



EXECUTIVE DIRECTOR

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Salina, Kansas 67401

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DATE: October 13, 2017
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **October 18, 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.

We have a light agenda and fortunately I did not need to include many supporting documents with my memo. The office went down this past week and all the files were not restored until Thursday evening. With the server, back in operation office operations are back to full throttle.

Please note the following agenda comments.

50 Years Ago – October, 1967

The Airport Authority initiated negotiations with the Kansas Power and Light Company for the sale of the former Schilling AFB electrical system to the utility.

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

Airport Activity – Air Traffic (Rogers)

The September 2017 air traffic count decreased 7% to 7,081 operations as compared to the September 2016 total of 7,593. For the year-to-date a total of 44,808 operations have been recorded which is 26% less than the September 2016 YTD total of 60,653. During September 2017 the air traffic count for air carrier, charter aircraft increased due to military operations at the Salina Airport.

Airport Activity – Fuel Flowage (Rogers)

September 2017 fuel flowage (418,616 gallons) increased significantly as compared to the September 2016 total of 137,906 gallons. For the year-to-date fuel flowage (2,116,321 gallons) is up 46% as compared to the September 2016 YTD total of 1,451,102 gallons. September 2017 fuel flowage increased due to military operations at the Salina Airport.

Airport Activity – Passenger Counts (Rogers)

Great Lakes completed another successful month with 719 enplaned passengers which was a 44% increase over the September 2016 total of 499 passengers. The airlines total passenger count was 1,479 which was a 51% increase over the September 2016 total of 976. For the year to date, a total of 10,577 passengers have boarded scheduled Great Lakes' flights and military charter aircraft. Since total passenger enplanements have exceed 10,000 for CY 2017 the Salina Airport will move into the FAA's primary airport classification.

Financial Reports – Comments and Notes (Swanson)

At the end of the 3rd quarter, total operating revenue arrived at 13% over budget and \$197,326 ahead of the same period in 2016. Total administrative expenses ended up 1% under budget while maintenance expenses reached 21% over budget bringing total operating expenses to 7% over budget.

Total operating income before depreciation reached \$96,467 at the end of September which is 15% ahead of 2016 or \$12,669.

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

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

Salina Airport Authority Account QuickReport As of September 30, 2017

Type	Date	Num	Name	Memo	Split	Amount	Balance
Cash in Bank - Bond Funds							3,997.48
UMB Series 2015-A Proj Fund							3,997.48
Check	09/30/2017			Service Charge	Other admini...	-12.00	3,985.48
Deposit	09/30/2017			Interest	Interest incom...	0.17	3,985.65
Total UMB Series 2015-A Proj Fund						-11.83	3,985.65
Total Cash in Bank - Bond Funds						-11.83	3,985.65
TOTAL						-11.83	3,985.65

Salina Airport Authority Account QuickReport As of September 30, 2017

Type	Date	Num	Name	Memo	Split	Amount	Balance
Cash in Bank - Bond Funds							226,327.94
108-FBK Imp Fund Temp Note 2016							226,327.94
Bill Pmt -Check	09/26/2017	1027	Allan Enterprises,...	United Suppliers Tank ...	Accounts pa...	-20,900.00	205,427.94
Check	09/27/2017	15388	First Bank Kansas	Funds Transfer - AIP 3...	SFB - Cash ...	10,841.00	216,268.94
Bill Pmt -Check	09/27/2017	1028	Jviation, Inc.	AIP 36 progress paym...	Accounts pa...	-12,046.17	204,222.77
Deposit	09/30/2017			Interest	Interest incom...	24.97	204,247.74
Total 108-FBK Imp Fund Temp Note 2016						-22,080.20	204,247.74
Total Cash in Bank - Bond Funds						-22,080.20	204,247.74
TOTAL						-22,080.20	204,247.74

Financial Reports – Accounts Receivable Past Due 31 days or more as of October 13, 2017(Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Terry Belcher	\$350	31-60	T-hangar rent
National Airlines	\$560	>90	Landing fees
Brian Schaulis	\$90	31-60	T-hangar rent
Tischlerei	\$26,649	31>90	Rent, finance chgs

Agenda Item #6 – Insurance Claims and Settlement Update (Rogers and Swanson)

The claims for the ARFF vehicle accident and the damage to hangar H409 has been successfully settled. At the meeting Shelli and I will review the details of each settlement.

Agenda Item #7 – Airport Operations and Safety Staff Update (Rogers and Swanson)

We have hired four new employees due one retirement, two resignations and one termination. At the board meeting I'll review the updated organizational chart and the preliminary staffing plan for 2018.

Agenda Item #8 – Approval of SAA Resolution No. 17-11 (Rogers)

In October 2015, the Airport Authority appointed former Airport Authority board member and chairman, Jeff Thompson, to an initial two-year term on the board of directors for the Salina Community Economic Development Organization. Jeff was appointed to a 2-year start term on the initial SCEDO board of directors and has expressed his willingness to serve a full three-year term. Jeff is the SCEDO board's vice-chair.

Recommendation: Approval of SAA Resolution No. 17-11.

Agenda Item #9 – Review and discussion of forecasted 2018 Operating Expenses (Rogers and Swanson)

At the meeting Shelli and I will present the initial forecast of the Airport Authority's 2018 operating expenses.

Agenda Item #10 – Report on the status of the renewal of the Salina, KS Essential Air Service Program subsidy contract. (Rogers)

At the meeting, I'll update you on the status of the Essential Air Service Program subsidy contract renewal process. I'll also have an updated market study data for your review and consideration.

Agenda Item #11 – Executive Session. (Platten and Rogers)

An executive session will be needed for 30-minutes to discuss the financial affairs and traded secrets of a corporation and matters of non-elected personnel. Board action is not anticipated following the executive session.

STAFF REPORTS

SAA Staff (Windhorst)

The Salina Airport Authority is pleased to announce the hiring of two full-time Aircraft Rescue and Fire Fighting (ARFF) and Operations Specialist positions. Jacob Johnson joined the SAA team on Monday, October 9th. He previously worked for MTAA and brings with him multiple years of experience in airfield operations. Dalton Millican will join the SAA team on Monday, October 30th and has previous experience in volunteer firefighting for the Abilene Fire Department. Jacob and Dalton will be great additions to the SAA team.

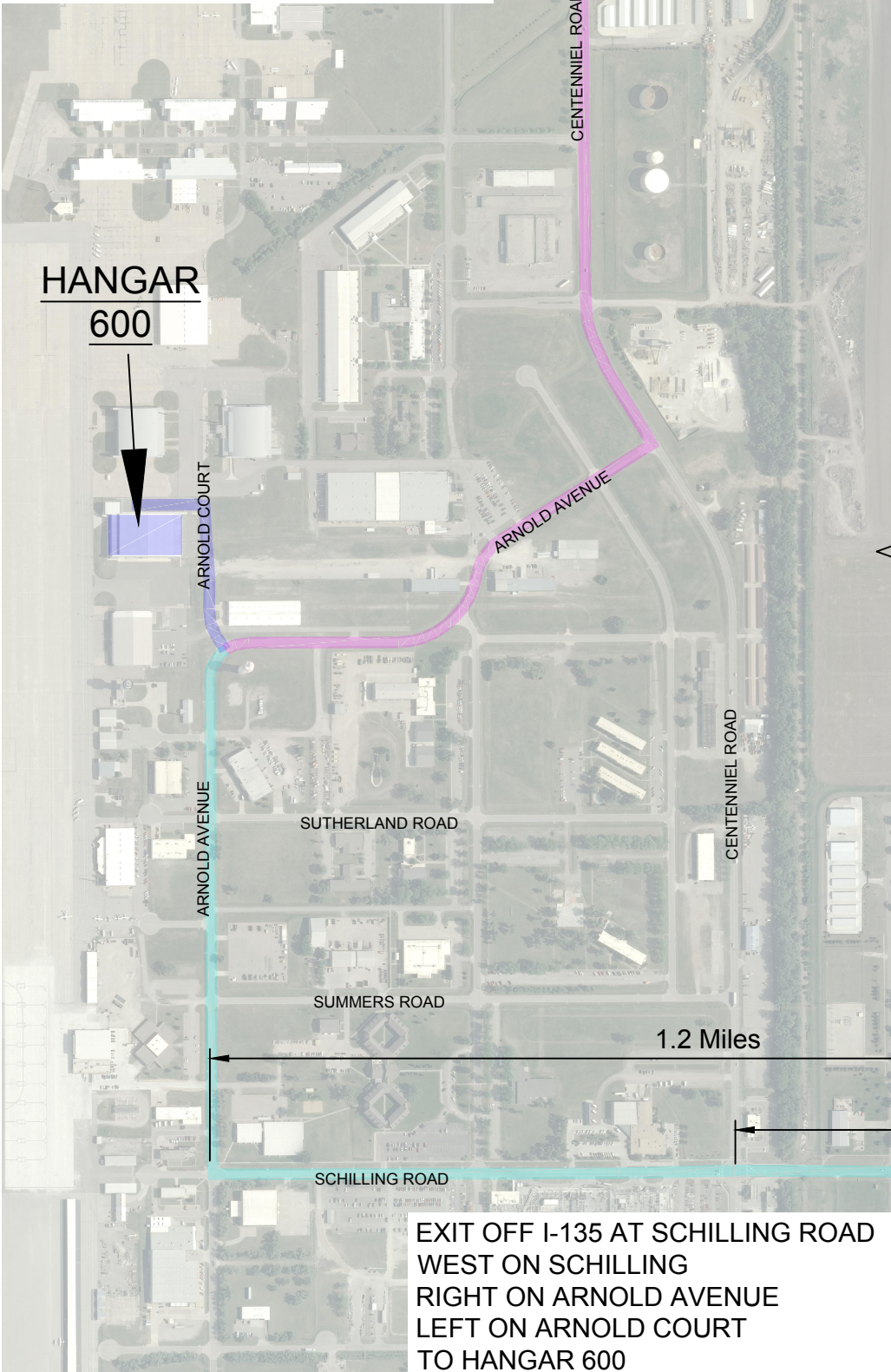
Upcoming Events (Windhorst)

Great Lakes Airlines (GLA) recently sponsored the Salina Police Department (SPD) Charity Auction Event. SPD continues to do an excellent job providing LEO support at SLN. In addition to local charity event sponsorships, Great Lakes Airlines is also working with local radio stations for on air promotions that highlight non-stop flights to DEN.

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 ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

Hangar H600, Second Floor Conference Room

2720 Arnold Court

October 18, 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. (Platten)
4. Approval of the minutes of the September 20, 2017 regular board meeting. (Platten)
5. Review of airport activity and financial reports for the month ending September 30, 2017. (Rogers & Swanson)
6. Insurance claims and settlements update. (Rogers and Swanson)
7. Airport operations and safety staff update. (Rogers and Swanson)
8. Approval of SAA Resolution No. 17-11 appointing Jeff Thompson to a full three-year term on the Salina Community Economic Development Organization board of directors. (Rogers)
9. Review and discussion of forecasted 2018 operating expenses. (Rogers and Swanson)
10. Report on the status of the renewal of the Salina, KS Essential Air Service Program subsidy contract. (Rogers)

Directors' Forum (Platten)

Visitor's Questions and Comments (Platten)

Staff Reports (Rogers)

Announcements (Windhorst)

Executive Session (Platten)

11. An executive session of the board of directors for discussion of financial affairs and trade secrets of a corporation and to discuss matters of non-elected personnel. (Platten and Rogers)

Adjournment (Platten)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
SEPTEMBER 20, 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. Bob Vidricksen, Saline County Commissioner; Trent Davis, City Commissioner; Jeff Maes, Owner ComPro Reality; Aaron Maurer, Regional Manager Avflight; Julie Yager-Zuker, General Manager Avflight Salina; Michael Bunn, T-Hangar Tenant and Ziki Wang, Airport Management Intern were guests.

Additions to the Agenda

Chairman Platten 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 August 16, 2017 regular board meeting. Director Weisel moved, seconded by Director Vancil, to approve the minutes of the August 16, 2017 regular board meeting. Motion passed unanimously.

50 Years Ago

The Airport Authority approved an airport use agreement with Frontier Airlines. The airline occupied ticket counter space at the current M.J. Kennedy Air Terminal and operated nonstop flights between Salina and Denver.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of August 2017. Air traffic decreased to 4,717 operations during the month of August 2017 as compared to 4,789 during August 2016. Fuel flowage for the month of August 2017 decreased by 66% compared to the same period last year. Avflight reported a total of 126,751 gallons of fuel sold during the month of August 2017 as compared to a total of 375,330 gallons during August 2016. Rogers commented on enplanements for the month of August 2017. Great Lakes recorded 1,560 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 August 31, 2017. Total operating revenue arrived 7% over budget and is \$106,920

ahead for the same period of 2016. Total operating expenses came in at 6% over budget at \$80,423 for the year to date. Swanson noted that total net operating income before depreciation reached \$47,154 and is ahead by nearly \$20,000. Chairman Platten directed the staff to file the financials for audit.

SAA Resolution No. 17-10

Executive Director Rogers presented SAA Resolution 17-10 outlining the steps for financing Beechcraft Road rehabilitation and streetscaping. Survey work has been completed and Lochner engineers have started initial design work. Director Weisel moved to approve SAA Resolution 17-10 authorizing the offering for sale of General Obligation Temporary Notes, Series 2017-1, of the Salina Airport Authority. Director Buer seconded the motion. Motion passed unanimously.

2018 Operating Revenue Projections

Executive Director Rogers reviewed the 2018 revenue projections and risk assessment. Based on projections, there will be an increase in operating revenue of about \$50,000. Director of Administration and Finance Swanson commented on significant leases and CPI adjustments of 2-4 % increase on current lease payments.

USDOT Essential Air Service Program Contract Renewal Process

Executive Director Rogers reviewed the current USDOT essential air service order for Salina, KS. Air Carrier proposals must be submitted to the USDOT by November 1, 2017. Community comments will be submitted by November 17. Rogers reviewed the results of ArkStar Group True Market and Retention Study.

Federal Aviation Administration Land Lease

Executive Director Rogers reviewed the location of the outer marker which is part of the Airport's instrument landing system (ILS). All ILS Equipment is owned, operated and maintained by the Federal Aviation Administration (FAA). The Airport Authority is obligated to provide sites to the FAA for ILS equipment. The outer marker of the ILS is located 5.7 miles south of Runway 35 threshold on Airport Authority property and is provided to the FAA at no cost according to federal grant assurances. Director Vancil moved to approve the proposed lease agreement with the United States of America for use by the Federal Aviation Administration for navigational aids. Director Weisel seconded the motion. Motion passed unanimously.

United Suppliers, Inc., Lease Addendum

Director of Administration and Finance Swanson reviewed the lease addendum with United Suppliers, Inc. The lease addendum provides United Suppliers with a ten-year lease that would allow them to amortize the construction of a 1 million gallon above ground storage tank. United Suppliers will partner with the SAA for the painting of Tank 784. The addendum will reduce the land footprint and sq. ft. of the leased area with the removal of Tank 786, which would open an additional 4.364 acres for redevelopment. Terms and conditions of the lease are listed below:

Term: Extends the current term until January 31, 2028
Leasehold: 4.50 Acres and above ground improvements (see Exhibit)
Rental: \$1,495/month (Biennial CPI adjustment)
Tenant Imps. Construction of a 1 million gallon above ground storage tank
Landlord Imps. \$20,000 towards painting of Tank No. 784

Director Eichelberger moved to approve the first lease addendum to the United Suppliers, Inc. lease dated February 28, 2013. Director Vancil seconded the motion. Motion passed unanimously.

AAL Organics, LLC Lease

Director of Administration and Finance Swanson reviewed the lease with AAL Organics, LLC for Hangar 713. AAL is an industrial recycling company with a contract with Schwan's Food Company to handle recycling at the Tony's Pizza plant. AAL has been leasing B723 on a short-term basis and AAL is ready to proceed with leasing building B713. Swanson discussed the lease terms listed below:

Term: Five year-9/20/17 through 9/30/2022
(early termination with penalty at 36 months)
Leasehold: Bldg 713 (42,649 SF)
Rental: September 2017 – December 2017 \$0 per month
January 2018 – March 2018 \$2,285 per month
April 2018 – June 2018 \$4,575 per month
July 2018 – September 2022 \$6,245 per month (\$1.76/SF/Year)
(biennial escalation of 2.5%)
Landlord Imps. Restrooms in operable order; sealing up exterior holes in siding, removal of paint booth and repair to the concrete ramp at the loading dock.

Director Weisel moved to approved the lease agreement with AAL Organics, LLC for building B713. Director Buer seconded the motion. Motion passed unanimously.

Staff Reports

- Executive Director Rogers provided an update on the progress of the Fossett Plaza.

Upon a motion duly made, the meeting adjourned at 9:20 A.M. Minutes approved at the October 18, 2017 Board Meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY

AIRPORT ACTIVITY REPORT

2017

AIR TRAFFIC/ATCT

September, 2017	7,081 Operations 855 Instrument Operations 525 Peak Day
September, 2016	7,593 Operations 806 Instrument Operations 601 Peak Day
January 2017 - September 2017	44,808 Operations
January 2016 - September 2016	60,653 Operations
January 2015 - September 2015	69,129 Operations

FUEL FLOWAGE

September, 2017	418,616 Gallons
September, 2016	137,906 Gallons
January 2017 - September 2017	2,116,321 Gallons
January 2016 - September 2016	1,451,102 Gallons
January 2015 - September 2015	1,532,872 Gallons

		Avflight	
			Self-fuel
KSU-S	Avflight Salina	Military/Gov't Portion	Station Portion
10,690	407,926	72,574	1,074
13,409	124,497	34,472	747
75,662	2,040,659	805,282	6,586
84,694	1,366,408	539,640	7,878
96,951	1,435,921	407,116	7,632

Great Lakes

ENPLANEMENTS	DEPLANEMENTS	TOTAL
September, 2017	719 Passengers	760 Passengers
September, 2016	499 Passengers	477 Passengers
January 2017 - September 2017	6,455 Passengers	
January 2016 - September 2016	1,435 Passengers	
January 2015 - September 2015	891 Passengers	

ENPLANEMENTS - Charter Flights

September, 2017	3155 Passengers
September, 2016	138 Passengers
January 2017 - September 2017	4,122 Passengers
January 2016 - September 2016	624 Passengers
January 2015 - September 2015	5,252 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

September, 2017	3,874 Passengers
September, 2016	637 Passengers
January 2017 - September 2017	10,577 Passengers
January 2016 - September 2016	2,059 Passengers
January 2015 - September 2015	6,143 Passengers

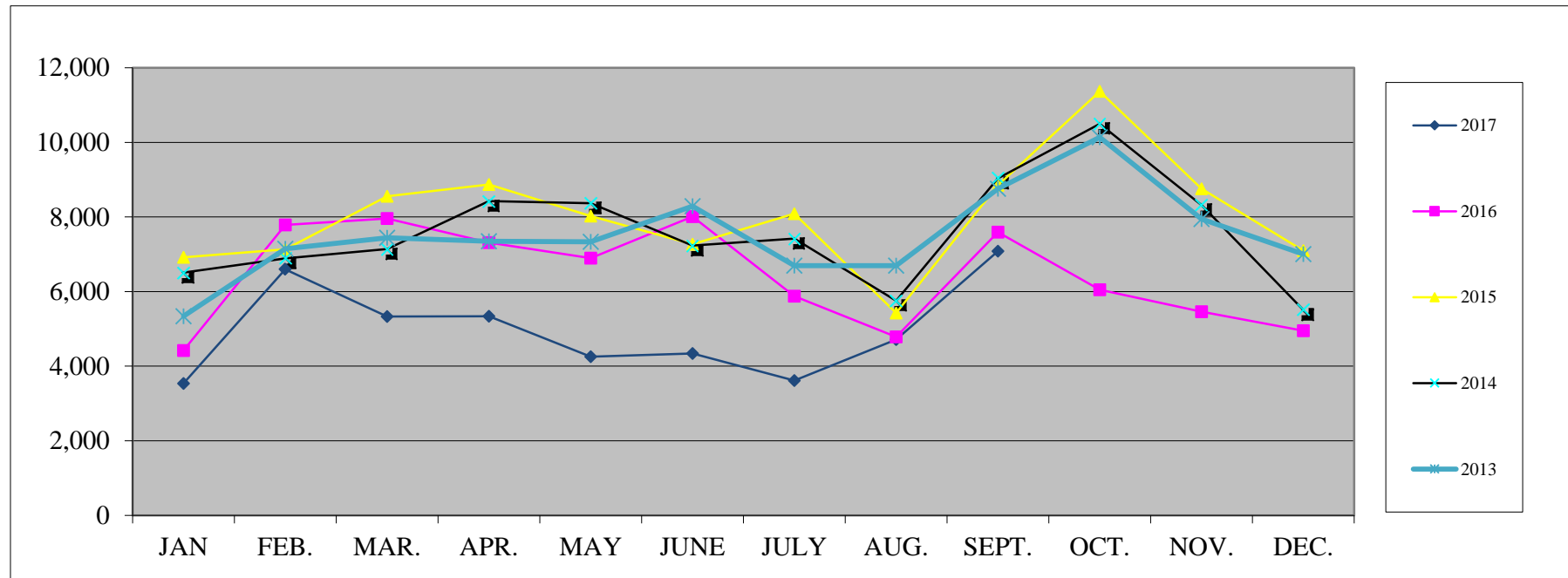
AIRPORT TRAFFIC RECORD

2016 - 2017

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
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	6	1,035	795	205	2,041	1,320	252	1,572	3,613
August, 17	0	1,281	810	310	2,401	1,800	516	2,316	4,717
September, 17	28	1,953	793	302	3,076	3,496	509	4,005	7,081
October, 17									
November, 17									
December, 17									
Totals January - September	96	13,378	6,891	2,896	23,261	18,382	3,165	21,547	44,808
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	3	1,411	942	152	2,508	3,215	154	3,369	5,877
August, 16	12	1,231	817	194	2,254	2,054	481	2,535	4,789
September, 16	55	2,513	885	144	3,597	3,872	124	3,996	7,593
October, 16									
November, 16									
December, 16									
Totals January - September	364	15,264	8,087	1,887	25,602	32,244	2,807	35,051	60,653
Difference	-268	-1,886	-1,196	1,009	-2,341	-13,862	358	-13,504	-15,845
YTD % Change	-74%	-12%	-15%	53%	-9%	-43%	13%	-39%	-26%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

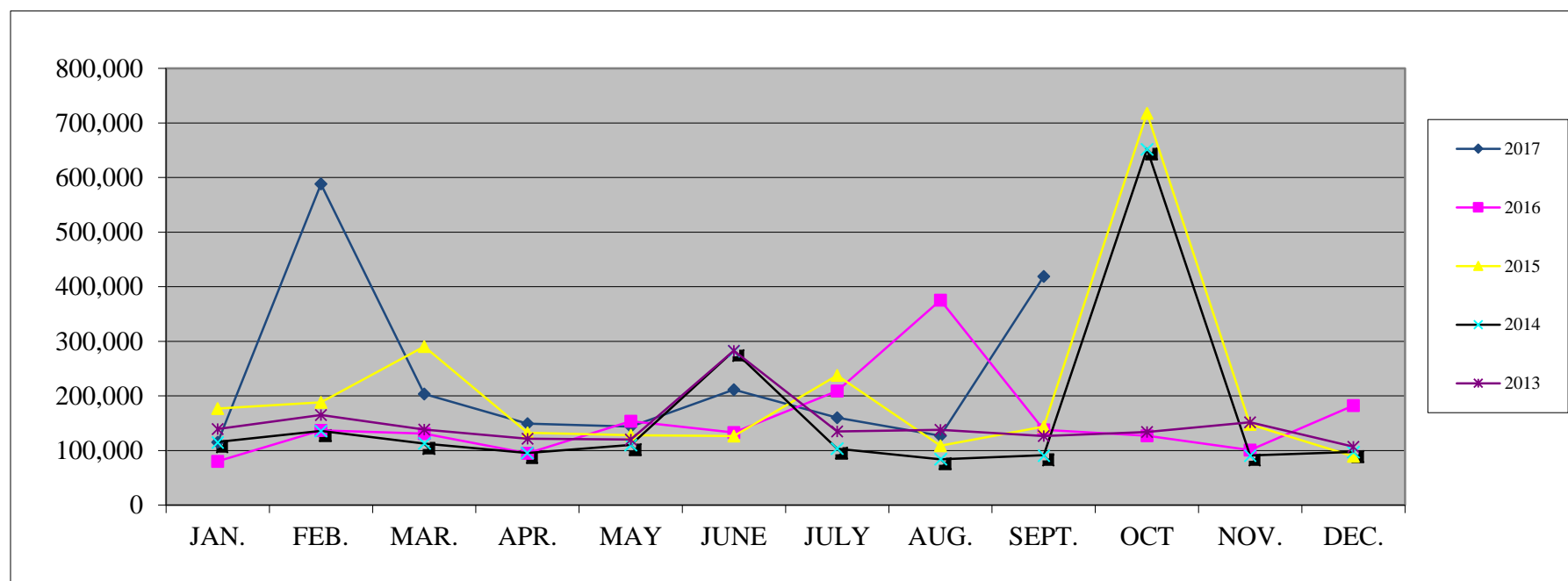
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081				44,808
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	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

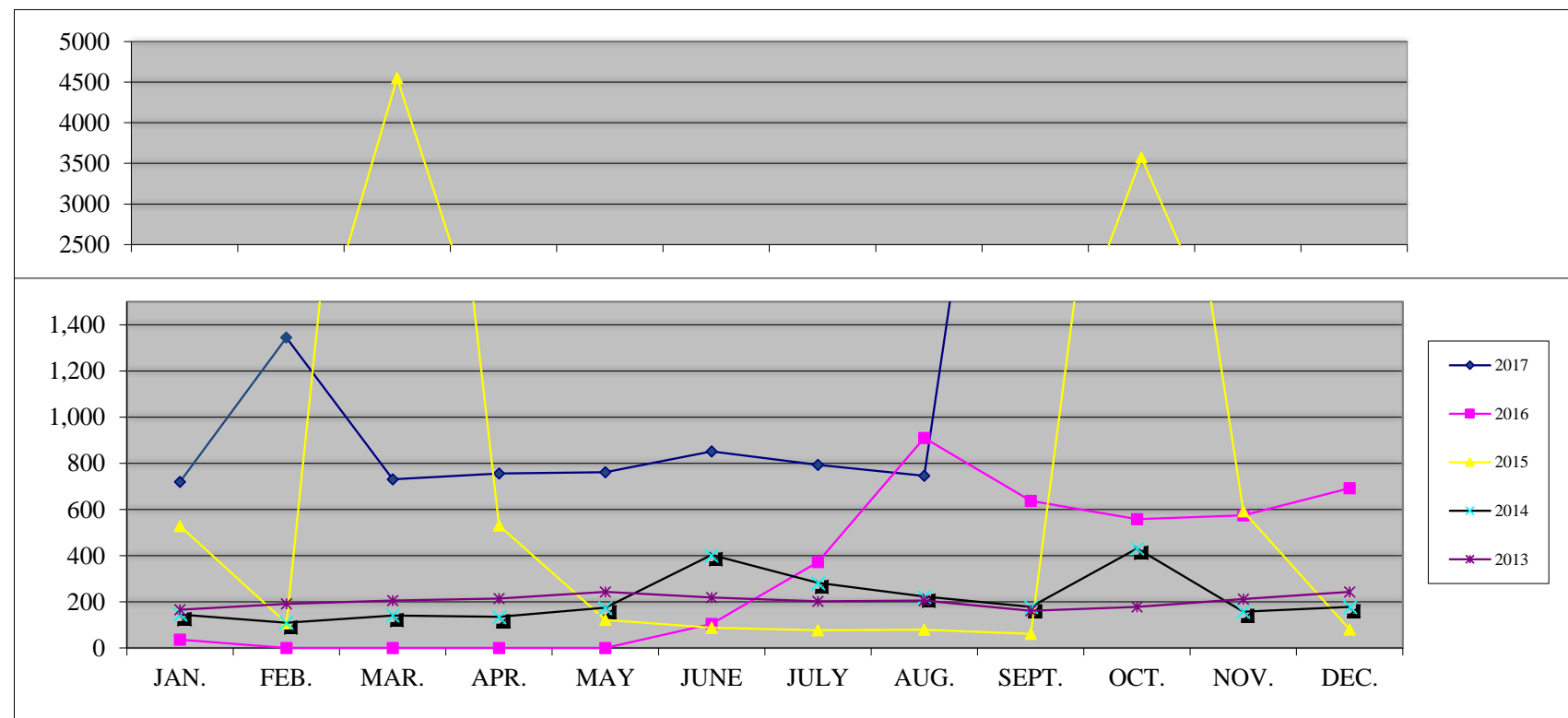
Gallons of Fuel Sold at SLN

	<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	211,351	160,134	126,751	418,616				2,116,321
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	793	746	3,874					10,577
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 September 30, 2017

	Sep 30, 17	Aug 31, 17	\$ Change	Sep 30, 16	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	208,233	93,166	115,067	678,487	-470,254	-69%
Cash in bank & Petty Cash-Op	93,887	1,290,548	-1,196,661	289,148	-195,261	-68%
Total Checking/Savings	302,120	1,383,714	-1,081,594	967,635	-665,515	-69%
Accounts Receivable						
Accounts Receivable	239,075	75,829	163,246	126,690	112,385	89%
Total Accounts Receivable	239,075	75,829	163,246	126,690	112,385	89%
Other Current Assets						
Agri Land Receivable	0	56,000	-56,000	0	0	0%
Mill Levy receivable	71,179	247,414	-176,235	13,852	57,327	414%
Other current assets	131,934	133,170	-1,236	141,308	-9,374	-7%
Undeposited Funds	9,464	0	9,464	-86	9,550	11,105%
Total Other Current Assets	212,577	436,584	-224,007	155,074	57,503	37%
Total Current Assets	753,772	1,896,127	-1,142,355	1,249,399	-495,627	-40%
Fixed Assets						
Fixed assets at cost	84,901,429	84,894,549	6,880	82,518,207	2,383,222	3%
Less accumulated depreciation	-41,351,520	-41,126,955	-224,565	-38,669,947	-2,681,573	-7%
Total Fixed Assets	43,549,909	43,767,594	-217,685	43,848,260	-298,351	-1%
Other Assets						
Irrevocable Escrow 2017-A&B	1,288,505	1,288,505	0	0	1,288,505	100%
Other assets	9,202	11,176	-1,974	34,124	-24,922	-73%
Total Other Assets	1,297,707	1,299,681	-1,974	34,124	1,263,583	3,703%
TOTAL ASSETS	45,601,389	46,963,403	-1,362,014	45,131,783	469,605	1%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	59,901	109,743	-49,842	60,015	-114	-0%
Total Accounts Payable	59,901	109,743	-49,842	60,015	-114	-0%
Credit Cards						
Sam's Club Discover	1,919	1,294	625	-434	2,353	542%
VISA - Sunflower Bank, N.A. - K	22	103	-81	0	22	100%
VISA - Sunflower Bank, N.A. - S	214	289	-75	-214	428	200%
VISA - Sunflower Bank, N.A. - T	1,219	1,332	-113	770	449	58%
Total Credit Cards	3,374	3,018	356	122	3,253	2,673%
Other Current Liabilities						
Accrued debt interest payable	88,113	151,352	-63,239	81,544	6,569	8%
Debt, current portion	1,222,153	1,222,153	0	1,109,894	112,259	10%
Deferred Agri Land Revenue	0	19,167	-19,167	0	0	0%
Deferred Mill Levy revenue	524,532	697,188	-172,656	497,784	26,748	5%
Other current liabilities	196,991	186,328	10,663	210,505	-13,514	-6%
Total Other Current Liabilities	2,031,790	2,276,188	-244,398	1,899,727	132,063	7%
Total Current Liabilities	2,095,065	2,388,950	-293,885	1,959,864	135,201	7%
Long Term Liabilities						
Debt - Long Term	22,647,162	23,712,162	-1,065,000	22,443,794	203,367	1%
Less current portion	-1,222,153	-1,222,153	0	-1,109,894	-112,259	-10%
Security Deposits Returnable	49,572	49,353	219	44,818	4,754	11%
Total Long Term Liabilities	21,474,581	22,539,362	-1,064,781	21,378,718	95,862	1%
Total Liabilities	23,569,645	24,928,311	-1,358,666	23,338,582	231,063	1%
Equity						
Invested in Capital Assets net	20,902,747	22,647,162	-1,744,415	21,352,123	-449,376	-2%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,257,650	-486,765	1,744,415	1,446,434	-188,784	-13%
Net Income	-218,653	-215,305	-3,348	-1,095,355	876,702	80%
Total Equity	22,031,743	22,035,091	-3,348	21,793,201	238,542	1%
TOTAL LIABILITIES & EQUITY	45,601,389	46,963,403	-1,362,014	45,131,783	469,605	1%

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Accrual Basis

Salina Airport Authority
Profit & Loss Budget Performance
 September 2017

	Sep 17	Budget	\$ Over Budget	% of Budget	Jan - Sep 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
Airfield revenue									
Fuel Flowage Fees	31,773	14,500	17,273	219%	162,932	116,512	46,420	140%	158,000
Hangar rent	86,127	25,000	61,127	345%	315,286	385,000	-69,714	82%	520,000
Landing fees	15,058	542	14,516	2,780%	36,957	4,875	32,082	758%	6,500
Ramp rent	3,586	4,167	-581	86%	35,730	37,500	-1,770	95%	50,000
Total Airfield revenue	136,544	44,208	92,335	309%	550,905	543,887	7,018	101%	734,500
Building and land rent									
Agri land rent	17,045	4,667	12,378	365%	55,774	42,000	13,774	133%	56,000
Building rents - Long Term									
Short-term leasing	22,705	7,445	15,260	305%	175,914	67,005	108,909	263%	89,340
Building rents - Long Term - Other	67,554	65,375	2,179	103%	597,413	588,371	9,043	102%	784,494
Total Building rents - Long Term	90,259	72,820	17,439	124%	773,328	655,376	117,952	118%	873,834
Land rent									
Basic Land Rent	8,121	8,096	26	100%	72,398	72,863	-464	99%	97,150
Property tax - tenant share	10,000	10,000	0	100%	90,000	90,000	0	100%	120,000
Total Land rent	18,121	18,096	26	100%	166,346	162,863	3,484	102%	217,150
Tank rent	808	792	16	102%	7,272	7,125	147	102%	9,500
Total Building and land rent	126,233	96,374	29,859	131%	1,002,720	867,363	135,357	116%	1,156,484
Other revenue									
Airport Marketing	273	4,000	-3,727	7%	41,439	36,000	5,439	115%	48,000
Commissions	2,132	1,917	215	111%	32,344	17,250	15,094	188%	23,000
Other income	25,022	3,750	21,272	667%	48,972	33,750	15,222	145%	45,000
Total Other revenue	27,427	9,667	17,760	284%	122,756	87,000	35,756	141%	116,000
Total Income	290,203	150,249	139,955	193%	1,685,942	1,498,251	187,691	113%	2,006,984
Gross Profit	290,203	150,249	139,955	193%	1,685,942	1,498,251	187,691	113%	2,006,984
Expense									
Administrative expenses									
A/E, consultants, brokers	0	1,250	-1,250	0%	850	11,250	-10,400	8%	15,000
Airport promotion	773	4,833	-4,060	16%	47,134	43,500	3,634	108%	58,000
Computer/Network Admin.	222	1,125	-903	20%	12,225	10,125	2,100	121%	13,500
Dues and subscriptions	1,071	2,083	-1,013	51%	20,586	18,750	1,836	110%	25,000
Employee retirement	4,802	5,583	-781	86%	46,728	50,250	-3,522	93%	67,000
FICA and medicare tax expense	4,255	4,667	-411	91%	42,321	42,000	321	101%	56,000
Industrial development	0	0	0	0%	18,750	18,750	0	100%	25,000
Insurance, property	12,586	12,500	86	101%	109,379	112,500	-3,121	97%	150,000
Insurance, medical	14,394	14,167	227	102%	146,040	127,500	18,540	115%	170,000
Kansas unemployment tax	182	83	99	219%	553	750	-197	74%	1,000
Legal and accounting	0	2,667	-2,667	0%	13,471	24,000	-10,529	56%	32,000
Office salaries	53,592	37,387	16,205	143%	332,651	336,484	-3,832	99%	448,645
Office Supplies	110	567	-457	19%	4,833	5,100	-267	95%	6,800
Other administrative expense	1,689	417	1,272	405%	8,162	3,750	4,412	218%	5,000
Postage	16	250	-234	7%	1,666	2,250	-584	74%	3,000
Property tax expense	13,333	13,333	0	100%	120,000	120,000	0	100%	160,000
Special Events	0	83	-83	0%	0	750	-750	0%	1,000
Telephone	1,431	1,378	53	104%	13,519	12,404	1,116	109%	16,538
Training	0	667	-667	0%	40	6,000	-5,960	1%	8,000
Travel and meetings	1,804	833	971	217%	7,920	7,500	420	106%	10,000
Total Administrative expenses	110,262	103,874	6,388	106%	946,828	953,612	-6,784	99%	1,271,483

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Accrual Basis

Salina Airport Authority
Profit & Loss Budget Performance
September 2017

	Sep 17	Budget	\$ Over Budget	% of Budget	Jan - Sep 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses									
Airfield maintenance	3,083	2,083	1,000	148%	22,887	18,750	4,137	122%	25,000
Airport Security	0	42	-42	0%	801	375	426	213%	500
Building maintenance	4,647	3,750	897	124%	77,181	33,750	43,431	229%	45,000
Equipment fuel and repairs	13,731	4,542	9,189	302%	86,985	40,875	46,110	213%	54,500
Fire Services	0	1,250	-1,250	0%	750	11,250	-10,500	7%	15,000
Grounds maintenance	0	292	-292	0%	3,392	2,625	767	129%	3,500
Maintenance salaries	25,136	27,117	-1,980	93%	251,621	244,050	7,571	103%	325,400
Other maintenance expenses	1,158	1,458	-300	79%	11,595	13,125	-1,530	88%	17,500
Snow removal expense	0	1,667	-1,667	0%	514	15,000	-14,486	3%	20,000
Utilities	16,606	16,667	-60	100%	186,921	150,000	36,921	125%	200,000
Total Maintenance expenses	64,361	58,867	5,495	109%	642,647	529,800	112,847	121%	706,400
Total Expense	174,623	162,740	11,883	107%	1,589,475	1,483,413	106,063	107%	1,977,883
Net Ordinary Income	115,580	-12,491	128,071	-925%	96,467	14,838	81,629	650%	29,101
Other Income/Expense									
Other Income									
Capital contributed	10,841	340,723	-329,882	3%	852,224	3,066,508	-2,214,284	28%	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	26	83	-57	31%	791	750	41	105%	1,000
Interest income - Other	0	0	0	0%	0	0	0	0%	0
Total Interest income	26	83	-57	31%	791	750	41	105%	1,000
Mill levy income	172,656	172,656	0	100%	1,555,002	1,553,905	1,097	100%	2,071,873
Total Other Income	183,523	513,462	-329,939	36%	2,408,017	4,628,663	-2,220,645	52%	6,176,550
Other Expense									
Debt interest expense net									
Interest Expense on Debt	77,886	77,886	0	100%	700,976	700,976	0	100%	934,635
Total Debt interest expense net	77,886	77,886	0	100%	702,052	700,976	1,076	100%	934,635
Depreciation expense	224,565	224,565	0	100%	2,021,085	2,021,085	0	100%	2,694,780
Total Other Expense	302,451	302,451	0	100%	2,723,137	2,722,061	1,076	100%	3,629,415
Net Other Income	-118,928	211,011	-329,939	-56%	-315,120	1,906,601	-2,221,721	-17%	2,547,135
Net Income	-3,348	198,520	-201,868	-2%	-218,653	1,921,439	-2,140,092	-11%	2,576,236

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

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10/13/2017
Accrual Basis

	Sept 17	Jan - Sept 17	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1		946,976	1,644,825	-697,849	58%
AIP-37 Txy B & E Rehab Design		0	53,133	-53,133	0%
AIP-38 Txy B Rehab Const. Ph 2		1,372	1,998,250	-1,996,878	0%
Airfield Improvements	14,694	70,069	171,510	-101,441	41%
Rwy 17/35 Improvements		198,559	180,000	18,559	110%
Total Airfield	14,694	1,216,976	4,047,718	-2,830,742	30%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other		42,471	17,500	24,971	243%
Bldg. Roofing Systems		0	10,000	-10,000	0%
Hangar #509 Imps.		0	10,000	-10,000	0%
Hangar 600 Development					
Hangar 600 - Other	3,602	7,282	10,000	-2,718	73%
Total Hangar 600 Development	3,602	7,282	10,000	-2,718	73%
Hangar 606 Rehabilitation		5,007	10,000	-4,993	50%
Hangar 959 Rehabilitation		10,700	31,000	-20,300	35%
Total Building improvements	3,602	65,460	88,500	-23,040	74%
FBO Improvements					
Avflight North	4,562	6,086	5,000	1,086	122%
Total FBO Improvements	4,562	6,086	5,000	1,086	122%
Terminal building improvements					
2015 Terminal Bldg. Remodel		-9,736	5,000	-14,736	-195%
2nd Floor Remodel-SAA Admin Ofc		3,180	2,500	680	127%
Terminal Bldg. Other		2,456	47,000	-44,544	5%
Total Terminal building improvements	0	-4,100	54,500	-58,600	-8%
Total Buildings & Improvements	8,164	67,446	148,000	-80,554	46%
Equipment					
ARFF equipment		4,291	43,446	-39,155	10%
Communications equipment		1,425	5,000	-3,575	29%
Computer equipment	3,710	14,930	15,000	-70	100%
Total Equipment	3,710	20,646	63,446	-42,800	33%
Land					
Airport Indust. Cent. Imps.	16,652	16,296	500	15,796	3,259%
Environmental					
Environmental - SAFB		8,725	20,000	-11,275	44%
Total Environmental	0	8,725	20,000	-11,275	44%
Rail Spur Imps.	20,900	20,900	30,000	-9,100	70%
West Beechcraft Road Imps.		25,775	379,700	-353,925	7%
Total Land	37,552	71,696	430,200	-358,504	17%
Total Fixed assets at cost	64,120	1,376,764	4,689,364	-3,312,600	29%

Salina Airport Authority

Significant Capital Expenditures Detail

September 2017

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
Airfield Improvements					
Bill	09/11/2017	Paving Maintenance Supply....	Txy A Imps. - Two week rental on creak sealing machine	2,850.00	2,850.00
Bill	09/25/2017	Diamond Vogel, Inc.	Txy A Imps - Paint and Beads	8,726.15	11,576.15
Bill	09/25/2017	Diamond Vogel, Inc.	Paint for Rwy 18/36	3,117.40	14,693.55
Total Airfield Improvements				14,693.55	14,693.55
Fossett Plaza					
Bill	09/01/2017	B&B Metal Arts, LLC	Fence Completion	47,861.83	47,861.83
Bill	09/28/2017	Manley Structural Engineers	Fossett Plaza structural engineering services	220.00	48,081.83
Bill	09/29/2017	City of Salina - Planning Dept.	Application Fee - Fossett Plaza	45.00	48,126.83
Total Fossett Plaza				48,126.83	48,126.83
Total Airfield				62,820.38	62,820.38
Buildings & Improvements					
Building improvements					
Hangar 600 Development					
Hangar 600 - Other					
Bill	09/19/2017	Pestinger Heating & Air, Inc.	H600 - HVAC Imps	3,602.00	3,602.00
Total Hangar 600 - Other				3,602.00	3,602.00
Total Hangar 600 Development				3,602.00	3,602.00
Total Building improvements				3,602.00	3,602.00
FBO Improvements					
Avflight North					
Bill	09/18/2017	Edelman-Lyon Company	B700 - North Door replacement to automatic door	4,562.00	4,562.00
Total Avflight North				4,562.00	4,562.00
Total FBO Improvements				4,562.00	4,562.00
Total Buildings & Improvements				8,164.00	8,164.00
Equipment					
Computer equipment					
Bill	09/20/2017	Nex-Tech Communications, ...	New Desk Top Computers - Ops Manager, ARFF Station Watchroo...	3,709.67	3,709.67
Total Computer equipment				3,709.67	3,709.67
Total Equipment				3,709.67	3,709.67
Land					
Airport Indust. Cent. Imps.					
Bill	09/21/2017	Superior Plumbing and Heat...	B655 Fire Main Improvements	16,651.55	16,651.55
Total Airport Indust. Cent. Imps.				16,651.55	16,651.55
Rail Spur Imps.					
Bill	09/25/2017	Allan Enterprises, LLC	50% Deposit - Tank No. 784 Improvements (United Suppliers)	20,900.00	20,900.00
Total Rail Spur Imps.				20,900.00	20,900.00
Total Land				37,551.55	37,551.55
Total Fixed assets at cost				112,245.60	112,245.60
TOTAL				112,245.60	112,245.60

SALINA AIRPORT AUTHORITY

SAA RESOLUTION NO. 17-11

**A RESOLUTION REAPPOINTING JEFF THOMPSON TO THE BOARD OF DIRECTORS
FOR THE SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION,
INC.**

WHEREAS, the Salina Airport Authority has entered into an agreement with the City of Salina, Saline County and the Salina Area Chamber of Commerce to form and establish the Salina Community Economic Development Organization, Inc.(Corporation) in accordance with a written Members Agreement; and

WHEREAS, the respective governing boards of the City of Salina, Saline County, Airport Authority and Salina Chamber of Commerce have taken action to approve the Members Agreement.; and

WHEREAS, in accordance with the Members Agreement the Salina Airport Authority Board of Directors appointed Jeff Thompson to an initial two (2) year term to the board of directors of the Corporation; and

WHEREAS, Jeff Thompson is eligible for an appointment to a full three (3) year term to the board of directors of the Corporation; and

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

1. Jeff Thompson is hereby reappointed to a three (3) year term on the board of directors of the Salina Community Economic Development Organization, Inc. Such term shall coincide with the annual meeting of the directors of the Corporation.

ADOPTED by the Board of Directors of the Salina Airport Authority this 18th day of October, 2017.

SALINA AIRPORT AUTHORITY

By: _____
Katherine M. Platten, Chairman

ATTEST:

By: _____
Kent D. Buer, Secretary

(SEAL)



**A MOTION TO RECESS FOR AN EXECUTIVE SESSION
OF THE BOARD OF DIRECTORS FOR THE SALINA AIRPORT AUTHORITY**

Madam Chair, I move to recess the Open meeting for an Executive Session for thirty (30) minutes for the purposes of:

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

The Open meeting shall resume in the Hangar 600, 2nd Floor Conference Room at _____ A.M. (Thirty (30) minutes after the start of the Executive Session).