

DATE: September 14, 2018
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **September 19, 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 August 31, 2018 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The August 2018 air traffic count increased 4% to 4,910 operations as compared to the August 2017 total of 4,717. For the year-to-date a total of 43,575 operations have been recorded which is 15% more than the August 2017 YTD total of 37,727. During September 2018 the air traffic count for air carrier and military aircraft will increase due to scheduled military training at the Salina Airport. An increase in local GA traffic is also expected due to increased enrollment in the K-State Poly professional pilot training program.

Airport Activity – Fuel Flowage (Rogers)

August 2018 fuel flowage totaled 303,273 gallons which was a 139% increase as compared to the August 2017 total of 126,751 gallons. For the year-to-date, total fuel flowage of 1,680,240 gallons is down 1% as compared to the August 2017 YTD total of 1,697,705 gallons. September 2018 fuel flowage will increase due to scheduled military related air carrier charter flights.

Airport Activity – Passenger Counts (Rogers)

For the month of August 2018, SkyWest reported 3,239 total passengers (1,645 enplaned and 1,594 deplaned) on United flights to Chicago and Denver. For the year-to-date a total of 8,067 passengers have boarded commercial air service flights at SLN, a 41% increase over the August 2017 total of 5,736.

During August 2018 a total of 3,908 passengers boarded military charter flights at SLN. Charter flight passengers added to scheduled air service passengers, brings 2018 total passenger enplanements to 12,596. SLN will exceed 10,000 annual passenger enplanements for a second consecutive calendar year (2017 and 2018) and remain classified by the FAA as a primary commercial service airport.

Financial Reports – Comments and Notes (Swanson)

As we ended August, total operating income surpassed budget projections by 12% and is tracking ahead of 2017 by 19.2% or \$269,008. All major categories of revenue are posting 2017/2018 year-over-year growth.

Total administrative and maintenance expenses both arrived 5% over budget and when combined, are tracking 8.57% over 2017. Positively, the spread between the increase in revenue over projections compared to the increase in total operating costs is tracking 7%, bringing year-to-date net operating income to \$125,502 which is \$147,740 ahead of 2017.

Short-term leasing activity: On Sept. 10, the SAA leased 3,470 sq. ft. of storage space in Bldg. 824 to American Warrior Construction, Inc. This lease for temporary short-term warehouse space will generate \$940/month and is expected to run through the end of 2018. American Warrior is a contractor for portions of the downtown redevelopment project.

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

Financial Reports – Accounts Receivable Past Due 31 days or more as of September 14, 2018(Swanson)

| <u>Account</u> | <u>Amount</u> | <u>Days</u> | <u>Comments</u> |
|-----------------------|----------------------|--------------------|--------------------------------------|
| AAL Organic | \$18,083 | 31>90 | Bldg. rent and utility reimbursement |
| Republic Airlines | \$146 | >90 | Landing fees |
| Tischlerei | \$22,865 | 31>90 | Bldg. rent |

Agenda Item #6 – Review of Projected 2019 Operating Revenue (Rogers and Swanson)

At the meeting, Shelli and I will present the first draft of projected 2019 operating revenue. We will be forecasting all known 2019 operating revenue. As new and renewed leases are finalized through the remainder of 2018, 2019 revenue projections will be updated.

Agenda Item #7 – Review of the Results of Airport Consulting and Planning Firm Interviews for the Completion of an Airport Terminal Building Requirements Study. (Rogers)

As reported at previous board meetings, SAA staff has conducted a process for the selection of an airport consulting and planning firm to complete a terminal building requirements study. The selection and contracting of a consulting firm for a federally (FAA) funded Airport Improvement Program (AIP) project involves no less than 12 federal regulations and FAA Advisory Circulars. FAA Advisory Circular 150/5100-14E specifically governs the selection of airport consulting and engineering firms.

On August 15, 2018, the Airport Authority received a notice from the FAA of potential AIP grant funding for a terminal building requirements study .The notice provides the basis to select an airport consulting and planning firm to complete a terminal building requirements study.

A notice to airport consultanting and planning firms was issued on July 23, 2018. The notice requested statements of qualifications and interest that were due on August 10, 2018. The SAA's notice listed the following evaluation and selection criteria:

| Criteria - Airport Planning Consultant Selection | | Max Score | Score |
|---|--|------------------|--------------|
| 1 | Capability to perform all aspects of the proposed project. | 15 | _____ |
| 2 | Quality of terminal area planning projects previously completed. | 20 | _____ |
| 3 | Familiarity with Salina Regional Airport and the proposed project. | 10 | _____ |
| 4 | Recent experience in comparable airport planning projects. | 15 | _____ |
| 5 | Demonstrated ability to meet schedules and deadlines. | 15 | _____ |
| 6 | Current workload. | 10 | _____ |
| 7 | Key personnel's professional background and qualifications. | 15 | _____ |
| 8 | Qualifications and experience of outside consultants regularly engaged, if applicable. | 10 | _____ |
| 9 | Knowledge of FAA regulations, policies and procedures. | 15 | _____ |
| 10 | Evidence that the consulting firm has established and implemented an Affirmative Action Plan. | 10 | _____ |
| 11 | Evidence that the consultant has made good faith efforts in meeting Disadvantaged Business Enterprise (DBE) goals. | 10 | _____ |
| Total Score | | 145 | ===== |
| Selection Committee Member: _____ | | Date | _____ |

A total of two airport consulting and planning firms submitted statements of qualifications and interest. The selection committee (Rogers, Swanson and Bieker) interviewed the following firms on August 22, 2018.

- Burns & McDonnell, Kansas City, MO
- Coffman Associates, Lees Summit, MO

As a result of the interviews, Coffman Associates was ranked as the number one, qualified firm. According to FAA AC 150/5100-14E, it is the number one ranked firm that SAA staff can approach to initiate scope of work and contract fee negotiations.

Recommendation: Authorize SAA staff to initiate scope of work and contract fee negotiations with Coffman Associates for the completion of a FAA Airport Improvement Program funded terminal building requirements study.

Agenda Item #8 – Review of the Results of Airport Consulting and Engineering Firm Interviews for the Design and Construction of Certain Airport Improvement Projects. (Rogers)

As reported at previous board meetings, SAA staff has conducted a process for the selection of an airport consulting and engineering firm to complete the design and construction of certain airport improvements over the next five calendar years. The selection and contracting of a consulting firm for federally (FAA) funded Airport Improvement Program (AIP) projects, involves no less than 12 federal regulations and FAA Advisory Circulars. FAA Advisory Circular 150/5100-14E specifically governs the selection of airport consulting and engineering firms. The projects scheduled for design and construction are:

1. Taxiway Delta extension
2. Runway 17/35 rehabilitation
3. Runway 17/35 lighting improvements
4. Runway 12/30 rehabilitation

The Airport Authority's five year Airport Capital Improvement Program (ACIP) number on file with the FAA lists all four projects as priorities. The Airport Authority's most recent engagement with the airport consulting and engineering firm, Jviation has expired and a new selection is needed in order to proceed with the FAA funded ACIP projects.

A notice to airport consultanting and engineering firms was issued on July 23, 2018. The notice requested statements of qualifications and interest that were due on August 10, 2018. The SAA's notice listed the following evaluation and selection criteria:

| Criteria - Airport Engineering Consultant Selection | | Max Score | Score |
|---|--|-----------|-------|
| 1 | Capability to perform all aspects of the proposed projects. | 15 | _____ |
| 2 | Quality of projects previously completed. | 20 | _____ |
| 3 | Ingenuity, experience and capabilities with projects involving significant pavement removal and recycling. | 20 | _____ |
| 4 | Familiarity with Salina Regional Airport and the proposed project. | 10 | _____ |
| 5 | Demonstrated understanding of the project's potential problems and the SAA's concerns as to project phasing and time to construct. | 20 | _____ |
| 6 | Recent experience in comparable airport construction projects. | 15 | _____ |
| 7 | Demonstrated ability to meet schedules and deadlines. | 15 | _____ |
| 8 | Current workload. | 10 | _____ |
| 9 | Capability to furnish qualified inspectors for construction inspection. | 15 | _____ |
| 10 | Key personnel's professional background and qualifications. | 15 | _____ |
| 11 | Qualifications and experience of outside consultants regularly engaged, if applicable. | 10 | _____ |
| 12 | Knowledge of FAA regulations, policies and procedures. | 15 | _____ |
| 13 | Evidence that the consulting firm has established and implemented an Affirmative Action Plan. | 10 | _____ |
| 14 | Evidence that the consultant has made good faith efforts in meeting Disadvantaged Business Enterprise (DBE) goals. | 10 | _____ |
| Total Score | | 200 | _____ |

Selection Committee Member: _____

Date _____

A total of six airport consulting and engineering firms submitted statements of qualifications and interest.

- Garver, Overland Park, KS
- Burns & McDonnell, Kansas, MO
- Jviation, Denver, CO
- Olsson Associates, Lincoln, NE
- Kirkham Michael, Lincoln, NE
- Lochner, Lenexa, KS

The selection committee (Rogers, Swanson and Bieker) selected three firms for interviews on August 20 and 22.

- Jviation
- Kirkham Michael
- Lochner

Jviation and Lochner ended in a virtual tie in the selection committee rankings. The close finish warranted further consideration of both firms. The firms were asked to interview a second time on September 4 to address the following keys to successful completion of planned airport improvements:

Survey, Testing and Preliminary Design Services

1. Please provide additional detail concerning suggestions for completing survey, testing and preliminary design work for the Taxiway Delta Extension, Runway 17/35 and Runway 12/30 pavement projects.

Competitive Bidding and Selection of a Quality Contractor

1. Please provide more detail concerning options to assure competitive bidding for paving projects at SLN.
2. How will the firm assure the selection of a competent, qualified pavement contractor?

Construction Phasing and Scheduling

1. Detail options to complete the Taxiway Delta Extension and Runway 17/35 paving projects with minimal closure of Runway 17/35.

As a result of the interviews, Jviation was ranked as the number one, qualified firm. Jviation provided additional information that confirmed the following:

- The ability to operate a UAS mounted camera system for photogrammetric survey
- In-house survey capability that is focused on airport work.
- Demonstrated understanding of the means available to select a quality general contractor other than competitive bidding. Jviation is able to pursue both design, build, and construction manager

at risk (CMAR) options.

- Aviation has a St. George, UT office and a working relationship with SkyWest Airlines. SkyWest is headquartered in St. George.

According to the FAA AC 150/5100-14E, it is the number one ranked firm that SAA staff can approach to initiate scope of work and contract fee negotiations.

Recommendation: Authorize SAA staff to initiate scope of work and contract fee negotiations with Aviation for the design and construction of FAA funded Airport Capital Improvement Projects during the 2018 to 2022 timeframe.

STAFF REPORTS

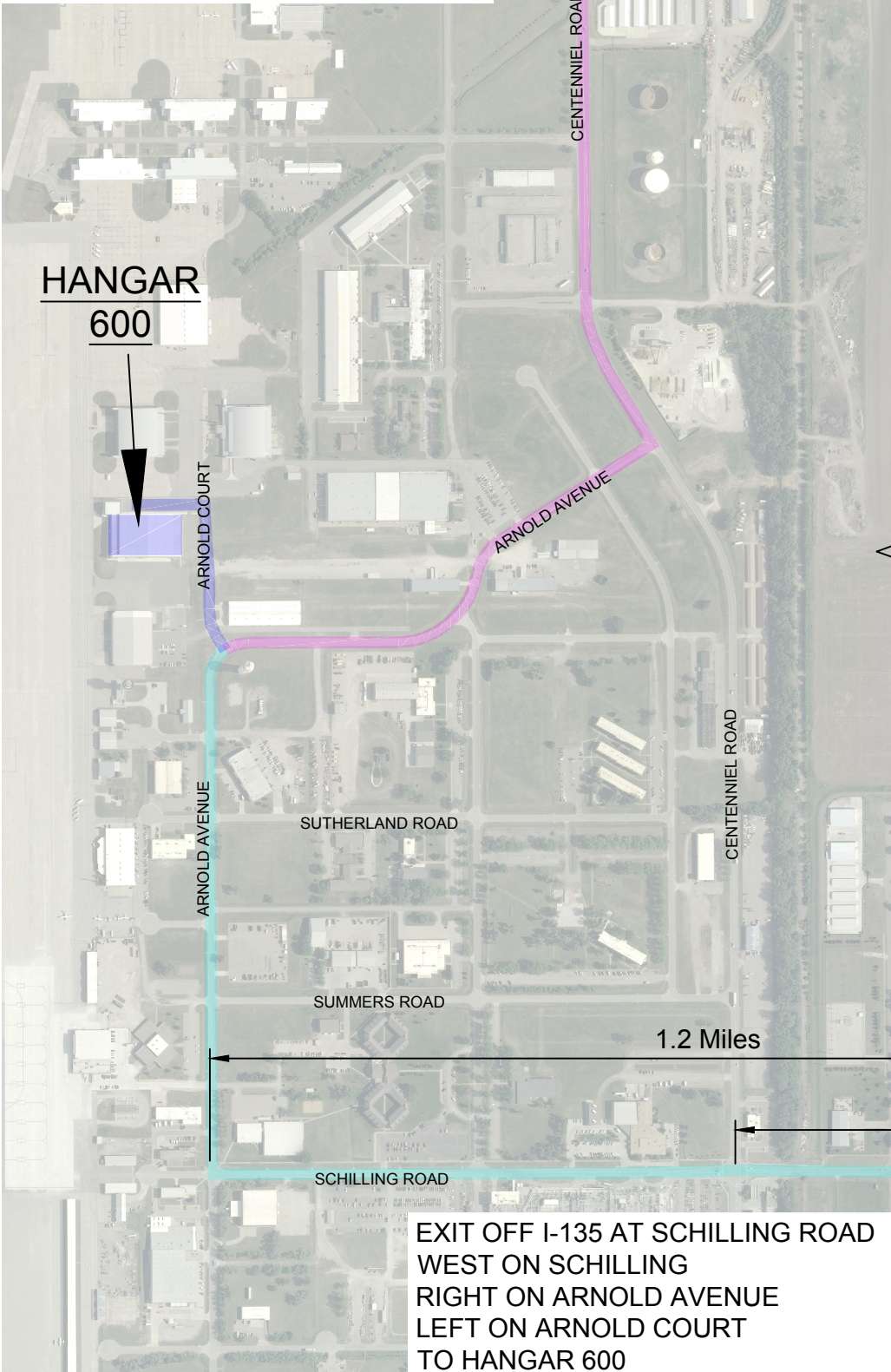
Announcements and Calendar of Events (Windhorst)

The Salina Airport Authority is partnering with Kansas Department of Transportation Aviation Division, Kansas State Polytechnic and Avflight Salina to host the upcoming Fly Kansas Air Tour. The tour is a 3-day event with 9 stops across Kansas. The tour is scheduled from September 27th – September 29th with an overnight stop at SLN on Thursday, September 27, 2018. Participants flying in to SLN will get to tour Fossett Plaza and the Kansas State Polytechnic campus. Following the tour, dinner will be provided by Umami Bowl at the Smoky Hill Winery.

Please contact me if you have any questions or comments.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

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



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

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

**Hangar H600, Second Floor Conference Room
2720 Arnold Court
September 19, 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. (Weisel)
4. Approval of the minutes of the August 15, 2018 regular board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending August 31, 2018. (Rogers & Swanson)
6. Review projected 2019 operating revenue. (Rogers and Swanson)
7. Presentation of the results of consulting firm interviews for the completion of an airport terminal building requirements study. (Rogers)
8. Presentation of the results of consulting firm interviews for the design and construction of certain airport improvement projects. (Rogers)

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
AUGUST 15, 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. Eric Wiley, Salina Journal; Julie Yager-Zuker, Avflight; Cary Adcock, SLN ATCT; Bob Vidricksen, Saline County Commissioner; Mitch Robinson, Salina Community Economic Development and Michael Bunn, T-Hangar Tenant were guests.

Additions to the Agenda

Chairman Weisel asked if there were any additions. Executive Director Rogers stated there was an addition of an Executive Session to discuss Transportation Security Administration air carrier security requirements.

Minutes

Chairman Weisel asked if the board members had additions or corrections to the minutes of the July 18, 2018 regular board meeting and the minutes of the August 1, 2018 special board meeting. Director Eichelberger moved, seconded by Director Gunn, to approve the minutes of the July 18, 2018 regular board meeting and the August 1, 2018 special board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of July 2018. The Salina Air Traffic Control Tower (ATCT) recorded 6,865 operations during July 2018 which was a 90% increase as compared to July 2017. For the year-to-date, a total of 38,665 operations have occurred, which is 17% more than the July 2017 year-to-date total. The July 2018 fuel flowage came in at 288,977 gallons which was 80% more than the July 2017 total of 160,134. For the year-to-date, a total of 1,376,967 gallons has been delivered on the airport which is 12% less than the 2017 total of 1,570,954. Rogers anticipates fuel flowage to increase due to ongoing military charter and USAF ROTC flight training. SkyWest reported 1,623 total passengers during July 2018 which was 105% more than the July 2017 total of 793 total passengers.

Director of Administration and Finance Swanson reported on the financials for July 2018. At the end of the July 2018, total operating income exceeded budget projections by 8% ahead of the same period last year. Total year-to-date operating expenses arrived at 5% over budget. Total contributed capital from federal funds reached \$1,262,719 year-to-date, representing the FAA Airport Improvement Program (AIP) grant dollars received for the reconstruction of a portion of

Taxiway Bravo and the rehabilitation of Taxiway Echo. Chairman Weisel directed staff to file the financials for audit.

Updated 2019 to 2023 Capital Improvement Plan

Executive Director Rogers reviewed the Capital Improvement Plan for 2019 to 2023 with updated costs based on recent bids and revised estimates.

2019 G.O Bond Debt Service

Executive Director Rogers reviewed the 2019 schedule for General Obligation bond debt service (principal and interest) payments. The schedule detailed total annual payments per bond issue.

Resolution No. 18-04

Executive Director Rogers presented SAA Resolution No. 18-04, a resolution levying an ad valorem tax of an estimated 4.090 mills on all table tangible property within the City of Salina, Kansas for the purpose of paying interest on and principal of General Obligation bonds of the Salina Airport Authority pursuant to K.S.A. (2016 Supp). 27-323(a). Rogers noted a total of \$1,759,866 is required to make 2019's payments. An estimated mill levy of 4.090 mills will raise \$1,759,866 required for G.O. bond debt service payments.

Director Vancil moved to approve Resolution No. 18-04, seconded by Director Eichelberger. The motion passed unanimously.

Resolution No. 18-05

Executive Director Rogers reviewed SAA Resolution No. 18-05, setting the mill levy for the purpose of matching certain state and federal grants for improvements to the Salina Regional Airport pursuant to K.S.A. (2016 Supp). 27-322(b). For 2019 the Airport Authority requires mill levy matching funds to qualify for the following state and federal grants:

| | |
|--|-------------------------|
| 1. FAA AIP Project No. 39 – ARFF Truck Acquisition | \$182,369 |
| 2. FAA AIP Project No. 40 – Terminal Building Planning | \$20,000 |
| 3. EDA Project – Hangar H724 Renovation | <u>\$185,000</u> |
| Total | <u>\$387,369</u> |

An estimated mill levy of .900 is needed to raise \$387,369 for matching funds needed in 2019. Director Buer moved to approve SAA Resolution 18-05, seconded by Director Gunn. Motion passed unanimously.

Consideration of Proposed Lease Terms for Hangar H506-2

Executive Director Rogers and Director of Administration and Finance Swanson reviewed the proposed lease terms for Hangar H506-2.

| | |
|----------------------|--------------------------|
| Leasehold: | Hangar H506-2 (4,900 SF) |
| Term: | Three years |
| Basic Rental: | \$1,125 per month |
| | \$13,500 per year |
| | \$2.75 per SF per year |

| | |
|--------------------------|---------|
| Security Deposit: | \$1,125 |
| Option to Renew: | None |

Director Eichelberger moved, seconded by Director Vancil to approve the proposed lease terms for Hangar H506-2, contingent upon receipt of required insurance certificates. The motion passed unanimously.

Staff Reports

Executive Director Rogers updated the board on the status of Beechcraft Road construction. Interim City Manager Mike Schrage has been working with Rogers to obtain the cost to bury the east 1,500 feet of overhead lines is \$423,657. The cost to bury the full 2,400 feet is \$701,607. The Airport Authority and City of Salina will continue to determine the advisability of proceeding with all or a portion of the work.

Executive Director Rogers commented on the Statements of Qualifications received from Airport Consultants for planning and construction projects at the Salina Regional Airport. Interviews with each of the top five pre-selected firms will occur the week of August 20, 2018.

Executive Session

At 9:05 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 the implementation of new airport employee vetting requirements on the basis of the justification set forth in K.S.A. 75-4319(b)(12) relating to security measures for the reason that an open meeting discussion of Salina Regional Airport security measures would jeopardize Transportation Security Administration security measures that protect specific transportation systems, facilities, equipment, and personnel at the Salina Regional Airport as described at K.S.A. 75-4319(b)(12)(B).

The Open meeting shall resume in this room at 9:15 A.M.

Director Gunn seconded the motion. Motion passed unanimously.

The open meeting resumed at 9:15 A.M.

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

Minutes approved at the September 19, 2018 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2018**

AIR TRAFFIC/ATCT

| | |
|----------------------------|---|
| August, 2018 | 4,910 Operations 904 Instrument Operations 507 Peak Day |
| August, 2017 | 4,717 Operations 863 Instrument Operations 346 Peak Day |
| January 2018 - August 2018 | 43,575 Operations |
| January 2017 - August 2017 | 37,727 Operations |
| January 2016 - August 2016 | 53,060 Operations |

FUEL FLOWAGE

| | |
|----------------------------|-------------------|
| August, 2018 | 303,273 Gallons |
| August, 2017 | 126,751 Gallons |
| January 2018 - August 2018 | 1,680,240 Gallons |
| January 2017 - August 2017 | 1,697,705 Gallons |
| January 2016 - August 2016 | 1,313,196 Gallons |

| KSU-S | Avflight Salina | Avflight | |
|--------|--------------------|---------------------------|---------------------------------|
| | | Military/Gov't Portion | Self-fuel Station Portion |
| 6,810 | 296,463 | 156,238 | 522 |
| 7,045 | 119,706 | 36,417 | 561 |
| 58,235 | 1,622,005 | 807,694 | 5,970 |
| 64,972 | 1,632,733 | 732,708 | 5,512 |
| 71,285 | 1,241,911 | 505,168 | 7,131 |

SkyWest Airlines

ENPLANEMENTS

| | |
|----------------------------|------------------|
| August, 2018 | 1645 Passengers |
| August, 2017 | 746 Passengers |
| January 2018 - August 2018 | 8,067 Passengers |
| January 2017 - August 2017 | 5,736 Passengers |
| January 2016 - August 2016 | 965 Passengers |

DEPLANEMENTS

TOTAL

| | |
|-----------------|-------|
| 1594 Passengers | 3,239 |
| 814 Passengers | 1,560 |

ENPLANEMENTS - Charter Flights

| | |
|----------------------------|------------------|
| August, 2018 | 3908 Passengers |
| August, 2017 | 0 Passengers |
| January 2018 - August 2018 | 4,529 Passengers |
| January 2017 - August 2017 | 967 Passengers |
| January 2016 - August 2016 | 486 Passengers |

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

| | |
|----------------------------|-------------------|
| August, 2018 | 5,553 Passengers |
| August, 2017 | 746 Passengers |
| January 2018 - August 2018 | 12,596 Passengers |
| January 2017 - August 2017 | 6,703 Passengers |
| January 2016 - August 2016 | 1,451 Passengers |

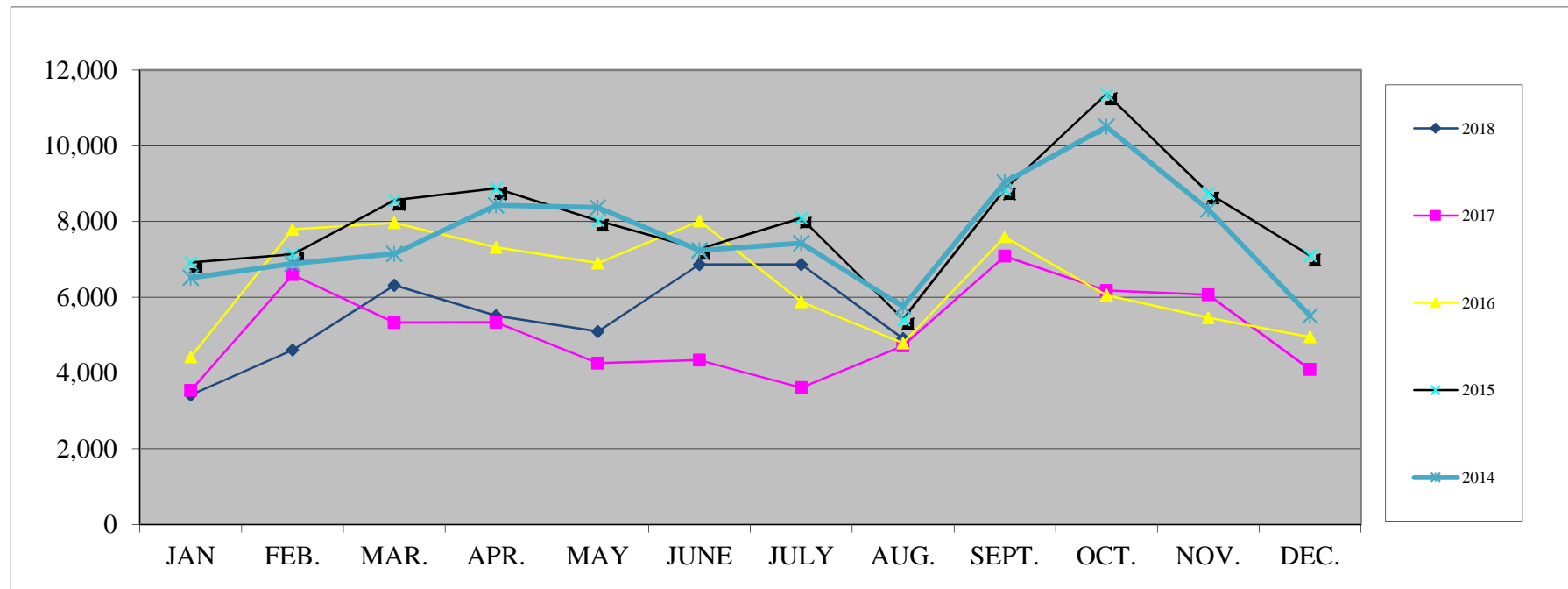
AIRPORT TRAFFIC RECORD

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 | 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 | 4 | 1,444 | 874 | 464 | 2,786 | 3,502 | 577 | 4,079 | 6,865 |
| August, 18 | 46 | 1,390 | 899 | 289 | 2,624 | 2,124 | 162 | 2,286 | 4,910 |
| September, 18 | | | | | | | | | |
| October, 18 | | | | | | | | | |
| November, 18 | | | | | | | | | |
| December, 18 | | | | | | | | | |
| Totals January - August | 96 | 11,193 | 6,205 | 2,632 | 20,126 | 20,219 | 3,230 | 23,449 | 43,575 |
| 2017 | | | | | | | | | |
| January, 17 | 5 | 1,154 | 585 | 141 | 1,885 | 1,438 | 216 | 1,654 | 3,539 |
| February, 17 | 25 | 2,062 | 751 | 831 | 3,669 | 2,553 | 376 | 2,929 | 6,598 |
| March, 17 | 2 | 1,426 | 805 | 260 | 2,493 | 2,518 | 318 | 2,836 | 5,329 |
| April, 17 | 6 | 1,793 | 688 | 230 | 2,717 | 2,317 | 306 | 2,623 | 5,340 |
| May, 17 | 2 | 1,433 | 823 | 165 | 2,423 | 1,612 | 218 | 1,830 | 4,253 |
| June, 17 | 22 | 1,241 | 841 | 452 | 2,556 | 1,328 | 454 | 1,782 | 4,338 |
| July, 17 | 6 | 1,035 | 795 | 205 | 2,041 | 1,320 | 252 | 1,572 | 3,613 |
| August, 17 | 0 | 1,281 | 810 | 310 | 2,401 | 1,800 | 516 | 2,316 | 4,717 |
| September, 17 | | | | | | | | | |
| October, 17 | | | | | | | | | |
| November, 17 | | | | | | | | | |
| December, 17 | | | | | | | | | |
| Totals January - August | 68 | 11,425 | 6,098 | 2,594 | 20,185 | 14,886 | 2,656 | 17,542 | 37,727 |
| Difference | 28 | -232 | 107 | 38 | -59 | 5,333 | 574 | 5,907 | 5,848 |
| YTD % Change | 41% | -2% | 2% | 1% | 0% | 36% | 22% | 34% | 16% |
| Legend: | AC: Air Carrier | | AT: Air Taxi | | | | | | |
| | GA: General Aviation | | MI: Military | | | | | | |

AIR TRAFFIC

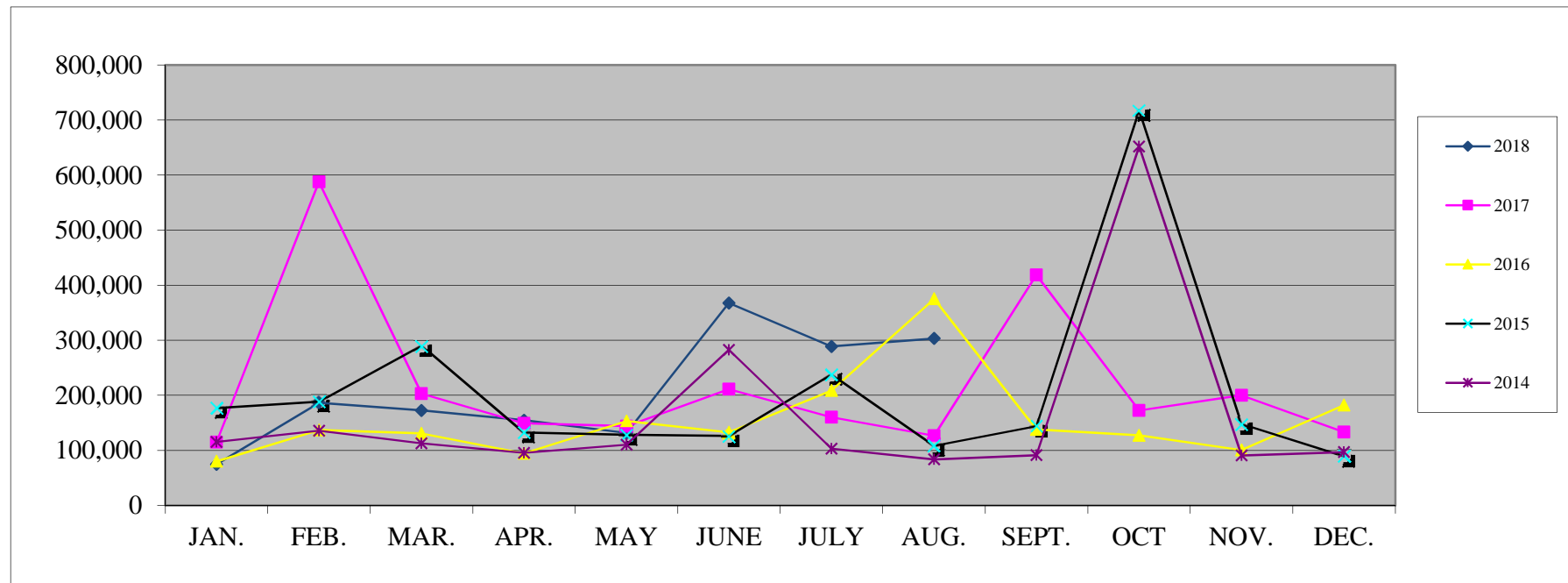
| | <u>JAN</u> | <u>FEB.</u> | <u>MAR.</u> | <u>APR.</u> | <u>MAY</u> | <u>JUNE</u> | <u>JULY</u> | <u>AUG.</u> | <u>SEPT.</u> | <u>OCT.</u> | <u>NOV.</u> | <u>DEC.</u> | <u>TOTAL</u> |
|-------------|------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|--------------|-------------|-------------|-------------|--------------|
| 2018 | 3,418 | 4,601 | 6,312 | 5,510 | 5,094 | 6,865 | 6,865 | 4,910 | | | | | 43,575 |
| 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

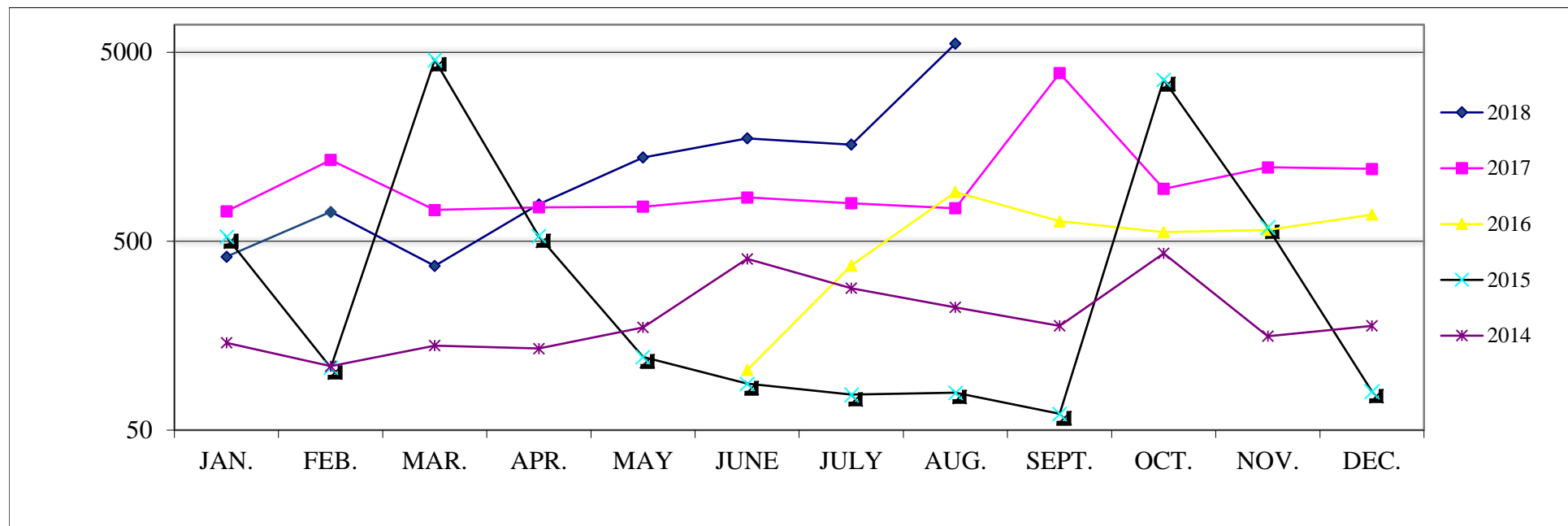
Gallons of Fuel Sold at SLN

| | <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 | 288,977 | 303,273 | | | | | 1,680,242 |
| 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 | 1,623 | 5,553 | | | | | | 12,596 |
| 2017 | 720 | 1,344 | 731 | 756 | 761 | 852 | 793 | 746 | 3,874 | 946 | 1,229 | 1,207 | -162 | 13,797 |
| 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 August 31, 2018

| | Aug 31, 18 | Jul 31, 18 | \$ Change | Aug 31, 17 | \$ Change | % Change |
|--|-------------------|-------------------|-----------------|-------------------|-----------------|-------------|
| ASSETS | | | | | | |
| Current Assets | | | | | | |
| Checking/Savings | | | | | | |
| Cash in Bank - Bond Funds | 358,953 | 658,699 | -299,746 | 93,166 | 265,787 | 285% |
| Cash in bank & Petty Cash-Op | 1,732,045 | 1,523,674 | 208,371 | 1,290,548 | 441,497 | 34% |
| Total Checking/Savings | 2,090,999 | 2,182,373 | -91,374 | 1,383,714 | 707,285 | 51% |
| Accounts Receivable | | | | | | |
| Accounts Receivable | 140,434 | 113,459 | 26,974 | 78,505 | 61,928 | 79% |
| Total Accounts Receivable | 140,434 | 113,459 | 26,974 | 78,505 | 61,928 | 79% |
| 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 | 149,298 | 150,630 | -1,332 | 138,664 | 10,634 | 8% |
| Undeposited Funds | 5,112 | 17,846 | -12,734 | 0 | 5,112 | 100% |
| Total Other Current Assets | 209,410 | 223,475 | -14,066 | 442,079 | -232,669 | -53% |
| Total Current Assets | 2,440,842 | 2,519,308 | -78,466 | 1,904,298 | 536,544 | 28% |
| Fixed Assets | | | | | | |
| Fixed assets at cost | 87,511,542 | 87,402,077 | 109,464 | 84,904,721 | 2,606,821 | 3% |
| Less accumulated depreciation | -43,824,415 | -43,599,515 | -224,900 | -41,126,955 | -2,697,460 | -7% |
| Total Fixed Assets | 43,687,127 | 43,802,563 | -115,436 | 43,777,766 | -90,639 | -0% |
| Other Assets | | | | | | |
| Irrevocable Escrow 2017-A | 1,248,234 | 1,248,234 | 0 | 1,248,234 | 0 | 0% |
| Other assets | 0 | 0 | 0 | 11,176 | -11,176 | -100% |
| Total Other Assets | 1,248,234 | 1,248,234 | 0 | 1,259,410 | -11,176 | -1% |
| TOTAL ASSETS | 47,376,203 | 47,570,105 | -193,901 | 46,941,474 | 434,729 | 1% |
| LIABILITIES & EQUITY | | | | | | |
| Liabilities | | | | | | |
| Current Liabilities | | | | | | |
| Accounts Payable | | | | | | |
| Accounts payable | 105,249 | 148,201 | -42,952 | 125,359 | -20,110 | -16% |
| Total Accounts Payable | 105,249 | 148,201 | -42,952 | 125,359 | -20,110 | -16% |
| Credit Cards | | | | | | |
| Sam's Club Discover | 2,574 | -101 | 2,675 | 1,294 | 1,280 | 99% |
| VISA - Sunflower Bank, N.A. - K | 0 | 0 | 0 | 103 | -103 | -100% |
| VISA - Sunflower Bank, N.A. - S | 657 | 15 | 642 | 289 | 368 | 127% |
| VISA - Sunflower Bank, N.A. - T | 0 | 0 | 0 | 1,332 | -1,332 | -100% |
| Total Credit Cards | 3,230 | -86 | 3,316 | 3,018 | 212 | 7% |
| Other Current Liabilities | | | | | | |
| Accrued debt interest payable | 403,427 | 341,187 | 62,240 | 141,434 | 261,993 | 185% |
| Debt, current portion | 1,024,320 | 1,024,320 | 0 | 1,024,320 | 0 | 0% |
| Deferred Agri Land Revenue | 18,333 | 22,917 | -4,583 | 19,167 | -833 | -4% |
| Deferred Mill Levy revenue | 710,787 | 888,483 | -177,697 | 697,188 | 13,598 | 2% |
| Other current liabilities | 213,134 | 223,394 | -10,260 | 186,988 | 26,147 | 14% |
| Total Other Current Liabilities | 2,370,001 | 2,500,301 | -130,300 | 2,069,097 | 300,904 | 15% |
| Total Current Liabilities | 2,478,481 | 2,648,416 | -169,935 | 2,197,474 | 281,007 | 13% |
| Long Term Liabilities | | | | | | |
| Debt - Long Term | 24,054,756 | 24,054,756 | 0 | 23,686,770 | 367,986 | 2% |
| Less current portion | -1,024,320 | -1,024,320 | 0 | -1,024,320 | 0 | 0% |
| Security Deposits Returnable | 47,157 | 47,157 | 0 | 49,353 | -2,196 | -5% |
| Total Long Term Liabilities | 23,077,593 | 23,077,593 | 0 | 22,711,803 | 365,790 | 2% |
| Total Liabilities | 25,556,074 | 25,726,009 | -169,935 | 24,909,277 | 646,796 | 3% |
| Equity | | | | | | |
| Invested in Capital Assets net | 19,632,371 | 20,003,546 | -371,175 | 22,647,162 | -3,014,791 | -13% |
| Net assets, Designated | 90,000 | 90,000 | 0 | 90,000 | 0 | 0% |
| Net assets, Unrestricted | 1,577,885 | 1,206,710 | 371,175 | -486,537 | 2,064,422 | 424% |
| Net Income | 519,874 | 543,840 | -23,966 | -218,428 | 738,302 | 338% |
| Total Equity | 21,820,130 | 21,844,096 | -23,966 | 22,032,197 | -212,067 | -1% |
| TOTAL LIABILITIES & EQUITY | 47,376,203 | 47,570,105 | -193,901 | 46,941,474 | 434,729 | 1% |

Salina Airport Authority
Profit & Loss Budget Performance
August 2018

11:49 AM
09/14/2018
Accrual Basis

| | Aug 18 | Jan - Aug 18 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|--------------------------------------|---------|--------------|------------|----------------|-------------|---------------|
| Ordinary Income/Expense | | | | | | |
| Income | | | | | | |
| Airfield revenue | | | | | | |
| Fuel Flowage Fees | 23,777 | 134,702 | 132,000 | (1) 2,702 | 102% | 198,000 |
| Hangar rent | 39,910 | 291,139 | 290,000 | 1,139 | 100% | 435,000 |
| Landing fees | 13,499 | 39,514 | 10,000 | 29,514 | 395% | 15,000 |
| Ramp rent | 4,269 | 30,222 | 33,332 | -3,110 | 91% | 50,000 |
| Total Airfield revenue | 81,455 | 495,577 | 465,332 | 30,245 | 107% | 698,000 |
| Building and land rent | | | | | | |
| Agri land rent | 4,583 | 37,167 | 36,667 | 500 | 101% | 55,000 |
| Building rents - Long Term | | | | | | |
| Short-term leasing | 28,625 | 226,822 | 140,000 | 86,822 | 162% | 210,000 |
| Building rents - Long Term - Other | 62,951 | 512,797 | 575,300 | -62,503 | 89% | 862,950 |
| Total Building rents - Long Term | 91,576 | 739,619 | 715,300 | 24,319 | 103% | 1,072,950 |
| Land rent | | | | | | |
| Basic Land Rent | 8,734 | 67,024 | 60,000 | 7,024 | 112% | 90,000 |
| Property tax - tenant share | 10,019 | 80,150 | 80,000 | 150 | 100% | 120,000 |
| Land rent - Other | 0 | 0 | 0 | 0 | 0% | 0 |
| Total Land rent | 18,753 | 147,174 | 140,000 | 7,174 | 105% | 210,000 |
| Tank rent | 1,128 | 8,124 | 6,333 | 1,791 | 128% | 9,500 |
| Total Building and land rent | 116,040 | 932,084 | 898,300 | 33,784 | 104% | 1,347,450 |
| Other revenue | | | | | | |
| Airport Marketing | 35,479 | 118,588 | 52,333 | 66,255 | 227% | 78,500 |
| Commissions | 1,443 | 16,513 | 23,333 | -6,820 | 71% | 35,000 |
| Other income | 24,205 | 99,017 | 43,333 | 55,684 | 229% | 65,000 |
| Total Other revenue | 61,127 | 234,118 | 118,999 | 115,119 | 197% | 178,500 |
| Uncategorized Income | 0 | 0 | 0 | 0 | 0% | 0 |
| Total Income | 258,622 | 1,661,779 | 1,482,631 | 179,148 | 112% | 2,223,950 |
| Gross Income | 258,622 | 1,661,779 | 1,482,631 | (2) 179,148 | 112% | 2,223,950 |
| Expense | | | | | | |
| Administrative expenses | | | | | | |
| A/E, consultants, brokers | 0 | 21,072 | 18,667 | 2,405 | 113% | 28,000 |
| Airport promotion | 16,385 | 124,662 | 57,675 | 66,987 | 216% | 86,512 |
| Bad Debt Expense | 0 | 2,480 | 1 | 2,479 | 248,000% | 1 |
| Computer/Network Admin. | 1,290 | 9,707 | 9,167 | 540 | 106% | 13,750 |
| Dues and subscriptions | 512 | 14,384 | 17,000 | -2,616 | 85% | 25,500 |
| Employee retirement | 5,872 | 48,433 | 50,205 | -1,772 | 96% | 75,307 |
| FICA and medicare tax expense | 4,683 | 39,005 | 40,384 | -1,379 | 97% | 60,576 |
| Industrial development | 0 | 37,500 | 33,333 | 4,167 | 113% | 50,000 |
| Insurance , property | 13,238 | 88,681 | 101,500 | -12,819 | 87% | 152,250 |
| Insurance, medical | 17,571 | 140,673 | 149,756 | -9,083 | 94% | 224,634 |
| Kansas unemployment tax | 0 | 386 | 667 | -281 | 58% | 1,000 |
| Legal and accounting | 1,002 | 34,091 | 21,667 | 12,424 | 157% | 32,500 |
| Office salaries | 35,615 | 305,085 | 325,347 | -20,262 | 94% | 488,020 |
| Office Supplies | 1,193 | 8,449 | 4,667 | 3,782 | 181% | 7,000 |
| Other administrative expense | | | | | | |
| Merchant Processing Fees | 810 | 2,221 | 300 | 1,921 | 740% | 450 |
| Other administrative expense - Other | 635 | 3,969 | 3,033 | 936 | 131% | 4,550 |
| Total Other administrative expense | 1,445 | 6,190 | 3,333 | 2,857 | 186% | 5,000 |

| | Aug 18 | Jan - Aug 18 | YTD Budget | \$ Over Budget | % of Budget | Annual Budget |
|---------------------------------|----------|---------------|------------|----------------|-------------|---------------|
| Postage | 486 | 2,601 | 2,000 | 601 | 130% | 3,000 |
| Property tax expense | 12,083 | 96,667 | 96,667 | 0 | 100% | 145,000 |
| Special Events | 0 | 0 | 667 | -667 | 0% | 1,000 |
| Telephone | 850 | 12,266 | 11,667 | 599 | 105% | 17,500 |
| Training | 979 | 4,888 | 3,333 | 1,555 | 147% | 5,000 |
| Travel and meetings | 1,854 | 5,340 | 7,667 | -2,327 | 70% | 11,500 |
| Total Administrative expenses | 115,058 | 1,002,560 | 955,370 | 47,190 | (3) 105% | 1,433,050 |
| Maintenance expenses | | | | | | |
| Airfield maintenance | 1,679 | 21,955 | 20,000 | 1,955 | 110% | 30,000 |
| Airport Security | 0 | 2,024 | 333 | 1,691 | 608% | 500 |
| Building maintenance | 3,755 | 54,777 | 31,667 | 23,110 | 173% | 47,500 |
| Equipment fuel and repairs | 10,128 | 60,633 | 43,333 | 17,300 | 140% | 65,000 |
| Fire Services | 0 | 596 | 13,333 | -12,737 | 4% | 20,000 |
| Grounds maintenance | 39 | 1,376 | 2,667 | -1,291 | 52% | 4,000 |
| Maintenance salaries | 26,505 | 215,654 | 227,780 | -12,126 | 95% | 341,670 |
| Other maintenance expenses | 809 | 10,166 | 13,333 | -3,167 | 76% | 20,000 |
| Snow removal expense | 0 | 3,439 | 14,667 | -11,228 | 23% | 22,000 |
| Utilities | 15,441 | 163,097 | 139,000 | 24,097 | 117% | 200,000 |
| Total Maintenance expenses | 58,356 | 533,717 | 506,113 | 27,604 | (4) 105% | 750,670 |
| Uncategorized Expenses | 0 | 0 | 0 | 0 | 0% | 0 |
| Total Expense | 173,414 | 1,536,277 | 1,461,483 | 74,794 | (5) 105% | 2,183,720 |
| Net Ordinary Income | 85,208 | (6) 125,502 | 21,148 | (7) 104,354 | 593% | 40,230 |
| Other Income/Expense | | | | | | |
| Other Income | | | | | | |
| Capital contributed | 0 | (8) 1,262,719 | 907,268 | 355,451 | 139% | 1,360,902 |
| Gain on sale of assets | 0 | 0 | 10,000 | -10,000 | 0% | 25,000 |
| Interest income | | | | | | |
| Interest income on deposits | 269 | 3,288 | 667 | 2,621 | 493% | 1,000 |
| Total Interest income | 269 | 3,288 | 667 | 2,621 | 493% | 1,000 |
| Mill levy income | 177,697 | 1,425,066 | 1,421,573 | 3,493 | 100% | 2,132,360 |
| Total Other Income | 177,966 | 2,691,073 | 2,339,508 | 351,565 | 115% | 3,519,262 |
| Other Expense | | | | | | |
| Debt interest expense net | | | | | | |
| Bond issue cost | 0 | -417 | 0 | -417 | 100% | 0 |
| Interest Expense on Debt | 62,240 | 497,919 | 497,919 | 0 | 100% | 746,879 |
| Total Debt interest expense net | 62,240 | 497,502 | 497,919 | -417 | 100% | 746,879 |
| Depreciation expense | 224,900 | 1,799,200 | 1,799,200 | 0 | 100% | 2,698,800 |
| Total Other Expense | 287,140 | 2,296,702 | 2,297,119 | -417 | 100% | 3,445,679 |
| Net Other Income | -109,174 | 394,371 | 42,389 | 351,982 | 930% | 73,583 |
| Net Income | -23,966 | 519,873 | 63,537 | 456,336 | 818% | 113,813 |

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through August 2018

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09/14/2018
Accrual Basis

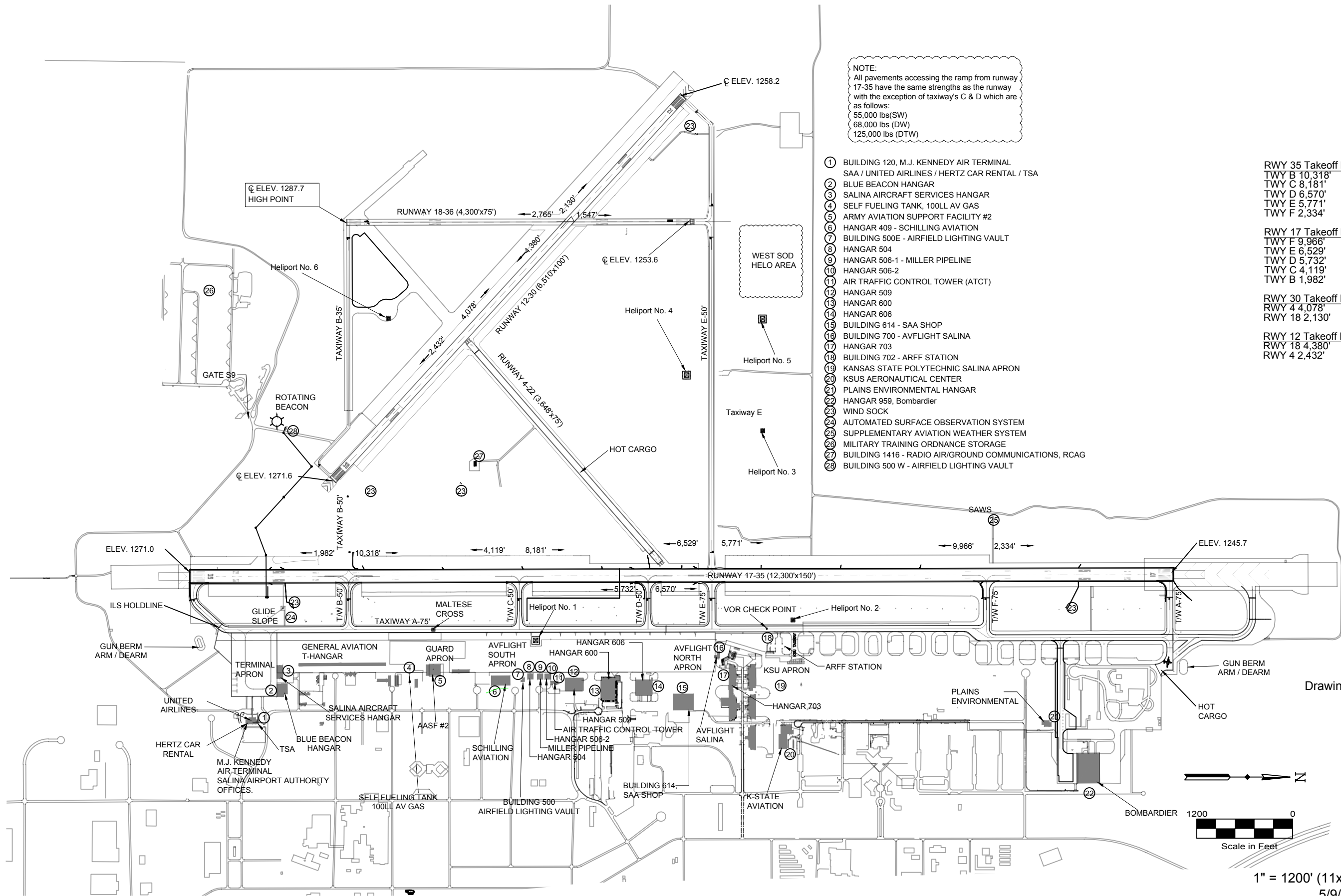
| | Jan - Aug 18 | Jan - Aug 17 | \$ Change | % Change | |
|--------------------------------------|--------------|--------------|------------|-----------|-----|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| Airfield revenue | | | | | |
| Fuel Flowage Fees | 134,701.63 | 131,728.47 | 2,973.16 | 2.26% | |
| Hangar rent | 291,138.55 | 229,159.00 | 61,979.55 | 27.05% | |
| Landing fees | 39,513.88 | 21,899.57 | 17,614.31 | 80.43% | |
| Ramp rent | 30,222.00 | 32,144.00 | -1,922.00 | -5.98% | |
| Total Airfield revenue | 495,576.06 | 414,931.04 | 80,645.02 | 19.44% | |
| Building and land rent | | | | | |
| Agri land rent | 37,166.64 | 38,729.36 | -1,562.72 | -4.04% | |
| Building rents - Long Term | | | | | |
| Short-term leasing | 226,822.42 | 153,209.45 | 73,612.97 | 48.05% | |
| Building rents - Long Term - Other | 512,797.04 | 529,859.51 | -17,062.47 | -3.22% | |
| Total Building rents - Long Term | 739,619.46 | 683,068.96 | 56,550.50 | 8.28% | |
| Land rent | | | | | |
| Basic Land Rent | 67,024.39 | 70,085.63 | -3,061.24 | -4.37% | |
| Property tax - tenant share | 80,150.00 | 80,000.00 | 150.00 | 0.19% | |
| Land rent - Other | 0.00 | 0.00 | 0.00 | 0.0% | |
| Total Land rent | 147,174.39 | 150,085.63 | -2,911.24 | -1.94% | |
| Tank rent | 8,124.00 | 6,464.00 | 1,660.00 | 25.68% | |
| Total Building and land rent | 932,084.49 | 878,347.95 | 53,736.54 | 6.12% | |
| Other revenue | | | | | |
| Airport Marketing | 118,588.09 | 41,166.54 | 77,421.55 | 188.07% | |
| Commissions | 16,513.25 | 30,211.74 | -13,698.49 | -45.34% | |
| Other income | 99,017.25 | 28,113.42 | 70,903.83 | 252.21% | |
| Total Other revenue | 234,118.59 | 99,491.70 | 134,626.89 | 135.32% | |
| Uncategorized Income | 0.00 | 0.00 | 0.00 | 0.0% | |
| Total Income | 1,661,779.14 | 1,392,770.69 | 269,008.45 | 19.32% | |
| Gross Profit | 1,661,779.14 | 1,392,770.69 | 269,008.45 | 19.32% | (9) |
| Expense | | | | | |
| Administrative expenses | | | | | |
| A/E, consultants, brokers | 21,072.25 | 850.00 | 20,222.25 | 2,379.09% | |
| Airport promotion | | | | | |
| Air Serv. Mktg - City | 46,592.93 | 20,583.28 | 26,009.65 | 126.36% | |
| Air Serv. Mktg - County | 46,592.95 | 20,583.27 | 26,009.68 | 126.36% | |
| Air Serv. Mktg - SAA | 6,170.79 | 2,807.59 | 3,363.20 | 119.79% | |
| Air Serv. Mktg - SkyWest | 20,000.00 | 0.00 | 20,000.00 | 100.0% | |
| Airport promotion - Other | 5,305.15 | 2,386.12 | 2,919.03 | 122.33% | |
| Total Airport promotion | 124,661.82 | 46,360.26 | 78,301.56 | 168.9% | |
| Bad Debt Expense | 2,480.00 | 0.00 | 2,480.00 | 100.0% | |
| Computer/Network Admin. | 9,707.01 | 12,003.17 | -2,296.16 | -19.13% | |
| Dues and subscriptions | 14,383.69 | 19,515.50 | -5,131.81 | -26.3% | |
| Employee retirement | 48,433.04 | 41,925.29 | 6,507.75 | 15.52% | |
| FICA and medicare tax expense | 39,004.84 | 38,065.57 | 939.27 | 2.47% | |
| Industrial development | 37,500.00 | 18,750.00 | 18,750.00 | 100.0% | |
| Insurance , property | 88,681.09 | 96,793.63 | -8,112.54 | -8.38% | |
| Insurance, medical | 140,673.09 | 131,645.68 | 9,027.41 | 6.86% | |
| Kansas unemployment tax | 385.77 | 371.09 | 14.68 | 3.96% | |
| Legal and accounting | 34,090.70 | 13,470.70 | 20,620.00 | 153.07% | |
| Office salaries | 305,085.44 | 279,367.61 | 25,717.83 | 9.21% | |
| Office Supplies | 8,449.22 | 4,728.11 | 3,721.11 | 78.7% | |
| Other administrative expense | | | | | |
| Merchant Processing Fees | 2,220.60 | 537.54 | 1,683.06 | 313.1% | |
| Other administrative expense - Other | 3,968.78 | 5,936.13 | -1,967.35 | -33.14% | |
| Total Other administrative expense | 6,189.38 | 6,473.67 | -284.29 | -4.39% | |

| | Jan - Aug 18 | Jan - Aug 17 | \$ Change | % Change |
|--------------------------------------|---------------------|---------------------|-------------------|----------------|
| Payroll expenses | 0.00 | 0.00 | 0.00 | 0.0% |
| Postage | 2,601.13 | 1,649.90 | 951.23 | 57.65% |
| Property tax expense | 96,666.64 | 106,666.64 | -10,000.00 | -9.38% |
| Telephone | 12,265.76 | 12,088.16 | 177.60 | 1.47% |
| Training | 4,888.43 | 40.00 | 4,848.43 | 12,121.08% |
| Travel and meetings | 5,340.13 | 6,115.19 | -775.06 | -12.67% |
| Total Administrative expenses | 1,002,559.43 | 836,880.17 | 165,679.26 | 19.8% |
| Bank Service Charges | 0.00 | 0.00 | 0.00 | 0.0% |
| Maintenance expenses | | | | |
| Airfield maintenance | 21,954.90 | 19,803.69 | 2,151.21 | 10.86% |
| Airport Security | 2,024.00 | 800.63 | 1,223.37 | 152.8% |
| Building maintenance | 54,776.94 | 72,534.06 | -17,757.12 | -24.48% |
| Equipment fuel and repairs | 60,632.87 | 73,404.59 | -12,771.72 | -17.4% |
| Fire Services | 595.80 | 750.00 | -154.20 | -20.56% |
| Grounds maintenance | 1,376.29 | 3,392.19 | -2,015.90 | -59.43% |
| Maintenance salaries | 215,654.47 | 226,176.30 | -10,521.83 | -4.65% |
| Other maintenance expenses | 10,165.73 | 10,436.42 | -270.69 | -2.59% |
| Snow removal expense | 3,438.86 | 514.36 | 2,924.50 | 568.57% |
| Utilities | 163,096.57 | 170,314.51 | -7,217.94 | -4.24% |
| Total Maintenance expenses | 533,716.43 | 578,126.75 | -44,410.32 | -7.68% |
| Uncategorized Expenses | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | 1,536,275.86 | 1,415,006.92 | 121,268.94 | 8.57% |
| Net Ordinary Income | 125,503.28 | (10) -22,236.23 | 147,739.51 | 664.41% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| Capital contributed | 1,262,719.00 | 841,383.00 | 421,336.00 | 50.08% |
| Interest income | | | | |
| Interest income on deposits | 3,287.74 | 765.21 | 2,522.53 | 329.65% |
| Total Interest income | 3,287.74 | 765.21 | 2,522.53 | 329.65% |
| Mill levy income | 1,425,066.18 | 1,382,346.03 | 42,720.15 | 3.09% |
| Total Other Income | 2,691,072.92 | 2,224,494.24 | 466,578.68 | 20.98% |
| Other Expense | | | | |
| Debt interest expense net | | | | |
| Bond issue cost | -417.32 | 1,075.80 | -1,493.12 | -138.79% |
| Interest Expense on Debt | 497,919.36 | 623,090.00 | -125,170.64 | -20.09% |
| Total Debt interest expense net | 497,502.04 | 624,165.80 | -126,663.76 | -20.29% |
| Depreciation expense | 1,799,200.00 | 1,796,520.00 | 2,680.00 | 0.15% |
| Total Other Expense | 2,296,702.04 | 2,420,685.80 | -123,983.76 | -5.12% |
| Net Other Income | 394,370.88 | -196,191.56 | 590,562.44 | 301.01% |
| Net Income | 519,874.16 | -218,427.79 | 738,301.95 | 338.01% |

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

12:42 PM
09/14/2018
Accrual Basis

| | Aug 18 | Jan - Aug 18 | Annual Budget | +/- Annual Budget | % of Annual Budget |
|---|-------------|----------------|---------------|-------------------|--------------------|
| 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 | | 1,300,018 | 1,423,837 | -123,819 | 91% |
| AIP-39 ARFF Vehicle Acquisition | | 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 | 0 | 1,597,151 | 1,742,391 | -145,240 | 92% |
| Buildings & Improvements | | | | | |
| Building improvements | | | | | |
| Bldg. Imps. Other | (11) 14,200 | 51,861 | 45,000 | 6,861 | 115% |
| Total Building improvements | 14,200 | 51,861 | 45,000 | 6,861 | 115% |
| Total Buildings & Improvements | 14,200 | 51,861 | 45,000 | 6,861 | 115% |
| Equipment | | | | | |
| ARFF equipment | | 119,691 | 25,650 | 94,041 | 467% |
| Communications equipment | | 8,192 | 2,500 | 5,692 | 328% |
| Computer equipment | | 1,690 | 2,500 | -810 | 68% |
| Shop equipment | | 25,658 | 26,000 | -342 | 99% |
| Total Equipment | 0 | 155,231 | 56,650 | 98,581 | 274% |
| Land | | | | | |
| Airport Indust. Cent. Imps. | | 0 | 10,000 | -10,000 | 0% |
| Environmental | | | | | |
| Environmental - SAFB | 392 | 48,093 | 15,000 | 33,093 | 321% |
| Total Environmental | 392 | 48,093 | 15,000 | 33,093 | 321% |
| West Beechcraft Road Imps. | (12) 93,830 | 750,329 | 1,178,000 | -427,671 | 64% |
| Total Land | 94,222 | 798,422 | 1,203,000 | -404,578 | 66% |
| Total Fixed assets at cost | 108,422 | (13) 2,602,665 | 3,047,041 | -444,376 | 85% |



- ① BUILDING 120, M.J. KENNEDY AIR TERMINAL
SAA / UNITED AIRLINES / HERTZ CAR RENTAL / TSA
- ② BLUE BEACON HANGAR
- ③ SALINA AIRCRAFT SERVICES HANGAR
- ④ SELF FUELING TANK, 100LL AV GAS
- ⑤ ARMY AVIATION SUPPORT FACILITY #2
- ⑥ HANGAR 409 - SCHILLING AVIATION
- ⑦ BUILDING 500E - AIRFIELD LIGHTING VAULT
- ⑧ HANGAR 504
- ⑨ HANGAR 506-1 - MILLER PIPELINE
- ⑩ HANGAR 506-2
- ⑪ AIR TRAFFIC CONTROL TOWER (ATCT)
- ⑫ HANGAR 509
- ⑬ HANGAR 600
- ⑭ HANGAR 606
- ⑮ BUILDING 614 - SAA SHOP
- ⑯ BUILDING 700 - AVFLIGHT SALINA
- ⑰ HANGAR 703
- ⑱ BUILDING 702 - ARFF STATION
- ⑲ KANSAS STATE POLYTECHNIC SALINA APRON
- ⑳ KSUS AERONAUTICAL CENTER
- ㉑ PLAINS ENVIRONMENTAL HANGAR
- ㉒ HANGAR 959, Bombardier
- ㉓ WIND SOCK
- ㉔ AUTOMATED SURFACE OBSERVATION SYSTEM
- ㉕ SUPPLEMENTARY AVIATION WEATHER SYSTEM
- ㉖ MILITARY TRAINING ORDNANCE STORAGE
- ㉗ BUILDING 1416 - RADIO AIR/GROUND COMMUNICATIONS, RCAG
- ㉘ BUILDING 500 W - AIRFIELD LIGHTING VAULT

RWY 35 Takeoff Length From:
TWY B 10,318'
TWY C 8,181'
TWY D 6,570'
TWY E 5,771'
TWY F 2,334'

RWY 17 Takeoff Length From:
TWY F 9,966'
TWY E 6,529'
TWY D 5,732'
TWY C 4,119'
TWY B 1,982'

RWY 30 Takeoff Length From:
RWY 4 4,078'
RWY 18 2,130'

RWY 12 Takeoff Length From:
RWY 18 4,380'
RWY 4 2,432'

Drawing Number 2058A-08-16



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX:785-827-2221)

None :REVISIONS
KRB :DESIGNED BY
KRB :DRAWN BY

1" = 1200' (11x17Sheet) :SCALE

5/9/18, 07:01 :DATE

SALINA REGIONAL AIRPORT
KSLN Tenant And Airfield Diagram