

**DATE:** April 16, 2018  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** **April 18, 2018 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.

An executive session of the Airport Authority board of directors is on the agenda. The executive session will be for the purpose discussing confidential data related to the financial affairs or trade secrets of a corporation because public discussion of the information would unfairly disadvantage the business in relation to its competitors. The executive session will occur prior to the discussion of proposed lease terms for hangar H606.

Board of directors action **is not** expected following the executive session.

Please note the following agenda comments.

**Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending March 31, 2018** (Rogers and Swanson)

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

The Salina air traffic control tower (ATCT) recorded 6,312 operations during March 2018 which was a 18% increase as compared to the March 2017 total of 5,329. For the year-to-date, a total of 14,331 operations have occurred at the Salina Airport which is 7% less than the March 2017 YTD total of 15,466. An increase in K-State Aviation professional pilot training activity is reflected in the March 2018 air traffic count.

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

The March 2018 fuel flowage came in at 172,561 gallons which was 15% less than the March 2017 total of 203,387 gallons. For the year-to-date, a total of 433,873 gallons has been delivered on the Airport which is 52% less than the 2017 YTD total of 906,533 gallons. Large military and corporate jet activity has been deferred until the second half of 2018 due to airfield construction.

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

Great Lakes ceased flight operations on March 26 which helped with preparation for the start of United flights operated by SkyWest Airlines. Great Lakes did carry 753 total passengers during March 2018.

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

At the end of the 1<sup>st</sup> quarter, total operating revenue exceeded budget projections by 2% and is tracking \$38,337 ahead of the same period in 2017. Total operating expenses arrived at \$20,394 under budget and 4% less than 2017. Total 1<sup>st</sup> quarter net operating income before depreciation reached \$26,721 which is ahead of the same period last year by \$45,531.

**Financial Reports – March 2018 Significant Expenditures/Payables Report Enclosed (Swanson)**

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

**Salina Airport Authority  
Account QuickReport  
As of March 31, 2018**

Type	Date	Num	Name	Memo	Split	Amount	Balance	
<b>Cash in Bank - Bond Funds</b>							<b>1,268,546.57</b>	
<b>FBK Imp Fund Temp Note 2017</b>							<b>1,268,546.57</b>	
▶ Bill Pmt -Check	03/30/2018	1008	Lochner - BWR D...	ARFF 4 Monitor Position Indicator	Accounts pa...	-1,515.27	1,267,031.30 ◀	
Deposit	03/31/2018			Interest	Interest incom...	430.96	1,267,462.26	
Total FBK Imp Fund Temp Note 2017							-1,084.31	1,267,462.26
Total Cash in Bank - Bond Funds							-1,084.31	1,267,462.26
<b>TOTAL</b>							<b>-1,084.31</b>	<b>1,267,462.26</b>

**Salina Airport Authority  
Account QuickReport  
As of March 31, 2018**

Type	Date	Num	Name	Memo	Split	Amount	Balance	
<b>Cash in Bank - Bond Funds</b>							<b>3,926.46</b>	
<b>UMB Series 2015-A Proj Fund</b>							<b>3,926.46</b>	
▶ Check	03/02/2018			Service Cha...	Merchant Pro...	-12.00	3,914.46 ◀	
Deposit	03/31/2018			Interest	Interest incom...	0.17	3,914.63	
Total UMB Series 2015-A Proj Fund							-11.83	3,914.63
Total Cash in Bank - Bond Funds							-11.83	3,914.63
<b>TOTAL</b>							<b>-11.83</b>	<b>3,914.63</b>

**Short-term Leasing Activity**

March 13-30, the SAA hosted the 34<sup>th</sup> Weapons Squadron from Nellis AFB, NV. This activity generated \$22,608 in hangar revenue and \$3,240 in other income (SAA equipment rental). The total community economic impact from the training exercise that included 104 personnel staying in area hotels, renting vehicles and making other purchases, was in excess of \$260,000.

**Financial Reports – Accounts Receivable Past Due 31 days or more as of April 16, 2018 (Swanson)**

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
AAL Organic Matters	\$655	31-60	Utility reimbursement
Alltel	\$200	31-60	Annual mowing charge
Belcher, Terry	\$20	31-60	Finance charge
Great Lakes Airlines	\$2,954	31-90	Building rental & Landing fees
Tischlerei	\$27,945	31>90	Building rental & Finance charges

**Agenda Item #6 – Review of the March 31, 2018 Ten (10) Year Financial Trend Analysis Report**  
(Swanson)

Following the end of each quarter of the calendar year, a ten (10) year financial trend analysis is prepared for SAA board review and discussion. The report summarizes current quarterly revenue and expenses as compared to the same period over the past nine (9) years. Shelli and I will provide additional information for you at the meeting and be prepared to answer your questions.

**Agenda Item #7 – An Executive Session of the SAA Board of Directors** (Bengtson)

The SAA board of directors will recess to an executive session for the purposes of consulting with legal counsel and the discussion of trade secrets and the financial affairs of a corporation.

**Agenda Item #8 – Consideration of Preliminary Lease Terms for Hangar H606** (Rogers and Swanson)

An aviation and aerospace company has indicated interest in leasing Hangar H606 on the following terms:

Leased Premises: Hangar H606  
 Leased Area: 49,222 SF  
 Lease Term: Twenty (20) Years  
 Options: Five (5) additional options of five (5) years each  
 Rent: Per the following schedule

<b><u>Month Beginning</u></b>	<b><u>through</u></b>	<b><u>Month Ending</u></b>	<b><u>Monthly Rental</u></b>
6/1/2018	-	8/31/2018	\$ -
9/1/2018	-	11/30/2018	\$ 1,000
12/1/2018	-	5/31/2019	\$ 1,250
6/1/2019	-	5/31/2020	\$ 2,500
6/1/2020	-	5/31/2021	\$ 4,500
6/1/2021	-	5/31/2023	\$ 9,600
6/1/2023	-	5/31/2025	\$ 9,888
6/1/2025	-	5/31/2027	\$ 10,185
6/1/2027	-	5/31/2029	\$ 10,490
6/1/2029	-	5/31/2031	\$ 10,805
6/1/2031	-	5/31/2033	\$ 11,129
6/1/2033	-	5/31/2035	\$ 11,463
6/1/2035	-	5/31/2037	\$ 11,807
6/1/2037	-	5/31/2038	\$ 12,161

Security Deposit: \$9,640

Contingency: Contingent upon the award of a City of Salina economic development incentive grant

**Agenda Item #8 – Review of Bids Received for the Purchase of a New ARFF Vehicle** (Bieker and Swanson)

Enclosed is a copy of the bid tabulation for the purchase of a new Aircraft Rescue and Fire Fighting (ARFF) truck. The acquisition of the truck will be funded by a FAA Airport Improvement Program (AIP) grant. Following the SAA board's review of the bids, a grant application for 90% of the acquisition cost will be submitted to the FAA.

The low bidder for a new 3,000-gallon ARFF truck was Oshkosh Airport Products, LLC. The Oshkosh bid was \$677,624. The estimated project cost (ARFF truck and equipment) was \$886,500. Bids for equipment that goes onto the truck (radios, rescue tools, SCBA, turn-out gear, etc.) will be received on April 24, 2018. The total project cost is not expected to exceed \$800,000.

Once the equipment bids are received, SAA staff will complete a AIP Grant Application. Upon receipt of a FAA AIP Grant Award and Agreement, the SAA board will take formal action on accepting an AIP Grant and approving contracts for the purchase of a new 3,000 gallon ARFF truck and associated equipment.

## STAFF REPORTS

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

Taxiway E shoulder was seeded by the seeding contractor. After the contractor completes the punch list items the project close out process can be completed.

**AIP Project No. 38 – Taxiway Bravo Reconstruction** (Bieker)

The reconstruction project started on March 26<sup>th</sup>. Taxiway Bravo between Runway 35 and Runway 30 will be realigned and reconstructed. The project is divided into three phases. Phase 1 is the tie-in to Runway 17-35, Phase 3 is the tie-in to Runway 12-30 and Phase 2 is everything in between.

**Hangar 409 Column Repair** (Bieker)

Busboom and Rauh Construction Co. completed this work. The new column was installed without any complications.

**Beechcraft Road** (Bieker)

Paver's Inc. began the reconstruction of the west 1,000 feet of Beechcraft Road on April 2<sup>nd</sup>. All the pavement has been removed and now subcontractors will start installing storm sewer inlets and piping, relocating utility lines such as phone, electric, water etc., setting survey stakes and prepping the subgrade for base rock.

**Events** (Windhorst)

Over 175 people attended the inaugural flight celebration and ribbon cutting on April 9, 2018. Attendees enjoyed Chicago style hot dogs and welcomed the United Airlines flight #5023 from the Chicago International Airport to the Salina Regional Airport with a water cannon salute. The event attracted local and regional news media.

**Fly Salina Marketing** (Windhorst)

Marketing efforts for the new air service on United operated by SkyWest Airlines to Denver and Chicago is in full swing. Recent google analytics reports for the month of March reported an increase of over 17% new users visiting the Salina Airport Authority website compared to the month of February 2018. The kickoff of social media advertisements as well as digital ads will increase traffic to the Salina Airport Authority website.

**SAA Staff** (Windhorst)

The Salina Airport Authority is pleased to announce the hiring of Zeb Tuner to fill one of the vacant Aircraft Rescue and Firefighting (ARFF) and Operations Specialist positions. Zeb's previous experience as a volunteer firefighter makes him well suited for this position. We are excited to have him join the SAA team.

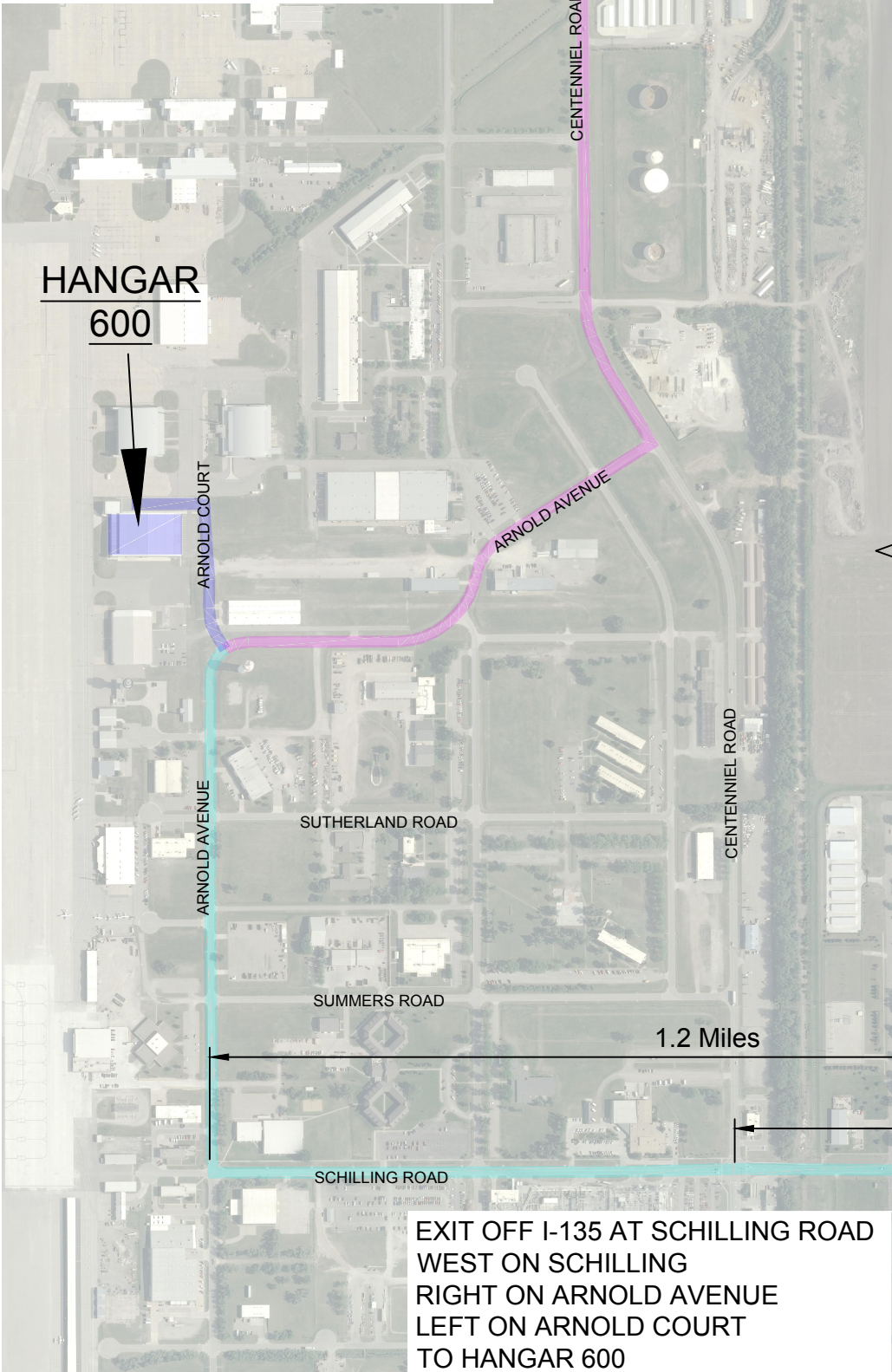
Due to recent employee resignations, applications are being accepted for an additional full-time ARFF and Operations Specialist. Additional information can be found online at [www.salinaairport.com](http://www.salinaairport.com) under the public information tab.

Please contact me if you have any questions or comments.

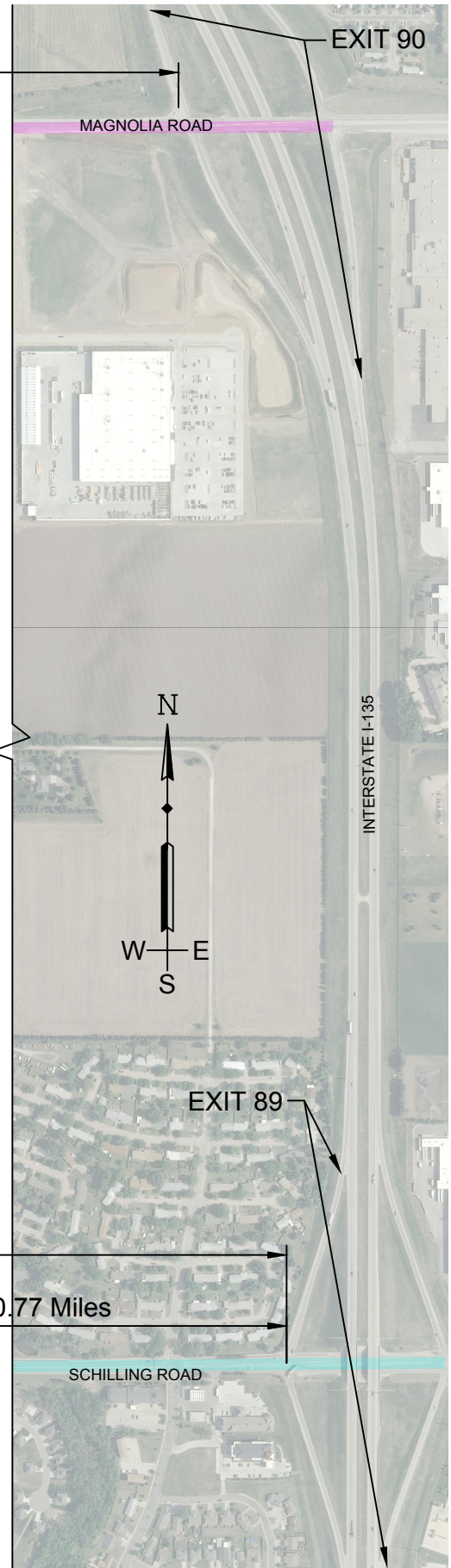


# DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

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



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**  
**April 18, 2018 – 8:00 AM**

**AGENDA**

**Action Items**

1. Call to order and determine a quorum is present. (Weisel)
2. Recognition of guests. (Weisel)
3. Additions to the agenda. (Rogers)
4. Approval of the minutes of the March 21, 2018 annual board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending March 31, 2018. (Rogers and Swanson)
6. Review of the March 31, 2018, ten (10) year financial trend analysis report. (Swanson)
7. Recess the open meeting for an executive session (Weisel)
8. Review and discussion of proposed lease terms for hangar H606. (Rogers and Swanson)
9. Presentation of bids received for the acquisition of a 3,000-gallon aircraft rescue and firefighting (ARFF) truck. (Swanson and Bieker)

**Directors' Forum** (Weisel)

**Visitor's Questions and Comments** (Weisel)

**Staff Reports** (Rogers)

- Review of current Airport and Airport Industrial Center building and hangar lease prospects. (Rogers and Swanson)

**Announcements** (Windhorst)

**Adjournment** (Weisel)



**MINUTES OF THE ANNUAL MEETING OF THE BOARD OF  
DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
MARCH 21, 2018  
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

**Call to Order**

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

**Attendance**

Attendance was taken. Directors Buer, Weisel, Eichelberger, Gunn, and Vancil were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Administrative Assistant Kaycie Taylor; and Board Attorney Greg Bengston. Bob Vidricksen, Saline County Commissioner; Eric Wiley, Salina Journal; Julie Yager-Zuker, Avflight; Matt Schroeder, Dragun Corp.; and Dr. Mike Sklash, Dragun Corp. (via conference call) were guests.

**Acceptance of Appointment**

Executive Director Rogers announced that Troy Vancil and Kristin Gunn were appointed by the City of Salina to serve three-year terms on the Salina Airport Authority Board of Directors. Directors Vancil and Gunn executed their respective Acceptance of Appointment and Oath of Office documents.

**Additions to the Agenda**

Acting Chairman Weisel asked if there were any additions to the agenda. Executive Director Rogers stated there was an addition of an executive session prior to the update on the former Schilling AFB briefing and update.

**Minutes**

Acting Chairman Weisel asked if the board members had additions or corrections to the minutes of the February 21, 2018 regular board meeting. Director Vancil moved, seconded by Director Eichelberger, to approve the minutes of the February 21, 2018 regular board meeting. Motion passed unanimously.

**Airport Activity and Financial Reports**

Executive Director Rogers reported on airport activity for the month of February 2018. The Salina air traffic control tower (ATCT) recorded 4,601 operations during February 2018 which was a 30% decrease as compared to the February 2017 total of 6,598. February 2018 fuel flowage came in at 186,507 gallons which is 68% less than the February 2017 total of 588,072 gallons. Twelve months ago, the Salina Airport was the site of a Jaded Thunder training exercise. Jaded Thunder 2017 accounted for over 461,000 gallons of aviation fuel delivered during February 2017. For the year to date a total of 261,312 gallons have been delivered which is 62% less than the 2017 YTD total of 703,146 gallons. Great Lakes recorded 613 total passengers during February 2018 which was a 53% drop as compared to 1,317 total passengers during February 2017. The air carrier completed 93% of scheduled flights during February 2018 as compared to a 100% completion rate during February 2017.



Director of Administration and Finance Swanson reported on the financials for the month ending February 28, 2018 at the end of February, the SAA remitted from our debt-service fund, the first of the 2018 semi-annual interest payments on our outstanding long-term general obligation bonds in the amount of \$406,346 to the Kansas State Treasurer's office. Funding for the Authority's outstanding general obligation bonds is derived from the 2017 mill levy.

Total operating revenue arrived at 1% over budget with total operating expenses tracking 6% under budget. Total airfield revenue is down \$61,649 compared to 2017 due to hosting Jaded Thunder in February 2017. Net operating income before depreciation equaled \$19,519. Total capital expenditures for the month were \$24,837 with \$89,630 expended on fixed assets year-to-date. Chairman Weisel directed staff to file the financials for audit.

### **Executive Session**

At 8:30 A.M. Director Vancil moved the following:

Mister Chairman, I move to recess the Open meeting for an Executive Session for ten (10) minutes to discuss the legal aspects of the status of the U.S. District Court Consent Decree that addresses former Schilling AFB environmental clean-up remediation based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship as authorized pursuant to K.S.A. 45-7319(b) (2).

The Open meeting shall resume in this room at 8:40 A.M.

Director Eichelberger seconded the motion. Motion passed unanimously.

The open meeting resumed at 8:40 A.M.

### **Former Schilling AFB Project Briefing and Update**

Executive Director Rogers introduced Matt Schroeder and Dr. Mike Sklash with the Dragoon Corporation, 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 and FS work has been substantially completed. The FS will define options and recommendations for site cleanup. The recommendations are based, in part, by the results of several pilot tests that have been completed during 2016 and 2017. The FS report will be the basis for a KDHE issued Record of Decision (ROD) that is scheduled to be issued this year. Once KDHE issues their ROD, the Salina Public Entities will be able to request another round of U.S. District Court supervised remediation with the U.S. Department of Justice who represents the U.S. Department of Defense.

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 2018, the project is on schedule and under budget.

**SAA Resolution No. 18-01**

Executive Director Rogers presented SAA Resolution 18-01, recognizing Katie Platten for her three years of service as a member of the Salina Airport Authority Board of Directors. Director Gunn moved, seconded by Director Vancil, to approve Resolution 18-01. Motion carried unanimously.

**Election of SAA Board of Directors Officers and Board Assignments**

Executive Director Rogers reviewed the recommended slate of officers and committee assignments for 2018-2019.

The recommended slate of officers for 2018-2019 is as follows:

<b>Chair</b>	Brian Weisel
<b>Vice-Chair</b>	Kent Buer
<b>Secretary</b>	Alan Eichelberger
<b>Treasurer</b>	Kristin Gunn
<b>Past Chairman</b>	Troy Vancil

The recommended committee assignments for 2018-2019 are as follows:

<b>Salina Area Chamber of Commerce Board of Directors</b>	Brian Weisel
<b>SAA Finance and Audit Committee</b>	Kristin Gunn Alan Eichelberger
<b>Air Service Working Group</b>	Kent Buer Troy Vancil
<b>Salina Community Economic Developmet Organization</b>	Brian Weisel
<b>Schilling Environmental Project CEO Working Group</b>	Krisin Gunn

Director Buer moved to approve the slate of officers and committee assignments for 2018-2019, seconded by Director Vancil. Motion passed unanimously.

**SAA Resolution No. 18-02**

Executive Director Rogers presented SAA Resolution 18-02, designating the banks used by the Airport Authority, specifying individuals authorized to sign SAA checks, and defining the number of signatures required on each check. **A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AN DIRECTING HOW SAID CHECKS ARE TO BE SIGNED.** Director Vancil moved, seconded by Director Gunn, to approve Resolution 18-02. Motion carried unanimously.

**Staff Reports**

### **I. Fossett Plaza Dedication Ribbon Cutting Event Schedule**

Executive Director Rogers reviewed the agenda for the Fossett Plaza dedication and ribbon cutting. The Fossett Plaza dedication and ribbon cutting is scheduled for Thursday, March 22<sup>nd</sup> at 1:30p.m. Fossett Plaza was constructed to honor adventurer Steve Fossett who became the first pilot to fly solo, non-stop around the world in the Global Flyer from the Salina Airport. The sculpture was designed and crafted by B&B Metal Arts of Hoisington, KS. The dedication will feature comments by Dr. Dennis Kuhlman, retired K-State Salina Dean and sculpture artist, Bruce Bitter.

### **II. Aviation Business Recruitment Update**

Rogers reported that there was a total of two showings since the January board meeting, with many prospective aviation industry tenants inquiring about availability. There is a multi-year lease in process for Hangar 509.

### **III. SkyWest Airlines d/b/a United**

Rogers updated the board on the SkyWest Airlines d/b/a United transition. The Inaugural Flight will be celebrated on the first flight arriving from Chicago at 12:30pm on April 9, 2018. An event will be planned to celebrate this flight at the terminal building.

The meeting recessed at 9:46 A.M. for the purpose of reconvening at the M.J. Kennedy Air Terminal lobby.

The meeting resumed at the M.J. Kennedy Air Terminal at 9:55 A.M.

### **IV. M.J. Kennedy Air Terminal Building Tour**

Rogers led the board on a tour of Terminal Building Changes; which included ticket counter and airline office remodeling.

Upon a motion duly made, the meeting adjourned at 10:09 A.M.

Minutes approved at the April 18, 2018, Board Meeting.

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Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY  
AIRPORT ACTIVITY REPORT  
2018**

**AIR TRAFFIC/ATCT**

March, 2018	6,312 Operations 930 Instrument Operations 463 Peak Day
March, 2017	5,329 Operations 1,026 Instrument Operations 443 Peak Day
January 2018 - March 2018	14,331 Operations
January 2017 - March 2017	15,466 Operations
January 2016 - March 2016	20,173 Operations

**FUEL FLOWAGE**

March, 2018	172,561 Gallons
March, 2017	203,387 Gallons
January 2018 - March 2018	433,873 Gallons
January 2017 - March 2017	906,533 Gallons
January 2016 - March 2016	347,974 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
7,996	164,565	78,514	392
7,489	195,898	48,176	261
18,276	415,597	185,707	1,311
25,904	880,629	525,779	1,470
28,646	319,328	37,494	1,968

**Great Lakes**

March, 2018	370 Passengers
March, 2017	731 Passengers
January 2018 - March 2018	1,098 Passengers
January 2017 - March 2017	1,933 Passengers
January 2016 - March 2016	36 Passengers

**ENPLANEMENTS**

**DEPLANEMENTS**

**TOTAL**

383 Passengers	753
734 Passengers	1,465

**ENPLANEMENTS - Charter Flights**

March, 2018	0 Passengers
March, 2017	0 Passengers
January 2018 - March 2018	401 Passengers
January 2017 - March 2017	862 Passengers
January 2016 - March 2016	0 Passengers

**TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

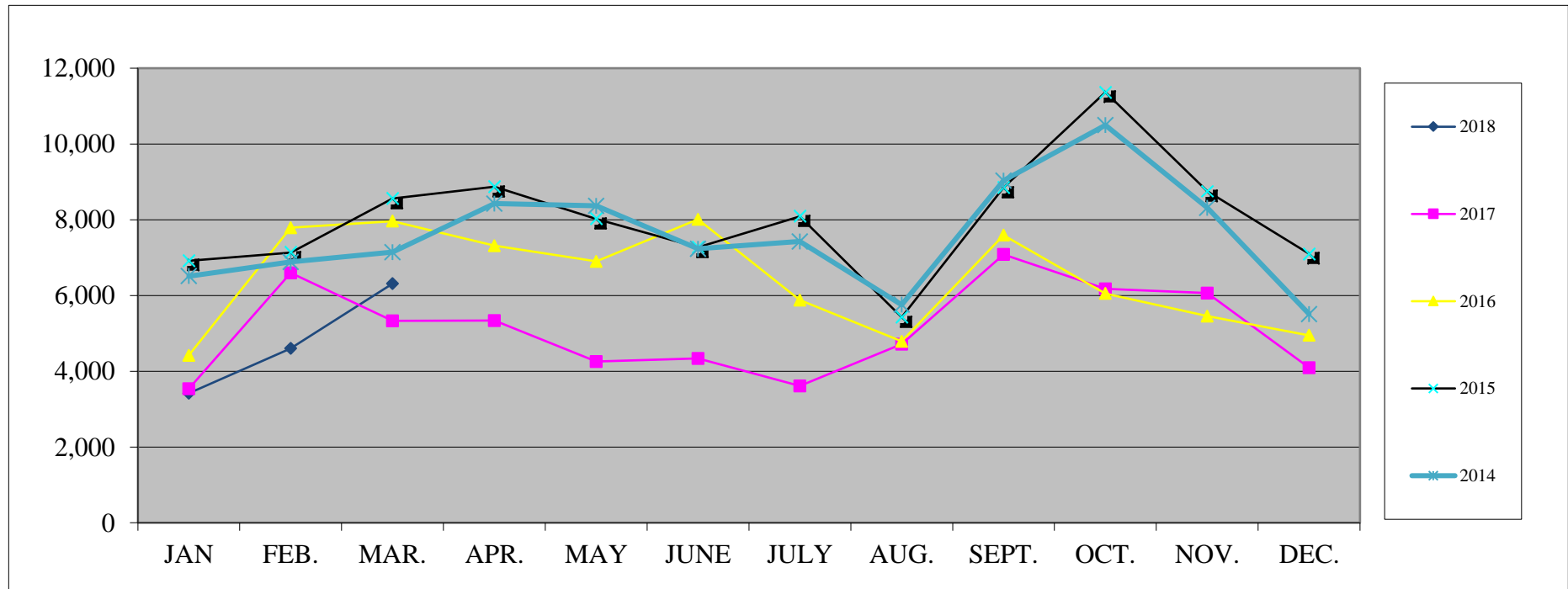
March, 2018	370 Passengers
March, 2017	731 Passengers
January 2018 - March 2018	1,499 Passengers
January 2017 - March 2017	2,795 Passengers
January 2016 - March 2016	36 Passengers

**AIRPORT TRAFFIC RECORD  
2017 - 2018**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
<b>2018</b>									
January, 18	0	1,068	587	205	1,860	1,390	168	1,558	3,418
February, 18	17	1,282	541	316	2,156	2,103	342	2,445	4,601
March, 18	2	1,413	840	462	2,717	2,976	619	3,595	6,312
April, 18									
May, 18									
June, 18									
July, 18									
August, 18									
September, 18									
October, 18									
November, 18									
December, 18									
<b>Totals January - March</b>	<b>19</b>	<b>3,763</b>	<b>1,968</b>	<b>983</b>	<b>6,733</b>	<b>6,469</b>	<b>1,129</b>	<b>7,598</b>	<b>14,331</b>
<b>2017</b>									
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									
May, 17									
June, 17									
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
<b>Totals January - March</b>	<b>32</b>	<b>4,642</b>	<b>2,141</b>	<b>1,232</b>	<b>8,047</b>	<b>6,509</b>	<b>910</b>	<b>7,419</b>	<b>15,466</b>
<b>Difference</b>	<b>-13</b>	<b>-879</b>	<b>-173</b>	<b>-249</b>	<b>-1,314</b>	<b>-40</b>	<b>219</b>	<b>179</b>	<b>-1,135</b>
<b>YTD % Change</b>	<b>-41%</b>	<b>-19%</b>	<b>-8%</b>	<b>-20%</b>	<b>-16%</b>	<b>-1%</b>	<b>24%</b>	<b>2%</b>	<b>-7%</b>
<b>Legend:</b>	<b>AC: Air Carrier</b>			<b>AT: Air Taxi</b>					
	<b>GA: General Aviation</b>			<b>MI: Military</b>					

**AIR TRAFFIC**

	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2018</b>	3,418	4,601	6,312										14,331
<b>2017</b>	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
<b>2016</b>	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
<b>2015</b>	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
<b>2014</b>	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
<b>2013</b>	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
<b>2012</b>	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
<b>2011</b>	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
<b>2010</b>	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
<b>2009</b>	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
<b>2008</b>	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575

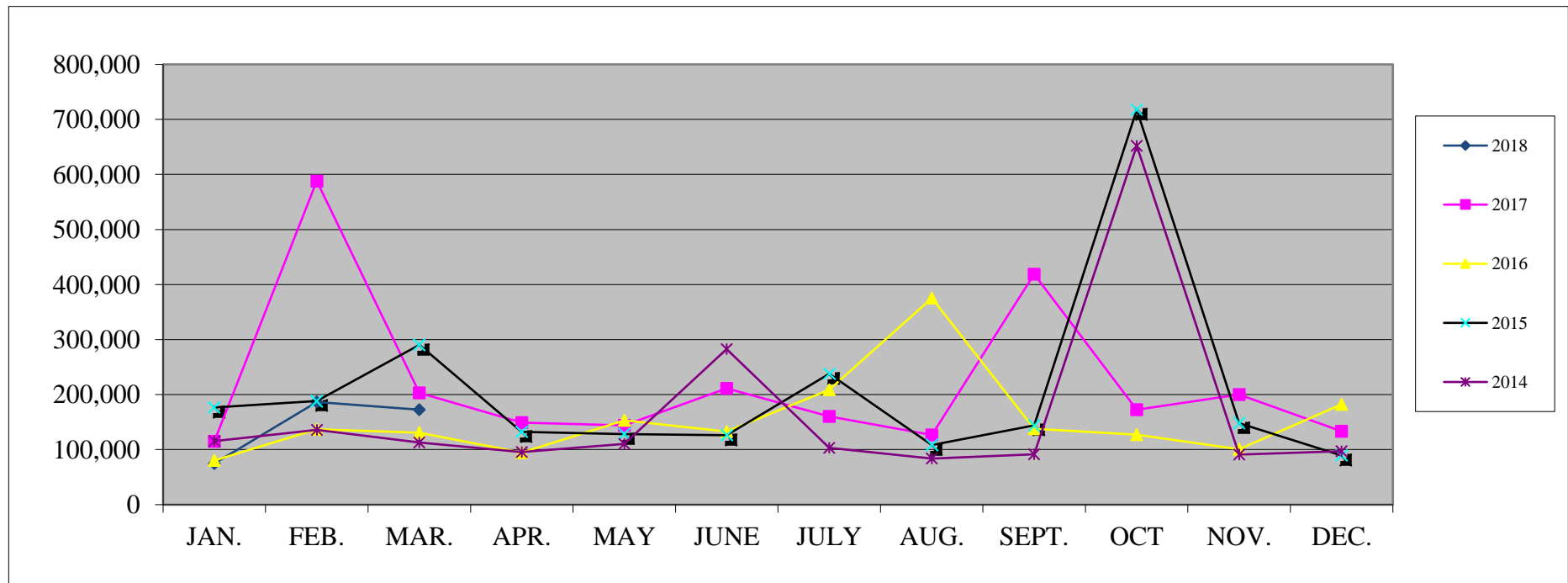




**FUEL FLOWAGE**

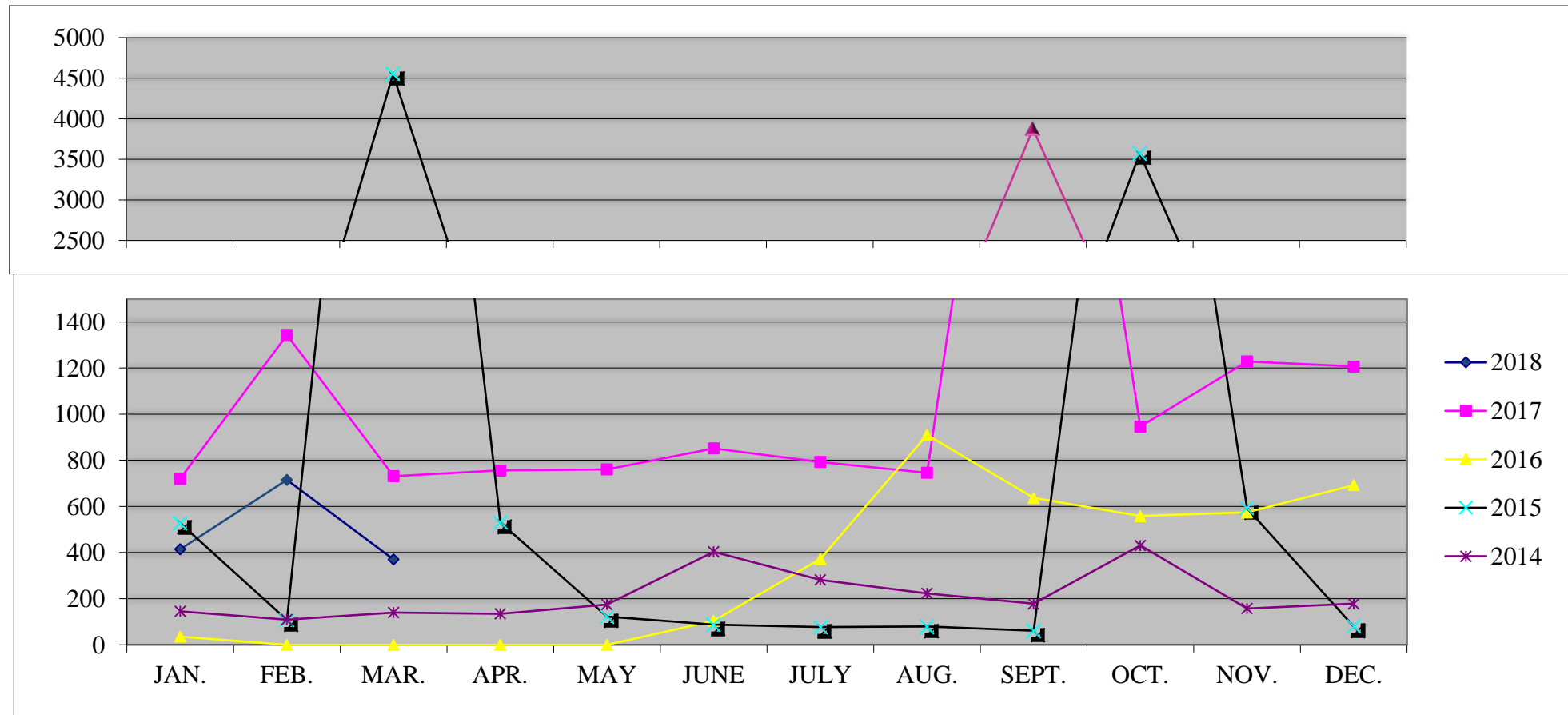
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2018</b>	74,807	186,507	<b>172,561</b>										<b>433,875</b>
<b>2017</b>	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
<b>2016</b>	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
<b>2015</b>	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
<b>2014</b>	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
<b>2013</b>	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
<b>2012</b>	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
<b>2011</b>	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
<b>2010</b>	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
<b>2009</b>	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
<b>2008</b>	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515



## 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>
<b>2018</b>	414	715	<b>370</b>											<b>1,499</b>
<b>2017</b>	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207		13,959
<b>2016</b>	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
<b>2013</b>	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
<b>2012</b>	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
<b>2011</b>	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
<b>2010</b>	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
<b>2009</b>	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
<b>2008</b>	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
<b>2007</b>	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127



**\*\*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 March 31, 2018

04/16/2018

	Mar 31, 18	Feb 28, 18	\$ Change	Mar 31, 17	\$ Change	% Change
<b>ASSETS</b>						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	1,308,593	1,310,530	-1,937	561,740	746,853	133%
Cash in bank & Petty Cash-Op	1,053,416	845,518	207,898	889,922	163,494	18%
<b>Total Checking/Savings</b>	<b>2,362,009</b>	<b>2,156,048</b>	<b>205,961</b>	<b>1,451,662</b>	<b>(1) 910,347</b>	<b>63%</b>
Accounts Receivable						
Accounts Receivable	(2) 140,305	236,403	-96,098	185,153	-44,848	-24%
<b>Total Accounts Receivable</b>	<b>140,305</b>	<b>236,403</b>	<b>-96,098</b>	<b>185,153</b>	<b>-44,848</b>	<b>-24%</b>
Other Current Assets						
Agri Land Receivable	55,000	55,000	0	56,000	-1,000	-2%
Mill Levy receivable	830,961	900,804	-69,843	946,938	-115,977	-12%
Other current assets	162,368	156,757	5,611	150,401	11,967	8%
Undeposited Funds	0	4,500	-4,500	0	0	0%
<b>Total Other Current Assets</b>	<b>1,048,329</b>	<b>1,117,061</b>	<b>-68,732</b>	<b>1,153,339</b>	<b>-105,010</b>	<b>-9%</b>
<b>Total Current Assets</b>	<b>3,550,643</b>	<b>3,509,512</b>	<b>41,131</b>	<b>2,790,154</b>	<b>760,489</b>	<b>27%</b>
Fixed Assets						
Fixed assets at cost	85,343,279	85,306,981	36,298	83,606,658	1,736,621	2%
Less accumulated depreciation	-42,699,915	-42,475,015	-224,900	-40,004,130	-2,695,785	-7%
<b>Total Fixed Assets</b>	<b>42,643,364</b>	<b>42,831,966</b>	<b>-188,602</b>	<b>43,602,528</b>	<b>-959,164</b>	<b>-2%</b>
Other Assets						
Irrevocable Escrow 2017-A&B	1,270,661	1,270,661	0	0	1,270,661	100%
Other assets	0	0	0	20,980	-20,980	-100%
<b>Total Other Assets</b>	<b>1,270,661</b>	<b>1,270,661</b>	<b>0</b>	<b>20,980</b>	<b>1,249,681</b>	<b>5,957%</b>
<b>TOTAL ASSETS</b>	<b>47,464,668</b>	<b>47,612,139</b>	<b>-147,471</b>	<b>46,413,662</b>	<b>1,051,006</b>	<b>2%</b>
<b>LIABILITIES &amp; EQUITY</b>						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	126,767	88,151	38,616	89,351	37,416	42%
<b>Total Accounts Payable</b>	<b>126,767</b>	<b>88,151</b>	<b>38,616</b>	<b>89,351</b>	<b>37,416</b>	<b>42%</b>
Credit Cards						
Sam's Club Discover	11,628	8,745	2,883	1,015	10,613	1,046%
VISA - Sunflower Bank, N.A. - T	740	0	740	0	740	100%
<b>Total Credit Cards</b>	<b>12,368</b>	<b>8,745</b>	<b>3,623</b>	<b>1,015</b>	<b>11,353</b>	<b>1,119%</b>
Other Current Liabilities						
Accrued debt interest payable	102,145	39,905	62,240	87,939	14,206	16%
Debt, current portion	1,067,153	1,067,153	0	1,109,894	-42,741	-4%
Deferred Agri Land Revenue	41,250	45,833	-4,583	42,500	-1,250	-3%
Deferred Mill Levy revenue	1,599,270	1,776,967	-177,697	1,560,469	38,801	2%
Other current liabilities	148,867	129,409	19,458	207,823	-58,956	-28%
<b>Total Other Current Liabilities</b>	<b>2,958,685</b>	<b>3,059,267</b>	<b>-100,582</b>	<b>3,008,625</b>	<b>-49,940</b>	<b>-2%</b>
<b>Total Current Liabilities</b>	<b>3,097,820</b>	<b>3,156,163</b>	<b>-58,343</b>	<b>3,098,991</b>	<b>-1,171</b>	<b>-0%</b>
Long Term Liabilities						
Debt - Long Term	24,077,182	24,077,182	0	22,438,536	1,638,646	7%
Less current portion	-1,067,153	-1,067,153	0	-1,109,894	42,741	4%
Security Deposits Returnable	49,436	49,436	0	49,579	-143	-0%
<b>Total Long Term Liabilities</b>	<b>23,059,465</b>	<b>23,059,465</b>	<b>0</b>	<b>21,378,221</b>	<b>1,681,244</b>	<b>8%</b>
<b>Total Liabilities</b>	<b>26,157,285</b>	<b>26,215,628</b>	<b>-58,343</b>	<b>24,477,212</b>	<b>1,680,073</b>	<b>7%</b>
Equity						
Invested in Capital Assets net	18,566,182	18,749,068	-182,886	21,129,541	-2,563,359	-12%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,951,026	2,768,140	182,886	1,021,471	1,929,555	189%
Net Income	-299,824	-210,697	-89,127	-304,562	4,738	2%
<b>Total Equity</b>	<b>21,307,384</b>	<b>21,396,511</b>	<b>-89,127</b>	<b>21,936,450</b>	<b>-629,066</b>	<b>-3%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>47,464,669</b>	<b>47,612,139</b>	<b>-147,470</b>	<b>46,413,662</b>	<b>1,051,007</b>	<b>2%</b>

Salina Airport Authority  
**Profit & Loss Budget Performance**  
 March 2018

2:51 PM  
 04/16/2018  
 Accrual Basis

	Mar 18	Jan - Mar 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Airfield revenue</b>						
Fuel Flowage Fees	14,713	36,979	49,500	-12,521	75%	198,000
Hangar rent	42,365	129,663	108,750	20,913	119%	435,000
Landing fees	539	3,339	3,750	-411	89%	15,000
Ramp rent	3,614	10,842	12,497	-1,655	87%	50,000
<b>Total Airfield revenue</b>	<b>61,231</b>	<b>180,823</b>	<b>174,497</b>	<b>6,326</b>	<b>(3) 104%</b>	<b>698,000</b>
<b>Building and land rent</b>						
Agri land rent	5,083	14,250	13,750	500	104%	55,000
<b>Building rents - Long Term</b>						
Short-term leasing	23,653	71,429	52,500	18,929	136%	210,000
Building rents - Long Term - Other	63,324	198,725	215,738	-17,013	92%	862,950
<b>Total Building rents - Long Term</b>	<b>86,977</b>	<b>270,154</b>	<b>268,238</b>	<b>1,916</b>	<b>101%</b>	<b>1,072,950</b>
<b>Land rent</b>						
Basic Land Rent	8,256	24,694	22,500	2,194	110%	90,000
Property tax - tenant share	10,019	30,056	30,000	56	100%	120,000
Land rent - Other	0	0	0	0	0%	0
<b>Total Land rent</b>	<b>18,275</b>	<b>54,750</b>	<b>52,500</b>	<b>2,250</b>	<b>104%</b>	<b>210,000</b>
Tank rent	828	2,484	2,375	109	105%	9,500
<b>Total Building and land rent</b>	<b>111,163</b>	<b>341,638</b>	<b>336,863</b>	<b>4,775</b>	<b>101%</b>	<b>1,347,450</b>
<b>Other revenue</b>						
Airport Marketing	13,588	24,671	19,625	5,046	126%	78,500
Commissions	1,582	3,915	8,750	-4,835	45%	35,000
Other income	4,190	16,209	16,250	-41	100%	65,000
<b>Total Other revenue</b>	<b>19,360</b>	<b>44,795</b>	<b>44,625</b>	<b>170</b>	<b>100%</b>	<b>178,500</b>
Uncategorized Income	0	0	0	0	0%	0
<b>Total Income</b>	<b>191,754</b>	<b>567,256</b>	<b>555,985</b>	<b>11,271</b>	<b>102%</b>	<b>2,223,950</b>
<b>Gross Profit</b>	<b>191,754</b>	<b>567,256</b>	<b>555,985</b>	<b>11,271</b>	<b>(4) 102%</b>	<b>2,223,950</b>
<b>Expense</b>						
<b>Administrative expenses</b>						
A/E, consultants, brokers	0	16,072	7,000	9,072	(5) 230%	28,000
<b>Airport promotion</b>						
Air Serv. Mktg - City	6,794	12,335	8,000	4,335	154%	32,000
Air Serv. Mktg - County	6,794	12,335	8,000	4,335	154%	32,000
Air Serv. Mktg - SAA	788	788	3,000	-2,212	26%	12,000
Airport promotion - Other	605	3,545	2,625	920	135%	10,500
<b>Total Airport promotion</b>	<b>14,981</b>	<b>29,003</b>	<b>21,625</b>	<b>7,378</b>	<b>(6) 134%</b>	<b>86,500</b>
Computer/Network Admin.	566	2,910	3,438	-528	85%	13,750
Dues and subscriptions	1,512	5,480	6,375	-895	86%	25,500
Employee retirement	5,752	16,869	18,827	-1,958	90%	75,307
FICA and medicare tax expense	4,579	13,457	15,144	-1,687	89%	60,576
Industrial development	0	6,250	12,500	-6,250	50%	50,000
Insurance , property	12,530	22,494	38,063	-15,569	59%	152,250
Insurance, medical	18,539	52,154	56,159	-4,005	93%	224,634
Kansas unemployment tax	176	176	250	-74	70%	1,000
Legal and accounting	1,353	5,131	8,125	-2,994	63%	32,500
Office salaries	35,536	106,986	122,005	-15,019	88%	488,020
Office Supplies	928	3,406	1,750	1,656	195%	7,000
<b>Other administrative expense</b>						
Merchant Processing Fees	526	750	113	637	664%	450
Other administrative expense - Other	341	1,309	1,137	172	115%	4,550
<b>Total Other administrative expense</b>	<b>867</b>	<b>2,059</b>	<b>1,250</b>	<b>809</b>	<b>165%</b>	<b>5,000</b>

	<u>Mar 18</u>	<u>Jan - Mar 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Postage	523	1,196	750	446	159%	3,000
Property tax expense	12,083	36,250	36,250	0	100%	145,000
Special Events	0	0	250	-250	0%	1,000
Telephone	1,374	4,253	4,375	-122	97%	17,500
Training	500	500	1,250	-750	40%	5,000
Travel and meetings	152	862	2,875	-2,013	30%	11,500
<b>Total Administrative expenses</b>	<b>111,951</b>	<b>325,508</b>	<b>358,261</b>	<b>(7) -32,753</b>	<b>91%</b>	<b>1,433,037</b>
<b>Maintenance expenses</b>						
Airfield maintenance	3,135	7,266	7,500	-234	97%	30,000
Airport Security	13	640	125	515	512%	500
Building maintenance	9,622	24,883	11,875	13,008	210%	47,500
Equipment fuel and repairs	3,183	14,604	16,250	-1,646	90%	65,000
Fire Services	0	500	5,000	-4,500	10%	20,000
Grounds maintenance	200	225	1,000	-775	23%	4,000
Maintenance salaries	25,310	75,225	85,418	-10,193	88%	341,670
Other maintenance expenses	711	2,614	5,000	-2,386	52%	20,000
Snow removal expense	0	3,439	5,500	-2,061	63%	22,000
Utilities	17,785	85,631	65,000	20,631	132%	200,000
<b>Total Maintenance expenses</b>	<b>59,959</b>	<b>215,027</b>	<b>202,668</b>	<b>12,359</b>	<b>106%</b>	<b>750,670</b>
Uncategorized Expenses	0	0	0	0	0%	0
<b>Total Expense</b>	<b>171,910</b>	<b>540,535</b>	<b>560,929</b>	<b>(8) -20,394</b>	<b>96%</b>	<b>2,183,707</b>
<b>Net Ordinary Income</b>	<b>19,844</b>	<b>26,721</b>	<b>-4,944</b>	<b>(9) 31,665</b>	<b>-540%</b>	<b>40,243</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
Capital contributed	0	0	340,226	-340,226	0%	1,360,902
Gain on sale of assets	0	0	10,000	-10,000	0%	25,000
<b>Interest income</b>						
Interest income on deposits	473	1,367	250	1,117	547%	1,000
<b>Total Interest income</b>	<b>473</b>	<b>1,367</b>	<b>250</b>	<b>1,117</b>	<b>547%</b>	<b>1,000</b>
Mill levy income	177,697	533,090	533,090	0	100%	2,132,360
<b>Total Other Income</b>	<b>178,170</b>	<b>534,457</b>	<b>883,566</b>	<b>-349,109</b>	<b>60%</b>	<b>3,519,262</b>
<b>Other Expense</b>						
<b>Debt interest expense net</b>						
Bond issue cost	0	-417	0	-417	100%	0
Interest Expense on Debt	62,240	186,720	186,720	0	100%	746,879
<b>Total Debt interest expense net</b>	<b>62,240</b>	<b>186,303</b>	<b>186,720</b>	<b>-417</b>	<b>100%</b>	<b>746,879</b>
Depreciation expense	224,900	674,700	674,700	0	100%	2,698,800
<b>Total Other Expense</b>	<b>287,140</b>	<b>861,003</b>	<b>861,420</b>	<b>-417</b>	<b>100%</b>	<b>3,445,679</b>
<b>Net Other Income</b>	<b>-108,970</b>	<b>-326,546</b>	<b>22,146</b>	<b>-348,692</b>	<b>-1,475%</b>	<b>73,583</b>
<b>Net Income</b>	<b>-89,126</b>	<b>-299,825</b>	<b>17,202</b>	<b>-317,027</b>	<b>-1,743%</b>	<b>113,826</b>

Salina Airport Authority  
**Profit & Loss Prev Year Comparison**  
 March 2018

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 04/16/2018  
 Accrual Basis

	<u>Mar 18</u>	<u>Mar 17</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Airfield revenue</b>				
Fuel Flowage Fees	14,713	15,437	-724	-5%
Hangar rent	42,365	19,253	23,112	120%
Landing fees	539	926	-387	-42%
Ramp rent	3,614	4,816	-1,202	-25%
<b>Total Airfield revenue</b>	<u>61,231</u>	<u>40,432</u>	<u>20,799</u>	<u>51%</u>
<b>Building and land rent</b>				
Agri land rent	5,083	4,167	916	22%
<b>Building rents - Long Term</b>				
Short-term leasing	23,653	22,453	1,200	5%
Building rents - Long Term - Other	63,324	63,051	273	0%
<b>Total Building rents - Long Term</b>	<u>86,977</u>	<u>85,504</u>	<u>1,473</u>	<u>2%</u>
<b>Land rent</b>				
Basic Land Rent	8,256	8,175	81	1%
Property tax - tenant share	10,019	10,000	19	0%
<b>Total Land rent</b>	<u>18,275</u>	<u>18,175</u>	<u>100</u>	<u>1%</u>
Tank rent	828	808	20	2%
<b>Total Building and land rent</b>	<u>111,163</u>	<u>108,654</u>	<u>2,509</u>	<u>2%</u>
<b>Other revenue</b>				
Airport Marketing	13,588	1,528	12,060	789%
Commissions	1,582	1,320	262	20%
Other income	4,190	1,483	2,707	183%
<b>Total Other revenue</b>	<u>19,360</u>	<u>4,331</u>	<u>15,029</u>	<u>347%</u>
<b>Total Income</b>	<u>191,754</u>	<u>153,417</u>	<u>38,337</u>	<u>25%</u>
<b>Gross Profit</b>	191,754	153,417	38,337	(10) 25%
<b>Expense</b>				
<b>Administrative expenses</b>				
<b>Airport promotion</b>				
Air Serv. Mktg - City	6,794	85	6,709	7,893%
Air Serv. Mktg - County	6,794	85	6,709	7,893%
Air Serv. Mktg - SAA	788		788	100%
Airport promotion - Other	605	35	570	1,629%
<b>Total Airport promotion</b>	<u>14,981</u>	<u>205</u>	<u>14,776</u>	<u>7,208%</u>
Computer/Network Admin.	566	3,340	-2,774	-83%
Dues and subscriptions	1,512	4,502	-2,990	-66%
Employee retirement	5,752	4,914	838	17%
FICA and medicare tax expense	4,579	4,325	254	6%
Insurance , property	12,530	13,050	-520	-4%
Insurance, medical	18,539	16,684	1,855	11%
Kansas unemployment tax	176	169	7	4%
Legal and accounting	1,353	717	636	89%
Office salaries	35,536	32,705	2,831	9%
Office Supplies	928	244	684	280%
<b>Other administrative expense</b>				
Merchant Processing Fees	526	89	437	491%
Other administrative expense - Other	341	495	-154	-31%
<b>Total Other administrative expense</b>	<u>867</u>	<u>584</u>	<u>283</u>	<u>48%</u>



	<b>Mar 18</b>	<b>Mar 17</b>	<b>\$ Change</b>	<b>% Change</b>
Postage	523	28	495	1,768%
Property tax expense	12,083	13,333	-1,250	-9%
Telephone	1,374	3,518	-2,144	-61%
Training	500	40	460	1,150%
Travel and meetings	152	190	-38	-20%
<b>Total Administrative expenses</b>	<b>111,951</b>	<b>98,548</b>	<b>13,403</b>	<b>14%</b>
<b>Maintenance expenses</b>				
Airfield maintenance	3,135	1,672	1,463	88%
Airport Security	13		13	100%
Building maintenance	9,622	20,711	-11,089	-54%
Equipment fuel and repairs	3,183	10,230	-7,047	-69%
Grounds maintenance	200	270	-70	-26%
Maintenance salaries	25,310	24,819	491	2%
Other maintenance expenses	711	672	39	6%
Utilities	17,785	22,182	-4,397	-20%
<b>Total Maintenance expenses</b>	<b>59,959</b>	<b>80,556</b>	<b>-20,597</b>	<b>-26%</b>
<b>Uncategorized Expenses</b>				
<b>Total Expense</b>	<b>171,910</b>	<b>179,104</b>	<b>-7,194</b>	<b>(11) -4%</b>
<b>Net Ordinary Income</b>	<b>19,844</b>	<b>-25,687</b>	<b>45,531</b>	<b>177%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Capital contributed		20,335	-20,335	-100%
<b>Interest income</b>				
Interest income on deposits	473	111	362	326%
<b>Total Interest income</b>	<b>473</b>	<b>111</b>	<b>362</b>	<b>326%</b>
Mill levy income	177,697	172,656	5,041	3%
<b>Total Other Income</b>	<b>178,170</b>	<b>193,102</b>	<b>-14,932</b>	<b>-8%</b>
<b>Other Expense</b>				
<b>Debt interest expense net</b>				
Interest Expense on Debt	62,240	77,886	-15,646	-20%
<b>Total Debt interest expense net</b>	<b>62,240</b>	<b>77,886</b>	<b>-15,646</b>	<b>-20%</b>
Depreciation expense	224,900	224,565	335	0%
<b>Total Other Expense</b>	<b>287,140</b>	<b>302,451</b>	<b>-15,311</b>	<b>-5%</b>
<b>Net Other Income</b>	<b>-108,970</b>	<b>-109,349</b>	<b>379</b>	<b>0%</b>
<b>Net Income</b>	<b>-89,126</b>	<b>-135,036</b>	<b>45,910</b>	<b>34%</b>

Salina Airport Authority  
**Capital Additions Budget vs. Actual**  
As of March 31, 2018

3:11 PM  
04/16/2018  
Accrual Basis

	<u>Mar 18</u>	<u>Jan - Mar 18</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
AIP-36 Txy E Rehab Const. Ph 1	0	0	30,054	-30,054	0%
AIP-38 Txy B Rehab Const. Ph 2	0	0	1,423,837	-1,423,837	0%
AIP-39 ARFF Vehicle Acquisition	0	0	98,500	-98,500	0%
Airfield Improvements	5,076	(12) 23,601	40,000	-16,399	59%
KAIP-19 Rwy 12/30 Slurry Seal	0	0	150,000	-150,000	0%
<b>Total Airfield</b>	<u>5,076</u>	<u>23,601</u>	<u>1,742,391</u>	<u>-1,718,790</u>	<u>1%</u>
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
Bldg. Imps. Other	5,484	8,015	45,000	-36,985	18%
<b>Total Building improvements</b>	<u>5,484</u>	<u>8,015</u>	<u>45,000</u>	<u>-36,985</u>	<u>18%</u>
<b>Total Buildings &amp; Improvements</b>	<u>5,484</u>	<u>8,015</u>	<u>45,000</u>	<u>-36,985</u>	<u>18%</u>
<b>Equipment</b>					
ARFF equipment	5,917	(13) 57,742	25,650	32,092	225%
Communications equipment	0	3,719	2,500	1,219	149%
Computer equipment	0	0	2,500	-2,500	0%
Shop equipment	2,408	2,408	26,000	-23,592	9%
<b>Total Equipment</b>	<u>8,325</u>	<u>63,869</u>	<u>56,650</u>	<u>7,219</u>	<u>113%</u>
<b>Land</b>					
Airport Indust. Cent. Imps.	0	0	10,000	-10,000	0%
<b>Environmental</b>					
Environmental - SAFB	11,306	(14) 20,897	15,000	5,897	139%
<b>Total Environmental</b>	<u>11,306</u>	<u>20,897</u>	<u>15,000</u>	<u>5,897</u>	<u>139%</u>
West Beechcraft Road Imps.	1,515	9,261	1,178,000	-1,168,739	1%
<b>Total Land</b>	<u>12,821</u>	<u>30,158</u>	<u>1,203,000</u>	<u>-1,172,842</u>	<u>3%</u>
<b>Total Fixed assets at cost</b>	<u>31,706</u>	<u>125,643</u>	<u>3,047,041</u>	<u>-2,921,398</u>	<u>4%</u>

**Salina Airport Authority**  
**Significant Capital Expenditures Detail**  
**March 2018**

04/16/18

Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>Airfield Improvements</b>					
Bill	03/14/2018	Lowe's Business Account	New G2 Gate	154.06	154.06
Bill	03/14/2018	Fastenal Company	Gate G2 Upgrade	40.15	194.21
Bill	03/15/2018	Western Extralite Company, Inc.	Electric Clamps for New G2 Gate	43.56	237.77
Bill	03/15/2018	Lowe's Business Account	New G2 Gate	106.57	344.34
Bill	03/26/2018	Dellinger Fence Co.	Gate Rollers for New G2 gate	1,036.00	1,380.34
Bill	03/26/2018	Dellinger Fence Co.	Elite SL 300 Gate Operator Installed	3,696.00	5,076.34
Total Airfield Improvements				5,076.34	5,076.34
<b>Fossett Plaza</b>					
Bill	03/20/2018	BJ Koeting	Crane work setting Fossett Monument on 3/14/18	125.00	125.00
Bill	03/21/2018	B&B Metal Arts, LLC	Globe Base and Plane	33,363.00	33,488.00
Bill	03/21/2018	B&B Metal Arts, LLC	SS Art Circles	14,112.89	47,600.89
Bill	03/21/2018	B&B Metal Arts, LLC	Installation Remainder	1,604.99	49,205.88
Bill	03/30/2018	Salina Steel Supply, Inc.	Fossett Plaza Repairs	160.00	49,365.88
Total Fossett Plaza				49,365.88	49,365.88
Total Airfield				54,442.22	54,442.22
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
<b>Bldg. Imps. Other</b>					
Bill	03/06/2018	Uline	Barrier Posts for Sterile Area	1,464.76	1,464.76
Bill	03/06/2018	Uline	Difference in shipping actual and quoted.	7.65	1,472.41
Bill	03/07/2018	Pestinger Heating & Air, Inc.	H600 - Board Room Repair replace compressor	2,630.00	4,102.41
Bill	03/12/2018	Sage Products, Inc.	5 Trash Cans @ 225.00 each - Term Remodel SKW	1,125.00	5,227.41
Bill	03/27/2018	Western Extralite Company, Inc.	Terminal Buidling Remodel	64.64	5,292.05
Bill	03/30/2018	Western Extralite Company, Inc.	Terminal SKW Remodel	192.15	5,484.20
Total Bldg. Imps. Other				5,484.20	5,484.20
Total Building improvements				5,484.20	5,484.20
Total Buildings & Improvements				5,484.20	5,484.20
<b>Equipment</b>					
<b>ARFF equipment</b>					
Bill	03/16/2018	Weis Fire & Safety Equip. Co., Inc.	ARFF 4 Monitor Position Indicator	850.00	850.00
Bill	03/16/2018	Weis Fire & Safety Equip. Co., Inc.	Uniquo monitor position indicator - ARFF 3	865.92	1,715.92
Bill	03/31/2018	Danko Emergency Equipment	ARFF Foam Chemguard mill spec foam 55 gallon barrels (q...	4,200.99	5,916.91
Total ARFF equipment				5,916.91	5,916.91
<b>Shop equipment</b>					
Bill	03/29/2018	Concordia Tractor, Inc.	Tractor Repair - Rear main seal on 6105D tractor	2,408.32	2,408.32
Total Shop equipment				2,408.32	2,408.32
Total Equipment				8,325.23	8,325.23
<b>Land</b>					
<b>Environmental</b>					
<b>Environmental - SAFB</b>					
Bill	03/30/2018	Clark, Mize & Linville	Env. legal fees - March 2018	784.90	784.90
Bill	03/31/2018	Stinson Leonard Street, LLP	Professional services - March 2018	10,520.75	11,305.65
Total Environmental - SAFB				11,305.65	11,305.65
Total Environmental				11,305.65	11,305.65
<b>West Beechcraft Road Imps.</b>					
Bill	03/07/2018	Lochner - BWR Division	Professional Services 2/3/18-3/2/18	1,515.27	1,515.27
Total West Beechcraft Road Imps.				1,515.27	1,515.27
Total Land				12,820.92	12,820.92
Total Fixed assets at cost				81,072.57	81,072.57
<b>TOTAL</b>				<b>81,072.57</b>	<b>81,072.57</b>

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

Mister Chairman, I move to recess the Open meeting for an Executive Session for ten (10) minutes for the purposes of

- 1.) Discuss the subject of prospective lease negotiations with legal counsel based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 45-7319(b)(2) and
- 2.) Discuss data relating to financial affairs or trade secrets of corporations, partnerships, trusts, and individual proprietorships pursuant to K.A.A. 75-4319(b)(4).

The Open meeting shall resume in Hangar H600, 2<sup>nd</sup> Floor Conference Room at \_\_\_\_\_ A.M. (Ten (10) minutes after the start of the Executive Session).

## Salina Airport Authority

AIP No. 3-20-0072-39

### ARFF Vehicle Acquisition

#### Timeline

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<b>Dec. 22, 2017</b>	Plans and Specifications complete by SAA staff and submitted to FAA for Preliminary Review.
<b>Completed</b>	FAA comments received following preliminary review of plans and specifications.
<b>Completed</b>	SAA submittal of response to FAA comments and incorporation of recommended changes into plans and specifications.
<b>Feb. 6, 2018</b>	SAA submittal of 100% Plans and Specifications
<b>Feb. 6, 2018</b>	FAA authorization to advertise for bids.
<b>March 13, 2018</b>	Notice to Bidders and Advertisement for Bid
<b>March 22, 2018</b>	Pre-bid conference
<b>April 5, 2018</b>	Bid opening
<b>May 1, 2018</b>	Submittal of Grant Application
<b>TBD</b>	Grant Received
<b>TBD</b>	SAA Board meeting Grant acceptance
<b>Aug. 31, 2018</b>	Bids can be held until this date; Notice to Proceed issued no later than this date.
<b>31-Aug-18</b>	ARFF Vehicle delivery date

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Prepared: March 23, 2018

**AIP 3-20-0072-039 Aircraft Rescue Fire Fighting Vehicle Bid Opening**

4/05/2018 @ 2:00 p.m.; Hangar 600, 2nd Floor Conference Room, 2720 Arnold Court, Salina, KS 67401  
 AIP 3-20-0072-039

Project: New (Class V, 3000 Gallon, Aircraft Rescue and Fire Fighting Vehicle)

Sponsor: Salina Airport Authority

Engineer: Kenny Bieker

	E-One	OshKosh	Rosenbauer	Engineers Estimate
Bid Security Enclosed:	YES	YES	YES	
Bidder Qualifications Enclosed	NO	YES	YES	
DBE Utilization Statement:	NO	YES 1.1%	YES 0.001%	
Buy American Certifications No. 1:	Signed, Marked "Cannot Comply"	Signed, Marked "Cannot Comply"	Signed, Marked "Cannot Comply"	
Buy American Certifications No. 2:	Not Signed	Signed, Marked "Cannot Comply"	Marked "NA"	
Acknowledged Addendum No. 1:	YES	YES	YES	
Proposal Form Signed:	YES	YES	YES	
Bid Total:	\$809,870.00	\$677,624.00	\$686,634.00	\$886,500.00





Beechcraft Road

Hangar 606

Taxiway Bravo (B)



Drawing Number 2444-04-18



3237 ARNOLD, SALINA, KS 67401  
(785-827-3914 FAX: 785-827-2221)  
None : REVISIONS  
KRB : DESIGNED BY  
KRB : DRAWN BY  
1" = 2000' : SCALE  
4/16/18, 16:45 : DATE

SALINA AIRPORT AUTHORITY  
April 2018 Board Meeting Location Map

1  
OF  
1