

DATE: July 13, 2018
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **July 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.

Please note the following agenda comments.

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

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,865 operations during June 2018 which was a 58% increase as compared to the June 2017 total of 4,338. For the year-to-date, a total of 31,800 operations have occurred at the Salina Airport which is 8% more than the June 2017 YTD total of 29,397.

Airport Activity – Fuel Flowage (Rogers)

The June 2018 fuel flowage came in at 367,663 gallons which was 74% more than the June 2017 total of 211,352. For the year-to-date a total of 1,087,990 gallons has been delivered on the Airport which is 23% less than the 2017 YTD total of 1,410,820. Ongoing military charter and training activity have been significant factors for the June 2018 increase in fuel flowage.

Airport Activity – Passenger Counts (Rogers)

The second full month of United jet flights to Denver and Chicago resulted in 3,103 total passengers that enplaned and deplaned flights at the M.J. Kennedy Air Terminal. The June 2018 total passenger count was an 85% increase over the June 2017 total of 1,572 total passengers.

The sharp increase in passengers using the M.J. Kennedy Air Terminal has stretched the building's capacity at peak times. The areas of the building impacted are:

- Parking
- Lobby restrooms
- Lobby seating
- Checked bag screening
- Passenger screening checkpoint space
- Gate area space and seating

Several improvements are underway in response to rapid passenger growth:

- A new Terminal Building public address (PA) system
- A larger exit doorway from the passenger screening checkpoint to the gate area
- Additional seating for the south lobby
- Larger Terminal Building directional signs (Centennial, Magnolia, Schilling and Arnold)
- Improved Arnold Ave. street lighting

Financial Reports – Comments and Notes (Swanson)

As we reached the mid-point of 2018, total operating revenue came in 7% over budget and \$147,718 ahead of the same period in 2017. The strong fuel sales in June improved our fuel flowage budget performance by 14% over May 2018. Total administrative and maintenance expenses arrived 2% and 5% over budget respectively bringing total operating expenses over budget by 3%. The June YTD net income before depreciation reached \$52,825 and is tracking ahead of 2017 by \$46,765.

During June, we submitted all financial closeout documents to the FAA for the Taxiway Echo (AIP 36) rehabilitation project. The final project cost came in at \$2,172,137 which was an underrun of \$382,323. (90% or \$344,001 unobligated federal share and 10% or \$38,322 SAA share). The FAA approved our submittal, the contractors have been paid in full and our grant reimbursement has been received. Our engineering firm, Jviation Inc., is finalizing the engineering closeout report to submit to the FAA.

With the Taxiway Bravo (AIP 38) rehabilitation project substationally complete, we’ve begun the project closeout process. With both AIP 36 and 38 projects closed, we’ll be able to focus on our recently awarded AIP 39 grant project (ARFF vehicle and equipment acquisition) along with the engineering selection for our AIP eligible capital improvement projects we anticipate initiating within the next five years.

Additionally, the Beechcraft Road reconstruction project is substantially complete and the road is now open for traffic. The balance on the Paver’s Inc. contract is \$242,370 and includes the final concrete quantities, landscaping and contract retainage. The contractor will install sod yet this summer and will finish up the tree planting and final landscaping this fall.

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

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

**Salina Airport Authority
Account QuickReport
As of June 30, 2018**

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							35,719.32	
FBK Imp Fund Temp Note 2016							35,719.32	
▶ Deposit	06/30/2018			Interest	Interest incom...	8.81	35,728.13 ◀	
Total FBK Imp Fund Temp Note 2016							8.81	35,728.13
Total Cash in Bank - Bond Funds							8.81	35,728.13
TOTAL							8.81	35,728.13

Salina Airport Authority
Account QuickReport
As of June 30, 2018

Type	Date	Num	Name	Memo	Split	Amount	Balance	
Cash in Bank - Bond Funds							1,181,902.37	
FBK Imp Fund Temp Note 2017							1,181,902.37	
▶ Bill Pmt -Check	06/11/2018	1013	Pavers Inc.	Beechcraft Road Progress Pmt.	Accounts pa...	-194,792.74	987,109.63 ◀	
Bill Pmt -Check	06/14/2018	1014	Lochner - BWR D...	Beechcraft Road Construction Observation	Accounts pa...	-29,279.98	957,829.65	
Deposit	06/30/2018			Interest	Interest incom...	347.26	958,176.91	
Total FBK Imp Fund Temp Note 2017							-223,725.46	958,176.91
Total Cash in Bank - Bond Funds							-223,725.46	958,176.91
TOTAL							-223,725.46	958,176.91

Short-term Leasing Activity

The SAA has leased a portion of Bldg. 412 (950 SF) to Deep Sea Submarine Pisces VI (Scott Waters) for fiberglass work. This short-term agreement will commence on July 23, 2018, will generate \$1,600 per month in rental income and is expected to terminate no later than Dec. 31, 2018.

Financial Reports – Accounts Receivable Past Due 31 days or more as of July 13, 2018 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
AAL Organic	\$10,597	31-90	Bldg. rent and utility reimbursement
Republic Airlines	\$146	31-60	Landing Fees
Tischlerei	\$20,074	31>90	Bldg. rent and finance charges

Agenda Item #6 – Review of the Authority’s 2019 Debt Service Schedule and 2019 Capital Budget.
(Rogers and Swanson)

At the meeting, Shelli and I will present the current versions of the Authority’s 2019 debt service schedule and 2019 capital budget. With the 2019 debt service schedule and July 2018 assessed valuation estimate, we will be able to provide you an estimate of the 2018 mill levy needed for 2019 debt service.

The 2019 capital budget review will include airfield and industrial center projects to be funded in part by federal grants and require local matching funds.

Agenda Item #7 – Update of Prospective Long-term and Short-term Leasing Activity for Airport and Airport Industrial Center Properties. (Rogers and Swanson)

Enclosed is a copy of the update leasing activity dashboard. New to the dashboard is a business jet MRO prospect interested in both H600 and H606.

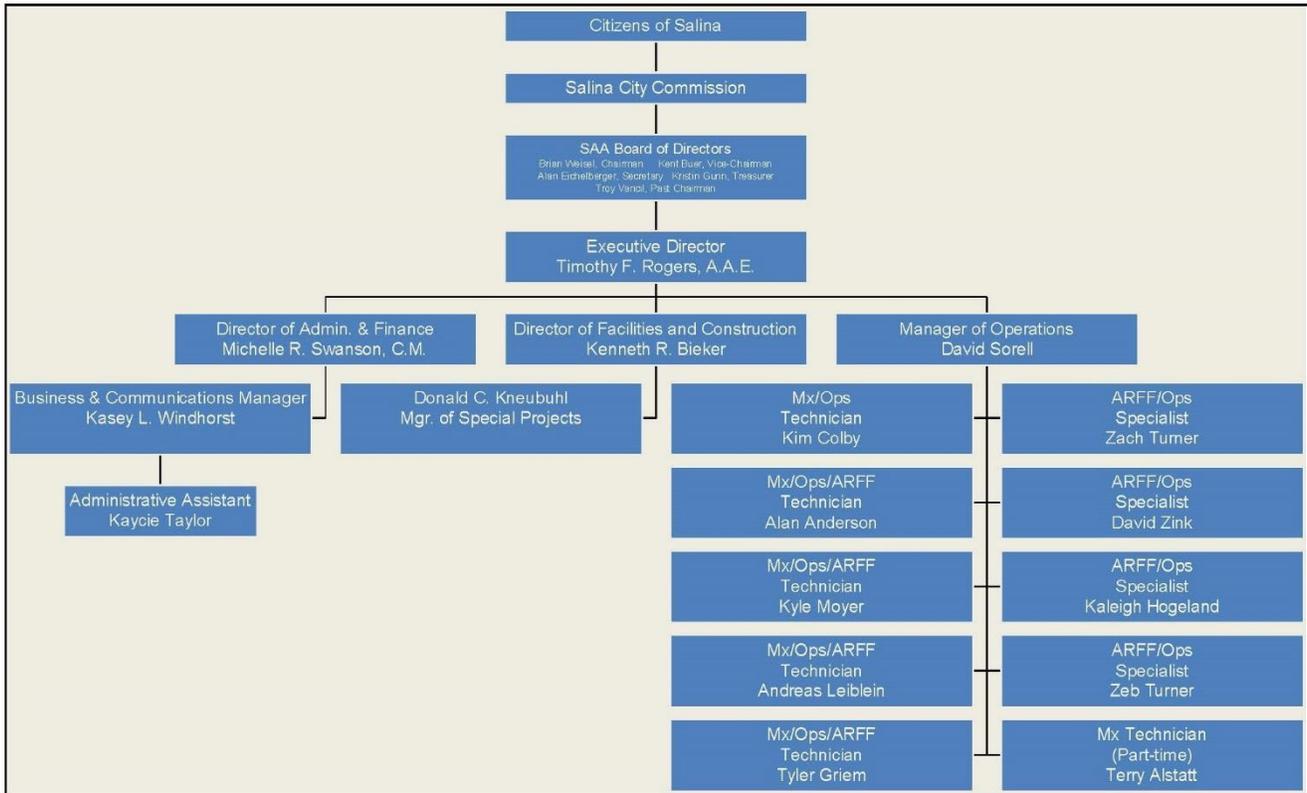
STAFF REPORTS

SAA Staff (Windhorst)

The Salina Airport Authority is pleased to announce that we have filled all vacant positions and are currently fully staffed. We have a total of 17 employees, which includes 15 full-time and 2 part-time positions. Below is the updated Salina Airport Authority organization chart.

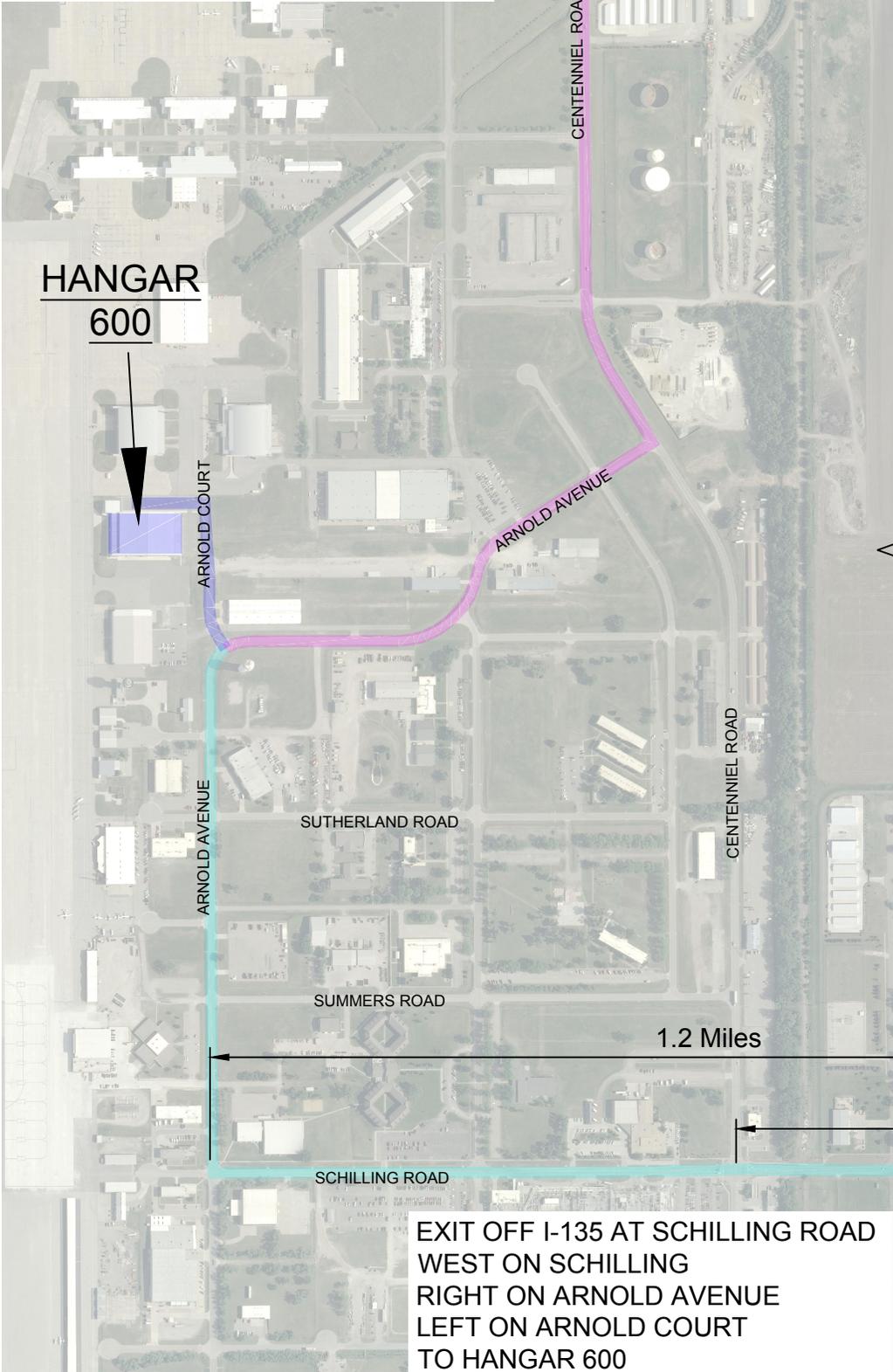


July 2018



DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

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



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



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, Second Floor Conference Room
2720 Arnold Court
July 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 June 20, 2018 regular board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending June 30, 2018. (Rogers and Swanson)
6. Presentation of the 2019 debt service schedule and proposed 2019 capital budget (Rogers and Swanson)
7. Update of prospective short-term and long-term leasing activity for Airport and Airport Industrial Center properties. (Rogers and Swanson)

Directors' Forum (Weisel)

Visitor's Questions and Comments (Weisel)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Weisel)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JUNE 20, 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, Administrative Assistant Kaycie Taylor, and attorney Greg Bengtson. Kerry Adams, Burns and McDonnell; Eric Wiley, Salina Journal; Michael Bunn, t-hangar tenant; Julie Yager-Zucker, Avflight; Cary Adcock, SLN ATCT and Bob Vidricksen, Saline County Commissioner were guests.

Additions to the Agenda

Chairman Weisel asked if there were any additions to the agenda. Executive Director Rogers stated that there was one addition to the agenda. Item 10a for the consideration of a lease renewal with Quality Drive Away.

Minutes

Chairman Weisel asked if the board members had additions or corrections to the minutes of the May 16, 2018 regular board meeting. Director Gunn moved, seconded by Director Vancil, to approve the minutes of the May 16, 2018 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of May 2018. The Salina air traffic control tower (ATCT) recorded 5,094 operations during May 2018 which was a 20% increase as compared to May 2017. For the year-to-date, a total of 24,935 operations have occurred at the Salina Airport which is .5% less than the May 2017 year-to-date total. The May 2018 fuel flowage came in at 131,941 gallons which was 8% less than the May 2017 total of 143,801. For the year-to-date, a total of 720,327 gallons has been delivered on the airport which is 40% less than the 2017. Rogers anticipates fuel flowage to increase due to scheduled military and commercial charter flights. SkyWest reported 2,804 total passengers during May 2018, reaching a 41% weekly load factor. Advance bookings indicate that the growth in passenger enplanements will continue to grow throughout the summer.

Director of Administration and Finance Swanson reported on the financials for May 2018. At the end of the May 2018, total operating revenue exceeded budget projections by \$17,300 and is tracking 7%, or \$61,878 ahead of the same period last year. Total year to date administrative expenses arrived 1% under budget and total maintenance expenses ended the month 2% over budget with total operating expenses \$607 under budget. Net income before depreciation for the year to date arrived at \$23,997, which is \$17,907 ahead of budget projections through May.

Swanson announced that 9,734 square feet of Hangar 600 has been leased to Kansas State University Polytechnic for the interim location of the Applied Aviation Research Center (AARC). The one-year agreement commenced on June 1, 2018 and will generate \$4,610 per month in rental income. Swanson also discussed a one-year agreement finalized on May 31, 2018 with FE Warren AFB for the leasing of Hangar 509. The 582d Helicopter Group will use the hangar and office space as initial quality training for their aircrews. The lease will generate \$284,613 in rental revenue.

Federal Aviation Administration Grant Offer and Agreement for the purchase of an Aircraft Rescue and Firefighting vehicle.

Executive Director Rogers stated that the Salina Airport Authority expects to receive a FAA Grant Offer and Agreement for the acquisition of a new 3,000-gallon aircraft rescue and firefighting (ARFF) vehicle, equipment and tools. The Federal Aviation Administration grant will be \$682,821 (87%) of the total acquisition cost of \$781,690. The Airport Authority's local share will be \$98,869. All costs are based upon the bids received. Rogers recommended acceptance of the grant offer and agreement subject to board counsel.

Upon a motion duly made, the Salina Airport Authority board authorized Director Rogers to sign the FAA grant offer and agreement after legal review. Director Buer moved, seconded by Director Gunn. Motion passed unanimously.

Salina Economic Development Organization Goals and Objectives

Executive Director Rogers reviewed the goals and objectives for SCEDO that were approved by the organizations board on May 17, 2018. Director Buer updated the board on recent SCEDO board meeting activity.

2019 to 2023 Airport Capital Improvement Projects and Consideration of Funding Options

Executive Director Rogers reviewed recently completed projects and highlighted the 2019-2023 Airport Capital Improvement Plan (ACIP).

2019 – Airport Terminal Building Requirements Planning Study; \$250,000

2019 – Hangar H724 Rehabilitation; \$4,500,000

2020 – Design and Construct Taxiway Delta Extension; \$3,050,000

2021 – Design and resurface Taxiway Alpha, southern half; \$1,500,000

2021 – Acquire new airfield snow removal equipment; \$897,750

2022 – Resurface Runway 17/35 full length; \$3,582,000

2023 – Resurface Runway 12/30 full length; \$3,250,000

The total estimated cost for the 2019 through 2023 projects is \$17,029,750. Over the next five years the Airport Authority will need \$450,000 to \$500,000 annually in matching funds to fund FAA, EDA and State of Kansas grants to complete the projects.

Calendar for Preparing and Adopting the Authority's 2019 Operating Plan and Budget Report.

Executive Director Rogers review the proposed meeting schedule for the remainder of the 2018 calendar year.

Wednesday, July 18, 8:00 AM	SAA board meeting – finalize 2019 capital budget
Wednesday, August 15, 8:00 AM	SAA board meeting- 2019 mill levy resolution
Wednesday, September 5, 4:00 PM	SAA study session – 2019 operating plan & goals
Wednesday, September 19, 8:00 AM	SAA board meeting – 2019 revenue projections
Wednesday, October 17, 8:00 AM	SAA board meeting – 2019 operating expenses
Wednesday, November 7, 4:00 PM	SAA study session – review draft budget report
Wednesday, November 21, 8:00 AM	SAA board meeting – final budget review and action

Director Gunn moved to approve the proposed meeting schedule, Director Vancil seconded. Motion passed unanimously.

Prospective Short-Term and Long-Term Leasing Activity for Airport and Airport Industrial Center Properties.

Executive Director Rogers reviewed the Prospect Activity Summary Report and the updated scorecard. As of June 15, 2018, the Salina Airport Authority has 78% of all buildings and hangars leased, which results in a 22% vacancy rate.

Quality Drive Away Lease Renewal

Director of Administration and Finance, Swanson highlighted on Quality Drive Away's business plan and reviewed the proposed lease terms.

Portion of Bldg. B1021
Leased Area: 1,063 SF office
Equipment Yard: 1.57 acres
Term: 2 years
Rental Rate: \$1,000/month basic rental
\$185/month utilities

Director Eichelberger moved, seconded by Director Gunn to approve the lease renewal. Motion passed unanimously.

Staff Reports

Director of Facilities and Construction Bieker updated the board on the status of Beechcraft Road construction.

Executive Director Rogers reported on the U.S. Food and Drug Administration (FDA) terminal building inspection. The inspections resulted in minor corrective actions to be completed by staff.

Upon a motion duly made, the meeting adjourned at 9:15 A.M.

Minutes approved at the July 18, 2018 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2018**

AIR TRAFFIC/ATCT

June, 2018	6,865 Operations 1,015 Instrument Operations 554 Peak Day
June, 2017	4,338 Operations 852 Instrument Operations 290 Peak Day
January 2018 - June 2018	31,800 Operations
January 2017 - June 2017	29,397 Operations
January 2016 - June 2016	42,394 Operations

FUEL FLOWAGE

June, 2018	367,663 Gallons
June, 2017	211,352 Gallons
January 2018 - June 2018	1,087,990 Gallons
January 2017 - June 2017	1,410,820 Gallons
January 2016 - June 2016	729,020 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
8,804	358,859	208,511	1,513
6,324	205,028	45,760	773
43,057	1,044,933	465,164	4,365
52,204	1,358,616	662,165	4,096
57,983	671,037	108,156	4,724

SkyWest Airlines

ENPLANEMENTS

June, 2018	1,531 Passengers
June, 2017	852 Passengers
January 2018 - June 2018	4,799 Passengers
January 2017 - June 2017	4,197 Passengers
January 2016 - June 2016	140 Passengers

DEPLANEMENTS

TOTAL

1,572 Passengers	3,103
821 Passengers	1,673

ENPLANEMENTS - Charter Flights

June, 2018	220 Passengers
June, 2017	0 Passengers
January 2018 - June 2018	621 Passengers
January 2017 - June 2017	967 Passengers
January 2016 - June 2016	0 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

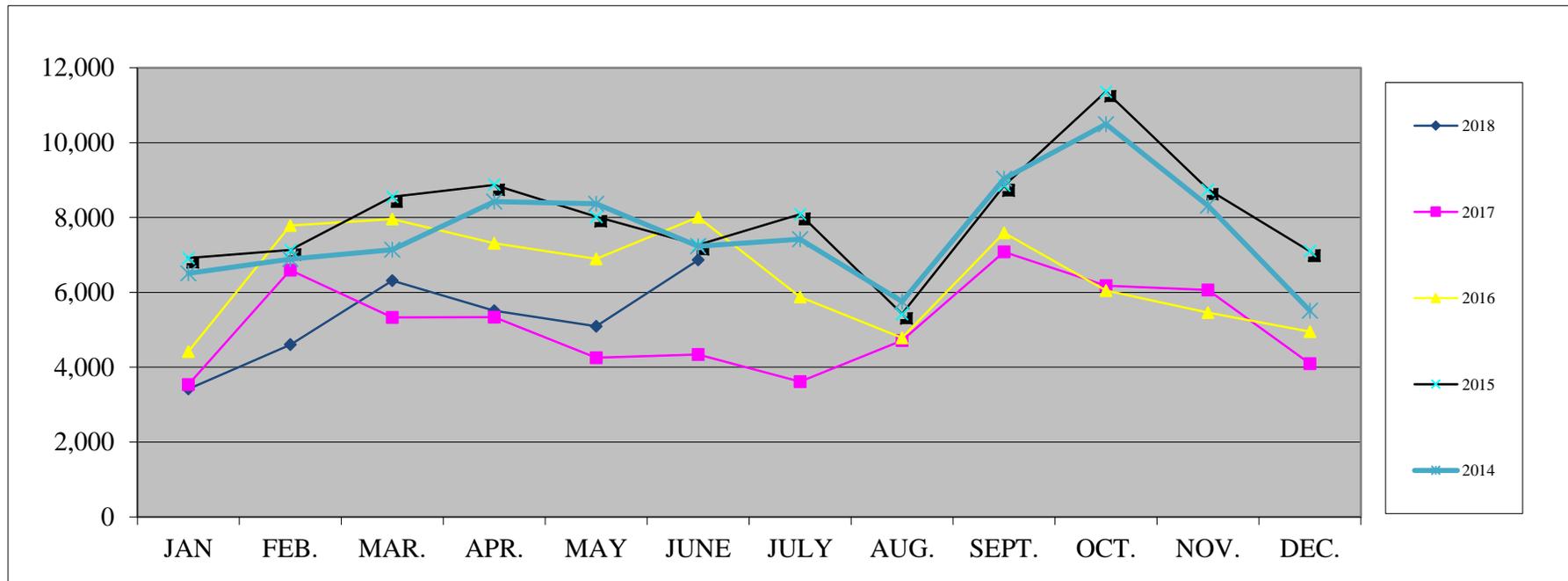
June, 2018	1,751 Passengers
June, 2017	852 Passengers
January 2018 - June 2018	5,420 Passengers
January 2017 - June 2017	5,164 Passengers
January 2016 - June 2016	140 Passengers

**AIRPORT TRAFFIC RECORD
2017 - 2018**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
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	7	1,431	811	264	2,513	2,370	211	2,581	5,094
June, 18	14	1,696	983	348	3,041	3,088	736	3,824	6,865
July, 18									
August, 18									
September, 18									
October, 18									
November, 18									
December, 18									
Totals January - June	46	8,359	4,432	1,879	14,716	14,593	2,491	17,084	31,800
2017									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17	25	2,062	751	831	3,669	2,553	376	2,929	6,598
March, 17	2	1,426	805	260	2,493	2,518	318	2,836	5,329
April, 17	6	1,793	688	230	2,717	2,317	306	2,623	5,340
May, 17	2	1,433	823	165	2,423	1,612	218	1,830	4,253
June, 17	22	1,241	841	452	2,556	1,328	454	1,782	4,338
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
Totals January - June	62	9,109	4,493	2,079	15,743	11,766	1,888	13,654	29,397
Difference	-16	-750	-61	-200	-1,027	2,827	603	3,430	2,403
YTD % Change	-26%	-8%	-1%	-10%	-7%	24%	32%	25%	8%
Legend:	AC: Air Carrier			AT: Air Taxi					
	GA: General Aviation			MI: Military					

AIR TRAFFIC

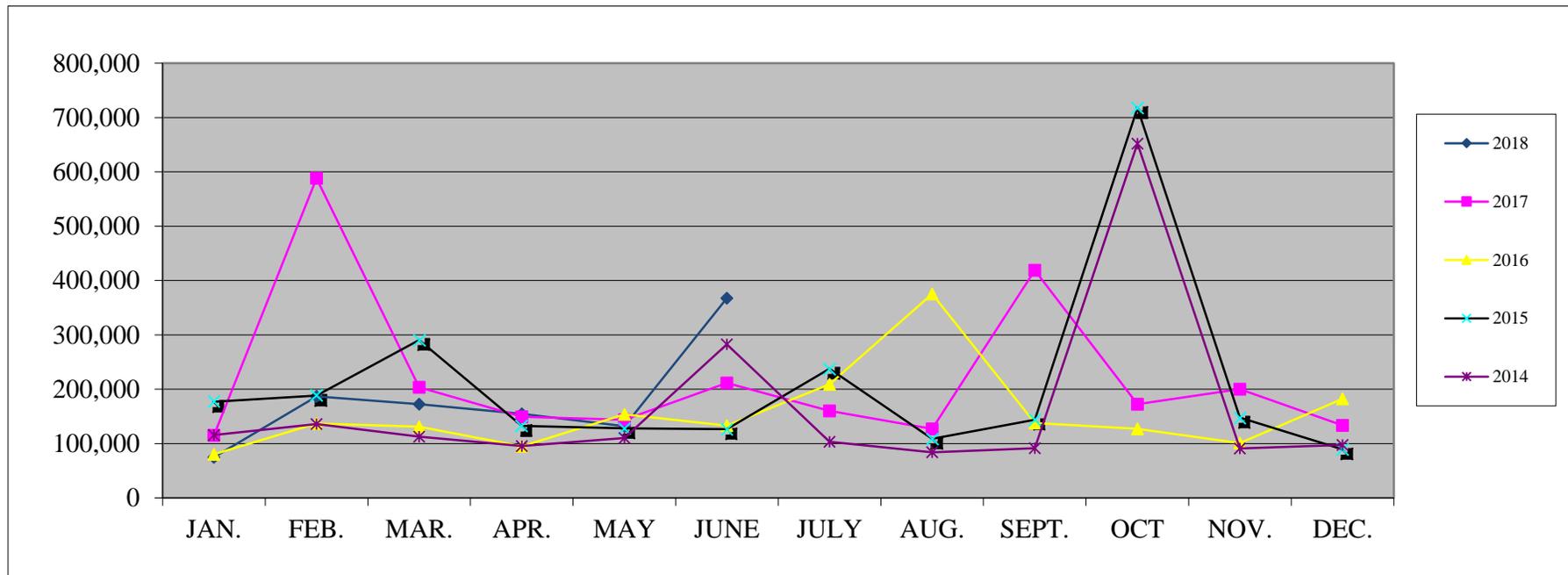
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2018	3,418	4,601	6,312	5,510	5,094	6,865							31,800
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	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

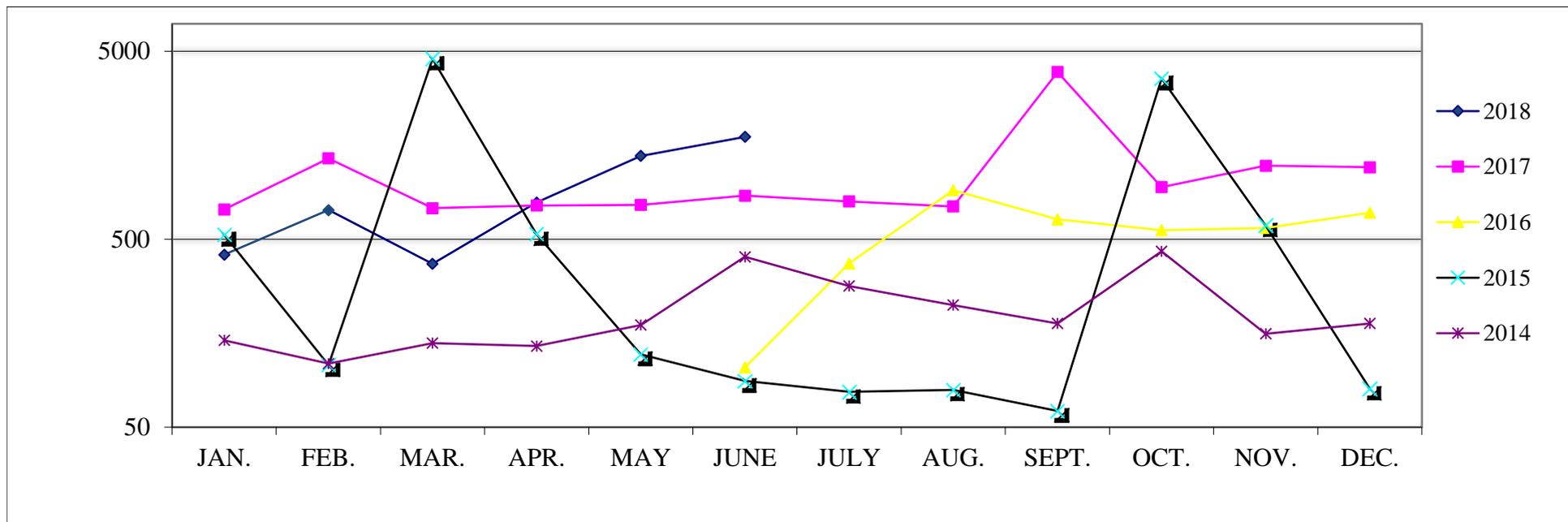
Gallons of Fuel Sold at SLN

	<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	131,941	367,663							1,087,992
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	1,387	1,751								5,420
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 June 30, 2018

	Jun 30, 18	May 31, 18	\$ Change	Jun 30, 17	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	993,905	1,217,622	-223,717	336,643	657,262	195%
Cash in bank & Petty Cash-Op	1,580,210	1,592,611	-12,401	1,901,278	-321,068	-17%
Total Checking/Savings	2,574,115	2,810,232	-236,117	2,237,920	336,194	15%
Accounts Receivable						
Accounts Receivable	148,515	186,032	-37,517	85,246	63,269	74%
Total Accounts Receivable	148,515	186,032	-37,517	85,246	63,269	74%
Other Current Assets						
Agri Land Receivable	55,000	55,000	0	56,000	-1,000	-2%
Mill Levy receivable	0	0	0	247,414	-247,414	-100%
Other current assets	154,018	157,407	-3,389	145,228	8,790	6%
Undeposited Funds	13,289	812	12,477	89	13,200	14,831%
Total Other Current Assets	222,307	213,219	9,088	448,732	-226,425	-51%
Total Current Assets	2,944,937	3,209,483	-264,547	2,771,897	173,039	6%
Fixed Assets						
Fixed assets at cost	87,608,009	86,600,483	1,007,525	84,737,769	2,870,240	3%
Less accumulated depreciation	-43,374,615	-43,149,715	-224,900	-40,677,825	-2,696,790	-7%
Total Fixed Assets	44,233,394	43,450,769	782,625	44,059,944	173,450	0%
Other Assets						
Irrevocable Escrow 2017-A&B	1,270,661	1,270,661	0	0	1,270,661	100%
Other assets	0	0	0	15,111	-15,111	-100%
Total Other Assets	1,270,661	1,270,661	0	15,111	1,255,550	8,309%
TOTAL ASSETS	48,448,992	47,930,913	518,079	46,846,953	1,602,039	3%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	(1) 1,300,818	616,047	684,771	936,704	364,114	39%
Total Accounts Payable	1,300,818	616,047	684,771	936,704	364,114	39%
Credit Cards						
Sam's Club Discover	0	-138	138	63	-63	-100%
VISA - Sunflower Bank, N.A. - S	0	0	0	-80	80	100%
VISA - Sunflower Bank, N.A. - T	0	430	-430	1,207	-1,207	-100%
Total Credit Cards	0	292	-292	1,190	-1,190	-100%
Other Current Liabilities						
Accrued debt interest payable	288,865	226,625	62,240	321,598	-32,733	-10%
Debt, current portion	1,067,153	1,067,153	0	1,109,894	-42,741	-4%
Deferred Agri Land Revenue	27,500	32,083	-4,583	28,500	-1,000	-4%
Deferred Mill Levy revenue	1,066,180	1,243,877	-177,697	1,042,501	23,679	2%
Other current liabilities	215,734	180,498	35,236	214,162	1,572	1%
Total Other Current Liabilities	2,665,432	2,750,236	-84,804	2,716,654	-51,221	-2%
Total Current Liabilities	3,966,250	3,366,575	599,674	3,654,547	311,703	9%
Long Term Liabilities						
Debt - Long Term	24,077,182	24,077,182	0	22,438,536	1,638,647	7%
Less current portion	-1,067,153	-1,067,153	0	-1,109,894	42,741	4%
Security Deposits Returnable	46,926	49,445	-2,519	49,560	-2,634	-5%
Total Long Term Liabilities	23,056,955	23,059,474	-2,519	21,378,202	1,678,753	8%
Total Liabilities	27,023,205	26,426,050	597,155	25,032,748	1,990,457	8%
Equity						
Invested in Capital Assets net	20,156,212	19,178,794	977,418	21,635,953	-1,479,741	-7%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,360,996	2,338,414	-977,418	515,414	845,582	164%
Net Income	-181,421	-102,344	-79,077	-427,162	245,742	58%
Total Equity	21,425,786	21,504,863	-79,077	21,814,204	-388,418	-2%
TOTAL LIABILITIES & EQUITY	48,448,992	47,930,913	518,079	46,846,953	1,602,039	3%

Salina Airport Authority
Profit & Loss Budget Performance
 June 2018

9:25 AM
 07/13/2018
 Accrual Basis

	<u>Jun 18</u>	<u>Jan - Jun 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	28,825	88,269	99,000	-10,731	89%	198,000
Hangar rent	43,754	212,251	217,500	-5,249	98%	435,000
Landing fees	8,347	21,263	7,500	13,763	284%	15,000
Ramp rent	3,614	21,684	24,998	-3,314	87%	50,000
Total Airfield revenue	84,540	343,467	348,998	-5,531	98%	698,000
Building and land rent						
Agri land rent	4,583	28,000	27,500	500	102%	55,000
Building rents - Long Term						
Short-term leasing	32,051	166,360	105,000	61,360	158%	210,000
Building rents - Long Term - Other	62,855	386,711	431,475	-44,764	90%	862,950
Total Building rents - Long Term	94,906	553,071	536,475	16,596	103%	1,072,950
Land rent						
Basic Land Rent	8,101	49,741	45,000	4,741	111%	90,000
Property tax - tenant share	10,019	60,113	60,000	113	100%	120,000
Land rent - Other	0	0	0	0	0%	0
Total Land rent	18,120	109,854	105,000	4,854	105%	210,000
Tank rent	1,128	5,868	4,750	1,118	124%	9,500
Total Building and land rent	118,737	696,793	673,725	23,068	103%	1,347,450
Other revenue						
Airport Marketing	19,914	77,559	39,250	38,309	198%	78,500
Commissions	0	9,478	17,500	-8,022	54%	35,000
Other income	19,640	61,563	32,500	29,063	189%	65,000
Total Other revenue	39,554	148,600	89,250	59,350	166%	178,500
Total Income	242,831	1,188,860	1,111,973	76,887	107%	2,223,950
Gross Profit	242,831	1,188,860	1,111,973	76,887	(2) 107%	2,223,950
Expense						
Administrative expenses						
A/E, consultants, brokers	0	21,072	14,000	7,072	151%	28,000
Total Airport promotion	18,970	87,259	43,256	44,003	202%	86,512
Bad Debt Expense	0	2,480	0	2,480	100%	1
Computer/Network Admin.	1,093	6,574	6,875	-301	96%	13,750
Dues and subscriptions	1,421	11,282	12,750	-1,468	88%	25,500
Employee retirement	8,748	36,719	37,654	-935	98%	75,307
FICA and medicare tax expense	7,213	29,511	30,288	-777	97%	60,576
Industrial development	0	25,000	25,000	0	100%	50,000
Insurance , property	13,238	62,206	76,125	-13,919	82%	152,250
Insurance, medical	17,591	105,532	112,317	-6,785	94%	224,634
Kansas unemployment tax	210	386	500	-114	77%	1,000
Legal and accounting	568	7,769	16,250	-8,481	48%	32,500
Office salaries	54,823	232,839	244,010	-11,171	95%	488,020
Office Supplies	994	7,196	3,500	3,696	206%	7,000
Other administrative expense						
Merchant Processing Fees	113	840	225	615	373%	450
Other administrative expense - Other	556	3,183	2,275	908	140%	4,550
Total Other administrative expense	669	4,023	2,500	1,523	161%	5,000

	<u>Jun 18</u>	<u>Jan - Jun 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Postage	23	2,049	1,500	549	137%	3,000
Property tax expense	12,083	72,500	72,500	0	100%	145,000
Special Events	0	0	500	-500	0%	1,000
Telephone	1,335	10,140	8,750	1,390	116%	17,500
Training	538	3,226	2,500	726	129%	5,000
Travel and meetings	742	3,112	5,750	-2,638	54%	11,500
Total Administrative expenses	140,259	730,875	716,525	14,350	102%	1,433,050
Maintenance expenses						
Airfield maintenance	2,413	13,117	15,000	-1,883	87%	30,000
Airport Security	716	2,024	250	1,774	810%	500
Building maintenance	5,182	39,680	23,750	15,930	167%	47,500
Equipment fuel and repairs	8,764	45,155	32,500	12,655	139%	65,000
Fire Services	0	596	10,000	-9,404	6%	20,000
Grounds maintenance	243	1,170	2,000	-830	59%	4,000
Maintenance salaries	40,368	161,998	170,835	-8,837	95%	341,670
Other maintenance expenses	2,730	8,254	10,000	-1,746	83%	20,000
Snow removal expense	0	3,439	11,000	-7,561	31%	22,000
Utilities	12,186	129,727	109,000	20,727	119%	200,000
Total Maintenance expenses	72,602	405,160	384,335	20,825	105%	750,670
Total Expense	212,861	1,136,035	1,100,860	35,175	103%	2,183,720
Net Ordinary Income	29,970	(3) 52,825	11,113	41,712	475%	40,230
Other Income/Expense						
Other Income						
Capital contributed	0	416,884	680,451	-263,567	61%	1,360,902
Gain on sale of assets	0	0	10,000	-10,000	0%	25,000
Interest income						
Interest income on deposits	396	2,660	500	2,160	532%	1,000
Total Interest income	396	2,660	500	2,160	532%	1,000
Mill levy income	177,697	1,068,632	1,066,180	2,452	100%	2,132,360
Total Other Income	178,093	1,488,176	1,757,131	-268,955	85%	3,519,262
Other Expense						
Debt interest expense net						
Bond issue cost	0	-417	0	-417	100%	0
Interest Expense on Debt	62,240	373,440	373,439	1	100%	746,879
Total Debt interest expense net	62,240	373,023	373,439	-416	100%	746,879
Depreciation expense	224,900	1,349,400	1,349,400	0	100%	2,698,800
Total Other Expense	287,140	1,722,423	1,722,839	-416	100%	3,445,679
Net Other Income	-109,047	-234,247	34,292	-268,539	-683%	73,583
Net Income	-79,077	-181,422	45,405	-226,827	-400%	113,813

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

10:55 AM
 07/13/2018
 Accrual Basis

	Jan - Jun 18	Jan - Jun 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	88,269	109,377	-21,108	-19%
Hangar rent	212,251	194,486	17,765	9%
Landing fees	21,263	18,154	3,109	17%
Ramp rent	21,684	24,972	-3,288	-13%
Total Airfield revenue	343,467	346,989	-3,522	-1%
Beech Bankruptcy Distributions	0	0	0	0%
Building and land rent				
Agri land rent	28,000	27,500	500	2%
Building rents - Long Term				
Short-term leasing	166,360	101,129	65,231	65%
Building rents - Long Term - Other	386,711	389,122	-2,411	-1%
Total Building rents - Long Term	553,071	490,251	62,820	13%
Land rent				
Basic Land Rent	49,741	49,483	258	1%
Property tax - tenant share	60,113	60,000	113	0%
Land rent - Other	0	2,867	-2,867	-100%
Total Land rent	109,854	112,350	-2,496	-2%
Tank rent	5,868	4,848	1,020	21%
Total Building and land rent	696,793	634,949	61,844	10%
Other revenue				
Airport Marketing	77,559	15,029	62,530	416%
Commissions	9,478	26,116	-16,638	-64%
Other income	61,563	18,059	43,504	241%
Total Other revenue	148,600	59,204	89,396	151%
Total Income	1,188,860	1,041,142	147,718	14%
Gross Profit	1,188,860	1,041,142	147,718	(4) 14%
Expense				
Administrative expenses				
A/E, consultants, brokers	21,072	850	20,222	2,379%
Airport promotion	87,259	19,215	68,044	354%
Bad Debt Expense	2,480	0	2,480	100%
Computer/Network Admin.	6,574	8,895	-2,321	-26%
Dues and subscriptions	11,282	15,177	-3,895	-26%
Employee retirement	36,719	32,089	4,630	14%
FICA and medicare tax expense	29,511	28,388	1,123	4%
Industrial development	25,000	12,500	12,500	100%
Insurance , property	62,206	70,694	-8,488	-12%
Insurance, medical	105,532	99,866	5,666	6%
Kansas unemployment tax	386	371	15	4%
Legal and accounting	7,769	10,097	-2,328	-23%
Office salaries	232,839	213,741	19,098	9%
Office Supplies	7,196	3,617	3,579	99%
Other administrative expense				
Merchant Processing Fees	840	467	373	80%
Other administrative expense - Other	3,183	4,294	-1,111	-26%
Total Other administrative expense	4,023	4,761	-738	-16%
Payroll expenses	0	0	0	0%
Postage	2,049	1,063	986	93%
Property tax expense	72,500	80,000	-7,500	-9%
Telephone	10,140	9,344	796	9%
Training	3,226	40	3,186	7,965%
Travel and meetings	3,112	3,799	-687	-18%
Total Administrative expenses	730,875	614,507	116,368	19%

	<u>Jan - Jun 18</u>	<u>Jan - Jun 17</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	13,117	15,667	-2,550	-16%
Airport Security	2,024	0	2,024	100%
Building maintenance	39,680	56,089	-16,409	-29%
Equipment fuel and repairs	45,155	40,471	4,684	12%
Fire Services	596	500	96	19%
Grounds maintenance	1,170	2,269	-1,099	-48%
Maintenance salaries	161,998	163,379	-1,381	-1%
Other maintenance expenses	8,254	7,528	726	10%
Snow removal expense	3,439	514	2,925	569%
Utilities	129,727	134,158	-4,431	-3%
Total Maintenance expenses	<u>405,160</u>	<u>420,575</u>	<u>-15,415</u>	<u>-4%</u>
Uncategorized Expenses	0	0	0	0%
Total Expense	<u>1,136,035</u>	<u>1,035,082</u>	<u>100,953</u>	<u>10%</u>
Net Ordinary Income	52,825	6,060	(5) 46,765	772%
Other Income/Expense				
Other Income				
Capital contributed	416,884	344,000	72,884	21%
Interest income				
Interest income on deposits	2,660	594	2,066	348%
Interest income - Other	0	0	0	0%
Total Interest income	<u>2,660</u>	<u>594</u>	<u>2,066</u>	<u>348%</u>
Mill levy income	1,068,632	1,037,034	31,598	3%
Total Other Income	<u>1,488,176</u>	<u>1,381,628</u>	<u>106,548</u>	<u>8%</u>
Other Expense				
Debt interest expense net				
Bond issue cost	-417	147	-564	-384%
Interest Expense on Debt	373,440	467,318	-93,878	-20%
Total Debt interest expense net	<u>373,023</u>	<u>467,465</u>	<u>-94,442</u>	<u>-20%</u>
Depreciation expense	1,349,400	1,347,390	2,010	0%
Total Other Expense	<u>1,722,423</u>	<u>1,814,855</u>	<u>-92,432</u>	<u>-5%</u>
Net Other Income	-234,247	-433,227	198,980	46%
Net Income	<u><u>-181,422</u></u>	<u><u>-427,167</u></u>	<u><u>245,745</u></u>	<u><u>58%</u></u>

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

11:14 AM
07/13/2018
Accrual Basis

	<u>June 18</u>	<u>Jan - June 18</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1		263,915	30,054	233,861	878%
AIP-38 Txy B Rehab Const. Ph 2	(6) 680,122	1,238,493	1,423,837	-185,344	87%
AIP-39 ARFF Vehicle Acquisition	200	200	98,500	-98,300	0%
Airfield Improvements		33,018	40,000	-6,982	83%
KAIP-19 Rwy 12/30 Slurry Seal		0	150,000	-150,000	0%
Total Airfield	<u>680,322</u>	<u>1,535,626</u>	<u>1,742,391</u>	<u>-206,765</u>	<u>88%</u>
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	7,565	24,778	45,000	-20,222	55%
Total Building improvements	<u>7,565</u>	<u>24,778</u>	<u>45,000</u>	<u>-20,222</u>	<u>55%</u>
Total Buildings & Improvements	<u>7,565</u>	<u>24,778</u>	<u>45,000</u>	<u>-20,222</u>	<u>55%</u>
Equipment					
ARFF equipment		114,670	25,650	89,020	447%
Communications equipment	1,690	3,719	2,500	1,219	149%
Computer equipment		1,690	2,500	-810	68%
Shop equipment		25,658	26,000	-342	99%
Total Equipment	<u>1,690</u>	<u>145,737</u>	<u>56,650</u>	<u>89,087</u>	<u>257%</u>
Land					
Airport Indust. Cent. Imps.	0	0	10,000	-10,000	0%
Environmental					
Environmental - SAFB	960	34,480	15,000	19,480	230%
Total Environmental	<u>960</u>	<u>34,480</u>	<u>15,000</u>	<u>19,480</u>	<u>230%</u>
West Beechcraft Road Imps.	(7) 309,374	648,500	1,178,000	-529,500	55%
Total Land	<u>310,334</u>	<u>682,980</u>	<u>1,203,000</u>	<u>-520,020</u>	<u>57%</u>
Total Fixed assets at cost	<u>999,911</u>	<u>2,389,121</u>	<u>3,047,041</u>	<u>-657,920</u>	<u>78%</u>

SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT



Aeronautical Activity

Report as of 7-1-2018

Prospect ID	Hangar	SF	Proposed Aeronautical Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
17-001	H606	49,222	Aircraft completions and maintenance	15	750,000	Multi-Year	
17-002	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A	N/A	Multi-Year	
17-003	H606	49,222	Aircraft service center - single type	3	150,000	Multi-Year	
17-004	H600	68,308	Flight training	10	550,000	Multi-Year	
17-005	H724	30,664	Global Aeronautics Initiative/AARC	5	325,000	Multi-Year	Sales tax grant; rent abatement
17-006	H959	129,733	Aircraft sub-components and structures production	35	2,100,000	Multi-Year	Sales tax grant; all available state
17-008	H600	68,308	Military flight training (tactical aircraft)	10	650,000	Multi-Year	
18-004	H959	129,733	Regional aircraft MRO	TBD	TBD	Multi-Year	TBD, Site visit pending
18-005	H504	5,617	Ground/Air Ambulance Service	4	TBD	Multi-Year	TBD, Site visit pending
18-006	H959	20,000	Flight Test	N/A	N/A	Short-Term	N/A
18-007	H959	80,000	Unmanned Aircraft MRO	25	1,040,000	Long-Term	
18-008	H959	66,000	MRO facility - tactical aircraft	N/A	TBD	Multi-Year	
18-009	H600-606	50,000	Business Jet MRO/final assembly	50	1,976,000	Multi-Year	TBD, information submitted

SLN Aviation Service Center Priorities

- Regional Jet MRO
- Business jet MRO
- Unmanned aircraft MRO
- Avionics sales, installations, and service
- Aircraft modification and service center
- Aircraft flight test and certification
- Aircraft interiors completion center
- Aircraft manufacturing, assembly, and delivery center