EXECUTIVE DIRECTOR



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DATE: July 15, 2016

TO: SAA Board of Directors

FROM: Tim Rogers and Shelli Swanson

SUBJECT: July 20, 2016 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 600, 2720 Arnold Ct**. A map showing the location of Hangar 600 is enclosed in your board meeting packet.

The meeting will feature comments concerning SAA budget performance through the first six months of the year. In short, total operating revenue is ahead of budget and operating expenses are less than budgeted. The result is operating net income before depreciation of nearly \$60,000. Shelli will detail the better than expected financial results at the meeting.

Please note the following agenda comments.

50 Years Ago – July, 1966

The Airport Authority board of directors unanimously adopted a resolution approving a mill levy of 3.0 mills for the 1967 budget year. The 3 mills raised \$182,300 used for operating expenses and capital expenditures. In 1966 the City of Salina assessed valuation was approximately \$60,782,882.

On July 15, 1966 Salina Regional Airport operations started at the former Schilling AFB. Operations at the former Salina Municipal Airport (now the East Crawford Recreation Center) continued until August 18, 1966.

<u>Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending June 30, 2016</u> (Rogers and Swanson)

<u>Airport Activity – Air Traffic</u> (Rogers)

The June, 2016 air traffic count increased 10% to 8,001 operations as compared to the June, 2015 total of 7,268. For the year-to-date a total of 42,394 operations have been recorded which is 9% less than the May, 2015 YTD total of 46,768. Total itinerant operations (17,243) for 2016 YTD are even with the 2015 YTD total of 17,215.

<u>Airport Activity – Fuel Flowage</u> (Rogers)

Fuel flowage continues an upward trend as a result of increased Bombardier flight test and military deployment activity. June 2016 fuel flowage (132,964 gallons) increased by 5% as compared to the June 2015 total of 126,428 gallons. For the year-to-date fuel flowage (729,020 gallons) is down 30% as compared to the June 2015 YTD total of 1,042,692 gallons.

<u>Airport Activity – Passenger Enplanements</u> (Rogers)

With the start of Great Lakes Airlines operations on June 15 we can resume reporting on passenger enplanements

for scheduled air service. The monthly airport activity report has been reformatted to detail Great Lakes enplanements along with charter flight activity. The Airport Authority and Great Lakes will contact current casino air charter operators about our capabilities to support casino charter flights at KSLN.

The first 31 days of nonstop Denver flights has resulted in a total of 285 enplanements which is an average of 9 per day. The number of reservations for each departure continues to trend upward - more consistent double digit flights throughout the week. Enplanements will increase faster with the start of a "Fly Salina" marketing and promotion program. A two year marketing program will sustain passenger enplanements and maximize use of Denver flights.

<u>Financial Reports – Comments and Notes</u> (Swanson)

As we ended the 2nd quarter, total operating income arrived at 3% over budget and 6% or \$53,082 ahead of the first half of 2015. Although fuel flowage fee revenue is lagging behind budget projections, we anticipate it will catch up through the second half of the year with the scheduled military flights and other forward operating location (FOL) activity. Since the end of June, we've added two and are working on a securing a third FOL mission for 2016.

Total administrative expenses ended up \$7,863 under budget and maintenance expenses arrived at \$30,343 under projections at the end of June. Total operating expenses at the end of Q2 are tracking under budget 4% and 1% or \$10,016 less than 2015 YTD. The positive net income before depreciation trend continued through June and settled on \$59,021 which is a \$63,000 improvement over 2015.

During June 2016, the following distributions were made from the 2015-A General Obligation Bond Fund.

	> Туре	♦ Date	♦ Num	⋄ Adj ⋄	Name	٠	Memo	•	Debit	٠	Credit	•	Balance ⋄
C	ash in Bank - Bond	d Funds											212,020.98
	UMB Series 2015-	A Proj Fund											212,020.98
	Bill Pmt -Check	06/03/201	6 1027	В	usboom & Rauh Construction Company,						100,534.0	0	111,486.98
	Bill Pmt -Check	06/09/201	6 1028	D	esign Central, Inc.						5,633.8	32	105,853.16
	Bill Pmt -Check	06/09/201	6 1029	G	Blass Services, Inc.						11,124.0	00	94,729.16
	Bill Pmt -Check	06/09/201	6 1030	G	Bleason & Son Signs, Inc.						3,986.0	0	90,743.16
	Bill Pmt -Check	06/09/201	6 1031	N	lex-Tech Communications, LLC						275.0	0	90,468.16
	Bill Pmt -Check	06/09/201	6 1032	S	am's Club						397.9	8	90,070.18
	Bill Pmt -Check	06/09/201	6 1033	V	Vestern Extralite Company						1,127.0	00	88,943.18
	Bill Pmt -Check	06/28/201	6 1034	N	lex-Tech Communications, LLC						4,446.0	00	84,497.18
	Bill Pmt -Check	06/28/201	6 1035	CI	heney Door Company						2,214.5	0	82,282.68
	Bill Pmt -Check	06/29/201	6 1036	G	Blass Services, Inc.						1,739.1	15	80,543.53
•	Check	06/30/201	6			U	MB Bank Service Charge				52.0	00	80,491.53 ◀
	Deposit	06/30/201	6			Ir	iterest		5.1	<u> 18</u>			80,496.71
	Total UMB Series 2	2015-A Proj F	und					_	5.1	18	131,529.4	5	80,496.71

Financial Reports – June 2016 Significant Expenditures/Payables Report Enclosed (Swanson)

Financial Reports – Accounts Receivable Past Due 31 days or more as of July 15, 2016 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Charter Matrix	\$1,950	31-90	Bldg. rental and fin. Charges
Kenny's Body Shop	\$272	31-60	Storage Igloo rental
KSARNG	\$7,834	>90	Ramp repair

Notes Receivable – During the latter half of June, the SAA negotiated a First Addendum to Lease Agreement with Tischlerei – Fine Woodworking, LLC which was executed on July 1, 2016. This First Addendum provided for the repayment of Tischlerei's previous past-due balance in the amount of \$38,348 over a 20-month period with monthly installments of \$2,000. The agreement also included a personal guaranty of the First Addendum by the principal owner of the LLC. On the financial statements, the \$38,348 will now appear as a note receivable within the "other assets" section of the Statement of Net Assets. Should the installments or regular monthly rental become past due

greater than 30 days, the items will appear in the accounts receivable section above. Both the July base rental and the first installment payment have been made.

Three new short-term rental agreements were finalized during the month of June. Bldg. 1021 tenant, Kansas Erosion Products, expanded their storage area by 14,449 sq. ft. under a 1-year agreement which will result in an additional \$1,600 per month. In addition, we leased a portion of Hangar 509 to a military unit for 8 days for \$3,160. Lastly, the SAA leased a 1-acre lot and a small office in Bldg. 1021 to Quality Drive-Away for \$945 per month for one year.

<u>Agenda Item #6 – Review of Grant Funding for AIP Project No. 36 – Taxiway Echo Rehabilitation & Taxiway Alpha Holding Location Changes</u> (Rogers, & Swanson)

The FAA is processing the Airport Authority's application for AIP Project No. 36 funding. The \$2,946,461 project is eligible for \$2,298,925 (90%) federal funding. Within the next two weeks the FAA will deliver a Grant Offer and Agreement for the Airport Authority's review and consideration. Acceptance of the grant offer would occur at a special Airport Authority board meeting. I expect to be able to call a special meeting for either Wednesday, July 27 or Wednesday, August 3. I would recommend that we set a 4:00 PM meeting time for either date.

<u>Agenda Item #7 – Consideration of the issuance of General Obligation Temporary Notes for Airfield Improvements (Rogers & Swanson)</u>

Enclosed is a draft copy of SAA Resolution No. 16-04 that approves the issuance of general obligation temporary notes for the purpose of financing airfield capital improvements at the Salina Regional Airport. The projects to be financed include the rehabilitation of Taxiway Echo (SAA 10% local share), Taxiway Alpha holding position relocation (SAA 10% local share) and the rehabilitation of Runway 17/35 (100% local funds). The issuance of temporary notes will provide the Airport Authority sufficient time to repay the financing within the next three years. The temporary notes will be repaid by a combination of SAA operating revenue and mill levy funds.

By December 31, 2016 the SAA will finish paying off \$731,582 in direct finance leasing and special assessments. During 2107 and 2018 it is expected that Airport Authority operating revenue will continue to increase due primarily to new building and hangar leases. The combination of retired debt, new operating revenue and future mill levy revenue will be factors in the repayment of the G.O. temporary notes in 2018 and 2019.

At the meeting we will review the structure, term sheet and calendar of events associated with the temporary note issue,

The SAA board has the following options to consider.

- Option #1 Approval of SAA Resolution No. 16-04 that provides \$657,000 funding airfield improvements that include Taxiway Echo, Taxiway Alpha and Runway 17/35.
- Option #2 Approval of the issuance of G.O. Bond Temporary Notes and financing in the amount of \$260,000 which would fund Taxiway Echo and Taxiway Alpha improvements.
- Option #3 No action that would delay the completion of Taxiway Echo, Taxiway Alpha and Runway 17/35 improvements.

<u>Recommendation</u> – Approval of SAA resolution No. 16-04 that approves the issuance of general obligation temporary notes for the purpose of financing airfield capital improvements at the Salina Regional Airport. The projects to be financed include the rehabilitation of Taxiway Echo (SAA 10% local share), Taxiway Alpha holding position relocation (SAA 10% local share) and the rehabilitation of Runway 17/35 (100% local funds).

<u>Agenda Item #8 – Review and Discussion of SAA Resolution No. 16-05 Setting the SAA's 2017 Mill Levy at 4.212 mills</u> (Rogers and Swanson)

Enclosed is a draft copy of Resolution 16-05 that would set the SAA's 2017 mill levy at 4.212 mills. The recommended 2017 mill levy is consistent with the Airport Authority's finance and budget planning. As expected, operating revenue continues to trend upward and operating expense are being held even. Also enclosed is the mill levy projections for 2017 through 2024.

The draft resolution is for discussion purposes and final action on setting the Airport Authority's 2017 mill levy will be scheduled for August 17, 2016.

Agenda Item #9 - Schedule for the Preparation of the SAA's 2017 Operating Plan and Budget Report. (Rogers & Swanson)

Please consider the following schedule for the process we propose for preparing the SAA's 2107 Operating Plan and Operating Budget.

 Wednesday, August 17, 8:00 AM 	SAA board meeting - 2017 mill levy resolution approval
 Wednesday, September 14, 4:00 PM 	SAA board study session – 2017 operating plan priorities
 Wednesday, October 19, 8:00 AM 	SAA board meeting – 2017 operating revenue projections
 Wednesday, November 16, :00 AM 	SAA board meeting – 2017 operating & capital expenses
 Wednesday, December 7, 4:00 PM 	SAA board study session – Draft Operating plan & Budget
 Wednesday, December 21, 8:00 AM 	SAA board meeting – Final Operating Plan and Budget

Staff Reports

• Kenny Bieker

AIP Project No. 36 – Taxiway Echo and Alpha Construction

A grant application was submitted to the FAA for the full amount of Taxiway Echo and Alpha construction, engineering and observation costs. The SAA is waiting for the FAA to deliver a final grant offer and agreement for our review and consideration. A schedule will now be put in place for the actual construction time frame. We will have to make sure this schedule provides us the ability to support Fort Riley deployment and the Navy's Training Wing 1 flights that require the full length of Runway 17/35.

TSA Offices

The Transportation Security Administration (TSA) is still waiting on the GSA to finalize an office lease agreement with the SAA. Shelli and I are reviewing a statement of work provided by the GSA for the final improvements to the TSA offices. The SAA will contract with local contractors for the necessary work and recover the cost through the lease agreement's rental rate. Shelli will finalize our lease proposal once bids have been received and submit the lease agreement to the GSA for approval. In the meantime the TSA is using a vacant office in the terminal building's south lobby.

• Kasey Windhorst

Fly Salina Marketing

The Fly Salina marketing plan is in full swing. We have had multiple coordination meetings during the

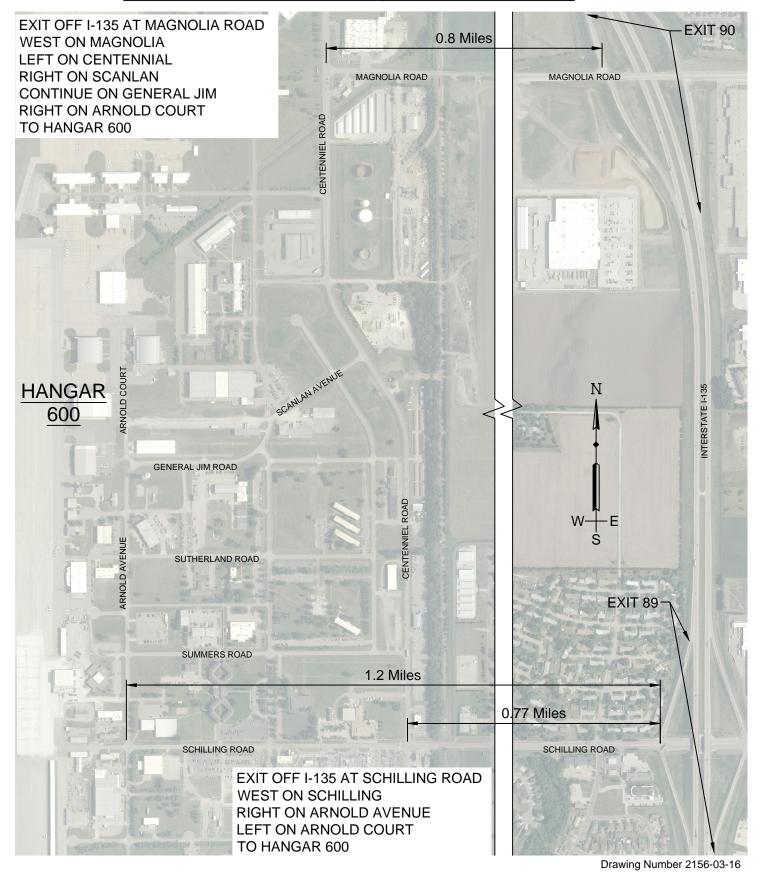
month of June and July to advertise Great Lakes Airlines (GLA) with local TV and radio stations. SAA staff and GLA is in the process of preparing a marketing and promotion plan to submit to the Denver International Airport Air Service Incentive Program.

Upcoming Events

The Salina Airport Authority is working in partnership with Kansas State Polytechnic and the Kansas Department of Transport Division of Aviation to host the upcoming Fly Kansas Air Tour. The air tour is scheduled to stop at KSLN on Friday, September 30, 2016.

Please contact me if you have any questions or comments.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

Wednesday, July 20, 2016

Hangar H600, 2720 Arnold Court Second Floor Conference Room – 8:00 AM

AGENDA

Action Items

- 1. Call to order and determine a quorum is present. (Vancil)
- 2. Recognition of guests. (Vancil)
- 3. Additions to the agenda. (Rogers)
- 4. Approval of the minutes of the June 15, 2016 regular board meeting. (Vancil)
- 5. Review of airport activity and financial reports for the month ending June 30, 2016. (Rogers and Swanson)
- 6. Review of the status of FAA grant funding for FAA AIP Project No. 36 Taxiway Echo Rehabilitation and Taxiway Alpha Holding Position Changes. (Rogers & Swanson)
- 7. Consideration of the issuance of General Obligation Temporary Notes for AIP grant matching funds and airfield improvements. (Rogers & Swanson)
- 8. Review of draft SAA Resolution No.16-05 setting the SAA's 2016 mill levy. (Rogers & Swanson)
- 9. Review of the schedule for preparation of the Airport Authority's 2017 Operating Plan and Budget. (Rogers & Swanson)

Directors' Forum (Vancil)

Visitor's Questions and Comments (Vancil)

Staff Reports

- Military training and deployment activity for July thru December, 2016. (Rogers & Swanson)
- United Suppliers update (Swanson)
- Fly Salina marketing plan update (Rogers)

Announcements (Rogers)

Adjournment (Vancil)







MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY JUNE 15, 2016 HANGAR 600 SECOND FLOOR CONFERENCE ROOM

Call to Order

The meeting was called to order at 8:35 AM by Chairman Vancil.

Attendance

Attendance was taken. Chairman Vancil, Directors Maes, Neuschafer, Wiesel and Platten 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; Administrative Assistants Catarino Porras and Jacob Spain and Board Attorney Greg Bengtson. Chuck Howell, Great Lakes Airlines President; Julie Yager-Zucker, Avflight were guests.

Additions to the Agenda

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

Minutes

Chairman Vancil asked if the board members had additions or corrections to the minutes of the May 18, 2016 regular board meeting. Director Neuschafer moved, seconded by Director Platten, to approve the minutes of the May 18, 2016 regular board meeting. Motion passed unanimously.

50 Years Ago

Executive Director Rogers stated that the Airport Authority board of directors approved the purchase of 907 acres of surplus USAF land from the General Services Administration for \$690,000. The property was used by the Airport Authority to support the establishment of a variety of Airport Industrial Center businesses on the east side of Centennial Rd and north of Magnolia Rd. Current businesses include McIntyre Welding, Superior Plumbing and GE Oil & Gas.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of May 2016. Air traffic total operations for May 2016 dropped to 6,898 compared to 8,022 in May 2015. The 14% decrease was spread across military and local civil categories. Total fuel flowage for the month of May 2016 was 153,410 gallons which was a 20% increase compared to the May 2015 total of

128,100 gallons. Rogers anticipates an increase for 2016 due to upcoming Bombardier flight testing and Ft. Riley military operations.

Great Lakes President Chuck Howell updated the board that estimated passenger boarding for the month of June is 110 passengers. Rogers stated that 800 passengers a month will be the initial goal for Denver flights. Director Maes questioned the EAS subsidy per passenger required by Department of Transportation. Rogers stated data would be available with the monthly activity reports, and shall be presented to the board. Director Nueschafer questioned pricing and fares expected for Great Lakes Airlines. President Howell explained how Great Lakes works with pricing models and coordinates with United Airlines.

Director of Administration and Finance Swanson reported on financials for the month ending May 31, 2016. Total operating income arrived 3% over budget and \$6600 ahead of projections for the YTD. As compared to 2015, operating income is ahead 4%. Swanson commented of significant payables during the month of May. Swanson also reviewed past due accounts greater than 31 days. Rogers commented on the Tishlerei account balance. The first addendum to lease agreement, including all past due and financial charges. The board discussed personal guarantee options. Director Maes suggested personal guarantee on remaining lease term and sunset guarantee after 36-48 consecutive monthly payments. Revisions will be resubmitted to Tischlerei for approval. Chairman Vancil directed the staff to file the financials for audit.

FAA AIP Project No. 36

Executive Director Rogers briefed the board on the status of FAA AIP Project No. 36 and the Runway 17/35 Slurry Seal Project. AIP Project No. 36 is eligible for FAA grant funds of 90% project cost. The 10% of local funds is in the amount of \$256,395.

Runway 17/35 Slurry Seal is not eligible for grant funds and would require 100% local funds in the amount of \$392,000. Local funding required for both projects would be a total of 648,395. Rogers discussed the option of issuing temporary general obligation bond notes to be used to fund both projects. The source of repayment of the temporary notes would be a combination of Salina Airport Authority operating revenue and 2018/2019 mill levy funds.

Director's Forum

Director Maes questioned status of United Suppliers improvements located on Centennial Road. Swanson will review provisions in lease and will provide an update to the board.

Staff Reports

• Swanson commented on upcoming visit by FM Global, Salina Airport Authority's property insurer, scheduled for July 14-15, 2016.

Upon a motion duly made, the meeting adjourned at 9:44 A.M.

Minutes approved at the July 20, 2016 Board meeting.	
Secretary	
·	(SEAL)

SALINA AIRPORT AUTHORITY AIRPORT ACTIVITY REPORT 2016

AIR TRAFFIC/ATCT

June, 2016 8,011 Operations

743 Instrument Operations

427 Peak Day

June, 2015 7,268 Operations

756 Instrument Operations

474 Peak Day

January 2016 - June 2016 42,394 Operations January 2015 - June 2015 46,768 Operations January 2014 - June 2014 44,566 Operations

FUEL FLOWAGE

June, 2016	132,964 Gallons
June, 2015	126,428 Gallons
January 2016 - June 2016	729,020 Gallons
January 2015 - June 2015	1,042,692 Gallons
January 2014 - June 2014	854,859 Gallons

		Avflig	ht
			Self-fuel
	Avflight	Military/Gov't	Station
KSU-S	Salina	Portion	Portion
10,139	122,825	27,020	1,214
11,182	115,246	37,306	906
57,983	671,037	108,156	4,724
64,204	978,488	240,640	4,334
57,452	793,238	245,898	4,169

ENPLANEMENTS - Great Lakes

June, 2016	112 Passengers
June, 2015	80 Passengers
January 2016 - June 2016	148 Passengers
January 2015 - June 2015	674 Passengers
January 2014 - June 2014	911 Passengers

ENPLANEMENTS - Charter Flights

June, 2016	0 Passengers
June, 2015	8 Passengers
January 2016 - June 2016	0 Passengers
January 2015 - June 2015	5,252 Passengers
January 2014 - June 2014	196 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

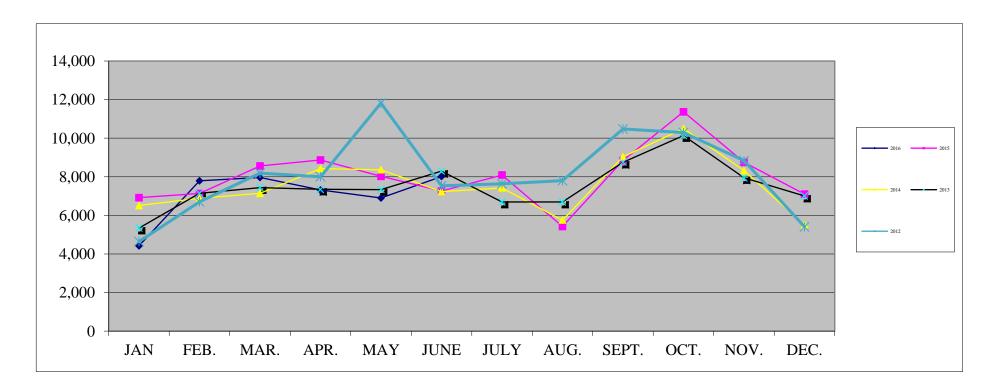
June, 2016	112 Passengers
June, 2015	88 Passengers
January 2016 - June 2016	148 Passengers
January 2015 - June 2015	5,926 Passengers
January 2014 - June 2014	1,107 Passengers

AIRPORT TRAFFIC RECORD 2015 - 2016

	ITINERANT								
	AC AT GA MI Total Itinerant		Civil Military Total Local			Total Operations			
2016	AC	AI	UA	IVII	Total Itmerant	Civii	Williary	Total Local	Total Operations
January, 16	5	941	676	88	1,710	2,502	210	2,712	4,422
February, 16	78	2,171	1,038	208	3,495	4,064	230	4,294	7,789
March, 16	21	1,830	869	234	2,954	4,644	364	5,008	7,962
April, 16	15	1,799	791	269	2,874	4,110	328	4,438	7,312
May, 16	106	1,610	980	325	3,021	3,473	404	3,877	6,898
June, 16	69	1,758	1,089	273	3,189	4,310	512	4,822	8,011
July, 16		,	,		,	,		,	,
August, 16									
September, 16									
October, 16									
November, 16									
December, 16									
,									
Totals January - June	294	10,109	5,443	1,397	17,243	23,103	2,048	25,151	42,394
		,	,	,	,	,		,	,
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	2	1,793	847	236	2,878	4,076	314	4,390	7,268
July, 15									
August, 15									
September, 15									
October, 15									
November, 15									
December, 15									
Totals January - June	176	11,293	4,561	1,185	17,215	27,353	2,200	29,553	46,768
Difference	118	-1,184	882	212	28	-4,250	-152	-4,402	-4,374
	110	1,107	002		20	1,20	±0#	-19702	19017
YTD % Change	67%	-10%	19%	18%	0%	-16%	-7%	-15%	-9%

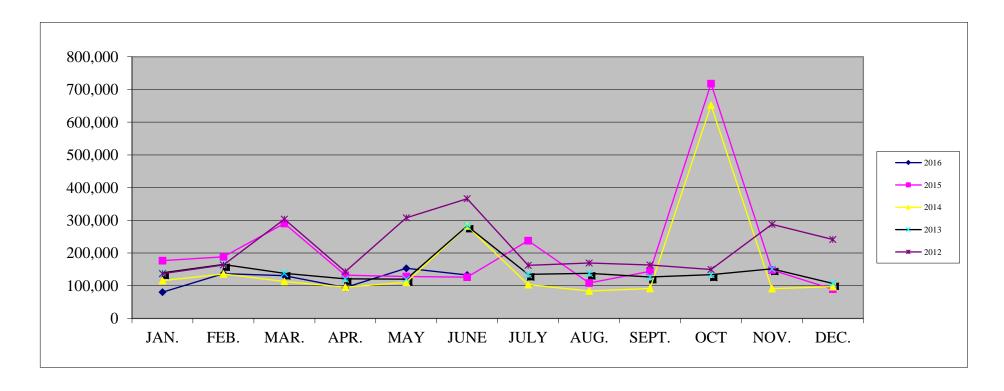
AIR TRAFFIC

	<u>JAN</u>	FEB.	MAR.	APR.	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	AUG.	SEPT.	OCT.	NOV.	DEC.	TOTAL
2016	4,422	7,789	7,962	7,312	6,898	8,011							<u>42,394</u>
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



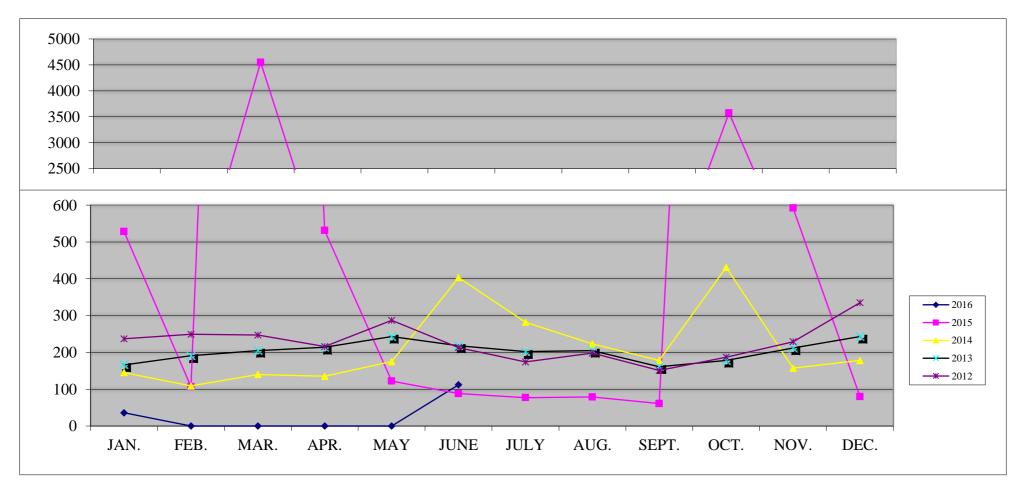
FUEL FLOWAGE
Gallons of Fuel Sold at SLN

	JAN.	FEB.	MAR.	APR.	MAY	<u>JUNE</u>	<u>JULY</u>	AUG.	SEPT.	<u>OCT</u>	NOV.	DEC.	TOTAL
2016	80,221	136,763	130,990	94,673	153,410	132,964							729,021
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

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	ост.	NOV.	DEC.	<u>FAA</u> Adjustment	TOTAL
2016	36	<u>reb.</u> 0	<u>MAR.</u> ()	<u>AFK.</u>	0	112	JUL1	AUG.	<u>SEF 1.</u>	<u>0C1.</u>	NOV.	DEC.	Aujustment	148
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

As of June 30, 2016

	Jun 30, 16	May 31, 16	\$ Change	Jun 30, 15	\$ Change	% Change
ASSETS						
Current Assets Checking/Savings						
Cash in Bank - Bond Funds	80,497	212,021	-131,524	0	80,497	100%
Cash in bank & Petty Cash-Op	1,598,803	1,564,677	34,126	1,321,436	277,367	21%
Total Checking/Savings	1,679,300	1,776,698	-97,399	1,321,436	357,864	27%
Accounts Receivable Accounts Receivable	135,825	173,362	-37,537	114,435	21,390	19%
Total Accounts Receivable	135,825	173,362	-37,537	114,435	21,390	19%
Other Current Assets						
Agri Land Receivable	58,000	58,000	0	58,000	0	0% 22%
Mill Levy receivable Other current assets	179,879 138,493	179,879 141,924	-3,431	147,232 150,601	32,646 -12,108	-8%
Undeposited Funds	2,021	0	2,021	0	2,021	100%
Total Other Current Assets	378,393	379,802	-1,410	355,833	22,559	6%
Total Current Assets	2,193,517	2,329,863	-136,346	1,791,704	401,813	22%
Fixed Assets						
Fixed assets at cost Less accumulated depreciation	82,387,817 -38,085,173	82,374,547 -37,865,010	13,271 -220,163	81,983,393 -35,481,698	404,425 -2,603,475	1% -7%
Total Fixed Assets	44,302,644	44,509,536	-206,892	46,501,695	-2,199,050	-5%
Other Assets	,002,0	,000,000	200,002	.0,00.,000	2,.00,000	0,70
Other assets	41,223	3,325	37,898	0	41,223	100%
Total Other Assets	41,223	3,325	37,898	0	41,223	100%
TOTAL ASSETS	46,537,385	46,842,725	-305,340	48,293,399	-1,756,014	-4%
LIABILITIES & EQUITY Liabilities Current Liabilities						
Accounts Payable						
Accounts payable	61,149	202,075	-140,925	70,021	-8,872	-13%
Total Accounts Payable	61,149	202,075	-140,925	70,021	-8,872	-13%
Credit Cards Sam's Club Discover	0	1,562	-1,562	343	-343	-100%
VISA - Sunflower Bank, N.A T	0	363	-363	0	-545	0%
Total Credit Cards	0	1,925	-1,925	343	-343	-100%
Other Current Liabilities						
Accrued debt interest payable Debt, current portion	319,741	239,857	79,883 0	359,012	-39,271 84,220	-11% 8%
Deferred Agri Land Revenue	1,109,894 29,500	1,109,894 34,333	-4,833	1,025,674 29,000	500	2%
Deferred Mill Levy revenue	995,569	1,161,497	-165,928	995,633	-64	0%
Other current liabilities	184,420	152,390	32,030	170,736	13,684	8%
Total Other Current Liabilities	2,639,123	2,697,971	-58,848	2,580,054	59,069	2%
Total Current Liabilities	2,700,273	2,901,971	-201,698	2,650,419	49,854	2%
Long Term Liabilities	00.004	00.004	0	00.000	F0 00F	000/
Capital Lease Payable Debt - Long Term	28,301 22,823,445	28,301 22,823,445	0	82,296 23,023,503	-53,995 -200,057	-66% -1%
Less current portion	-1,109,894	-1,109,894	Ö	-1,025,674	-84,220	-8%
Security Deposits Returnable	43,977	44,977	-1,000	36,529	7,448	20%
Total Long Term Liabilities	21,785,829	21,786,829	-1,000	22,116,654	-330,825	-2%
Total Liabilities	24,486,102	24,688,801	-202,698	24,767,073	-280,971	-1%
Equity Invested in Capital Assets net	21,450,898	21,657,790	-206,892	23,394,884	-1,943,986	-8%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,240,773	1,033,881	206,892	762,636	478,137	63%
Net Income	-730,389	-627,747	-102,642	-721,194	-9,195	-1%
Total Equity	22,051,283	22,153,924	-102,642	23,526,326	-1,475,044	-6%
TOTAL LIABILITIES & EQUITY	46,537,385	46,842,725	-305,340	48,293,399	-1,756,014	-4%

Salina Airport Authority Profit & Loss Budget Performance

June 2016

	Jun 16	Budget	\$ Over Budget	% of Budget	Jan - Jun 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense Income									
Airfield revenue Fuel Flowage Fees Hangar rent Landing fees Ramp rent	11,836 45,268 591 4,084	13,063 42,313 450 4,155	-1,227 2,955 141 -71	91% 107% 131% 98%	58,222 265,274 1,037 26,674	78,375 248,879 2,700 24,932	-20,153 16,395 -1,663 1,742	74% 107% 38% 107%	156,750 515,000 5,400 49,865
Total Airfield revenue	61,779	59,981	1,798	103%	351,207	354,886	-3,679	99%	727,015
Building and land rent Agri land rent Building rents Short-term leasing	4,833 7,449	4,833 3,867	0 3,581	100% 193%	29,000 31,946	29,000 23,204	-0 8,742	100% 138%	58,000 46,408
Building rents - Other	70,313	64,883	5,430	108%	397,300	389,296	8,005	102%	778,592
Total Building rents	77,761	68,750	9,011	113%	429,247	412,500	16,747	104%	825,000
Land rent Basic Land Rent Property tax - tenant share Land rent - Other	5,689 10,833 0	7,192 10,833 0	-1,502 0 0	79% 100% 0%	35,060 64,998 0	43,049 64,998 0	-7,990 0 0	81% 100% 0%	86,199 129,996 0
Total Land rent	16,522	18,025	-1,502	92%	100,058	108,047	-7,990	93%	216,195
Tank rent	808	742	66	109%	4,848	4,450	398	109%	8,900
Total Building and land rent	99,925	92,350	7,575	108%	563,152	553,998	9,155	102%	1,108,095
Other revenue ARFF Training Commissions Other income	0 1,425 10,641	0 1,667 3,417	0 -241 7,224	0% 86% 311%	0 9,359 42,165	0 10,000 20,500	0 -641 21,665	0% 94% 206%	0 20,000 41,000
Total Other revenue	12,066	5,083	6,983	237%	51,524	30,500	21,024	169%	61,000
Total Income	173,770	157,414	16,356	110%	965,884	939,384	26,500	103%	1,896,110
Gross Profit	173,770	157,414	16,356	110%	965,884	939,384	26,500	103%	1,896,110
Expense Administrative expenses A/E, consultants, brokers Airport promotion Bad Debt Expense Computer/Network Admin.	4,135 1,015 0 1,783	1,993 833 0 833	2,142 181 0 949	207% 122% 0% 214%	24,807 8,286 0 8,307	11,957 5,000 0 5,000	12,851 3,286 0 3,307	207% 166% 0% 166%	23,913 10,000 0 10,000
Dues and subscriptions Employee retirement FICA and medicare tax expense Industrial development	1,754 5,504 3,859 0	1,250 4,951 4,051 0	504 553 -192 0	140% 111% 95% 0%	11,517 31,650 25,224 7,500	7,500 32,182 26,332 7,500	4,017 -532 -1,109 0	154% 98% 96% 100%	15,000 66,840 54,690 15,000
Insurance , property Insurance, medical Kansas unemployment tax Legal and accounting Office salaries	13,050 13,891 0 544 31,054	12,500 15,750 250 2,583 31,650	550 -1,859 -250 -2,039 -596	104% 88% 0% 21% 98%	69,504 83,992 178 9,872 201,490	75,000 94,500 500 15,500 205,729	-5,496 -10,508 -322 -5,629 -4,239	93% 89% 36% 64% 98%	150,000 189,000 1,000 31,000 427,281
Office Supplies Other administrative expense Merchant Processing Fees Other administrative expense - Other	0 46 885	500 57 256	-500 -11 629	0% 80% 346%	3,385 328 2,371	3,000 343 1,532	385 -15 839	113% 96% 155%	6,000 685 3,065
Total Other administrative expense	931	313	618	298%	2,699	1,874	824	144%	3,750
Postage Property tax expense Special Events Telephone Training Travel and meetings	11 13,750 0 1,210 400 246	250 13,750 83 1,313 667 667	-239 0 -83 -102 -267 -421	5% 100% 0% 92% 60% 37%	1,064 82,500 0 8,495 475 3,143	1,500 82,500 500 7,875 4,000 4,000	-436 0 -500 620 -3,525 -857	71% 100% 0% 108% 12% 79%	3,000 165,000 1,000 15,750 8,000 8,000
Total Administrative expenses	93,136	94,187	-1,051	99%	584,086	591,949	-7,863	99%	1,204,224
Maintenance expenses Airfield maintenance Airport Security Building maintenance Equipment fuel and repairs Fire Services	3,400 0 3,361 5,784 0	1,375 42 3,333 4,417 125	2,025 -42 28 1,368 -125	247% 0% 101% 131% 0%	21,380 0 21,008 26,043 0	8,250 250 20,000 26,500 750	13,130 -250 1,008 -457 -750	259% 0% 105% 98% 0%	16,500 500 40,000 53,000 1,500
Grounds maintenance Maintenance salaries Other maintenance expenses Snow removal expense Utilities	445 20,192 1,304 0 14,723	292 23,065 1,542 1,083 12,000	154 -2,873 -238 -1,083 2,723	153% 88% 85% 0% 123%	2,147 132,402 5,889 540 113,367	1,750 149,926 9,250 6,500 129,944	397 -17,523 -3,361 -5,960 -16,578	123% 88% 64% 8% 87%	3,500 311,384 18,500 13,000 205,000
Total Maintenance expenses	49,210	47,274	1,936	104%	322,777	353,120	-30,343	91%	662,884

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07/15/16

Accrual Basis

Salina Airport Authority Profit & Loss Budget Performance

June 2016

	Jun 16	Budget	\$ Over Budget	% of Budget	Jan - Jun 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Uncategorized Expenses	0	0	0	0%	0	0	0	0%	0
Total Expense	142,346	141,461	885	101%	906,863	945,069	-38,206	96%	1,867,108
Net Ordinary Income	31,425	15,953	15,472	197%	59,021	-5,685	64,706	-1,038%	29,002
Other Income/Expense Other Income Capital contributed	0	283,458	-283,458	0%	14,270	1,700,750	-1,686,480	1%	3,401,500
Gain on sale of assets Interest income Interest income on deposits	0 46	5,000 21	-5,000 25	0% 221%	0 226	10,000 125	-10,000 101	0% 181%	15,000 250
Total Interest income	51	21	30	246%	244	125	119	195%	250
Mill levy income	165,928	165,928	0	100%	996,599	995,569	1,030	100%	1,991,138
Total Other Income	165,979	454,407	-288,428	37%	1,011,113	2,706,444	-1,695,331	37%	5,407,888
Other Expense Debt interest expense net Bond issue cost Interest Expense on Debt	0 79,883	3,750 79,883	-3,750 0	0% 100%	0 479,548	22,500 479,300	-22,500 248	0% 100%	45,000 958,600
Total Debt interest expense net	79,883	83,633	-3,750	96%	479,548	501,800	-22,252	96%	1,003,600
Depreciation expense	220,163	220,163	0	100%	1,320,975	1,320,975	0	100%	2,641,950
Total Other Expense	300,046	303,796	-3,750	99%	1,800,523	1,822,775	-22,252	99%	3,645,550
Net Other Income	-134,066	150,612	-284,678	-89%	-789,410	883,669	-1,673,079	-89%	1,762,338
Net Income	-102,642	166,565	-269,206	-62%	-730,389	877,984	-1,608,373	-83%	1,791,340

	Jun 30, 16	Jan - Jun 16	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfeld					
AIP-36 Txy E Rehab Const. Ph 1		1,855	3,515,248	-3,513,393	0%
AIP-37 Txy B & E Rehab Design	2,540	38,945	50,497	-11,552	77%
Airfield Improvements					
AMP - Economic Impact Study		0	5,875	-5,875	0%
Airfield Improvements - Other		4,293	15,000	-10,707	29%
Total Airfield Improvements	0	4,293	20,875	-16,582	21%
KAIP - 17/35 Slurry Seal	0	0	392,000	-392,000	0%
Total Airfeld	2,540	45,093	3,978,621	-3,933,528	1%
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		3,750	20,000	-16,250	19%
Total Building improvements	0	22,432	106,500	-84,068	21%
Pumphouse 305	0	0	15,000	-15,000	0%
Terminal building improvements					
2015 Terminal Bldg. Remodel	10,095	241,704	259,553	-17,849	93%
2nd Floor Remodel-SAA Admin Ofc	275	5,381	15,000	-9,619	36%
Total Terminal building improvements	10,370	247,085	274,553	-27,468	90%
Total Buildings & Improvements	10,370	269,517	396,053	-126,536	68%
Equipment					
Communications equipment		0	2,000	-2,000	0%
Computer equipment		899	7,500	-6,601	12%
Other Equipment		8,297	15,000	-6,703	55%
Shop equipment		0	10,000	-10,000	0%
Vehicles		0	10,000	-10,000	0%
Total Equipment	0	9,196	44,500	-35,304	21%
Land					
Airport Indust. Cent. Imps. Environmental	0	0	15,000	-15,000	0%
	204	2.400	45.000	44.000	240/
Environmental - SAFB	361	3,180	15,000	-11,820	21%
Total Environmental	361	3,180	15,000	-11,820	21%
Nestle Site Imps.	0	0	18,500	-18,500	0%
Rail Spur Imps.	0	0	15,000	-15,000	0%
West Beechcraft Road Imps.	0	0	2,500	-2,500	0%
Total Land	361	3,180	66,000	-62,820	5%
Total Fixed assets at cost	13,271	326,986	4,485,174	-4,158,188	7%

Salina Airport Authority Significant Capital Expenditures Detail June 2016

Туре	Type Date Name		Memo	Amount	Balance
Fixed assets a	t cost 「xy B & E Rehab I	Docien			
Bill		Jviation, Inc.	Inv. No. 10 - Txy B & E Rehab Design	2,539.75	2,539.75
Total All	P-37 Txy B & E Re	hab Design		2,539.75	2,539.75
Total Airfeld				2,539.75	2,539.75
Termina	lmprovements Il building improv Terminal Bldg. F				
Bill Bill Bill Bill Bill Bill Bill Bill		Gleason & Son Signs, Inc. Gleason & Son Signs, Inc. Nex-Tech Communications, Sam's Club	New Great Lakes Sign Hertz and Baggage Claim Sign Terminal Building Wireless TV for terminal building lobby TV exchange for the terminal Lobby Remove 2 sections of front and fabricate new corner Progress payment 1 of 2 - replace overhead door (baggage Two TVs for the Terminal Building Lobby	449.00 342.00 4,446.00 298.88 29.12 1,739.15 2,214.50 576.00	449.00 791.00 5,237.00 5,535.88 5,565.00 7,304.15 9,518.65 10,094.65
Tota	l 2015 Terminal Bl	dg. Remodel		10,094.65	10,094.65
2nd Bill	Floor Remodel-S. 06/06/2016	AA Admin Ofc Nex-Tech Communications	Tech labor - Moved phone extensions with office move	275.00	275.00
Tota	I 2nd Floor Remod	lel-SAA Admin Ofc	·	275.00	275.00
Total Te	rminal building imp	provements		10,369.65	10,369.65
Total Buildir	ngs & Improvemen	ts		10,369.65	10,369.65
	ronmental - SAFE				
Bill	06/13/2016	Stinson Leonard Street, LLP	Professional services - May 2016	361.13	361.13
Tota	I Environmental - S	SAFB		361.13	361.13
Total En	vironmental			361.13	361.13
Total Land				361.13	361.13
Total Fixed ass	ets at cost			13,270.53	13,270.53
'AL				13,270.53	13,270.53

SALINA AIRPORT AUTHORITY

RESOLUTION NO. 16-04

A RESOLUTION APPROVING THE ISSUANCE OF GENERAL OBLIGATION BONDS OF THE SALINA AIRPORT AUTHORITY FOR THE PURPOSE OF FINANCING THE COST OF CERTAIN CAPITAL IMPROVEMENTS AT THE SALINA REGIONAL AIRPORT AND AIRPORT INDUSTRIAL CENTER AND AUTHORIZING THE SALE OF GENERAL OBLIGATION TEMPORARY NOTES, SERIES 2016-1 OF THE SALINA AIRPORT AUTHORITY.

BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY AS FOLLOWS:

- Section 1. The issuance of general obligation bonds (the "Bonds") of the Salina Airport Authority (the "Authority") in a principal amount of not to exceed \$648,220, exclusive of costs of issuance and any temporary financing costs, the proceeds of the Bonds to be used for the purpose of paying the costs of certain capital improvements located at the Salina Regional Airport and Airport Industrial Center, including, but not limited to, the rehabilitation of Taxiway E, the relocation of Taxiway A Holding Position at Runway 35, and the rehabilitation of Runway 17-35 (the "Project"), as authorized by K.S.A. 27-315 to 27-326 inclusive, is hereby approved and is in the best interests of the Authority. The total cost of the Project is estimated to be \$2,946,461.30, with approximately \$2,298,925.17 of the cost being provided by grants from the Federal Aviation Administration. Pending the issuance of the Bonds, the Authority may issue its temporary notes to provide financing for the Project.
- Section 2. The Authority expects to make capital expenditures after the date of this resolution in connection with the Project, and the Authority intends to reimburse itself for such expenditures with the proceeds of bonds and notes in the maximum principal amount of \$648,220, exclusive of costs of issuance and any temporary financing costs.
- Section 3. The General Obligation Temporary Notes, Series 2016-1 (the "Notes") of the Salina Airport Authority (the "Authority"), in the approximate principal amount of \$657,000, shall be offered for sale by the Authority, subject to approval of this resolution by the City as provided in K.S.A. 27-323.
- Section 4. The Authority's staff are hereby authorized and directed to receive proposals for the purchase of the Notes and to deliver all proposals so received to a meeting of the governing body, at which meeting the governing body will review such proposals and act on the acceptance of the best proposal.
- Section 5. The Executive Director, the Director of Administration and Finance, George K. Baum & Company, the Authority's Financial Advisor and Gilmore & Bell, P.C., the Authority's Bond Counsel, are hereby authorized and directed to take such other action as may be necessary to carry out the sale of the Notes.

Section 6	This Resolution shall take effect	This Resolution shall take effect immediately upon its adoption and passages.				
ADOPTED AND PASSED by the governing body of the Authority on July 20, 2016.						
		SALINA AIRPORT AUTHORITY				
		Name: Troy L. Vancil				
		Chairman				
(SEAL)						
ATTEST:						
By:						
Name: Jeff E. M	aes					
Secretary						

SALINA AIRPORT AUTHORITY

SAA RESOLUTION NO. 16-05

A RESOLUTION LEVYING A TAX OF 4.212 MILLS ON ALL TAXABLE TANGIBLE PROPERTY WITHIN THE CITY OF SALINA, KANSAS FOR THE PURPOSE OF PAYING THE INTERST ON AND PRINCIPAL OF GENERAL OBLIGATION BONDS OF THE SALINA AIRPORT AUTHORITY PURSUANT TO K.S.A. (2008 Supp.) 27-323(a).

WHEREAS, the Salina Airport Authority has prepared a general obligation bond debt service budget for calendar year 2017 relating to general obligation bonds (the "Bonds") issued by the Salina Airport Authority and approved by the governing body of the City of Salina, Kansas, all pursuant to K.S.A. (2008 Supp.) 27-323(a); and

WHEREAS, the Board of Directors has determined that sufficient funds are not available from operating revenues for such general obligation bond debt service; and

WHEREAS, the Salina Airport Authority is authorized by K.S.A. (2008 Supp.) 27-323(a) to annually levy a tax on all taxable tangible property within the City of Salina, Kansas, in addition to all other levies authorized by law and without the consent of the governing body of the City, in an amount sufficient to pay the interest on and principal of the Bonds as the same become due:

NOW THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE SALINA AIRPORT AUTHORITY THAT:

1. The Salina Airport Authority levies a tax of 4.212 mills on each dollar of the assessed valuation of the taxable tangible property within the City of Salina, Kansas, for the year 2016 for the purpose of paying general obligation bond debt service in 2017 as detailed below:

	General Obligation Bond Description	Debt Service Amount
a.	2009-A (AIP matching funds airfield improvements, equipment, airport perimeter road, and water main relocation)	\$85,647
b.	2009-B (Economic development, SLN Aviation Service Center facility improvements and SAFB environmental restoration project)	\$545,262
c.	2011-A (Hangar 600, Hangar 606 rehabilitation, Bldg. 620, museum/terminal concept design)	\$750,665
d.	2011-B (ARFF Station construction)	\$103,331
e.	2015-A (Refunded 2005-A & 2007-A, Fund terminal bldg. and H959 improvements)	\$306,485
	TOTAL DEBT SERVICE	\$1,791,390
	TOTAL MILLS (Rounded to nearest thousandth and calculated on \$425,319,904 in City of Salina	4.212





assessed valuation)



2. This levy shall be certified to the County Clerk of Saline County, Kansas, by the delivery of a signed copy of this Resolution to the office of the County Clerk of Saline County, Kansas, on or before August 25, 2016.

ADOPTED by the Board of Directors of the Salina Airport Authority this 20th day of July, 2016.

		SALIN	JA AIRPORT AUTHORITY	
ATTES	ST:	Ву:	Troy L. Vancil, Chairman	
By:	Katherine M. Platten, Vice Chairman			
				(SEAL)





