

DATE: July 14, 2017
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **July 19, 2017 Regular Board Meeting**

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

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending June 30, 2017. (Rogers and Swanson)

50 Years Ago – July, 1967 (Rogers)

The Airport Authority and Saline County Board of County Commissioners started negotiations for the sale of land to the County for use of a site to locate the County's road and bridge operations.

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 4,338 operations during June 2017 which was a 46% decrease as compared to the June 2016 total of 8,011. For the year-to-date, a total of 29,397 operations have occurred at the Salina Airport which is 31% less than the June 2016 YTD total of 42,394.

Airport Activity – Fuel Flowage (Rogers)

The June 2017 fuel flowage came in at 211,352 gallons which was 59% more than the June 2016 total of 132,964. For the year-to-date a total of 1,410,820 gallons has been delivered on the Airport which is 93% more than the 2016 YTD total of 729,020. Ongoing military charter and training activity have been significant factors for this year's increase in fuel flowage.

Airport Activity – Passenger Counts (Rogers)

Great Lakes recorded 1,673 total passengers during June 2017. June 2017 was a new peak month for DEN flights. The total subsidy per passenger for June was \$99 – a new monthly low.

Financial Reports – Comments and Notes (Swanson)

As we ended the first half of 2017, total YTD operating revenue continues to track ahead of budget by 6% which equates to \$148,523 ahead of the same period last year. The revenue high performers continue to include fuel flowage fees and short-term leasing activity.

Total administrative expenses at the end of June for the year-to-date arrived at 4% under budget while total maintenance expenses ended up 17% over budget. Combined, total operating expenses arrived 4% over budget or \$35,302. The increase in short-term leasing and FOL activity has contributed to additional

maintenance, cleaning and utility expenses as mentioned at the April board meeting. As compared to 2016, total operating expenses are up 10%.

Total net operating income before depreciation reached \$44,054 which is ahead of budget for the current year by \$27,492.

On July 12, the SAA closed on the Salina Airport Authority’s Taxable General Obligation Refunding Bonds, Series 2017-A and General Obligation Refunding Bonds, Series 2017-B. The applicable escrow accounts have been established for the defeased bonds and for distribution of the issuance costs. The new debt service schedules have been finalized and will be reviewed at the board meeting.

Financial Reports – June, 2017 Capital Additions/Payables Report Enclosed (Swanson)

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

**Salina Airport Authority
Account QuickReport
As of June 30, 2017**

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							8,994.70	
UMB Series 2015-A Proj Fund							8,994.70	
▶ Check	06/30/2017			Service Cha...	Other admini...	-12.00	8,982.70 ◀	
Deposit	06/30/2017			Interest	Interest incom...	0.37	8,983.07	
Total UMB Series 2015-A Proj Fund							-11.63	8,983.07
Total Cash in Bank - Bond Funds							-11.63	8,983.07
TOTAL							-11.63	8,983.07

**Salina Airport Authority
Account QuickReport
As of June 30, 2017**

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							327,601.60	
108-FBK Imp Fund Temp Note 2016							327,601.60	
▶ Deposit	06/30/2017			Interest	Interest incom...	57.92	327,659.52 ◀	
Total 108-FBK Imp Fund Temp Note 2016							57.92	327,659.52
Total Cash in Bank - Bond Funds							57.92	327,659.52
TOTAL							57.92	327,659.52

Short-term Leasing Activity

In June the SAA entered into a lease with Exide Technologies, Inc. for approximately 11 weeks at Bldg. 655. The warehouse lease for 56,961 sq. ft. lease rate is \$13,000 per month plus utilities. In addition, the SAA entered into a second 90- day lease for Bldg. 724 with AAL Organic. The lease area is 28,746 sq. ft. and the rental rate is \$4,675 per month plus utilities. The SAA is working with both tenants on longer-term arrangements.

Financial Reports – Accounts Receivable Past Due 31 days or more as of July 14, 2017 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
National Airlines	\$560	>90	Landing Fees
Schaulis, Brian	\$86	31-60	Hangar rent
Tischlerei	\$19,715	31>90	Rent, insurance, fin. chgs

Agenda Item #6 – Review of the Authority’s 2018 Debt Service Schedule and Capital Budgets.

(Rogers and Swanson)

At the meeting, Shelli and I will present the current versions of the Authority’s 2018 debt service and capital budgets. The 2018 debt service schedule has been finalized following completion of the 2017 bond refunding actions. We will be able to estimate mill levy funds needed for 2018 debt service.

The 2018 capital projects and budgets to be reviewed are:

- Airfield improvements
- Industrial Center improvements
- Building improvements
- Equipment purchases
- Land improvements

For each category, we will provide you a summary of projects, costs and funding source.

Agenda Item #7 – Review and Discussion of the Draft Small Community Air Service Development Program Grant Application. (Rogers and Swanson)

The U.S. Department of Transportation will accept Small Community Air Service Development Program grant applications yet this year. The program’s grant funds can be used for air service marketing that is associated with air service enhancements. The current air service marketing efforts by the community and Great Lakes Airlines are funded through June 2018. A USDOT grant would enable Salina and Great Lakes to continue effective marketing efforts.

The addition of a third daily flight will enable Great Lakes and Salina to continue to grow the Salina market and reach our potential. A well prepared USDOT grant application is key to both adding a third flight and securing the funds to effectively market three flights per day.

With input from city manager, Jason Gage; chamber CEO, Don Weiser and SCEDO executive director, Mitch Robinson I engaged the services of Gary Foss and Chuck Howell with ArkStar Consulting to prepare the USDOT grant application. The application includes data that documents the success of nonstop Denver flights and points to the need of a third Denver flight. Yesterday, Jason, Don, Mitch, Sylvia Rice (Visit Salina), Shelli and I met with Gary Foss and reviewed a draft of the grant application (Rita Deister was out of town). At Wednesday’s board meeting I’ll review an updated version of the grant application with you. The work by ArkStar staff confirms that Salina has completed one of the most notable small community air service turn arounds and we have just started to draw passengers back to the Salina Airport.

Agenda Item #8 – Update of Prospective Long-term and Short-term Leasing Activity for Airport and Airport Industrial Center Properties. (Rogers and Swanson)

Enclosed is a copy of the update leasing activity dashboard. New to the dashboard are: Two new military Forward Operating Location (FOL) prospects.

The totals for all leasing activity are:

- Long Term Leasing in Process (2)
- Short Term Lease in Process (4)
- Active Prospects, Long Term Lease (8)
- Active Prospects, Short Term Lease (3)
- Existing Tenant, Expansion (2)

STAFF REPORTS

AIP Project No. 36 – Taxiway Echo and Alpha Construction (Bieker)

The second and final coat of paint has been completed. The contractor needs to fine grade the ground each side of the taxiway for good drainage and seeding.

AIP Project No. 38 – Taxiway Bravo Construction – No change (Bieker)

FAA gave us their “Concurrence in Award” letter for this project.

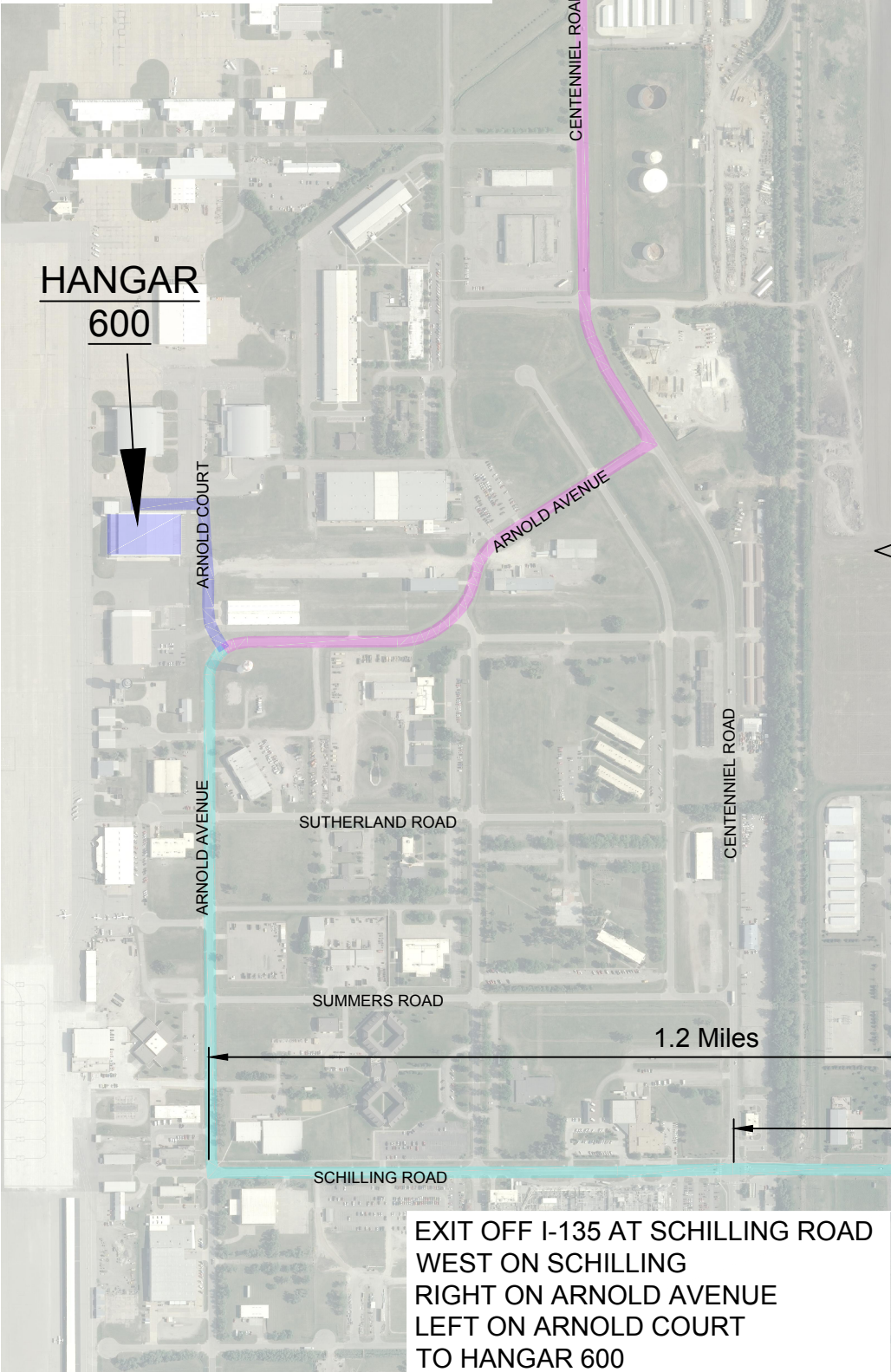
SAA Staff (Windhorst)

The Salina Airport Authority is pleased to announce we have filled the full-time Aircraft Rescue and Firefighting (ARFF) and Operations Specialist position. David Zink brings with him over six years’ experience as a volunteer firefighter and many years of experience with fire truck maintenance and repairs. We are excited to have David join the SAA team.

With Dale Mattison’s retirement on August 1st, we are accepting applications for a Maintenance, Operations and ARFF Technician. We have started the interview process and hope to have the position filled by the end of the month.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

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



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



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, Second Floor Conference Room
2720 Arnold Court
July 19, 2017 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Platten)
2. Recognition of guests. (Platten)
3. Additions to the agenda. (Rogers)
4. Approval of the minutes of the June 21, 2017 regular board meeting and June 28, 2017 special board meeting (Platten)
5. Review of airport activity and financial reports for the month ending June 30, 2017. (Rogers and Swanson)
6. Review of the proposed 2018 debt service and capital budgets (Rogers and Swanson)
7. Review and discuss the draft Small Community Air Service Development Program grant application (Rogers)
8. Update of prospective short-term and long-term leasing activity for Airport and Airport Industrial Center properties. (Rogers and Swanson)

Directors' Forum (Platten)

Visitor's Questions and Comments (Platten)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Platten)



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JUNE 21, 2017
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Platten, Directors Buer, Eichelberger, Vancil, 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; Business and Communications Manager Kasey Windhorst; Administrative Assistant Catarino Porras and Board Attorney Greg Bengtson. Trent Davis, City Commissioner; Bob Vidricksen, Saline County Commissioner; Mitch Robinson, Salina Community Economic Development Organization; Cary Adcock, Midwest ATC Salina; Aaron Maurer, Regional Manager Avflight; Julie Yager-Zucker, General Manager Avflight Salina; Roger Edger, Executive Vice President George K. Baum & Company and Gina Riekhof (via conference call), Gilmore & Bell were guests.

Additions to the Agenda

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

Minutes

Chairman Platten asked if the board members had additions or corrections to the minutes of the May 17, 2017 regular board meeting. Director Weisel moved, seconded by Director Vancil, to approve the minutes of the May 17, 2017 regular board meeting. Motion passed unanimously.

50 Years Ago

City manager Norris Olson started the process to build an 18-hole golf course at the closed municipal airport located off East Crawford. Now known as the East Crawford Recreation Center, the former municipal airport site is home to the Salina Municipal Golf Course, The First Tee of Salina, James Matson Field and Dean Evans Stadium.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of May 2017. Air traffic decreased to 4,253 operations during the month of May 2017 as compared to 6,898 during May 2016. Fuel flowage for the month of May 2017 decreased by 6% compared to the same period last year. Avflight reported a total of 143,801 gallons of fuel sold during the month of May 2017 as compared to a total of 153,410 gallons during May 2016. Rogers commented on enplanements for the month of May 2017. Great Lakes recorded 1,517 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 May 30, 2017. Total operating revenue arrived 8% over budget and is 15% ahead for the same period of 2016. Total operating expenses came in just over budget at \$2,822 for the month of May or 8% over the same period in 2016. Swanson noted that total net operating income before

depreciation reached \$82,957 and is ahead by \$55,861 or 206% of 2016 for the same period. Chairman Platen directed the staff to file the financials for audit.

Results of the Sale of General Obligation Bonds to Refund Certain Outstanding General Obligation Bonds

Director of Finance and Administration Swanson introduced Roger Edger with George K. Baum & Company. Edger reviewed the process and commented on the results of the sale. The SAA received proposals from eight institutions interested in underwriting the SAA's 2017 A&B refunding bonds. Proposals were received from Commerce Bank (in partnership with Bennington State Bank), Hilltop, Hutchinson Shockey, Piper Jaffray, Raymond James, Robert W. Baird & Co., Stifel and UMB. This highest-ranking firm for both bond issues (taxable and tax exempt) was Robert W. Baird & Co. Moody's Investors Service issued a Aa3 rating to the \$15.1M GO Refunding Bonds, Series 2017. Edger reported that due to a recent market influx of similarly rated tax-exempt bonds, the tax-exempt bonds (2017-B) will be offered one later at a special board meeting scheduled for June 28, 2017. Edger commented on the sale of the taxable bonds (2017-A) resulted in 2% lower interest rate points than projected and the savings will be about \$750,000. Gina Reikhof, Gilmore and Bell reviewed the Bond Purchase Agreement and Resolution 17-05. Director Weisel moved, seconded by Director Eichelberger, to approve Resolution 17-05 and the Bond Purchase Agreement with Robert W. Baird & Co. for the taxable general obligation refunding bonds. Motion passed unanimously.

Preliminary Engineering Design Report for Beechcraft Road Improvements

Executive Director Rogers commented on the Lochner Preliminary Engineering Design Report for the rehabilitation of Beechcraft Road. Rogers stated the report offers three options and that Option 3 was the preferred option and would meet the current City of Salina standards. The report did not cover cost for streetscaping and the visual appearance of the hangars on either side of the street. Rogers recommended that Lochner's scope of work be expanded to include streetscaping options and associated costs.

2018 to 2022 Airport Capital Improvements Projects and Funding Options

Executive Director Rogers spoke about the Airport Authority having significant airfield capital improvements scheduled for 2018 to 2022. These projects range from airfield improvements to equipment acquisitions priorities that were set by the 2014 Airport Master Plan Update and the SAA's current Airport Capital Improvement Program (ACIP) on file with the FAA. The capital improvements are as follows:

- 2018 – Reconstruct Taxiway Bravo from Runway 35 to Runway 30; \$1,519,000
- 2018 – Runway 12/30 Joint Sealing, Slurry Seal & Marking: \$205,000
- 2019 – Design and Construct Taxiway Delta Extension; \$3,050,000
- 2020 – Design and rehabilitate Taxiway Alpha between Echo & Golf: \$1,500,000
- 2021 – Acquire a new ARFF vehicle; \$997,750
- 2021 – Acquire new snow removal equipment; \$897,750
- 2022 – Resurface Runway 17/35 full length; \$3,582,000

Rogers commented that the Airport Authority needs to anticipate that federal grant funding will drop from 90% federal share and 10% local share to an 80% federal share and 20% local share. It is expected that KDOT grants will continue at a 50/50 share. The total estimated cost for the 2018 through 2022 projects is \$10,853,750. Rogers noted that the Airport Authority will need about \$450,000 to \$500,000 annually in matching funds to fund the projects over the next five

years. Rogers recommended approval of SAA Resolution 17-06, a resolution declaring the intent of the Board of Directors of the Salina Airport Authority to levy a tax not to exceed one mill to provide matching funds to qualify for any federal or state grant relating to the development, improvement, operation or maintenance of the public airport not otherwise available from revenues of the airport facility and directing the publication of notice of the intention to make such additional levy. Director Vancil moved, seconded by Director Weisel, to approve Resolution 17-06. Motion passed unanimously.

2018 Operating Plan and Budget Report Schedule

Executive Director Rogers commented on the upcoming schedule for finalizing the Authority's 2018 operating plan and budget.

- Wednesday, July 19, 8:00 a.m. SAA Board Meeting –
Finalize 2018 Capital Budget
- Wednesday, August 16, 8:00 a.m. SAA Board Meeting –
2018 Mill Levy Resolution
- Wednesday, September 6, 4:00 p.m. SAA Board Study Session –
2018 Operating Plan Goals
- Wednesday, September 20, 8:00 a.m. SAA Board Meeting –
2018 Revenue Projections
- Wednesday, October 18, 8:00 a.m. SAA Board Meeting –
2018 Operating Expenses
- Wednesday, November 1, 4:00 p.m. SAA Board Study Session –
Review Draft Budget Report
- Wednesday, November 15, 8:00 a.m. SAA Board Meeting –
Final Review and Action

Long-term and Short-term Leasing Activity

Executive Director Rogers reported on the list of the Airport and Airport Industrial Center businesses and organizations. The current long-term and short-term leasing activity is two new long term leases in progress, four new short term leases in progress, eight active prospects for long term, one active prospects for short term and two existing tenant expansions.

Staff Reports

- SAA staff mailed out a total of 86 new T-hangar construction notices to existing T-hangar tenants and to individuals on the T-hangar waiting list whom many be interested in leasing a new T-hangar or Box hangar. Rogers stated that four responses were received. The responses included one person interested in leasing a new Box hangar, one wanting a T-hangar with bi-fold doors which is an option, one not interested due to pricing, and one interested in new Box hangar but has not yet signed a three year lease.

Executive Session

At 9:35 A.M. Director Weisel moved to recess the open meeting until 9:55 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 and for the discussion of matters of non-

elected personnel for the reason that public discussion would violate the individuals's privacy rights. Director Vancil seconded the motion. Motion carried unanimously.

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

At 9:55 A.M. Director Buer moved to continue the executive session until 10:10 A.M. Director Weisel seconded the motion. Motion carried unanimously.

Upon a motion duly made, the meeting adjourned at 10:11 A.M.

Minutes approved at the July 19, 2017 Board Meeting.

Secretary

(SEAL)

**MINUTES OF THE SPECIAL MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JUNE 28, 2017
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Acting Chairman Weisel, Directors Buer, Eichelberger, Vancil (via conference call) were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Business and Communications Manager Kasey Windhorst and Administrative Assistant Catarino Porras. Bob Vidricksen, Saline County Commissioner; David Arteberry, George K. Baum & Company and Gina Riekhof (via conference call), Gilmore & Bell were guests.

Additions to the Agenda

Acting Chairman Weisel asked if there were any additions to the agenda. Director of Administration and Finance Swanson stated that there were no additions to the agenda.

Results of the Sale of General Obligation Bonds to Refund Certain Outstanding General Obligation Bonds

Director of Finance and Administration Swanson introduced David Arteberry with George K. Baum & Company. Arteberry reviewed the summary of the results for the General Obligation Refunding Bonds, Series 2017-A&B. The taxable series, 2017-A resulted in a total savings amount of \$755,026 with an interest rate of 3.04% while the tax-exempt series, 2017-B resulted in a savings total of \$278,064 with an interest rate of 3.02%. The total combined savings is \$1,033,090. Robert W. Baird & Co. will be underwriting both the taxable and the tax-exempt bonds. Swanson recommended approval of Resolution 17-07 authorizing and providing for the sale, issuance and delivery of the General Obligation Refunding Bonds, Series 2017-B and the Bond Purchase Agreement. Director Buer moved, seconded by Director Eichelberger, to approve Resolution 17-07 and the Bond Purchase Agreement with Robert W. Baird & Co. for the tax-exempt general obligation refunding bonds. Motion passed unanimously.

Upon a motion duly made, the meeting adjourned at 8:24 A.M.

Minutes approved at the July 19, 2017 Board meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2017**

AIR TRAFFIC/ATCT

June, 2017	4,338 Operations 852 Instrument Operations 290 Peak Day
June, 2016	8,011 Operations 743 Instrument Operations 427 Peak Day
January 2017 - June 2017	29,397 Operations
January 2016 - June 2016	42,394 Operations
January 2015 - June 2015	46,768 Operations

FUEL FLOWAGE

June, 2017	211,352 Gallons
June, 2016	132,964 Gallons
January 2017 - June 2017	1,410,820 Gallons
January 2016 - June 2016	729,020 Gallons
January 2015 - June 2015	1,042,692 Gallons

		Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
KSU-S	Avflight Salina		
6,324	205,028	45,760	773
10,139	122,825	27,020	1,214
52,204	1,358,616	662,165	4,096
57,983	671,037	108,156	4,724
64,204	978,488	240,640	4,334

Great Lakes

June, 2017	852 Passengers	821 Passengers	1,673
June, 2016	104 Passengers		
January 2017 - June 2017	4,197 Passengers		
January 2016 - June 2016	140 Passengers		
January 2015 - June 2015	674 Passengers		

ENPLANEMENTS

DEPLANEMENTS

TOTAL

ENPLANEMENTS - Charter Flights

June, 2017	0 Passengers
June, 2016	0 Passengers
January 2017 - June 2017	967 Passengers
January 2016 - June 2016	0 Passengers
January 2015 - June 2015	5,252 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

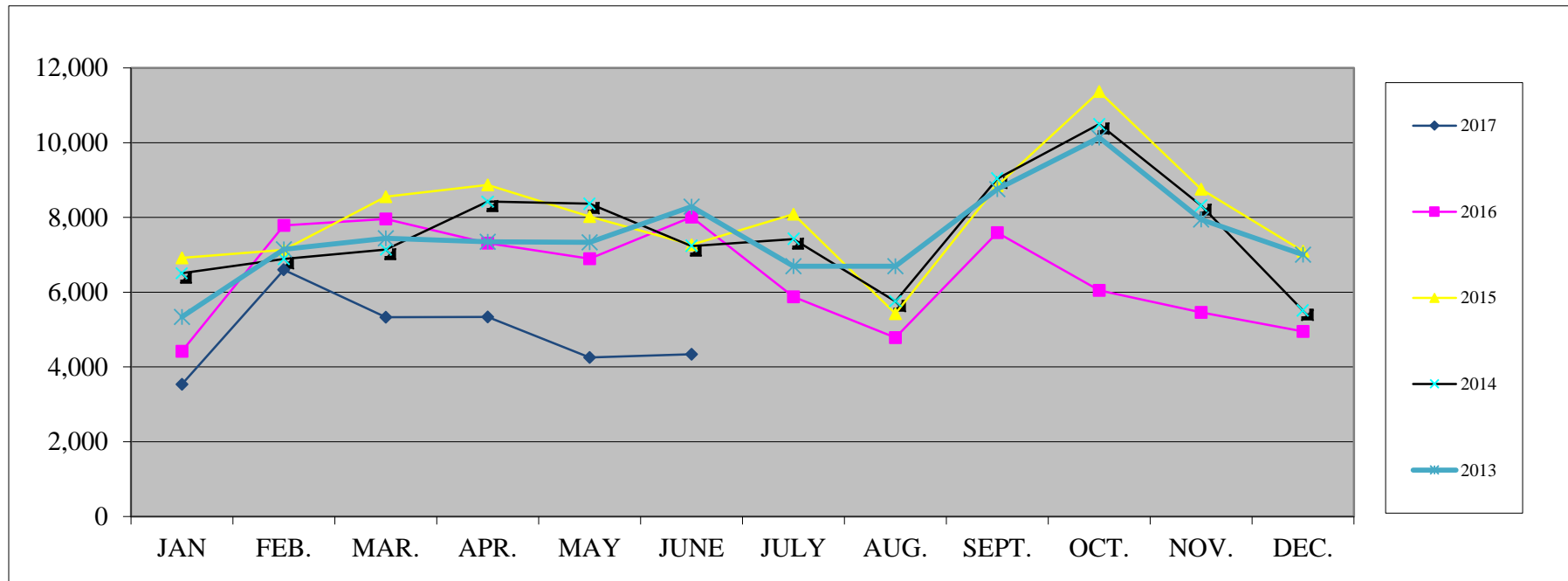
June, 2017	852 Passengers
June, 2016	104 Passengers
January 2017 - June 2017	5,164 Passengers
January 2016 - June 2016	140 Passengers
January 2015 - June 2015	5,926 Passengers

**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	2	1,426	805	260	2,493	2,518	318	2,836	5,329
April, 17	6	1,793	688	230	2,717	2,317	306	2,623	5,340
May, 17	2	1,433	823	165	2,423	1,612	218	1,830	4,253
June, 17	22	1,241	841	452	2,556	1,328	454	1,782	4,338
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
Totals January - June	62	9,109	4,493	2,079	15,743	11,766	1,888	13,654	29,397
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	21	1,830	869	234	2,954	4,644	364	5,008	7,962
April, 16	15	1,799	791	269	2,874	4,110	328	4,438	7,312
May, 16	106	1,610	980	325	3,021	3,473	404	3,877	6,898
June, 16	69	1,758	1,089	273	3,189	4,310	512	4,822	8,011
July, 16									
August, 16									
September, 16									
October, 16									
November, 16									
December, 16									
Totals January - June	294	10,109	5,443	1,397	17,243	23,103	2,048	25,151	42,394
Difference	-232	-1,000	-950	682	-1,500	-11,337	-160	-11,497	-12,997
YTD % Change	-79%	-10%	-17%	49%	-9%	-49%	-8%	-46%	-31%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

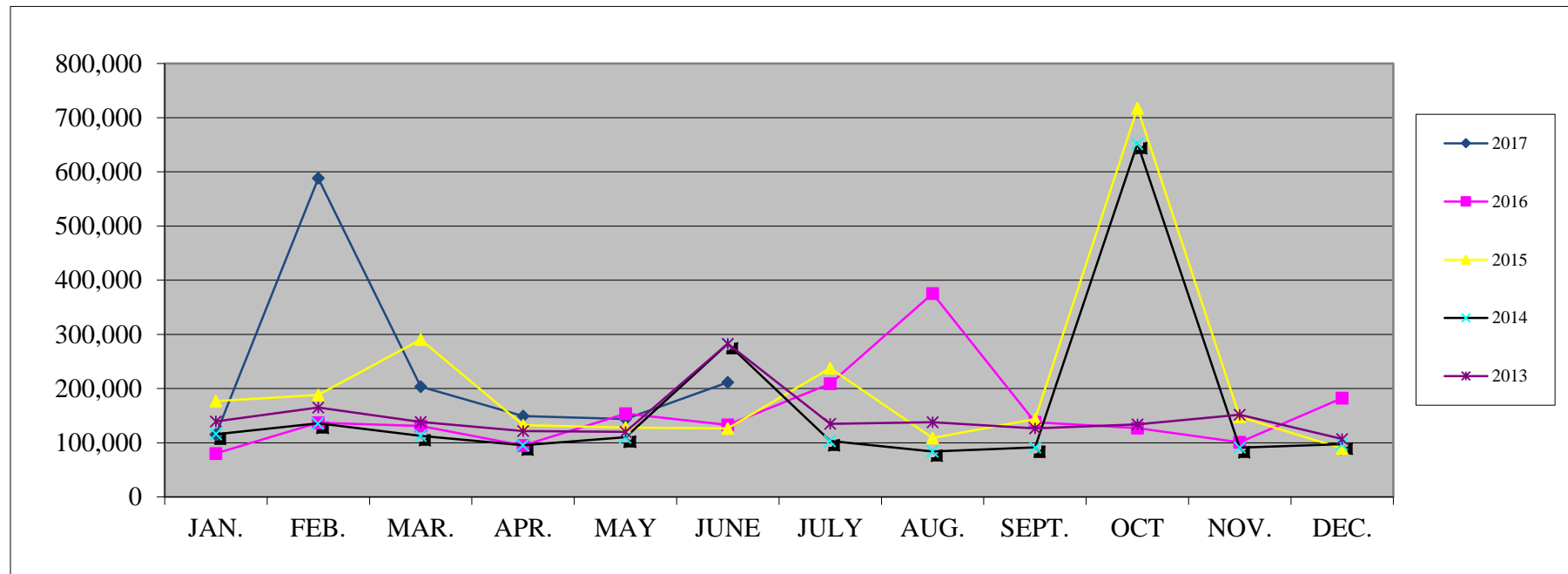
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2017	3,539	6,598	5,329	5,340	4,253	4,338							29,397
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	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

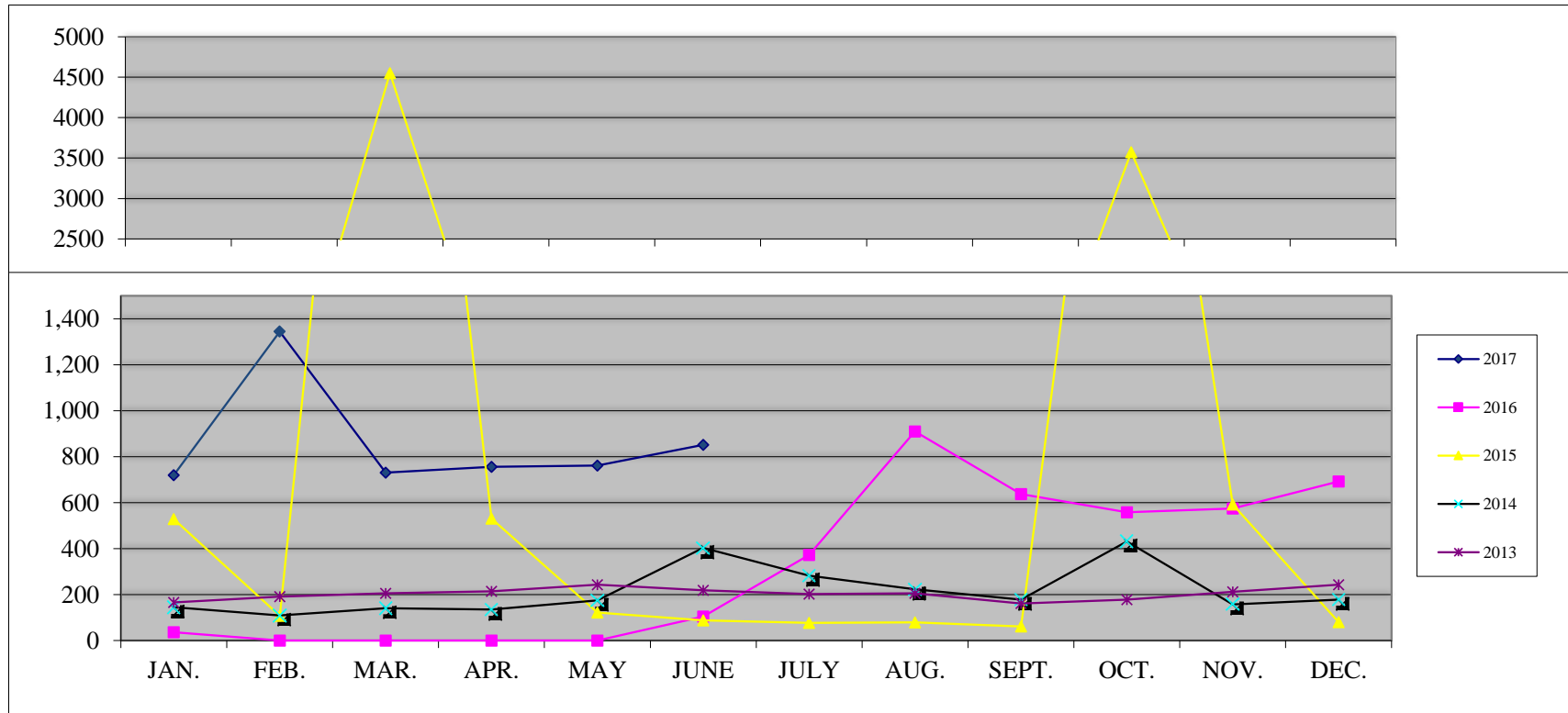
Gallons of Fuel Sold at SLN

	<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	203,387	149,134	143,801	211,352							1,410,821
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	731	756	761	852								5,164
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 June 30, 2017

	Jun 30, 17	May 31, 17	\$ Change	Jun 30, 16	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	336,643	336,596	46	80,497	256,146	318%
Cash in bank & Petty Cash-Op	1,901,278	1,570,270	331,008	1,600,578	300,700	19%
Total Checking/Savings	2,237,920	1,906,866	331,054	1,681,075	556,846	33%
Accounts Receivable						
Accounts Receivable	114,271	92,157	22,114	134,827	-20,556	-15%
Total Accounts Receivable	114,271	92,157	22,114	134,827	-20,556	-15%
Other Current Assets						
Agri Land Receivable	56,000	56,000	0	58,000	-2,000	-4%
Mill Levy receivable	247,414	247,414	0	179,879	67,536	38%
Other current assets	139,734	143,016	-3,282	138,493	1,241	1%
Undeposited Funds	89	3,235	-3,146	2,021	-1,932	-96%
Total Other Current Assets	443,237	449,665	-6,428	378,393	64,845	17%
Total Current Assets	2,795,429	2,448,689	346,740	2,194,294	601,135	27%
Fixed Assets						
Fixed assets at cost	84,737,434	84,239,052	498,382	82,409,194	2,328,240	3%
Less accumulated depreciation	-40,677,825	-40,453,260	-224,565	-38,009,460	-2,668,365	-7%
Total Fixed Assets	44,059,609	43,785,792	273,817	44,399,735	-340,125	-1%
Other Assets						
Other assets	15,111	17,072	-1,961	41,223	-26,112	-63%
Total Other Assets	15,111	17,072	-1,961	41,223	-26,112	-63%
TOTAL ASSETS	46,870,150	46,251,553	618,596	46,635,252	234,897	1%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	928,949	421,907	507,041	64,949	864,000	1,330%
Total Accounts Payable	928,949	421,907	507,041	64,949	864,000	1,330%
Credit Cards						
Sam's Club Discover	0	0	0	-500	500	100%
VISA - Sunflower Bank, N.A. - T	0	514	-514	0	0	0%
Total Credit Cards	0	514	-514	-500	500	100%
Other Current Liabilities						
Accrued debt interest payable	321,598	243,712	77,886	319,741	1,857	1%
Debt, current portion	1,065,000	1,065,000	0	1,109,894	-44,894	-4%
Deferred Agri Land Revenue	28,500	33,167	-4,667	29,500	-1,000	-3%
Deferred Mill Levy revenue	1,042,501	1,215,157	-172,656	995,569	46,932	5%
Other current liabilities	214,162	165,858	48,304	176,077	38,085	22%
Total Other Current Liabilities	2,671,760	2,722,893	-51,133	2,630,780	40,980	2%
Total Current Liabilities	3,600,709	3,145,314	455,395	2,695,229	905,480	34%
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	49,560	49,110	450	43,977	5,583	13%
Total Long Term Liabilities	21,408,216	21,407,766	450	21,784,178	-375,962	-2%
Total Liabilities	25,008,925	24,553,080	455,845	24,479,407	529,518	2%
Equity						
Invested in Capital Assets net	21,635,953	21,361,943	274,010	21,499,672	136,281	1%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	524,444	798,454	-274,010	1,298,885	-774,441	-60%
Net Income	-389,172	-551,923	162,752	-732,711	343,540	47%
Total Equity	21,861,225	21,698,473	162,752	22,155,845	-294,620	-1%
TOTAL LIABILITIES & EQUITY	46,870,150	46,251,553	618,596	46,635,252	234,897	1%

Salina Airport Authority
Profit & Loss Budget Performance
June 2017

	Jun 17	Budget	\$ Over Budget	% of Budget	Jan - Jun 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
Airfield revenue									
Fuel Flowage Fees	16,042	8,500	7,542	189%	108,793	71,012	37,781	153%	158,000
Hangar rent	18,403	45,000	-26,597	41%	221,266	270,000	-48,734	82%	520,000
Landing fees	8,923	542	8,382	1,647%	18,154	3,250	14,904	559%	6,500
Ramp rent	3,586	4,167	-581	86%	24,972	25,000	-28	100%	50,000
Total Airfield revenue	46,954	58,208	-11,254	81%	373,185	369,262	3,922	101%	734,500
Building and land rent									
Agri land rent	4,667	4,667	0	100%	27,500	28,000	-500	98%	56,000
Building rents - Long Term									
Short-term leasing	15,577	7,445	8,132	209%	101,129	44,670	56,459	226%	89,340
Building rents - Long Term - Other	64,898	65,375	-477	99%	389,122	392,247	-3,125	99%	784,494
Total Building rents - Long Term	80,474	72,820	7,655	111%	490,252	436,917	53,335	112%	873,834
Land rent									
Basic Land Rent	7,456	8,096	-640	92%	48,340	48,575	-235	100%	97,150
Property tax - tenant share	10,000	10,000	0	100%	60,000	60,000	0	100%	120,000
Total Land rent	18,111	18,096	15	100%	111,206	108,575	2,631	102%	217,150
Tank rent	808	792	16	102%	4,848	4,750	98	102%	9,500
Total Building and land rent	104,060	96,374	7,686	108%	633,806	578,242	55,564	110%	1,156,484
Other revenue									
Airport Marketing	543	4,000	-3,457	14%	15,029	24,000	-8,971	63%	48,000
Commissions	63	1,917	-1,854	3%	23,539	11,500	12,039	205%	23,000
Other income	3,559	3,750	-191	95%	22,739	22,500	239	101%	45,000
Total Other revenue	4,165	9,667	-5,501	43%	61,308	58,000	3,308	106%	116,000
Total Income	155,179	164,249	-9,069	94%	1,068,299	1,005,505	62,794	106%	2,006,984
Gross Profit	155,179	164,249	-9,069	94%	1,068,299	1,005,505	62,794	106%	2,006,984
Expense									
Administrative expenses									
A/E, consultants, brokers	0	1,250	-1,250	0%	850	7,500	-6,650	11%	15,000
Airport promotion	887	4,833	-3,946	18%	18,027	29,000	-10,973	62%	58,000
Computer/Network Admin.	1,140	1,125	15	101%	8,115	6,750	1,365	120%	13,500
Dues and subscriptions	1,523	2,083	-560	73%	14,019	12,500	1,519	112%	25,000
Employee retirement	7,518	5,583	1,935	135%	32,089	33,500	-1,411	96%	67,000
FICA and medicare tax expense	6,706	4,667	2,039	144%	28,388	28,000	388	101%	56,000
Industrial development	0	0	0	0%	12,500	12,500	0	100%	25,000
Insurance, property	13,050	12,500	550	104%	70,694	75,000	-4,306	94%	150,000
Insurance, medical	16,810	14,167	2,643	119%	99,866	85,000	14,866	117%	170,000
Kansas unemployment tax	202	83	119	242%	371	500	-129	74%	1,000
Legal and accounting	1,304	2,667	-1,363	49%	10,097	16,000	-5,903	63%	32,000
Office salaries	49,493	37,387	12,106	132%	213,741	224,323	-10,582	95%	448,645
Office Supplies	223	567	-343	39%	3,458	3,400	58	102%	6,800
Other administrative expense	1,050	417	633	252%	4,142	2,500	1,642	166%	5,000
Postage	0	250	-250	0%	1,063	1,500	-437	71%	3,000
Property tax expense	13,333	13,333	0	100%	80,000	80,000	-0	100%	160,000
Special Events	0	83	-83	0%	0	500	-500	0%	1,000
Telephone	1,253	1,378	-125	91%	9,234	8,269	965	112%	16,538
Training	0	667	-667	0%	40	4,000	-3,960	1%	8,000
Travel and meetings	280	833	-554	34%	3,430	5,000	-1,570	69%	10,000
Total Administrative expenses	114,772	103,874	10,899	110%	610,121	635,742	-25,621	96%	1,271,483

Salina Airport Authority
Profit & Loss Budget Performance
June 2017

	Jun 17	Budget	\$ Over Budget	% of Budget	Jan - Jun 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses									
Airfield maintenance	7,130	2,083	5,047	342%	15,624	12,500	3,124	125%	25,000
Airport Security	0	42	-42	0%	0	250	-250	0%	500
Building maintenance	4,781	3,750	1,031	127%	54,830	22,500	32,330	244%	45,000
Equipment fuel and repairs	2,964	4,542	-1,578	65%	36,800	27,250	9,550	135%	54,500
Fire Services	500	1,250	-750	40%	500	7,500	-7,000	7%	15,000
Grounds maintenance	609	292	317	209%	2,269	1,750	519	130%	3,500
Maintenance salaries	39,203	27,117	12,086	145%	163,379	162,700	679	100%	325,400
Other maintenance expenses	1,245	1,458	-214	85%	7,239	8,750	-1,511	83%	17,500
Snow removal expense	0	1,667	-1,667	0%	514	10,000	-9,486	5%	20,000
Utilities	15,186	16,667	-1,480	91%	132,968	100,000	32,968	133%	200,000
Total Maintenance expenses	71,618	58,867	12,751	122%	414,124	353,200	60,924	117%	706,400
Total Expense	186,390	162,740	23,650	115%	1,024,244	988,942	35,302	104%	1,977,883
Net Ordinary Income	-31,211	1,509	-32,719	-2,069%	44,054	16,562	27,492	266%	29,101
Other Income/Expense									
Other Income									
Capital contributed	323,665	340,723	-17,058	95%	344,000	2,044,339	-1,700,339	17%	4,088,677
Gain on sale of assets	0	0	0	0%	0	7,500	-7,500	0%	15,000
Interest income									
Interest income on deposits	93	83	10	112%	594	500	94	119%	1,000
Interest income - Other	0	0	0	0%	0	0	0	0%	0
Total Interest income	93	83	10	112%	594	500	94	119%	1,000
Mill levy income	172,656	172,656	0	100%	1,037,034	1,035,937	1,097	100%	2,071,873
Total Other Income	496,414	513,462	-17,048	97%	1,381,628	3,088,275	-1,706,647	45%	6,176,550
Other Expense									
Debt interest expense net									
Interest Expense on Debt	77,886	77,886	0	100%	467,318	467,318	0	100%	934,635
Total Debt interest expense net	77,886	77,886	0	100%	467,464	467,318	147	100%	934,635
Depreciation expense	224,565	224,565	0	100%	1,347,390	1,347,390	0	100%	2,694,780
Total Other Expense	302,451	302,451	0	100%	1,814,854	1,814,708	147	100%	3,629,415
Net Other Income	193,963	211,011	-17,048	92%	-433,226	1,273,568	-1,706,793	-34%	2,547,135
Net Income	162,752	212,520	-49,768	77%	-389,172	1,290,130	-1,679,301	-30%	2,576,236

Salina Airport Authority
Capital Additions Budget vs. Actual
As of June 30, 2017

11:08 AM
07/14/2017
Accrual Basis

	<u>Jun 17</u>	<u>Jan - Jun 17</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const.	527,807	910,029	1,644,825	-734,796	55%
AIP-37 Txy B & E Rehab Design	0	0	53,133	-53,133	0%
AIP-38 Txy B Rehab Const.	1,372	1,372	1,998,250	-1,996,878	0%
Airfield Improvements	3,699	48,296	40,500	7,796	119%
Rwy 17/35 Improvements		199,714	180,000	19,714	111%
Total Airfield	532,878	1,159,411	3,916,708	-2,757,297	30%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	12,390	21,247	17,500	3,747	121%
Bldg. Roofing Systems		0	10,000	-10,000	0%
Hangar #509 Imps.		0	10,000	-10,000	0%
Hangar 600 Development					
Hangar 600 - Other		3,680	10,000	-6,320	37%
Total Hangar 600 Development	0	3,680	10,000	-6,320	37%
Hangar 606 Rehabilitation		5,007	10,000	-4,993	50%
Hangar 959 Rehabilitation		10,700	31,000	-20,300	35%
Total Building improvements	12,390	40,634	88,500	-47,866	46%
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	-39,477	-12,656	5,000	-17,656	-253%
2nd Floor Remodel-SAA Admin Ofc		3,180	2,500	680	127%
Terminal Bldg. Other		0	47,000	-47,000	0%
Total Terminal building improvements	-39,477	-9,476	54,500	-63,976	-17%
Total Buildings & Improvements	-27,087	31,158	148,000	-116,842	21%
Equipment					
Communications equipment		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.	-365	-356	500	-856	-71%
Environmental					
Environmental - SAFB	1,190	1,190	20,000	-18,810	6%
Total Environmental	1,190	1,190	20,000	-18,810	6%
Rail Spur Imps.		0	30,000	-30,000	0%
West Beechcraft Road Imps.	10,411	10,411	25,000	-14,589	42%
Total Land	11,236	11,245	75,500	-64,255	15%
Total Fixed assets at cost	528,247	1,213,034	4,160,208	-2,947,174	29%

Salina Airport Authority
Significant Capital Expenditures Detail
June 2017

07/14/17

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1					
Bill	06/30/2017	APAC-Kansas, Inc., Shears ...	AIP 36 - Txy E Rehab Construction (Est. 4)	527,807.02	527,807.02
Total AIP-36 Txy E Rehab Const. Ph 1				527,807.02	527,807.02
AIP-38 Txy B Rehab Const. Ph 2					
Bill	06/02/2017	Salina Journal	SJ newspaper - Invitation for Bids AIP 38	1,371.96	1,371.96
Total AIP-38 Txy B Rehab Const. Ph 2				1,371.96	1,371.96
Airfield Improvements					
Bill	06/05/2017	Paving Maintenance Supply,...	Cra Sealing on Alphah - Machine Rental for Two Weeks	3,698.60	3,698.60
Total Airfield Improvements				3,698.60	3,698.60
Total Airfield				532,877.58	532,877.58
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other					
Bill	06/13/2017	T Roy Construction	B620 - Universal Forest Products Expansion (Dig out dirt or...	12,390.00	12,390.00
Total Bldg. Imps. Other				12,390.00	12,390.00
Total Building improvements				12,390.00	12,390.00
Terminal building improvements					
2015 Terminal Bldg. Remodel					
Bill	06/02/2017	Praetorian Protective Servic...	B120 - TSA Buildout (Final Payment)	16,789.75	16,789.75
Bill	06/29/2017	Edelman-Lyon Company	B120 - single sliding automatic door south lobby exit install	4,962.00	21,751.75
Total 2015 Terminal Bldg. Remodel				21,751.75	21,751.75
Total Terminal building improvements				21,751.75	21,751.75
Total Buildings & Improvements				34,141.75	34,141.75
Land					
Environmental					
Environmental - SAFB					
Bill	06/30/2017	Clark, Mize & Linville	Env. legal fees - June 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				567,060.08	567,060.08
TOTAL				567,060.08	567,060.08

2001 582d Operations Support Squadron - 20th AF, Warren AFB

3001 Airport Road Equipment Yard.

2002 Airport Road Equipment Yard.

2003 823rd MXS, Nellis AFB

4001 Military

3008 Hangar 606

1002 AAL Organic Building 713

1001 Bombardier / Learjet Hangar 959

4003 Military Hangar 959

LEGEND

- 1000 Long Term Lease 2
- 2000 Short Term Lease 4
- 3000 Active Prospects, Long Tem 8
- 4000 Active Prospects, Short Term 3
- 5000 Existing Tenant, Expansion 2

3002 Building 412

3003 Building 412

3004 KSU Polytechnic Building 412

3005 Weigand & Sons Building 412

2004 Exide Building 655

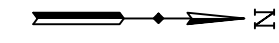
3006 Transload Site

4002 Hangars 600 & 606

5002 Smith Mini Storage

5001 United Suppliers

3007 Building 808



Drawing Number 2330-07-17



3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)
 None : REVISIONS
 KRB : DESIGNED BY
 KRB : DRAWN BY
 1" = 2000' : SCALE
 7/14/17, 1306 : DATE

SALINA AIRPORT AUTHORITY
 SAA Leasing / Prospect Activity Location Map