

**DATE:** September 16, 2016  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** **September 21, 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's agenda includes discussion of priority objectives to be included in the SAA's 2017 Budget and Operating Plan.

Please note the following agenda comments.

**Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending August 31, 2016**  
(Rogers and Swanson)

**50 Years Ago – September, 1966** (Rogers)

On September 20, 1966 the Airport Authority board of directors approved a lease and operating agreement with Central Airlines for counter space in the Airport Terminal Building and scheduled air service operations at the Salina Airport. This action allowed Central Airlines to move its Salina operations from the old Salina Airport on the east side of the city to the former Schilling AFB.

**Airport Activity – Air Traffic** (Rogers)

The August 2016 air traffic count decreased 12% to 4,789 operations as compared to the August 2015 total of 5,426. For the year-to-date a total of 53,060 operations have been recorded which is 12% less than the August 2015 YTD total of 60,283. A contributing factor to the drop in air traffic count is a decline in the number of students enrolled in the K-State helicopter flight training program.

**Airport Activity – Fuel Flowage** (Rogers)

August 2016 fuel flowage (375,330 gallons) increased by 246% as compared to the August 2015 total of 108,581 gallons. For the year-to-date fuel flowage (1,313,196 gallons) is down 5% as compared to the August 2015 YTD total of 1,389,056 gallons. During August 2016, Ft. Riley deployed elements of the 1<sup>st</sup> ID Combat Aviation Brigade from Salina on both military and charter aircraft.

**Airport Activity – Passenger Counts** (Rogers)

Great Lakes completed the second full month of nonstop Denver flights with 424 enplaned passengers. I expect the airline's September total to exceed 500 enplaned passengers. The total of departing and arriving passengers for August, 2016 was 879. The target number for EAS Program eligibility is a minimum of 833 total passengers per month. At the meeting, I'll summarize the SLN to DEN marketing program that we have been working on with Great Lakes and DEN. The SLN to DEN on Great Lakes campaign will launch on October 3.

### **Financial Reports – Comments and Notes** (Swanson)

Total operating income arrived at 5% over budget at the end of August and is tracking nearly \$97,000 more than the same period in 2015. Fuel flowage fees pulled within 2% of budget with a great month of FOL activity.

Total administrative expenses ended up 1% under budget and maintenance expenses arrived at 6% under projections at the end of August. Total operating expenses at the end of August are tracking under budget 2% or \$31,938. Positive net income before depreciation through YTD arrived at \$88,066.

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

Account QuickReport

As of August 31, 2016

| ◇                                 | Type                                    | ◇ | Date       | ◇ | Num  | ◇ | Name                     | ◇ | Memo                        | ◇ | Split             | ◇ | Amount     | ◇         | Balance    | ◇         |
|-----------------------------------|---|---|------------|---|------|---|--------------------------|---|-----------------------------|---|-------------------|---|------------|-----------|------------|-----------|
| Cash in Bank - Bond Funds         |   |   |            |   |      |   |                          |   |                             |   |                   |   |            |           | 66,504.10  |           |
| 107 - UMB Series 2015-A Proj Fund |   |   |            |   |      |   |                          |   |                             |   |                   |   |            |           | 66,504.10  |           |
|                                   | Bill Pmt -Check                         |   | 08/10/2016 |   | 1039 |   | Nex-Tech Communicatio... |   |                             |   | 20 - Account...   |   | -18,519.80 |           | 47,984.30  |           |
|                                   | Bill Pmt -Check                         |   | 08/12/2016 |   | 1040 |   | Cheney Door Company      |   |                             |   | 20 - Account...   |   | -2,620.50  |           | 45,363.80  |           |
|                                   | General Journal                         |   | 08/24/2016 |   | 2729 |   |                          |   | Refund analysis service ... |   | 534 - Other a...  |   | 30.00      |           | 45,393.80  |           |
|                                   | Check                                   |   | 08/31/2016 |   |      |   |                          |   | Service Charge              |   | 534 - Other a...  |   | -12.00     |           | 45,381.80  |           |
|                                   | Deposit                                 |   | 08/31/2016 |   |      |   |                          |   | Interest                    |   | 810 - Interest... |   | 2.35       |           | 45,384.15  |           |
|                                   | Total 107 - UMB Series 2015-A Proj Fund |   |            |   |      |   |                          |   |                             |   |                   |   | -21,119.95 | 45,384.15 |            |           |
| Total Cash in Bank - Bond Funds   |   |   |            |   |      |   |                          |   |                             |   |                   |   |            |           | -21,119.95 | 45,384.15 |
| TOTAL                             |   |   |            |   |      |   |                          |   |                             |   |                   |   |            |           | -21,119.95 | 45,384.15 |

### **Financial Reports – August 2016 Significant Expenditures/Payables Report Enclosed** (Swanson)

### **Financial Reports – Accounts Receivable Past Due 31 days or more as of September 16, 2016** (Swanson)

| <u>Account</u>     | <u>Amount</u> | <u>Days</u> | <u>Comments</u>               |
|--------------------|---------------|-------------|-------------------------------|
| Alltel Newco No. 4 | \$200         | >90         | Mowing charge                 |
| Charter Matrix     | \$2,775       | 31-90       | Bldg. rental and fin. Charges |
| KSARNG             | \$7,834       | >90         | Ramp repair                   |

### **Agenda Item #6 – Airport and Airport Industrial Center Economic Impact Report** (Rogers and Swanson)

At the meeting Shelli and I will present the **Salina Regional Airport and Airport Industrial Center Economic Impact Study** as completed by the Docking Institute of Public Affairs, Fort Hays State University. The report is based upon calendar year 2014 data. The most recent year for which all necessary data was available is 2014. A representative of the Docking Institute will join the meeting via a conference call to answer questions that you may have.

The report documents total economic impact of over 110 businesses and organizations that are located at the Salina Airport and Airport Industrial Center.

### **Agenda Item #7 – 2017 Budget and Operating Plan Priorities** (Rogers & Swanson)

Enclosed is the one page overview of the SAA's priorities for 2017. At the board meeting we'll discuss the various tasks that lead to accomplishing the SAA's 2017 objectives.

### **Agenda Item #8 – Executive Session** (Vancil)

An executive session is scheduled for the purpose of discussing the process for this year's executive director's performance review.

## **Staff Reports**

- **Kenny Bieker**

### AIP Project No. 36 – Taxiway Echo and Alpha Construction

The project start date has been moved to October 3<sup>rd</sup>, 2016. As a reminder the project involves pavement removal and pavement resurfacing on taxiway E, west of runway 17-35. The area of Taxiway E that intersects with runway 12-30 and 17-35 will require runway closures for each of those runways at times but never both at the same time. Runway 18-36 will be closed the full duration of this project. The project is scheduled for 90 calendar days but will only go until November 16. Only the demolition portion of the project will be done this year due to the colder months. The milling and paving will be done in the spring of 2017.

### 17-35 Slurry Seal

We obtained bids for the slurry seal and have awarded the contract to McConnell & Associates out of Kansas City Missouri. The revised McConnell bid was \$179,980. This project will also occur in 2017 due to the colder months approaching. The project scope is the full 150' width by 7500' length of the south portion of Runway 17-35.

- **Kasey Windhorst**

### GLA Marketing – Local Funding

The below billboard is located on I-70, coming in to Salina from the west. It is a right-read (south side) at Glendale, mile marker no. 237. This will be up during the months of September and October.



Additional local billboards will be placed at the following locations for the remainder of calendar year 2016.

- 2015 S. Ohio – across from Planet Fitness (October 2016)
- 676 S. Ohio (November/December)
- 118 S. Broadway – by Nick's Pawn Shop (October 2016)

The billboard locations were made possible by the Salina Area Chamber of Commerce whose support has been outstanding.

### SAA Staff

We are pleased to announce that Zach Turner has accepted the full-time Aircraft Rescue and Firefighting (ARFF) and Operations Specialist position with the Salina Airport Authority. His first day at the SAA is Monday, September 19<sup>th</sup>. Zach comes to the airport authority with an associate degree in fire science from Hutchinson Community College.

### Upcoming Events

The Salina Airport Authority is partnering with Kansas State Polytechnic and Kansas Department of Transportation Aviation Division for the upcoming Fly Kansas Air Tour. The tour is a 3 day event with 9 stops across Kansas. The tour is scheduled from September 29<sup>th</sup> – October 1<sup>st</sup> with a stop at SLN on day 2 (September 30<sup>th</sup>).

Please contact me if you have any questions or comments.



DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD  
WEST ON MAGNOLIA  
LEFT ON CENTENNIAL  
RIGHT ON SCANLAN  
CONTINUE ON GENERAL JIM  
RIGHT ON ARNOLD COURT  
TO HANGAR 600

0.8 Miles

EXIT 90

HANGAR  
600

ARNOLD COURT

GENERAL JIM ROAD

SUTHERLAND ROAD

SUMMERS ROAD

SCHILLING ROAD

SCANLAN AVENUE

CENTENNIAL ROAD

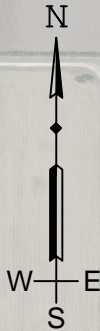
CENTENNIAL ROAD

1.2 Miles

EXIT OFF I-135 AT SCHILLING ROAD  
WEST ON SCHILLING  
RIGHT ON ARNOLD AVENUE  
LEFT ON ARNOLD COURT  
TO HANGAR 600

0.77 Miles

EXIT 89



INTERSTATE I-135

# **SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING**

**Wednesday, September 21, 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. (Vancil)
4. Approval of the minutes of the August 17, 2016 regular board meeting. (Vancil)
5. Review of airport activity and financial reports for the month ending August 31, 2016. (Rogers & Swanson)
6. Presentation of the Salina Regional Airport and Airport Industrial Center Economic Impact Study. (Rogers & Swanson)
7. Review and discussion of the Airport Authority's 2017 Budget and Operating Plan priorities. (Rogers)

### **Directors' Forum** (Vancil)

### **Visitor's Questions and Comments** (Vancil)

### **Staff Reports** (Rogers)

- Prospect activity for available SAA hangars and buildings.

### **Announcements** (Rogers)

### **Executive Session** (Vancil)

8. An executive session of the board of directors for the purpose of discussing matters of non-elected personnel. (Vancil)

### **Adjournment** (Vancil)



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF  
DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
AUGUST 17, 2016  
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

**Call to Order**

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

**Attendance**

Attendance was taken. Directors Maes, Neuschafer, Platten (via conference call), and Wiesel 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. Retha Wittlake, Great Lakes Airlines; Tim Unruh, Salina Journal; and Luci Larson, County Commission were guests.

**Additions to the Agenda**

Director Wiesel motioned to designate Director Neuschafer as the Acting Chairman in Chairman Vancil's absence. Director Maes seconded the motion. Motion passed unanimously. Chairman Neuschafer asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions to the agenda.

**Minutes**

Chairman Neuschafer asked if the board members had additions or corrections to the minutes of the July 20, 2016 regular board meeting. Director Maes moved, seconded by Director Platten, to approve the minutes of the July 20, 2016 regular board meeting. Motion passed unanimously.

**50 Years Ago – August, 1966**

On August 23, the Airport Authority board of directors approved a lease with Hertz Drive-It-Yourself Co. for counter space in the Airport Terminal Building. Hertz is one of the Airport Authority's longest tenured and valued tenant. To this day Hertz offers rental car services to area residents, business and arriving airline passengers.

**Airport Activity and Financial Reports**

Executive Director Rogers reported on airport activity for the month of July 2016. Air traffic total operations for July 2016 decreased to 5,877 compared to 8,089 in July 2015. The 27% decrease was spread across military and local civil categories. Total fuel flowage for the month of July 2016 was 208,846 gallons which was a 12% decrease compared to the July 2015 total of 237,783 gallons. Year to date totals were down 27%, however Rogers anticipates an increase in fuel flowage for the remainder of 2016 due to the upcoming Bombardier flight testing and Ft. Riley military operations.

Executive Director Rogers reviewed enplanements for the month of July. Great Lakes completed its first full month of service to Denver with 393 enplaned passengers and expects to exceed 400 passengers for the month of August 2016. Rogers stated that the airport will need to maintain an average of approximately 800 enplaned and deplaned passengers a month to meet EAS Program subsidy requirements. Rogers discussed the monthly activity report submitted by Great Lakes Airlines and highlighted their efforts to avoid delays and cancellations.

Director of Administration and Finance Swanson reported on financials for the month ending July 31, 2016. Total operating income continues to stay 3% over budget and is tracking \$40,193 more than same period in 2015. Fuel Flowage arrived at 25%-30% behind budget, but will increase with upcoming scheduled airfield operations. Total administrative expenses ended up \$10,160 under budget while total maintenance expenses arrived at \$31,247 under projections at the end of July. Chairman Nueschafer directed the staff to file the July 2016 financial statements for audit.

#### **SAA Resolution No. 16-05 – 2017 Mill Levy**

Executive Director Rogers presented three mill levy options for the board's consideration. The board discussed the following three options.

- Option #1 – Set the 2016 mill levy at 4.396 mills which matched the SAA's current, 2015, mill levy. Option #1 generates \$78,500 in funds that can be applied to future debt service payments and mill levy calculations.
- Option #2 – Lower the SAA's 2016 mill levy to 4.212 mills and only collect the funds necessary for 2017 G.O. bond payments. Option #2 does not enable the SAA to stabilize future mill levy requirements.
- Option #3 – This option shows the impact of a mill levy increase to 4.4 mills and how the additional funds can be applied to future G.O. bond payments.

Director Maes moved to approve Option #1 SAA Resolution 16-05 for authorizing the mill levy to be set at the current 4.396 mills. Director Wiesel seconded the motion. Motion passed unanimously.

#### **SAA Resolution No. 16-06 Bids received for G.O. Temporary Notes**

Director of Finance and Administration Swanson reviewed the received bids for the issuance of \$657,000 in general obligation temporary notes. The low bidder was First Bank of Kansas with an interest rate of 0.90%. Swanson recommended acceptance of the bid from First Bank of Kansas for purchasing \$657,000 in Salina Airport Authority general obligation bond temporary notes at a federally tax exempt, non-bank qualified interest rate of 0.90%. Director Maes moved to approve Resolution 16-06 seconded by Director Wiesel Motion passed unanimously.

#### **FAA Grant Offer and Agreement for AIP Project No. 36**

Executive Director Rogers reviewed the FAA grant offer and agreement for AIP Project No. 36. The grant totaling \$2,298,925 will fund 90% of Taxiway Alpha and Echo improvements. The terms and conditions of the grant agreement include the Airport Authority's matching funds in the amount of \$255,536. Rogers recommended that the board to accept the proposed Federal Aviation Administration Grant Agreement. Director Maes moved to approve and accept the FAA Grant offer and agreement for AIP Project No. 36. Director Platten seconded the motion. Motion passed unanimously.

#### **FAA AIP Project No. 36 Engineering Services**

Executive Director Rogers reviewed the supplement agreement with Jviation, Inc. for FAA AIP Project No. 36 engineering services. Jviation will provide administrative services, construction observation, testing services, field engineering, surveying and project close out services at a total cost of \$217,184. FAA funding is 90% (\$195,465) and SAA local share is \$21,719. Rogers recommended the approval of the proposed supplemental agreement. Director Platten moved to



approve the supplemental agreement with Jviation, Inc. for FAA AIP Project No. 36 engineering services. Director Maes seconded the motion. Motion passed unanimously.

### **FAA AIP Project No. 36 Construction Services**

Executive Director Rogers reviewed the proposed contract with APAC-Kansas, Inc. for construction services for AIP Project No. 36. The construction work will be completed according to the plans and specifications prepared by Jviation, Inc, and approved by the FAA. Rogers discussed the upcoming schedule for airfield closures on taxiways and runways. Total project cost is 2,334,672. FAA funding is \$2,101,115 while the SAA 10% funding is \$233,557. Director Wiesel moved to approve the proposed contract with APAC-Kansas, Inc for FAA AIP Project No. 36 Construction Services. Director Maes seconded the motion. Motion passed unanimously.

### **Staff Reports**

- Executive Director Rogers briefed the board on the bid reviewed for 17/35 slurry seal. The low bid was submitted by McConnell and Associates in the in the amount of \$179,950.57
- Rogers reviewed United Suppliers lease obligations related to rail repairs and tank improvements.
- Rogers updated the board on the prospect activity for Hangars 509, 600, and 606. A potential agriculture tenant is interested in Hangar 713.
- Rogers commented on the Salina Community Economic Development Organization (SCEDO). Waverly Partners of Lawrence has been hired by the SCEDO for the Executive Director search.
- Rogers briefed the board on the new prospect for hangar 506-2 and stated that the continued success of online marketing through Loopnet and Hangar Network has been productive.

### **SAA Resolution 16-07 Honoring Shelli Swanson**

Acting Chairman Neuschafer read SAA resolution 16-07 thanking Shelli Swanson for 20 years of service to the Salina Airport Authority and her many accomplishments as Director of Finance and Administration. Director Maes moved to approve SAA Resolution 16-07, a resolution expressing gratitude and appreciation to Michelle R. Swanson for 20 years of service to the Salina Airport Authority. Director Wiesel seconded the motion. Motion passed unanimously.

Upon a motion duly made, the meeting adjourned at 9:18 AM.

Minutes approved at the September 21, 2016 Board meeting.

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Secretary

(SEAL)

# SALINA AIRPORT AUTHORITY

## AIRPORT ACTIVITY REPORT

### 2016

#### AIR TRAFFIC/ATCT

|                            |   |
|----------------------------|---|
| August, 2016               | 4,789 Operations<br>775 Instrument Operations<br>280 Peak Day |
| August, 2015               | 5,426 Operations<br>721 Instrument Operations<br>342 Peak Day |
| January 2016 - August 2016 | 53,060 Operations   |
| January 2015 - August 2015 | 60,283 Operations   |
| January 2014 - August 2014 | 57,745 Operations   |

#### FUEL FLOWAGE

|                            |                   |
|----------------------------|-------------------|
| August, 2016               | 375,330 Gallons   |
| August, 2015               | 108,581 Gallons   |
| January 2016 - August 2016 | 1,313,196 Gallons |
| January 2015 - August 2015 | 1,389,056 Gallons |
| January 2014 - August 2014 | 1,039,188 Gallons |

| KSU-S  | Avflight<br>Salina | Avflight                  |                                 |
|--------|--------------------|---------------------------|---------------------------------|
|        |                    | Military/Gov't<br>Portion | Self-fuel<br>Station<br>Portion |
| 4,531  | 370,799            | 278,988                   | 1,001                           |
| 7,251  | 101,330            | 10,065                    | 916                             |
| 71,285 | 1,241,911          | 505,168                   | 7,131                           |
| 83,496 | 1,305,560          | 378,876                   | 6,661                           |
| 75,241 | 962,315            | 272,065                   | 6,738                           |

#### Great Lakes

|                            |                  |
|----------------------------|------------------|
| August, 2016               | 424 Passengers   |
| August, 2015               | 79 Passengers    |
| January 2016 - August 2016 | 965 Passengers   |
| January 2015 - August 2015 | 830 Passengers   |
| January 2014 - August 2014 | 1,416 Passengers |

#### ENPLANEMENTS

#### DEPLANEMENTS

#### TOTAL

455 Passengers 879

#### ENPLANEMENTS - Charter Flights

|                            |                  |
|----------------------------|------------------|
| August, 2016               | 486 Passengers   |
| August, 2015               | 0 Passengers     |
| January 2016 - August 2016 | 486 Passengers   |
| January 2015 - August 2015 | 5,252 Passengers |
| January 2014 - August 2014 | 196 Passengers   |

#### TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

|                            |                  |
|----------------------------|------------------|
| August, 2016               | 910 Passengers   |
| August, 2015               | 79 Passengers    |
| January 2016 - August 2016 | 1,422 Passengers |
| January 2015 - August 2015 | 6,082 Passengers |
| January 2014 - August 2014 | 1,612 Passengers |

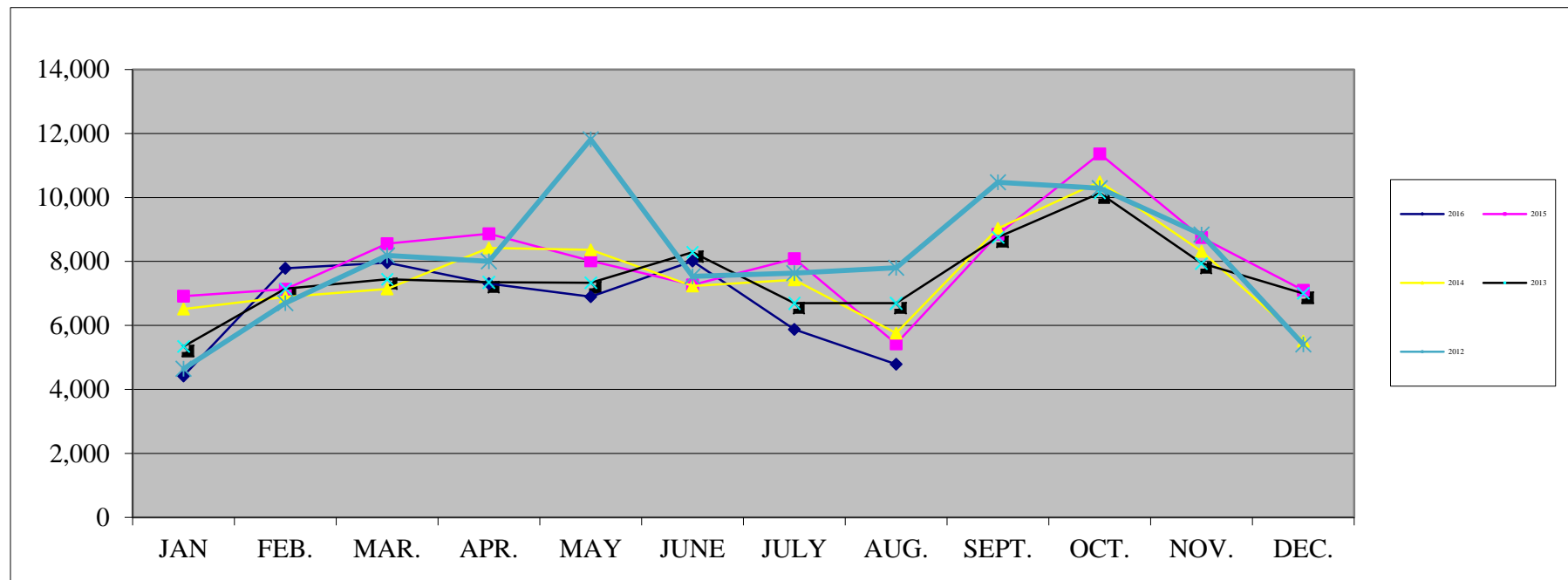
# AIRPORT TRAFFIC RECORD

## 2015 - 2016

|                                | ITINERANT   |               |              |              |                 | LOCAL         |              |               |                  |
|--------------------------------|-------------|---------------|--------------|--------------|-----------------|---------------|--------------|---------------|------------------|
|                                | AC          | AT            | GA           | MI           | Total Itinerant | Civil         | Military     | Total Local   | Total Operations |
| <b>2016</b>                    |             |               |              |              |                 |               |              |               |                  |
| 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                       | 3           | 1,411         | 942          | 152          | 2,508           | 3,215         | 154          | 3,369         | 5,877            |
| August, 16                     | 12          | 1,231         | 817          | 194          | 2,254           | 2,054         | 481          | 2,535         | 4,789            |
| September, 16                  |             |               |              |              |                 |               |              |               |                  |
| October, 16                    |             |               |              |              |                 |               |              |               |                  |
| November, 16                   |             |               |              |              |                 |               |              |               |                  |
| December, 16                   |             |               |              |              |                 |               |              |               |                  |
|                                |             |               |              |              |                 |               |              |               |                  |
| <b>Totals January - August</b> | <b>309</b>  | <b>12,751</b> | <b>7,202</b> | <b>1,743</b> | <b>22,005</b>   | <b>28,372</b> | <b>2,683</b> | <b>31,055</b> | <b>53,060</b>    |
|                                |             |               |              |              |                 |               |              |               |                  |
| <b>2015</b>                    |             |               |              |              |                 |               |              |               |                  |
| 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                       | 169         | 1,771         | 786          | 102          | 2,828           | 5,050         | 211          | 5,261         | 8,089            |
| August, 15                     | 27          | 1,252         | 895          | 165          | 2,339           | 2,843         | 244          | 3,087         | 5,426            |
| September, 15                  |             |               |              |              |                 |               |              |               |                  |
| October, 15                    |             |               |              |              |                 |               |              |               |                  |
| November, 15                   |             |               |              |              |                 |               |              |               |                  |
| December, 15                   |             |               |              |              |                 |               |              |               |                  |
|                                |             |               |              |              |                 |               |              |               |                  |
| <b>Totals January - August</b> | <b>372</b>  | <b>14,316</b> | <b>6,242</b> | <b>1,452</b> | <b>22,382</b>   | <b>35,246</b> | <b>2,655</b> | <b>37,901</b> | <b>60,283</b>    |
|                                |             |               |              |              |                 |               |              |               |                  |
| <b>Difference</b>              | <b>-63</b>  | <b>-1,565</b> | <b>960</b>   | <b>291</b>   | <b>-377</b>     | <b>-6,874</b> | <b>28</b>    | <b>-6,846</b> | <b>-7,223</b>    |
|                                |             |               |              |              |                 |               |              |               |                  |
| <b>YTD % Change</b>            | <b>-17%</b> | <b>-11%</b>   | <b>15%</b>   | <b>20%</b>   | <b>-2%</b>      | <b>-20%</b>   | <b>1%</b>    | <b>-18%</b>   | <b>-12%</b>      |

## AIR TRAFFIC

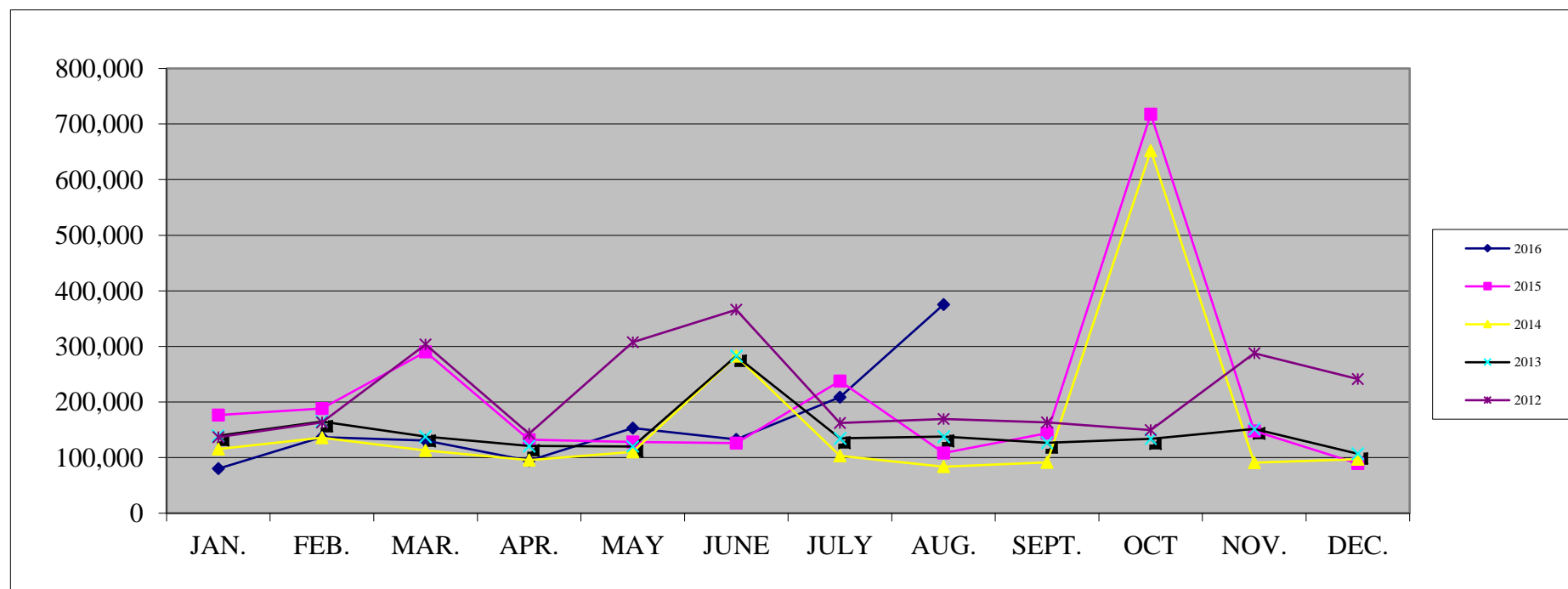
|             | <u>JAN</u> | <u>FEB.</u> | <u>MAR.</u> | <u>APR.</u> | <u>MAY</u> | <u>JUNE</u> | <u>JULY</u> | <u>AUG.</u> | <u>SEPT.</u> | <u>OCT.</u> | <u>NOV.</u> | <u>DEC.</u> | <u>TOTAL</u>  |
|-------------|------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|---------------|
| <b>2016</b> | 4,422      | 7,789       | 7,962       | 7,312       | 6,898      | 8,011       | 5,877       | 4,789       |              |             |             |             | <b>53,060</b> |
| <b>2015</b> | 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        |
| <b>2014</b> | 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        |
| <b>2013</b> | 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        |
| <b>2012</b> | 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        |
| <b>2011</b> | 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        |
| <b>2010</b> | 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        |
| <b>2009</b> | 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        |
| <b>2008</b> | 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        |
| <b>2007</b> | 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        |
| <b>2006</b> | 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

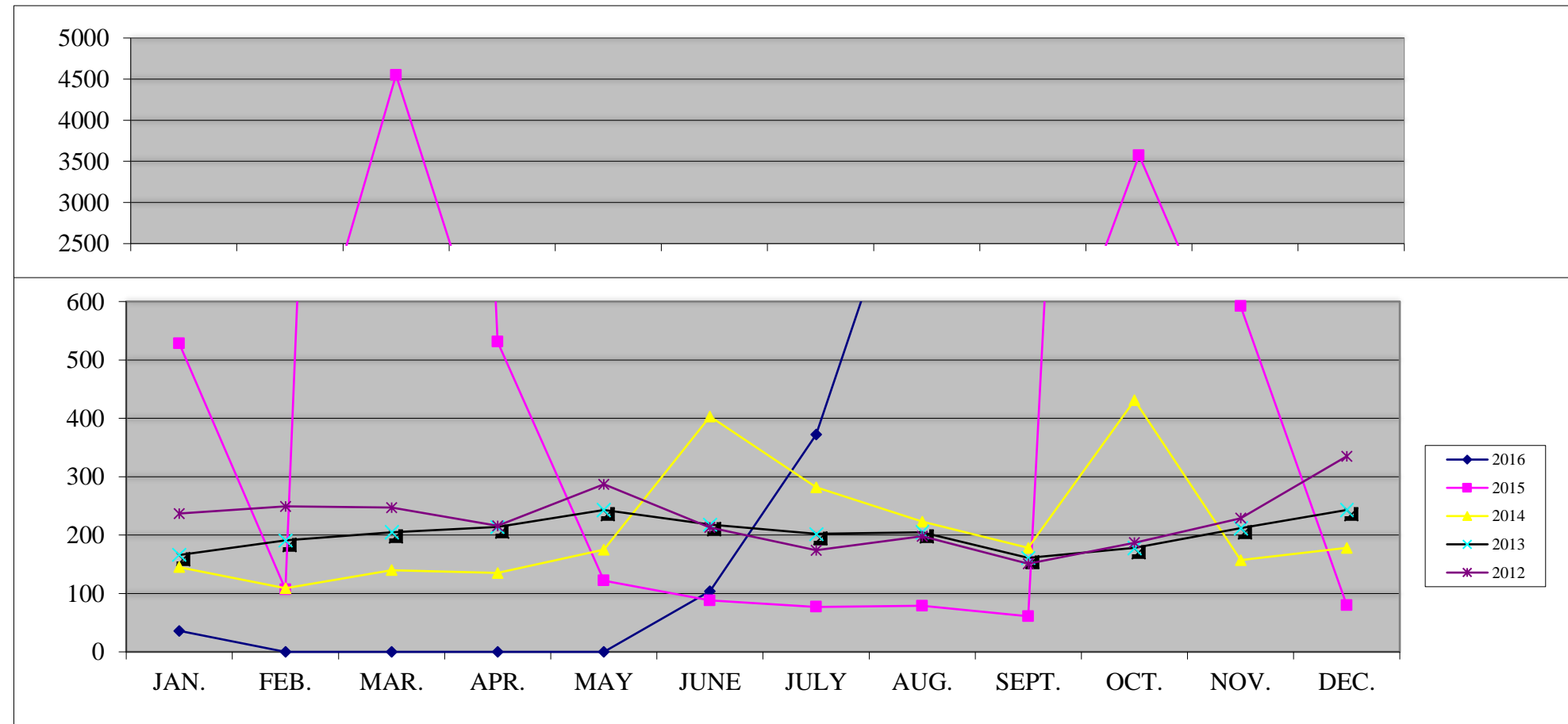
|             | <u>JAN.</u> | <u>FEB.</u> | <u>MAR.</u> | <u>APR.</u> | <u>MAY</u> | <u>JUNE</u> | <u>JULY</u> | <u>AUG.</u> | <u>SEPT.</u> | <u>OCT</u> | <u>NOV.</u> | <u>DEC.</u> | <u>TOTAL</u>     |
|-------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|--------------|------------|-------------|-------------|------------------|
| <b>2016</b> | 80,221      | 136,763     | 130,990     | 94,673      | 153,410    | 132,964     | 208,846     | 375,330     |              |            |             |             | <b>1,313,197</b> |
| <b>2015</b> | 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        |
| <b>2014</b> | 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        |
| <b>2013</b> | 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        |
| <b>2012</b> | 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        |
| <b>2011</b> | 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        |
| <b>2010</b> | 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        |
| <b>2009</b> | 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        |
| <b>2008</b> | 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        |
| <b>2007</b> | 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        |
| <b>2006</b> | 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><br><u>Adjustment</u> | <u>TOTAL</u>        |
|-------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|---------------------------------|---------------------|
| <b>2016</b> | 36          | 0           | 0           | 0           | 0          | 104         | 372         | 910         |              |             |             |             |                                 | <b><u>1,422</u></b> |
| <b>2015</b> | 528         | 107         | 4,550       | 531         | 122        | 88          | 77          | 79          | 61           | 3,574       | 592         | 80          |                                 | 10,389              |
| <b>2014</b> | 145         | 109         | 140         | 135         | 175        | 403         | 282         | 223         | 178          | 431         | 157         | 178         | -158                            | 2,398               |
| <b>2013</b> | 166         | 191         | 205         | 214         | 243        | 218         | 202         | 205         | 161          | 178         | 212         | 243         | 391                             | 2,829               |
| <b>2012</b> | 237         | 249         | 247         | 216         | 287        | 213         | 174         | 198         | 151          | 187         | 229         | 335         | 803                             | 3,526               |
| <b>2011</b> | 146         | 156         | 205         | 181         | 254        | 258         | 261         | 234         | 225          | 287         | 264         | 234         | 152                             | 2,857               |
| <b>2010</b> | 81          | 97          | 139         | 116         | 668        | 166         | 162         | 154         | 178          | 436         | 234         | 510         | 203                             | 3,144               |
| <b>2009</b> | 224         | 227         | 275         | 223         | 232        | 210         | 225         | 242         | 439          | 190         | 223         | 129         | 29                              | 2,868               |
| <b>2008</b> | 228         | 147         | 224         | 283         | 372        | 396         | 393         | 450         | 524          | 930         | 309         | 398         | 516                             | 5,170               |
| <b>2007</b> | 109         | 81          | 133         | 107         | 185        | 226         | 221         | 285         | 241          | 325         | 679         | 353         | 1,182                           | 4,127               |
| <b>2006</b> | 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 August 31, 2016**

|  | Aug 31, 16        | Jul 31, 16        | \$ Change         | Aug 31, 15        | \$ Change         | % Change   |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|------------|
| <b>ASSETS</b>                          |                   |                   |                   |                   |                   |            |
| <b>Current Assets</b>                  |                   |                   |                   |                   |                   |            |
| <b>Checking/Savings</b>                |                   |                   |                   |                   |                   |            |
| Cash in Bank - Bond Funds              | 45,384            | 66,504            | -21,120           | 0                 | 45,384            | 100%       |
| Cash in bank & Petty Cash-Op           | 152,992           | 1,619,893         | -1,466,901        | 545,657           | -392,665          | -72%       |
| <b>Total Checking/Savings</b>          | 198,376           | 1,686,397         | -1,488,021        | 545,657           | -347,281          | -64%       |
| <b>Accounts Receivable</b>             |                   |                   |                   |                   |                   |            |
| Accounts Receivable                    | 154,648           | 112,526           | 42,122            | 96,264            | 58,384            | 61%        |
| <b>Total Accounts Receivable</b>       | 154,648           | 112,526           | 42,122            | 96,264            | 58,384            | 61%        |
| <b>Other Current Assets</b>            |                   |                   |                   |                   |                   |            |
| Agri Land Receivable                   | 0                 | 58,000            | -58,000           | 58,000            | -58,000           | -100%      |
| Mill Levy receivable                   | 179,879           | 179,879           | 0                 | 147,232           | 32,646            | 22%        |
| Other current assets                   | 133,308           | 135,978           | -2,670            | 152,890           | -19,582           | -13%       |
| Undeposited Funds                      | 0                 | 0                 | 0                 | 286               | -286              | -100%      |
| <b>Total Other Current Assets</b>      | 313,186           | 373,856           | -60,670           | 358,408           | -45,222           | -13%       |
| <b>Total Current Assets</b>            | 666,210           | 2,172,779         | -1,506,569        | 1,000,329         | -334,119          | -33%       |
| <b>Fixed Assets</b>                    |                   |                   |                   |                   |                   |            |
| Fixed assets at cost                   | 82,459,087        | 82,410,598        | 48,490            | 82,004,748        | 454,339           | 1%         |
| Less accumulated depreciation          | -38,525,498       | -38,305,335       | -220,163          | -35,909,198       | -2,616,300        | -7%        |
| <b>Total Fixed Assets</b>              | 43,933,589        | 44,105,262        | -171,673          | 46,095,550        | -2,161,961        | -5%        |
| <b>Other Assets</b>                    |                   |                   |                   |                   |                   |            |
| Other assets                           | 36,323            | 38,773            | -2,450            | 0                 | 36,323            | 100%       |
| <b>Total Other Assets</b>              | 36,323            | 38,773            | -2,450            | 0                 | 36,323            | 100%       |
| <b>TOTAL ASSETS</b>                    | <b>44,636,123</b> | <b>46,316,815</b> | <b>-1,680,692</b> | <b>47,095,879</b> | <b>-2,459,756</b> | <b>-5%</b> |
| <b>LIABILITIES &amp; EQUITY</b>        |                   |                   |                   |                   |                   |            |
| <b>Liabilities</b>                     |                   |                   |                   |                   |                   |            |
| <b>Current Liabilities</b>             |                   |                   |                   |                   |                   |            |
| <b>Accounts Payable</b>                |                   |                   |                   |                   |                   |            |
| Accounts payable                       | 91,132            | 56,755            | 34,377            | 56,433            | 34,698            | 62%        |
| <b>Total Accounts Payable</b>          | 91,132            | 56,755            | 34,377            | 56,433            | 34,698            | 62%        |
| <b>Credit Cards</b>                    |                   |                   |                   |                   |                   |            |
| Sam's Club Discover                    | 0                 | 962               | -962              | 2,617             | -2,617            | -100%      |
| <b>Total Credit Cards</b>              | 0                 | 962               | -962              | 2,617             | -2,617            | -100%      |
| <b>Other Current Liabilities</b>       |                   |                   |                   |                   |                   |            |
| Accrued debt interest payable          | 1,660             | 399,624           | -397,964          | 15,881            | -14,221           | -90%       |
| Debt, current portion                  | 1,109,894         | 1,109,894         | 0                 | 1,025,674         | 84,220            | 8%         |
| Deferred Agri Land Revenue             | 0                 | 24,667            | -24,667           | 19,333            | -19,333           | -100%      |
| Deferred Mill Levy revenue             | 663,713           | 829,641           | -165,928          | 663,755           | -42               | 0%         |
| Other current liabilities              | 214,204           | 196,974           | 17,230            | 199,888           | 14,316            | 7%         |
| <b>Total Other Current Liabilities</b> | 1,989,471         | 2,560,799         | -571,328          | 1,924,532         | 64,939            | 3%         |
| <b>Total Current Liabilities</b>       | 2,080,602         | 2,618,516         | -537,914          | 1,983,582         | 97,021            | 5%         |
| <b>Long Term Liabilities</b>           |                   |                   |                   |                   |                   |            |
| Capital Lease Payable                  | 0                 | 28,301            | -28,301           | 55,696            | -55,696           | -100%      |
| Debt - Long Term                       | 21,788,445        | 22,823,445        | -1,035,000        | 22,790,664        | -1,002,219        | -4%        |
| Less current portion                   | -1,109,894        | -1,109,894        | 0                 | -1,025,674        | -84,220           | -8%        |
| Security Deposits Returnable           | 44,352            | 44,352            | 0                 | 38,894            | 5,458             | 14%        |
| <b>Total Long Term Liabilities</b>     | 20,722,904        | 21,786,204        | -1,063,301        | 21,859,580        | -1,136,677        | -5%        |
| <b>Total Liabilities</b>               | 22,803,506        | 24,404,720        | -1,601,214        | 23,843,162        | -1,039,656        | -4%        |
| <b>Equity</b>                          |                   |                   |                   |                   |                   |            |
| Invested in Capital Assets net         | 21,788,445        | 21,252,805        | 535,640           | 23,249,934        | -1,461,489        | -6%        |
| Net assets, Designated                 | 90,000            | 90,000            | 0                 | 90,000            | 0                 | 0%         |
| Net assets, Unrestricted               | 903,226           | 1,438,866         | -535,640          | 907,586           | -4,360            | -1%        |
| Net Income                             | -949,054          | -869,577          | -79,477           | -994,802          | 45,748            | 5%         |
| <b>Total Equity</b>                    | 21,832,617        | 21,912,094        | -79,477           | 23,252,718        | -1,420,101        | -6%        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <b>44,636,123</b> | <b>46,316,815</b> | <b>-1,680,692</b> | <b>47,095,879</b> | <b>-2,459,756</b> | <b>-5%</b> |

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09/14/16

Accrual Basis

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
**August 2016**

|   | Aug 16         | Budget         | \$ Over Budget | % of Budget | Jan - Aug 16     | YTD Budget       | \$ Over Budget | % of Budget | Annual Budget    |
|---|----------------|----------------|----------------|-------------|------------------|------------------|----------------|-------------|------------------|
| <b>Ordinary Income/Expense</b>            |                |                |                |             |                  |                  |                |             |                  |
| <b>Income</b>                             |                |                |                |             |                  |                  |                |             |                  |
| <b>Airfield revenue</b>                   |                |                |                |             |                  |                  |                |             |                  |
| Fuel Flowage Fees                         | 28,488         | 13,063         | 15,425         | 218%        | 102,561          | 104,500          | -1,939         | 98%         | 156,750          |
| Hangar rent                               | 45,167         | 43,313         | 1,854          | 104%        | 358,383          | 337,705          | 20,678         | 106%        | 515,000          |
| Landing fees                              | 2,170          | 450            | 1,720          | 482%        | 4,111            | 3,600            | 511            | 114%        | 5,400            |
| Ramp rent                                 | 4,754          | 4,155          | 599            | 114%        | 35,512           | 33,243           | 2,269          | 107%        | 49,865           |
| <b>Total Airfield revenue</b>             | <b>80,578</b>  | <b>60,981</b>  | <b>19,597</b>  | <b>132%</b> | <b>500,567</b>   | <b>479,048</b>   | <b>21,519</b>  | <b>104%</b> | <b>727,015</b>   |
| <b>Building and land rent</b>             |                |                |                |             |                  |                  |                |             |                  |
| Agri land rent                            | 22,521         | 24,167         | -1,646         | 93%         | 56,354           | 58,000           | -1,646         | 97%         | 58,000           |
| Building rents                            |                |                |                |             |                  |                  |                |             |                  |
| Short-term leasing                        | 8,075          | 3,867          | 4,208          | 209%        | 47,931           | 30,939           | 16,993         | 155%        | 46,408           |
| Building rents - Other                    | 69,470         | 64,883         | 4,587          | 107%        | 537,705          | 519,061          | 18,644         | 104%        | 778,592          |
| <b>Total Building rents</b>               | <b>77,545</b>  | <b>68,750</b>  | <b>8,795</b>   | <b>113%</b> | <b>585,636</b>   | <b>550,000</b>   | <b>35,636</b>  | <b>106%</b> | <b>825,000</b>   |
| <b>Land rent</b>                          |                |                |                |             |                  |                  |                |             |                  |
| Basic Land Rent                           | 5,068          | 7,192          | -2,124         | 70%         | 45,825           | 57,433           | -11,607        | 80%         | 86,199           |
| Property tax - tenant share               | 10,833         | 10,833         | 0              | 100%        | 86,664           | 86,664           | 0              | 100%        | 129,996          |
| Land rent - Other                         | 0              | 0              | 0              | 0%          | 0                | 0                | 0              | 0%          | 0                |
| <b>Total Land rent</b>                    | <b>15,901</b>  | <b>18,025</b>  | <b>-2,124</b>  | <b>88%</b>  | <b>132,489</b>   | <b>144,097</b>   | <b>-11,607</b> | <b>92%</b>  | <b>216,195</b>   |
| Tank rent                                 | 808            | 742            | 66             | 109%        | 6,464            | 5,934            | 530            | 109%        | 8,900            |
| <b>Total Building and land rent</b>       | <b>116,774</b> | <b>111,683</b> | <b>5,092</b>   | <b>105%</b> | <b>780,944</b>   | <b>758,030</b>   | <b>22,914</b>  | <b>103%</b> | <b>1,108,095</b> |
| <b>Other revenue</b>                      |                |                |                |             |                  |                  |                |             |                  |
| ARFF Training                             | 0              | 0              | 0              | 0%          | 0                | 0                | 0              | 0%          | 0                |
| Commissions                               | 1,132          | 1,667          | -534           | 68%         | 13,333           | 13,333           | 60             | 100%        | 20,000           |
| Other income                              | 2,989          | 3,417          | -428           | 87%         | 45,319           | 27,333           | 17,986         | 166%        | 41,000           |
| <b>Total Other revenue</b>                | <b>4,122</b>   | <b>5,083</b>   | <b>-962</b>    | <b>81%</b>  | <b>58,717</b>    | <b>40,667</b>    | <b>18,051</b>  | <b>144%</b> | <b>61,000</b>    |
| <b>Total Income</b>                       | <b>201,474</b> | <b>177,747</b> | <b>23,727</b>  | <b>113%</b> | <b>1,340,228</b> | <b>1,277,745</b> | <b>62,483</b>  | <b>105%</b> | <b>1,896,110</b> |
| <b>Gross Profit</b>                       | <b>201,474</b> | <b>177,747</b> | <b>23,727</b>  | <b>113%</b> | <b>1,340,228</b> | <b>1,277,745</b> | <b>62,483</b>  | <b>105%</b> | <b>1,896,110</b> |
| <b>Expense</b>                            |                |                |                |             |                  |                  |                |             |                  |
| <b>Administrative expenses</b>            |                |                |                |             |                  |                  |                |             |                  |
| A/E, consultants, brokers                 | 4,135          | 1,993          | 2,142          | 207%        | 33,076           | 15,942           | 17,134         | 207%        | 23,913           |
| Airport promotion                         | 2,098          | 833            | 1,265          | 252%        | 10,560           | 6,667            | 3,893          | 158%        | 10,000           |
| Bad Debt Expense                          | 0              | 0              | 0              | 0%          | 0                | 0                | 0              | 0%          | 0                |
| Computer/Network Admin.                   | 1,317          | 833            | 484            | 158%        | 10,442           | 6,667            | 3,775          | 157%        | 10,000           |
| Dues and subscriptions                    | 822            | 1,250          | -428           | 66%         | 14,915           | 10,000           | 4,915          | 149%        | 15,000           |
| Employee retirement                       | 4,652          | 4,951          | -299           | 94%         | 42,883           | 44,560           | -1,677         | 96%         | 66,840           |
| FICA and medicare tax expense             | 4,119          | 4,051          | 68             | 102%        | 35,269           | 36,460           | -1,191         | 97%         | 54,690           |
| Industrial development                    | 0              | 0              | 0              | 0%          | 11,250           | 11,250           | 0              | 100%        | 15,000           |
| Insurance , property                      | 13,050         | 12,500         | 550            | 104%        | 95,604           | 100,000          | -4,396         | 96%         | 150,000          |
| Insurance, medical                        | 12,521         | 15,750         | -3,229         | 80%         | 109,035          | 126,000          | -16,965        | 87%         | 189,000          |
| Kansas unemployment tax                   | 0              | 0              | 0              | 0%          | 330              | 500              | -170           | 66%         | 1,000            |
| Legal and accounting                      | 0              | 2,583          | -2,583         | 0%          | 11,558           | 20,667           | -9,109         | 56%         | 31,000           |
| Office salaries                           | 54,663         | 50,650         | 4,013          | 108%        | 303,151          | 303,855          | -704           | 100%        | 427,281          |
| Office Supplies                           | 724            | 500            | 224            | 145%        | 5,403            | 4,000            | 1,403          | 135%        | 6,000            |
| Other administrative expense              |                |                |                |             |                  |                  |                |             |                  |
| Merchant Processing Fees                  | 51             | 57             | -6             | 89%         | 405              | 457              | -51            | 89%         | 685              |
| Other administrative expense - Other      | 742            | 256            | 486            | 290%        | 4,130            | 2,043            | 2,087          | 202%        | 3,065            |
| <b>Total Other administrative expense</b> | <b>793</b>     | <b>313</b>     | <b>480</b>     | <b>254%</b> | <b>4,535</b>     | <b>2,499</b>     | <b>2,036</b>   | <b>181%</b> | <b>3,750</b>     |
| Postage                                   | 27             | 250            | -223           | 11%         | 1,237            | 2,000            | -763           | 62%         | 3,000            |
| Property tax expense                      | 13,750         | 13,750         | 0              | 100%        | 110,000          | 110,000          | 0              | 100%        | 165,000          |
| Special Events                            | 0              | 83             | -83            | 0%          | 667              | 667              | 0              | 0%          | 1,000            |
| Telephone                                 | 1,263          | 1,313          | -49            | 96%         | 10,778           | 10,500           | 278            | 103%        | 15,750           |
| Training                                  | 0              | 667            | -667           | 0%          | 1,375            | 5,333            | -3,958         | 26%         | 8,000            |
| Travel and meetings                       | 1,132          | 667            | 465            | 170%        | 5,785            | 5,333            | 452            | 108%        | 8,000            |
| <b>Total Administrative expenses</b>      | <b>115,067</b> | <b>112,937</b> | <b>2,130</b>   | <b>102%</b> | <b>817,185</b>   | <b>822,900</b>   | <b>-5,714</b>  | <b>99%</b>  | <b>1,204,224</b> |
| <b>Maintenance expenses</b>               |                |                |                |             |                  |                  |                |             |                  |
| Airfield maintenance                      | 1,283          | 1,375          | -92            | 93%         | 25,162           | 11,000           | 14,162         | 229%        | 16,500           |
| Airport Security                          | 0              | 42             | -42            | 0%          | 0                | 333              | -333           | 0%          | 500              |
| Building maintenance                      | 4,286          | 3,333          | 953            | 129%        | 29,883           | 26,667           | 3,216          | 112%        | 40,000           |
| Equipment fuel and repairs                | 8,393          | 4,417          | 3,977          | 190%        | 39,385           | 35,333           | 4,051          | 111%        | 53,000           |
| Fire Services                             | 250            | 125            | 125            | 200%        | 250              | 1,000            | -750           | 25%         | 1,500            |
| Grounds maintenance                       | 0              | 292            | -292           | 0%          | 2,147            | 2,333            | -186           | 92%         | 3,500            |
| Maintenance salaries                      | 20,757         | 23,065         | -2,308         | 90%         | 184,211          | 207,589          | -23,378        | 89%         | 311,384          |
| Other maintenance expenses                | 568            | 1,542          | -974           | 37%         | 6,939            | 12,333           | -5,394         | 56%         | 18,500           |
| Snow removal expense                      | 0              | 1,083          | -1,083         | 0%          | 540              | 8,667            | -8,127         | 6%          | 13,000           |
| Utilities                                 | 17,054         | 13,000         | 4,054          | 131%        | 146,460          | 155,944          | -9,485         | 94%         | 205,000          |
| <b>Total Maintenance expenses</b>         | <b>52,591</b>  | <b>48,274</b>  | <b>4,317</b>   | <b>109%</b> | <b>434,977</b>   | <b>461,200</b>   | <b>-26,224</b> | <b>94%</b>  | <b>662,884</b>   |

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Accrual Basis

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
**August 2016**

|  | Aug 16          | Budget         | \$ Over Budget  | % of Budget | Jan - Aug 16      | YTD Budget       | \$ Over Budget    | % of Budget    | Annual Budget    |
|--|-----------------|----------------|-----------------|-------------|-------------------|------------------|-------------------|----------------|------------------|
| Uncategorized Expenses                 | 0               | 0              | 0               | 0%          | 0                 | 0                | 0                 | 0%             | 0                |
| <b>Total Expense</b>                   | <b>167,658</b>  | <b>161,211</b> | <b>6,447</b>    | <b>104%</b> | <b>1,252,162</b>  | <b>1,284,100</b> | <b>-31,938</b>    | <b>98%</b>     | <b>1,867,108</b> |
| <b>Net Ordinary Income</b>             | <b>33,816</b>   | <b>16,537</b>  | <b>17,280</b>   | <b>204%</b> | <b>88,066</b>     | <b>-6,355</b>    | <b>94,421</b>     | <b>-1,386%</b> | <b>29,002</b>    |
| Other Income/Expense                   |                 |                |                 |             |                   |                  |                   |                |                  |
| Other Income                           |                 |                |                 |             |                   |                  |                   |                |                  |
| Capital contributed                    | 20,780          | 283,458        | -262,678        | 7%          | 35,050            | 2,267,667        | -2,232,617        | 2%             | 3,401,500        |
| Gain on sale of assets                 | 0               | 0              | 0               | 0%          | 0                 | 10,000           | -10,000           | 0%             | 15,000           |
| Interest income                        |                 |                |                 |             |                   |                  |                   |                |                  |
| Interest income on deposits            | 44              | 21             | 23              | 211%        | 319               | 167              | 152               | 191%           | 250              |
| <b>Total Interest income</b>           | <b>44</b>       | <b>21</b>      | <b>23</b>       | <b>211%</b> | <b>341</b>        | <b>167</b>       | <b>174</b>        | <b>205%</b>    | <b>250</b>       |
| <b>Mill levy income</b>                | <b>165,928</b>  | <b>165,928</b> | <b>0</b>        | <b>100%</b> | <b>1,328,455</b>  | <b>1,327,425</b> | <b>1,030</b>      | <b>100%</b>    | <b>1,991,138</b> |
| <b>Total Other Income</b>              | <b>186,752</b>  | <b>449,407</b> | <b>-262,655</b> | <b>42%</b>  | <b>1,363,846</b>  | <b>3,605,259</b> | <b>-2,241,412</b> | <b>38%</b>     | <b>5,407,888</b> |
| Other Expense                          |                 |                |                 |             |                   |                  |                   |                |                  |
| Debt interest expense net              |                 |                |                 |             |                   |                  |                   |                |                  |
| Bond issue cost                        | 0               | 3,750          | -3,750          | 0%          | 352               | 30,000           | -29,648           | 1%             | 45,000           |
| Interest Expense on Debt               | 79,883          | 79,883         | 0               | 100%        | 639,315           | 639,067          | 248               | 100%           | 958,600          |
| <b>Total Debt interest expense net</b> | <b>79,883</b>   | <b>83,633</b>  | <b>-3,750</b>   | <b>96%</b>  | <b>639,667</b>    | <b>669,067</b>   | <b>-29,400</b>    | <b>96%</b>     | <b>1,003,600</b> |
| Depreciation expense                   | 220,163         | 220,163        | 0               | 100%        | 1,761,300         | 1,761,300        | 0                 | 100%           | 2,641,950        |
| <b>Total Other Expense</b>             | <b>300,046</b>  | <b>303,796</b> | <b>-3,750</b>   | <b>99%</b>  | <b>2,400,967</b>  | <b>2,430,367</b> | <b>-29,400</b>    | <b>99%</b>     | <b>3,645,550</b> |
| <b>Net Other Income</b>                | <b>-113,294</b> | <b>145,612</b> | <b>-258,905</b> | <b>-78%</b> | <b>-1,037,120</b> | <b>1,174,892</b> | <b>-2,212,012</b> | <b>-88%</b>    | <b>1,762,338</b> |
| <b>Net Income</b>                      | <b>-79,477</b>  | <b>162,148</b> | <b>-241,626</b> | <b>-49%</b> | <b>-949,054</b>   | <b>1,168,537</b> | <b>-2,117,591</b> | <b>-81%</b>    | <b>1,791,340</b> |

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

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09/14/2016  
Accrual Basis

|   | Aug 31, 16    | Jan - Aug 31, 16 | Annual Budget    | +/- Annual Budget | % of Annual Budget |
|---|---------------|------------------|------------------|-------------------|--------------------|
| <b>ASSETS</b>                               |               |                  |                  |                   |                    |
| <b>Fixed Assets</b>                         |               |                  |                  |                   |                    |
| <b>Fixed assets at cost</b>                 |               |                  |                  |                   |                    |
| <b>Airfield</b>                             |               |                  |                  |                   |                    |
| AIP-36 Txy E Rehab Const.                   | 60            | 2,347            | 3,515,248        | -3,512,901        | 0%                 |
| AIP-37 Txy B & E Rehab Design               |               | 38,945           | 50,497           | -11,552           | 77%                |
| <b>Airfield Improvements</b>                |               |                  |                  |                   |                    |
| AMP - Economic Impact Study                 | 5,875         | 5,875            | 5,875            | 0                 | 100%               |
| Airfield Improvements - Other               | 13,631        | 17,924           | 15,000           | 2,924             | 119%               |
| <b>Total Airfield Improvements</b>          | <b>19,506</b> | <b>23,799</b>    | <b>20,875</b>    | <b>2,924</b>      | <b>114%</b>        |
| KAIP - 17/35 Slurry Seal                    | 1,904         | 1,904            | 392,000          | -390,096          | 0%                 |
| <b>Total Airfield</b>                       | <b>21,470</b> | <b>66,995</b>    | <b>3,978,620</b> | <b>-3,911,625</b> | <b>2%</b>          |
| <b>Buildings &amp; Improvements</b>         |               |                  |                  |                   |                    |
| <b>Building improvements</b>                |               |                  |                  |                   |                    |
| Bldg. 310 Enviro/Interior Demo              |               | 2,685            | 65,000           | -62,315           | 4%                 |
| Bldg. 409-2 Imps.                           |               | 18,682           | 21,500           | -2,818            | 87%                |
| Bldg. Imps. Other                           |               | 5,122            | 20,000           | -14,878           | 26%                |
| <b>Total Building improvements</b>          | <b>0</b>      | <b>26,489</b>    | <b>106,500</b>   | <b>-80,011</b>    | <b>25%</b>         |
| Pumphouse 305                               |               | 0                | 15,000           | -15,000           | 0%                 |
| <b>Terminal building improvements</b>       |               |                  |                  |                   |                    |
| 2015 Terminal Bldg. Remodel                 | 18,616        | 275,894          | 259,553          | 16,341            | 106%               |
| 2nd Floor Remodel-SAA Admin Ofc             | 0             | 5,381            | 15,000           | -9,619            | 36%                |
| <b>Total Terminal building improvements</b> | <b>18,616</b> | <b>281,275</b>   | <b>274,553</b>   | <b>6,722</b>      | <b>102%</b>        |
| <b>Total Buildings &amp; Improvements</b>   | <b>18,616</b> | <b>307,764</b>   | <b>396,053</b>   | <b>-88,289</b>    | <b>78%</b>         |
| <b>Equipment</b>                            |               |                  |                  |                   |                    |
| 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%                 |
| <b>Total Equipment</b>                      | <b>0</b>      | <b>9,196</b>     | <b>44,500</b>    | <b>-35,304</b>    | <b>21%</b>         |
| <b>Land</b>                                 |               |                  |                  |                   |                    |
| Airport Indust. Cent. Imps.                 |               | 0                | 15,000           | -15,000           | 0%                 |
| <b>Environmental</b>                        |               |                  |                  |                   |                    |
| Environmental - SAFB                        | 404           | 6,301            | 15,000           | -8,699            | 42%                |
| <b>Total Environmental</b>                  | <b>404</b>    | <b>6,301</b>     | <b>15,000</b>    | <b>-8,699</b>     | <b>42%</b>         |
| Nestle Site Imps.                           | 8,000         | 8,000            | 18,500           | -10,500           | 43%                |
| Rail Spur Imps.                             |               | 0                | 15,000           | -15,000           | 0%                 |
| West Beechcraft Road Imps.                  |               | 0                | 2,500            | -2,500            | 0%                 |
| <b>Total Land</b>                           | <b>8,404</b>  | <b>14,301</b>    | <b>66,000</b>    | <b>-51,699</b>    | <b>22%</b>         |
| <b>Total Fixed assets at cost</b>           | <b>48,490</b> | <b>398,256</b>   | <b>4,485,173</b> | <b>-4,086,917</b> | <b>9%</b>          |



09/14/16

# Salina Airport Authority

## Significant Capital Expenditures Detail

### August 2016

| Type                                  | Date       | Name                                | Memo   | Amount           |
|---------------------------------------|------------|-------------------------------------|--|------------------|
| <b>Fixed assets at cost</b>           |            |                                     |  |                  |
| <b>Airfield</b>                       |            |                                     |  |                  |
| <b>AIP-36 Txy E Rehab Const. Ph 1</b> |            |                                     |  |                  |
| Bill                                  | 08/03/2016 | KDHE                                | NOI - Stormwater annual permit fee                         | 60.00            |
| Total AIP-36 Txy E Rehab Const. Ph 1  |            |                                     |  | 60.00            |
| <b>Airfield Improvements</b>          |            |                                     |  |                  |
| <b>AMP - Economic Impact Study</b>    |            |                                     |  |                  |
| Bill                                  | 08/01/2016 | Docking Institute of Public Affairs | Final Payment - 2015 Economic Impact Study                 | 5,875.00         |
| Total AMP - Economic Impact Study     |            |                                     |  | 5,875.00         |
| <b>Airfield Improvements - Other</b>  |            |                                     |  |                  |
| Bill                                  | 08/01/2016 | APAC-Kansas, Inc., Shears Div.      | Runway 12/30 - heave repairs                               | 13,631.00        |
| Total Airfield Improvements - Other   |            |                                     |  | 13,631.00        |
| Total Airfield Improvements           |            |                                     |  | 19,506.00        |
| <b>KAIP - 17/35 Slurry Seal</b>       |            |                                     |  |                  |
| Bill                                  | 08/22/2016 | Saline County Noxious Weed Depa...  | Rwy 17/35 slurry seal- Glyphosate (120 gal) & 24D (60 gal) | 1,903.80         |
| Total KAIP - 17/35 Slurry Seal        |            |                                     |  | 1,903.80         |
| Total Airfield                        |            |                                     |  | 21,469.80        |
| <b>Buildings &amp; Improvements</b>   |            |                                     |  |                  |
| <b>Terminal building improvements</b> |            |                                     |  |                  |
| <b>2015 Terminal Bldg. Remodel</b>    |            |                                     |  |                  |
| Bill                                  | 08/01/2016 | Nex-Tech Communications, LLC        | Building 120 - TSA IT work                                 | 18,519.80        |
| Bill                                  | 08/01/2016 | Cheney Door Company                 | Building 120 - remotes for Baggage claim overhead doors    | 96.00            |
| Total 2015 Terminal Bldg. Remodel     |            |                                     |  | 18,615.80        |
| Total Terminal building improvements  |            |                                     |  | 18,615.80        |
| Total Buildings & Improvements        |            |                                     |  | 18,615.80        |
| <b>Land</b>                           |            |                                     |  |                  |
| <b>Environmental</b>                  |            |                                     |  |                  |
| <b>Environmental - SAFB</b>           |            |                                     |  |                  |
| Bill                                  | 08/24/2016 | Stinson Leonard Street, LLP         | Professional services - July 2016                          | 404.00           |
| Total Environmental - SAFB            |            |                                     |  | 404.00           |
| Total Environmental                   |            |                                     |  | 404.00           |
| <b>Nestle Site Imps.</b>              |            |                                     |  |                  |
| Bill                                  | 08/13/2016 | Dellinger Fence Co.                 | Nestle - Equipment Yard Improvements                       | 8,000.00         |
| Total Nestle Site Imps.               |            |                                     |  | 8,000.00         |
| Total Land                            |            |                                     |  | 8,404.00         |
| Total Fixed assets at cost            |            |                                     |  | 48,489.60        |
| <b>TOTAL</b>                          |            |                                     |  | <b>48,489.60</b> |

**Hangar & Building Leasing**

**Operating Budget Management**

**Airfield Construction**

**Schilling Project FS & CAD**

**SLN – DEN Marketing Plan**

**America's Fuel Stop**

# Operating Budget Management

# Airfield Construction

# Schilling Project FS & CAD

# SLN – DEN Marketing Plan

# America's Fuel Stop

**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 purpose of

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

The Open meeting shall resume in Hangar 600, 2<sup>nd</sup> Floor Conference Room at \_\_\_\_\_a.m. (Twenty (20) minutes after the start of the Executive Session.)