

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

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **second-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet.

The meeting will be the board's annual meeting at which time two newly appointed board members will be seated and board officers will be elected for 2017 – 2018.

Please note the following agenda comments.

50 Years Ago – March, 1967

The Airport Authority board of directors approved several leases for Airport and Airport Industrial Center buildings. The growing list of new tenants included the U. S. Army, Canada Dry Bottling Co., Long Oil Co., and multiple agricultural land leases.

Effective April 1, 1967, the Airport Authority's offices were relocated from room 905 at the United Building to the current M.J. Kennedy Air Terminal.

Agenda Item #4 – Acceptance of Appointment and Oath of Office for Kent Buer and Alan Eichelberger
(Vancil)

Enclosed is a copy of the Acceptance of Appointment and Oath of Office for newly appointed Airport Authority board members, Kent Buer and Alan Eichelberger. Kent Buer is the CEO and president of First Bank Kansas, Salina, KS. He joined First Bank Kansas in 1999 as the senior VP of lending. Kent holds a BS degree in Business Finance from Kansas State University and is a graduate of the University of Wisconsin Graduate School of Banking.

Alan Eichelberger is the market president for Sunflower Bank, Salina, KS. Alan has over 25 years of experience in the banking industry. His previous experience includes executive banking positions in Salina and most recently was the market president for Bank SNB in Hutchinson, KS. Alan is a graduate of the University of Wisconsin Graduate School of Banking.

Agenda Item #6 – Review of airport activity and financial reports for the month ending February 28, 2017
(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,598 operations during February 2017 which was a 15% decrease as compared to the February 2016 total of 7,789. For the year-to-date, a total of 10,137 operations have occurred at the Salina Airport which is 17% less than the February 2106 YTD total of 12,211.

Airport Activity – Fuel Flowage (Rogers)

The recently completed Jaded Thunder training exercise contributed to the best one month for fuel flowage since October 2015. February 2017 fuel flowage came in at 588,072 gallons. During the remainder of 2017, total fuel flowage number will continue to climb due to smaller military, aviation units scheduled to deploy to Salina,

upcoming Bombardier flight test flights and scheduled Ft. Riley charter flights. I expect 2017 totals to consistently be higher than 2016 totals.

Airport Activity – Passenger Enplanements (Rogers)

Great Lakes exceed all expectations by recording 1,317 total passengers during February 2017. It is worth noting that Great Lakes carried 1,317 total passengers during the 28 days of February on 47 scheduled flights – four days fewer than a 31-day month like December. The total subsidy per passenger for February was \$126. GLA completed 100% of scheduled flights during February, 2017.

Financial Reports – Comments and Notes (Swanson)

As we ended February, total operating income arrived 16% over budget or \$55,734. A key factor to this performance was the fuel flowage fee income derived from the Jaded Thunder exercise. In addition, short-term leasing activity continues to remain positive. Yet to be reported in February income includes the rental car commission associated with the military exercise (figures due from tenants (Long Mac, Hertz, Enterprise) on the 15th of the month.)

Administrative expenses ended up 10% under budget at the end of February while maintenance expenses arrived 17% over bringing total operating costs slightly under (-\$1,020) budget. YTD net operating income before depreciation equaled \$83,520.

There were no disbursements from the bond proceed improvement fund accounts during February.

Financial Reports – February 2017 Significant Expenditures/Payables Report Enclosed

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

| <u>Account</u> | <u>Amount</u> | <u>Days</u> | <u>Comments</u> |
|-----------------------|----------------------|--------------------|------------------------|
| 757 Airlift Squadron | \$1,890 | >90 | Hangar 606 rental |
| Aerospace/AIG | \$720 | 31-60 | Hangar 703 rental |
| Austin Downs | \$68 | 31-60 | T-hangar rental |
| United Suppliers | \$100 | 31-60 | Finance Charges |

Short-term Leasing Activity

AAL Organic Matters, Inc. has leased Bldg. 724 (28,746 sq. ft.) for warehouse/storage space for a 90-day period. The lease commenced March 9, 2017 at a monthly rental rate of \$4,675 plus utility costs. AAL is an industrial recycling service provider for the Schwan Food Company.

Agenda Item #7 – Review of Airport Authority Insurance Coverages and Commercial Property Inspections (Rogers and Swanson)

James Charlesworth with Charlesworth and Associates will attend the board meeting and assist Shelli with a review of the Airport Authority's 2017 insurance and risk management program. Since 2010, Charlesworth and Associates has provide the Airport Authority insurance consulting and risk management services. James has special experience in law enforcement risk management and provided risk management services for over 25 public entities in Kansas and Missouri.

A focus of Wednesday's briefing will be the significance of commercial property insurance coverage through F.M. Global. F.M Global is a leader in loss prevention and insures commercial property owned by one-third of Fortune 1000 companies. The insurer is a primary insurer of aviation and aerospace commercial property. F.M. Global's loss prevention program helps the Airport Authority maintain hangars and industrial buildings to a high standard. We are actively working to improve our scores from the most recent F.M. Global inspection.

Agenda Item #8 – Former Schilling AFB Project Briefing and Update (Rogers and Bengtson)

Matt Schroeder and Dr. Mike Sklash with the Dragoon Corporation will join the meeting via conference call to update the board on the status of the Schilling Project's Remedial Investigation (RI) and Feasibility Study (FS) phases of work. The RI work has been completed and the FS will be completed by the end of March, 2017. The FS

will define options and recommendations for site cleanup. The recommendations will be based, in part, by the results of several pilot tests that have been completed this past winter. The FS report will be the basis for a KDHE issued Corrective Action Decision (CAD) that is scheduled to be issued by the end of 2017. Once KDHE issues their CAD, the Salina Public Entities will be able to request another round of U.S. District Court supervised meditation.

As a reminder, the City of Salina, Salina Airport Authority, USD-305 and K-State Polytechnic are completing the former Schilling AFB RI/FS/CAD pursuant to a U.S District Court Consent Decree. The Consent Decree provided for federal funding in the amount of \$8,426,700 and local funding of \$936,300. The total RI/FS/CAD project is set at \$9,363,000. As of March, 2017 the project is ahead of schedule and under budget.

Agenda Item #9 – Election of SAA Board of Directors Officers and Board Assignments for 2017-2018 (Vancil)

The recommended slate of officers for 2016-2017 is as follows:

| | |
|----------------------|-------------------|
| Chair | Katie Platten |
| Vice-Chair | Brian Weisel |
| Secretary | Kent Buer |
| Treasurer | Alan Eichelberger |
| Past Chairman | Troy Vancil |

The recommended committee assignments for 2017-2018 are as follows:

| | |
|---|--------------------------------|
| Salina Area Chamber of Commerce Board of Directors | Katie Platten |
| SAA Finance and Audit Committee | Kent Buer Alan Eichelberger |
| Air Service Working Group | Brian Weisel Troy Vancil |

Agenda Item #10 – SAA Resolution No. 17-03 (Swanson)

Enclosed is a copy of the 2017 resolution that designates the banks used by the Airport Authority. The resolution also specifies individuals authorized to sign SAA checks and defines the number of signatures required on each check.

Staff Reports

- **Kenny Bieker**

AIP Project No. 36 – Taxiway Echo and Alpha Construction

This project will start back up on April 17th and is planned to be finished May 16th.

Runway 17-35 Slurry Seal

This project will begin on April 24th and be completed by May 9th.

AIP Project No. 38 – Taxiway Bravo Construction

Aviation is currently working with FAA on final comments for portions of the design. These comments are minor. The bidding phase will be in the near future. FAA will be sending out comments which should include the bidding schedule.

- **Kasey Windhorst**

Fly Salina Marketing

Salina Airport Authority and Great Lakes Airlines staff continue to market Fly Salina. Three billboard ads; Board #1344 (I-70 1 mile west of Junction City), #30197 (11.2 miles east of Topeka exit) and #40456 (135

1.5 miles south of I-70) will run for an extended period of 6 months through September 3rd.

In addition to the billboard advertising, the Salina Airport Authority and the Salina Area Chamber of Commerce have placed Fly Salina banner ads on the Chamber website at www.salinakansas.org.

Events

Chamber Business After Hours

The Salina Airport Authority and Great Lakes Airlines hosted a Business After Hours at the M.J. Kennedy Air Terminal Building on Thursday, February 23rd. Over 132 Chamber members attended the event and had the opportunity to visit the remodeled terminal building and check out The Market @ SLN. It was a huge success.

Fly Salina Coffee

Great Lakes Airlines and Salina Airport Authority are hosting multiple Fly Salina Coffees during the month. Area businesses and organizations who are interested in learning more about the advantages of flying Great Lakes Airlines, touring the remodeled terminal building and seeing The Market at SLN can contact me to schedule a visit.

Tours

Ell-Saline Middle School students will be touring the SLN Aircraft Rescue and Fire Fighting (ARFF) station and the SLN Air Traffic Control Tower on March 29th. We are excited to welcome them to the Salina Regional Airport.

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

HANGAR
600

ARNOLD COURT
ARNOLD AVENUE

GENERAL JIM ROAD

SUTHERLAND ROAD

SUMMERS ROAD

SCHILLING ROAD

SCANLAN AVENUE

CENTENNIAL ROAD

CENTENNIAL ROAD

MAGNOLIA ROAD

0.8 Miles

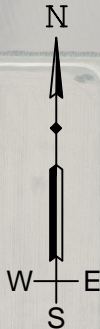
1.2 Miles

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 90

MAGNOLIA ROAD



INTERSTATE I-135

EXIT 89

SCHILLING ROAD

SALINA AIRPORT AUTHORITY ANNUAL BOARD MEETING
Hangar H600, Second Floor Conference Room
2720 Arnold Court
March 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. (Rogers)
4. Acceptance of Appointment and Oath and Office by Kent Buer and Alan Eichelberger. (Vancil)
5. Approval of the minutes of the February 15, 2017 regular board meeting. (Vancil)
6. Review of airport activity and financial reports for the month ending February 28, 2017. (Rogers and Swanson)
7. Review of the Airport Authority's 2017 insurance coverages and commercial property inspection program (Rogers and Swanson)
8. Former Schilling AFB Project briefing and update (Rogers and Bengtson)
9. Election of officers and board member committee assignments for 2017 – 2018. (Vancil)
10. Consideration of SAA Resolution 17-03 designating the various bank depositories of the Salina Airport Authority. (Swanson)

Directors' Forum (Vancil)

Visitor's Questions and Comments (Vancil)

Staff Reports (Rogers)

- Fossett Plaza concept design and preliminary cost estimate

Announcements (Windhorst)

Adjournment (Vancil)



ACCEPTANCE OF APPOINTMENT

The Undersigned hereby certifies that he is qualified to accept the appointment and does hereby accept his appointment as a member of the Board of Directors of the Salina Airport Authority of the City of Salina, Kansas, for a term of three (3) years commencing on the 15th day of March, 2017 and ending on the 28th day of February, 2020 in accordance with and subject to the policies and standards governing the qualifications, appointments and conduct of the members of the aforesaid Board of Directors of the Salina Airport Authority of the City of Salina, Saline County, Kansas, all as provided for by the Ordinance of the City of Salina, Kansas, and the General Statutes of Kansas.

WITNESS my hand this 15th day of March, 2017.

Kent Buer

OATH OF OFFICE

STATE OF KANSAS, SALINE COUNTY, ss:

I do solemnly swear (or I do solemnly, sincerely and truly declare and affirm) that I will support the Constitution of the United States and the Constitution of the State of Kansas and faithfully discharge the duties as a member of the Board of Directors of the Salina Airport Authority. So help me God (or, and this I do under the pains and penalties of perjury).

Kent Buer

Subscribed and sworn (affirmed) to before me this 15th day of March, 2017.

Notary Public

My Appointment expires _____.

Filed with me this _____ day of _____, A.D., 2017.

City Clerk

ACCEPTANCE OF APPOINTMENT

The Undersigned hereby certifies that he is qualified to accept the appointment and does hereby accept his appointment as a member of the Board of Directors of the Salina Airport Authority of the City of Salina, Kansas, for a term of three (3) years commencing on the 15th day of March, 2017 and ending on the 28th day of February, 2020 in accordance with and subject to the policies and standards governing the qualifications, appointments and conduct of the members of the aforesaid Board of Directors of the Salina Airport Authority of the City of Salina, Saline County, Kansas, all as provided for by the Ordinance of the City of Salina, Kansas, and the General Statutes of Kansas.

WITNESS my hand this 15th day of March, 2017.

Alan Eichelberger

OATH OF OFFICE

STATE OF KANSAS, SALINE COUNTY, ss:

I do solemnly swear (or I do solemnly, sincerely and truly declare and affirm) that I will support the Constitution of the United States and the Constitution of the State of Kansas and faithfully discharge the duties as a member of the Board of Directors of the Salina Airport Authority. So help me God (or, and this I do under the pains and penalties of perjury).

Alan Eichelberger

Subscribed and sworn (affirmed) to before me this 15th day of March, 2017.

Notary Public

My Appointment expires _____.

Filed with me this _____ day of _____, A.D., 2017.

City Clerk

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
FEBRUARY 15, 2017
BUILDING 412 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, and Weisel were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Office Manager Kasey Windhorst; Administrative Assistant Catarino Porras; Airport Management Intern Elliott Rogers and Board Attorney Greg Bengtson. Karl Ryan, City Commissioner; Bob Vidricksen, Saline County Commissioner; Mitch Robinson, Salina Community Economic Development Organization; Eric Wiley, Salina Journal; Alan Eichelberger, Sunflower Bank; Kent Buer, First Bank of Kansas; Dave Hadel, Burns & McDonnell Director of Aviation Services and Carl Muhs, Avflight President were guests.

Additions to the Agenda

Chairman Vancil asked if there were any additions to the agenda. Executive Director Rogers added agenda item 8A related to the Salina County Shops.

Minutes

Chairman Vancil asked if the board members had additions or corrections to the minutes of the January 18, 2017 regular board meeting. Director Neuschafer moved, seconded by Director Maes, to approve the minutes of the January 18, 2017 regular board meeting. Motion passed unanimously.

50 Years Ago

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 buildings acquired by the Airport Authority from the U.S.A.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of January 2017. Air traffic decreased to 3,539 operations during the month of January 2017 as compared to 4,422 during January 2016. Fuel flowage for the month of January 2017 increased by 43% compared to the same period last year. Avflight reported a total of 108,921 gallons of fuel sold during the month of January 2017 as compared to a total of 74,593 gallons during January 2016. Rogers commented on enplanements for the month of January 2017. Great Lakes recorded 1,175 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 January 31, 2017. Total operating income arrived 4% over budget or \$5,712 for January 2017.

Total operating expenses came in under budget 8% or \$13,094 for January 2017. Swanson reported that the UMB 2015-A bond account has an account balance of \$12,511 with an additional \$1,700 allocated for the terminal building remodel. First Bank of Kansas temporary note account balance is \$553,014 at the end of January 2017. Chairman Vancil directed the staff to file the financials for audit.

Public Viewing Area at the Salina Regional Airport

Executive Director Rogers reviewed funds available through the Greater Salina Community Foundation to construct an airfield public viewing area featuring Steve Fossett and his Virgin Atlantic Global Flyer world record flights. A total of \$341,000 is available in the construction fund and \$16,514 available in the endowment fund for maintenance. The plan is to construct a historical marker at the west end of Beechcraft Road. B & B Metal Arts will construct the monument and is currently in the design stages of this project. Rogers estimates construction to be completed by Fall 2017.

SAA Resolution No. 17-01

Chairman Vancil read SAA resolution 17-01, a resolution expressing gratitude and appreciation to Jeff Maes for his services rendered to the City of Salina and its citizens. Director Weisel moved, seconded by Director Neuschafer, to approve SAA Resolution No. 17-01. Motion passed unanimously.

SAA Resolution No. 17-02

Chairman Vancil read SAA resolution 17-02, a resolution expressing gratitude and appreciation to Daren Neuschafer for his services rendered to the City of Salina and its citizens. Director Weisel moved, seconded by Director Maes, to approve SAA Resolution No. 17-02. Motion passed unanimously.

Saline County Shops Improvements

Saline County Commissioner Bob Vidricksen commented on improvements to Saline County Shops located on Airport Road. Vidricksen reviewed the plans to eliminate the storm water retention pond located on the northeast corner of the County's parcel. Total cost for improvements is estimated to be \$90,000 and will be funded 100% by Saline County. The board members expressed their support for the project which will eliminate a wildlife attractor next to the Airport.

Staff Reports

- Executive Director Rogers and Director of Finance and Administration Swanson discussed the short and long term leasing activity at the Salina Regional Airport and Airport Industrial Center. In 2016, a total of 12 short-term leases and 8 long-term leases were executed. Staff is currently working with three existing tenants on expansion projects.

Rogers reviewed upcoming Jaded Thunder operations at SLN. In addition to the Jaded Thunder activity, the 190th Air Refueling Wing (ARW) will base two KC-135's at SLN during a runway construction project at Forbes Field, Topeka, KS.

Upon a motion duly made, the meeting adjourned at 9:08 A.M.

Minutes approved at the March 15, 2017 Board Meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2017

AIR TRAFFIC/ATCT

| | |
|------------------------------|---------------------------|
| February, 2017 | 6,598 Operations |
| | 962 Instrument Operations |
| | 371 Peak Day |
| February, 2016 | 7,789 Operations |
| | 672 Instrument Operations |
| | 490 Peak Day |
| January 2017 - February 2017 | 10,137 Operations |
| January 2016 - February 2016 | 12,211 Operations |
| January 2015 - February 2015 | 14,051 Operations |

FUEL FLOWAGE

| | |
|------------------------------|-----------------|
| February, 2017 | 588,072 Gallons |
| February, 2016 | 136,763 Gallons |
| January 2017 - February 2017 | 703,146 Gallons |
| January 2016 - February 2016 | 216,983 Gallons |
| January 2015 - February 2015 | 365,132 Gallons |

| | | Avflight | |
|--------|-----------------|------------------------|---------------------------|
| KSU-S | Avflight Salina | Military/Gov't Portion | Self-fuel Station Portion |
| 12,262 | 575,810 | 461,371 | 926 |
| 12,471 | 124,292 | 11,855 | 890 |
| 18,415 | 684,731 | 477,603 | 1,209 |
| 18,098 | 198,885 | 15,321 | 1,309 |
| 16,940 | 348,192 | 119,201 | 960 |

Great Lakes

ENPLANEMENTS

DEPLANEMENTS

TOTAL

| | | | |
|----------------|----------------|----------------|-------|
| February, 2017 | 641 Passengers | 676 Passengers | 1,317 |
| February, 2016 | 0 Passengers | | |

| | |
|------------------------------|------------------|
| January 2017 - February 2017 | 1,202 Passengers |
| January 2016 - February 2016 | 36 Passengers |
| January 2015 - February 2015 | 216 Passengers |

ENPLANEMENTS - Charter Flights

| | |
|----------------|----------------|
| February, 2017 | 703 Passengers |
| February, 2016 | 0 Passengers |

| | |
|------------------------------|----------------|
| January 2017 - February 2017 | 862 Passengers |
| January 2016 - February 2016 | 0 Passengers |
| January 2015 - February 2015 | 419 Passengers |

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

| | |
|----------------|------------------|
| February, 2017 | 1,344 Passengers |
| February, 2016 | 0 Passengers |

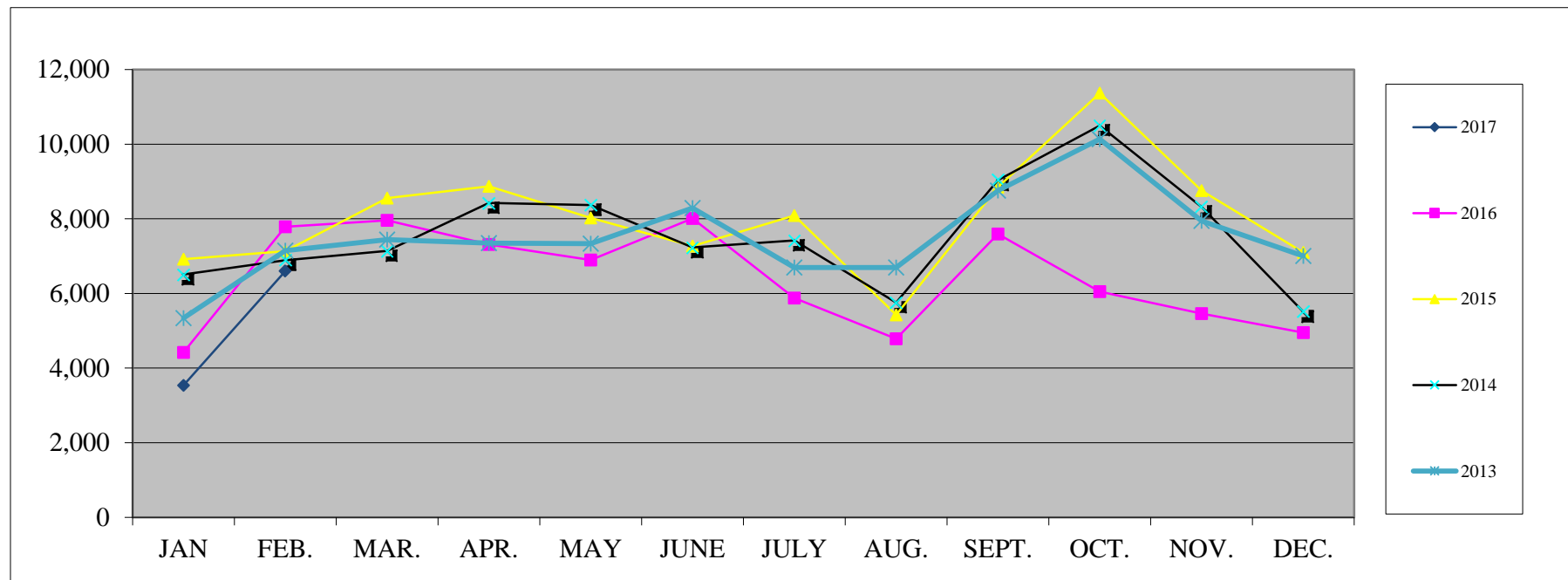
| | |
|------------------------------|------------------|
| January 2017 - February 2017 | 2,064 Passengers |
| January 2016 - February 2016 | 36 Passengers |
| January 2015 - February 2015 | 635 Passengers |

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 | 25 | 2,062 | 751 | 831 | 3,669 | 2,553 | 376 | 2,929 | 6,598 |
| March, 17 | | | | | | | | | |
| April, 17 | | | | | | | | | |
| May, 17 | | | | | | | | | |
| June, 17 | | | | | | | | | |
| July, 17 | | | | | | | | | |
| August, 17 | | | | | | | | | |
| September, 17 | | | | | | | | | |
| October, 17 | | | | | | | | | |
| November, 17 | | | | | | | | | |
| December, 17 | | | | | | | | | |
| | | | | | | | | | |
| Totals January - February | 30 | 3,216 | 1,336 | 972 | 5,554 | 3,991 | 592 | 4,583 | 10,137 |
| | | | | | | | | | |
| 2016 | | | | | | | | | |
| 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 | | | | | | | | | |
| April, 16 | | | | | | | | | |
| May, 16 | | | | | | | | | |
| June, 16 | | | | | | | | | |
| July, 16 | | | | | | | | | |
| August, 16 | | | | | | | | | |
| September, 16 | | | | | | | | | |
| October, 16 | | | | | | | | | |
| November, 16 | | | | | | | | | |
| December, 16 | | | | | | | | | |
| | | | | | | | | | |
| Totals January - February | 83 | 3,112 | 1,714 | 296 | 5,205 | 6,566 | 440 | 7,006 | 12,211 |
| | | | | | | | | | |
| Difference | -53 | 104 | -378 | 676 | 349 | -2,575 | 152 | -2,423 | -2,074 |
| | | | | | | | | | |
| YTD % Change | -64% | 3% | -22% | 228% | 7% | -39% | 35% | -35% | -17% |

AIR TRAFFIC

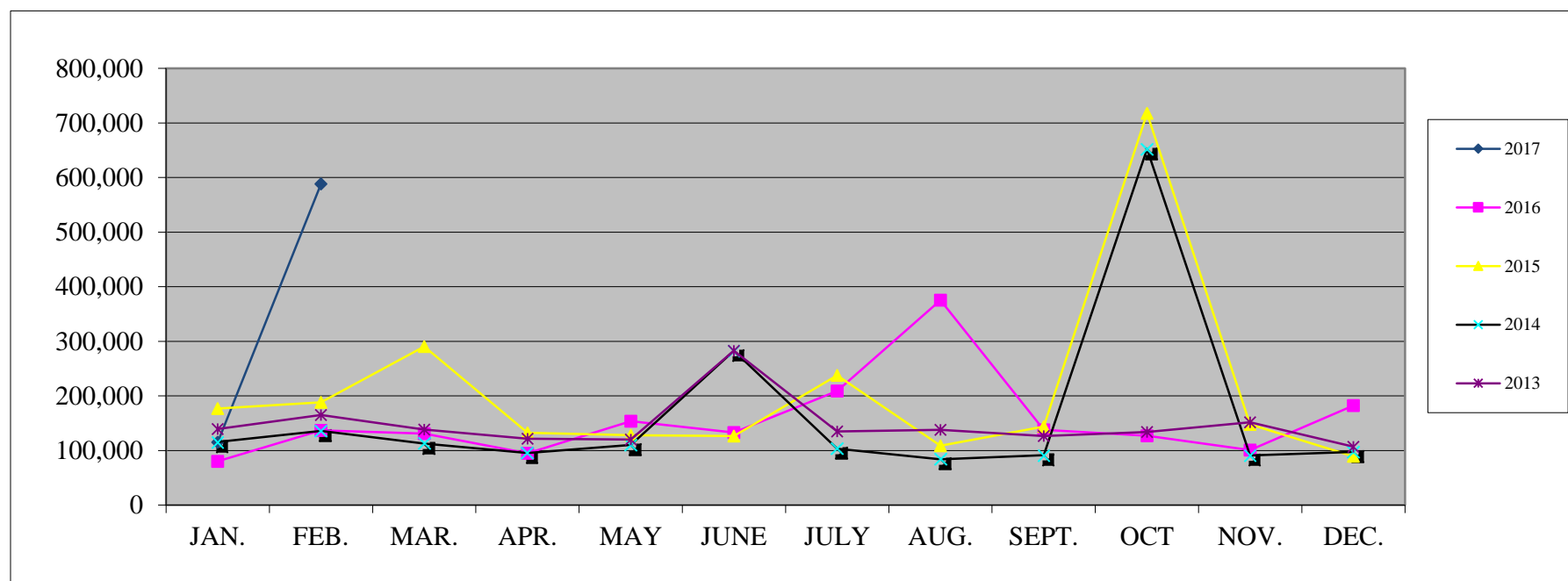
| | <u>JAN</u> | <u>FEB.</u> | <u>MAR.</u> | <u>APR.</u> | <u>MAY</u> | <u>JUNE</u> | <u>JULY</u> | <u>AUG.</u> | <u>SEPT.</u> | <u>OCT.</u> | <u>NOV.</u> | <u>DEC.</u> | <u>TOTAL</u> |
|-------------|------------|--------------|-------------|-------------|------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|---------------|
| 2017 | 3,539 | 6,598 | | | | | | | | | | | 10,137 |
| 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

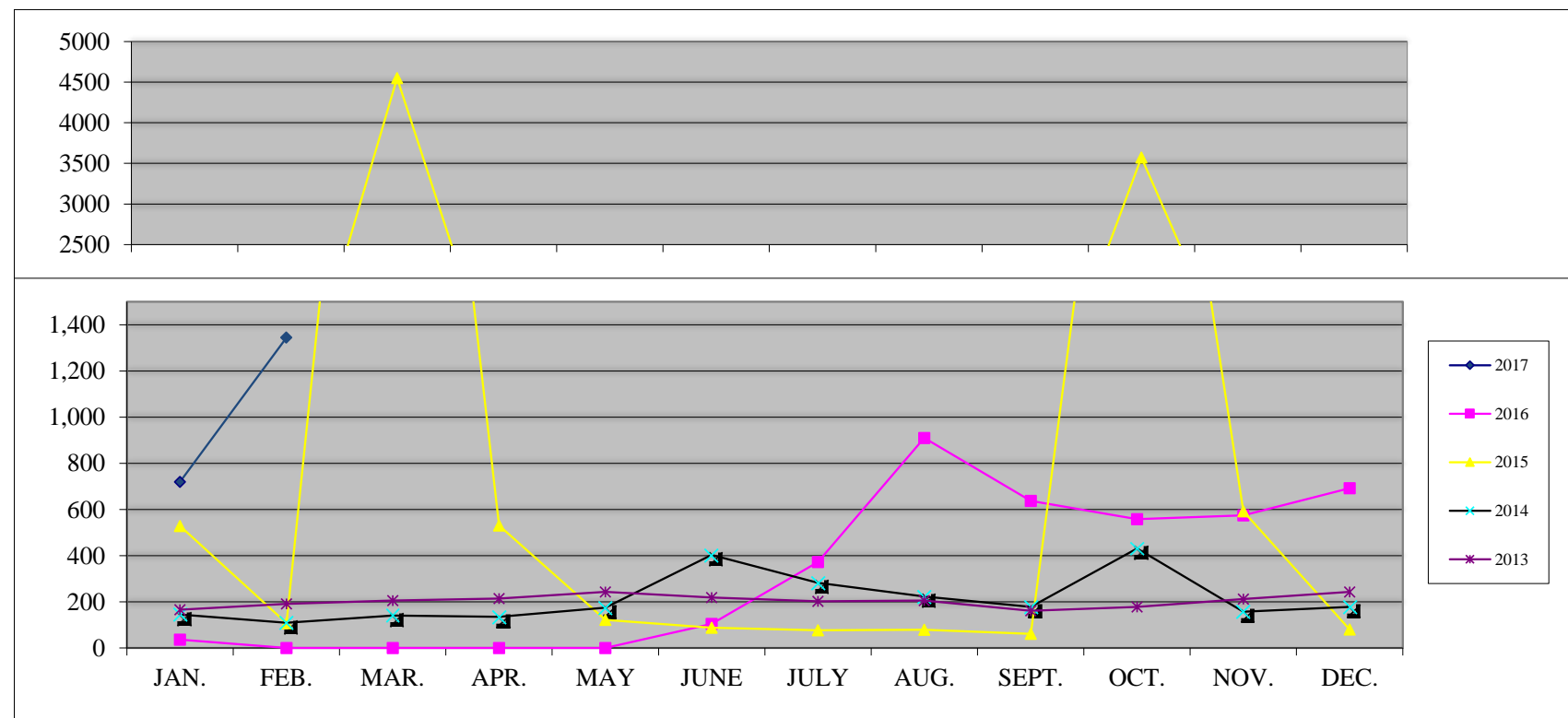
Gallons of Fuel Sold at SLN

| | <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 | 115,075 | 588,072 | | | | | | | | | | | 703,147 |
| 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 | 720 | 1,344 | | | | | | | | | | | | 2,064 |
| 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 February 28, 2017

| | Feb 28, 17 | Jan 31, 17 | \$ Change | Feb 29, 16 | \$ Change | % Change |
|--|--------------------------|--------------------------|------------------------|--------------------------|------------------------|-------------------|
| ASSETS | | | | | | |
| Current Assets | | | | | | |
| Checking/Savings | | | | | | |
| Cash in Bank - Bond Funds | 565,600 | 565,526 | 73 | 319,244 | 246,356 | 77% |
| Cash in bank & Petty Cash-Op | 860,175 | 1,283,692 | -423,517 | 811,883 | 48,291 | 6% |
| Total Checking/Savings | <u>1,425,774</u> | <u>1,849,218</u> | <u>-423,444</u> | <u>1,131,127</u> | <u>294,647</u> | <u>26%</u> |
| Accounts Receivable | | | | | | |
| Accounts Receivable | 208,604 | 129,504 | 79,100 | 138,029 | 70,575 | 51% |
| Total Accounts Receivable | <u>208,604</u> | <u>129,504</u> | <u>79,100</u> | <u>138,029</u> | <u>70,575</u> | <u>51%</u> |
| Other Current Assets | | | | | | |
| Agri Land Receivable | 56,000 | 56,000 | 0 | 58,000 | -2,000 | -4% |
| Mill Levy receivable | 1,001,767 | 1,001,767 | 0 | 954,633 | 47,133 | 5% |
| Other current assets | 138,159 | 141,342 | -3,183 | 142,309 | -4,150 | -3% |
| Total Other Current Assets | <u>1,195,926</u> | <u>1,199,109</u> | <u>-3,183</u> | <u>1,154,943</u> | <u>40,984</u> | <u>4%</u> |
| Total Current Assets | <u>2,830,304</u> | <u>3,177,831</u> | <u>-347,527</u> | <u>2,424,099</u> | <u>406,205</u> | <u>17%</u> |
| Fixed Assets | | | | | | |
| Fixed assets at cost | 83,569,197 | 83,537,390 | 31,808 | 82,191,777 | 1,377,420 | 2% |
| Less accumulated depreciation | -39,855,278 | -39,630,713 | -224,565 | -37,204,523 | -2,650,755 | -7% |
| Total Fixed Assets | <u>43,713,919</u> | <u>43,906,677</u> | <u>-192,757</u> | <u>44,987,254</u> | <u>-1,273,335</u> | <u>-3%</u> |
| Other Assets | | | | | | |
| Other assets | 22,928 | 24,871 | -1,943 | 4,675 | 18,253 | 390% |
| Total Other Assets | <u>22,928</u> | <u>24,871</u> | <u>-1,943</u> | <u>4,675</u> | <u>18,253</u> | <u>390%</u> |
| TOTAL ASSETS | <u>46,567,152</u> | <u>47,109,379</u> | <u>-542,227</u> | <u>47,416,028</u> | <u>-848,876</u> | <u>-2%</u> |
| LIABILITIES & EQUITY | | | | | | |
| Liabilities | | | | | | |
| Current Liabilities | | | | | | |
| Accounts Payable | | | | | | |
| Accounts payable | 138,350 | 109,320 | 29,030 | 156,833 | -18,483 | -12% |
| Total Accounts Payable | <u>138,350</u> | <u>109,320</u> | <u>29,030</u> | <u>156,833</u> | <u>-18,483</u> | <u>-12%</u> |
| Credit Cards | | | | | | |
| Sam's Club Discover | 0 | -40 | 40 | 0 | 0 | 0% |
| VISA - Sunflower Bank, N.A. - S | 0 | 0 | 0 | 275 | -275 | -100% |
| Total Credit Cards | <u>0</u> | <u>-40</u> | <u>40</u> | <u>275</u> | <u>-275</u> | <u>-100%</u> |
| Other Current Liabilities | | | | | | |
| Accrued debt interest payable | 10,053 | 399,080 | -389,027 | 207 | 9,845 | 4,746% |
| Debt, current portion | 1,065,000 | 1,065,000 | 0 | 1,109,894 | -44,894 | -4% |
| Deferred Agri Land Revenue | 46,667 | 51,333 | -4,667 | 48,333 | -1,667 | -4% |
| Deferred Mill Levy revenue | 1,733,125 | 1,905,781 | -172,656 | 1,659,282 | 73,843 | 5% |
| Other current liabilities | 191,691 | 181,006 | 10,685 | 188,085 | 3,606 | 2% |
| Total Other Current Liabilities | <u>3,046,535</u> | <u>3,602,200</u> | <u>-555,665</u> | <u>3,005,801</u> | <u>40,734</u> | <u>1%</u> |
| Total Current Liabilities | <u>3,184,885</u> | <u>3,711,480</u> | <u>-526,595</u> | <u>3,162,908</u> | <u>21,977</u> | <u>1%</u> |
| Long Term Liabilities | | | | | | |
| Capital Lease Payable | 0 | 0 | 0 | 28,301 | -28,301 | -100% |
| Debt - Long Term | 22,423,656 | 22,423,656 | 0 | 22,821,794 | -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 | 40,452 | 4,452 | 11% |
| Total Long Term Liabilities | <u>21,403,560</u> | <u>21,403,560</u> | <u>0</u> | <u>21,780,653</u> | <u>-377,093</u> | <u>-2%</u> |
| Total Liabilities | <u>24,588,445</u> | <u>25,115,040</u> | <u>-526,595</u> | <u>24,943,562</u> | <u>-355,116</u> | <u>-1%</u> |
| Equity | | | | | | |
| Invested in Capital Assets net | 21,290,263 | 21,457,776 | -167,513 | 22,131,901 | -841,638 | -4% |
| Net assets, Designated | 90,000 | 90,000 | 0 | 90,000 | 0 | 0% |
| Net assets, Unrestricted | 773,243 | 605,730 | 167,513 | 569,765 | 203,478 | 36% |
| Net Income | -174,800 | -159,168 | -15,632 | -319,199 | 144,400 | 45% |
| Total Equity | <u>21,978,706</u> | <u>21,994,339</u> | <u>-15,632</u> | <u>22,472,467</u> | <u>-493,760</u> | <u>-2%</u> |
| TOTAL LIABILITIES & EQUITY | <u>46,567,152</u> | <u>47,109,379</u> | <u>-542,227</u> | <u>47,416,028</u> | <u>-848,876</u> | <u>-2%</u> |

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03/10/17

Accrual Basis

Salina Airport Authority
Profit & Loss Budget Performance
February 2017

| | Feb 17 | Budget | \$ Over Budget | % of Budget | Jan - Feb 17 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|-------------------------------|---------|---------|----------------|-------------|--------------|------------|----------------|-------------|---------------|
| Ordinary Income/Expense | | | | | | | | | |
| Income | | | | | | | | | |
| Airfield revenue | | | | | | | | | |
| Fuel Flowage Fees | 44,635 | 18,500 | 26,135 | 241% | 53,369 | 27,000 | 26,369 | 198% | 158,000 |
| Hangar rent | 95,458 | 85,000 | 10,458 | 112% | 114,231 | 110,000 | 4,231 | 104% | 520,000 |
| Landing fees | 2,894 | 542 | 2,352 | 534% | 4,179 | 1,083 | 3,095 | 386% | 6,500 |
| Ramp rent | 4,084 | 4,167 | -83 | 98% | 8,168 | 8,333 | -165 | 98% | 50,000 |
| Total Airfield revenue | 147,070 | 108,208 | 38,862 | 136% | 179,947 | 146,417 | 33,530 | 123% | 734,500 |
| Building and land rent | | | | | | | | | |
| Agri land rent | 4,667 | 4,667 | 0 | 100% | 9,333 | 9,333 | -0 | 100% | 56,000 |
| Building rents | | | | | | | | | |
| Short-term leasing | 20,615 | 7,445 | 13,170 | 277% | 42,577 | 14,890 | 27,687 | 286% | 89,340 |
| Building rents - Other | 63,051 | 65,375 | -2,323 | 96% | 127,075 | 130,749 | -3,674 | 97% | 784,494 |
| Total Building rents | 83,666 | 72,820 | 10,847 | 115% | 169,652 | 145,639 | 24,013 | 116% | 873,834 |
| Land rent | | | | | | | | | |
| Basic Land Rent | 7,811 | 8,096 | -285 | 96% | 15,074 | 16,192 | -1,118 | 93% | 97,150 |
| Property tax - tenant share | 10,000 | 10,000 | 0 | 100% | 20,000 | 20,000 | 0 | 100% | 120,000 |
| Total Land rent | 17,811 | 18,096 | -285 | 98% | 35,074 | 36,192 | -1,118 | 97% | 217,150 |
| Tank rent | 808 | 792 | 16 | 102% | 1,616 | 1,583 | 33 | 102% | 9,500 |
| Total Building and land rent | 106,952 | 96,374 | 10,578 | 111% | 215,675 | 192,748 | 22,927 | 112% | 1,156,484 |
| Other revenue | | | | | | | | | |
| Airport Marketing | 3,892 | 4,000 | -108 | 97% | 11,907 | 8,000 | 3,907 | 149% | 48,000 |
| Commissions | 453 | 1,917 | -1,463 | 24% | 2,273 | 3,833 | -1,560 | 59% | 23,000 |
| Other income | 3,683 | 3,750 | -67 | 98% | 4,430 | 7,500 | -3,070 | 59% | 45,000 |
| Total Other revenue | 8,029 | 9,667 | -1,638 | 83% | 18,611 | 19,333 | -723 | 96% | 116,000 |
| Total Income | 262,051 | 214,249 | 47,802 | 122% | 414,232 | 358,498 | 55,734 | 116% | 2,006,984 |
| Gross Profit | 262,051 | 214,249 | 47,802 | 122% | 414,232 | 358,498 | 55,734 | 116% | 2,006,984 |
| Expense | | | | | | | | | |
| Administrative expenses | | | | | | | | | |
| A/E, consultants, brokers | 0 | 1,250 | -1,250 | 0% | 0 | 2,500 | -2,500 | 0% | 15,000 |
| Airport promotion | 4,413 | 4,833 | -420 | 91% | 12,518 | 9,667 | 2,852 | 129% | 58,000 |
| Computer/Network Admin. | -1,100 | 1,125 | -2,225 | -98% | 532 | 2,250 | -1,718 | 24% | 13,500 |
| Dues and subscriptions | 670 | 2,083 | -1,413 | 32% | 2,491 | 4,167 | -1,675 | 60% | 25,000 |
| Employee retirement | 4,920 | 5,583 | -663 | 88% | 9,716 | 11,167 | -1,451 | 87% | 67,000 |
| FICA and medicare tax expense | 4,330 | 4,667 | -336 | 93% | 8,606 | 9,333 | -727 | 92% | 56,000 |
| Industrial development | 0 | 0 | 0 | 0% | 6,250 | 6,250 | 0 | 100% | 25,000 |
| Insurance , property | 13,025 | 12,500 | 525 | 104% | 18,550 | 25,000 | -6,450 | 74% | 150,000 |
| Insurance, medical | 16,697 | 14,167 | 2,530 | 118% | 32,523 | 28,333 | 4,190 | 115% | 170,000 |
| Kansas unemployment tax | 0 | 83 | -83 | 0% | 0 | 167 | -167 | 0% | 1,000 |
| Legal and accounting | 1,092 | 2,667 | -1,575 | 41% | 3,743 | 5,333 | -1,591 | 70% | 32,000 |
| Office salaries | 32,660 | 37,387 | -4,727 | 87% | 65,454 | 74,774 | -9,320 | 88% | 448,645 |
| Office Supplies | 0 | 567 | -567 | 0% | 820 | 1,133 | -314 | 72% | 6,800 |
| Other administrative expense | 395 | 417 | -22 | 95% | 1,937 | 833 | 1,104 | 232% | 5,000 |
| Postage | 32 | 250 | -218 | 13% | 432 | 500 | -68 | 86% | 3,000 |
| Property tax expense | 13,333 | 13,333 | 0 | 100% | 26,667 | 26,667 | -0 | 100% | 160,000 |
| Special Events | 0 | 83 | -83 | 0% | 0 | 167 | -167 | 0% | 1,000 |
| Telephone | 1,742 | 1,378 | 364 | 126% | 2,819 | 2,756 | 63 | 102% | 16,538 |
| Training | 0 | 667 | -667 | 0% | 0 | 1,333 | -1,333 | 0% | 8,000 |
| Travel and meetings | 256 | 833 | -577 | 31% | 478 | 1,667 | -1,189 | 29% | 10,000 |
| Total Administrative expenses | 92,466 | 103,874 | -11,407 | 89% | 193,536 | 213,998 | -20,462 | 90% | 1,271,483 |
| Maintenance expenses | | | | | | | | | |
| Airfield maintenance | 11 | 2,083 | -2,073 | 1% | 1,079 | 4,167 | -3,088 | 26% | 25,000 |
| Airport Security | 0 | 42 | -42 | 0% | 0 | 83 | -83 | 0% | 500 |
| Building maintenance | 6,138 | 3,750 | 2,388 | 164% | 17,031 | 7,500 | 9,531 | 227% | 45,000 |
| Equipment fuel and repairs | 1,478 | 4,542 | -3,064 | 33% | 6,074 | 9,083 | -3,009 | 67% | 54,500 |
| Fire Services | 0 | 1,250 | -1,250 | 0% | 0 | 2,500 | -2,500 | 0% | 15,000 |
| Grounds maintenance | 583 | 292 | 291 | 200% | 583 | 583 | -1 | 100% | 3,500 |
| Maintenance salaries | 24,931 | 27,117 | -2,185 | 92% | 48,932 | 54,233 | -5,301 | 90% | 325,400 |
| Other maintenance expenses | 2,552 | 1,458 | 1,094 | 175% | 3,420 | 2,917 | 503 | 117% | 17,500 |
| Snow removal expense | 0 | 1,667 | -1,667 | 0% | 514 | 3,333 | -2,819 | 15% | 20,000 |
| Utilities | 19,815 | 16,667 | 3,148 | 119% | 59,542 | 33,333 | 26,209 | 179% | 200,000 |
| Total Maintenance expenses | 55,507 | 58,867 | -3,360 | 94% | 137,176 | 117,734 | 19,442 | 117% | 706,400 |
| Total Expense | 147,973 | 162,740 | -14,767 | 91% | 330,712 | 331,732 | -1,020 | 100% | 1,977,883 |
| Net Ordinary Income | 114,077 | 51,509 | 62,569 | 221% | 83,520 | 26,766 | 56,754 | 312% | 29,101 |

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Accrual Basis

Salina Airport Authority
Profit & Loss Budget Performance
February 2017

| | Feb 17 | Budget | \$ Over Budget | % of Budget | Jan - Feb 17 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|---------------------------------|----------|---------|----------------|-------------|--------------|------------|----------------|-------------|---------------|
| Other Income/Expense | | | | | | | | | |
| Other Income | | | | | | | | | |
| Capital contributed | 0 | 340,723 | -340,723 | 0% | 0 | 681,446 | -681,446 | 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 | 86 | 83 | 2 | 103% | 174 | 167 | 7 | 104% | 1,000 |
| Interest income - Other | 0 | 0 | 0 | 0% | 0 | 0 | 0 | 0% | 0 |
| Total Interest income | 86 | 83 | 2 | 103% | 174 | 167 | 7 | 104% | 1,000 |
| Mill levy income | 172,656 | 172,656 | 0 | 100% | 346,410 | 345,312 | 1,097 | 100% | 2,071,873 |
| Total Other Income | 172,742 | 513,462 | -340,721 | 34% | 346,583 | 1,026,925 | -680,342 | 34% | 6,176,550 |
| Other Expense | | | | | | | | | |
| Debt interest expense net | | | | | | | | | |
| Interest Expense on Debt | 77,886 | 77,886 | 0 | 100% | 155,773 | 155,773 | 0 | 100% | 934,635 |
| Total Debt interest expense net | 77,886 | 77,886 | 0 | 100% | 155,773 | 155,773 | 0 | 100% | 934,635 |
| Depreciation expense | 224,565 | 224,565 | 0 | 100% | 449,130 | 449,130 | 0 | 100% | 2,694,780 |
| Total Other Expense | 302,451 | 302,451 | 0 | 100% | 604,903 | 604,903 | 0 | 100% | 3,629,415 |
| Net Other Income | -129,710 | 211,011 | -340,721 | -61% | -258,319 | 422,023 | -680,342 | -61% | 2,547,135 |
| Net Income | -15,632 | 262,520 | -278,152 | -6% | -174,800 | 448,789 | -623,588 | -39% | 2,576,236 |

Salina Airport Authority
Capital Additions Budget vs. Actual
As of February 28, 2017

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03/10/2017
Accrual Basis

| | Feb 17 | Jan - Feb 17 | Annual Budget | +/- Annual Budget | % of Annual Budget |
|--------------------------------------|--------|--------------|---------------|-------------------|--------------------|
| ASSETS | | | | | |
| Fixed Assets | | | | | |
| Fixed assets at cost | | | | | |
| Airfield | | | | | |
| AIP-36 Txy E Rehab Const. Ph 1 | | 22,594 | 1,644,825 | -1,622,231 | 1% |
| 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 | 6,241 | 6,241 | 40,500 | -34,259 | 15% |
| KAIP - 17/35 Slurry Seal | | 0 | 180,000 | -180,000 | 0% |
| Total Airfield | 6,241 | 28,835 | 3,916,708 | -3,887,873 | 1% |
| Buildings & Improvements | | | | | |
| Building improvements | | | | | |
| Bldg. Imps. Other | 6,214 | 8,067 | 17,500 | -9,433 | 46% |
| Bldg. Roofing Systems | 0 | 0 | 10,000 | -10,000 | 0% |
| Hangar #509 Imps. | 0 | 0 | 10,000 | -10,000 | 0% |
| Hangar 600 Development | | | | | |
| Hangar 600 - Other | 1,780 | 3,680 | 10,000 | -6,320 | 37% |
| Total Hangar 600 Development | 1,780 | 3,680 | 10,000 | -6,320 | 37% |
| Hangar 606 Rehabilitation | 5,007 | 5,007 | 10,000 | -4,993 | 50% |
| Hangar 959 Rehabilitation | 0 | 5,350 | 31,000 | -25,650 | 17% |
| Total Building improvements | 13,001 | 22,104 | 88,500 | -66,396 | 25% |
| FBO Improvements | | | | | |
| Avflight North | 0 | 0 | 5,000 | -5,000 | 0% |
| Total FBO Improvements | 0 | 0 | 5,000 | -5,000 | 0% |
| Terminal building improvements | | | | | |
| 2015 Terminal Bldg. Remodel | 1,590 | 3,374 | 5,000 | -1,626 | 67% |
| 2nd Floor Remodel-SAA Admin Ofc | 63 | 63 | 2,500 | -2,437 | 3% |
| Terminal Bldg. Other | 0 | 0 | 47,000 | -47,000 | 0% |
| Total Terminal building improvements | 1,653 | 3,437 | 54,500 | -51,063 | 6% |
| Total Buildings & Improvements | 14,654 | 25,541 | 148,000 | -122,459 | 17% |
| Equipment | | | | | |
| Communications equipment | 0 | 0 | 5,000 | -5,000 | 0% |
| Computer equipment | 11,220 | 11,220 | 15,000 | -3,780 | 75% |
| Total Equipment | 11,220 | 11,220 | 20,000 | -8,780 | 56% |
| Land | | | | | |
| Airport Indust. Cent. Imps. | 0 | 0 | 500 | -500 | 0% |
| Environmental | | | | | |
| Environmental - SAFB | 49 | 378 | 20,000 | -19,622 | 2% |
| Total Environmental | 49 | 378 | 20,000 | -19,622 | 2% |
| Rail Spur Imps. | 0 | 0 | 30,000 | -30,000 | 0% |
| West Beechcraft Road Imps. | 0 | 0 | 25,000 | -25,000 | 0% |
| Total Land | 49 | 378 | 75,500 | -75,122 | 1% |
| Total Fixed assets at cost | 32,164 | 65,974 | 4,160,208 | -4,094,234 | 2% |

Salina Airport Authority

Significant Capital Expenditures Detail

February 2017

| Type | Date | Name | Memo | Amount | Balance |
|--|------------|---------------------------------------|---|------------------|------------------|
| Fixed assets at cost | | | | | |
| Airfield | | | | | |
| Airfield Improvements | | | | | |
| Bill | 02/08/2017 | MHC Kenworth | PN# 2213720 - Power steering pump and parts (Ashkosh s... | 6,240.86 | 6,240.86 |
| | | Total Airfield Improvements | | 6,240.86 | 6,240.86 |
| | | Total Airfield | | 6,240.86 | 6,240.86 |
| Buildings & Improvements | | | | | |
| Building improvements | | | | | |
| Bldg. Imps. Other | | | | | |
| Bill | 02/10/2017 | Nex-Tech Communications, ... | | 6,213.53 | 6,213.53 |
| | | Total Bldg. Imps. Other | | 6,213.53 | 6,213.53 |
| Hangar 600 Development | | | | | |
| Hangar 600 - Other | | | | | |
| Bill | 02/06/2017 | Helm Electric | H600 - Installed Kedo Thermostats | 1,780.00 | 1,780.00 |
| | | Total Hangar 600 - Other | | 1,780.00 | 1,780.00 |
| | | Total Hangar 600 Development | | 1,780.00 | 1,780.00 |
| Hangar 606 Rehabilitation | | | | | |
| Bill | 02/10/2017 | Nex-Tech Communications, ... | | 5,006.80 | 5,006.80 |
| | | Total Hangar 606 Rehabilitation | | 5,006.80 | 5,006.80 |
| | | Total Building improvements | | 13,000.33 | 13,000.33 |
| Terminal building improvements | | | | | |
| 2015 Terminal Bldg. Remodel | | | | | |
| Bill | 02/28/2017 | Design Central, Inc. | Pub Tables and Bar Stools (2 Sets) for lobby and secure ho... | 1,590.00 | 1,590.00 |
| | | Total 2015 Terminal Bldg. Remodel | | 1,590.00 | 1,590.00 |
| 2nd Floor Remodel-SAA Admin Ofc | | | | | |
| Bill | 02/13/2017 | Lowe's Business Account | B120 2nd Floor Remodel supplies | 35.96 | 35.96 |
| Bill | 02/14/2017 | Lowe's Business Account | B120 2nd Floor Remodel supplies | 27.04 | 63.00 |
| | | Total 2nd Floor Remodel-SAA Admin Ofc | | 63.00 | 63.00 |
| | | Total Terminal building improvements | | 1,653.00 | 1,653.00 |
| | | Total Buildings & Improvements | | 14,653.33 | 14,653.33 |
| Equipment | | | | | |
| Computer equipment | | | | | |
| Bill | 02/10/2017 | Nex-Tech Communications, ... | H606 Network Upgrades | 5,006.81 | 5,006.81 |
| Bill | 02/10/2017 | Nex-Tech Communications, ... | H509 Network Upgrades | 6,213.52 | 11,220.33 |
| | | Total Computer equipment | | 11,220.33 | 11,220.33 |
| | | Total Equipment | | 11,220.33 | 11,220.33 |
| Land | | | | | |
| Environmental | | | | | |
| Environmental - SAFB | | | | | |
| Bill | 02/28/2017 | Clark, Mize & Linville | Env. legal fees - Feb 2017 | 48.90 | 48.90 |
| | | Total Environmental - SAFB | | 48.90 | 48.90 |
| | | Total Environmental | | 48.90 | 48.90 |
| | | Total Land | | 48.90 | 48.90 |
| | | Total Fixed assets at cost | | 32,163.42 | 32,163.42 |
| TOTAL | | | | 32,163.42 | 32,163.42 |

Commercial Property / Liability Insurance Expense Analysis 2012-2016

Revised 11-10-16

| | 2013 Actual | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Quoted / Invoiced | +/- Expiring | % Expiring |
|--|-------------------|-------------------|-------------------|-------------------|---------------------------|-------------------|--------------|
| Commercial Property | | | | | | | |
| Invoiced / Quoted | 93,988.50 | 93,592.95 | 101,296.50 | 100,659.00 | 97,836.00 | (2,823.00) | -2.8% |
| Inland Marine | 2,605.00 | 3,020.00 | 2,907.00 | 3,028.00 | 3,007.00 | (21.00) | -0.7% |
| Inland Marine Audit | 676.00 | | | | | | |
| Remove Bldg. 394 | | | | (225.25) | | | |
| Increase value at H606 | | | | | | | |
| Amended property coverage credit | | | | | | | |
| Addition of Bldg. 702 (ARFF Station) | | | | | | | |
| ¹ Addition \$26,637,145 (HBC vacated facilities) | 7,991.17 | | | | | | |
| ² Traveler's return premium | | | | | | | |
| Return premium (H713 & H724 move to ACV) | | | (2,797.35) | - | | | |
| Return commission from Lockton on property (terrorism) coverage | (750.00) | | | | | | |
| Total Commercial Property Insurance Expense | 104,510.67 | 96,612.95 | 101,406.15 | 103,461.75 | 100,843.00 | (2,618.75) | -2.5% |
| ³ Auto Policy | | | | | | | |
| Invoiced / Quoted | 15,927.00 | 16,155.00 | 15,610.00 | 16,326.00 | 14,577.00 | (1,749.00) | -10.7% |
| Commission Deleted | | (2,389.05) | | | | | |
| Add DRMO Dump Truck | | | 307.00 | | | | |
| Add vehicles to policy | | | | | | | |
| Delete sold vehicles | | | | (1,715.00) | - | | |
| Total Commercial Auto Policy Expense | 15,927.00 | 13,765.95 | 15,917.00 | 14,611.00 | 14,577.00 | (34.00) | -0.2% |
| ⁴ Commercial Aviation and General Liability (Airport & Industrial Center Liability), including hangarkeeper's | | | | | | | |
| Invoiced / Quoted | 10,220.00 | 5,867.00 | 2,538.00 | 2,538.00 | 2,538.00 | - | 0.0% |
| Public Officials Errors and Omissions | | | | | | | |
| Invoiced / Quoted | 4,775.58 | 5,586.78 | 5,598.30 | 5,692.38 | 5,839.00 | 146.62 | 2.6% |
| Worker's Compensation | | | | | | | |
| Invoiced / Quoted | 9,101.00 | 10,556.00 | 9,774.60 | 7,355.70 | 6,980.00 | (375.70) | -5.1% |
| Return of commission | | (1,913.05) | | | | - | |
| Workers' comp audit & mod rating credit | (2,094.00) | (1,556.00) | (1,609.20) | (1,707.00) | | 1,707.00 | -100.0% |
| Workers Comp KS Rate Change or Dividend | | | (792.90) | (380.00) | | 380.00 | -100.0% |
| Total Worker's Compensation Expense | 7,007.00 | 7,086.95 | 7,372.50 | 5,268.70 | 6,980.00 | 1,711.30 | 32.5% |
| UST Liability | | | | | | | |
| Invoiced / Quoted | 2,112.00 | 1,900.80 | 1,900.80 | 1,900.80 | 1,425.60 | (475.20) | -25.0% |
| (Commission Deletion) | (211.20) | | | | | | |
| Crime | | | | | | | |
| Invoiced / Quoted | 1,115.20 | 1,115.20 | 1,120.80 | 1,084.60 | 1,085.00 | 0.40 | 0.0% |
| Above Ground Tank Liability (self-fuel station) | | | | | | | |
| ⁵ Invoiced / Quoted | 289.00 | 288.75 | - | - | - | - | |
| Other | | | | | | | |
| Notary Renewals | 50.00 | | | 50.00 | - | (50.00) | -100.0% |
| Terrorism (all lines except Aviation / GL) | | | | | | | |
| Invoiced / Quoted | | | | | | | |
| Total Property/Liability Insurance Premiums | 145,795.25 | 132,224.38 | 135,853.55 | 134,607.23 | 133,287.60 | (1,319.63) | -1.0% |
| ⁶ Broker Fee (SIG 2010-2012; Lockton 2013-2017) | 16,500.00 | 16,500.00 | 16,500.00 | 17,000.00 | 17,500.00 | 500.00 | 2.9% |
| Risk Manager Fee (Charlesworth) | 6,600.00 | 6,600.00 | 6,600.00 | 6,600.00 | 6,600.00 | - | 0.0% |
| Total Property/Liability Insurance Premiums & Fees | 168,895.25 | 155,324.38 | 158,953.55 | 158,207.23 | 157,387.60 | (819.63) | -0.5% |
| Commercial Property Insured Billed as Additional Tenant Rental | | | | | | | |
| Rental | (9,443.09) | (10,175.77) | (13,448.99) | (15,347.81) | (15,531.60) | (183.79) | 1.2% |
| Previous Year Adjustments/Credits | | | | | | | |
| | | | | | | | |

Commercial Property / Liability Insurance Expense Analysis 2012-2016

Revised 11-10-16

| | 2013 Actual | 2014 Actual | 2015 Actual | 2016 Actual | 2017 Quoted / Invoiced | +/- Expiring | % Expiring |
|---|-------------|-------------|-------------|-------------|---------------------------|--------------|------------|
| Net Property/Liability Insurance Expense | 159,452.16 | 145,148.61 | 145,504.56 | 142,859.42 | 141,856.00 | (1,003.42) | -0.7% |
| Budget | 155,000.00 | 155,000.00 | 155,000.00 | 150,000.00 | 150,000.00 | - | 0.0% |
| +/- Actual vs. Budget | 4,452.16 | (9,851.39) | (9,495.44) | (7,140.58) | (8,144.00) | (1,003.42) | 14.1% |
| NATA Good Experience Return | | | | | | | |
| KS UST Policy Dividend | (524.10) | (907.20) | (71.25) | | | - | |
| Net Property/Liability Insurance Expense After Returns & Dividends | 158,928.06 | 144,241.41 | 145,433.31 | 142,859.42 | 141,856.00 | (1,003.42) | -0.7% |

Notes:

¹ The 10 HBC buildings have been added for a total limit of \$26,637,145 with a \$25,000 per occurrence deductible, subject to a 2% per loss (\$250,000 minimum) wind and hail deductible. The annual premium for the term March 1, 2012 – March 1, 2013 is \$47,947 (\$0.18 rate). The policy includes a 50% minimum earned premium. After 6-months the policy can be cancelled, but the return premium will be 90% of the unearned.
² Actual return premium for cancelling Traveler's policy on 1/1/13 on vacated HBC properties which is set to expire 2/28/12. Short rate penalty of \$1,195.05

³ For 2012 coverage, shifted ARFF 1 and 2 from inland marine to auto schedule for both physical damage and liability.

⁴ Increased g/l from \$1 million to \$2 million in 2013

⁵ No amount shown in 2011 for AST policy. 2010 policy was written from 10-15-10 to 1/01/12 to transfer renewal policy to a Jan 1 renewal date with other policies.

⁶ In 2012, note that 15% commission was built in for Cincinnati option in premiums and broker contract was terminated as of October 14, 2012.

⁷ Additional hangarkeeper's procured for Learjet a direct passthrough and not included in totals above.

| | |
|--|------------|
| Additional Hangarkeepers (Learjet) - Premiums Paid | 9,891.00 |
| Hangarkeeper's billed as additional Rental (Learjet) | (9,891.00) |

SALINA AIRPORT AUTHORITY
RESOLUTION 17-03

**A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS
OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS
AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AND
DIRECTING HOW SAID CHECKS ARE TO BE SIGNED:**

BE IT RESOLVED, that Sunflower Bank, N.A., UMB National Bank of America, First Bank Kansas, Bank of America, N.A., and Bennington State Bank, all of Salina, Kansas be and are hereby designated depositories of the Salina Airport Authority and that funds so deposited may be withdrawn upon a check, draft, note or other order of the Authority.

BE IT FURTHER RESOLVED, that all checks, drafts, notes or orders drawn against said accounts be signed by either the Chairman, Vice-Chairman, Secretary, Treasurer, or Past Chairman, and either the Executive Director, Director of Administration and Finance or Director of Facilities and Construction.

Katherine M. Platten
Brian Weisel
Kent Buer
Alan Eichelberger
Troy L. Vancil
Timothy F. Rogers, A.A.E.
Michelle R. Swanson, C.M.
Kenneth R. Bieker

Chairman
Vice-Chairman
Secretary
Treasurer
Past - Chairman
Executive Director
Director of Administration and Finance
Director of Facilities and Construction

BE IT FURTHER RESOLVED, that all of the above banks are authorized and directed to honor and charge to the account of the Authority all checks drawn against the account of the Authority which bear the actual signature of at least one of the above named persons and may bear the facsimile signatures of two of the other named persons, after specimens of such facsimile signatures have been filed with the above designated banks, unless such banks have been notified of the limitation or qualification upon the use of such specimen facsimile signatures by anyone of the aforesaid officers of the Authority.

BE IT FURTHER RESOLVED, that said banks are hereby authorized and directed to honor and pay all checks, drafts, notes or orders so drawn, whether such checks, drafts, notes or orders be payable to the order of any such person signing and/or countersigning said checks, drafts, notes or orders, or any of such persons in their individual capacities or not, and whether such checks, drafts, notes or orders are deposited to the individual credit of any of the other officers or not. This resolution shall continue in force and said banks may consider the facts concerning the holders of said office, respectively, and their signatures to be and continue as set forth in the certificate of the Secretary or Treasurer, accompanying a copy of this resolution when delivered to said banks or in any similar subsequent certificate, until written notice to the contrary is duly served on said banks.

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

Katherine M. Platten, Chairman



CERTIFICATION OF SECRETARY

I, Kent D. Buer, the duly appointed, qualified, Salina Airport Authority Secretary, Salina, Kansas, do hereby certify that the foregoing Resolution was duly adopted at a meeting of the Salina Airport Authority, Salina, Kansas held on the 15th day of March, 2017, 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 March, 2017.

Kent D. Buer, Secretary

