and Company proposal for completion of a land survey of the former Schilling AFB property. The survey was to be completed in cooperation with the City of Salina Engineering Department and the Saline County Engineer.

Agenda Item #5 – Review of airport activity and financial reports for the month ending May 31, 2015

(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The May 2015 air traffic count was down 4% as compared to May 2014. During May 2014 KSLN controllers recorded 8,022 aircraft operations, which was 343 less than the May 2014 total of 8,365 operations. The May 2015 number includes increases in all categories of itinerant operations. For the year-to-date total itinerant operations are up 9% (14,337) as compared to the May YTD total of 13,128.

Airport Activity – Fuel Flowage (Rogers)

Total fuel flowage for May 2015 was 128,100 gallons, which was a 16% increase over the May 2014 total of 110,387 gallons. For the year-to-date total fuel flowage is up 60% (916,264 gallons) as compared to the May YTD total of 569,854 gallons. With the arrival of NASA and NOAA aircraft and the return of Bombardier's CS-100 flight test aircraft, the months of June and July will be good for fuel sales.

Airport Activity – Passenger Enplanements (Rogers)

Seaports boardings during May 2015 fell 30% (122 passengers) as compared to May 2014 total of 175. The airline completed 82% of scheduled flights during the past month. The April 2015 completion rate was 87%.

Financial Reports – Comments and Notes (Swanson)

Total operating revenue came within 3% of the YTD budget and is tracking 3% ahead of the same period last year or \$20,401. Fuel flowage fee revenue continues to remain ahead of budget through May and 61% more than 2014 YTD. The decline in short-term leasing for building and hangar rent has resulted in less income in these categories over the prior year, however, short term leasing inquiries has picked up in recent weeks. We'll have one more and potentially two, new short-term leases to report on at the meeting.

Total YTD administrative expenses arrived 2% under budget and total maintenance expenses ended the month \$215 under budget with total operating expenses ending \$12,040 under budget and nearly \$71,000 less than the same period last year.

Net income before depreciation for the month arrived at \$33,215 and \$-14,001 for the YTD.

Financial Reports – May 2015 Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of June 11, 2015 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Delta Airlines	\$176.32	60-90	Landing fees
Terry Belcher	\$160.00	31-60	T-hgr. rent
Seaport Airlines	\$429.92	31-60	Bldg. rent
Tischlerei	\$23,198.75	31-90	Bldg. rent and FC
Theoore Turbett	\$170.00	31-90	T-hgr. rent

Agenda Item #6 - 2015 Operating and Capital Budget Updates

Prior to Wednesday's board meeting the finance committee will review recommended updates and revisions to the SAA's 2015 operating and capital budgets. A summary of the changes will be presented to the board at Wednesday's meeting.

Agenda Item #7 – Real Estate Marketing and Recruitment Updates (Rogers and Swanson)

Shelli and I will update the board on current interest in available SAA buildings, hangars and development lots. At the present time the SAA is working with multiple aviation/aerospace prospects and a number of industrial center prospects. Requests for information have been received by multiple means and staff efforts to provide up-to-date information to interested parties is paying off.

Please contact me if you have any questions or comments.

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
M.J. KENNEDY AIR TERMINAL
June 17, 2015 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Hoppock)
2. Recognition of guests. (Hoppock)
3. Additions to the agenda. (Rogers)
4. Approval of the minutes of the May 20, 2015 regular board meeting. (Hoppock)
5. Review of airport activity and financial reports for the month ending May 31, 2015. (Rogers and Swanson)
6. Review and discussion of 2015 operating and capital budget revisions and updates. (Rogers and Swanson)
7. Available buildings and hangars marketing and recruitment updates. (Rogers and Swanson)

Directors' Forum (Hoppock)

Visitor's Questions and Comments (Hoppock)

Staff Reports (Bieker, McCoy and Windhorst)

Announcements and SAA Calendar of Events (McCoy)

Executive Session (Hoppock)

8. An executive session of the board of directors for the purpose of discussing confidential data relating to financial affairs or trade secrets of a corporation and discussion of a matter related to security measures at the Salina Regional Airport.

Adjournment (Hoppock)



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
May 20, 2015
M. J. KENNEDY AIR TERMINAL CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 A.M. by Chairman Hoppock.

Attendance

Attendance was taken. Chairman Hoppock, Directors Neuschafer, Vancil and Platten were present. Also present were Executive Director Tim Rogers; Director of Finance and Administration Shelli Swanson; Director of Facilities and Operations Kenny Bieker; Manager of Public Affairs and Communications Melissa McCoy; Office Manager Kasey Windhorst; Administrative Assistant Scott McDonald; and Board Attorney Greg Bengtson. Jon Blanchard, Salina City Commission; Luci Larson, Saline County Commission; Tracey Mann, Newmark Grubb Zimmer; Larry Powell, Frank Hampton and Don Weiser, Salina Area Chamber of Commerce were guests.

Additions to the Agenda

Chairman Hoppock asked if there were additions to the agenda. There were no additions to the agenda.

50 Years Ago

The Salina Airport Authority and City of Salina took steps to retain Robert McAuliffe of Wilson and Company to act as coordinator for the Airport Authority. Mr. McAuliffe's first priority was to begin preparation of an application for land, buildings, improvements and equipment to be donated by the U.S.A. to the airport authority for the establishment of the Salina Regional Airport and Airport Industrial Center.

Minutes

Chairman Hoppock asked if the board members had any additions or corrections to the minutes of the April 22, 2015 board meeting. Director Neuschafer moved, seconded by Director Maes, to approve the minutes of the April 22, 2015 regular board meeting as prepared. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers noted Salina air traffic controllers recorded 8,870 aircraft operations during April 2015 which was a 5% increase over the April 2014 total. The year-to-date total operations are 31,748 which is an 8.7% increase over the April 2014 YTD total. Rogers reported that total fuel flowage for April 2015 was 132,543 gallons which was a 39% increase over the April 2014 total of 95,549 gallons. The increase in fuel sales is a result of Bombardier operations. Seaport airlines boarded 133 passengers during the month of April 2015 which were slightly less than the April 2014 total of 135 passengers. Seaport's flight completion rate increased to 87% which is a significant improvement as compared to the previous two months. Rogers stated Seaport will increase its local marketing efforts throughout the spring and summer months.

Director of Finance and Administration Swanson reported on the financial statements for the month of April 2015. Total administrative expenses ended April at 4% under budget with total maintenance expenses reaching 2% over. Total operating expense YTD arrived under budget by 1% or \$8,862 and is tracking 9% less than 2014 or \$64,483. The 8,371 gain on sale represents the net proceeds of surplus property sold through the PurpleWave online auction site during the month of April. Swanson distributed the Directors and Public Officials Liability Insurance policy to the board. Chairman Hoppock directed the staff to file the financials for audit.

2015 Airport and Airport Industrial Center Economic Impact Study and Report

Rogers reviewed the current listing of business and organizations located at the airport and airport industrial center. An updated economic impact study documents the economic contributions of airport and airport industrial center operations to Salina, Saline County and the North Central Kansas Region. The study will provide supporting data and justification for future capital improvements. A 2015 economic impact study will complete the airport master plan update process. The Airport Authority received proposals from WSU Center for Economic Development and Business Research and Ft. Hays State University Docking Institute of Public Affairs. Airport Authority staff have already started the data collection phase of the study. The schedule date for a preliminary report is July 15. The final report is to be completed by July 31. FHSU proposal best meets the SAA’s requirements and the \$11,750 fee is consistent with expected costs.

Proposal	Study Model	Scope	Fee
FHSU	IMPLAN	Document the value of current users of the former Schilling AFB in promoting a healthy City, County and Regional economy by measuring the economic contributions of the businesses and organizations, their employees, students and visitors.	\$11,750
WSU	RIMS II	Document the value of current users of the former Schilling AFB in promoting a healthy City, County and Regional economy by measuring the economic contributions of the businesses and organizations, their employees, students and visitors.	\$11,250

Rogers recommends acceptance of the Fort Hays State University Docking Institute of Public Affairs proposal to complete an economic impact study report at a cost not to exceed \$11,750. Chairman Maes moved, seconded Platten to approve the FHSU proposal. Motion passed unanimously.

Project Wattle Lease Agreement

Rogers provided an overview of the Project Wattle business plan and reviewed the proposed lease terms. The Airport Authority has negotiated a multi-year lease agreement that includes a tiered rental schedule. The rental schedule includes 3.5 months of \$0 rental before rental payments start. Occupancy is expected to be on or before June 15, 2015. The total value of the lease over the 75.5 month lease term is \$902,078.

Summary of B1021 lease terms	
Leased area:	34,863 SF
Lease term:	75.5 months
Basic rental – primary term:	\$902,078
Gross effective rental rate for primary term:	\$4.11 per SF per year

Additional rental:	\$0.75 per SF per year
	<ul style="list-style-type: none"> • All applicable property taxes • 51% of B1021 property insurance • 51% of prior year actual gas and electric year plus 100% of actual in excess of previous year usage.
Required Insurance	Commercial general liability insurance, Auto liability Workers compensation & umbrella/excess liability coverage
Option to renew:	Three (3) additional terms of five (5) years each
Security deposit:	\$13,800

Swanson distributed a pro forma and a full copy of the proposed lease. Project Wattle has submitted all necessary documents such as an application for a lease, business plan, financial statements and manufacturing equipment specifications to the satisfaction of SAA staff.

Director Neuschafer moved, seconded by Vancil to approve the proposed lease terms with Project Wattle for 34,863 SF of manufacturing and warehouse space at building B1021 located at 3600 Airport Road, and authorize SAA board officers to execute the lease upon receipt of signed lease documents from Project Wattle. Motion passed unanimously.

Staff Reports

Manager of Public Affairs and Communications McCoy mentioned that Seaport Airlines will be meeting with local businesses and organizations to increase their marketing efforts. Dr. Tara Harl, Kansas State University will be presenting at the next pilots club coffee scheduled for June 20, 2015 at 9:00a.m.

Executive Session

At 8:45 A.M. Maes moved to recess the open meeting until 9:05 A.M. for an executive session for the following:

Discussing confidential data relating to financial affairs or trade secrets of a corporation for the reason that public discussion of that information would unfairly disadvantage the business in relation to its competitors, and

Discussion of a matter related to security measures at the Salina Regional Airport for the reason that public discussion of such security measures would jeopardize measures that protect against criminal activity.

The open meeting shall resume in the M.J. Kennedy Air Terminal conference room at 9:05 A.M. Director Platten seconded the motion. Motion carried unanimously. The open meeting resumed at 9:05 A.M.

At 9:05 Director Vancil moved to extend the executive session until 9:15 A.M. Director Neuschafer seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:15 A.M.

At 9:15 A.M. Director Maes moved to extend the executive session until 9:20 A.M. Director Platten seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:20 A.M.

Upon a motion duly made, the meeting adjourned at 9:21 A.M.

Minutes approved at the June 17, 2015 Board meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2015**

AIR TRAFFIC/ATCT

May, 2015	8,022 Operations 865 Instrument Operations 477 Peak Day
May, 2014	8,365 Operations 687 Instrument Operations 493 Peak Day
January 2015 - May 2015	39,500 Operations
January 2014 - May 2014	37,332 Operations
January 2013 - May 2013	34,612 Operations

FUEL FLOWAGE

May, 2015	128,100 Gallons
May, 2014	110,387 Gallons
January 2015 - May 2015	916,264 Gallons
January 2014 - May 2014	569,854 Gallons
January 2013 - May 2013	683,830 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
10,780	117,319	17,606	944
11,207	99,180	15,885	1,340
53,022	863,242	203,334	3,390
48,230	519,992	69,221	3,545
52,973	626,613	78,983	4,244

ENPLANEMENTS - SEAPORT

		LOAD FACTOR
May, 2015	122 Passengers	26%
May, 2014	175 Passengers	31%
January 2015 - May 2015	586 Passengers	22%
January 2014 - May 2014	704 Passengers	23%
January 2013 - May 2013	942 Passengers	29%

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

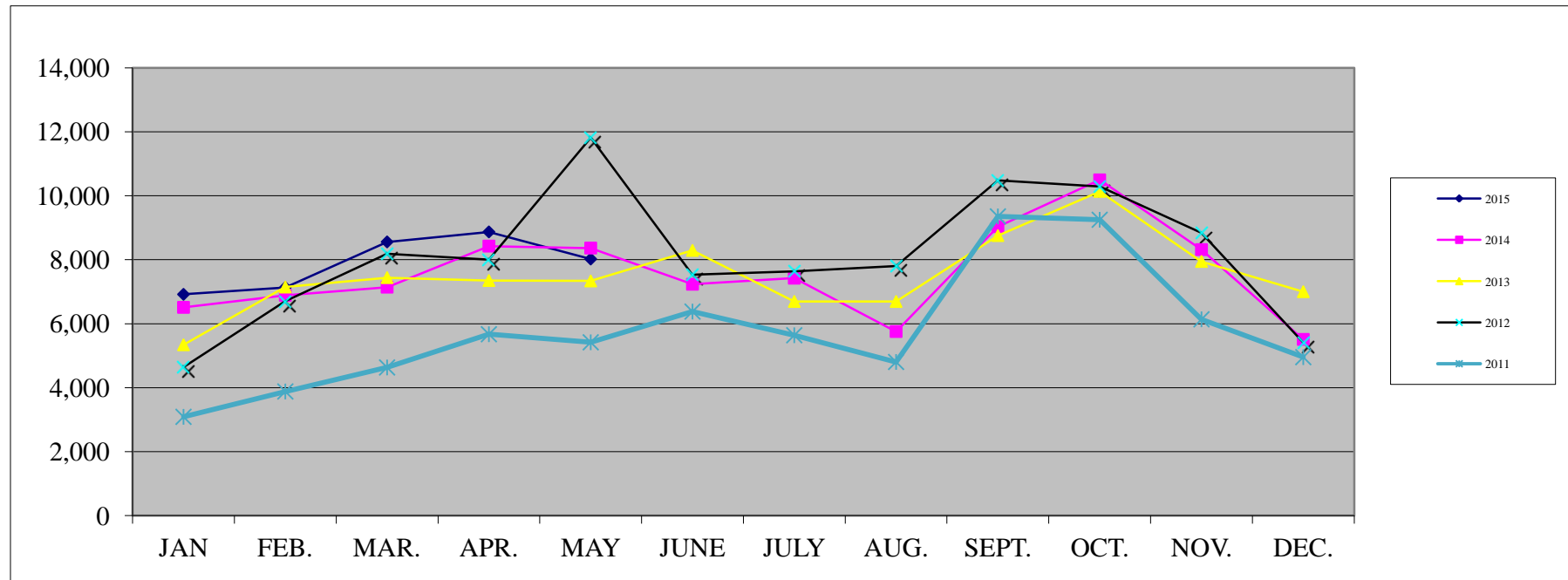
May, 2015	122 Passengers
May, 2014	175 Passengers
January 2015 - May 2015	5,838 Passengers
January 2014 - May 2014	704 Passengers
January 2013 - May 2013	1,019 Passengers

**AIRPORT TRAFFIC RECORD
2014 - 2015**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2015									
January, 15	7	1,543	723	138	2,411	4,243	264	4,507	6,918
February, 15	6	1,937	779	138	2,860	3,997	276	4,273	7,133
March, 15	68	2,086	814	176	3,144	5,079	334	5,413	8,557
April, 15	21	2,160	665	290	3,136	5,168	566	5,734	8,870
May, 15	72	1,774	733	207	2,786	4,790	446	5,236	8,022
June, 15									
July, 15									
August, 15									
September, 15									
October, 15									
November, 15									
December, 15									
Totals January - May	174	9,500	3,714	949	14,337	23,277	1,886	25,163	39,500
2014									
January, 14	0	1,544	573	174	2,291	4,078	142	4,220	6,511
February, 14	0	1,752	558	153	2,463	4,260	164	4,424	6,887
March, 14	10	1,791	684	132	2,617	4,162	364	4,526	7,143
April, 14	2	2,094	637	100	2,833	4,344	172	4,516	7,349
May, 14	2	1,922	854	146	2,924	4,176	236	4,412	7,336
June, 14									
July, 14									
August, 14									
September, 14									
October, 14									
November, 14									
December, 14									
Totals January - May	14	9,103	3,306	705	13,128	21,020	1,078	22,098	35,226
Difference	160	397	408	244	1,209	2,257	808	3,065	4,274
YTD % Change	1143%	4%	12%	35%	9%	11%	75%	14%	12%

AIR TRAFFIC

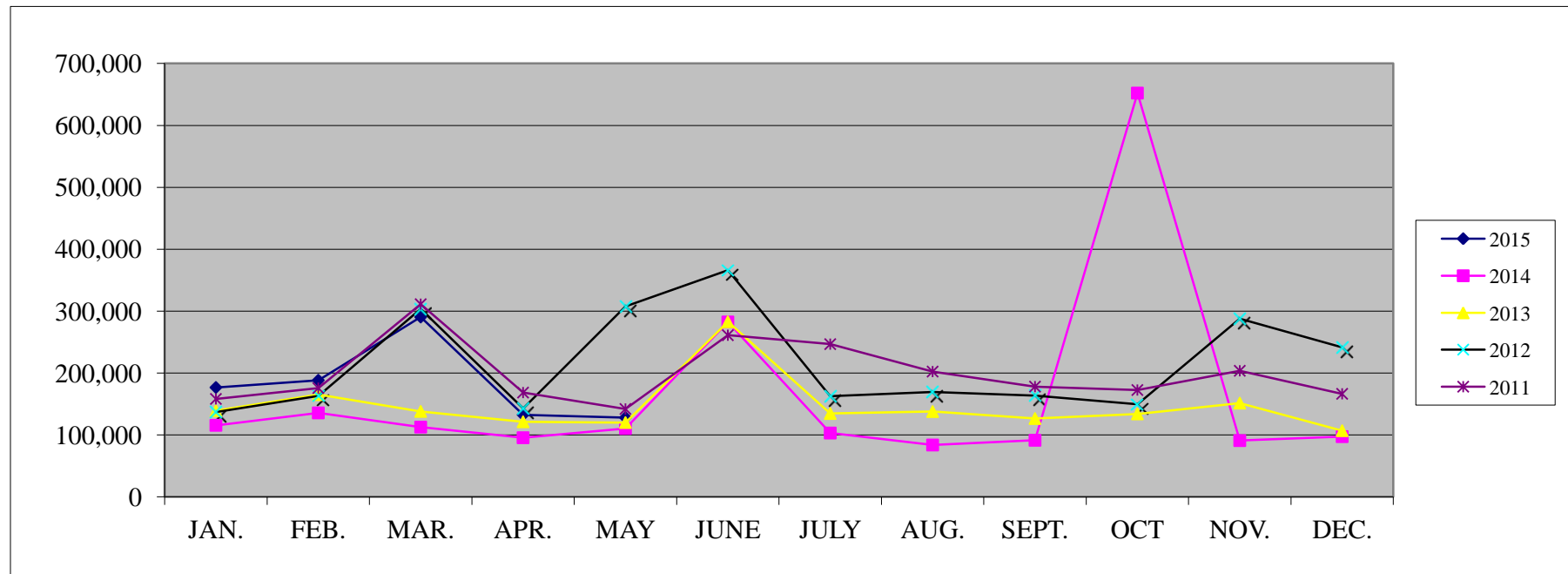
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2015	6,918	7,133	8,557	8,870	8,022								39,500
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
2012	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
2011	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
2010	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
2009	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
2008	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575
2007	5,606	5,726	6,005	7,264	6,087	6,788	6,232	5,531	8,637	7,425	7,498	3,680	76,479
2006	5,660	6,886	6,468	6,719	6,958	6,411	5,074	6,370	8,692	9,410	6,894	5,922	81,464
2005	4,504	6,931	7,125	11,801	6,358	5,969	5,664	6,224	9,925	8,949	6,953	5,889	86,292



FUEL FLOWAGE

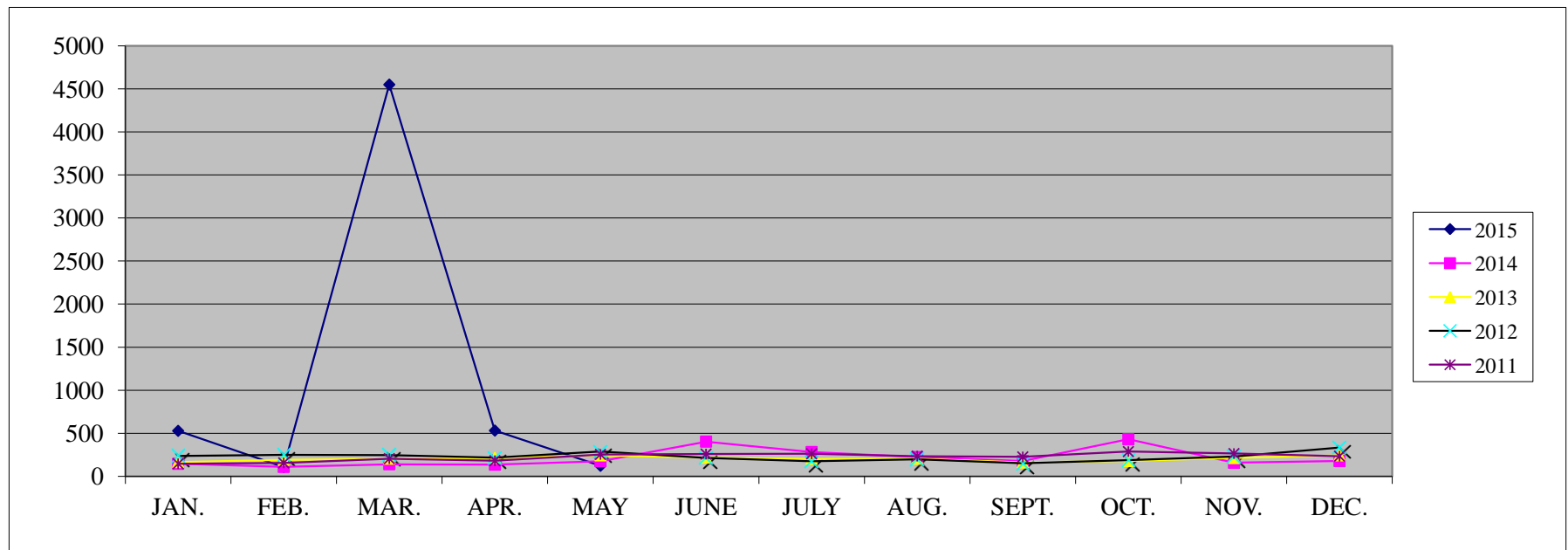
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2015	176,746	188,406	290,470	132,543	128,100								916,265
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
2012	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
2011	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
2010	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
2009	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
2008	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515
2007	301,504	331,456	315,827	300,209	306,483	433,448	292,410	317,909	323,365	294,420	327,122	234,641	3,778,794
2006	267,924	311,776	297,888	287,710	286,273	286,903	324,655	413,395	388,262	321,437	314,458	316,431	3,817,112
2005	239,422	321,501	338,175	287,489	314,404	289,621	373,194	419,212	380,853	325,869	315,672	557,475	4,162,887



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
2015	528	107	4,550	531	122									5,838
2014	145	109	140	135	175	403	282	223	178	431	157	178		2,556
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
2008	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
2007	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127
2006	163	140	230	121	176	179	161	150	161	147	293	108	848	2,877
2005	267	257	258	186	150	218	162	134	225	135	192	155	466	2,805
2004	367	159	214	185	189	265	250	311	208	244	338	244	3,127	6,101



**Adjustment based on Nonscheduled/On-Demand Air Carrier Filings FAA Form 1800-31

Salina Airport Authority
Statement of Net Assets Prev Year Comparison
As of May 31, 2015

	<u>May 31, 15</u>	<u>Apr 30, 15</u>	<u>\$ Change</u>	<u>May 31, 14</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Checking/Savings						
Cash in bank & Petty Cash-Op	587,240	583,289	3,951	1,148,927	-561,687	-49%
Total Checking/Savings	<u>587,240</u>	<u>583,289</u>	<u>3,951</u>	<u>1,148,927</u>	<u>-561,687</u>	<u>-49%</u>
Accounts Receivable						
Accounts Receivable	96,528	167,976	-71,448	51,734	44,794	87%
Total Accounts Receivable	<u>96,528</u>	<u>167,976</u>	<u>-71,448</u>	<u>51,734</u>	<u>44,794</u>	<u>87%</u>
Other Current Assets						
Agri Land Receivable	58,000	58,000	0	55,000	3,000	5%
Mill Levy receivable	864,718	864,718	0	898,903	-34,185	-4%
Other current assets	148,606	148,712	-106	152,906	-4,300	-3%
Undeposited Funds	0	0	0	170	-170	-100%
Total Other Current Assets	<u>1,071,324</u>	<u>1,071,430</u>	<u>-106</u>	<u>1,106,979</u>	<u>-35,655</u>	<u>-3%</u>
Total Current Assets	<u>1,755,092</u>	<u>1,822,695</u>	<u>-67,603</u>	<u>2,307,640</u>	<u>-552,548</u>	<u>-24%</u>
Fixed Assets						
Fixed assets at cost	81,940,901	81,936,346	4,555	80,815,602	1,125,299	1%
Less accumulated depreciation	-35,266,848	-35,053,098	-213,750	-32,707,013	-2,559,835	-8%
Total Fixed Assets	<u>46,674,053</u>	<u>46,883,248</u>	<u>-209,195</u>	<u>48,108,589</u>	<u>-1,434,536</u>	<u>-3%</u>
TOTAL ASSETS	<u><u>48,429,145</u></u>	<u><u>48,705,943</u></u>	<u><u>-276,798</u></u>	<u><u>50,416,229</u></u>	<u><u>-1,987,084</u></u>	<u><u>-4%</u></u>
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	36,763	40,598	-3,835	92,137	-55,374	-60%
Total Accounts Payable	<u>36,763</u>	<u>40,598</u>	<u>-3,835</u>	<u>92,137</u>	<u>-55,374</u>	<u>-60%</u>
Credit Cards						
Total Credit Cards	0	506	-506	-60	60	100%
Other Current Liabilities						
Accrued debt interest payable	270,194	181,375	88,819	270,489	-295	-0%
Debt, current portion	1,025,674	1,025,674	0	991,702	33,972	3%
Deferred Agri Land Revenue	33,833	38,667	-4,834	32,083	1,750	5%
Deferred Mill Levy revenue	1,161,571	1,327,510	-165,939	1,162,505	-934	-0%
Other current liabilities	143,327	230,435	-87,108	167,088	-23,761	-14%
Total Other Current Liabilities	<u>2,634,599</u>	<u>2,803,661</u>	<u>-169,062</u>	<u>2,623,867</u>	<u>10,732</u>	<u>0%</u>
Total Current Liabilities	<u>2,671,362</u>	<u>2,844,765</u>	<u>-173,403</u>	<u>2,715,944</u>	<u>-44,582</u>	<u>-2%</u>
Long Term Liabilities						
Capital Lease Payable	82,296	82,296	0	132,817	-50,521	-38%
Debt - Long Term	23,023,503	23,023,503	0	23,947,408	-923,905	-4%
Less current portion	-1,025,674	-1,025,674	0	-991,702	-33,972	-3%
Security Deposits Returnable	22,729	22,729	0	21,769	960	4%
Total Long Term Liabilities	<u>22,102,854</u>	<u>22,102,854</u>	<u>0</u>	<u>23,110,292</u>	<u>-1,007,438</u>	<u>-4%</u>
Total Liabilities	<u>24,774,216</u>	<u>24,947,619</u>	<u>-173,403</u>	<u>25,826,236</u>	<u>-1,052,020</u>	<u>-4%</u>
Equity						
Invested in Capital Assets net	23,568,254	23,776,707	-208,453	23,882,817	-314,563	-1%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	590,366	381,913	208,453	1,255,602	-665,236	-53%
Net Income	-593,691	-490,294	-103,397	-638,425	44,734	7%
Total Equity	<u>23,654,929</u>	<u>23,758,326</u>	<u>-103,397</u>	<u>24,589,994</u>	<u>-935,065</u>	<u>-4%</u>
TOTAL LIABILITIES & EQUITY	<u><u>48,429,145</u></u>	<u><u>48,705,945</u></u>	<u><u>-276,800</u></u>	<u><u>50,416,230</u></u>	<u><u>-1,987,085</u></u>	<u><u>-4%</u></u>

Salina Airport Authority Profit & Loss Budget Performance May 2015

	May 15	Budget	\$ Over Budget	% of Budget	Jan - May 15	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
Airfield revenue									
Fuel Flowage Fees	9,543	12,500	-2,957	76%	69,977	62,500	7,477	112%	150,000
Hangar rent	44,021	102,670	-58,649	43%	195,704	232,946	-37,242	84%	531,639
Landing fees	313	276	37	113%	3,724	1,379	2,345	270%	3,310
Ramp rent	4,177	4,096	81	102%	20,561	20,480	81	100%	49,152
Total Airfield revenue	58,054	119,542	-61,488	49%	289,966	317,305	-27,339	91%	734,101
Building and land rent									
Agri land rent	4,833	4,833	0	100%	24,667	24,167	500	102%	58,000
Building rents									
Short-term leasing	2,794	3,967	-1,173	70%	8,609	19,833	-11,224	43%	47,600
Building rents - Other	61,423	61,402	21	100%	307,617	306,977	640	100%	732,400
Total Building rents	64,217	65,369	-1,152	98%	316,226	326,810	-10,584	97%	780,000
Land rent									
Basic Land Rent	6,254	5,513	741	113%	30,512	27,549	2,963	111%	66,210
Property tax - tenant share	13,000	13,000	0	100%	65,000	65,000	0	100%	156,000
Total Land rent	19,254	18,513	741	104%	95,512	92,549	2,963	103%	222,210
Tank rent	791	742	49	107%	3,953	3,708	245	107%	8,900
Total Building and land rent	89,095	89,457	-362	100%	440,358	447,234	-6,876	98%	1,069,110
Other revenue									
Commissions	0	1,750	-1,750	0%	5,317	8,750	-3,433	61%	21,000
Other income	10,425	2,500	7,925	417%	24,107	12,500	11,607	193%	30,000
Total Other revenue	10,425	4,250	6,175	245%	29,424	21,250	8,174	138%	51,000
Gross Income	157,574	213,249	-55,675	74%	759,748	785,789	-26,041	97%	1,854,211
Expense									
Administrative expenses									
A/E, consultants, brokers	0	0	0	0%	0	0	0	0%	0
Airport promotion	702	708	-6	99%	5,086	3,542	1,544	144%	8,500
Bad Debt Expense	0	0	0	0%	0	0	0	0%	0
Computer/Network Admin.	830	833	-3	100%	3,656	4,167	-511	88%	10,000
Dues and subscriptions	1,379	833	546	166%	7,874	4,167	3,707	189%	10,000
Employee retirement	5,208	5,396	-188	97%	30,044	29,678	366	101%	70,148
FICA and medicare tax expense	3,793	4,111	-318	92%	21,928	22,609	-681	97%	53,440
Industrial development	0	0	0	0%	0	0	0	0%	0
Insurance , property	12,917	12,917	0	100%	64,583	64,583	0	100%	155,000
Insurance, medical	15,082	16,039	-957	94%	77,160	80,194	-3,034	96%	192,466
Kansas unemployment tax	0	0	0	0%	185	250	-65	74%	1,000
Legal and accounting	0	2,500	-2,500	0%	12,377	12,500	-123	99%	30,000
Office salaries	29,283	31,172	-1,889	94%	160,554	171,444	-10,890	94%	405,231
Office Supplies	103	583	-480	18%	1,625	2,917	-1,292	56%	7,000
Other admin. exp.									
Merchant Processing Fees	26	35	-9	74%	139	175	-36	79%	420
Other administrative exp.	64	278	-214	23%	1,339	1,388	-49	96%	3,330
Total Other admin. exp.	90	313	-223	29%	1,478	1,563	-85	95%	3,750

Salina Airport Authority
Profit & Loss Budget Performance
May 2015

	<u>May 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Jan - May 15</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Postage	399	267	132	149%	960	1,333	-373	72%	3,200
Property appraisal expense	0	0	0	0%	0	0	0	0%	0
Property tax expense	12,917	12,917	0	100%	64,583	64,583	0	100%	155,000
Special Events	0	83	-83	0%	0	417	-417	0%	1,000
Telephone	1,235	1,375	-140	90%	6,929	6,875	54	101%	16,500
Training	24	500	-476	5%	1,113	2,500	-1,387	45%	6,000
Travel and meetings	1,290	667	623	193%	4,695	3,333	1,362	141%	8,000
Total Administrative expenses	85,252	91,214	-5,962	93%	464,830	476,655	-11,825	98%	1,136,235
Maintenance expenses									
Airfield maintenance	203	1,292	-1,089	16%	5,939	6,458	-519	92%	15,500
Airport Security	0	42	-42	0%	0	208	-208	0%	500
Building maintenance	1,125	3,333	-2,208	34%	15,611	16,667	-1,056	94%	40,000
Equipment fuel and repairs	4,027	4,167	-140	97%	25,747	20,833	4,914	124%	50,000
Fire Services	0	125	-125	0%	0	625	-625	0%	1,500
Grounds maintenance	0	292	-292	0%	918	1,458	-540	63%	3,500
Maintenance salaries	21,269	25,385	-4,116	84%	130,711	139,615	-8,904	94%	330,000
Other maintenance expenses	905	1,542	-637	59%	5,586	7,708	-2,122	72%	18,500
Snow removal expense	0	0	0	0%	0	7,500	-7,500	0%	15,000
Utilities	11,578	9,939	1,639	116%	123,574	107,229	16,345	115%	215,000
Total Maintenance expenses	39,107	46,117	-7,010	85%	308,086	308,301	-215	100%	689,500
Total Expense	124,359	137,331	-12,972	91%	772,916	784,956	-12,040	98%	1,825,735
Net Ordinary Income	33,215	75,918	-42,703	44%	-13,168	833	-14,001	-1,581%	28,476
Other Income/Expense									
Other Income									
Capital contributed	0	0	0	0%	92,414	21,418	70,996	431%	21,418
Gain on sale of assets	0	3,000	-3,000	0%	8,371	3,000	5,371	279%	15,000
Interest income									
Interest income on deposits	17	42	-25	40%	94	208	-114	45%	500
Total Interest income	17	42	-25	40%	94	208	-114	45%	500
Mill levy income	165,939	165,939	0	100%	831,441	829,694	1,747	100%	1,991,265
Total Other Income	165,956	168,981	-3,025	98%	932,320	854,320	78,000	109%	2,028,183
Other Expense									
Debt interest expense net									
Interest Expense on Debt	88,819	88,819	0	100%	444,093	444,093	0	100%	1,065,822
Total Debt interest expense net	88,819	88,819	0	100%	444,093	444,093	0	100%	1,065,822
Depreciation expense	213,750	213,750	0	100%	1,068,750	1,068,750	0	100%	2,565,000
Total Other Expense	302,569	302,569	0	100%	1,512,843	1,512,843	0	100%	3,630,822
Net Other Income	-136,613	-133,588	-3,025	102%	-580,523	-658,523	78,000	88%	-1,602,639
Net Income	-103,398	-57,670	-45,728	179%	-593,691	-657,690	63,999	90%	-1,574,163

Salina Airport Authority
Capital Additions Budget vs. Actual
As of May 31, 2015

	<u>May 31, 15</u>	<u>Jan - May, 15</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-37 Taxiway B & E Reconst.		47,568	22,545	25,023	211%
Airfield Improvements		0	5,000	-5,000	0%
Term., Public View, Museum Dev.		3,445	1	3,444	344,500%
Total Airfield	<u>0</u>	<u>51,013</u>	<u>27,546</u>	<u>23,467</u>	<u>185%</u>
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other		4,638	1	4,637	463,800%
Bldg. Roofing Systems		0	5,000	-5,000	0%
Hangar 626 Rehabilitation		0	10,000	-10,000	0%
Hangar 959 Rehabilitation		9,714	10,000	-286	97%
Total Building improvements	<u>0</u>	<u>14,352</u>	<u>25,001</u>	<u>-10,649</u>	<u>57%</u>
Pumphouse 305		0	5,000	-5,000	0%
Total Buildings & Improvements	<u>0</u>	<u>14,352</u>	<u>30,001</u>	<u>-15,649</u>	<u>48%</u>
Equipment					
Communications equipment		0	1,000	-1,000	0%
Computer equipment		0	1,000	-1,000	0%
Other Equipment	1,895	3,729	5,000	-1,271	75%
Total Equipment	<u>1,895</u>	<u>3,729</u>	<u>7,000</u>	<u>-3,271</u>	<u>53%</u>
Land					
Environmental					
Environmental - SAFB	2,660	10,136	10,455	-319	97%
Total Environmental	<u>2,660</u>	<u>10,136</u>	<u>10,455</u>	<u>-319</u>	<u>97%</u>
Total Land	<u>2,660</u>	<u>10,136</u>	<u>10,455</u>	<u>-319</u>	<u>97%</u>
Total Fixed assets at cost	<u>4,555</u>	<u>79,230</u>	<u>75,002</u>	<u>4,228</u>	<u>106%</u>

06/11/15

Salina Airport Authority Significant Capital Expenditures Detail May 2015

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Equipment					
Other Equipment					
Bill	05/20/2015	Salina Blueprint, Inc.	Canon IPF670 plotter	1,895.00	1,895.00
Total Other Equipment				<u>1,895.00</u>	<u>1,895.00</u>
Total Equipment				1,895.00	1,895.00
Land					
Environmental					
Environmental - SAFB					
Bill	05/31/2015	Stinson Leonard Street, LLP	Professional services - May 2015	2,514.00	2,514.00
Bill	05/31/2015	Stinson Leonard Street, LLP	Audit response	145.50	2,659.50
Total Environmental - SAFB				<u>2,659.50</u>	<u>2,659.50</u>
Total Environmental				<u>2,659.50</u>	<u>2,659.50</u>
Total Land				<u>2,659.50</u>	<u>2,659.50</u>
Total Fixed assets at cost				<u>4,554.50</u>	<u>4,554.50</u>
TOTAL				<u>4,554.50</u>	<u>4,554.50</u>

DATE: 06/17/15
TO: SAA Board of Directors
FROM: Kenny Bieker
Director of Facilities and Operations
SUBJECT: Project Updates

AIP Project No. 37 – Taxiway Alpha, Bravo & Echo Design

No Change: Jviation has submitted the set of plans at 90% complete for the FAA review. The schedule has been delayed in anticipation of receipt of comments from FAA. Since this project will not be constructed in 2015, it is lower on the priority list and is being reviewed following projects with 2015 funding. .

FAA Part 139 Inspection

We completed the “table top review” of our airport emergency plan with personnel from Sherriff’s Office, Kansas Highway Patrol, Air Traffic Control Tower, Salina Fire Department, Salina Police Department. This closes the FAA inspection for 2015.

Maintenance Activity

The higher temperatures caused some heaves on the ramp west of hangar 600. This has been a common area for heaves in the past several years. David Sorell and the crew have removed the heaved concrete and prepared it for APAC to come in and place asphalt.

Airfield mowing is in full force and is a challenge to keep up with all the rains we’ve been receiving. Some maintenance items we will take care of this summer are:

1. Remove and replace some concrete spalls and busted corners on the ramp.
2. Take care of heaving concrete and asphalt. There are a number of areas on the airfield that need to be monitored during the hot weather season.
3. Seal joints on runway 18-36. The joints are getting too wide for rubber joint sealant so we are going to use flowable fill which is a cement-sand mixture.
4. Other areas of the airfield will be sealed with rubber joint sealant.



Public Affairs & Communications

3237 Arnold Ave.
Salina, Kansas 67401
Telephone (785) 827-3914
FAX (785) 827-2221
email: melissam@salair.org

DATE: June 11, 2015
TO: Salina Airport Authority Board of Directors
FROM: Melissa L. McCoy
Manager of Public Affairs & Communications
SUBJECT: June Board Meeting

Email Contact List

- With the addition of 14 new contacts in the last 30 days, our news and other items have the ability to reach 3216 active contacts.

Intern Blog

- Our interns are posting regularly to the Salina Airport Authority Internship blog. You can follow along at www.salinaairportauthority.blogspot.com. Comments are encouraged!

Project PECAN

- Stay up-to-date on all things Project PECAN on their website www.pecan15.org. The site contains information about what the group is doing, press releases, photos and public discourse opportunities.
- The Project PECAN Salina Open House official date is still TBD, but will be sometime in the next month.

Upcoming Events

- Our KLSN Pilots Club Coffee is June 20 at 9 a.m. at the ARFF Station. Dr. Tara Harl, K-State's new Aviation Management Program Lead, talk a little about the program.

Respectfully,

Melissa L. McCoy

June 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14 Flag Day	15	16	17	18	19	20
21 Father's Day	22	23	24	25	26	27
28	29	30				

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Meetings & Events

- 1 McCoy- Vacation
 - 1 pm Admin Staff Meeting
 - 1 pm Tenant Meeting
- 2 9 am KSLN & SAIC Marketing Meeting
 - 9:30 am Managers Meeting
 - 11:30 am AVT 461
 - 12 pm KONZA Book Club
 - 1 pm ARFF Training
- 3 Joining Community Forces
 - 10 am AVT 461
 - 1 pm Prospect Tour
 - 3 pm SEDIC Meeting
- 4- 5 Bieker- Vacation
- 5- 8 Shelli vacation
 - 8 4 pm City Commission Meeting
- 9 Rogers- Vacation
 - 9:30 am Managers Meeting
 - 11:30 am MAC Meeting
 - 2 pm SATC Foundation Board Meeting
- 10 10 am AVT 461
- 11 9 am Wellness Committee Meeting
 - 1 pm Job Safety Analysis
- 12- 15 Colby- Vacation
- 12 Sorell- Vacation
- Anderson- Vacation
- 15 to July 15 Project PECAN
- 15 1 pm Admin Staff Meeting
 - 2 pm NOAA AOA Training
- 16 9 am KSLN & SAIC Marketing Meeting
 - 9:30 am Managers Meeting

11:30 am AVT 461
3:30 pm Audit/ Finance Committee Meeting
17 8 am SAA Board of Directors Meeting
10 am AVT 461
12 pm Airport Telcon Conferences
2 pm Facilities Meeting
18- 22 Bieker- Vacation
18 11:15 am SHRMA Lucheon
12 pm KAA Workshop
1:30 am City, County, Airport, Chamber Meeting
19 KAA Workshop
20 9 am KSLN Coffee Club
22- July 2 Colby- Vacation
22 1 pm Admin Staff Meeting
2 pm USCTA Policy Board Meeting
6:30 pm USCTA Policy Board Dinner
23 9:30 am Managers Meeting
11:30 am AVT 461
3:30 am Avflight Salina FBO Coordination Meeting
24 10 am AVT 461
1 pm SAA Employee Meeting
26 Windhorst- 1/2 day Vacation
9 am Salina Public Entities Meeting
29 1 pm Admin Staff Meeting
30 9 am KSLN & SAIC Marketing Meeting
9:30 am Managers Meeting

July 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4 Independence Day
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26 Parents' Day	27	28	29	30	31	

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Meetings & Events

- June 15- July 15 Project PECAN
- June 22 - July 2 Mason- Vacation
- 1 8 am Loss Prevention meeting
- 3 SAA- Closed Independence Day
- 6- 7 Mason- Vacation
- 6 1 pm Admin Staff Meeting
- 7 9:30 am Managers Meeting
- 9 Mason- Vacation
- 9 am Wellness Committee Meeting
- 1:30 pm City, Airport, County, Chamber coordination meeting
- 13 1 pm Admin Staff Meeting
- 14 9 am KSLN & SAIC Marketing Meeting
- 11:30 am MAC Meeting
- 15 8 am SAA Board Meeting
- 12 pm Airport Telcon Conferences
- 12 pm GASB 68 Training for KPERS Employers
- 20 1 pm Admin Staff Meeting
- 21 9:30 am Managers Meeting
- 3:30 pm Audit/ Finance Committee Meeting
- 22 1 pm SAA Employee Meeting
- 24 9 am Schilling Project CEO Meeting
- 10 am Ft. Riley ITO Meeting
- 27 1 pm Admin Staff Meeting
- 28 9 am KSLN & SAIC Marketing Meeting
- 9:30 am Managers Meeting
- 1 pm Risk Exposure Meeting
- 3 pm Avflight Salina FBO Coordination Meeting

August 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

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Meetings & Events

- 3 1 pm Admin Staff Meeting
- 4 9:30 am Managers Meeting
- 5 12 pm SAA, KSU Luncheon
- 10 1 pm Admin Staff Meeting
- 11 9 am KSLN & SAIC Marketing and Recruitment Meeting
9:30 am Managers Meeting
11:30 am MAC Meeting
- 12 1:30 am Annual Wildlife Training
- 13 8:30 am SAA Board Meeting agenda review
9 am Wellness Committee Meeting
1:30 pm City, County, Airport, Chamber Meeting
- 15 9 am KSLN Coffee Club
- 17 1 pm Admin Staff Meeting
- 18 9:30 am Managers Meeting
3:30 pm SAA Audit/ Finance Committee Meeting
- 19 8 am SAA Board Meeting
12 pm Airport Telcon Conferences
- 20 1 pm CFI Standardization
- 24 1 pm Admin Staff Meeting
- 25 9 am KSLN & SAIC Marketing and Recruitment Meeting
9:30 am Managers Meeting
3:30 pm Avflight Salina FBO Coordination Meeting
- 26 1 pm SAA Employee Meeting
- 28 9 am Salina Public Entities CEO Meeting
- 31 1 pm Admin Staff Meeting

**A MOTION TO RECESS FOR AN EXECUTIVE SESSION
OF THE BOARD OF DIRECTORS FOR THE SALINA AIRPORT AUTHORITY**

Mister Chairman, I move to recess the Open meeting for an Executive Session for twenty (20) minutes for the purposes of

- 1.) Discussing confidential data relating to financial affairs or trade secrets of a corporation for the reason that public discussion of that information would unfairly disadvantage the business in relation to its competitors, and
- 2.) Discussion of a matter related to security measures at the Salina Regional Airport for the reason that public discussion of such security measures would jeopardize measures that protect against criminal activity.

The Open meeting shall resume in the M. J. Kennedy Air Terminal Building Conference Room at _____ A.M. (Twenty (20) minutes after the start of the Executive Session).