

DATE: February 10, 2017
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **February 15, 2017 Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that due to Jaded Thunder's use of Hangar H600, the meeting will be held in the conference room at Building B412, 2804 Arnold Avenue. A map showing the location of **Building B412** is enclosed in your board meeting packet.

Avflight president, Carl Muhs, is scheduled to be in Salina for the start of the Jaded Thunder exercise and will be able to attend the board meeting. Carl will update the board on the growth of the Avflight system of FBOs and his forecast for Avflight SLN.

Please note the following agenda comments.

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

50 Years Ago – February, 1967 (Rogers)

The Airport Authority board of directors voted unanimously to hire Paul Wall as the Salina Airport Authority's first general manager. Mr. Wall's start date was March 16, 1967. Prior to joining the SAA, Paul was a USAF, civil engineer at Schilling AFB. Paul brought with him all of the drawings and data for hangars and building acquired by the Airport Authority from the U.S.A.

Airport Activity – Air Traffic (Rogers)

The January, 2017 air traffic count decreased 20% to 3,539 total operations as compared to the January, 2016 total of 4,422. The decrease was expected since K-State Polytechnic has suspended helicopter training operations.

Airport Activity – Fuel Flowage (Rogers)

January, 2017 fuel flowage (115,075 gallons) increased by 43% as compared to the January, 2017 total of 80,220 gallons. The increase is consistent with expected growth in business jet activity and military flights.

Airport Activity – Passenger Counts (Rogers)

January, 2017 marked Great Lakes' seventh, full month of nonstop Denver flights. The air carrier recorded 1,175 total passengers which was an 11% decrease as compared to the December, 2016 total of 1,321. The decrease was expected following the holiday season. The actual numbers were higher than expected. The target for total passengers per month is 1,600.

Financial Reports – Comments and Notes (Swanson)

At the end of January total operating income arrived 4% over budget or \$5,712. Total administrative and maintenance expenses came in under budget bringing total operating costs under projections by 8% or \$13,094.

Financial Reports – January, 2017 Significant Expenditures/Payables Report Enclosed (Swanson)

The following represents the January activity in our two bond proceed improvement fund accounts:

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							14,306.97	
UMB Series 2015-A Proj Fund							14,306.97	
▶ Bill Pmt -Check	01/27/2017	1047	Glass Services, Inc.	Glass partition for fresh market in terminal bldg.	Accounts payable	-1,783.68	12,523.29	
Check	01/31/2017			Service Charge	Other administrat...	-12.00	12,511.29	
Deposit	01/31/2017			Interest	Interest income o...	0.61	12,511.90	
Total UMB Series 2015-A Proj Fund							<u>-1,795.07</u>	<u>12,511.90</u>
Total Cash in Bank - Bond Funds							<u>-1,795.07</u>	<u>12,511.90</u>
TOTAL							<u>-1,795.07</u>	<u>12,511.90</u>

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							31,325.43	
108-FBK Imp Fund Temp Note 2016							31,325.43	
▶ Check	01/04/2017	14682	First Bank Kansas	VOID: Funds Transfer - AIP 36 RFR No. 2 (FAA share)	SFB - Cash ...	0.00	31,325.43	
Check	01/04/2017	14683	First Bank Kansas	Funds Transfer - AIP 36 RFR No. 2 (FAA share)	SFB - Cash ...	573,638.00	604,963.43	
Bill Pmt -Check	01/11/2017	1012	Jviation, Inc.		Accounts pa...	-52,036.08	552,927.35	
Deposit	01/31/2017			Interest	Interest incom...	87.02	553,014.37	
Total 108-FBK Imp Fund Temp Note 2016							<u>521,688.94</u>	<u>553,014.37</u>
Total Cash in Bank - Bond Funds							<u>521,688.94</u>	<u>553,014.37</u>
TOTAL							<u>521,688.94</u>	<u>553,014.37</u>

Financial Reports – Accounts Receivable Past Due 31 days or more as of February 10, 2017 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
757 Airlift Squadron	\$1,890	61-90	Hangar 606 rental
Terry Belcher	\$535	31>90	T-hangar rental
KSARNG	\$7,834	>90	Ramp repairs
KSARNG – 235 th	\$670	61-90	North Ramp
United Suppliers	\$100.74	31-60	Finance charges

Agenda Item #6 – Review of Funds Available to Construct a Public Viewing Area at the Salina Regional Airport (Rogers and Swanson)

At the meeting, Shelli and I will update you on the status of funds available to construct a public viewing area that includes a historical marker commemorating Steve Fossett and his Virgin Atlantic Global Flyer world flights.

Consideration of SAA Resolution No. 17-01 Recognizing Jeff Maes (Vancil)

Enclosed is a copy of a resolution recognizing Jeff Maes for his years of service on the Airport Authority board of directors. The board will present Jeff with a token of appreciation for his term as board chair and contributions to the Salina Airport Authority’s success.

Consideration of SAA Resolution No. 17-02 Recognizing Daran Neuschafer (Vancil)

Enclosed is a copy of a resolution recognizing Daran Neuschafer for his years of service on the Airport Authority

board of directors. The board will present Daran with a token of appreciation for his term as board chair and contributions to the Salina Airport Authority's success.

Staff Reports

- **Kenny Bieker**

AIP Project No. 36 – Taxiway Echo and Alpha Construction

This project is scheduled to start back up in the spring of 2017 when weather permits. As you know the demolition, earthwork and lighting portion of the project was completed in the fall of 2016.

Runway 17-35 Slurry Seal

This project will occur in 2017. The project will include the full 150' width by 7500' long on the south end of runway 17-35.

AIP Project No. 38 – Taxiway Bravo Construction

The Airport Authority's consulting engineering firm, Aviation is currently working with FAA on final comments and changes to project design documents. These changes are minor and will be completed prior to project bidding scheduled for Spring, 2017.

- **Kasey Windhorst**

Airport Certification Inspection

The Federal Aviation Administration (FAA) annual Part 139 Airport Certification Inspection is scheduled for Wednesday, February 15th and 16th. The two-day inspection includes; day and night airfield inspections, records inspection as well as a timed ARFF response.

Fly Salina Marketing

The Fly Salina marketing plan is in full swing. Additional print ads have been added to the Salina Journal rotation schedule. A premier ad will be placed in the Travel Kansas magazine which is placed for Kansas residents throughout the State of Kansas.

Upcoming Events

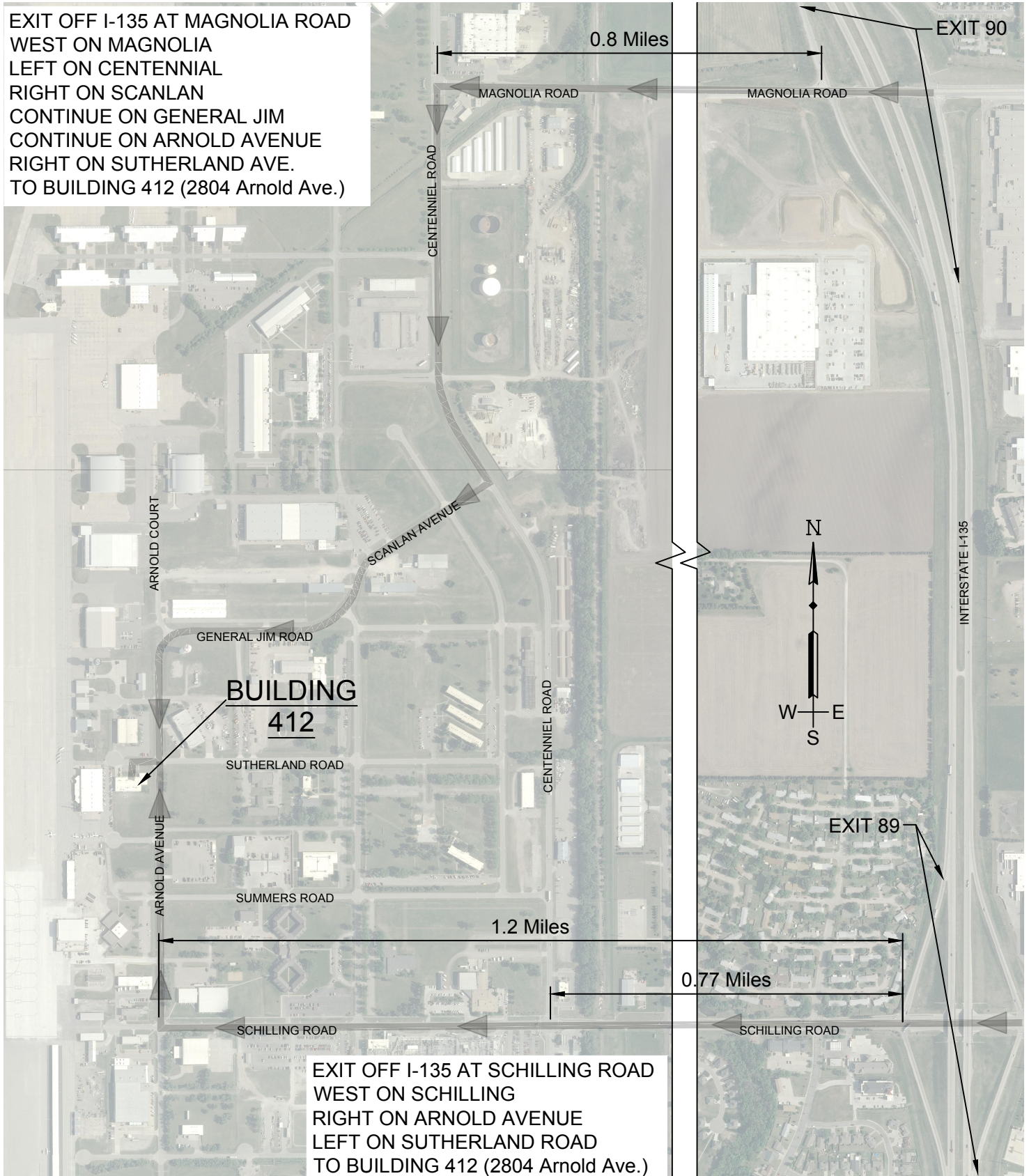
Chamber Business After Hours - The Salina Airport Authority and Great Lakes Airlines will host a Business After Hours at the M.J. Kennedy Air Terminal Building on Thursday, February 23rd from 5:00 p.m. – 7:00 p.m. Chamber members will have the opportunity to visit the remodeled terminal building and check out The Market @ SLN.

Tours – Several tours have been scheduled for the month of February. Area students will get to tour the SLN Aircraft Rescue and Fire Fighting (ARFF) station and the SLN Air Traffic Control Tower (ATCT).

Please contact me if you have any questions or comments.

DIRECTIONS TO BUILDING 412 (2804 ARNOLD AVENUE)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON SCANLAN
CONTINUE ON GENERAL JIM
CONTINUE ON ARNOLD AVENUE
RIGHT ON SUTHERLAND AVE.
TO BUILDING 412 (2804 Arnold Ave.)



EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON SUTHERLAND ROAD
TO BUILDING 412 (2804 Arnold Ave.)

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

Building B412, Conference Room
2804 Arnold Avenue
February 15, 2017 – 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 January 31, 2017 regular board meeting. (Vancil)
5. Review of airport activity and financial reports for the month ending January 31, 2017. (Rogers & Swanson)
6. Review of Wings Over Salina funds available for construction of a public viewing area at the Salina Regional Airport. (Rogers and Swanson)
7. Consideration of SAA Resolution 17-01 Recognizing Jeff Maes for six years of service as member of the Salina Airport Authority board of directors. (Vancil)
8. Consideration of SAA Resolution 17-02 Recognizing Daran Neuschafer for six years of service as member of the Salina Airport Authority board of directors. (Vancil)

Directors' Forum (Vancil)

Visitor's Questions and Comments (Vancil)

Staff Reports (Rogers)

- Airport and Airport Industrial Center leasing activity
 - Short term leases – current and pending
 - Long term leases – pending and prospects
- Jaded Thunder overview

Announcements (Rogers)

Adjournment (Vancil)



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JANUARY 18, 2017
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Vancil, Directors Maes, Neuschafer, Platten (via conference call), and Weisel 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 Assistant Catarino Porras and Board Attorney Greg Bengtson. Karl Ryan, City Commissioner; Bob Vidrickson, Saline County Commissioner; Mitch Robinson, Salina Community Economic Development Organization; Eric Wiley, Salina Journal; Verna Fitzsimmons, Kansas State University Polytechnic Dean; and Julie Yager-Zucker, Avflight Salina 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 December 21, 2016 regular board meeting. Director Weisel moved, seconded by Director Maes, to approve the minutes of the December 21, 2016 regular board meeting. Motion passed unanimously.

50 Years Ago

The Airport Authority board of directors approved the sale of \$790,000 in General Obligation Bonds to fund the purchase of surplus real estate from the United States of America. The real estate purchased totaled 1,600 acres of land of which 650 acres was subsequently sold to the City of Salina for the current solid waste landfill site.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of December 2016. Air traffic decreased to 4,948 operations during the month of December 2016 as compared to 7,101 during December 2015. The 30% decrease in total operations is due to fewer local operations which are primarily pilot training flights. Fuel flowage for the month of December 2016 increased by 104% compared to the same period last year. Avflight reported a total of 173,516 gallons of fuel sold during the month of December 2016 as compared to a total of 79,259 gallons during December 2015. Rogers commented on enplanements for the month of December 2016. Great Lakes recorded 1,321 total enplaned/deplaned passengers during the month. The target number for total passengers is 1,600 per month.

Director of Administration and Finance Swanson reported on the financials for the month ending December 31, 2016. Total operating revenue arrived 3% over budget or \$57,891. As compared to

2015, operating income was ahead 4% or \$77,498. Total operating expenses came in over budget 3% or \$49,088, and like operating income, came in 4% more than 2015. Total net operating income before depreciation arrived at \$37,805 or \$8,803 better than projected. Total operating income arrived at 3% over budget or \$57,891 at the end of December. Swanson reported that FAA grant funds in the amount of \$573,638 was received on January 4, 2017 and deposited into the Temporary Notes 2016 account representing the FAA's portion of the Taxiway Echo final progress payments for 2016.

Airport Rules and Regulations and Minimum Standards for Commercial Aeronautical Activity

Executive Director Rogers discussed the revisions to the Airport Rules and Regulations and Commercial Minimum Standards for the Salina Regional Airport. The adoption of the rules and regulations in conjunction with commercial minimum standards meets FAA compliance requirements. Rogers commented on the deletion of the firearms clause, as well as significant updates as it relates to the UAS and sUAS operations. Director Maes moved to approve the proposed revisions to the Airport Rules and Regulations and Minimum Standards for Commercial Aeronautical Activity at the Salina Regional Airport, seconded by Director Wiesel. Motion passed unanimously.

General Services Administration Lease Terms

Director of Administration and Finance Swanson reviewed the proposed lease terms to the General Services Administration (GSA) for approximately 620 sq. ft. of office space located in the M.J. Kennedy Air Terminal Bldg. to be occupied by the Transportation Security Administration (TSA). Improvements include the TSA's physical security buildout for a total of \$41,319.88 and will be reimbursed by GSA in a lump sum payment and is not included in the rental rates below.

Initial Lease Term:	Lease years 1-3
Rental Rate:	\$1,075 per month or \$12,900 per year
Rate per/sq. ft./year:	\$20.80/SF/Year (Base Rent \$13.05 – Operating Costs \$7.75)

Renewal Term:	Lease years 4-5
Rate per/sq. ft./year:	Base Rent - \$13.65/SF/Year plus Operating Costs based on revised annual cost of services and utilities.

Director Neuschafer moved to approve the proposed lease terms and authorization for officers of the Salina Airport Authority Board of Directors to sign a GSA Lease Offer and Lease Agreement according to such terms. Seconded by Director Wiesel. Motion passed unanimously.

Staff Reports

- Executive Director Rogers discussed the proposed street name changes for the Airport Industrial Center. The changes were approved by the planning commission on January 17th and is on scheduled for City Commission approval at a later date. New guidance signs will be placed to guide passengers to the terminal building.

- Rogers mentioned The Market @ SLN will be installed at the terminal buildings by Premier Food Service. The market will benefit airline passengers, terminal building employees and the airport industrial center employees.

Executive Session

At 8:45 A.M. Director Maes moved to recess the open meeting until 9:05 A.M. for an executive session for the purpose of discussing confidential data relating to financial affairs or trade secrets of a corporation for the reason that public discussion of that information would unfairly disadvantage the business in relation to its competitors. Director Neuschafer seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:05 A.M.

At 9:06 A.M. Director Neuschafer moved to continue the executive session until 9:25A.M. Director Maes seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:25 A.M.

Upon a motion duly made, the meeting adjourned at 9:25 A.M.

Minutes approved at the February 15, 2017 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2017**

AIR TRAFFIC/ATCT

January, 2017	3,539 Operations 657 Instrument Operations 311 Peak Day
January, 2016	4,422 Operations 523 Instrument Operations 390 Peak Day
January 2017 - January 2017	3,539 Operations
January 2016 - January 2016	4,422 Operations
January 2015 - January 2015	6,918 Operations

FUEL FLOWAGE

January, 2017	115,075 Gallons
January, 2016	80,220 Gallons
January 2017 - January 2017	115,075 Gallons
January 2016 - January 2016	80,220 Gallons
January 2015 - January 2015	176,746 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
6,153	108,921	16,232	283
5,627	74,593	3,466	419
6,153	108,921	16,232	283
5,627	74,593	3,466	419
9,977	166,769	17,958	509

Great Lakes

January, 2017	561 Passengers
January, 2016	36 Passengers
January 2017 - January 2017	561 Passengers
January 2016 - January 2016	36 Passengers
January 2015 - January 2015	109 Passengers

ENPLANEMENTS

DEPLANEMENTS

TOTAL

614 Passengers

1,175

ENPLANEMENTS - Charter Flights

January, 2017	159 Passengers
January, 2016	0 Passengers
January 2017 - January 2017	159 Passengers
January 2016 - January 2016	0 Passengers
January 2015 - January 2015	419 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

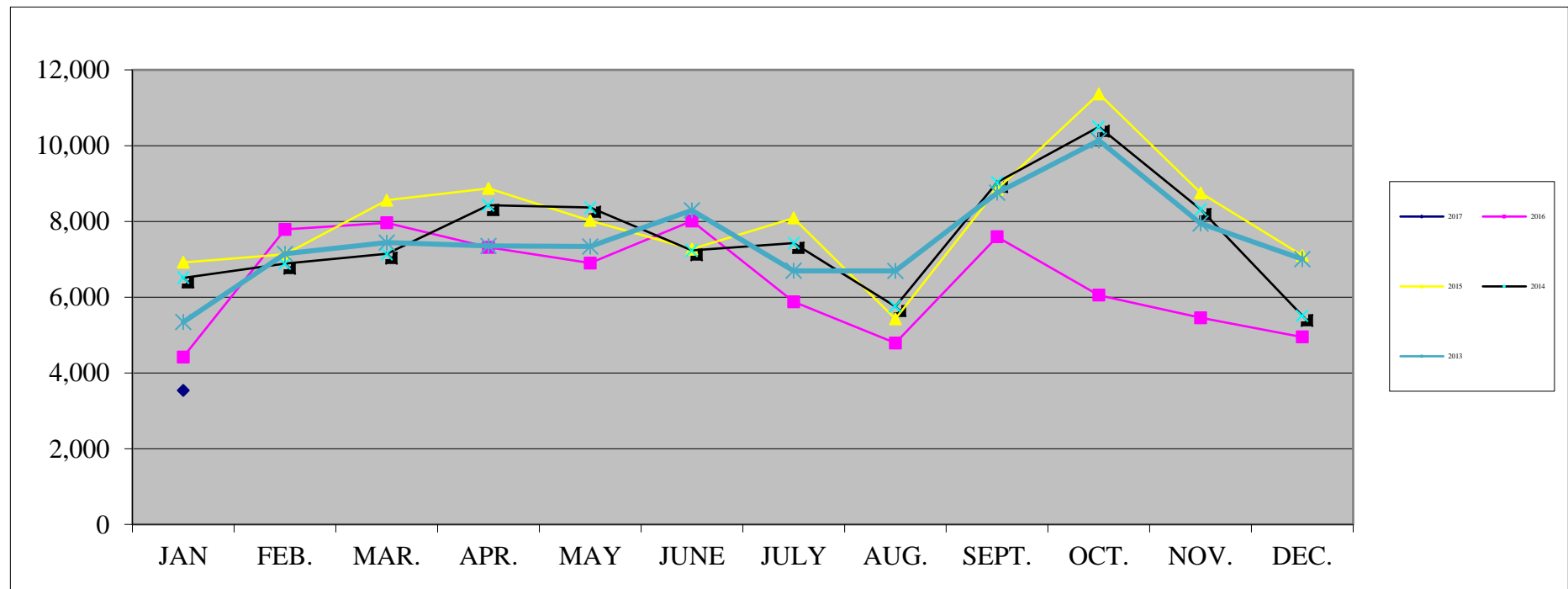
January, 2017	720 Passengers
January, 2016	36 Passengers
January 2017 - January 2017	720 Passengers
January 2016 - January 2016	36 Passengers
January 2015 - January 2015	528 Passengers

**AIRPORT TRAFFIC RECORD
2016 - 2017**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2017									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17									
March, 17									
April, 17									
May, 17									
June, 17									
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
Totals January - January	5	1,154	585	141	1,885	1,438	216	1,654	3,539
2016									
January, 16	5	941	676	88	1,710	2,502	210	2,712	4,422
February, 16									
March, 16									
April, 16									
May, 16									
June, 16									
July, 16									
August, 16									
September, 16									
October, 16									
November, 16									
December, 16									
Totals January - January	5	941	676	88	1,710	2,502	210	2,712	4,422
Difference	0	213	-91	53	175	-1,064	6	-1,058	-883
YTD % Change	0%	23%	-13%	60%	10%	-43%	3%	-39%	-20%

AIR TRAFFIC

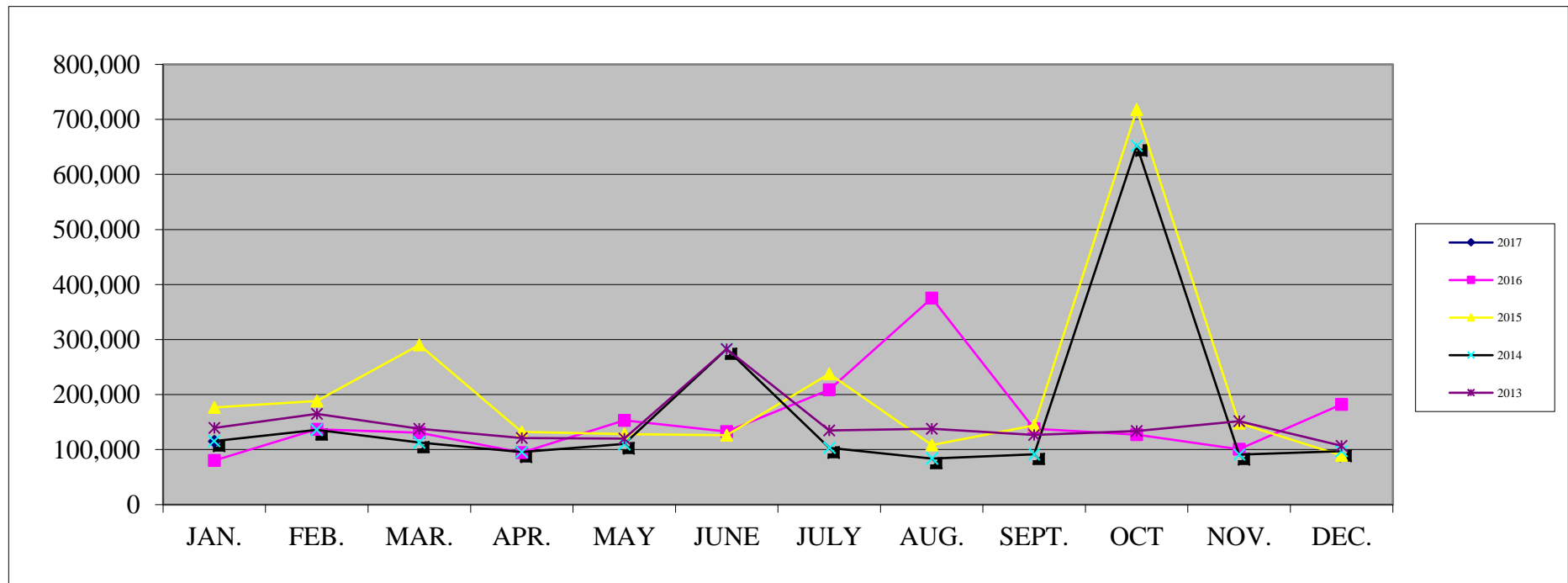
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2017	<u>3,539</u>												<u>3,539</u>
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	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



FUEL FLOWAGE

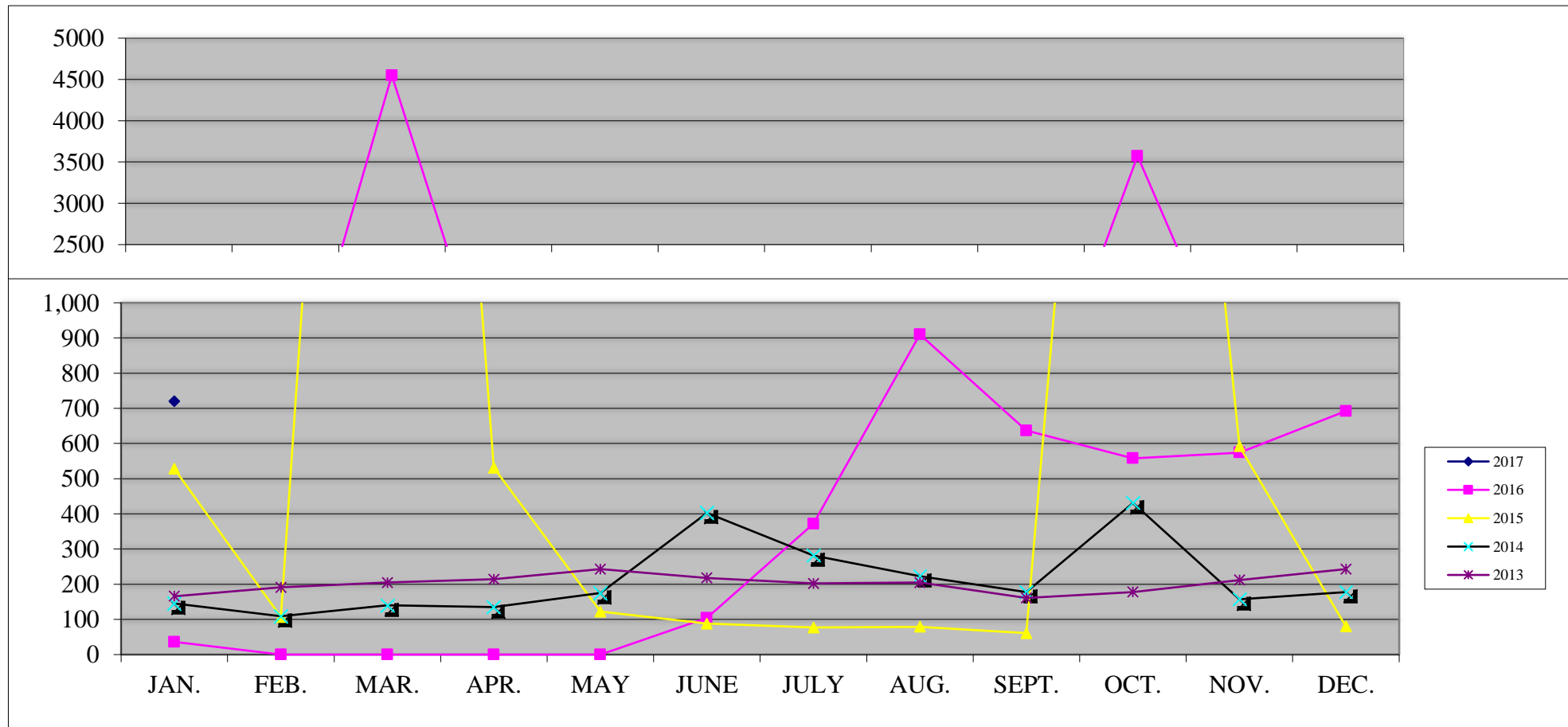
Gallons of Fuel Sold at SLN

	<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>
2017	<u>115,075</u>												<u>115,075</u>
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
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



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
2017	<u>720</u>													<u>720</u>
2016	36	0	0	0	0	104	372	910	637	558	574	692		3,883
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
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



**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 January 31, 2017

	Jan 31, 17	Dec 31, 16	\$ Change	Jan 31, 16	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	565,526	45,632	519,894	319,243	246,283	77%
Cash in bank & Petty Cash-Op	1,283,692	127,940	1,155,752	1,383,061	-99,369	-7%
Total Checking/Savings	1,849,218	173,572	1,675,646	1,702,303	146,915	9%
Accounts Receivable						
Accounts Receivable	126,945	145,377	-18,433	130,163	-3,219	-3%
Total Accounts Receivable	126,945	145,377	-18,433	130,163	-3,219	-3%
Other Current Assets						
Agri Land Receivable	56,000	0	56,000	58,000	-2,000	-4%
Mill Levy receivable	1,001,767	0	1,001,767	954,633	47,133	5%
Other current assets	141,342	724,748	-583,405	145,823	-4,480	-3%
Undeposited Funds	0	66,785	-66,785	1,890	-1,890	-100%
Total Other Current Assets	1,199,109	791,533	407,577	1,160,346	38,763	3%
Total Current Assets	3,175,272	1,110,482	2,064,790	2,992,813	182,459	6%
Fixed Assets						
Fixed assets at cost	83,513,796	83,503,224	10,572	82,105,283	1,408,513	2%
Less accumulated depreciation	-39,630,713	-39,406,148	-224,565	-36,984,360	-2,646,353	-7%
Total Fixed Assets	43,883,083	44,097,076	-213,993	45,120,923	-1,237,840	-3%
Other Assets						
Other assets	24,348	26,348	-2,000	0	24,348	100%
Total Other Assets	24,348	26,348	-2,000	0	24,348	100%
TOTAL ASSETS	47,082,703	45,233,906	1,848,797	48,113,736	-1,031,032	-2%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	58,444	131,538	-73,094	114,063	-55,619	-49%
Total Accounts Payable	58,444	131,538	-73,094	114,063	-55,619	-49%
Credit Cards						
Sam's Club Discover	0	0	0	180	-180	-100%
Total Credit Cards	0	0	0	180	-180	-100%
Other Current Liabilities						
Accrued debt interest payable	399,080	321,194	77,886	398,652	428	0%
Debt, current portion	1,065,000	1,065,000	0	1,109,894	-44,894	-4%
Deferred Agri Land Revenue	51,333	0	51,333	53,167	-1,833	-4%
Deferred Mill Levy revenue	1,905,781	0	1,905,781	1,825,210	80,571	4%
Other current liabilities	181,006	159,570	21,437	191,217	-10,210	-5%
Total Other Current Liabilities	3,602,200	1,545,763	2,056,437	3,578,139	24,062	1%
Total Current Liabilities	3,660,644	1,677,301	1,983,343	3,692,382	-31,737	-1%
Long Term Liabilities						
Capital Lease Payable	0	0	0	55,696	-55,696	-100%
Debt - Long Term	22,425,307	22,425,307	0	22,823,445	-398,138	-2%
Less current portion	-1,065,000	-1,065,000	0	-1,109,894	44,894	4%
Security Deposits Returnable	44,904	44,904	0	37,702	7,202	19%
Total Long Term Liabilities	21,405,211	21,405,211	0	21,806,950	-401,739	-2%
Total Liabilities	25,065,856	23,082,513	1,983,343	25,499,331	-433,476	-2%
Equity						
Invested in Capital Assets net	21,457,776	21,651,410	-193,634	22,275,597	-817,821	-4%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	603,617	1,048,605	-444,987	424,417	179,200	42%
Net Income	-134,546	-638,621	504,075	-175,611	41,065	23%
Total Equity	22,016,847	22,151,394	-134,546	22,614,404	-597,557	-3%
TOTAL LIABILITIES & EQUITY	47,082,703	45,233,906	1,848,797	48,113,736	-1,031,032	-2%

Salina Airport Authority Profit & Loss Budget Performance January 2017

	Jan 17	Budget	\$ Over Budget	% of Budget	Jan 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
Airfield revenue									
Fuel Flowage Fees	8,734	8,500	234	103%	8,734	8,500	234	103%	158,000
Hangar rent	18,773	25,000	-6,227	75%	18,773	25,000	-6,227	75%	520,000
Landing fees	1,235	542	693	228%	1,235	542	693	228%	6,500
Ramp rent	4,084	4,167	-83	98%	4,084	4,167	-83	98%	50,000
Total Airfield revenue	32,826	38,208	-5,382	86%	32,826	38,208	-5,382	86%	734,500
Building and land rent									
Agri land rent	4,667	4,667	-0	100%	4,667	4,667	-0	100%	56,000
Building rents									
Short-term leasing	21,750	7,445	14,305	292%	21,750	7,445	14,305	292%	89,340
Building rents - Other	63,562	65,375	-1,813	97%	63,562	65,375	-1,813	97%	784,494
Total Building rents	85,312	72,820	12,492	117%	85,312	72,820	12,492	117%	873,834
Land rent									
Basic Land Rent	6,782	8,096	-1,314	84%	6,782	8,096	-1,314	84%	97,150
Property tax - tenant share	10,000	10,000	0	100%	10,000	10,000	0	100%	120,000
Total Land rent	16,782	18,096	-1,314	93%	16,782	18,096	-1,314	93%	217,150
Tank rent	808	792	16	102%	808	792	16	102%	9,500
Total Building and land rent	107,568	96,374	11,195	112%	107,568	96,374	11,195	112%	1,156,484
Other revenue									
Airport Marketing	8,015	4,000	4,015	200%	8,015	4,000	4,015	200%	48,000
Commissions	63	1,917	-1,854	3%	63	1,917	-1,854	3%	23,000
Other income	1,489	3,750	-2,261	40%	1,489	3,750	-2,261	40%	45,000
Total Other revenue	9,566	9,667	-100	99%	9,566	9,667	-100	99%	116,000
Total Income	149,961	144,249	5,712	104%	149,961	144,249	5,712	104%	2,006,984
Gross Profit	149,961	144,249	5,712	104%	149,961	144,249	5,712	104%	2,006,984
Expense									
Administrative expenses									
A/E, consultants, brokers	0	1,250	-1,250	0%	0	1,250	-1,250	0%	15,000
Airport promotion	8,015	4,833	3,182	166%	8,015	4,833	3,182	166%	58,000
Computer/Network Admin.	1,371	1,125	246	122%	1,371	1,125	246	122%	13,500
Dues and subscriptions	1,749	2,083	-334	84%	1,749	2,083	-334	84%	25,000
Employee retirement	4,796	5,583	-787	86%	4,796	5,583	-787	86%	67,000
FICA and medicare tax expense	4,276	4,667	-391	92%	4,276	4,667	-391	92%	56,000
Industrial development	6,250	6,250	0	100%	6,250	6,250	0	100%	25,000
Insurance, property	5,525	12,500	-6,975	44%	5,525	12,500	-6,975	44%	150,000
Insurance, medical	15,826	14,167	1,660	112%	15,826	14,167	1,660	112%	170,000
Kansas unemployment tax	0	83	-83	0%	0	83	-83	0%	1,000
Legal and accounting	2,651	2,667	-16	99%	2,651	2,667	-16	99%	32,000
Office salaries	32,795	37,387	-4,592	88%	32,795	37,387	-4,592	88%	448,645
Office Supplies	693	567	127	122%	693	567	127	122%	6,800
Other administrative expense	759	417	342	182%	759	417	342	182%	5,000
Postage	0	250	-250	0%	0	250	-250	0%	3,000
Property tax expense	13,333	13,333	-0	100%	13,333	13,333	-0	100%	160,000
Special Events	0	83	-83	0%	0	83	-83	0%	1,000
Telephone	1,077	1,378	-301	78%	1,077	1,378	-301	78%	16,538
Training	0	667	-667	0%	0	667	-667	0%	8,000
Travel and meetings	186	833	-647	22%	186	833	-647	22%	10,000
Total Administrative expenses	99,302	110,124	-10,822	90%	99,302	110,124	-10,822	90%	1,271,483
Maintenance expenses									
Airfield maintenance	1,068	2,083	-1,015	51%	1,068	2,083	-1,015	51%	25,000
Airport Security	0	42	-42	0%	0	42	-42	0%	500
Building maintenance	5,979	3,750	2,229	159%	5,979	3,750	2,229	159%	45,000
Equipment fuel and repairs	2,289	4,542	-2,252	50%	2,289	4,542	-2,252	50%	54,500
Fire Services	0	1,250	-1,250	0%	0	1,250	-1,250	0%	15,000
Grounds maintenance	0	292	-292	0%	0	292	-292	0%	3,500
Maintenance salaries	24,001	27,117	-3,116	89%	24,001	27,117	-3,116	89%	325,400
Other maintenance expenses	778	1,458	-680	53%	778	1,458	-680	53%	17,500
Snow removal expense	464	1,667	-1,202	28%	464	1,667	-1,202	28%	20,000
Utilities	22,015	16,667	5,348	132%	22,015	16,667	5,348	132%	200,000
Total Maintenance expenses	56,595	58,867	-2,272	96%	56,595	58,867	-2,272	96%	706,400
Total Expense	155,897	168,992	-13,094	92%	155,897	168,992	-13,094	92%	1,977,883
Net Ordinary Income	-5,936	-24,742	18,806	24%	-5,936	-24,742	18,806	24%	29,101

4:00 PM

02/10/17

Accrual Basis

Salina Airport Authority
Profit & Loss Budget Performance
January 2017

	Jan 17	Budget	\$ Over Budget	% of Budget	Jan 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Other Income/Expense									
Other Income									
Capital contributed	0	340,723	-340,723	0%	0	340,723	-340,723	0%	4,088,677
Gain on sale of assets	0	0	0	0%	0	0	0	0%	15,000
Interest income									
Interest income on deposits	88	83	5	106%	88	83	5	106%	1,000
Interest income - Other	0	0	0	0%	0	0	0	0%	0
Total Interest income	88	83	5	106%	88	83	5	106%	1,000
Mill levy income	173,753	172,656	1,097	101%	173,753	172,656	1,097	101%	2,071,873
Total Other Income	173,841	513,463	-339,621	34%	173,841	513,463	-339,621	34%	6,176,550
Other Expense									
Debt interest expense net									
Interest Expense on Debt	77,886	77,886	0	100%	77,886	77,886	0	100%	934,635
Total Debt interest expense net	77,886	77,886	0	100%	77,886	77,886	0	100%	934,635
Depreciation expense	224,565	224,565	0	100%	224,565	224,565	0	100%	2,694,780
Total Other Expense	302,451	302,451	0	100%	302,451	302,451	0	100%	3,629,415
Net Other Income	-128,610	211,011	-339,621	-61%	-128,610	211,011	-339,621	-61%	2,547,135
Net Income	-134,546	186,269	-320,815	-72%	-134,546	186,269	-320,815	-72%	2,576,236

Salina Airport Authority
Capital Additions Budget vs. Actual
As of January 31, 2017

4:59 PM
02/10/2017
Accrual Basis

	<u>Jan 31, 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
ASSETS				
Fixed Assets				
Fixed assets at cost				
Airfield				
AIP-36 Txy E Rehab Const. Ph 1	0	1,644,825	-1,644,825	0%
AIP-37 Txy B & E Rehab Design	0	53,133	-53,133	0%
AIP-38 Txy B Rehab Const. Ph 2	0	1,998,250	-1,998,250	0%
Airfield Improvements	0	40,500	-40,500	0%
KAIP - 17/35 Slurry Seal	0	180,000	-180,000	0%
Total Airfield	0	3,916,708	-3,916,708	0%
Buildings & Improvements				
Building improvements				
Bldg. Imps. Other	1,853	17,500	-15,647	11%
Bldg. Roofing Systems	0	10,000	-10,000	0%
Hangar #509 Imps.	0	10,000	-10,000	0%
Hangar 600 Development				
Hangar 600 - Other	1,900	10,000	-8,100	19%
Total Hangar 600 Development	1,900	10,000	-8,100	19%
Hangar 606 Rehabilitation	0	10,000	-10,000	0%
Hangar 959 Rehabilitation	5,350	31,000	-25,650	17%
Total Building improvements	9,103	88,500	-79,397	10%
FBO Improvements				
Avflight North	0	5,000	-5,000	0%
Total FBO Improvements	0	5,000	-5,000	0%
Terminal building improvements				
2015 Terminal Bldg. Remodel	1,784	5,000	-3,216	36%
2nd Floor Remodel-SAA Admin Ofc	0	2,500	-2,500	0%
Terminal Bldg. Other	0	47,000	-47,000	0%
Total Terminal building improvements	1,784	54,500	-52,716	3%
Total Buildings & Improvements	10,887	148,000	-137,113	7%
Equipment				
Communications equipment	0	5,000	-5,000	0%
Computer equipment	0	15,000	-15,000	0%
Total Equipment	0	20,000	-20,000	0%
Land				
Airport Indust. Cent. Imps.	0	500	-500	0%
Environmental				
Environmental - SAFB	41	20,000	-19,959	0%
Total Environmental	41	20,000	-19,959	0%
Rail Spur Imps.	0	30,000	-30,000	0%
West Beechcraft Road Imps.	0	25,000	-25,000	0%
Total Land	41	75,500	-75,459	0%
Total Fixed assets at cost	10,928	4,160,208	-4,149,280	0%

Salina Airport Authority Significant Capital Expenditures Detail January 2017

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other					
Bill	01/11/2017	Western Extralite Company,...	B614 - Exterior Lighting Wall Packs	529.48	529.48
Bill	01/12/2017	Western Extralite Company,...	B614 - Exterior Lighting Wall Packs	1,323.70	1,853.18
	Total Bldg. Imps. Other			1,853.18	1,853.18
Hangar 600 Development					
Hangar 600 - Other					
Bill	01/12/2017	Helm Electric	H600 - Install 2 - 30A circuit and receptacle 125V	1,900.00	1,900.00
	Total Hangar 600 - Other			1,900.00	1,900.00
	Total Hangar 600 Development			1,900.00	1,900.00
Hangar 959 Rehabilitation					
Bill	01/04/2017	Interstates Engineering	H595 - Power Factor Correction - Evaluation and Recomme...	5,350.00	5,350.00
	Total Hangar 959 Rehabilitation			5,350.00	5,350.00
	Total Building improvements			9,103.18	9,103.18
Terminal building improvements					
2015 Terminal Bldg. Remodel					
Bill	01/23/2017	Glass Services, Inc.	B120 - Glass Partition (Glass wall for micor market)	1,783.68	1,783.68
	Total 2015 Terminal Bldg. Remodel			1,783.68	1,783.68
	Total Terminal building improvements			1,783.68	1,783.68
	Total Buildings & Improvements			10,886.86	10,886.86
Land					
Environmental					
Environmental - SAFB					
Bill	01/31/2017	Clark, Mize & Linville	Env. legal fees - Jan 2017	40.75	40.75
	Total Environmental - SAFB			40.75	40.75
	Total Environmental			40.75	40.75
	Total Land			40.75	40.75
	Total Fixed assets at cost			10,927.61	10,927.61
TOTAL				10,927.61	10,927.61

SALINA AIRPORT AUTHORITY
RESOLUTION 17-01

**A RESOLUTION EXPRESSING GRATITUDE AND APPRECIATION TO
JEFF E. MAES, FOR HIS SERVICES RENDERED TO THE
CITY OF SALINA AND ITS CITIZENS**

WHEREAS, Jeff E. Maes, in his capacity as a member of the Board of Directors of the Salina Airport Authority, has unselfishly and with great ability served the City of Salina for a period of six (6) years (March 1, 2011 to February 28, 2017); and,

WHEREAS, as a result of his efforts many lasting improvements have been made to the Salina Regional Airport and the Salina Airport Industrial Center; and,

WHEREAS, the City of Salina has been made a better place to live because of his work and efforts on behalf of his community.

NOW THEREFORE, BE IT RESOLVED by the Board of Directors of the Salina Airport Authority:

Section 1. That the Board of Directors of the Salina Airport Authority, by the adoption of this resolution, expresses its gratitude and appreciation to Jeff E. Maes for his faithful and dedicated service to the citizens of Salina, Kansas, as a member of the Board of Directors to the Salina Airport Authority.

Section 2. That the Secretary of the Board of Directors is hereby instructed to file the contents of this resolution with the official records of the Salina Airport Authority and to forward a copy of the resolution to Jeff E. Maes.

Adopted by the Board of Directors of the Salina Airport Authority on this 15th day of February 2017.

Troy L. Vancil, Chairman

CERTIFICATION OF TREASURER

I, Brian Weisel, the duly appointed, qualified, Salina Airport Authority Treasurer, Salina, Kansas, do hereby certify that the foregoing Resolution was duly adopted and that said Resolution has been compared by me with the original thereof on file and of record in the office of the Airport Authority, and is a true copy of the whole of said original.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Salina Airport Authority, Salina, Kansas, this 15th day of February 2017.

Brian Weisel, Treasurer

SALINA AIRPORT AUTHORITY
RESOLUTION 17-02

**A RESOLUTION EXPRESSING GRATITUDE AND APPRECIATION TO
DARAN R. NEUSCHAER, FOR HIS SERVICES RENDERED TO THE
CITY OF SALINA AND ITS CITIZENS**

WHEREAS, Daran R. Neuschafer, in his capacity as a member of the Board of Directors of the Salina Airport Authority, has unselfishly and with great ability served the City of Salina for a period of six (6) years (March 1, 2011 to February 28, 2017); and,

WHEREAS, as a result of his efforts many lasting improvements have been made to the Salina Regional Airport and the Salina Airport Industrial Center; and,

WHEREAS, the City of Salina has been made a better place to live because of his work and efforts on behalf of his community.

NOW THEREFORE, BE IT RESOLVED by the Board of Directors of the Salina Airport Authority:

Section 1. That the Board of Directors of the Salina Airport Authority, by the adoption of this resolution, expresses its gratitude and appreciation to Daran R. Neuschafer for his faithful and dedicated service to the citizens of Salina, Kansas, as a member of the Board of Directors to the Salina Airport Authority.

Section 2. That the Secretary of the Board of Directors is hereby instructed to file the contents of this resolution with the official records of the Salina Airport Authority and to forward a copy of the resolution to Daran R. Neuschafer.

Adopted by the Board of Directors of the Salina Airport Authority on this 15th day of February 2017.

Troy L. Vancil, Chairman

CERTIFICATION OF TREASURER

I, Brian Weisel, the duly appointed, qualified, Salina Airport Authority Treasurer, Salina, Kansas, do hereby certify that the foregoing Resolution was duly adopted and that said Resolution has been compared by me with the original thereof on file and of record in the office of the Airport Authority, and is a true copy of the whole of said original.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Salina Airport Authority, Salina, Kansas, this 15th day of February 2017.

Brian Weisel, Treasurer