

DATE: February 12, 2016
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **February 17, 2016 SAA Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **second floor conference room, Hangar H600, 2720 Arnold Ct.** A map showing the location of Hangar H600 is enclosed in your board meeting packet.

Please note the following agenda comments.

50 Years Ago – February, 1966

The Airport Authority reported negotiations with Equitable Investment Company, Scientific Engineering Co. and Craddock Uniforms, Inc. for the leasing of certain buildings at the former Schilling AFB.

At the time of closure the Schilling AFB employed a total of 5,036 people (4,710 military and 326 civilian) with a combined payroll of \$23 million.

Twenty five years after base closure the Salina Regional Airport and Airport Industrial Center businesses and organizations employed a total of 2,600 people at an annual payroll of \$37 million

Fifty years after base closure the Salina Regional Airport and Airport Industrial Center is home to over 100 businesses and organizations.

Agenda Item #5 – Review of airport activity and financial reports for the month ending January 31, 2015
(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The New Year got off to a slow start with a January 2016 air traffic count of 4,422 operations which was 36% less than the January 2015 total of 6,918. The decrease is due to winter storms that impacted business jet activity throughout the nation.

Airport Activity – Fuel Flowage (Rogers)

January fuel flowage totaled 80,221 gallons which was 54% less than the 176,746 gallons delivered during January 2015. With transient traffic down 29% during January 2016 due to weather, fewer business jets stopped at Salina for fuel.

February fuel flowage has improved with the return of Bombardier with the CS-300 for flight test work.

Airport Activity – Passenger Enplanements (Rogers)

SeaPort boarded 36 passengers before ceasing operations on January 15. There were no Ft. Riley ITO flights during January.

Financial Reports – Comments and Notes (Swanson)

Cash in bank increased over the previous month with the 1-22-16 receipt of the first mill levy payment of the year in the amount of \$1,036,504.56.

In accounts receivable activity, Charter Matrix Group, Inc. executed their 12-month payment agreement and made the first payment towards satisfying the current account balance of \$4,675.20. In addition, we received notification

from the senior project manager on the KSARNG ramp repair project regarding their portion of the work that was completed last summer. We were advised that the funding was not obligated in their system for 2015 which has resulted in the payment delay. The indication is that 2016 funding is expected to be obligated and payment made by the end of February.

Total operating income arrived within 9% of budget with fuel flowage fees off to a sluggish start for the year as mentioned earlier. Total administrative expenses arrived at 10% under budget and maintenance costs came in under budget 27% bringing total operating expenses at 17% under budget. It's worth noting that as of this writing the invoice for our transport marketer had not yet been received for gas delivered during January; which will shrink this early underrun.

In capital asset activity, payment was made to Ry-Co construction in the amount of \$18,682 for the facility improvements made to Bldg. 409-2 for the FAA leased space as approved during 2015 with their new lease agreement.

During January 2016, the following funds were distributed from the 2015-A General Obligation Bond Fund.

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							335,426.27	
UMB Series 2015-A Proj Fund							335,426.27	
▶ Bill Pmt -Check	01/06/2016	1016	APAC-Kansas, In...		Accounts pa...	-12,289.85	323,136.42	
Bill Pmt -Check	01/25/2016	1017	Design Central, Inc.		Accounts pa...	-550.00	322,586.42	
Bill Pmt -Check	01/26/2016	1018	Design Central, Inc.		Accounts pa...	-3,357.41	319,229.01	
Deposit	01/31/2016			Interest	Interest incom...	13.87	319,242.88	
Total UMB Series 2015-A Proj Fund							<u>-16,183.39</u>	<u>319,242.88</u>
Total Cash in Bank - Bond Funds							<u>-16,183.39</u>	<u>319,242.88</u>
TOTAL							<u>-16,183.39</u>	<u>319,242.88</u>

Financial Reports – January 2016 Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of February 12, 2016 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Austin Downs	\$86	31-60	T-hangar rent
Jeppesen	\$65	31-60	Landing Fees
KSARNG	\$7,834	>90	Ramp repair cost share
Seaport Airlines	\$2,191	31-90	Bldg. rent and landing fees

Short-term Leasing Activity

On Feb. 9, 2016, the USD 305 Board of Education approved the leasing of a portion of Bldg. 620 (Unit B) comprised of 10,000 sq. ft. of warehouse space for a one-year term with options for renewal. The rental rate for this lease effective March 1, 2016 is \$2,750 per month or \$3.30/SF/Year, plus utilities. The district will utilize the space for storage during the multi-year school remodeling projects currently underway.

Agenda Item #6 – Saline County sewer line construction (Rogers & Bieker)

Enclosed is a drawing showing the location of the construction of a new sewer line to serve the Saline County shops. The sewer line extension would pass just south of the Airport Authority's building B1021 at 3600 Airport Rd. We're working with County staff to coordinate property ownership and easements needed to support the project. At our meeting we'll report on what action that the Airport Authority may need to take in support of the project.

Agenda Item #7 – 2016 Salina Regional Airport and Airport Industrial Center Economic Impact Report (Rogers and Swanson)

At the meeting we will present the results of the survey of Airport and Airport Industrial Center businesses and organizations. We had 98% response to the survey and will be able to provide you a meaningful look at the number of jobs and amount of payroll that is connected to the Airport and Airport Industrial Center.

The report's payroll levels will be compared to the current definition of "quality" and "premier" jobs. For the application of State and local economic development incentives the value of a "quality" is \$14.61 per hour. The \$14.61 hourly wage is defined in the KDOC Promoting Employment Across Kansas (PEAK) program and is based on the median wage by county. The current "quality" job wage for Saline County is \$14.61 per hour, \$30,379 per year.

A "premier" job is defined as a wage that exceeds the annual, median Saline County wage by at least 110 percent or an annual wage of at least \$40,413; \$19.43 per hour.

These are the target wage and salary numbers used by the City, County, Airport Authority and Chamber to apply incentives for both job retention and recruitment.

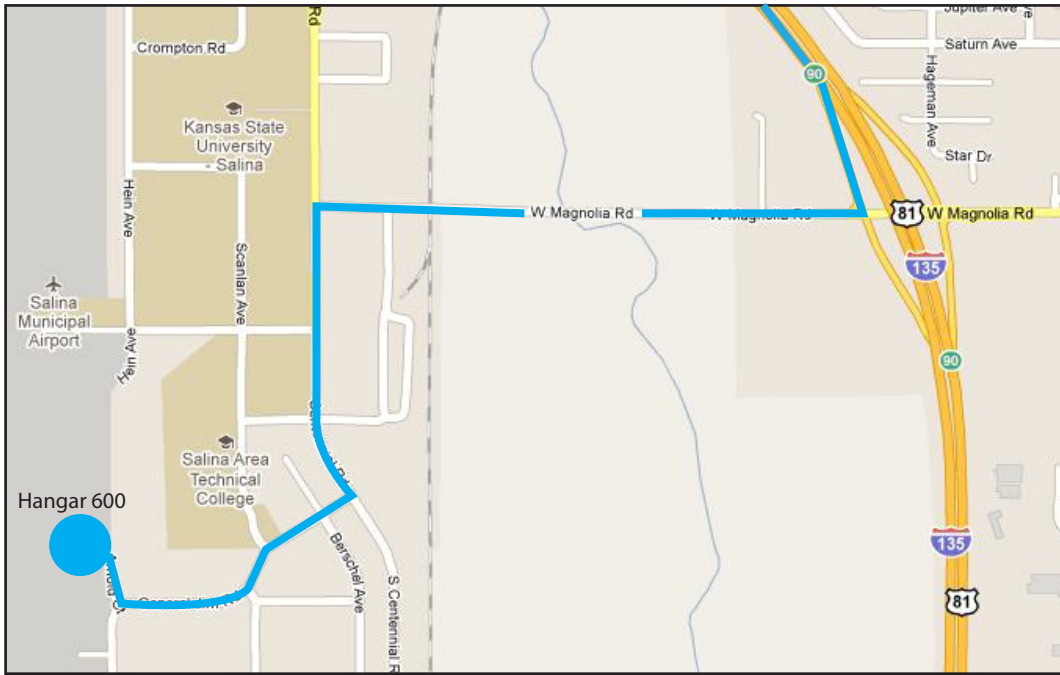
Please contact me if you have any questions or comments.

Hangar 600

driving directions

2720 Arnold Ct., Salina, Kan.

Traveling I-135 South Bound



Take Exit 90

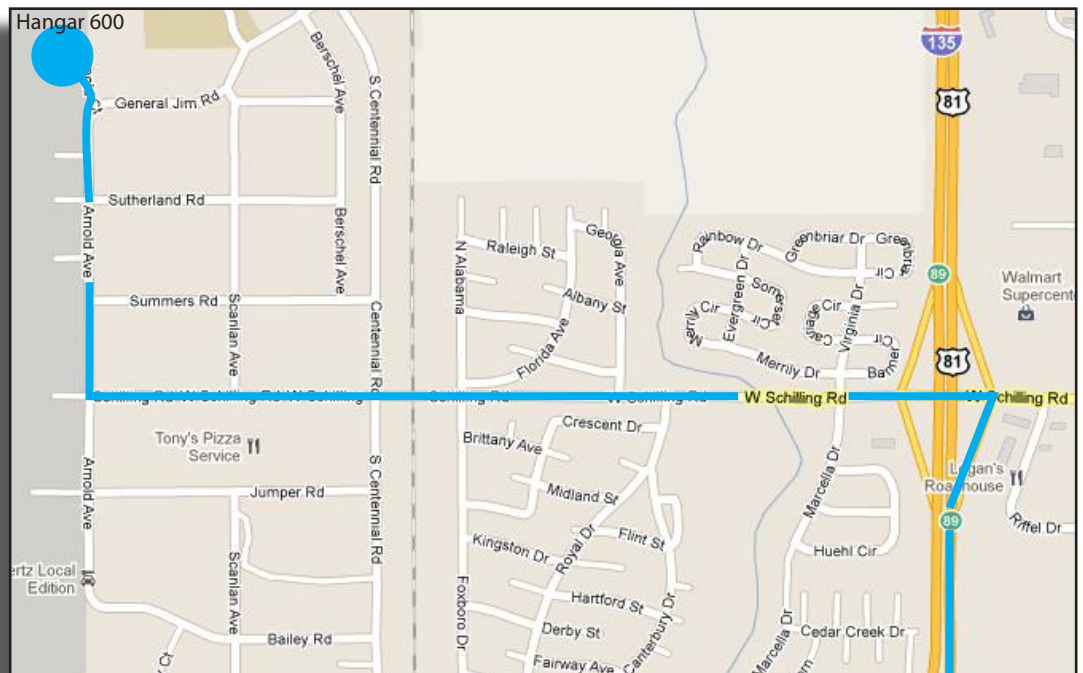
Turn right on Magnolia Rd.

Turn left on Centennial Rd.

Turn right on Scanlan Rd.

Turn right into Arnold Ct.

Traveling I-135 North Bound



Take Exit 89

Turn left on Schilling Rd.

Turn right on Arnold Ave.

Turn left into Arnold Ct.

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, Second Floor Conference Room
2720 Arnold Court
February 17, 2016 – 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 January 20, 2016 regular board meeting. (Hoppock)
5. Review of airport activity and financial reports for the month ending January 31, 2016. (Rogers and Swanson)
6. Consideration of a Saline County request for a utility line easement. (Rogers & Bieker)
7. Presentation of the 2016 Salina Regional Airport and Airport Industrial Center economic impact report. (Rogers & Swanson)

Directors' Forum (Hoppock)

Visitor's Questions and Comments (Hoppock)

Staff Reports

- Great Lakes Airlines and Denver flights update (Rogers)
- Terminal building remodeling project update (Rogers & Bieker)
- FAA airport certification inspection results (Rogers & Bieker)
- Airport and Airport Industrial Center marketing and recruitment activity (Rogers & Swanson)

Announcements

- Thursday, February 25, 2016 Chamber After Hours @ hangar H600

Adjournment (Hoppock)



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JANUARY 20, 2016
M. J. KENNEDY AIR TERMINAL CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Hoppock, Directors Maes, Neuschafer, Platten, and Vancil were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Office Manager Kasey Windhorst; and Board Attorney Greg Bengtson. Doug Voss, Great Lakes Airlines; Chuck Howell, Great Lakes Airlines; Jay Brainard, TSA; Fred Person, TSA; Bob Miller, Busboom & Rauh Construction; Don Marrs, DMA Architects; Tim Unruh, Salina Journal; Jon Blanchard, City Commission; and Luci Larson, County Commission were guests.

Additions to the Agenda

Chairman Hoppock asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions to the agenda.

Minutes

Chairman Hoppock asked if the board members had additions or corrections to the minutes of the December 16, 2015 regular board meeting. Director Vancil moved, seconded by Director Platten, to approve the minutes of the December 16, 2015 regular board meeting. Motion passed unanimously.

50 Years Ago

Executive Director Rogers noted that 50 years ago, the SAA approved lease agreements with Beech Aircraft Corporation, Custom Metals, Inc., Griswold Seed Company, and Funk Aviation Company. Very shortly after Schilling AFB closed, the SAA and community began the process of replacing jobs and payroll due to the closing of the base. The Salina Regional Airport and Airport Industrial Center is now home to over 100 businesses and organizations with over 4,200 employees and a payroll exceeding \$142 million.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of December 2015. KSLN controllers recorded a total of 7,101 operations which was 29% above the December 2014 total of 5,509. Calendar year 2015 total operations totaled 96,350 operations which is 6% above the calendar year 2014 total operations of 91,101. Rogers noted that 2015 was the fourth consecutive

year that operations exceeded the 90,000 mark. 89,277 gallons of fuel were delivered in December 2015, 8% less than the December 2014 total of 97,295 gallons. For the YTD, total fuel flowage totaled 2,487,603 gallons for 2015 which is 25% above the YTD 2014 total fuel flowage of 1,971,061. This was the first time fuel flowage totals exceeded 2 million gallons since 2012. SeaPort boarded 80 passengers in the month of December, bringing the total 2015 passenger enplanements to 10,389. Rogers commented that KSLN is scheduled for FRI-ITO deployments through calendar year 2017.

Director of Administration and Finance Swanson reported on financials for the month of December and year ending in 2015. Total operating income for 2015 arrived 1% (\$21,837) over budget due to fuel flowage fees, building rents, and other income all exceeding 2015 projections. Total operating expenses for 2015 came within .4% of the 2015 budget and 11% below the 2014 budget. This significant reduction in operating expense was attributed to a savings of nearly \$90,000 on utility expenses. Swanson noted this resulted in a preliminary net income over depreciation of \$43,064, or \$14,588 better than budget. Executive Director Rogers congratulated Swanson and the SAA staff for their excellence for the CAFR report.

Executive Session

At 8:15 A.M. Director Vancil moved to recess the open meeting until 8:35 A.M. for an executive session for the following:

Discussing matters relating to airport security for the reason that public discussion of that information would compromise the Salina Airport Authority's security measures for the Salina Regional Airport.

The open meeting shall resume in the M.J. Kennedy Air Terminal conference room at 8:35 A.M. Director Platten seconded the motion. Motion carried unanimously.

The open meeting resumed at 8:35 A.M.

Terminal Building Scope of Work and Budget

Executive Director Rogers reviewed the scope of work for the terminal building remodel project for improved air service. Director of Administration and Finance Swanson distributed the project budget for a total cost not to exceed \$217,987. Swanson reviewed detailed line items and noted \$350,000 is available from bond proceeds. Director Vancil suggested increasing the contingency percentage to 10% to bring the total cost to \$228,368. Director Maes suggested the SAA staff obtain pricing for the second floor offices remodel and possibly be included with the overall cost of construction. Director Maes moved to approve the terminal building scope of work and budget, amount not to exceed \$228,368, seconded by Director Platten. Motion passed unanimously.

Terminal Building Remodeling General Contractor-at-Risk Selection

- Director Vancil abstained from discussions and voting on the general contractor-at-risk agenda item and excused himself from the conference table.

Executive Director Rogers reviewed the selection process for construction management services. On September 25, 2015, Don Marrs issued an invitation to six local and area general contractors to obtain proposals for construction management and contractor-at-risk services.

The SAA received two proposals, Busboom & Rauh Construction and RF Construction. Busboom & Rauh Construction submitted the low proposed cost of \$171,357. RF Construction proposed a comparable cost of \$187,019. In the event actual construction costs are less than the not to exceed amount, Busboom will pass on the savings to the SAA. Director Neuschafer moved to approve the selection of Busboom & Rauh Construction for general contractor-at-risk services, seconded by Director Maes. Motion passed 4-0.

Centennial Road Reconstruction

Executive Director Rogers reported that the City of Salina's Centennial Road reconstruction project design is at 100% completion. Board Attorney Bengtson reviewed the process of conveying right-of-way and property to the City of Salina for the reconstruction of a portion of Centennial Road. Bengtson highlighted the land parcels to be conveyed to the City of Salina and presented a quit claim deed for the subject property. Director Maes moved to approve authorization for execution of the quit claim deed, seconded by Director Platten. Motion passed unanimously.

Visitor's Questions and Comments

Jon Blanchard thanked the SAA staff and board for their work with Great Lakes Airlines for non-stop service to Denver.

Staff Reports

- Executive Director Rogers discussed upcoming staff changes. All new hires for maintenance will be required to have Part 139 ARFF training.
- Rogers noted that David Sorell has been promoted to Manager of Operations as of January 1, and Kenny Bieker will focus on facilities and construction.
- The FAA's annual airport certification inspection is scheduled for February 9 & 10, 2016. The results of the inspection will be reported at the board's February 17, 2016 meeting.

Announcements

The SAA will host a Chamber After Hours event featuring Great Lakes Airlines and Denver flights at Hangar 600 on Thursday, February 25, 2016, from 5:00 PM to 7:00 PM.

Executive Session

At 9:15 A.M. Director Platten moved to recess the open meeting until 9:35 A.M. for an executive session for the following:

Discussing matters of non-elected personnel for the reason that public discussion would violate the individual's privacy rights.

The open meeting shall resume in the M.J. Kennedy Air Terminal conference room at 9:35 A.M. Director Maes seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:35 A.M.

At 9:35 A.M. Director Neuschafer moved to extend the executive session until 9:55 A.M. Director Vancil seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:55 A.M.

Upon a motion duly made, the meeting adjourned at 9:55 A.M.

Minutes approved at the February 17, 2016 Board meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2016**

AIR TRAFFIC/ATCT

January, 2016	4,422 Operations 523 Instrument Operations 390 Peak Day
January, 2015	6,918 Operations 700 Instrument Operations 444 Peak Day
January 2016 - January 2016	4,422 Operations
January 2015 - January 2015	6,918 Operations
January 2014 - January 2014	6,511 Operations

FUEL FLOWAGE

January, 2016	80,221 Gallons
January, 2015	176,746 Gallons
January 2016 - January 2016	80,221 Gallons
January 2015 - January 2015	176,746 Gallons
January 2014 - January 2014	115,573 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
5,627	74,593	3,466	419
9,977	166,769	17,958	509
5,627	74,593	3,466	419
9,977	166,769	17,958	509
7,954	107,156	18,272	463

ENPLANEMENTS - SEAPORT

		LOAD FACTOR
January, 2016	36 Passengers	17%
January, 2015	109 Passengers	16%
January 2016 - January 2016	36 Passengers	17%
January 2015 - January 2015	109 Passengers	16%
January 2014 - January 2014	145 Passengers	23%

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

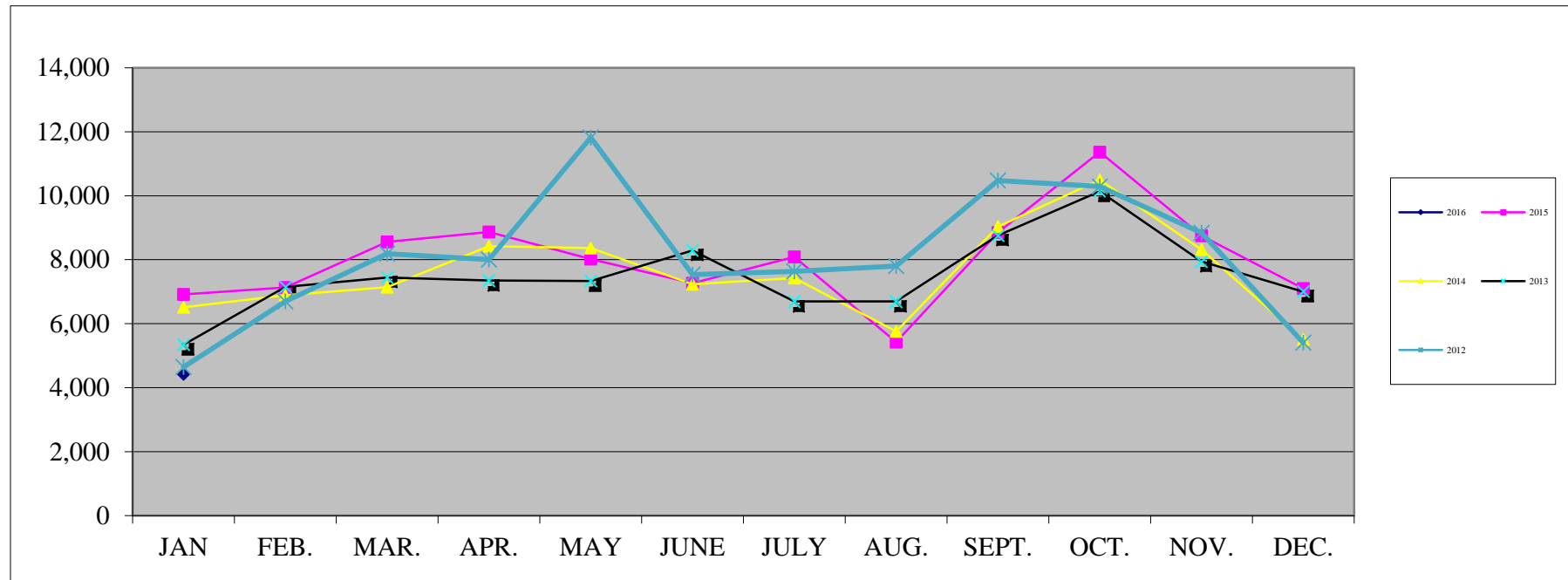
January, 2016	36 Passengers
January, 2015	528 Passengers
January 2016 - January 2016	36 Passengers
January 2015 - January 2015	528 Passengers
January 2014 - January 2014	145 Passengers

AIRPORT TRAFFIC RECORD
2015 - 2016

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2016									
January, 16	5	941	676	88	1,710	2,502	210	2,712	4,422
February, 16									
March, 16									
April, 16									
May, 16									
June, 16									
July, 16									
August, 16									
September, 16									
October, 16									
November, 16									
December, 16									
Totals January - January	5	941	676	88	1,710	2,502	210	2,712	4,422
2015									
January, 15	7	1,543	723	138	2,411	4,243	264	4,507	6,918
February, 15									
March, 15									
April, 15									
May, 15									
June, 15									
July, 15									
August, 15									
September, 15									
October, 15									
November, 15									
December, 15									
Totals January - January	7	1,543	723	138	2,411	4,243	264	4,507	6,918
Difference	-2	-602	-47	-50	-701	-1,741	-54	-1,795	-2,496
YTD % Change	-29%	-39%	-7%	-36%	-29%	-41%	-20%	-40%	-36%

AIR TRAFFIC

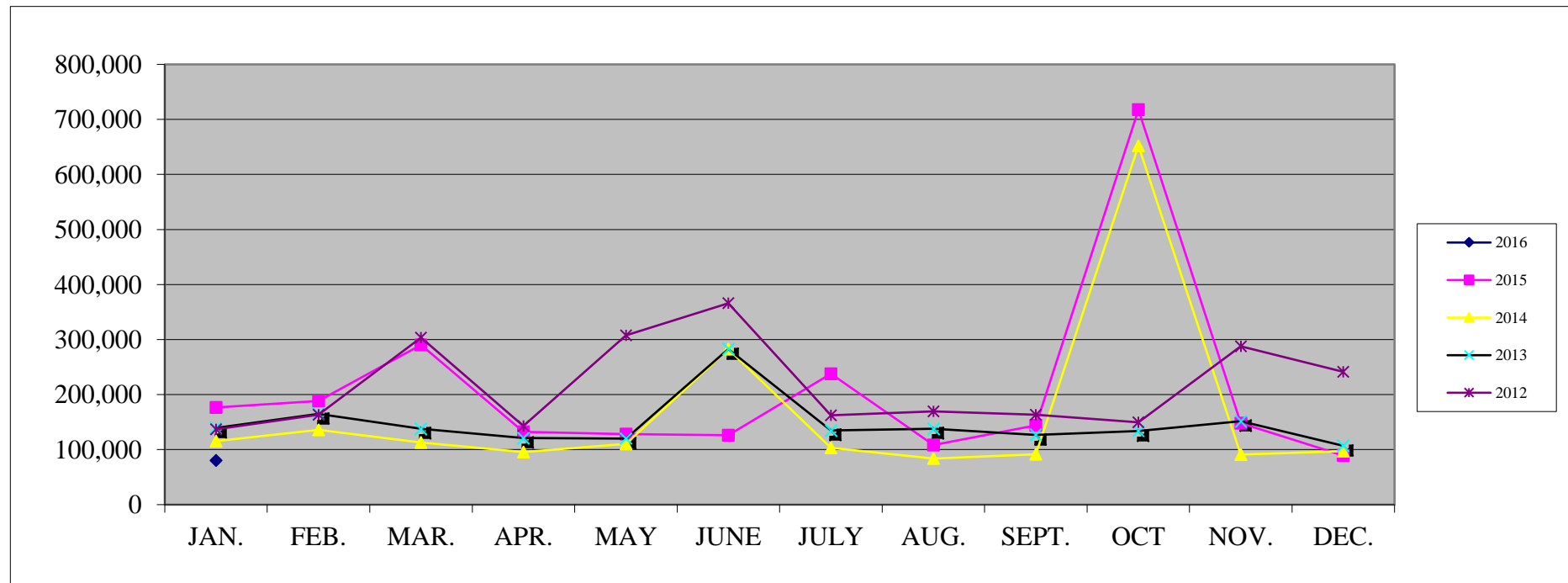
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2016	4,422												4,422
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	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



FUEL FLOWAGE

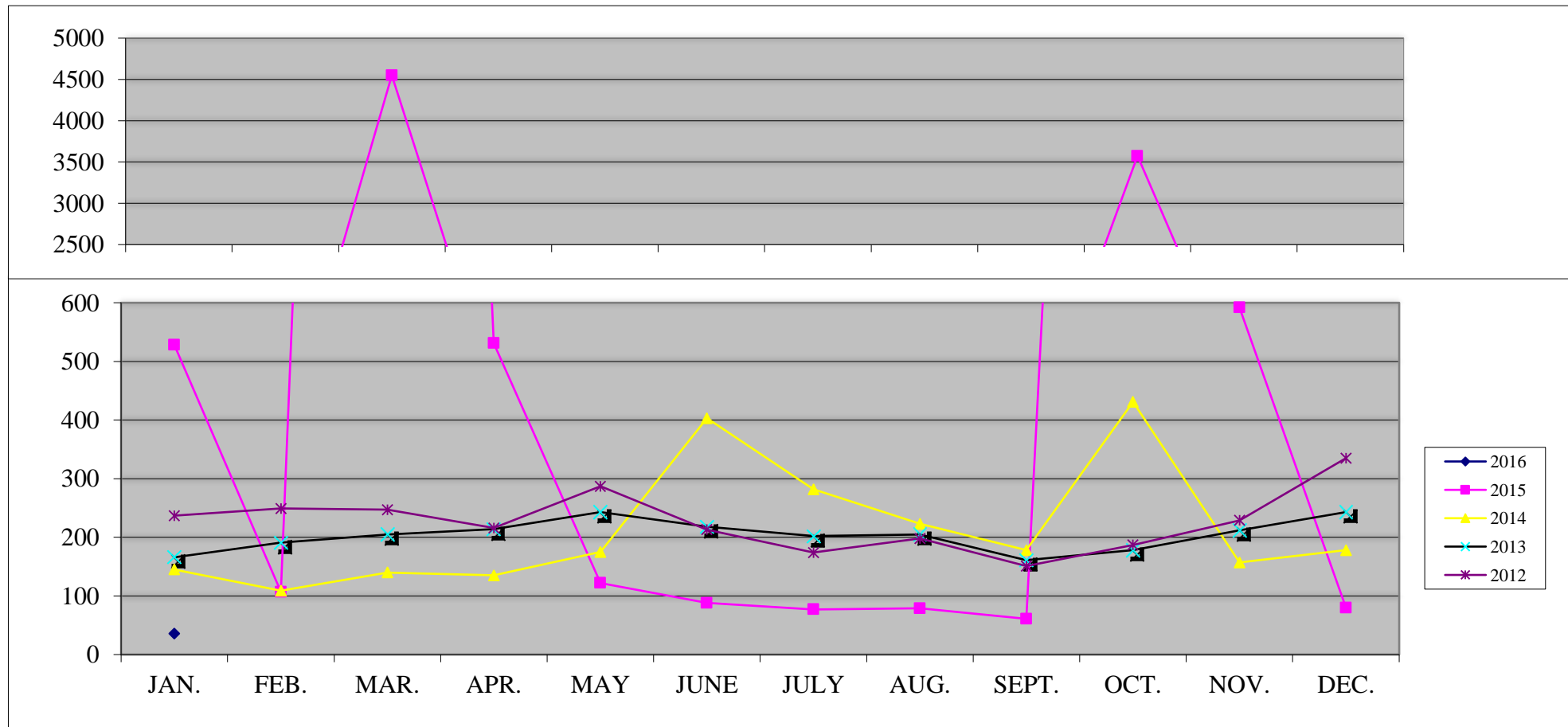
Gallons of Fuel Sold at SLN

	<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>
2016	80,221												80,221
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
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



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>
2016	36													36
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80		10,389
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
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



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

Salina Airport Authority
Statement of Net Assets Prev Year Comparison

02/12/2016

As of January 31, 2016

	<u>Jan 31, 16</u>	<u>Dec 31, 15</u>	<u>\$ Change</u>	<u>Jan 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	319,243	335,426	-16,183	0	319,243	100%
Cash in bank & Petty Cash-Op	1,383,061	383,658	999,403	1,110,635	272,426	25%
Total Checking/Savings	<u>1,702,304</u>	<u>719,084</u>	<u>983,220</u>	<u>1,110,635</u>	<u>591,669</u>	<u>53%</u>
Accounts Receivable						
Accounts Receivable	122,560	126,386	-3,826	144,907	-22,347	-15%
Total Accounts Receivable	<u>122,560</u>	<u>126,386</u>	<u>-3,826</u>	<u>144,907</u>	<u>-22,347</u>	<u>-15%</u>
Other Current Assets						
Agri Land Receivable	58,000	0	58,000	58,000	0	0%
Mill Levy receivable	954,633	0	954,633	932,309	22,324	2%
Other current assets	162,224	174,294	-12,070	143,478	18,746	13%
Undeposited Funds	1,890	0	1,890	0	1,890	100%
Total Other Current Assets	<u>1,176,747</u>	<u>174,294</u>	<u>1,002,453</u>	<u>1,133,787</u>	<u>42,960</u>	<u>4%</u>
Total Current Assets	<u>3,001,611</u>	<u>1,019,764</u>	<u>1,981,847</u>	<u>2,389,329</u>	<u>612,282</u>	<u>26%</u>
Fixed Assets						
Fixed assets at cost	82,088,601	82,060,832	27,769	81,881,450	207,151	0%
Less accumulated depreciation	-36,984,360	-36,764,198	-220,162	-34,412,948	-2,571,412	-7%
Total Fixed Assets	<u>45,104,241</u>	<u>45,296,634</u>	<u>-192,393</u>	<u>47,468,502</u>	<u>-2,364,261</u>	<u>-5%</u>
TOTAL ASSETS	<u>48,105,852</u>	<u>46,316,398</u>	<u>1,789,454</u>	<u>49,857,831</u>	<u>-1,751,979</u>	<u>-4%</u>
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	75,063	91,688	-16,625	96,782	-21,719	-22%
Total Accounts Payable	<u>75,063</u>	<u>91,688</u>	<u>-16,625</u>	<u>96,782</u>	<u>-21,719</u>	<u>-22%</u>
Total Credit Cards	<u>0</u>	<u>-561</u>	<u>561</u>	<u>-45</u>	<u>45</u>	<u>100%</u>
Other Current Liabilities						
Accrued debt interest payable	448,313	368,429	79,884	436,616	11,697	3%
Debt, current portion	1,499,894	1,499,894	0	1,025,674	474,220	46%
Deferred Agri Land Revenue	53,167	0	53,167	53,167	0	0%
Deferred Mill Levy revenue	1,825,210	0	1,825,210	1,825,326	-116	-0%
Other current liabilities	199,560	191,888	7,672	186,625	12,935	7%
Total Other Current Liabilities	<u>4,026,144</u>	<u>2,060,211</u>	<u>1,965,933</u>	<u>3,527,408</u>	<u>498,736</u>	<u>14%</u>
Total Current Liabilities	<u>4,101,207</u>	<u>2,151,338</u>	<u>1,949,869</u>	<u>3,624,145</u>	<u>477,062</u>	<u>13%</u>
Long Term Liabilities						
Capital Lease Payable	55,777	55,777	0	107,967	-52,190	-48%
Debt - Long Term	22,772,867	22,772,867	0	23,023,503	-250,636	-1%
Less current portion	-1,499,894	-1,499,894	0	-1,025,674	-474,220	-46%
Security Deposits Returnable	37,702	37,702	0	21,184	16,518	78%
Total Long Term Liabilities	<u>21,366,452</u>	<u>21,366,452</u>	<u>0</u>	<u>22,126,980</u>	<u>-760,528</u>	<u>-3%</u>
Total Liabilities	<u>25,467,659</u>	<u>23,517,790</u>	<u>1,949,869</u>	<u>25,751,125</u>	<u>-283,466</u>	<u>-1%</u>
Equity						
Invested in Capital Assets net	22,275,597	22,467,260	-191,663	24,303,736	-2,028,139	-8%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	433,012	1,690,260	-1,257,248	-146,216	579,228	396%
Net Income	-160,415	-1,448,911	1,288,496	-140,813	-19,602	-14%
Total Equity	<u>22,638,194</u>	<u>22,798,609</u>	<u>-160,415</u>	<u>24,106,707</u>	<u>-1,468,513</u>	<u>-6%</u>
TOTAL LIABILITIES & EQUITY	<u>48,105,853</u>	<u>46,316,399</u>	<u>1,789,454</u>	<u>49,857,832</u>	<u>-1,751,979</u>	<u>-4%</u>

Salina Airport Authority
Profit & Loss Budget Performance
 January 2016

2:17 PM
 02/12/2016
 Accrual Basis

	<u>Jan 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
Airfield revenue					
Fuel Flowage Fees	6,089	13,063	-6,974	47%	156,750
Hangar rent	33,598	33,313	285	101%	515,000
Landing fees	58	450	-392	13%	5,400
Ramp rent	4,084	4,155	-71	98%	49,865
Total Airfield revenue	<u>43,829</u>	<u>50,981</u>	<u>-7,152</u>	<u>86%</u>	<u>727,015</u>
Building and land rent					
Agri land rent	4,833	4,833	0	100%	58,000
Building rents					
Short-term leasing	4,794	3,867	927	124%	46,408
Building rents - Other	63,827	64,883	-1,056	98%	778,592
Total Building rents	<u>68,621</u>	<u>68,750</u>	<u>-129</u>	<u>100%</u>	<u>825,000</u>
Land rent					
Basic Land Rent	5,603	7,091	-1,488	79%	86,199
Property tax - tenant share	10,833	10,833	0	100%	129,996
Land rent - Other	0	0	0	0%	0
Total Land rent	<u>16,436</u>	<u>17,924</u>	<u>-1,488</u>	<u>92%</u>	<u>216,195</u>
Tank rent	808	742	66	109%	8,900
Total Building and land rent	<u>90,698</u>	<u>92,249</u>	<u>-1,551</u>	<u>98%</u>	<u>1,108,095</u>
Other revenue					
ARFF Training	0	0	0	0%	0
Commissions	367	1,667	-1,300	22%	20,000
Other income	367	3,417	-3,050	11%	41,000
Total Other revenue	<u>734</u>	<u>5,084</u>	<u>-4,350</u>	<u>14%</u>	<u>61,000</u>
Total Income	<u>135,261</u>	<u>148,314</u>	<u>-13,053</u>	<u>91%</u>	<u>1,896,110</u>
Gross Income	135,261	148,314	-13,053	91%	1,896,110
Expense					
Administrative expenses					
A/E, consultants, brokers	4,135	1,993	2,142	207%	23,913
Airport promotion	638	833	-195	77%	10,000
Bad Debt Expense	0	0	0	0%	0
Computer/Network Admin.	1,562	833	729	188%	10,000
Dues and subscriptions	1,830	1,250	580	146%	15,000
Employee retirement	7,524	5,570	1,954	135%	66,840
FICA and medicare tax expense	5,972	4,558	1,414	131%	54,690
Industrial development	0	3,750	-3,750	0%	15,000
Insurance , property	4,757	12,500	-7,743	38%	150,000
Insurance, medical	14,563	15,750	-1,187	92%	189,000
Kansas unemployment tax	0	0	0	0%	1,000
Legal and accounting	0	2,583	-2,583	0%	31,000
Office salaries	45,208	47,479	-2,271	95%	427,281
Office Supplies	1,144	500	644	229%	6,000
Other administrative expense					
Merchant Processing Fees	27	57	-30	47%	685
Other administrative expense - Other	133	254	-121	52%	3,065
Total Other administrative expense	<u>160</u>	<u>311</u>	<u>-151</u>	<u>51%</u>	<u>3,750</u>

Salina Airport Authority
Profit & Loss Budget Performance
 January 2016

2:17 PM
 02/12/2016
 Accrual Basis

	Jan 16	Budget	\$ Over Budget	% of Budget	Annual Budget
Postage	0	250	-250	0%	3,000
Property tax expense	13,750	13,750	0	100%	165,000
Special Events	0	83	-83	0%	1,000
Telephone	1,300	1,313	-13	99%	15,750
Training	0	667	-667	0%	8,000
Travel and meetings	281	667	-386	42%	8,000
Total Administrative expenses	102,824	114,640	-11,816	90%	1,204,224
Maintenance expenses					
Airfield maintenance	1,180	1,375	-195	86%	16,500
Airport Security	0	42	-42	0%	500
Building maintenance	1,584	3,333	-1,749	48%	40,000
Equipment fuel and repairs	2,988	4,417	-1,429	68%	53,000
Fire Services	0	125	-125	0%	1,500
Grounds maintenance	21	292	-271	7%	3,500
Maintenance salaries	33,031	34,598	-1,567	95%	311,384
Other maintenance expenses	492	1,542	-1,050	32%	18,500
Snow removal expense	540	1,083	-543	50%	13,000
Utilities	18,930	34,056	-15,126	56%	205,000
Total Maintenance expenses	58,766	80,863	-22,097	73%	662,884
Uncategorized Expenses	0	0	0	0%	0
Total Expense	161,590	195,503	-33,913	83%	1,867,108
Net Ordinary Income	-26,329	-47,189	20,860	56%	29,002
Other Income/Expense					
Other Income					
Capital contributed	0	283,458	-283,458	0%	3,401,500
Gain on sale of assets	0	0	0	0%	15,000
Interest income					
Interest income on deposits	33	21	12	157%	250
Total Interest income	33	21	12	157%	250
Mill levy income	165,928	165,928	0	100%	1,991,138
Total Other Income	165,961	449,407	-283,446	37%	5,407,888
Other Expense					
Debt interest expense net					
Amortization of bond issue cost	0	3,750	-3,750	0%	45,000
Interest Expense on Debt	79,883	79,883	0	100%	958,600
Total Debt interest expense net	79,883	83,633	-3,750	96%	1,003,600
Depreciation expense	220,163	220,163	0	100%	2,641,950
Total Other Expense	300,046	303,796	-3,750	99%	3,645,550
Net Other Income	-134,085	145,611	-279,696	-92%	1,762,338
Net Income	-160,414	98,422	-258,836	-163%	1,791,340

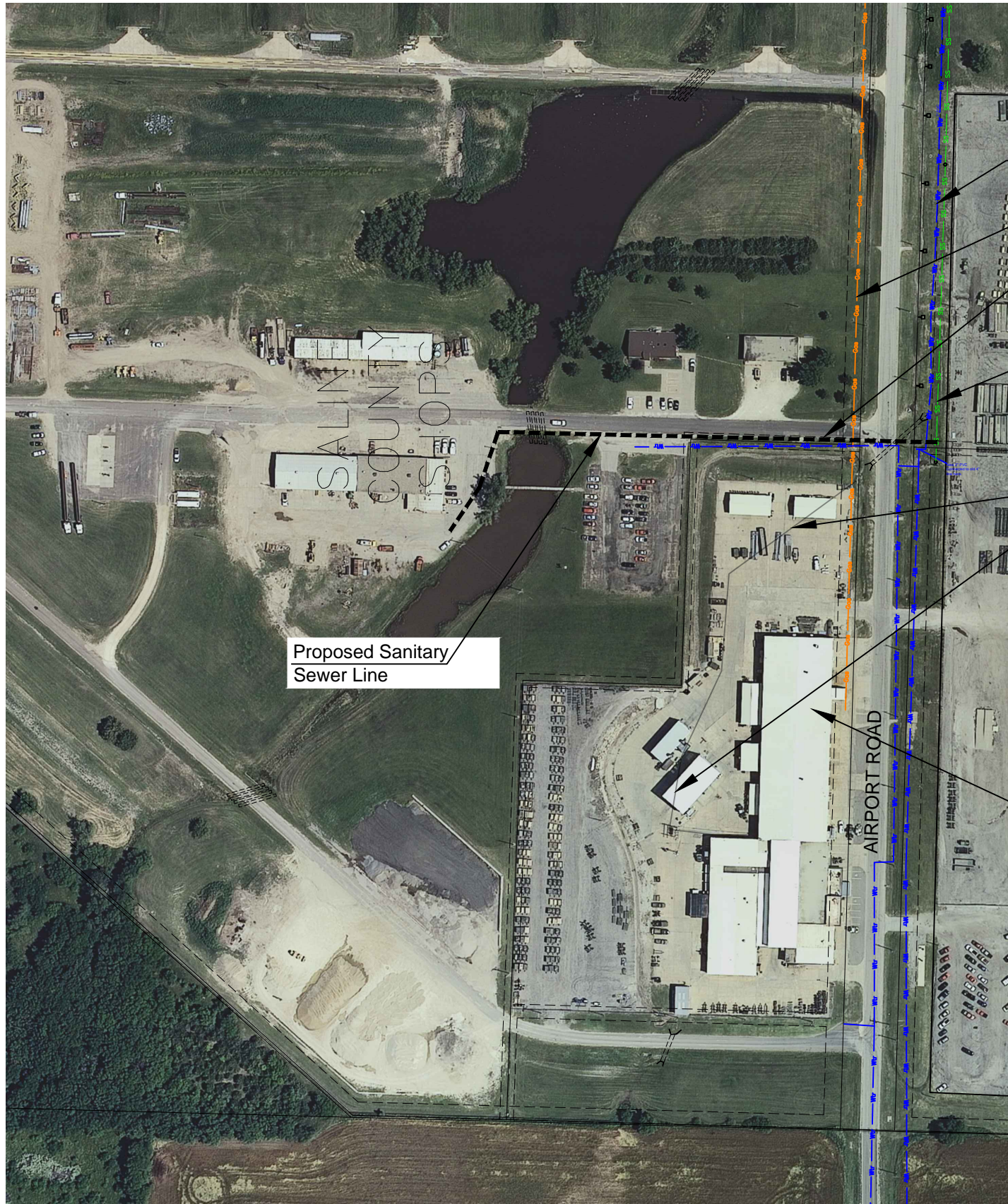
Salina Airport Authority
Capital Additions Budget vs. Actual
As of January 31, 2016

2:33 PM
02/12/2016
Accrual Basis

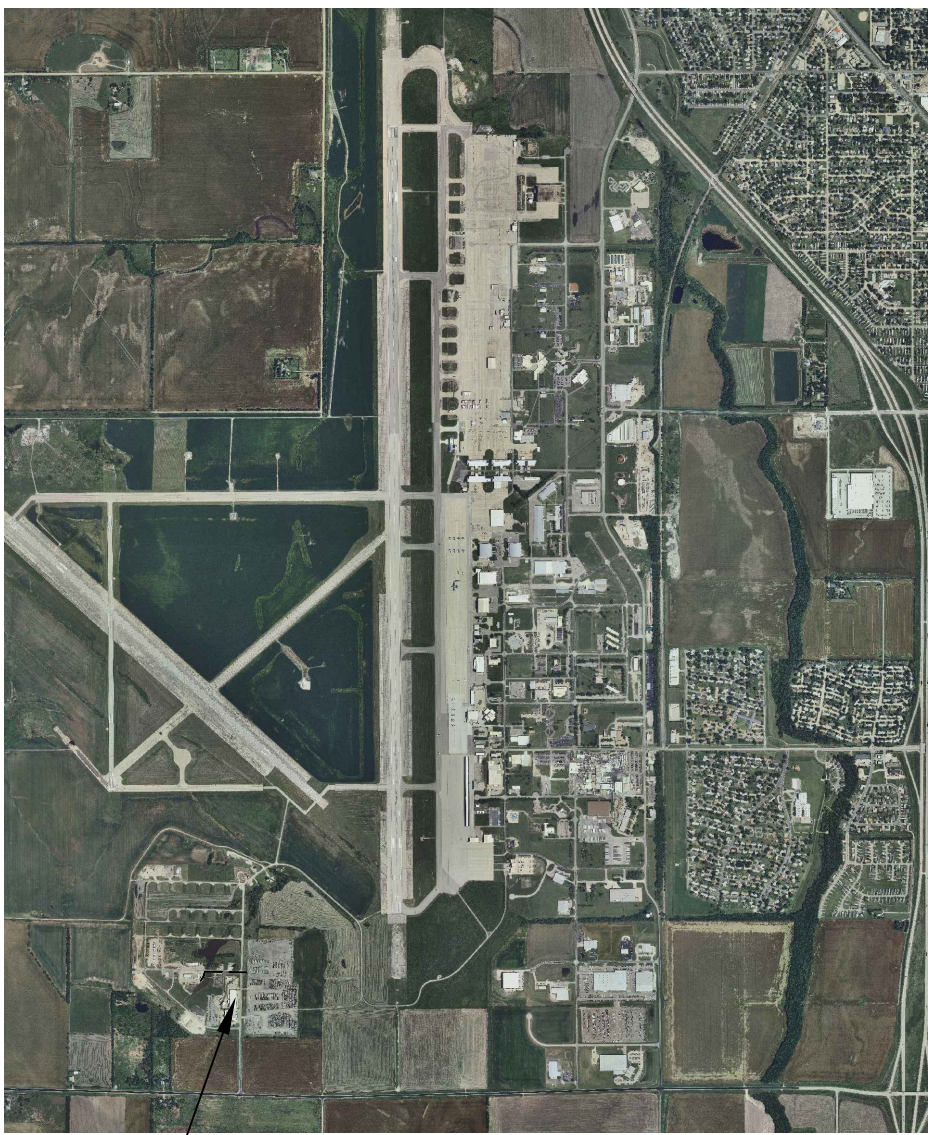
	<u>Jan 31, 16</u>	<u>Annual Budget</u>	<u>+/- \$ Over Budget</u>	<u>% of Annual Budget</u>
ASSETS				
Fixed assets at cost				
Airfield				
AIP-36 Txy E Rehab Const. Ph 1	0	3,515,248	-3,515,248	0%
AIP-37 Txy B & E Rehab Design	0	50,497	-50,497	0%
Airfield Improvements				
AMP - Economic Impact Study	0	5,875	-5,875	0%
Airfield Improvements - Other	0	15,000	-15,000	0%
Total Airfield Improvements	0	20,875	-20,875	0%
KAIP - 17/35 Slurry Seal	0	392,000	-392,000	0%
Total Airfield	0	3,978,620	-3,978,620	0%
Buildings & Improvements				
Building improvements				
Bldg. 310 Enviro/Interior Demo	0	65,000	-65,000	0%
Bldg. 409-2 Imps.	18,682	21,500	-2,818	87%
Bldg. Imps. Other	0	20,000	-20,000	0%
Total Building improvements	18,682	106,500	-87,818	18%
Pumphouse 305	0	15,000	-15,000	0%
Terminal building improvements				
2015 Terminal Bldg. Remodel	3,357	228,368	-225,011	1%
Total Terminal building improvements	3,357	228,368	-225,011	1%
Total Buildings & Improvements	22,039	349,868	-327,829	6%
Equipment				
Communications equipment	0	2,000	-2,000	0%
Computer equipment	0	7,500	-7,500	0%
Other Equipment	5,692	15,000	-9,308	38%
Shop equipment	0	10,000	-10,000	0%
Vehicles	0	10,000	-10,000	0%
Total Equipment	5,692	44,500	-38,808	13%
Land				
Airport Indust. Cent. Imps.	0	15,000	-15,000	0%
Environmental				
Environmental - SAFB	38	15,000	-14,962	0%
Total Environmental	38	15,000	-14,962	0%
Nestle Site Imps.	0	18,500	-18,500	0%
Rail Spur Imps.	0	15,000	-15,000	0%
West Beechcraft Road Imps.	0	2,500	-2,500	0%
Total Land	38	66,000	-65,962	0%
Total Fixed assets at cost	27,769	4,438,988	-4,411,219	1%

Salina Airport Authority Significant Capital Expenditures Detail January 2016

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Buildings & Improvements					
Building improvements					
Bldg. 409-2 Imps.					
Bill	01/28/2016	Federal Aviation Adminis.	H409-2 FAA renovations	18,682.00	18,682.00
		Total Bldg. 409-2 Imps.		18,682.00	18,682.00
		Total Building improvements		18,682.00	18,682.00
Terminal building improvements					
2015 Terminal Bldg. Remodel					
Bill	01/26/2016	Design Central, Inc.	Furniture (PAX Holding Area) 30 seats, 5 tables	3,357.41	3,357.41
		Total 2015 Terminal Bldg. Remodel		3,357.41	3,357.41
		Total Terminal building improvements		3,357.41	3,357.41
		Total Buildings & Improvements		22,039.41	22,039.41
Equipment					
Other Equipment					
Bill	01/04/2016	Vericom Computers, Inc.	RFM 4000X	4,655.00	4,655.00
Bill	01/20/2016	GearGrid Corporation, LLC	(2) ARFF lockers at ARFF station	1,037.00	5,692.00
		Total Other Equipment		5,692.00	5,692.00
		Total Equipment		5,692.00	5,692.00
Land					
Environmental					
Environmental - SAFB					
Bill	01/31/2016	Stinson Leonard Street, LLP	Professional services - January 2016	37.88	37.88
		Total Environmental - SAFB		37.88	37.88
		Total Environmental		37.88	37.88
		Total Land		37.88	37.88
		Total Fixed assets at cost		27,769.29	27,769.29
TOTAL				27,769.29	27,769.29



SITE LAYOUT
Scale: 1" = 200'



LOCATION MAP
Scale: 1" = 3000'

Building 1021 on Airport Road



Scale As Shown

Drawing Number 2138-02-16



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

None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
As Noted : SCALE
2/12/16, 09:40 : DATE