

DATE: May 11, 2018
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **May 16, 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. City of Salina staff have installed new street signs for the renamed segments of Arnold Avenue.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending April 30, 2018. (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 5,510 operations during April 2018 which was a 3% increase as compared to the April 2017 total of 5,340. A contributing factor to the April 2018 increase was more K-State Aviation flight training. For the year-to-date, a total of 19,841 operations have occurred at the Salina Airport which is 5% less than the April 2017 YTD total of 20,806.

Airport Activity – Fuel Flowage (Rogers)

The April 2018 fuel flowage came in at 154,513 gallons which was 4% more than the April 2017 total of 149,134. For the year-to-date a total of 588,386 gallons have been delivered on the Airport which is 44% less than the 2017 YTD total of 1,055,667. 2018 fuel flowage will begin to trend upward following the reopening of Runway 17/35 and resumption charter flight activity.

Airport Activity – Passenger Counts (Rogers)

SkyWest recorded 1,604 total passengers during three weeks of start-up operations during April 2018. The total load factor for April 2018 was 35%. The load factor goal is 65%.

Financial Reports – Comments and Notes (Swanson)

At the end of the April, total operating revenue exceeded budget projections by 1% and is tracking \$16,249 ahead of the same period in 2017. Total operating expense arrived at \$20,189 under budget and is trending 5% more than 2017. Total YTD net operating income before depreciation reached \$25,008.

In April, as discussed and was the recommendation of the Finance Committee, the SAA wrote off \$3,980 in accounts receivables attributable to Great Lakes Airlines' past-due ticket counter rental and landing fees. The SAA's total accounts receivable balance had a \$1,500 allowance for uncollectibles and the remaining \$2,480 was charged to bad debt expense on the income statement.

Financial Reports – April 2018 Capital Additions/Payables Report Enclosed (Swanson)

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

Salina Airport Authority								
Account QuickReport								
As of April 30, 2018								
Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							1,267,462.26	
FBK Imp Fund Temp Note 2017							1,267,462.26	
Bill Pmt -Check	04/11/2018	1009	Sam's Club Maste...	Temp. Fencing (Beechcraft Rd. Improveme...	Accounts pa...	-3,925.88	1,263,536.38	
Deposit	04/30/2018			Interest	Interest incom...	416.06	1,263,952.44	
Total FBK Imp Fund Temp Note 2017						-3,509.82	1,263,952.44	
Total Cash in Bank - Bond Funds						-3,509.82	1,263,952.44	
TOTAL						-3,509.82	1,263,952.44	

Salina Airport Authority								
Account QuickReport								
As of April 30, 2018								
Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							37,216.30	
FBK Imp Fund Temp Note 2016							37,216.30	
Deposit	04/30/2018			Interest	Interest incom...	9.18	37,225.48	
Total FBK Imp Fund Temp Note 2016						9.18	37,225.48	
Total Cash in Bank - Bond Funds						9.18	37,225.48	
TOTAL						9.18	37,225.48	

Short-term Leasing Activity

The SAA has leased a portion of Hangar 959 (north 35,840 sq. ft.) to Exide Technologies for temporary storage of excess battery inventory. This short-term agreement terminates on Sept. 30, 2018 and will generate \$5,975 per month in rental income. Hangar 959 bays 1 and 2, are still accessible and being utilized for aircraft storage. In fact, on May 2, the 190th Air Refueling wing leased both bays to store 2 KC-135's overnight during threatened inclement weather.

Financial Reports – Accounts Receivable Past Due 31 days or more as of May 11, 2018 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Belcher, Terry	\$130	31-60	T-hangar rent
Tischlerei	\$32,034	31>90	Building rent and finance charges

Agenda Item #6 – Presentation of the SAA's Draft, 2017 Comprehensive Annual Financial Report. (Swanson)

At the meeting we will update the Board on the 2017 audit and will distribute the draft CAFR financial statements and supplementary information completed to-date.

Agenda Item #7 – Review of the First Five Weeks of United Jet Service to Denver and Chicago.
(Rogers and Foss)

ArkStar managing partner, Gary Foss will join the meeting via conference call to offer his assessment of the first five weeks of United jet service to Denver and Chicago. Gary's report will include a summary of steps taken to date to provide Salina area passengers the means to take full advantage of United jet service. Accomplishments to date include:

- The filing of GSA City Pair Program fares for federal agency travel to/from Salina and over 35 major destinations.
- Optimizing connecting fares on United at both Denver and Chicago.
- Local and area corporate sales calls by ArkStar associate Diana Kotecki.
- Sales calls with area colleges and tourist attractions (Diana Kotecki)
- Coordination with United national account directors. (Several Salina area businesses have national accounts with United).
- Coordination with Visit Salina and United for the use of meeting and convention group discounts for air travel to Salina.
- An October 2018 schedule change for the Chicago flight. In October the Chicago flight will depart at 4:36 PM instead of 6:13 PM. The earlier departure will provide Salina travelers a 96% increase in destinations to connect to at Chicago.

At the meeting, Gary and I will also review the scope and impact of the United/SkyWest marketing campaign. The campaign has been running six weeks and early next week we will have the initial report on effectiveness. The campaign messages are designed to build awareness and present a call to action – book a flight at United.com. The campaign uses the following media:

- Digital display
- Native digital display
- Social media (Facebook and Instagram)
- Local and regional radio
- Pandora radio
- Billboards
- Newspaper ads (Salina Journal and McPherson Sentinel)

The campaign is focused on 40 zip codes covering Saline, McPherson, Dickinson, Cloud, Republic, Mitchell, Lincoln, Ottawa and Ellsworth counties.

Agenda Item #8 – Review and Discussion of the SCEDO Economic Development Strategic Plan and Global Aeronautics Initiative Reports. (Rogers and Gage)

The City of Salina board of city commissioners have been invited to attend Wednesday's board meeting and participate in a review and discussion of the Salina Community Economic Development Organization's Economic Development Strategic Plan report (the Ady report) and the Global Aeronautics Initiative Study (the RSA report). Both reports provided assessments and recommendations concerning future aeronautical job growth at the Salina Regional Airport and Airport Industrial Center.

The Ady Report – The Ady report lists aerospace as a targeted industry group. The report's recommendations for economic development strategies have the potential of increasing our ability to

attract aviation businesses to Salina and take advantage of available hangar space, manned aviation workforce training and unmanned workforce training.

The Ady report can be viewed at:

<http://www.salinaairport.com/media/35850/ady-advantage-economic-development-strategic-plan-final-report-salina-04172018.pdf>

The RSA Report – The RSA report was commissioned by K-State Manhattan, K-State Polytechnic, City of Salina, Saline County, Salina Chamber, SCEDO and the Airport Authority. RSA looked specifically at the capabilities of the Salina community, K-State (Manhattan and Polytechnic) and the Salina Regional Airport to support manned and unmanned aviation industry growth. The study included interviews with approximately 30 aerospace companies to gain insight on industry needs and requirements. The RSA report offers recommendations on how Salina and K-State Polytechnic can benefit from opportunities in both manned and unmanned industry segments growth. The report concluded that:

- KSU and Salina community have the relevant set of ingredients to turn its aviation aspirations into a reality if combined with the right strategic guidance and level of investment.

RSA recommended the following manned aviation actions:

- Re-focus efforts on the core aviation business and restore to its historic enrollment levels, given the significant forecasted demand for pilots and technicians
- Improve operational difficulties (i.e. graduating instructor pilots)
- Expand student enrollment with clear messaging, brand recognition, tuition-offset programs/scholarships, and “student-to-captain” airline programs.

The recommendation for unmanned industry growth included:

- State & local gov’t presents a natural entry point, and should evolve to agriculture
- Initially focus on training professional operators (i.e. not hobbyists) and leverage its experiences to pivot to the larger value-added services activity
- KSU Manhattan has subject matter expertise (i.e. precision agriculture) that should be coupled with KSU Poly’s unmanned operational experiences
- KSU Poly’s research should focus on advancing regulatory understanding for the *next* phase of UAS adoption (e.g. autonomous operations, manned/unmanned teaming)
- Success depends on establishing the right partnerships with aviation corporations and KS state government to bring investment and activity around the unmanned program

Attached is the strategic roadmap exhibit prepared by RSA for review.

The significant discussion points are:

1. Are aviation and aerospace (manned and unmanned) jobs and research activity an economic development priority?
2. What additional resources and funding can Salina apply to the recruitment and retention of aviation

and aerospace industry businesses and jobs?

At the meeting you will be provided several options concerning next steps and additional resources to consider and discuss.

Agenda Item #9 – Aircraft Rescue and Firefighting (ARFF) Vehicle and Equipment Update (Rogers)

The low bidder, at \$80,016, for equipment to be carried on the new Aircraft Rescue and Firefighting (ARFF) truck was Feld Fire Equipment Co., Wichita, KS. Feld's was the only bidder that met all FAA Airport Improvement Program (AIP) grant conditions and requirements.

The ARFF truck budget is as follows:

3,000-gallon ARFF truck purchase (Oshkosh Airport Products)	\$677,624.00
ARFF truck equipment (Feld Fire Equipment Co.)	80,016.00
Administration	<u>1,050.00</u>
 Total project cost	 \$758,690.00
 Federal share (90%)	 \$682,821.00
SAA share (10%)	75,869.00

As reported last month, a FAA AIP Grant Offer and Agreement is expected by the end of July. The SAA board will consider the grant offer and the Oshkosh and Feld contracts at the August 15 board meeting.

STAFF REPORTS

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

Construction began March 26th. The project scope is to reconstruct Taxiway Bravo from Runway 35 to Runway 30 and realign the taxiway at the intersection of both runways. The realignment provides better line of sight for pilots holding short of Runway 30. It appears that the contractor will finish the project two weeks early.

T-Hangar and Box Hangar Leasing Activity (Windhorst)

During the month, two previously vacant T-hangars were leased resulting in all T-hangars and Box hangars being occupied. Currently, we have 27 individuals on the waiting list for a hangar which include 13 new tenants and 14 existing tenants. Eight of the potential new tenants own airworthy aircraft.

Fly Salina Marketing (Windhorst)

Salina Airport Authority Facebook page and website traffic continues to increase due to the Fly Salina marketing efforts. During the month of April over 5,100 new users visited the SAA website compared to the previous month of March 2018 which resulted in an increase of over 61% new users. With the recent social media advertisements, the SAA Facebook page had a 418% increase in post engagements and over 700% increase in page likes.

Please contact me if you have any questions or comments.

RSAdvisors has proposed an initial aviation roadmap for KSU to consider as it develops implementation strategies over the next 24-48 months

Phase 3: Strategy Review

Strategy Roadmap: KSU Polytechnic

Key

Research

Curriculum

Prof. Education

Administration

2018

2019

2020

2021

2022

"Today"

Next Steps

1 Initial Strategic Steps

Theme: Align Internal Operations

Action Items:

- Improve messaging (develop cohesive story, featuring unique attributes: high-power a/c, low taxi time, intimate program)
- Update marketing methods to web-based systems
- Expand 'feeder' program through local middle/high school programs
- Advance Hangar 724 efforts to facilitate aviation hub/incubator
- Accelerate UAS cyber concentrations/programs
- Continued focus on UAS training for state & local gov't aggressively pursue state-level LEA partnerships (Hutchinson, KS)

"Tomorrow"

2 Creation of Aviation Hub

Theme: Growing Capabilities

Action Items:

- Offer tuition-offset program to incoming students to build instructor pilot corps
- Expand research staff at AARC and/or professor research time (i.e. conferences)
- Internally fund UAS use-case demos
- Consider aviation/aerospace engineering graduate programs that will facilitate outside student fellowships (i.e. NSF)
- Add pilot specializations (e.g. military)
- Update research facilities – e.g. consider VICON motion system in Hangar 724
- Partner with national advocacy group for manned program (i.e. AOPA)
- Expand research efforts: manned/unmanned teaming, counter UAS

"Over-the-Horizon"

3 Expansion of Aviation Influence

Theme: Expanding Reach

Action Items:

- Transition use-case demonstrations to full consultancy/analytics or operations activity (i.e. agriculture)
- Host conference events at Hangar 724 for national universities and local UAS users (i.e. farmers)
- Develop UAS thought leadership (i.e. autonomous UAS operation use-case examples)
- Update manned program with unique jet aircraft (e.g. Cirrus SF50)

Sources: RSAdvisors research & analysis

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, Second Floor Conference Room
2720 Arnold Court
May 16, 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 April 18, 2018 board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending April 30, 2018. (Rogers and Swanson)
6. Presentation of the SAA's draft, 2017 Comprehensive Annual Financial Report. (Swanson)
7. Review of the first five weeks of United jet service to Denver and Chicago. (Rogers and Foss)
8. Review and discussion of the SCEDO Economic Development Strategic Plan and Global Aeronautics Initiative reports. (Rogers and Gage)
9. Aircraft Rescue and Firefighting (ARFF) vehicle and equipment update. (Rogers)

Directors' Forum (Weisel)

Visitor's Questions and Comments (Weisel)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Platten)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
APRIL 16, 2018
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Weisel, Directors Eichelberger, Vancil, Buer, and Gunn were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst, and Administrative Assistant Kaycie Taylor. Bob Vidricksen, Saline County Commissioner; Julie Yager-Zucker, Avflight Salina and Mitch Robinson, Salina Community Economic Development Organization were guests.

Additions to the Agenda

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

Minutes

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

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of March 2018. The Salina air traffic control tower (ATCT) recorded 6,312 operations during March 2018 which was a 18% increase as compared to March 2017. 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 year-to-date total. The March 2018 fuel flowage came in at 172,561 gallons which was 15% less than the March 2017. For the year-to-date, a total of 433,873 gallons has been delivered on the airport which is 52% less than the 2017 year to date total due to a deferment of military activity until runway construction is completed. Great Lakes carried 753 total passengers, before ceasing operations on March 26, 2018.

Director of Administration and Finance Swanson reported on the financials for first quarter of 2018. At the end of the 1st 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 1st quarter net operating income before depreciation reached \$26,721 which is ahead of the same period last year by \$45,531. Swanson commented on the budget for the Beechcraft Road project. Chairman Weisel directed staff to file the financials for audit.

10 Year Financial Trend Analysis Report

Director of Administration and Finance Swanson distributed the 10-year financial trends analysis for the 1st quarter 2009-2018. Swanson reported that during the first quarter, 2018 is reaching a record high for total airfield revenue, hangar rental, and total gross income.

Executive Session

At 8:35 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 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 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 this room at 8:45 A.M.

Director Gunn seconded the motion. Motion passed unanimously.

The open meeting resumed at 8:45 A.M.

Consideration of Preliminary Lease Terms for Hangar H606

Director Rogers reviewed the lease terms and rental structure for an aviation and aerospace company who has indicated interest in leasing Hanger H606. These terms are contingent upon the award of a City of Salina Economic Development Incentive Grant.

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

<u>Month Beginning</u>	<u>through</u>	<u>Month Ending</u>	<u>Monthly Rental</u>
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

The board's consensus was that the prepared lease terms would be acceptable.

Review of Bids Received for the Purchase of a New ARFF Vehicle

Director of Administration and Finance Swanson and Director of Facilities and Construction Bieker reviewed the bids received for the acquisition of a new 3,000-gallon aircraft rescue and firefighting (ARFF) truck. This project will be funded by a 90% FAA Airport Improvement Program (AIP) grant. Oshkosh Airport Products, LLC. submitted the low bid at \$677,624. The bid for the tools and equipment for this truck will be received on April 24, 2018. Once these bids are received, SAA staff will complete an AIP grant application. The total project cost is not expected to exceed \$800,000. Upon receipt of an AIP Grant Award and Agreement, the SAA board will take formal action on accepting the AIP Grant and approving contracts for the purchase of a new 3,000-gallon ARFF truck and associated equipment.

Directors Forum

Director Vancil expressed gratitude to Salina Airport Authority staff for the work required to bring United Airlines flights to SLN.

Staff Reports

1. Prospect Activity

Executive Director Rogers briefed the board on current airport and airport industrial center building and hangar leasing activity.

Upon a motion duly made, the meeting adjourned at 9:20 A.M.

Minutes approved at the May 16, 2018 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2018**

AIR TRAFFIC/ATCT

April, 2018	5,510 Operations 764 Instrument Operations 559 Peak Day
April, 2017	5,340 Operations 866 Instrument Operations 415 Peak Day
January 2018 - April 2018	19,841 Operations
January 2017 - April 2017	20,806 Operations
January 2016 - April 2016	27,485 Operations

FUEL FLOWAGE

April, 2018	154,513 Gallons
April, 2017	149,134 Gallons
January 2018 - April 2018	588,386 Gallons
January 2017 - April 2017	1,055,667 Gallons
January 2016 - April 2016	442,646 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
7,621	146,892	56,145	831
11,287	137,847	62,980	769
25,897	562,489	241,852	2,142
37,191	1,018,476	588,759	2,239
38,562	404,084	50,162	2,514

SkyWest Airlines

ENPLANEMENTS

DEPLANEMENTS

TOTAL

April, 2018	783 Passengers	821 Passengers	1,604
April, 2017	651 Passengers	679 Passengers	1,330
January 2018 - April 2018	1,881 Passengers		
January 2017 - April 2017	2,584 Passengers		
January 2016 - April 2016	36 Passengers		

ENPLANEMENTS - Charter Flights

April, 2018	0 Passengers
April, 2017	105 Passengers
January 2018 - April 2018	401 Passengers
January 2017 - April 2017	967 Passengers
January 2016 - April 2016	0 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

April, 2018	783 Passengers
April, 2017	756 Passengers
January 2018 - April 2018	2,282 Passengers
January 2017 - April 2017	3,551 Passengers
January 2016 - April 2016	36 Passengers

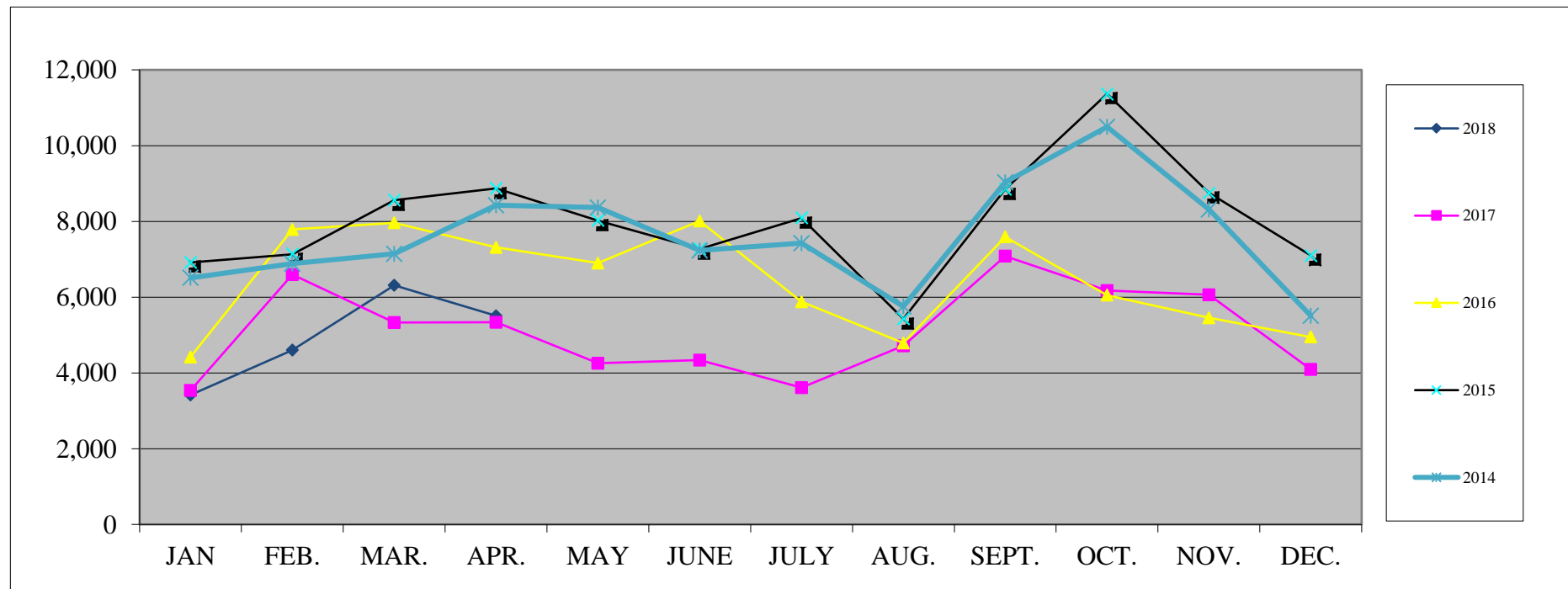
AIRPORT TRAFFIC RECORD

2017 - 2018

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2018									
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	6	1,469	670	284	2,429	2,666	415	3,081	5,510
May, 18									
June, 18									
July, 18									
August, 18									
September, 18									
October, 18									
November, 18									
December, 18									
Totals January - April	25	5,232	2,638	1,267	9,162	9,135	1,544	10,679	19,841
2017									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17	25	2,062	751	831	3,669	2,553	376	2,929	6,598
March, 17	2	1,426	805	260	2,493	2,518	318	2,836	5,329
April, 17	6	1,793	688	230	2,717	2,317	306	2,623	5,340
May, 17									
June, 17									
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
Totals January - April	38	6,435	2,829	1,462	10,764	8,826	1,216	10,042	20,806
Difference	-13	-1,203	-191	-195	-1,602	309	328	637	-965
YTD % Change	-34%	-19%	-7%	-13%	-15%	4%	27%	6%	-5%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

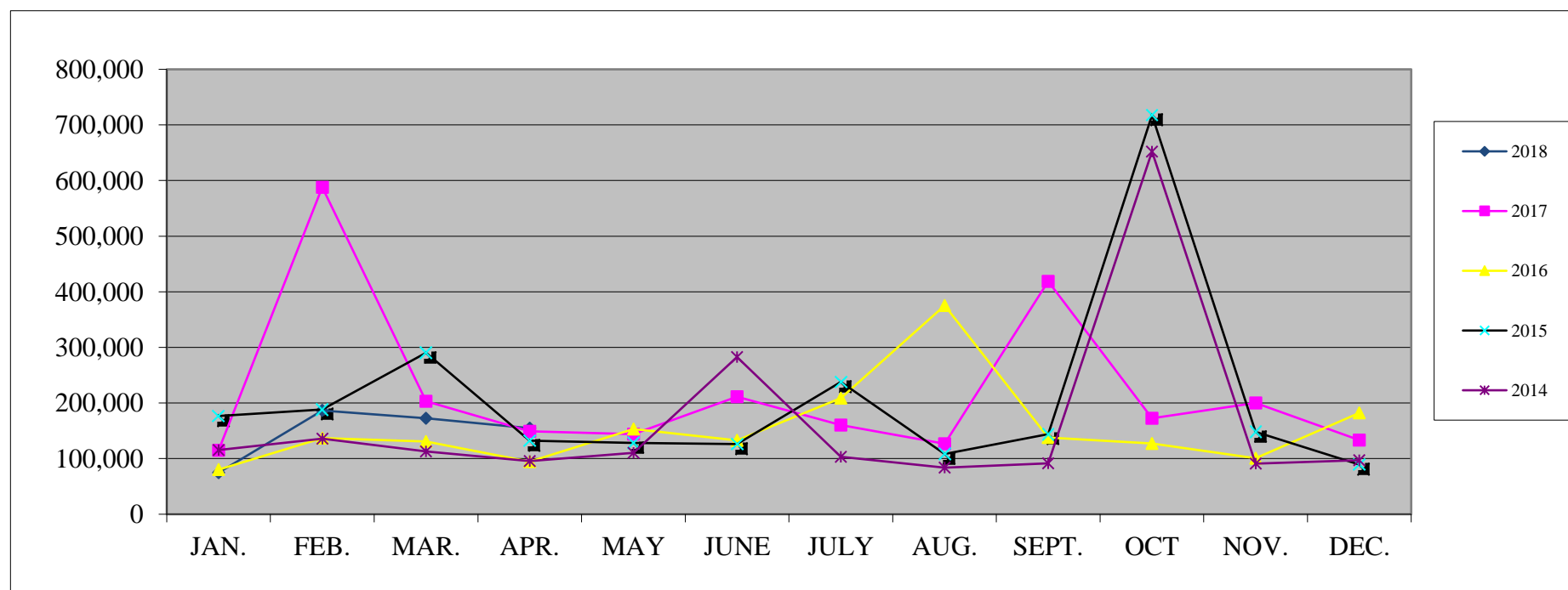
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2018	3,418	4,601	6,312	5,510									19,841
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
2012	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
2011	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
2010	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
2009	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
2008	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575



FUEL FLOWAGE

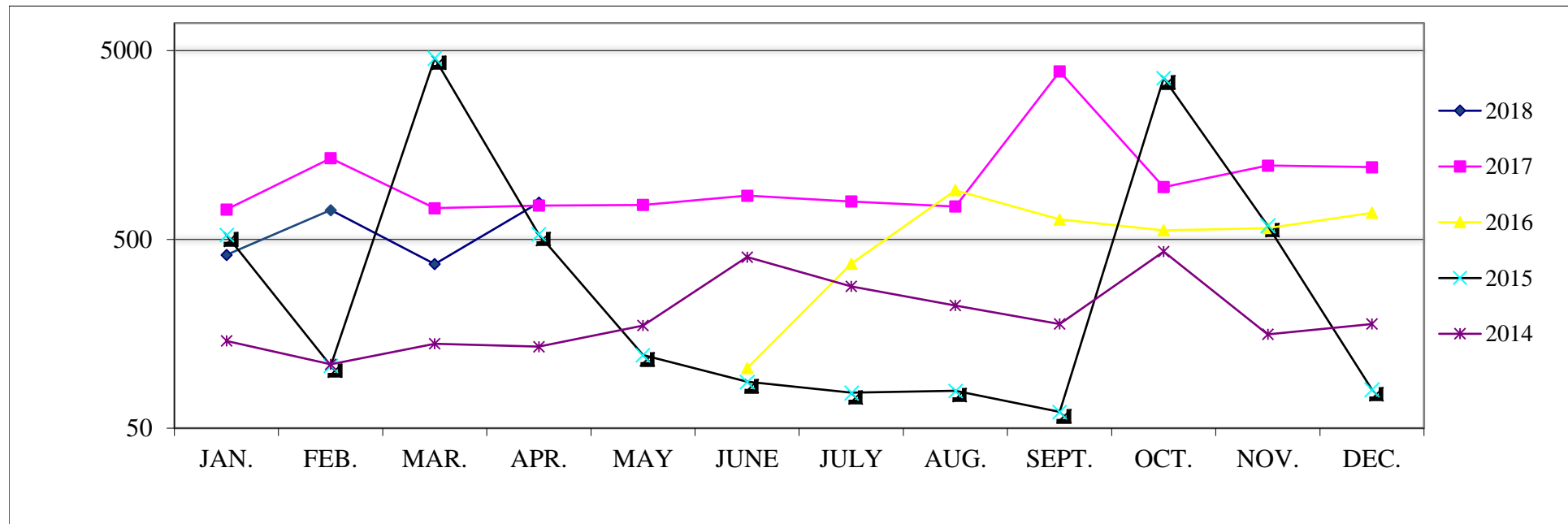
Gallons of Fuel Sold at SLN

	<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>
2018	74,807	186,507	172,561	154,513									588,388
2017	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
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
2012	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
2011	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
2010	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
2009	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
2008	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515



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>
2018	414	715	370	783										<u>2,282</u>
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207		13,959
2016	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
2008	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
2007	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127



****Adjustment based on Nonscheduled/On-Demand Air Carrier Filings FAA Form 1800-31**

Salina Airport Authority
Statement of Net Assets Prev Year Comparison
As of April 30, 2018

05/10/2018

	Apr 30, 18	Mar 31, 18	\$ Change	Apr 30, 17	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	¹ 1,305,081	1,308,593	-3,512	524,236	780,845	149%
Cash in bank & Petty Cash-Op	860,019	1,053,416	-193,397	944,157	-84,138	-9%
Total Checking/Savings	2,165,100	2,362,009	-196,909	1,468,393	696,707	47%
Accounts Receivable						
Accounts Receivable	114,755	143,359	-28,604	64,302	50,453	78%
Total Accounts Receivable	114,755	143,359	-28,604	64,302	50,453	78%
Other Current Assets						
Agri Land Receivable	55,000	55,000	0	56,000	-1,000	-2%
Mill Levy receivable	830,961	830,961	0	946,938	-115,977	-12%
Other current assets	162,296	163,346	-1,050	147,119	15,177	10%
Undeposited Funds	-1,035	0	-1,035	0	-1,035	-100%
Total Other Current Assets	1,047,222	1,049,307	-2,085	1,150,057	-102,835	-9%
Total Current Assets	3,327,077	3,554,675	-227,598	2,682,752	644,325	24%
Fixed Assets						
Fixed assets at cost	86,012,367	85,370,915	641,452	83,685,770	2,326,597	3%
Less accumulated depreciation	-42,924,815	-42,699,915	-224,900	-40,228,695	-2,696,120	-7%
Total Fixed Assets	43,087,552	42,671,000	416,552	43,457,075	-369,523	-1%
Other Assets						
Irrevocable Escrow 2017-A&B	1,270,661	1,270,661	0	0	1,270,661	100%
Other assets	0	0	0	19,028	-19,028	-100%
Total Other Assets	1,270,661	1,270,661	0	19,028	1,251,633	6,578%
TOTAL ASSETS	47,685,290	47,496,336	188,954	46,158,855	1,526,435	3%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	² 617,425	160,688	456,737	79,101	538,324	681%
Total Accounts Payable	617,425	160,688	456,737	79,101	538,324	681%
Total Credit Cards	380	12,368	-11,988	-371	751	202%
Other Current Liabilities						
Accrued debt interest payable	164,385	102,145	62,240	165,825	-1,440	-1%
Debt, current portion	1,067,153	1,067,153	0	1,109,894	-42,741	-4%
Deferred Agri Land Revenue	36,667	41,250	-4,583	37,833	-1,166	-3%
Deferred Mill Levy revenue	1,421,573	1,599,270	-177,697	1,387,813	33,760	2%
Other current liabilities	121,649	148,867	-27,218	216,063	-94,414	-44%
Total Other Current Liabilities	2,811,427	2,958,685	-147,258	2,917,428	-106,001	-4%
Total Current Liabilities	3,429,232	3,131,741	297,491	2,996,158	433,074	14%
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	49,351	49,436	-85	49,498	-147	-0%
Total Long Term Liabilities	23,059,380	23,059,465	-85	21,378,140	1,681,240	8%
Total Liabilities	26,488,612	26,191,206	297,406	24,374,298	2,114,314	9%
Equity						
Invested in Capital Assets net	18,566,182	18,566,182	0	20,974,358	-2,408,176	-11%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,951,026	2,951,026	0	1,176,654	1,774,372	151%
Net Income	-410,530	-302,077	-108,453	-456,454	45,924	10%
Total Equity	21,196,678	21,305,131	-108,453	21,784,558	-587,880	-3%
TOTAL LIABILITIES & EQUITY	47,685,290	47,496,337	188,953	46,158,856	1,526,434	3%

Salina Airport Authority
Profit & Loss Budget Performance
April 2018

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05/11/2018
Accrual Basis

	Apr 18	Jan - Apr 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees ³	12,116	49,095	66,000	-16,905	74%	198,000
Hangar rent	18,173	147,836	145,000	2,836	102%	435,000
Landing fees	1,888	5,277	5,000	277	106%	15,000
Ramp rent	3,614	14,456	16,664	-2,208	87%	50,000
Total Airfield revenue	35,791	216,664	232,664	-16,000	⁴ 93%	698,000
Building and land rent						
Agri land rent	4,583	18,833	18,333	500	103%	55,000
Building rents - Long Term						
Short-term leasing	31,918	105,852	70,000	35,852	151%	210,000
Building rents - Long Term - Other	62,455	261,180	287,650	-26,470	91%	862,950
Total Building rents - Long Term ⁵	94,373	367,032	357,650	9,382	103%	1,072,950
Land rent						
Basic Land Rent	8,939	33,633	30,000	3,633	112%	90,000
Property tax - tenant share	10,019	40,075	40,000	75	100%	120,000
Land rent - Other	0	0	0	0	0%	0
Total Land rent	18,958	73,708	70,000	3,708	105%	210,000
Tank rent	1,128	3,612	3,167	445	114%	9,500
Total Building and land rent	119,042	463,185	449,150	14,035	103%	1,347,450
Other revenue						
Airport Marketing	11,065	35,736	26,167	9,569	137%	78,500
Commissions	874	4,788	11,667	-6,879	41%	35,000
Other income	9,471	25,680	21,667	4,013	119%	65,000
Total Other revenue	21,410	66,204	59,501	6,703	111%	178,500
Total Income	176,243	746,053	741,315	4,738	101%	2,223,950
Gross Profit	176,243	746,053	741,315	4,738	⁶ 101%	2,223,950
Expense						
Administrative expenses						
A/E, consultants, brokers	0	16,072	9,333	6,739	172%	28,000
Total Airport promotion ⁷	17,818	46,823	28,834	17,989	162%	86,500
Bad Debt Expense	2,480	2,480	0	2,480	100%	1
Computer/Network Admin.	1,401	4,668	4,583	85	102%	13,750
Dues and subscriptions	2,045	8,313	8,500	-187	98%	25,500
Employee retirement	5,544	22,413	25,102	-2,689	89%	75,307
FICA and medicare tax expense	4,411	17,868	20,192	-2,324	88%	60,576
Industrial development	6,250	12,500	16,667	-4,167	75%	50,000
Insurance , property	13,238	35,731	50,750	-15,019	70%	152,250
Insurance, medical	17,873	70,026	74,878	-4,852	94%	224,634
Kansas unemployment tax	0	176	333	-157	53%	1,000
Legal and accounting	1,303	6,433	10,833	-4,400	59%	32,500
Office salaries	35,515	142,501	162,673	-20,172	88%	488,020
Office Supplies	1,905	5,311	2,333	2,978	228%	7,000
Other administrative expense						
Merchant Processing Fees	245	995	150	845	663%	450
Other administrative expense - Other	349	1,658	1,517	141	109%	4,550
Total Other administrative expense	594	2,653	1,667	986	159%	5,000
Postage	400	1,596	1,000	596	160%	3,000
Property tax expense	12,083	48,333	48,333	0	100%	145,000
Special Events	0	0	333	-333	0%	1,000
Telephone	1,696	5,949	5,833	116	102%	17,500
Training	0	500	1,667	-1,167	30%	5,000
Travel and meetings	651	1,512	3,833	-2,321	39%	11,500
Total Administrative expenses ⁸	125,207	451,858	477,677	-25,819	95%	1,433,038
Maintenance expenses						

	Apr 18	Jan - Apr 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Airfield maintenance	1,641	8,907	10,000	-1,093	89%	30,000
Airport Security	668	1,308	167	1,141	783%	500
Building maintenance 9	4,346	29,545	15,833	13,712	187%	47,500
Equipment fuel and repairs	5,830	20,434	21,667	-1,233	94%	65,000
Fire Services	0	500	6,667	-6,167	8%	20,000
Grounds maintenance	361	586	1,333	-747	44%	4,000
Maintenance salaries	23,133	98,358	113,890	-15,532	86%	341,670
Other maintenance expenses	1,387	4,001	6,667	-2,666	60%	20,000
Snow removal expense	0	3,439	7,333	-3,894	47%	22,000
Utilities 10	13,130	102,109	80,000	22,109	128%	200,000
Total Maintenance expenses	50,496	269,187	263,557	5,630	11 102%	750,670
Total Expense	175,703	721,045	741,234	-20,189	12 97%	2,183,708
Net Ordinary Income	540	13 25,008	81	24,927	30,874%	40,242
Other Income/Expense						
Other Income						
Capital contributed	0	0	453,634	-453,634	0%	1,360,902
Gain on sale of assets	0	0	10,000	-10,000	0%	25,000
Interest income						
Interest income on deposits	450	1,817	333	1,484	546%	1,000
Total Interest income	450	1,817	333	1,484	546%	1,000
Mill levy income	177,697	710,787	710,787	0	100%	2,132,360
Total Other Income	178,147	712,604	1,174,754	-462,150	61%	3,519,262
Other Expense						
Debt interest expense net						
Bond issue cost	0	-417	0	-417	100%	0
Interest Expense on Debt	62,240	248,960	248,960	0	100%	746,879
Total Debt interest expense net	62,240	248,543	248,960	-417	100%	746,879
Depreciation expense	224,900	899,600	899,600	0	100%	2,698,800
Total Other Expense	287,140	1,148,143	1,148,560	-417	100%	3,445,679
Net Other Income	-108,993	-435,539	26,194	-461,733	-1,663%	73,583
Net Income	-108,453	-410,531	26,275	-436,806	-1,562%	113,825

Salina Airport Authority
Profit & Loss YTD Comparison
January through April 2018

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05/10/2018
Accrual Basis

	Jan - Apr 18	Jan - Apr 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	49,095	80,699	-31,604 *	-39%
Hangar rent	147,836	153,630	-5,794	-4%
Landing fees	5,277	8,317	-3,040	-37%
Ramp rent	14,456	17,800	-3,344	-19%
Total Airfield revenue	216,664	260,446	-43,782	-17%
Beech Bankruptcy Distributions	0	0	0	0%
Building and land rent				
Agri land rent	18,833	18,167	666	4%
Building rents - Long Term				
Short-term leasing	105,852	74,743	31,109	42%
Building rents - Long Term - Other	261,180	255,123	6,057	2%
Total Building rents - Long Term	367,032	329,866	37,166	11%
Land rent				
Basic Land Rent	33,633	33,521	112	0%
Property tax - tenant share	40,075	40,000	75	0%
Land rent - Other	0	1,106	-1,106	-100%
Total Land rent	73,708	74,627	-919	-1%
Tank rent	3,612	3,232	380	12%
Total Building and land rent	463,185	425,892	37,293	9%
Other revenue				
Airport Marketing	35,736	14,269	21,467	150%
Commissions	4,788	21,635	-16,847	-78%
Other income	25,680	7,562	18,118	240%
Total Other revenue	66,204	43,466	22,738	52%
Total Income	746,053	729,804	16,249	2%
Gross Profit	* 746,053	729,804	16,249	14 2%
Expense				
Administrative expenses				
A/E, consultants, brokers	16,072	0	16,072	100%
Total Airport promotion	46,823	16,316	30,507	187%
Bad Debt Expense	2,480	0	2,480	100%
Computer/Network Admin.	4,668	6,492	-1,824	-28%
Dues and subscriptions	8,313	10,992	-2,679	-24%
Employee retirement	22,413	19,587	2,826	14%
FICA and medicare tax expense	17,868	17,295	573	3%
Industrial development	12,500	12,500	0	0%
Insurance , property	35,731	44,594	-8,863	-20%
Insurance, medical	70,026	65,819	4,207	6%
Kansas unemployment tax	176	169	7	4%
Legal and accounting	6,433	6,824	-391	-6%
Office salaries	142,501	130,819	11,682	9%
Office Supplies	5,311	2,683	2,628	98%
Other administrative expense				
Merchant Processing Fees	995	222	773	348%
Other administrative expense - Other	1,658	2,412	-754	-31%
Total Other administrative expense	2,653	2,634	19	1%

	Jan - Apr 18	Jan - Apr 17	\$ Change	% Change
Postage	1,596	1,047	549	52%
Property tax expense	48,333	53,333	-5,000	-9%
Telephone	5,949	6,504	-555	-9%
Training	500	40	460	1,150%
Travel and meetings	1,512	2,521	-1,009	-40%
Total Administrative expenses	451,858	400,169	51,689	13%
Maintenance expenses				
Airfield maintenance	8,907	6,269	2,638	42%
Airport Security	1,308	0	1,308	100%
Building maintenance	29,545	46,562	-17,017	-37%
Equipment fuel and repairs	20,434	26,553	-6,119	-23%
Fire Services	500	0	500	100%
Grounds maintenance	586	1,489	-903	-61%
Maintenance salaries	98,358	99,194	-836	-1%
Other maintenance expenses	4,001	4,920	-919	-19%
Snow removal expense	3,439	514	2,925	569%
Utilities	102,109	103,232	-1,123	-1%
Total Maintenance expenses	269,187	288,733	-19,546	-7%
Uncategorized Expenses	0	0	0	0%
Total Expense	* 721,045	688,902	32,143	15 5%
Net Ordinary Income	* 25,008	40,902	-15,894	-39%
Other Income/Expense				
Other Income				
Capital contributed	0	20,335	-20,335	-100%
Interest income				
Interest income on deposits	1,817	391	1,426	365%
Interest income - Other	0	0	0	0%
Total Interest income	1,817	391	1,426	365%
Mill levy income	710,787	691,722	19,065	3%
Total Other Income	712,604	712,448	156	0%
Other Expense				
Debt interest expense net				
Bond issue cost	-417	0	-417	-100%
Interest Expense on Debt	248,960	311,545	-62,585	-20%
Total Debt interest expense net	248,543	311,545	-63,002	-20%
Depreciation expense	899,600	898,260	1,340	0%
Total Other Expense	1,148,143	1,209,805	-61,662	-5%
Net Other Income	-435,539	-497,357	61,818	12%
Net Income	-410,531	-456,455	45,924	10%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of April 30, 2018

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05/11/2018
Accrual Basis

	Apr 18	Jan - Apr 18	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1		0	30,054	-30,054	0%
AIP-38 Txy B Rehab Const. Ph 2	16 481,799	505,900	1,423,837	-917,937	36%
AIP-39 ARFF Vehicle Acquisition		0	98,500	-98,500	0%
Airfield Improvements	5,217	28,818	40,000	-11,182	72%
KAIP-19 Rwy 12/30 Slurry Seal		0	150,000	-150,000	0%
Total Airfield	487,016	534,718	1,742,391	-1,207,673	31%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	7,822	15,871	45,000	-29,129	35%
Total Building improvements	7,822	15,871	45,000	-29,129	35%
Total Buildings & Improvements	7,822	15,871	45,000	-29,129	35%
Equipment					
ARFF equipment	17 51,825	113,067	25,650	87,417	441%
Communications equipment		3,719	2,500	1,219	149%
Computer equipment		0	2,500	-2,500	0%
Shop equipment	23,250	25,658	26,000	-342	99%
Total Equipment	75,075	142,444	56,650	85,794	251%
Land					
Airport Indust. Cent. Imps.	0	0	10,000	-10,000	0%
Environmental					
Environmental - SAFB	6,694	27,591	15,000	12,591	184%
Total Environmental	6,694	27,591	15,000	12,591	184%
West Beechcraft Road Imps.	57,231	73,867	1,178,000	-1,104,133	6%
Total Land	63,925	101,458	1,203,000	-1,101,542	8%
Total Fixed assets at cost	18 633,838	794,491	3,047,041	-2,252,550	26%

Salina Airport Authority

Significant Capital Expenditures Detail

April 2018

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-38 Txy B Rehab Const. Ph 2					
Bill	04/30/2018	APAC-Kansas, Inc., Shears ...	AIP 3-20-0072-38 Taxiway B Reconstruction - Pay Estimate 1	481,798.80	481,798.80
		Total AIP-38 Txy B Rehab Const. Ph 2		481,798.80	481,798.80
Airfield Improvements					
Bill	04/16/2018	Paving Maintenance Supply,...	Crack Sealer Rental	5,217.00	5,217.00
		Total Airfield Improvements		5,217.00	5,217.00
Fossett Plaza					
Bill	04/16/2018	Fastenal Company	Fossett Plaza Fence	60.32	60.32
		Total Fossett Plaza		60.32	60.32
		Total Airfield		487,076.12	487,076.12
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other					
Bill	04/02/2018	Lowe's Business Account	Terminal building drawer and cabinet lock	3.83	3.83
Bill	04/02/2018	ACE Hardware	Guard thermostat for SKW remodel	19.99	23.82
Bill	04/03/2018	Ritter Tile	Carpet Joiner for new SkyWest Carpet	62.29	86.11
Bill	04/03/2018	Lowe's Business Account	Terminal plumbing repair	149.76	235.87
Bill	04/04/2018	Ritter Tile	Carpet for SkyWest Remodel	1,457.80	1,693.67
Bill	04/09/2018	Design Central, Inc.	Remainder of seating for Gate Area	5,949.00	7,642.67
		Total Bldg. Imps. Other		7,642.67	7,642.67
		Total Building improvements		7,642.67	7,642.67
Terminal building improvements					
Terminal Bldg. Other					
Bill	04/28/2018	Sherwin Williams	Terminal Building Paint	179.35	179.35
		Total Terminal Bldg. Other		179.35	179.35
		Total Terminal building improvements		179.35	179.35
		Total Buildings & Improvements		7,822.02	7,822.02
Equipment					
ARFF equipment					
Bill	04/01/2018	Weis Fire & Safety Equip. C...	Final Payment for Truck Refurbish	51,825.00	51,825.00
		Total ARFF equipment		51,825.00	51,825.00
Shop equipment					
Bill	04/10/2018	Kansas Highway Patrol Flee...	2015 Ford (Operations vehicle)	23,250.00	23,250.00
		Total Shop equipment		23,250.00	23,250.00
		Total Equipment		75,075.00	75,075.00
Land					
Environmental					
Environmental - SAFB					
Bill	04/30/2018	Clark, Mize & Linville	Env. legal fees -APR 2018	125.25	125.25
Bill	04/30/2018	Stinson Leonard Street, LLP	Professional services - April 2018	6,568.50	6,693.75
		Total Environmental - SAFB		6,693.75	6,693.75
		Total Environmental		6,693.75	6,693.75
West Beechcraft Road Imps.					
Bill	04/04/2018	Lochner - BWR Division	Services from March 3-March 30 2018	11,245.08	11,245.08
Bill	04/27/2018	Pavers Inc.	1st Payment for Beechcraft	45,985.66	57,230.74
		Total West Beechcraft Road Imps.		57,230.74	57,230.74
		Total Land		63,924.49	63,924.49
		Total Fixed assets at cost		633,897.63	633,897.63
TOTAL				633,897.63	633,897.63

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

