EXECUTIVE DIRECTOR



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DATE: May 12, 2016

TO: SAA Board of Directors

FROM: Tim Rogers and Shelli Swanson

SUBJECT: May 18, 2016 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.

Commissioner Karl Ryan will replace Mayor Crawford as the city commission's liaison to the Salina Airport Authority.

An executive session is on the agenda in order to discuss airport security issues.

Please note the following agenda comments.

50 Years Ago - May, 1966

The Airport Authority board of directors approved an agreement with Wilson and Company to "prepare plans for the renovation of Building 120 so that the same will be suitable for use as an airport terminal." Today the M. J. Kennedy Air Terminal remains suitable for use an airline terminal building. The recently completed \$250,000 remodeling project will support the start of nonstop Denver flights by Great Lakes Airlines on June 15.

<u>Agenda Item #5 – Review of airport activity and financial reports for the month ending April 30, 2016 (Rogers and Swanson)</u>

Airport Activity – Air Traffic (Rogers)

The April, 2016 air traffic count dropped 17.5% to 7,312 operations as compared to the April, 2015 total of 8,870. The decrease was spread across the both total itinerant and local operations categories. For the year to date a total of 27,485 operations have been recorded which is 13% less than the 2015 YTD total of 31,478.

<u>Airport Activity – Fuel Flowage</u> (Rogers)

We're still waiting for large aircraft activity that is scheduled for the second half of 2016. As a result, April, 2016 fuel flowage (94,673 gallons) is down 28% as compared to the April total of 132,543 gallons. For the year to date fuel flowage (442,646 gallons) is down 44% as compared to the 2015 YTD total of 788,165 gallons.

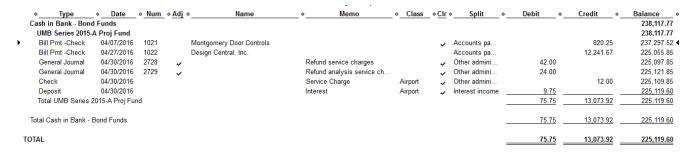
Bombardier now has two C-Series flight test aircraft operating out of H959 for the summer. A Ft. Riley APOE coordination meeting is scheduled for later this month and at that time we'll see the preliminary schedule for the Summer/Fall deployment flights.

<u>Airport Activity – Passenger Enplanements</u> (Rogers)

There were no scheduled or charter passenger enplanements reported during April, 2016.

<u>Financial Reports – Comments and Notes</u> (Swanson)

During April, the following distributions were made from the 2015-A General Obligation Bond Fund, which you see includes a payment to Design Central for the terminal bldg. passenger holding area seating and a payment to Montgomery Door Controls to upgrade the terminal's south automatic door.



Total operating income for the month of May arrived 17% over budget and within \$185 for the YTD target. Fuel flowage fees are tracking under budget \$17,507 with hangar rent \$12,155 over budget through April. Additional hangar space leased by both Bombardier Learjet and military FOL operations contributed to hangar rent exceeding budget by 7%. With additional hangar leasing and airfield activity, comes other revenue generated with the leasing of ground support equipment. Other income reaped the benefit of this activity in April and brought this line item to \$9,518 ahead of projections. Total administrative expenses at the end of the April are still tracking 2% under budget and total maintenances expenses 13% equating to total operating costs under budget by 6% or nearly \$40,000. Net ordinary income before depreciation equaled \$42,582 for April and \$3,440 YTD.

Financial Reports - April 2016 Significant Expenditures/Payables Report Enclosed (Swanson)

Financial Reports – Accounts Receivable Past Due 31 days or more as of May 13, 2016 (Swanson)

Account	Amount	Days	Comments
Charter Matrix	\$1,425	31-90	Bldg. rental and fin. charges
KSARNG	\$7,834	>90	Ramp repair
Tischlerei	\$19,199	31-90	Bldg. rental and fin. charges

Agenda Item #6 – Executive Session (Vancil)

An executive session has been scheduled in order to discuss security issues involved with the start of Great Lakes Airlines nonstop flights to the Denver International Airport. Enclosed is a copy of the motion for an executive session.

<u>Agenda Item #7 – Consideration of the Salina Regional Airport Law Enforcement Support Agreement</u> (Rogers)

Enclosed is a copy of my memorandum concerning the proposed agreement with the City and County for law enforcement support at the M. J. Kennedy Air Terminal. The City Commission will consider the agreement at their May 16 meeting. The County Commission will consider the agreement at their May 17 meeting.

<u>Recommendation</u>- Approval of the proposed **Salina Regional Airport Law Enforcement Support Agreement** with the City of Salina and Saline County.

<u>Agenda Item #8 – Review of updated budget and expenditures for Terminal Building improvements and remodeling (Rogers)</u>

At Wednesday's meeting I'll review changes in the terminal building remodeling budget and costs. Following the TSA's decision to return to Salina, we did learn that additional glass partitions in the passenger screening and holding room would be required. We have also finalized exterior signage needs. The additional cost will be offset by a smaller scope of work for the second floor offices that need to be prepared for Shelli and Kenny's move upstairs.

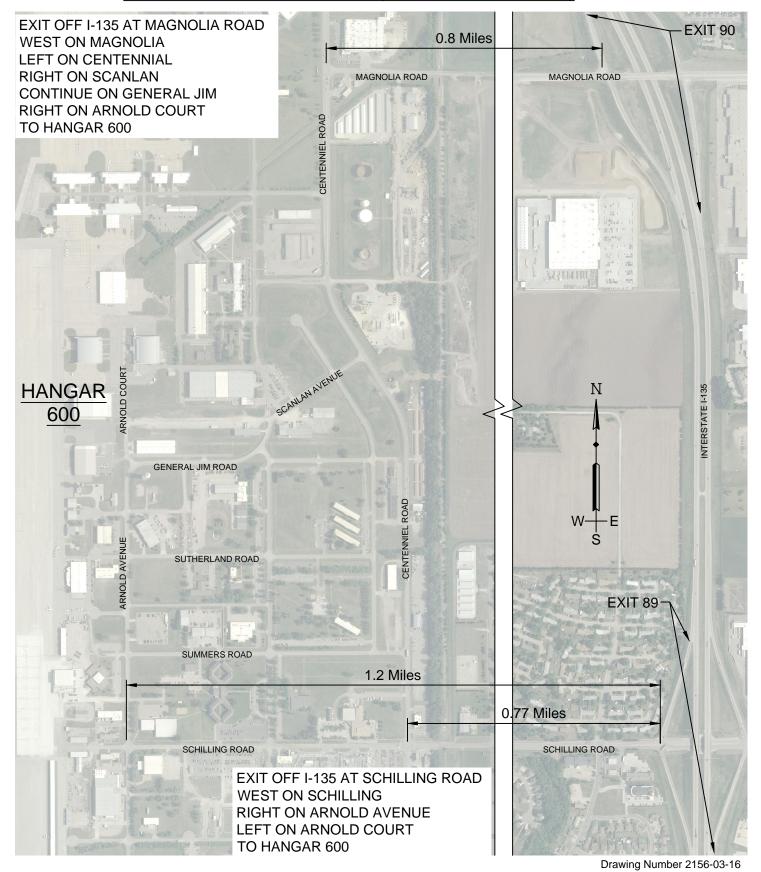
<u>Agenda Item #9 – Review of construction bids received for FAA AIP Project No. 36.</u> (Rogers, Bieker & Swanson)

FAA Project AIP Project No. 36 bids were received and opened on April 26. The low bid was submitted by APAC-Kansas in the amount of \$2,334,672. The Jviation engineer's estimate for the project was \$2,408,946.

An application for FAA AIP grant funds is being prepared and will be submitted to the FAA for approval and funding for 90% of project costs. The grant application will include costs for construction, construction observation services, project administration and all other associated expenses. An updated project budget will be presented to you at the meeting.

Please contact me if you have any questions or comments.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING Hangar H600, Second Floor Conference Room 2720 Arnold Court May 18, 2016 – 8:00 AM

AGENDA

Action Items

- 1. Call to order and determine a quorum is present. (Vancil)
- 2. Recognition of guests. (Vancil)
- 3. Additions to the agenda. (Rogers)
- 4. Approval of the minutes of the April 20, 2016 regular board meeting. (Vancil)
- 5. Review of airport activity and financial reports for the month ending April 30, 2016. (Rogers and Swanson)

Executive Session (Vancil)

- 6. An executive session for the purpose of discussing matters relating to air carrier and passenger security measures at the Salina Regional Airport. (Rogers)
- 7. Consideration of a law enforcement support agreement with the City of Salina and Saline County. (Rogers)
- 8. Review of an updated budget for improvements and remodeling work at the M. J. Kennedy Air Terminal. (Rogers)
- 9. Review of construction bids received for FAA AIP Project No. 36 Taxiway Echo Rehabilitation (Rogers, Swanson & Bieker)

Directors' Forum (Vancil)

Visitor's Questions and Comments (Vancil)

Staff Reports

- Airport and Airport Industrial Center marketing and recruitment activity (Rogers & Swanson)
- USDOT Small Community Air Service Development Grant application overview (Swanson)

Announcements (Rogers)

Adjournment (Vancil)







MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY APRIL 20, 2016 HANGAR 600 SECOND FLOOR CONFERENCE ROOM

Call to Order

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

Attendance

Attendance was taken. Chairman Vancil, Directors Maes, Neuschafer, and Platten were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Office Manager Kasey Windhorst; Administrative Assistant Catarino Porras and Board Attorney Greg Bengtson. Tim Unruh, Salina Journal; Kaye Crawford, City of Salina Mayor; Jason Gage, City of Salina; Luci Larson, County Commission; Julie Yager-Zuker, Avflight; Dave Hadel, Burns & McDonnell; Don Weiser, Salina Area Chamber of Commerce; and Steven Howe, Congressman Huelskamp's Office were guests. Senator Jerry Moran and Great Lakes Airlines CEO Doug Voss were available via conference call.

Air Service Update

Chairman Vancil welcomed Great Lakes Airlines CEO Doug Voss and Senator Jerry Moran who joined the meeting via conference call. Senator Jerry Moran announced that the Transportation Security Administration (TSA) has approved the request for federal screening resources and other requirements at the Salina Regional Airport. Salina Airport Authority staff and board of directors thanked all involved with all the efforts to restore air service at the Salina Regional Airport.

Additions to the Agenda

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

Minutes

Chairman Vancil asked if the board members had additions or corrections to the minutes of the March 16, 2016 regular board meeting and the March 30, 2016 special board meeting. Director Neuschafer moved, seconded by Director Platten, to approve the minutes of the March 16, 2016 regular board meeting and the March 30, 2016 special board meeting. Motion passed unanimously.

50 Years Ago

Executive Director Rogers stated that in April 1966 the Airport Authority board of directors voted to authorize an agreement with the FAA to put the former Schilling AFB control tower in

operation as a civilian tower. Since opening in 1967, the Salina ATC has recorded annual aircraft operations ranging from 60,000 to 96,000 per year.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of April 2016. Air traffic total operations for March 2016 dropped to 7,962 compared to 8,557 in March 2015. The 7% decrease was spread across the air carrier, air taxi, and local civil categories. The reduction in itinerant operations has contributed to lower fuel flowage for the year-to-date totals. Total fuel flowage for the month of March 2016 was 130,990 gallons which was a 55% decrease compared to the March 2015 total of 290,470 gallons. The 2015 increase in fuel was due to military operations completed during the month of March. Rogers anticipates an increase for 2016 due to the upcoming military operations scheduled for the remainder of the year.

Director of Administration and Finance Swanson reported on financials for the 1st quarter of 2016 and the month ending March 31, 2016. Swanson reviewed the budget summary and status of progress payments for the Terminal Building Remodel project. Total operating income arrived within 2% of budget. Total administrative expenses at the end of the 1st quarter came in 2% under budget and total maintenances expenses arrived at 15% under budget. Net ordinary income before depreciation is ahead of budget projections by \$8,701 for the year-to-date. Chairman Vancil directed the staff to file the financials for audit.

Long and Short-term Leasing Activity

Director of Administration and Finance Swanson commented on long and short term leasing activity. Short-term leasing activity for the calendar year 2016 includes 601st Aviation Support Battalion, Learjet, 3-1 Assault Helicopter Battalion, USD 305, Diamond Engineering Co. and Hawkeye Helicopter. Total revenue for year-to-date short-term leases resulted in \$63,563. Long-term leasing activity includes Interstates Construction Services and Miller Pipeline Corporation. Annualized revenue for 2016 long-term leases is \$50,580. Rogers reviewed the updated scorecard highlighting leasing activity and available properties. Rogers defined long and short-term leases. A long-term lease is defined as an agreement of one year or more and usually includes options for lease renewal. Short-term lease is defined as an agreement of no more than one year in duration.

Economic Impact Update

Executive Director Rogers reported on the updated economic impact report for the Airport and Airport Industrial Center. The leasing of hangar H506-1 to Miller Pipeline and building B394 to Interstates Construction resulted in an additional 34 jobs (100% premier jobs) with an average annual salary of \$51,470, \$24.75 per hour. A quality job pay ranges from \$14.64 to \$19.42 per hour while a premier job is greater than \$19.43 per hour. Total Salina Regional Airport and Airport Industrial Center jobs and payroll are estimated at 3,623 employees with a payroll of \$143,207,128.

FAA AIP Project No. 36

Rogers updated the board on the status of FAA AIP Project No. 36. The FAA has authorized the SAA to obtain bids for the rehabilitation of Taxiway Echo and improved markings on Taxiway Alpha at the end of Runway 35. Rogers reviewed the area of construction, scope of engineering services to be contracted and project construction safety and phasing plan. The project schedule is listed below.

April 26, 2016 Bid opening
May 2, 2016 Grant submittal

• July 2016 Anticipated FAA grant award

• July 25, 2016 Contract award

A full package including the Jviation construction services agreement, grant application and construction contract documents will be available for board consideration no later than the August 17, 2016 board meeting.

Staff Reports

- Rogers updated the board on real estate marketing and recruitment efforts. SAA staff has submitted responses to the Kansas Department of Commerce requests for information for Project Elm, Project Blue Star and Project Toto.
- Rogers commented on the status of the Salina Community Economic Development Organization (SCEDO). The process for hiring an Executive Director is underway and candidate interviews are being scheduled.
- Rogers reported on the upcoming public meeting regarding the former Schilling AFB Project. The meeting is scheduled for Friday, April 22nd at 9:00a.m. at the Kansas State Polytechnic Conference Center.

Upon a motion duly made, the meeting adjourned at 8:49 A.M.

Minutes approved at the May 18, 2016 Board r	meeting.	
Secretary		(SEAL)

SALINA AIRPORT AUTHORITY AIRPORT ACTIVITY REPORT 2016

AIR TRAFFIC/ATCT

April, 2016 7,312 Operations

560 Instrument Operations

501 Peak Day

April, 2015 8,870 Operations

918 Instrument Operations

613 Peak Day

 January 2016 - April 2016
 27,485 Operations

 January 2015 - April 2015
 31,478 Operations

 January 2014 - April 2014
 28,967 Operations

				Avflig	ht
					Self-fuel
			Avflight	Military/Gov't	Station
FUEL FLOWAGE		KSU-S	Salina	Portion	Portion
April, 2016	94,673 Gallons	9,916	84,756	12,668	546
April, 2015	132,543 Gallons	12,684	119,859	33,199	662
January 2016 - April 2016	442,646 Gallons	38,562	404.084	50,162	2,514
January 2015 - April 2015	788,165 Gallons	42,242	745,923	185,728	2,446
January 2014 - April 2014	459,467 Gallons	37,023	420,812	53,336	2,205

LOAD ENPLANEMENTS - SEAPORT FACTOR

April, 2016	0 Passengers	0%
April, 2015	133 Passengers	21%
January 2016 - April 2016	36 Passengers	17%
January 2015 - April 2015	464 Passengers	21%
January 2014 - April 2014	529 Passengers	21%

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

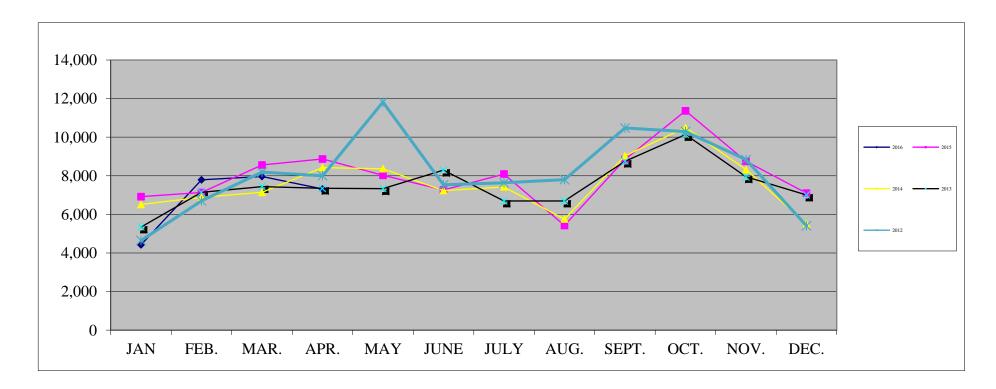
April, 2016	0 Passengers
April, 2015	531 Passengers
January 2016 - April 2016	36 Passengers
January 2015 - April 2015	5,716 Passengers
January 2014 - April 2014	529 Passengers

AIRPORT TRAFFIC RECORD 2015 - 2016

			ITINERA	NT			LOCAL		
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2016	AC	Al	UA	IVII	Total Itiliciant	CIVII	Willitary	Total Local	Total Operations
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	·	
March, 16	21	1,830	869	234	2,954	4,644	364		-
April, 16	15	1,799	791	269	2,874	4,110	328	· · · · · · · · · · · · · · · · · · ·	
May, 16					,	,		,	,
June, 16									
July, 16									
August, 16									
September, 16									
October, 16									
November, 16									
December, 16									
Totals January - April	119	6,741	3,374	799	11,033	15,320	1,132	16,452	27,485
2015									
January, 15	7	1,543	723	138	2,411	4,243	264		6,918
February, 15	6	1,937	779	138	2,860	3,997	276		7,133
March, 15	68	2,086	814	176	3,144	5,079	334		
April, 15	21	2,160	665	290	3,136	5,168	566	5,734	8,870
May, 15									
June, 15									
July, 15									
August, 15									
September, 15									
October, 15									
November, 15									
December, 15									
Totals January - April	102	7,726	2,981	742	11,551	18,487	1,440	19,927	31,478
Difference	17	-985	393	57	-518	-3,167	-308	-3,475	-3,993
									,
YTD % Change	17%	-13%	13%	8%	-4%	-17%	-21%	-17%	-13%

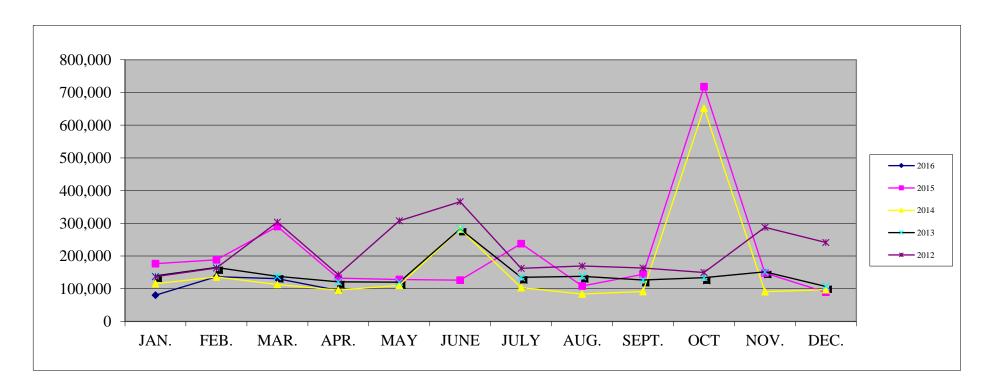
AIR TRAFFIC

	<u>JAN</u>	FEB.	MAR.	APR.	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	AUG.	SEPT.	OCT.	NOV.	DEC.	TOTAL
2016	4,422	7,789	7,962	7,312									<u>27,485</u>
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
2006	5,660	6,886	6,468	6,719	6,958	6,411	5,074	6,370	8,692	9,410	6,894	5,922	81,464



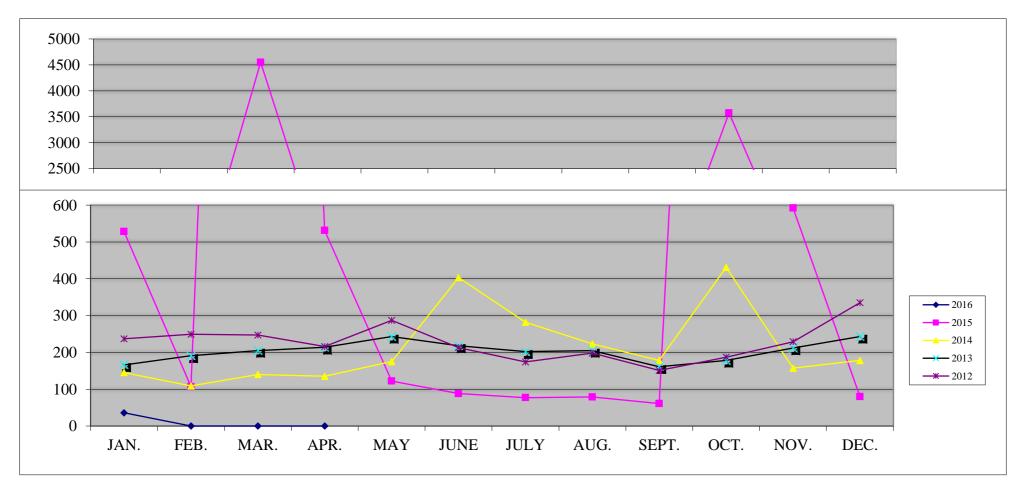
FUEL FLOWAGE
Gallons of Fuel Sold at SLN

	JAN.	FEB.	MAR.	APR.	MAY	<u>JUNE</u>	<u>JULY</u>	AUG.	SEPT.	<u>OCT</u>	NOV.	DEC.	TOTAL
2016	80,221	136,763	130,990	94,673									442,647
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
2006	267,924	311,776	297,888	287,710	286,273	286,903	324,655	413,395	388,262	321,437	314,458	316,431	3,817,112



ENPLANEMENTS

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	ост.	NOV.	DEC.	<u>FAA</u> Adjustment	TOTAL
2016	36	0	0	0	WILL	<u> </u>	<u> </u>	<u>Acc.</u>	<u>DLI I.</u>	<u>001.</u>	11011	<u>DEC.</u>	rajustment	<u>36</u>
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80		10,389
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
2006	163	140	230	121	176	179	161	150	161	147	293	108	848	2,877



^{**}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 April 30, 2016

	Apr 30, 16	Mar 31, 16	\$ Change	Apr 30, 15	\$ Change	% Change
ASSETS Current Assets Checking/Savings						
Cash in Bank - Bond Funds Cash in bank & Petty Cash-Op	225,120 955,384	238,118 898,354	-12,998 57,030	0 583,289	225,120 372,095	100% 64%
Total Checking/Savings	1,180,503	1,136,472	44,032	583,289	597,214	102%
Accounts Receivable Accounts Receivable	149,372	148,198	1,174	168,101	-18,730	-11%
Total Accounts Receivable	149,372	148,198	1,174	168,101	-18,730	-11%
Other Current Assets Agri Land Receivable Mill Levy receivable Other current assets Undeposited Funds	58,000 887,891 137,521 2,100	58,000 887,891 139,811	0 0 -2,290 2,100	58,000 864,718 148,712	23,172 -11,191 2,100	0% 3% -8% 100%
Total Other Current Assets	1,085,512	1,085,702	-190	1,071,430	14,081	1%
Total Current Assets	2,415,387	2,370,371	45,015	1,822,821	592,566	33%
Fixed Assets Fixed assets at cost Less accumulated depreciation	82,226,386 -37,644,848	82,205,493 -37,424,685	20,894 -220,163	81,936,346 -35,054,198	290,040 -2,590,650	0% -7%
Total Fixed Assets	44,581,538	44,780,807	-199,269	46,882,148	-2,300,610	-5%
Other Assets Other assets	3,775	4,225	-450	0	3,775	100%
Total Other Assets	3,775	4,225	-450	0	3,775	100%
TOTAL ASSETS	47,000,700	47,155,403	-154,704	48,704,969	-1,704,269	-4%
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Accounts payable	72,653	62,705	9,948	40,598	32,055	79%
Total Accounts Payable	72,653	62,705	9,948	40,598	32,055	79%
Credit Cards Sam's Club Discover	0	-233	233	506	-506	-100%
Total Credit Cards	0	-233	233	506	-506	-100%
Other Current Liabilities Accrued debt interest payable Debt, current portion Deferred Agri Land Revenue Deferred Mill Levy revenue Other current liabilities	159,974 1,109,894 39,167 1,327,425 240,911	80,091 1,109,894 44,000 1,493,353 227,941	79,883 0 -4,833 -165,928 12,971	181,375 1,025,674 38,667 1,327,510 230,435	-21,401 84,220 500 -85 10,476	-12% 8% 1% 0% 5%
Total Other Current Liabilities	2,877,371	2,955,279	-77,908	2,803,661	73,710	3%
Total Current Liabilities	2,950,024	3,017,750	-67,727	2,844,764	105,260	4%
Long Term Liabilities Capital Lease Payable Debt - Long Term Less current portion Security Deposits Returnable Total Long Term Liabilities	28,301 22,823,445 -1,109,894 44,977 21,786,829	28,301 22,823,445 -1,109,894 40,452 21,782,304	0 0 0 4,525 4,525	82,296 23,023,503 -1,025,674 22,729 22,102,854	-53,995 -200,057 -84,220 22,248 -316,025	-66% -1% -8% 98% -1%
Total Liabilities	24,736,853	24,800,055	-63,202	24,947,618	-210,765	-1%
Equity Invested in Capital Assets net Net assets, Designated Net assets, Unrestricted Net Income	21,729,792 90,000 961,879 -517,825	21,916,819 90,000 774,852 -426,323	-187,027 0 187,027 -91,502	23,776,707 90,000 380,813 -490,169	-2,046,914 0 581,066 -27,656	-9% 0% 153% -6%
Total Equity	22,263,847	22,355,349	-91,502	23,757,351	-1,493,505	-6%
TOTAL LIABILITIES & EQUITY	47,000,700	47,155,403	-154,704	48,704,969	-1,704,269	-4%

Accrual Basis

Salina Airport Authority Profit & Loss Budget Performance

April 2016

	Apr 16	Budget	\$ Over Budget	% of Budget	Jan - Apr 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense Income									
Airfield revenue Fuel Flowage Fees Hangar rent Landing fees Ramp rent	7,186 66,598 0 5,584	13,063 43,313 450 4,155	-5,877 23,285 -450 1,429	55% 154% 0% 134%	34,743 175,408 208 18,506	52,250 163,252 1,800 16,622	-17,507 12,155 -1,592 1,884	66% 107% 12% 111%	156,750 515,000 5,400 49,865
Total Airfield revenue	79,367	60,981	18,386	130%	228,864	233,924	-5,060	98%	727,015
Building and land rent Agri land rent Building rents	4,833	4,833	0	100%	19,333	19,333	-0	100%	58,000
Short-term leasing Building rents - Other	5,369 67,065	3,867 64,883	1,501 2,182	139% 103%	17,529 260,275	15,469 259,531	2,060 745	113% 100%	46,408 778,592
Total Building rents	72,433	68,750	3,683	105%	277,804	275,000	2,804	101%	825,000
Land rent Basic Land Rent Property tax - tenant share Land rent - Other	5,068 10,833 750	7,192 10,833 0	-2,124 0 750	70% 100% 100%	22,142 43,332 750	28,666 43,332 0	-6,524 0 750	77% 100% 100%	86,199 129,996 0
Total Land rent	16,651	18,025	-1,374	92%	66,224	71,998	-5,774	92%	216,195
Tank rent	808	742	66	109%	3,232	2,967	265	109%	8,900
Total Building and land rent	94,726	92,350	2,376	103%	366,594	369,298	-2,705	99%	1,108,095
Other revenue ARFF Training Commissions Other income	0 0 11,967	0 1,667 3,417	0 -1,667 8,550	0% 0% 350%	0 4,729 23,184	0 6,667 13,667	0 -1,937 9,518	0% 71% 170%	0 20,000 41,000
Total Other revenue	11,967	5,083	6,884	235%	27,914	20,333	7,580	137%	61,000
Total Income	186,060	158,414	27,646	117%	623,372	623,556	-184	100%	1,896,110
Gross Profit	186,060	158,414	27,646	117%	623,372	623,556	-184	100%	1,896,110
Expense Administrative expenses A/E, consultants, brokers A/irport promotion	4,135 0	1,993 833	2,142 -833	207% 0%	16,538 6,736	7,971 3,333	8,567 3,403	207% 202%	23,913 10,000
Bad Debt Expense Computer/Network Admin.	0 1,205	0 833	0 371	0% 145%	0 4,805	0 3,333	0 1,471	0% 144%	0 10,000
Dues and subscriptions Employee retirement FICA and medicare tax expense	1,353 4,586 3,938 3,750	1,250 4,951 4,051 3,750	103 -365 -113 0	108% 93% 97% 100%	6,686 21,772 17,550 7,500	5,000 22,280 18,230 7,500	1,686 -508 -680	134% 98% 96% 100%	15,000 66,840 54,690 15,000
Industrial development Insurance , property Insurance, medical Kansas unemployment tax	13,050 13,884	12,500 15,750 0	550 -1,866 0	100% 104% 88% 0%	43,954 56,217 178	7,500 50,000 63,000 250	-6,046 -6,783 -72	88% 89% 71%	150,000 150,000 189,000 1,000
Legal and accounting Office salaries Office Supplies	3,743 31,092 1,289	2,583 31,650 500	1,159 -558 789	145% 98% 258%	9,281 139,536 3,333	10,333 142,429 2,000	-1,052 -2,893 1,333	90% 98% 167%	31,000 427,281 6,000
Other administrative expense Merchant Processing Fees Other administrative expense - Other	32 112	57 256	-25 -144	56% 44%	159 575	228 1,020	-69 -445	70% 56%	685 3,065
Total Other administrative expense	144	313	-169	46%	734	1,249	-515	59%	3,750
Postage Property tax expense Special Events Telephone	63 13,750 0 1,184	250 13,750 83 1,313	-187 0 -83 -129	25% 100% 0% 90%	602 55,000 0 5,231	1,000 55,000 333 5,250	-398 0 -333 -19	60% 100% 0% 100%	3,000 165,000 1,000 15,750
Training	75	667	-592	11%	75	2,667	-2,592	3%	8,000
Travel and meetings	201	667	-466	30%	1,957	2,667	-709	73%	8,000
Total Administrative expenses	97,439	97,687	-247	100%	397,685	403,825	-6,141	98%	1,204,224
Maintenance expenses Airfield maintenance Airport Security Building maintenance Equipment fuel and repairs	3,748 0 5,324 1,625	1,375 42 3,333 4,417	2,373 -42 1,991 -2,791	273% 0% 160% 37%	17,592 0 13,852 11,966	5,500 167 13,333 17,667	12,092 -167 519 -5,700	320% 0% 104% 68%	16,500 500 40,000 53,000
Equipment fuel and repairs Fire Services Grounds maintenance	0 392	4,417 125 292	-2,791 -125 100	0% 134%	0 1,398	500 1,167	-5,700 -500 231	0% 120%	1,500 3,500
Maintenance salaries Other maintenance expenses Snow removal expense	21,182 751 0	23,065 1,542 1,083	-1,883 -790 -1,083	92% 49% 0%	92,443 2,819 540	103,795 6,167 4,333	-11,352 -3,347 -3,793	89% 46% 12%	311,384 18,500 13,000
Utilities	<u>13,016</u>	15,000 50,274	-1,984 -4,235	87% 92%	81,636 222,247	102,944 255,572	-21,308 -33,325	<u>79%</u> 87%	205,000
Total Maintenance expenses	40,039	50,274	-4,235	92%	222,247	200,072	-33,325	01%	00∠,884

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Accrual Basis

Salina Airport Authority Profit & Loss Budget Performance

April 2016

	Apr 16	Budget	\$ Over Budget	% of Budget	Jan - Apr 16	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Uncategorized Expenses	0	0	0	0%	0	0	0	0%	0
Total Expense	143,478	147,961	-4,482	97%	619,932	659,398	-39,466	94%	1,867,108
Net Ordinary Income	42,582	10,453	32,128	407%	3,440	-35,842	39,282	-10%	29,002
Other Income/Expense Other Income Capital contributed Gain on sale of assets Interest income Interest income on deposits	0 0	283,458 0 21	-283,458 0 13	0% 0% 164%	14,270 0 154	1,133,833 5,000 83	-1,119,563 -5,000 71	1% 0% 185%	3,401,500 15,000 250
Total Interest income	34			164%	154	83		185%	250
Mill levy income	165,928	165,928	10	100%	664,743	663,713	1,030	100%	1,991,138
•									
Total Other Income	165,962	449,407	-283,445	37%	679,167	1,802,629	-1,123,462	38%	5,407,888
Other Expense Debt interest expense net Bond issue cost Interest Expense on Debt	0 79,883	3,750 79,883	-3,750 0	0% 100%	0 319,781	15,000 319,533	-15,000 248	0% 100%	45,000 958,600
Total Debt interest expense net	79,883	83,633	-3,750	96%	319,781	334,533	-14,752	96%	1,003,600
Depreciation expense	220,163	220,163	0	100%	880,650	880,650	0	100%	2,641,950
Total Other Expense	300,046	303,796	-3,750	99%	1,200,431	1,215,183	-14,752	99%	3,645,550
Net Other Income	-134,083	145,612	-279,695	-92%	-521,264	587,446	-1,108,710	-89%	1,762,338
Net Income	-91,502	156,065	-247,567	-59%	-517,825	551,604	-1,069,429	-94%	1,791,340

	Apr 16	Jan- Apr 16	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfeld					
AIP-36 Txy E Rehab Const. Ph 1	11,544	0	3,515,248	-3,515,248	0%
AIP-37 Txy B & E Rehab Design		27,400	50,497	-23,097	54%
AIP-38 Txy B Rehab Const. Ph 2	1,855	1,855	1	1,854	185,500%
Airfield Improvements					
AMP - Economic Impact Study		0	5,875	-5,875	0%
Airfield Improvements - Other		0	15,000	-15,000	0%
Total Airfield Improvements	0	0	20,875	-20,875	0%
KAIP - 17/35 Slurry Seal		0	392,000	-392,000	0%
Total Airfeld	13,399	29,255	3,978,621	-3,949,366	1%
Buildings & Improvements					
Building improvements					
Bldg. 310 Enviro/Interior Demo		0	65,000	-65,000	0%
Bldg. 409-2 lmps.		18,682	21,500	-2,818	87%
Bldg. Imps. Other		0	20,000	-20,000	0%
Total Building improvements	0	18,682	106,500	-87,818	18%
Pumphouse 305		0	15,000	-15,000	0%
. Terminal building improvements			•	•	
2015 Terminal Bldg. Remodel	6,110	107,178	228,368	-121,190	47%
2nd Floor Remodel-SAA Admin Ofc	1,200	1,740	1	1,739	174,000%
Total Terminal building improvements	7,310	108,918	228,369	-119,451	48%
Total Buildings & Improvements	7,310	127,600	349,869	-222,269	36%
Equipment					
Communications equipment		0	2,000	-2,000	0%
Computer equipment		0	7,500	-7,500	0%
Other Equipment		6,221	15,000	-8,779	41%
Shop equipment		0	10,000	-10,000	0%
Vehicles		0	10,000	-10,000	0%
Total Equipment	0	6,221	44,500	-38,279	14%
Land					
Airport Indust. Cent. Imps.		0	15,000	-15,000	0%
Environmental					
Environmental - SAFB	184	2,478	15,000	-12,522	17%
Total Environmental	184	2,478	15,000	-12,522	17%
Nestle Site Imps.		0	18,500	-18,500	0%
Rail Spur Imps.		0	15,000	-15,000	0%
West Beechcraft Road Imps.		0	2,500	-2,500	0%
Total Land	184	2,478	66,000	-63,522	4%
Total Fixed assets at cost	20,893	165,554	4,438,990	-4,273,436	4%
	_0,000	. 55,554	., .00,000	.,2. 3,400	-170

05/12/16

Salina Airport Authority Significant Capital Expenditures Detail April 2016

Туре	Date Name	Memo	Amount	Balance
Fixed assets at Airfeld				
Bill	xy B & E Rehab Design 04/15/2016 Jviation, Inc.	Inv. No. 10 - Txy B & E Rehab Design	11,544.30	11,544.30
Total AIP	-37 Txy B & E Rehab Design		11,544.30	11,544.30
	xy B Rehab Const. Ph 2			
Bill	04/30/2016 Salina Journal	Invitation for bids - Txy B & E Rehab	1,855.30	1,855.30
I otal AIP	-38 Txy B Rehab Const. Ph 2		1,855.30	1,855.30
Total Airfeld			13,399.60	13,399.60
Terminal	Improvements building improvements transport	D420 construction, dust electrics	1.860.00	1.860.00
Bill	04/26/2016 ServiceMaster Clean, Ir 04/28/2016 JMH Cleaning Service	c. B120 construction - duct cleaning Term. bldg. construction cleaning	750.00	2,610.00
Bill	04/29/2016 DMA Architects, PA	B120 remodel design and construction services	3,500.00	6,110.00
Total	2015 Terminal Bldg. Remodel		6,110.00	6,110.00
2nd F Bill	Floor Remodel-SAA Admin Ofc 04/26/2016 ServiceMaster Clean, Ir	c. 2nd floor cost allocation - duct cleaning	1,200.00	1,200.00
Total	2nd Floor Remodel-SAA Admin Ofc		1,200.00	1,200.00
Total Ter	minal building improvements		7,310.00	7,310.00
Total Buildin	gs & Improvements		7,310.00	7,310.00
Land Environr Envir	nental conmental - SAFB			
Bill Bill	04/13/2016 Clark, Mize & Linville	Env SAFB (March 2016) Env SAFB (April 2016)	112.00 72.00	112.00
	04/30/2016 Clark, Mize & Linville Environmental - SAFB	EIIV SAFB (APIII 2010)	184.00	184.00
Total Env	vironmental		184.00	184.00
Total Land			184.00	184.00
Γotal Fixed asse	ets at cost		20,893.60	20,893.60
TAL			20,893.60	20,893.60

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.) Discussing matters relating to air carrier and passenger security measures for the reason that public discussion of that information would compromise the Salina Airport Authority's security measures for the Salina Regional Airport.

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

EXECUTIVE DIRECTOR



3237 Arnold Ave. Salina, Kansas 67401

Telephone (785) 827-3914 • FAX (785) 827-2221 • email trogers@salair.org

DATE: May 11, 2016

TO: Jason Gage and Rita Deister

FROM: Tim Rogers

SUBJECT: Proposed SAA, City and County Law Enforcement Support Agreement

The restoration of scheduled air service at the Salina Regional Airport required the return of the Transportation Security Administration (TSA) for passenger screening services. On April 19, 2016 the TSA notified the Salina Airport Authority that the agency will provide the required passenger screening services in support of nonstop flights to the Denver International Airport on Great Lakes Airlines. Great Lakes will start Denver flights on June 15, 2016. The TSA is preparing to staff and equip the passenger screening checkpoint prior to June 15.

The Airport Authority has been working closely with the TSA to draft and gain TSA approval for an Airport Security Program (ASP) prior to June 15. A key requirement for the Salina ASP is the availability of local law enforcement to support passenger screening at the terminal building. The proposed **Salina Regional Airport Law Enforcement Support Agreement** meets the TSA requirement (49 CFR Part 1542) for law enforcement support during passenger screening prior to the departure of an air carrier flight.

The proposed agreement was drafted with the assistance of the TSA, Salina Police Department (SPD) and the Saline County Sheriff's Office (Sheriff's Office). Both the SPD and Sheriff's Office are willing to partner with the TSA and Airport Authority to provide a visible law enforcement presence at the TSA security screening checkpoint. The SPD and Sheriff's Office will coordinate the deployment of on duty officers and deputies to the checkpoint in accordance with the ASP and prevailing Aviation Security Contingency (AVSEC) Plan directives from the Department of Homeland Security (DHS). The AVSEC Plan defines certain threat levels and associated countermeasures.

The TSA will routinely share information and intelligence with the SPD and Sheriff's Office. The Wichita based Assistant Federal Security Director for Enforcement will be local law enforcement's liaison with both the TSA and DHS.

The specific provisions of the Salina Airport's ASP, AVSEC Plan contingencies and detailed screening checkpoint procedures cannot be discussed in a public meeting. Questions concerning the ASP's, AVSEC contingencies and checkpoint requirements and procedures can only be discussed during an executive session.

SPD officers and Sheriff's Office deputies will be responsible for enforcement of federal, state and local laws in the same manner that they currently carry out their duties throughout Salina and Saline County. Any offense that rises to the level of a federal crime would be referred to the appropriate federal law enforcement agency for further action. Local law enforcement currently deals with a wide variety of situations involving transportation security regulations and laws due to our proximity to two Interstate highways.

The agreement does not provide for reimbursement to either the City or County for law enforcement support. At this time federal funding is not available law enforcement support. The Airport Authority will seek an opportunity to apply for DHS grant funds that can be used to reimburse the City and County for law enforcement support.

The TSA will provide the training needed to fully understand the requirements of the ASP and AVSEC Contingency Plan. In fact, the TSA, Airport Authority, SPD and Sheriff's Office are scheduled for an initial coordination meeting on Wednesday, May 18. The meeting will be the first of many coordination and training meetings needed to support scheduled air service.

The agreement will be reviewed by the TSA, Airport Authority, SPD and Sheriff's office prior to December 1, 2016 to make sure that all parties are comfortable with the document's provisions and requirements. If necessary, the agreement can be amended to accommodate changing needs or requirements.

I will be in attendance at both the May 16 City Commission meeting and the May 17 County Commission meeting to answer questions and provide updates.

Thank you for your support and assistance with the restoration of scheduled air service for Salina and Saline County. The residents of Salina, Saline County and North Central Kansas are the benefactors of our cooperative efforts.

Cc: Sheriff Glen Kochanowski Chief Brad Nelson

SALINA REGIONAL AIRPORT LAW ENFORCEMENT SUPPORT AGREEMENT

This AGREEMENT is made and entered into this the __ day of May, 2016 by and among the **Board of County Commissioners of Saline County, Kansas** (the "County"); the **Saline County Sheriff's Office** (the "Sheriff's Office"); the **City of Salina, Kansas** (the "City"); and the **Salina Airport Authority** (the "Authority").

Recitals

- A. The Authority is a political subdivision of the City created pursuant to K.S.A. 27-315 and operates the Salina Regional Airport (the "Airport") and the M.J. Kennedy Air Terminal (the "Terminal").
- B. The current provider of scheduled airline service to the residents of Saline County and the City of Salina is Great Lakes Airlines, a United Airline code share partner (the "Airline").
- C. On May 19, 2016 the Transportation Security Administration (TSA) approved the Authority's request for passenger security screening services at the Terminal.
- D. The Authority is required by 49 CFR Part 1542 to provide a uniformed law enforcement officer at the TSA's passenger screening checkpoint ("Screening Checkpoint") in accordance with the Authority's Airport Security Program (ASP).
- E. The Authority's ASP also provides for a maximum response time to the TSA's Screening Checkpoint after the Screening Checkpoint alarm has been activated.
- F. The Authority, the County, the Sheriff's Office, and the City desire to agree on duties and responsibilities of the Sheriff's Office and the Salina Police Department (the "SPD") in providing uniformed law enforcement officer services at the Terminal pursuant to K.S.A. 12-2908.
- G. The parties wish to assure that any Sheriff's Office or SPD personnel performing law enforcement duties under this agreement are authorized to enforce the ordinances of the City of Salina, as authorized by K.S.A. 12-2909.
- H. Any reference to Law Enforcement Personnel (LEP) in this agreement shall include the Sheriff's Office deputies and/or SPD officers.
- NOW, THEREFORE, for the consideration and upon the terms and conditions hereinafter set forth, the parties agree as follows:
- 1. <u>Purpose of Agreement.</u> This agreement is for the purpose of securing the enforcement of all laws and to provide for a visible law enforcement presence by LEPs at the TSA Screening Checkpoint within the Terminal.

- 2. <u>Area of Service</u>. The area to be served under this agreement shall be primarily the Terminal; however, the authority of the LEPs under this agreement shall extend to the entire Airport.
- 3. <u>Duties and Authorization to Enforce City Ordinances</u>. The LEPs shall enforce all applicable federal, state, and local laws and regulations while on duty under this agreement. The LEPs are hereby authorized to enforce the ordinances of the City of Salina while on duty under this agreement.

4. <u>Scheduling and Levels of Service</u>.

- (a) The LEP shall be present (with a patrol vehicle) at the Screening Checkpoint for all TSA Passenger Screenings in accordance with the Airport's ASP for a period of time commencing no less than thirty (30) minutes prior to the scheduled flight departure time and continuing until the TSA passenger screening is completed. Staffing and scheduling of LEPs necessary to fulfill the responsibilities of the Sheriff's Office and SPD under this agreement shall be coordinated by the Sheriff's Office and SPD.
- (b) The Authority shall notify the Sheriff's Office and SPD of the Airline's published flight schedules, provide the Sheriff's Office and SPD with copies of all TSA security directives and information circulars, and include the Sheriff's Office and SPD in all meetings with the TSA. The Authority shall notify the Sheriff's Office and SPD of any changes in the Airline's flight schedule as soon as is reasonably possible. Records maintained by the Sheriff's Office and SPD shall document the time required on duty under this agreement. Both the Sheriff's Office and SPD shall take possession of confiscated weapons, ammunition, explosives or incendiary devices in a manner as to maintain chain of custody records and retain all confiscated items in an evidence locker.
- (c) The Sheriff's Office and SPD shall support Aviation Security Contingency Plan EXISTING, ELEVATED and IMMINENT measures as provided for in the ASP.
- (d) Court appearances by the LEPs, although in relation to enforcement actions originating while on duty under this contract, shall not fall within the scope of duties to be performed under this agreement.
- 5. <u>Screening Checkpoint Functions:</u> The LEPs shall be responsible at the Security Checkpoint for the following functions:
 - a. Provide an armed deterrence to criminal activity.
 - b. Respond to situations where an individual is interfering with the duties of the TSA at the screening checkpoint.
 - c. Take appropriate action if a violation of the law occurs.
 - d. When requested by a TSA officer, assist in preventing prohibited items from entering the sterile area.
 - e. Provide for the overall security of the screening checkpoint, screeners and passengers.
 - f. Take control of illegal items that are discovered at the checkpoint, such as firearms, ammunition, explosives and incendiaries.

- 6. <u>Expenses</u>. The Sheriff's Office and SPD shall not be responsible for any expenses related to the operation of the Screening Checkpoint.
- 7. <u>Complaints and Discipline</u>. Any complaint about the performance of the LEPs shall be directed to the Sheriff's Office and SPD. The respective agency shall determine whether the complaint is justified and warrants disciplinary action.
- 8. <u>Records</u>. The Sheriff's Office and SPD shall keep reasonably detailed records sufficient to make periodic reports to the Authority governing body on the fulfillment of the Sheriff's Office and SPD's responsibilities under this agreement.
- 9. <u>Term.</u> This contract shall become effective on June 1, 2016; shall be for a primary term of the remainder of the current calendar year; and shall renew automatically thereafter for sequential terms of one calendar year unless notification to the contrary is given by one party to the others no later than the December 1st prior to the subsequent January 1st renewal date.
- 10. <u>Termination by Agreement</u>. If the parties all agree in writing, this Agreement may be terminated under the terms and as of the date agreed upon.
 - 11. Non-assignable. This contract shall not be assignable by any of the parties.

EXECUTED effective the day and year first stated above by the duly authorized officers of the parties.

BOARD OF COUNTY COMMISSIONERS OF SALINE COUNTY, KANSAS

	By:	
	Monte Shadwick, Chairman	
Attest:		
Ву:	Donald R. Merriman, County Clerk	
	SALINE COUNTY SHERIFF'S OFFICE	
	By:	

CITY OF SALINA, KANSAS

	By:	
	•	Kaye J. Crawford, Mayor
Attest:		
By:		_
	Shandi Wicks, CMC, City Clerk	
	SAL	INA AIRPORT AUTHORITY
	Ву:	
		Troy Vancil, Board Chairman
Attest:		
By:		_
	Jeff E. Maes, Board Secretary	



Director of Facilities and Operations

3237 Arnold Ave. Salina, Kansas 67401

Telephone (785) 827-3914 • FAX (785) 827-2221 • E-Mail kennyb@salair.org

DATE: 05/18/2016

TO: SAA Board of Directors

FROM: Kenny Bieker

Director of Facilities and Construction

SUBJECT: Project Updates

AIP Project No. 36 - Taxiway Echo and Alpha Construction

A bid opening occurred on 4/26/16. APAC Shears Salina was the only bidder and the bid came in under the engineers estimated construction costs. A grant application was submitted to FAA for their participation in this project.

Terminal Building

The contractors have completed the project. Since completion we did add a wall partition that TSA requested between the TSA screening area and passenger secure holding area. Also in the terminal building 2^{nd} floor we are having a partition wall installed on the east office area to create two offices for when Shelli and Kenny move upstairs. This would place all of the SAA office staff on the 2^{nd} floor. A lot of work to prepare this move is being done with SAA maintenance staff.