



**EXECUTIVE DIRECTOR**

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Salina, Kansas 67401

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**DATE:** January 11, 2019  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** **January 16, 2019 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.

Wednesday's meeting will focus on four 2019 Airport Authority priorities.

- Market available buildings, hangars and development lots.
- Review Airport Industrial Center development objectives and options.
- Secure grant funding for exterior building/hangar improvements within the Beechcraft Rd. District.
- Pursue DoD related aviation and aerospace projects.

Please note the following agenda comments.

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

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

The December 2018 air traffic count increased 0% to 4,091 operations as compared to the December 2017 total of 4,094. December air traffic count is consistently low due to the semester break for K-State flight training. For CY 2018 a total of 69,293 operations were recorded which is 13% more than the December 2017 YTD total of 61,141. The 5-year trailing average for annual air traffic count is 83,166 operations per year.

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

December 2018 fuel flowage was 99,437 gallons, which was a 25% decrease as compared to the December 2017 total of 133,173 gallons. For CY 2018 fuel flowage totaled 2,414,824 gallons which is down 8% as compared to the CY 2017 total of 2,622,157 gallons. The 5-year trailing average for annual fuel flowage is 2,139,943 gallons per year.

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

SkyWest enplaned 1,622 passengers, which was a 95% increase over the December 2017 total of 833 passengers. The airline's total passenger count was 3,015 which was a 96% increase over the December 2017 total of 1,540. For CY 2017 a total of 14,642 passengers enplaned scheduled air carrier flights as compared to the CY 2017 total of 8,883 passenger enplanements. The 5-year trailing average for scheduled air carrier passenger enplanements is 3,553.

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

We've been busy with our usual year end activity in order to bring you the preliminary December 31, 2018 financial statements. In addition to adjusting accruals to actual, we're working on tax and informational returns, W-2s, 1099s and other year-end activity.

Our preliminary statements positively show total operating income arriving at nearly \$2.5 million and over budget

projections by \$273,464. Total operating expenses for the year ended up 10% over budget. Total net income before depreciation reached \$98,896 and ahead of the same period in 2017 by \$46,986.

**Financial Reports – Accounts Receivable Past Due 31 days or more as of January 11, 2019** (Swanson)

Account	Amount	Days	Comments
AAL Organic Matters	\$14,745	31>90	Bldg. rent and utility reimbursement
Federal Aviation Admin.	\$5,020	31-60	Bldg. rent

**Agenda Item #6 – Consideration of a Lease Addendum to the Interstates Construction Services, Inc. Lease Agreement for Building B394**, (Swanson)

Interstates Construction Services, Inc., headquartered in Sioux Center, IA, has leased the SAA's Building B394 since June 1, 2016 as a regional engineering and construction management office. B394 contains 3,951 Sq. Ft. of office space and is situated on the north east corner of Schilling and Centennial at the Airport Industrial Center. The three-year June 2016 lease agreement provided for one option period of three years at the expiration of the primary lease term, which is ending on May 31, 2019. Interstate's VP of Regional Offices has requested an addendum to the lease amending the three-year option period to a one-year option. Enclosed in your packet is a copy of the Lease Addendum.

**Recommendation:** Approval of the Interstates Construction Services Addendum to Lease Agreement.

**Agenda Item #7 – Consideration of Bids Received for the Building B122 Roof Replacement (Rogers and Bieker)**

Building B122 is occupied by Waters, Inc. and is the corporate headquarters for Water True Value hardware stores. The existing roof has been in place for approximately 15 years and is due for replacement. The existing rubber/vinyl roof will be replaced with a new 50 to 60 mil membrane roof. Two bids were received.

- Ryan Roofing, Inc, Salina, KS
  - 50 mil Duro-Last PVC roofing membrane
  - \$23,625
- Webcon, Inc., Hutchinson, KS
  - 60 mil Firestone rubber roofing membrane
  - \$26,000

The current Waters, Inc. lease agreement renewed on October 1, 2018 and runs through September 30, 2023. Current rental is \$2,223 per month, \$26,676 per year.

Waters True Value hardware stores are in Dodge City, Emporia, Great Bend, Junction City, Manhattan, Salina and Wamego. The Salina store has been in operation since 1973.

**Recommendation:** Accept the low bid submitted by Ryan Roofing, Salina, KS to replace the Building B122 roof at a cost of \$23,625.

**Agenda Item #8 – Review of Salina Airport Authority Industrial Center Development Lots and Development Objectives. (Rogers)**

A 2019 priority is to focus efforts to attract new Salina Airport Industrial Center investment and development. Interest in the Airport Authority's development lots is being spurred by an emerging demand for new manufacturing and warehouse space. New federal opportunity zone tax benefits that are available by investing capital in buildings at the Airport Industrial Center is also driving interest in available development lots.

Attached is an overview of six Airport Authority development lots that total 127 acres. Lots 1, 2, 3, 5 and 6 can support 100,000 SF manufacturing/warehouse buildings. Lot 4 can support multiple 100,000 SF to 200,000 SF buildings. Discussion will focus on the zoning considerations:

- Targeted development
  - Manufacturing and warehousing
  - Other
- Development tools
  - GO bonds
  - IRBs
  - City of Salina economic development sales tax grants
  - State of Kansas incentives
  - Federal opportunity zone investment benefits
  - Federal grants
- Development options
  - Lot sales and the buyer develops the property
  - Land lease and the tenant develops the property
  - The Airport Authority builds to suit and leases the property and building
  - Real estate developer agreements

Two protentional projects have been identified. One manufacturer has expressed the need for 100,000 SF of new manufacturing space. A real estate developer has expressed interest in building 100,000 SF or more of new warehouse space.

#### **Agenda Item #9 – Beechcraft Rd Improvement District Update** (Rogers)

At the meeting I'll update you on possible grant funding for improvements to buildings located within the Beechcraft Rd Improvement District. Aging buildings and structures owned by the Airport Authority, K-State, USD-305 and Salina Area Technical College need exterior improvements. A working group has been formed to pursue federal and/or state grant funds. The area of concern is highlighted on the enclosed board meeting agenda locations map.

#### **Agenda #10 – Aviation and Aerospace Business Recruitment Update.** (Rogers)

At the meeting I'll update the board on the status of the Bakker Donelson engagement. Baker Donelson staff have been busy following up on the MQ-9 Modification Center project and identifying steps that can be taken to enhance manned and unmanned pilot training at K-State.

Enclosed is an update summary of aviation and non-aviation prospects. Also include is an updated facility leasing "Scorecard" that summarizes the status of available building and hangar at the Salina Airport and Airport Industrial Center.

## STAFF REPORTS

### **AIP 39 - ARFF Vehicle (ARFF #7)** (Bieker)

Carl Hubbell with Oshkosh, spent the week of January 7<sup>th</sup> training both the Salina Airport Authority ARFF staff and the Salina Fire Department staff on the operation of the new Aircraft Rescue and Firefighting Truck. ARFF #7 entered service on Friday, January 11<sup>th</sup>.



### **Fossett Plaza**(Bieker)

Solar LED lighting has been installed at the Fossett Plaza/Avflight directional sign. The lighting is impressive, and we're looking forward to seeing its performance in the long run.

### **Terminal Building Overflow Parking**(Bieker)

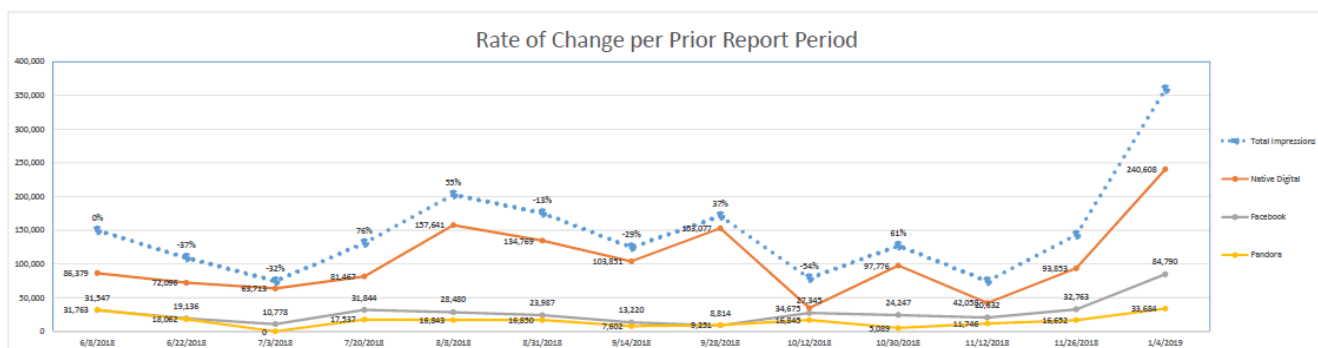
Westar has installed three power poles with LED lighting on the east side of the Terminal Building to light the overflow parking lot. The new lighting will enhance security.



## Fly Salina Marketing (Windhorst)

During the month of December, the SAA Facebook page has reached over 84K viewers which is an increase of 61% as compared to the previous month. Overall the marketing campaign continues to exceed industry benchmarks and has reached over 2.4 million impressions with Native Digital, Facebook and Pandora ads.

Media	Period Impressions															Total Cumulative Impressions
	As of 7/20/2018 (+/-)	As of 8/8/2018 (+/-)	As of 8/31/2018 (+/-)	As of 09/14/18 (+/-)	As of 09/28/18 (+/-)	As of 10/12/18 (+/-)	As of 10/30/18 (+/-)	As of 11/12/18 (+/-)	As of 11/26/18 (+/-)	As of 1/4/19 (+/-)						
Native Digital	81,467 28%	157,641 94%	134,769 -15%	103,851 -23%	153,077 47%	34,675 -77%	97,776 182%	42,058 -57%	93,853 123%	240,608 156%	1,761,967					
Facebook	31,844 195%	28,480 -11%	23,987 -16%	13,220 -45%	8,814 -33%	27,345 210%	24,247 -11%	20,632 -15%	32,763 59%	84,790 159%	439,826					
Pandora	17,537 100%	16,843 -4%	16,850 0%	7,602 -55%	9,251 22%	16,845 82%	5,089 -70%	11,746 131%	16,652 42%	33,684 102%	218,763					
Total	130,848 76%	202,964 55%	175,606 -13%	124,673 -29%	171,142 37%	78,865 -54%	127,112 61%	74,436 -41%	143,268 92%	359,082 151%	2,420,556					



## New Year's Resolution to Start Saving. Check.

Salina to Denver **\$89\*** one way  
Standard Economy Fare

**UNITED**

Operated by SkyWest Airlines

\*Book by February 26, 2019 for travel through May 22, 2019. 14 day advance purchase and other restrictions apply.

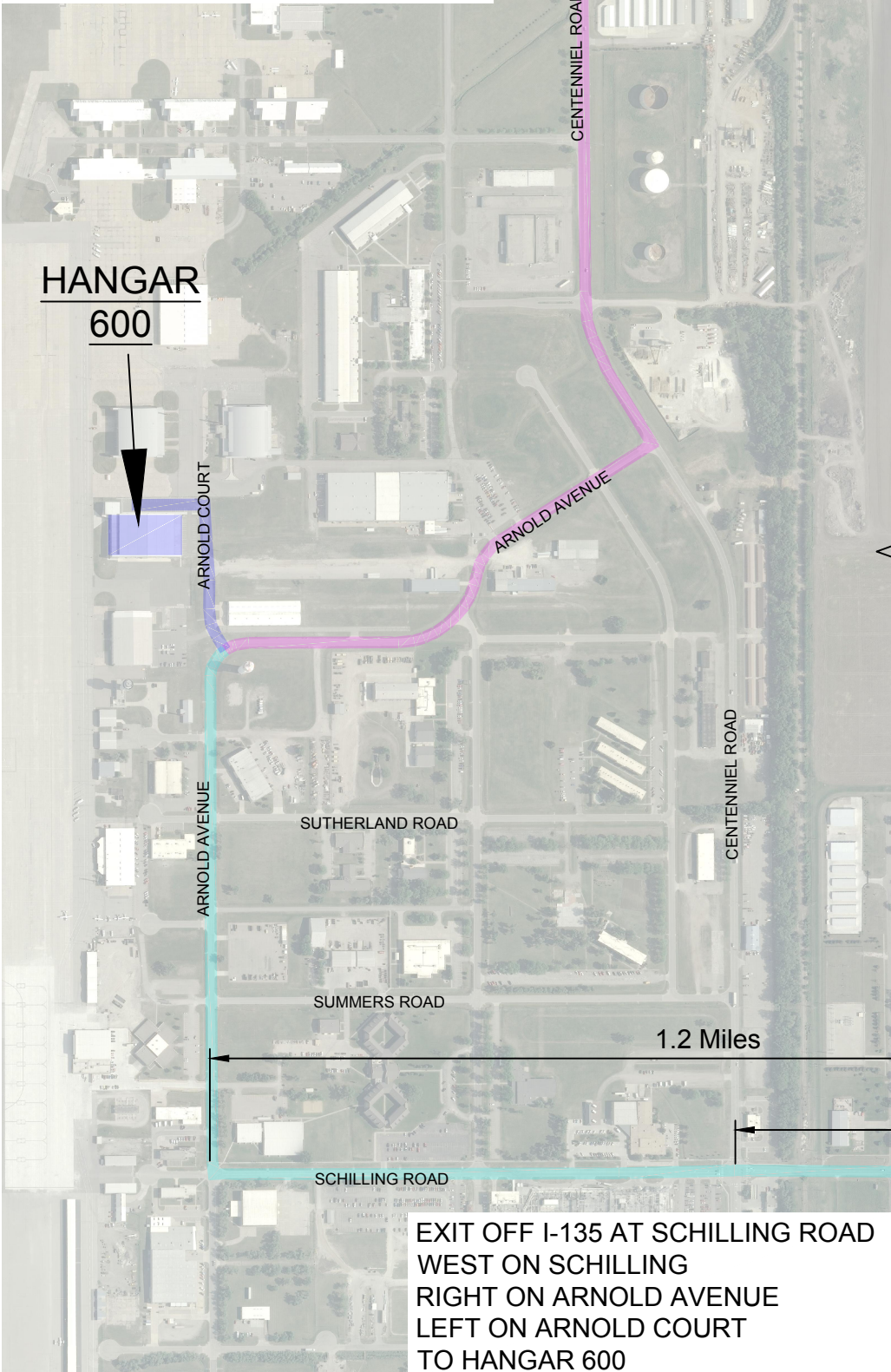
## \$89 Fare (January 9 – February 26)

SkyWest reintroduced a special fare for United flights to Chicago and Denver. The fare will be available effective January 9, 2019. Tickets must be purchased by February 26, 2019 for travel by May 22, 2019.

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



# 2019 Priorities - On Course for Success

- Schilling Project Next Steps
- Hangar H724 Renovation and K-State Global Aeronautics Initiative
- Taxiway Delta Extension, Runway 12/30 and Runway 17/35 design
- Air Service Development and Marketing
- M.J. Kennedy Air Terminal Building Requirements and Study Plan
- Airport and Airport Industrial Center Leasing
- FOL Activity
- Staffing Requirements
- Fund balance reserve plan and implementation
- T-Hangar Construction Feasibility Study



# **SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING**

**Wednesday, January 16, 2019  
Hangar H600, 2720 Arnold Court  
Second Floor Conference Room – 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 December 19, 2018 regular board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending December 31, 2018. (Rogers & Swanson)
6. Consideration of lease addendum #1 to the Airport Authority's lease with Interstates Construction Services, Inc. for building B394, 2941 Centennial Rd. (Swanson)
7. Consideration of bids received for the replacement of the building B122 roof. (Rogers and Bieker)
8. Review of the Airport Authority's Airport Industrial Center development lots and development priorities. (Rogers)
9. Update on grant funding available for improvements to buildings and hangars located in the Beechcraft Rd improvement district. (Rogers and Swanson)
10. Aviation and aerospace business recruitment update. (Rogers)

### **Directors' Forum** (Weisel)

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

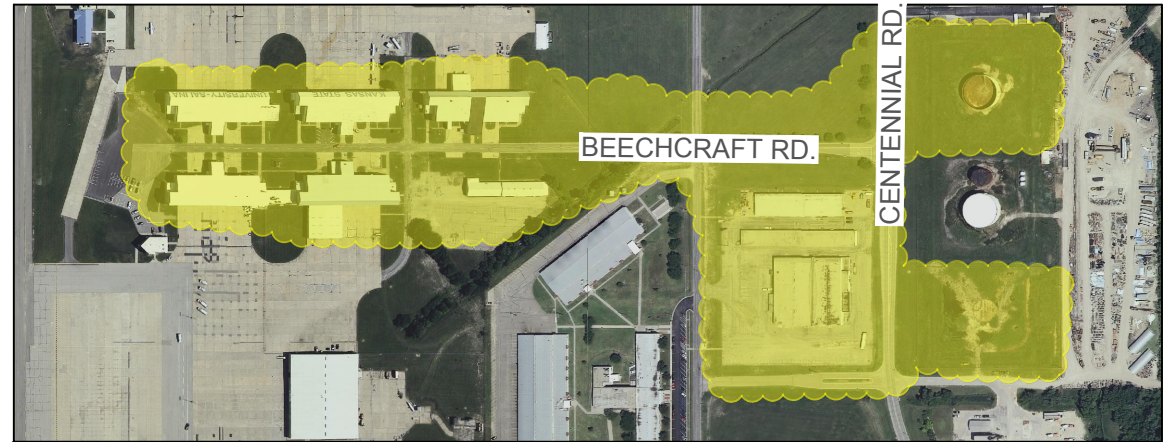
### **Staff Reports** (Rogers)

### **Announcements** (Rogers)

### **Adjournment** (Weisel)



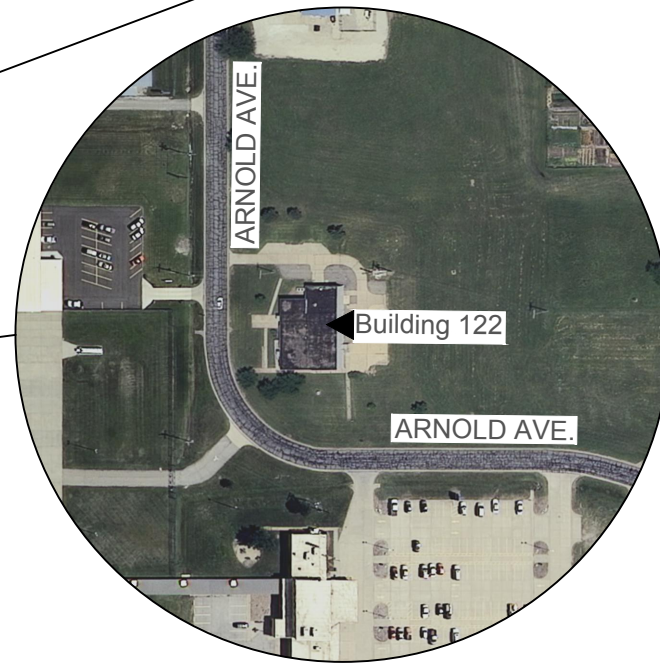




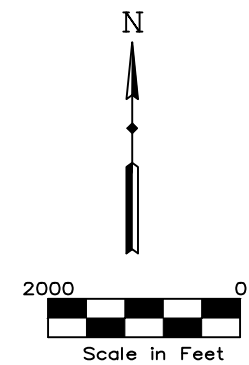
Beechcraft Road Improvement District



Building 394



Building 122 Roof Replacement



Drawing Number 2548-01-19



3237 ARNOLD, SALINA, KS 67401  
 (785-827-3914 FAX: 785-827-2221)  
 None : REVISIONS  
 KRB : DESIGNED BY  
 KRB : DRAWN BY  
 1" = 2000' : SCALE  
 1/11/19, 09:26 : DATE

SALINA AIRPORT AUTHORITY  
 January 2019 Board Meeting Location Map



**MINUTES OF THE REGULAR MEETING OF THE BOARD  
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
DECEMBER 19, 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 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. Bob Vidricksen, Saline County Commissioner; Michael Bunn, T-hangar Tenant, Trent Davis, City of Salina Commissioner, Julie Yager-Zucker, Avflight, Mitch Robinson, Salina Community Economic Development, and Tim Unruh, Reporting Points Reporter were guests.

**Additions to the Agenda**

Chairman Weisel asked if there were any additions. Director of Administration and Finance Shelli Swanson stated there were no additions to the agenda.

**Minutes**

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

**Airport Activity and Financial Reports**

Director of Administration and Finance Shelli Swanson reported on airport activity for the month of November 2018. The Salina Air Traffic Control Tower (ATCT) recorded 5,317 operations during November 2018 which was a 12% decrease as compared to November 2017 total of 6,062. For the year-to-date, a total of 65,202 operations have occurred, which is 14% more than the November 2017 year-to-date total. Swanson informed staff that new ATCT Manager Kevin Wright has been introduced to SAA staff and was briefed about SLN air traffic mix. The November 2018 fuel flowage came in at 125,129 gallons which was 37% less than the November 2017 total of 200,050. For the year-to-date, a total of 2,315,386 gallons has been delivered on the airport which is 7% less than the 2017 total of 2,488,984. SkyWest reported 1,656 total passengers during November 2018 which was 100% more than the November 2017 total of 829 total passengers. For the year-to-date, SkyWest reported 13,020 which was a 99% increase to November 2017 total of 8,050. Director Gunn inquired about the terminal building requirements study. Swanson reviewed the project status and time line. Swanson noted that SkyWest intends

to sell their Express Jet line, but this will not affect United operated by SkyWest operations.

Swanson reported on the financials for the month of November 2018. Total operating revenue exceeded the budget by \$296,653 and exceeded 2017 income by 14.3% as a result of year-over-year growth. Total operating expenses arrived at 10% over budget and ahead of the same period of 2017, bringing net income before depreciation to \$133,085 which is 32.4% ahead year-over-year. Chairman Weisel directed staff to file the financials for audit.

### **2019 Operating Plan and Budget**

Director of Administration and Finance Shelli Swanson reviewed the following 2019 priorities.

- Continued fuel flowage growth
- Market available buildings, hangars and development lots
- Continue air service development and marketing efforts
- Complete an airport master plan update to determine future terminal building requirements
- Support implementation of the K-State Polytechnic Global Aeronautics Initiative final report
- Secure grant funding for hangar and building exterior improvements within the Beechcraft Road Redevelopment District
- Complete the Schilling Project mediation and Consent Decree phases
- Update and replace obsolete airfield maintenance equipment
- Publish and distribute the 2018 Salina Airport and Airport Industrial Center Economic Impact Report
- Review Airport Industrial Center development objectives and options
- Contract with the Salina Chamber for services to attract and retain a skilled aerospace workforce
- Increase cash reserves by \$100,000
- Secure FAA grant funding for the Taxiway Delta Extension project
- Support 2019 FOL deployments
- Actively pursue DoD projects in partnership with the State of Kansas, City, County, Chamber & SCEDO (Baker Donelson engagement)
- Complete a T-Hangar construction feasibility study
- Retain current SAA staff members and add one part-time maintenance/custodial person

Swanson presented and reviewed the updated 2019 budget report and operating plan to the board. Director Gunn moved, seconded by Director Eichelberger to approve the 2019 Operating Plan and Budget Report. Motion passed unanimously.

### **Airport Use Agreement with Long McArthur Ford, LLC.**

Director of Administration and Finance Shelli Swanson reviewed the history of the Long McArthur Ford, LLC. services agreement. The agreement will renew their ability to offer rental car services at the Salina Regional Airport in accordance with Airport Rules and Regulations for a

two-year term, effective January 1, 2019 and extending to December 31, 2020. The proposed rental rate structure includes airport rental fees in the amount of 10% of all gross revenues derived from rental operations conducted at the airport and a \$250 annual facilities fee.

Swanson recommended that the board approve the proposed agreement with Long McArthur Ford, LLC.

Director Vancil moved to approve the proposed agreement with Long McArthur Ford, LLC., seconded by Director Gunn. The motion passed unanimously.

### **Visitor's Questions and Comments**

Mitch Robinson, SCEDO, updated the board on current economic development projects.

Michael Bunn, T-hangar tenant, inquired about restroom access on the south end of the airport by his hangar. Swanson noted that SAA staff are working with Avflight, the tenant of H409, for a possible public use restroom at that location.

Trent Davis, City of Salina Commissioner thanked staff for the installation of the new directional signs for the terminal. Davis asked if there was sufficient lighting at the south intersection of Centennial and Arnold Avenue to make the sign there visible to travelers.

### **Staff Reports**

#### **i. AIP 39 – ARFF Vehicle (ARFF #7)**

Director of Facilities and Construction, Kenny Bieker, updated the board on the progress of ARFF Vehicle acquisition. The vehicle and all associated equipment has been delivered by the manufacturer, Oshkosh Corporation. Oshkosh will train Airport Authority staff and SFD during the week of January 7<sup>th</sup>, 2019. Once training is completed and after final acceptance, the vehicle will be put into service.

#### **ii. Terminal Building Overflow Parking**

Bieker informed the board that overhead lighting will be installed by Westar Energy. Three power poles will be placed along the west side of the parking lot.

#### **iii. \$89 Fare (January 9 – February 26)**

Swanson announced that starting January 9, 2018 SkyWest will once again offer a special fare for flights to Denver and Chicago. Flights must be booked by February 26, 2019 for travel through May 22, 2019.



**Executive Session**

At 8:45 A.M. Director Eichelberger moved the following:

I move the board recess into executive session for 15 minutes to discuss the subject of the Executive Director's performance evaluation based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at 9:00 AM.

Director Buer seconded the motion. Motion passed unanimously.

The open meeting resumed at 9:00 A.M.

At 9:00 A.M. Director Buer moved the following:

I move the board recess into executive session for 15 minutes to discuss the subject of the Executive Director's performance evaluation based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at 9:15 AM.

Director Vancil 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 January 16, 2019 Board Meeting.

\_\_\_\_\_  
Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY**  
**AIRPORT ACTIVITY REPORT**  
**2018**

**AIR TRAFFIC/ATCT**

December, 2018	4,091 Operations 613 Instrument Operations 438 Peak Day
December, 2017	4,094 Operations 635 Instrument Operations 372 Peak Day
January 2018 - December 2018	69,293 Operations
January 2017 - December 2017	61,141 Operations
January 2016 - December 2016	77,111 Operations

**FUEL FLOWAGE**

December, 2018	99,437 Gallons
December, 2017	133,173 Gallons
January 2018 - December 2018	2,414,824 Gallons
January 2017 - December 2017	2,622,157 Gallons
January 2016 - December 2016	1,860,912 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
5,266	94,172	5,217	603
6,284	126,889	23,658	514
88,931	2,325,893	1,086,014	7,994
98,360	2,523,797	903,709	8,802
118,194	1,742,718	678,398	9,797

**SkyWest Airlines**

**ENPLANEMENTS**

December, 2018	1,622 Passengers
December, 2017	833 Passengers
January 2018 - December 2018	14,642 Passengers
January 2017 - December 2017	8,883 Passengers
January 2016 - December 2016	3,259 Passengers

**DEPLANEMENTS**

**TOTAL**

1,393 Passengers	3,015
707 Passengers	1,540

**ENPLANEMENTS - Charter Flights**

December, 2018	0 Passengers
December, 2017	374 Passengers
January 2018 - December 2018	5,657 Passengers
January 2017 - December 2017	5,076 Passengers
January 2016 - December 2016	624 Passengers

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

December, 2018	1,622 Passengers
December, 2017	1,207 Passengers
January 2018 - December 2018	20,299 Passengers
January 2017 - December 2017	13,959 Passengers
January 2016 - December 2016	3,883 Passengers

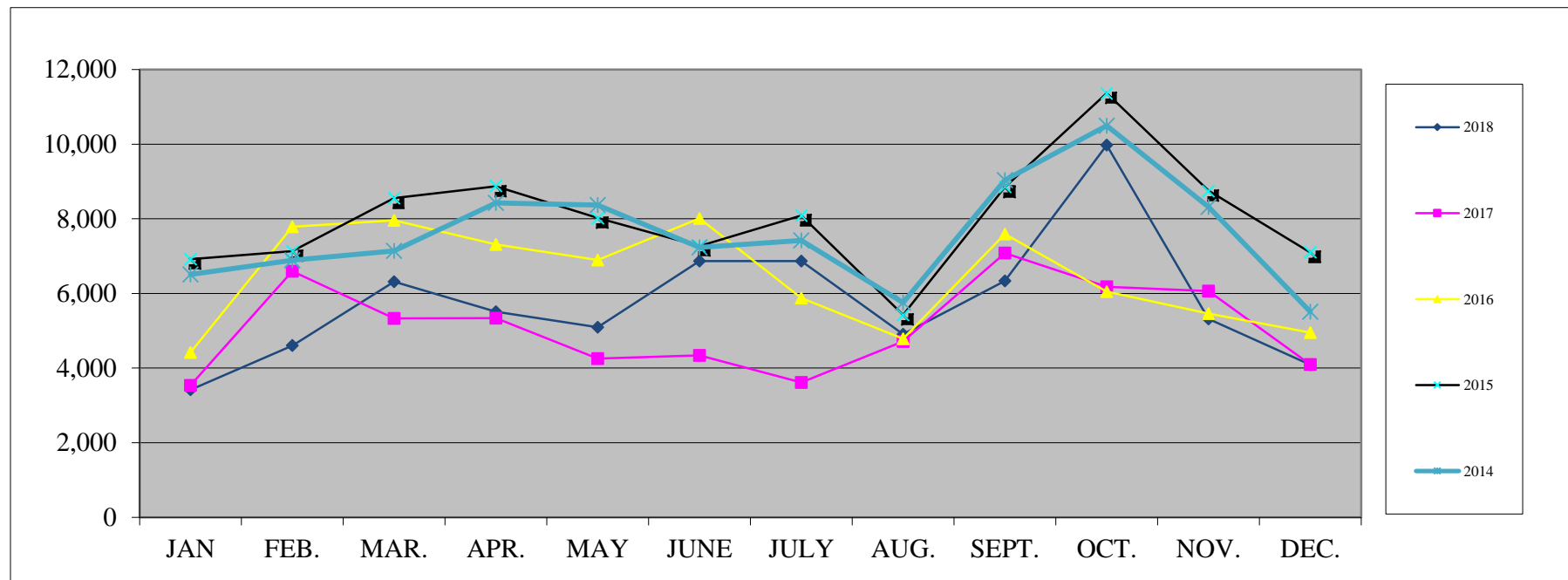
# AIRPORT TRAFFIC RECORD

## 2017 - 2018

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
<b>2018</b>									
January, 18	0	1,068	587	205	1,860	1,390	168	1,558	3,418
February, 18	17	1,282	541	316	2,156	2,103	342	2,445	4,601
March, 18	2	1,413	840	462	2,717	2,976	619	3,595	6,312
April, 18	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	48	1,846	767	332	2,993	2,823	520	3,343	6,336
October, 18	12	2,443	838	354	3,647	5,941	386	6,327	9,974
November, 18	6	1,702	640	173	2,521	2,742	54	2,796	5,317
December, 18	10	1,089	622	171	1,892	1,987	212	2,199	4,091
<b>Totals January - December</b>	<b>172</b>	<b>18,273</b>	<b>9,072</b>	<b>3,662</b>	<b>31,179</b>	<b>33,712</b>	<b>4,402</b>	<b>38,114</b>	<b>69,293</b>
<b>2017</b>									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17	25	2,062	751	831	3,669	2,553	376	2,929	6,598
March, 17	2	1,426	805	260	2,493	2,518	318	2,836	5,329
April, 17	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	28	1,953	793	302	3,076	3,496	509	4,005	7,081
October, 17	5	1,676	759	220	2,660	3,283	234	3,517	6,177
November, 17	70	1,516	818	258	2,662	3,042	358	3,400	6,062
December, 17	46	1,062	667	139	1,914	1,996	184	2,180	4,094
<b>Totals January - December</b>	<b>217</b>	<b>17,632</b>	<b>9,135</b>	<b>3,513</b>	<b>30,497</b>	<b>26,703</b>	<b>3,941</b>	<b>30,644</b>	<b>61,141</b>
<b>Difference</b>	<b>-45</b>	<b>641</b>	<b>-63</b>	<b>149</b>	<b>682</b>	<b>7,009</b>	<b>461</b>	<b>7,470</b>	<b>8,152</b>
<b>YTD % Change</b>	<b>-21%</b>	<b>4%</b>	<b>-1%</b>	<b>4%</b>	<b>2%</b>	<b>26%</b>	<b>12%</b>	<b>24%</b>	<b>13%</b>
<b>Legend:</b>	<b>AC: Air Carrier</b>		<b>AT: Air Taxi</b>						
	<b>GA: General Aviation</b>		<b>MI: Military</b>						

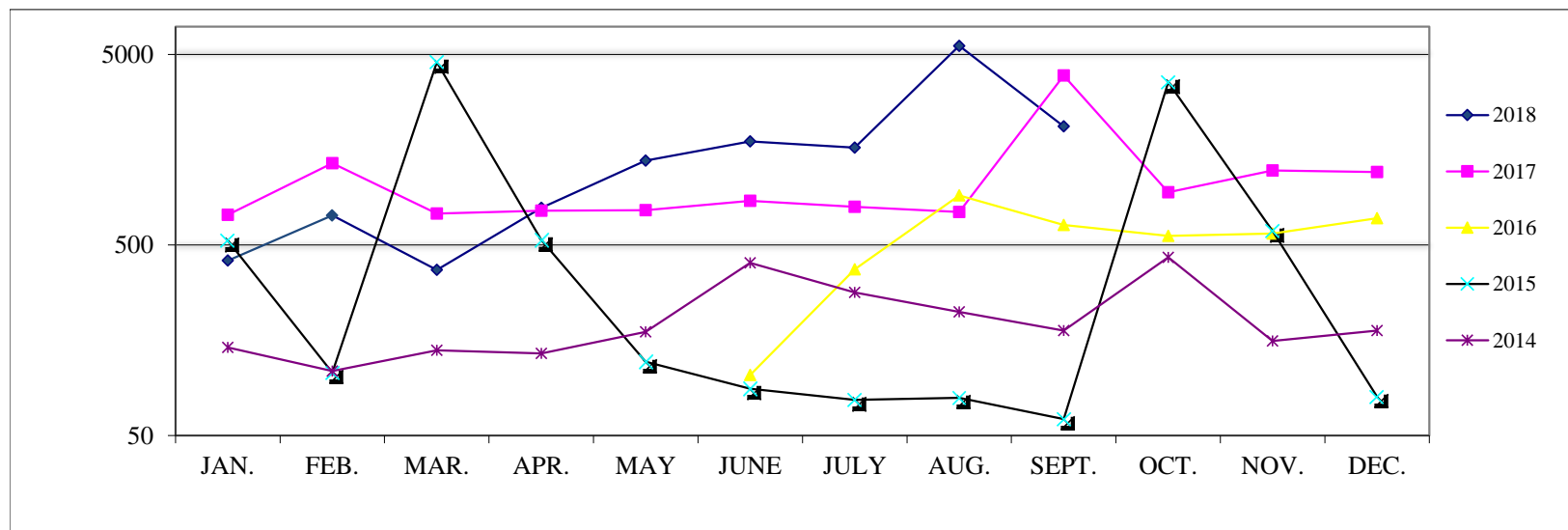
## AIR TRAFFIC

	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2018</b>	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
<b>2017</b>	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
<b>2016</b>	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
<b>2015</b>	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
<b>2014</b>	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
<b>2013</b>	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
<b>2012</b>	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
<b>2011</b>	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
<b>2010</b>	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
<b>2009</b>	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
<b>2008</b>	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575



## ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
<b>2018</b>	414	715	370	783	1,387	1,751	1,623	5,553	2,095					<b>14,691</b>
<b>2017</b>	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	13,850
<b>2016</b>	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
<b>2013</b>	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
<b>2012</b>	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
<b>2011</b>	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
<b>2010</b>	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
<b>2009</b>	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
<b>2008</b>	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
<b>2007</b>	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127

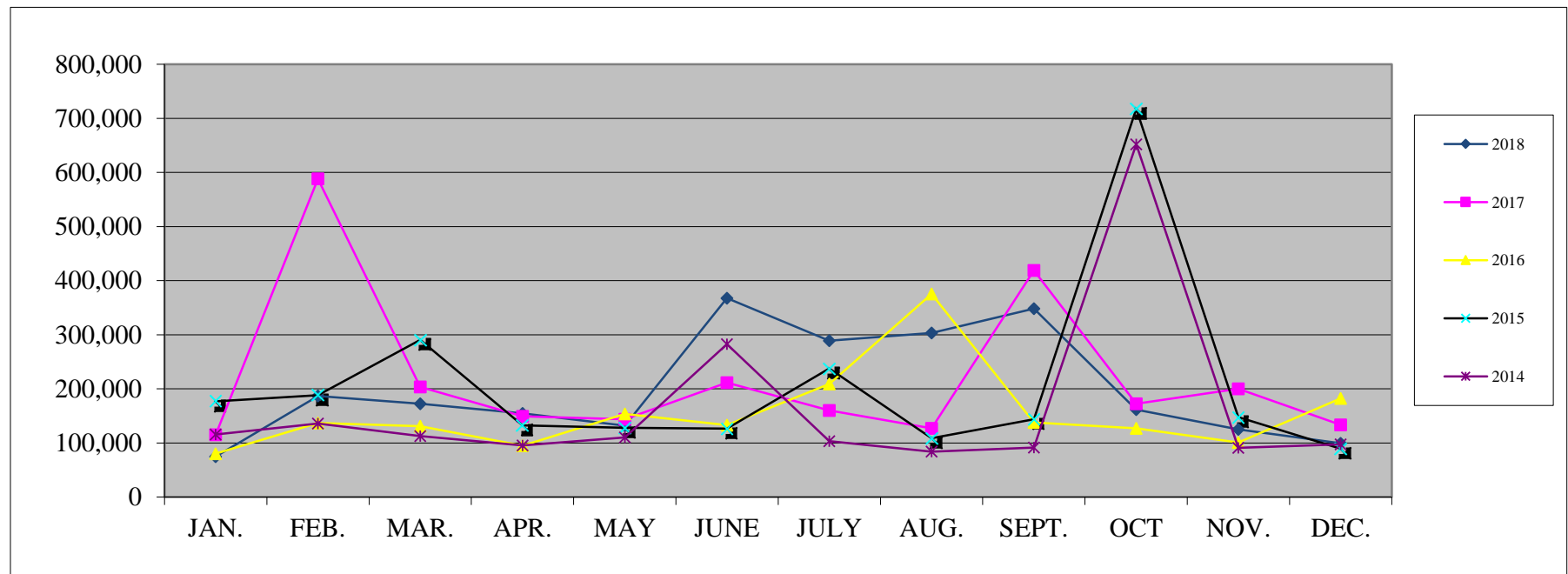


**\*\*Adjustment based on Nonscheduled/On-Demand Air Carrier Filings FAA Form 1800-31**

## FUEL FLOWAGE

Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2018</b>	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	<b>2,414,825</b>
<b>2017</b>	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
<b>2016</b>	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
<b>2015</b>	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
<b>2014</b>	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
<b>2013</b>	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
<b>2012</b>	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
<b>2011</b>	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
<b>2010</b>	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
<b>2009</b>	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
<b>2008</b>	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515



**Salina Airport Authority**  
**Statement of Net Assets Prev Year Comparison**  
**As of December 31, 2018**

01/11/2019

	Dec 31, 18	Nov 30, 18	\$ Change	Dec 31, 17	\$ Change	% Change
<b>ASSETS</b>						
<b>Current Assets</b>						
<b>Checking/Savings</b>						
Cash in Bank-Bond Funds	-10	0	-10	1,482,051	-1,482,061	-100%
Cash in bank-Operating Funds	<sup>1</sup> 254,951	280,849	-25,898	77,303	177,648	230%
Cash in Bank - Mill Levy	449	465	-16	54,437	-53,988	-99%
<b>Total Checking/Savings</b>	<b>255,390</b>	<b>281,314</b>	<b>-25,924</b>	<b>1,613,791</b>	<b>-1,358,401</b>	<b>-84%</b>
<b>Accounts Receivable</b>						
Accounts Receivable	128,803	221,919	-93,116	262,617	-133,814	-51%
<b>Total Accounts Receivable</b>	<b>128,803</b>	<b>221,919</b>	<b>-93,116</b>	<b>262,617</b>	<b>-133,814</b>	<b>-51%</b>
<b>Other Current Assets</b>						
Other current assets	15,610	33,034	-17,424	8,838	6,772	77%
Undeposited Funds	0	2,354	-2,354	0	0	0%
<b>Total Other Current Assets</b>	<b>15,610</b>	<b>35,388</b>	<b>-19,778</b>	<b>8,838</b>	<b>6,772</b>	<b>77%</b>
<b>Total Current Assets</b>	<b>399,803</b>	<b>538,621</b>	<b>-138,818</b>	<b>1,885,246</b>	<b>-1,485,443</b>	<b>-79%</b>
<b>Fixed Assets</b>						
Fixed assets at cost	87,541,346	87,401,113	140,233	85,574,700	1,966,646	2%
Less accumulated depreciation	-44,503,070	-44,278,170	-224,900	-41,804,270	-2,698,800	-6%
<b>Total Fixed Assets</b>	<b>43,038,276</b>	<b>43,122,943</b>	<b>-84,667</b>	<b>43,770,430</b>	<b>-732,154</b>	<b>-2%</b>
<b>Other Assets</b>						
Deferred Outflow of Resources	1,496,655	1,496,655	0	1,496,655	0	0%
Other assets	0	0	0	3,251	-3,251	-100%
<b>Total Other Assets</b>	<b>1,496,655</b>	<b>1,496,655</b>	<b>0</b>	<b>1,499,906</b>	<b>-3,251</b>	<b>-0%</b>
<b>TOTAL ASSETS</b>	<b>44,934,734</b>	<b>45,158,219</b>	<b>-223,485</b>	<b>47,155,582</b>	<b>-2,220,848</b>	<b>-5%</b>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
<b>Current Liabilities</b>						
<b>Accounts Payable</b>						
Accounts payable	<sup>2</sup> 198,861	84,691	114,170	157,325	41,536	26%
<b>Total Accounts Payable</b>	<b>198,861</b>	<b>84,691</b>	<b>114,170</b>	<b>157,325</b>	<b>41,536</b>	<b>26%</b>
<b>Credit Cards</b>						
<b>Total Credit Cards</b>	<b>0</b>	<b>-83</b>	<b>83</b>	<b>970</b>	<b>-970</b>	<b>-100%</b>
<b>Other Current Liabilities</b>						
Accrued debt interest payable	264,984	202,744	62,240	270,898	-5,914	-2%
Debt, current portion	1,222,153	1,222,153	0	1,222,153	0	0%
Deferred Mill Levy revenue	0	355,393	-355,393	0	0	0%
Other current liabilities	126,564	210,830	-84,266	152,962	-26,398	-17%
<b>Total Other Current Liabilities</b>	<b>1,613,701</b>	<b>1,991,120</b>	<b>-377,419</b>	<b>1,646,013</b>	<b>-32,312</b>	<b>-2%</b>
<b>Total Current Liabilities</b>	<b>1,812,562</b>	<b>2,075,728</b>	<b>-263,166</b>	<b>1,804,308</b>	<b>8,254</b>	<b>0%</b>
<b>Long Term Liabilities</b>						
Debt - Long Term	21,356,722	21,356,722	0	24,016,722	-2,660,000	-11%
Deferred Inflows of Resources	96,486	96,486	0	96,486	0	0%
Less current portion	-1,222,153	-1,222,153	0	-1,222,153	0	0%
Net Pension Liability	603,456	603,456	0	603,456	0	0%
Security Deposits Returnable	48,680	48,680	0	49,347	-667	-1%
<b>Total Long Term Liabilities</b>	<b>20,883,191</b>	<b>20,883,191</b>	<b>0</b>	<b>23,543,858</b>	<b>-2,660,667</b>	<b>-11%</b>
<b>Total Liabilities</b>	<b>22,695,753</b>	<b>22,958,919</b>	<b>-263,166</b>	<b>25,348,166</b>	<b>-2,652,413</b>	<b>-10%</b>
<b>Equity</b>						
Invested in Capital Assets net	21,681,554	21,556,022	125,532	19,753,708	1,927,846	10%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	35,862	161,394	-125,532	1,879,527	-1,843,665	-98%
Net Income	431,566	391,884	39,682	84,181	347,385	413%
<b>Total Equity</b>	<b>22,238,982</b>	<b>22,199,300</b>	<b>39,682</b>	<b>21,807,416</b>	<b>431,566</b>	<b>2%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>44,934,735</b>	<b>45,158,219</b>	<b>-223,484</b>	<b>47,155,582</b>	<b>-2,220,847</b>	<b>-5%</b>

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

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01/11/2019

Accrual Basis

	Dec 18	Jan - Dec 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	9,582	194,645	198,000	-3,355	98%	198,000
Hangar rent	38,020	478,573	435,000	43,573	110%	435,000
Landing fees	3,101	60,238	15,000	45,238	402%	15,000
Ramp rent	4,269	47,298	50,000	-2,702	95%	50,000
Total Airfield revenue	54,972	780,754	698,000	82,754	112%	698,000
Building and land rent						
Agri land rent	0	70,689	55,000	15,689	129%	55,000
Building rents - Long Term						
Short-term leasing	27,303	335,750	210,000	125,750	160%	210,000
Building rents - Long Term - Other	56,336	753,252	862,950	-109,698	87%	862,950
Total Building rents - Long Term	83,639	1,089,002	1,072,950	16,052	101%	1,072,950
Land rent						
Basic Land Rent	7,841	100,952	90,000	10,952	112%	90,000
Property tax - tenant share	6,470	109,232	120,000	-10,768	91%	120,000
Land rent - Other	0	0	0	0	0%	0
Total Land rent	14,311	210,184	210,000	184	100%	210,000
Tank rent	1,128	12,636	9,500	3,136	133%	9,500
Total Building and land rent	99,078	1,382,511	1,347,450	35,061	103%	1,347,450
Other revenue						
Airport Marketing	0	144,863	78,500	66,363	185%	78,500
ARFF Training	0	900	1	899	90,000%	1
Commissions	0	24,041	35,000	-10,959	69%	35,000
Other income	7,713	164,346	65,000	99,346	253%	65,000
Total Other revenue	7,713	334,150	178,501	155,649	187%	178,501
Total Income	161,763	2,497,415	2,223,951	273,464	112%	2,223,951
Gross Profit	161,763	3 2,497,415	2,223,951	273,464	112%	2,223,951
Expense						
Administrative expenses						
A/E, consultants, brokers	0	21,072	28,000	-6,928	75%	28,000
Total Airport promotion	6,904	203,932	86,512	117,420	236%	86,512
Bad Debt Expense	0	10,390	1	10,389	1,039,000%	1
Computer/Network Admin.	1,137	14,232	13,750	482	104%	13,750
Dues and subscriptions	1,270	22,205	25,500	-3,295	87%	25,500
Employee retirement	6,914	77,038	75,307	1,731	102%	75,307
FICA and medicare tax expense	4,311	59,947	60,576	-629	99%	60,576
Industrial development	0	50,000	50,000	0	100%	50,000
Insurance , property	12,688	141,081	152,250	-11,169	93%	152,250
Insurance, medical	17,499	210,799	224,634	-13,835	94%	224,634
Kansas unemployment tax	0	586	1,000	-414	59%	1,000
Legal and accounting	414	43,055	32,500	10,555	132%	32,500
Office salaries	45,291	502,680	488,020	14,660	103%	488,020
Office Supplies	48	11,936	7,000	4,936	171%	7,000
Other administrative expense						
Merchant Processing Fees	111	3,492	450	3,042	776%	450
Other administrative expense - Other	303	6,193	4,550	1,643	136%	4,550
Total Other administrative expense	414	9,685	5,000	4,685	194%	5,000
Postage	55	3,612	3,000	612	120%	3,000
Property tax expense	13,059	145,976	145,000	976	101%	145,000
Special Events	0	436	1,000	-564	44%	1,000
Telephone	1,460	18,880	17,500	1,380	108%	17,500
Training	0	6,638	5,000	1,638	133%	5,000
Travel and meetings	134	7,760	11,500	-3,740	67%	11,500
Total Administrative expenses	111,598	4 1,561,940	1,433,050	128,890	109%	1,433,050



	Dec 18	Jan - Dec 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Maintenance expenses</b>						
Airfield maintenance	-503	32,025	30,000	2,025	107%	30,000
Airport Security	0	2,814	500	2,314	563%	500
Building maintenance	5,009	80,659	47,500	33,159	170%	47,500
Equipment fuel and repairs	9,805	104,199	65,000	39,199	160%	65,000
Fire Services	15,686	16,521	20,000	-3,479	83%	20,000
Grounds maintenance	38	3,320	4,000	-680	83%	4,000
Maintenance salaries	27,999	342,262	341,670	592	100%	341,670
Other maintenance expenses	1,041	14,629	20,000	-5,371	73%	20,000
Snow removal expense	2,235	5,674	22,000	-16,326	26%	22,000
Utilities	17,426	234,476	200,000	34,476	117%	200,000
<b>Total Maintenance expenses</b>	<b>78,736</b>	<b>836,579</b>	<b>750,670</b>	<b>85,909</b>	<b>111%</b>	<b>750,670</b>
<b>Total Expense</b>	<b>190,334</b>	<b>5 2,398,519</b>	<b>2,183,720</b>	<b>214,799</b>	<b>110%</b>	<b>2,183,720</b>
<b>Net Ordinary Income</b>	<b>-28,571</b>	<b>6 98,896</b>	<b>40,231</b>	<b>58,665</b>	<b>246%</b>	<b>40,231</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
Capital contributed	0	7 1,430,264	1,360,902	69,362	105%	1,360,902
Gain on sale of assets	0	5,375	25,000	-19,625	22%	25,000
<b>Interest income</b>						
Interest income on deposits	1	3,744	1,000	2,744	374%	1,000
<b>Total Interest income</b>	<b>1</b>	<b>3,744</b>	<b>1,000</b>	<b>2,744</b>	<b>374%</b>	<b>1,000</b>
<b>Mill levy income</b>	<b>355,393</b>	<b>2,338,967</b>	<b>2,132,360</b>	<b>206,607</b>	<b>110%</b>	<b>2,132,360</b>
<b>Total Other Income</b>	<b>355,394</b>	<b>3,778,350</b>	<b>3,519,262</b>	<b>259,088</b>	<b>107%</b>	<b>3,519,262</b>
<b>Other Expense</b>						
<b>Debt interest expense net</b>						
Bond issue cost	0	0	0	0	0%	0
Interest Expense on Debt	62,240	746,879	746,879	0	100%	746,879
<b>Total Debt interest expense net</b>	<b>62,240</b>	<b>746,879</b>	<b>746,879</b>	<b>0</b>	<b>100%</b>	<b>746,879</b>
<b>Depreciation expense</b>	<b>224,900</b>	<b>2,698,800</b>	<b>2,698,800</b>	<b>0</b>	<b>100%</b>	<b>2,698,800</b>
<b>Total Other Expense</b>	<b>287,140</b>	<b>3,445,679</b>	<b>3,445,679</b>	<b>0</b>	<b>100%</b>	<b>3,445,679</b>
<b>Net Other Income</b>	<b>68,254</b>	<b>332,671</b>	<b>73,583</b>	<b>259,088</b>	<b>452%</b>	<b>73,583</b>
<b>Net Income</b>	<b>39,683</b>	<b>431,567</b>	<b>113,814</b>	<b>317,753</b>	<b>379%</b>	<b>113,814</b>

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

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 01/11/2019  
 Accrual Basis

	Jan - Dec 18	Jan - Dec 17	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Airfield revenue</b>				
Fuel Flowage Fees	194,644.75	202,727.41	-8,082.66	-3.99%
Hangar rent	478,572.76	416,818.00	61,754.76	14.82%
Landing fees	60,237.56	46,873.20	13,364.36	28.51%
Ramp rent	47,298.00	46,572.00	726.00	1.56%
<b>Total Airfield revenue</b>	<b>780,753.07</b>	<b>712,990.61</b>	<b>67,762.46</b>	<b>9.5%</b>
<b>Building and land rent</b>				
Agri land rent	70,689.00	55,773.98	14,915.02	26.74%
<b>Building rents - Long Term</b>				
Short-term leasing	335,750.42	228,781.90	106,968.52	46.76%
Building rents - Long Term - Other	753,251.56	800,150.04	-46,898.48	-5.86%
<b>Total Building rents - Long Term</b>	<b>1,089,001.98</b>	<b>1,028,931.94</b>	<b>60,070.04</b>	<b>5.84%</b>
<b>Land rent</b>				
Basic Land Rent	100,952.24	103,529.01	-2,576.77	-2.49%
Property tax - tenant share	109,232.27	112,861.88	-3,629.61	-3.22%
<b>Total Land rent</b>	<b>210,184.51</b>	<b>216,390.89</b>	<b>-6,206.38</b>	<b>-2.87%</b>
Tank rent	12,636.00	9,736.00	2,900.00	29.79%
<b>Total Building and land rent</b>	<b>1,382,511.49</b>	<b>1,310,832.81</b>	<b>71,678.68</b>	<b>5.47%</b>
<b>Other revenue</b>				
Airport Marketing	144,863.36	63,951.72	80,911.64	126.52%
ARFF Training	900.00	0.00	900.00	100.0%
Commissions	24,041.43	36,544.11	-12,502.68	-34.21%
Other income	164,345.81	88,212.28	76,133.53	86.31%
<b>Total Other revenue</b>	<b>334,150.60</b>	<b>188,708.11</b>	<b>145,442.49</b>	<b>77.07%</b>
<b>Total Income</b>	<b>2,497,415.16</b>	<b>2,212,531.53</b>	<b>284,883.63</b>	<b>12.88%</b>
<b>Gross Profit</b>	<b>2,497,415.16</b>	<b>2,212,531.53</b>	<b>284,883.63</b>	<b>8 12.88%</b>
<b>Expense</b>				
<b>Administrative expenses</b>				
A/E, consultants, brokers	21,072.25	10,306.80	10,765.45	104.45%
Total Airport promotion	203,931.74	72,557.70	131,374.04	181.06%
Bad Debt Expense	10,390.40	0.00	10,390.40	100.0%
Computer/Network Admin.	14,232.39	15,298.10	-1,065.71	-6.97%
Dues and subscriptions	22,205.00	26,970.44	-4,765.44	-17.67%
Employee retirement	77,038.06	41,605.01	35,433.05	85.17%
FICA and medicare tax expense	59,946.55	57,093.75	2,852.80	5.0%
Industrial development	50,000.00	25,000.00	25,000.00	100.0%
Insurance , property	141,081.09	142,720.65	-1,639.56	-1.15%
Insurance, medical	210,799.14	191,253.77	19,545.37	10.22%
Kansas unemployment tax	585.57	768.86	-183.29	-23.84%
Legal and accounting	43,055.30	19,274.20	23,781.10	123.38%
Office salaries	502,680.17	462,290.93	40,389.24	8.74%
Office Supplies	11,936.30	8,125.39	3,810.91	46.9%
<b>Other administrative expense</b>				
Merchant Processing Fees	3,492.03	787.65	2,704.38	343.35%
Other administrative expense - Other	6,192.99	8,735.68	-2,542.69	-29.11%
<b>Total Other administrative expense</b>	<b>9,685.02</b>	<b>9,523.33</b>	<b>161.69</b>	<b>1.7%</b>
<b>Payroll expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
Postage	3,612.45	2,165.03	1,447.42	66.86%
Property tax expense	145,975.75	151,238.90	-5,263.15	-3.48%
Special Events	436.08	388.72	47.36	12.18%
Telephone	18,879.59	17,607.72	1,271.87	7.22%
Training	6,638.43	175.00	6,463.43	3,693.39%
Travel and meetings	7,760.13	9,769.54	-2,009.41	-20.57%
<b>Total Administrative expenses</b>	<b>1,561,941.41</b>	<b>1,264,133.84</b>	<b>297,807.57</b>	<b>23.56%</b>

	Jan - Dec 18	Jan - Dec 17	\$ Change	% Change
<b>Maintenance expenses</b>				
Airfield maintenance	32,025.09	23,071.08	8,954.01	38.81%
Airport Security	2,814.03	997.35	1,816.68	182.15%
Building maintenance	80,659.14	106,496.66	-25,837.52	-24.26%
Equipment fuel and repairs	104,198.65	123,746.56	-19,547.91	-15.8%
Fire Services	16,520.68	16,717.82	-197.14	-1.18%
Grounds maintenance	3,320.35	4,481.15	-1,160.80	-25.9%
Maintenance salaries	342,262.47	349,681.22	-7,418.75	-2.12%
Other maintenance expenses	14,628.58	16,602.48	-1,973.90	-11.89%
Snow removal expense	5,673.86	514.36	5,159.50	1,003.09%
Utilities	234,476.09	254,180.30	-19,704.21	-7.75%
<b>Total Maintenance expenses</b>	<b>836,578.94</b>	<b>896,488.98</b>	<b>-59,910.04</b>	<b>-6.68%</b>
<b>Total Expense</b>	<b>2,398,520.35</b>	<b>2,160,622.82</b>	<b>237,897.53</b>	<b>11.01%</b>
<b>Net Ordinary Income</b>	<b>98,894.81</b>	<b>51,908.71</b>	<b>46,986.10</b>	<b>9</b> 90.52%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Capital contributed	1,430,263.56	1,280,204.39	150,059.17	11.72%
Gain on sale of assets	5,375.00	22,081.27	-16,706.27	-75.66%
<b>Interest income</b>				
Interest income on deposits	3,744.30	973.37	2,770.93	284.67%
<b>Total Interest income</b>	<b>3,744.30</b>	<b>973.37</b>	<b>2,770.93</b>	<b>284.67%</b>
<b>Mill levy income</b>	<b>2,338,966.94</b>	<b>2,043,301.80</b>	<b>295,665.14</b>	<b>14.47%</b>
<b>Total Other Income</b>	<b>3,778,349.80</b>	<b>3,346,560.83</b>	<b>431,788.97</b>	<b>12.9%</b>
<b>Other Expense</b>				
<b>Debt interest expense net</b>				
Bond issue cost	0.00	147,663.80	-147,663.80	-100.0%
Interest Expense on Debt	746,879.04	573,533.23	173,345.81	30.22%
<b>Total Debt interest expense net</b>	<b>746,879.04</b>	<b>721,197.03</b>	<b>25,682.01</b>	<b>3.56%</b>
<b>Depreciation expense</b>	<b>2,698,800.00</b>	<b>2,593,091.70</b>	<b>105,708.30</b>	<b>4.08%</b>
<b>Total Other Expense</b>	<b>3,445,679.04</b>	<b>3,314,288.73</b>	<b>131,390.31</b>	<b>3.96%</b>
<b>Net Other Income</b>	<b>332,670.76</b>	<b>32,272.10</b>	<b>300,398.66</b>	<b>930.83%</b>
<b>Net Income</b>	<b>431,565.57</b>	<b>84,180.81</b>	<b>347,384.76</b>	<b>412.67%</b>

# Salina Airport Authority

## Significant Capital Expenditures Detail

### December 2018

PRELIMINARY

Type	Date	Name	Memo		Amount	Balance
Fixed assets at cost						
Buildings & Improvements						
Building improvements						
Bldg. Imps. Other						
Bill	12/10/2018	T & R Dirt Construction, Inc.	Expansion Terminal Bldg. Parking Lot	10	4,220.00	4,220.00
Total Bldg. Imps. Other					4,220.00	4,220.00
Total Building improvements					4,220.00	4,220.00
Total Buildings & Improvements					4,220.00	4,220.00
Land						
Environmental						
Environmental - SAFB						
Bill	12/31/2018	Clark, Mize & Linville	Env. legal fees -December 2018		150.30	150.30
Total Environmental - SAFB					150.30	150.30
Total Environmental					150.30	150.30
West Beechcraft Road Imps.						
Bill	12/13/2018	Pavers Inc.	Beechcraft Rd reconnstruction (Progress Pymnt No. 5 - Final)	11	134,809.12	134,809.12
Total West Beechcraft Road Imps.					134,809.12	134,809.12
Total Land					134,959.42	134,959.42
Total Fixed assets at cost					139,179.42	139,179.42
TOTAL					139,179.42	139,179.42

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

1:05 PM  
 01/11/2019  
 Accrual Basis

	Dec 18	Jan - Dec 18	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
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		367	98,500	-98,133	0%
AIP-41 Txy D Extension		8,517	0	8,517	100%
Airfield Improvements		77,286	40,000	37,286	193%
KAIP-19 Rwy 12/30 Slurry Seal		2,850	150,000	-147,150	2%
Total Airfield	0	1,652,953	1,742,391	-89,438	95%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	4,220	94,937	45,000	49,937	211%
Total Building improvements	4,220	94,937	45,000	49,937	211%
Total Buildings & Improvements	4,220	94,937	45,000	49,937	211%
Equipment					
ARFF equipment		119,691	25,650	94,041	467%
Communications equipment		16,319	2,500	13,819	653%
Computer equipment		1,690	2,500	-810	68%
Shop equipment		25,658	26,000	-342	99%
Total Equipment	0	163,358	56,650	106,708	288%
Land					
Airport Indust. Cent. Imps.		17,356	10,000	7,356	174%
Environmental					
Environmental - SAFB	150	74,692	15,000	59,692	498%
Total Environmental	150	74,692	15,000	59,692	498%
West Beechcraft Road Imps.	134,809	892,585	1,178,000	-285,415	76%
Total Land	134,959	984,633	1,203,000	-218,367	82%
Total Fixed assets at cost	139,179	2,895,881	3,047,041	-151,160	95%

## SAA Building and Hangar Leasing - Jan. 11, 2019 SCORECARD

Leased Properties Since March 2012 > 1-year term or greater												
										Remaining Space Classification		
Building/Hangar	Sq. Ft.	Use	Current Lease Rate	Monthly Lease Rate	Lease Type	Estimated Annual Holding Cost Savings	Comments	Current Lease Revenue	Potential New Lease Revenue	Office	Manufacturing / Warehouse	Aviation/Aerospace
122	6,034	Office	4.02	2,021	Net	8,500	Leased to Waters, Inc. - Effective 10-15-2013; 10 year firm with two additional 5-year terms; rate adjustments every five years. Lease rate of \$4.14. per SF per year when including commercial property insurance billed as additional rental.	24,252				
394	3,951	Office	6.77	2,230	Net	6,000	Leased to Interstates Construction effective 6-1-2016; 3 year firm with one 3 year option that includes rate adjustment to 7.00/SF per year.	26,760				
506-1	4,900	Utility construction shop/equipment storage	4.86	1,985	Net	7,500	Leased to Miller Pipeline effective 4-1-2017; 3-year firm with one year option that includes rate adjustment to \$5.08/SF per year.	23,820				
506-2	4,900	Aircraft Storage	3.29	1,345	Net	7,500	Leased to private aircraft owner effective 9-1-2018; 2-year firm.	16,140				
509	45,532	Hangar and Office for Military, Aircrew Training	5.85	22,201	Gross	2,500	Leased to 582d Helicopter Group, FE Warren AFB, effective 6-1-2017; Gross Lease, 1-year firm; 1-year renewal option	266,412				
520, Unit F	2,540	Office/Warehouse/Light Manufacturing	5.70	1,207	Modified Gross	-	Leased to Cross-Midwest Tire -effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	14,482				
520, Unit G	2,869	Office/Warehouse/Light Manufacturing	5.70	1,363	Modified Gross	-	Leased to Cross-Midwest Tire -effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	16,358				
600	9,734	Office/Hangar/Multi-purpose	5.68	4,610	Modified Gross		Leased to Kansas State University Polytechnic-interim Applied Aviation Research Center	55,320				
620-A	19,215	Light manufacturing or warehouse	3.51	6,015	Net	17,500	Leased to Universal Forest Products effective 5/1/12 ; entered into second 3-year term on 10-1-15	67,440				
655	59,961	Warehouse	2.01	10,043	Modified Gross	12,000	Leased to Exide Batter for Storage Effective Sept. 1, 2017	120,510				
713	42,649	Light manufacturing or warehouse	1.36	6,245	Net	25,000	Leased to AAL Organic, for industrial recycling	58,050				
723	9,359	Machine shop or warehouse	3.12	2,600	Net	13,907	Leased to Wichita Winwater Works Co. - effective 4/1/14; 2 year term lease with options.	29,160				
1021	1,063	Office	5.55	492	Modified Gross		Leased to Quality Drive Away as bus disptach center.	5,904				
1021	30,496	Warehouse facility - erosion control wattles and blankets	1.40	3,550	Net	23,000	Leased to Ks Erosion Control, LLC., 1 year term \$1.34/SF/YR. Storage only.	42,600				
1021	34,863	Manufacturing facility - erosion control wattles and blankets	4.75	13,800	Net	33,248	Leased to Ks Erosion Control, LLC., 75.5 month term with graduated rental schedule from \$0.00-\$4.75/SF/YR. Total term rent \$902,078	165,600				
Total Long-term Leased	278,066		3.35	79,707		156,655		932,808				
Leased Properties - Current Short-term (1 month - 1 year)												
600	16,682	Aircraft Storage	4.35	6,050	Gross	0	Leased to KS Army National Guard for temporary aircraft storage while their hangar undergoes renovation (4 months)	24,200				
606	49,222	Warehousing	4.94	20,263	Modified Gross	18,000	Leased to Walmart for temporary storage (98 days)	65,264				
626	35,867	Warehousing	2.00	5,975	Modified Gross	10,000	Leased to Exide Battery for temporary inventory storage (month/month)	71,700				
655	32,628	Warehousing	2.15	5,845	Modified Gross	10,000	Leased to KEP for temporary inventory storage (4 months)	23,380				
959	35,840	Warehousing	2.00	5,975	Modified Gross	12,000	Leased to Exide Battery for temporary inventory storage (month/month)	71,680				
Total Short-term Leased	170,239		3.11	44,108		50,000		256,224				
Properties Available for Lease												
313	11,884	Office/Warehouse/Light Manufacturing	5.15	5,100	Net	-			61,203		11,884	
412	13,640	Office/Warehouse/Light Manufacturing	6.00	6,820	Net	-	Facility became available Oct. 1, 2016		81,840	2,120	11,520	
520-A	5,350	Office/Light manufacturing	5.75	2,564	Modified Gross		Facility became available Oct. 2017		30,763	5,350		
504	5,617	Aircraft hangar storage	3.10	1,450	Modified Gross	-	Facility became available on Nov. 1, 2018		17,400			5,617
600 (SF Remaining)	41,892	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	21,993	Net	-			263,920			41,892
655	11,010	Office	4.50	49,545	Net	-	Became available on Jan. 1, 2018		49,545	11,010		
673	8,583	Warehouse	1.00	715	Net	-			8,583		8,583	
724	30,665	Warehousing	1.95	4,983	Modified Gross	-			59,797		30,665	
820	2,256	Office	15.00	2,820	Net		Facility became available Mar. 1, 2018		33,840	2,256		
824	12,353	Office and warehouse or vehicle maintenance	2.95	3,037	Net	-			36,441		12,353	
959	93,894	Narrow body aircraft storage & MRO or heavy manufacturing	6.95	54,380	Net	-			652,563			93,894
1021 (SF remaining)	3,331	Office	5.50	1,527	Net	-				3,100		
Total Available For Lease	240,475		5.39	154,934					1,295,894	23,836	75,005	141,403
Total SAA Bldg. Sq. Ft.	1,163,471	Compared to Fall 2016	Compared to April 2014									
Total Leased	922,996	699,241	677,355									
Vacancy	21%	40%	42%									
Occupancy	79%	60%	58%									
Occupancy >1 year	65%											
Balance to 2019 Goal of 80% occupancy	7,781											

# SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT

## Airport Industrial Center Activity



Report as of 1-11-2019

Prospect ID	Status	Bldg.	Estimated Sf Needed	Proposed Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
19-001	New	B655	40,000	Existing industry expansion - manufacturing	TBD	TBD	Multi-Year	
18-007	New	TBD	30,000-100,000	Manufacturing	TBD	TBD	Multi-Year	Contact through EDO
19-002	New	TBD	120,000	Existing Industry - warehousing	TBD	TBD	Multi-Year	
18-003	Active	B412, B824	10,000	Graphics Co.	TBD	TBD	TBD	Information submitted
18-006	Active	B820, B520	4,000	High-tech computer company	6	TBD	Multi-Year	Information submitted, site visit pending
18-005	Active	B824	5,000	Vehicle Maintenance & Repair	TBD	TBD	Multi-Year	Information submitted; multiple site visits
18-004	Active	Land	1 acre	Driver Training Course - existing business	0	0	0	Proposal submitted
18-001	Inactive	B412	10,000	Existing business expansion	TBD	TBD	Multi-Year	Information submitted; one site visit
18-002	Inactive	B824	10,000	Vehicle Maintenance & Repair	TBD	TBD	Multi-Year	Proposal submitted

**SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT**

*Aeronautical Activity*



*Report as of 1-11-2019*

Prospect ID	Status	Hangar	SF	Proposed Aeronautical Use	Est. Jobs	Est. Payroll	Lease Term	Notes / Incentives
18-010	Active	H600-606	25,000	Base of flight operations - Agriculture remote sensing	TBD	TBD	Multi-Year	Information submitted; site visiting pending
18-011	Active	H959	Unknown	MRO facility	TBD	TBD	TBD	Information submitted
17-008	Active	H600	68,308	Military flight training (tactical aircraft)	10	650,000	Multi-Year	
17-005	Active	H724	30,664	Global Aeronautics Initiative/AARC	5	325,000	Multi-Year	Sales tax grant; rent abatement
18-007	Active	H959	80,000	Unmanned Aircraft MRO	25	1,040,000	Long-Term	
18-008	Active	H959	66,000	MRO facility - tactical aircraft	N/A	TBD	Multi-Year	
18-005	Inactive	H504	5,617	Ground/Air Ambulance Service	4	TBD	Multi-Year	TBD, Site visit pending
17-002	Inactive	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A	N/A	Multi-Year	
18-009	Inactive	H600-606	50,000	Business Jet MRO/final assembly	50	1,976,000	Multi-Year	TBD, information submitted
17-001	Inactive	H606	49,222	Aircraft completions and maintenance	15	750,000	Multi-Year	
17-003	Inactive	H606	49,222	Aircraft service center - single type	3	150,000	Multi-Year	
17-006	Inactive	H959	129,733	Aircraft sub-components and structures production	35	2,100,000	Multi-Year	Sales tax grant; all available state
18-004	Inactive	H959	129,733	Regional aircraft MRO	TBD	TBD	Multi-Year	TBD, Site visit pending
18-006	Inactive	H959	20,000	Flight Test	N/A	N/A	Short-Term	N/A
18-002	Dark	H506-2	4,900	Helicopter Service Center; Avionics install and service; Part 135 charter: Ag aviation; helicopter flight training	3	150,000	Multi-Year	Prospect was looking only for business address. Was not interested in paying even as much as \$300/\$500 a month in
17-004	Dark	H600	68,308	Flight training	10	550,000	Multi-Year	
18-001	Dark	H606	20,000	Aircraft modification – business jets	TBD	TBD	Short -Term	Company was not awarded project (by NASA). Will keep SLN in mind for future projects.

**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



## **ADDENDUM TO LEASE AGREEMENT**

This Addendum to Lease Agreement is made and entered into this \_\_\_\_ day of January 2019, by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas (the "Authority"), and **INTERSTATES CONSTRUCTION SERVICES, INC.**, an Iowa corporation, authorized to do business in Kansas, with principal offices located at 1520 North Main Ave., Sioux Center, IA 51250, ("Lessee").

### **RECITALS**

- A. The Authority and Lessee entered in to a Lease Agreement, dated April 11, 2016 (the "Lease"), for Building 394 located on Lot 9, Block 1, Schilling Subdivision No. 5 at the Salina Airport Industrial Center located within the City of Salina, Saline County, Kansas and commonly known as 2941 Centennial Rd., (the "Premises").
- B. On July 12, 2018, well in advance of the December 31, 2018 renewal notification date, the Lessee notified the Authority of their desire to renew the Lease.
- C. The Lease provides for one renewal option of 3-years commencing effective May 1, 2019.
- D. The Lessee is currently reassessing their plans for this regional office and desires a 1-year renewal as opposed to the currently provided for 3-year renewal.
- E. The Authority is in support of the Lessee's desire to renew the lease for the 1-year period.
- F. Now therefore, the parties desire to amend the Lease as follows.

THE PARTIES therefore covenant and agree:

1. Section 3 of the Lease is amended as follows:

3. Option to Renew

- 3.1. The Lessee is hereby given the option to renew this Lease for one (1) additional term of one (1) year at the expiration of the Primary Term ("Option Period").
    - 3.2. Exercise of Option Period. Lessee hereby exercises its right to renew the Lease for Option Period One, and the Authority acknowledges and agrees that it has received sufficient and appropriate notice for such exercise. Lessee and the Authority agree that the Lease will terminate on May 31, 2020.

2. Other Terms. All of the terms and conditions of the Lease, except as amended by this Addendum, are hereby ratified and shall be in full force and effect.
3. Binding Effect. This Addendum shall be binding upon the heirs, beneficiaries, personal representatives, successors, and assigns of the Authority and the Lessee.

**SALINA AIRPORT AUTHORITY**

**ATTEST**

By: \_\_\_\_\_  
Brian Weisel, Board Chairman

By: \_\_\_\_\_  
Alan Eichelberger, Secretary

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**INTERSTATES CONSTRUCTION SERVICES, INC.**

**ATTEST**

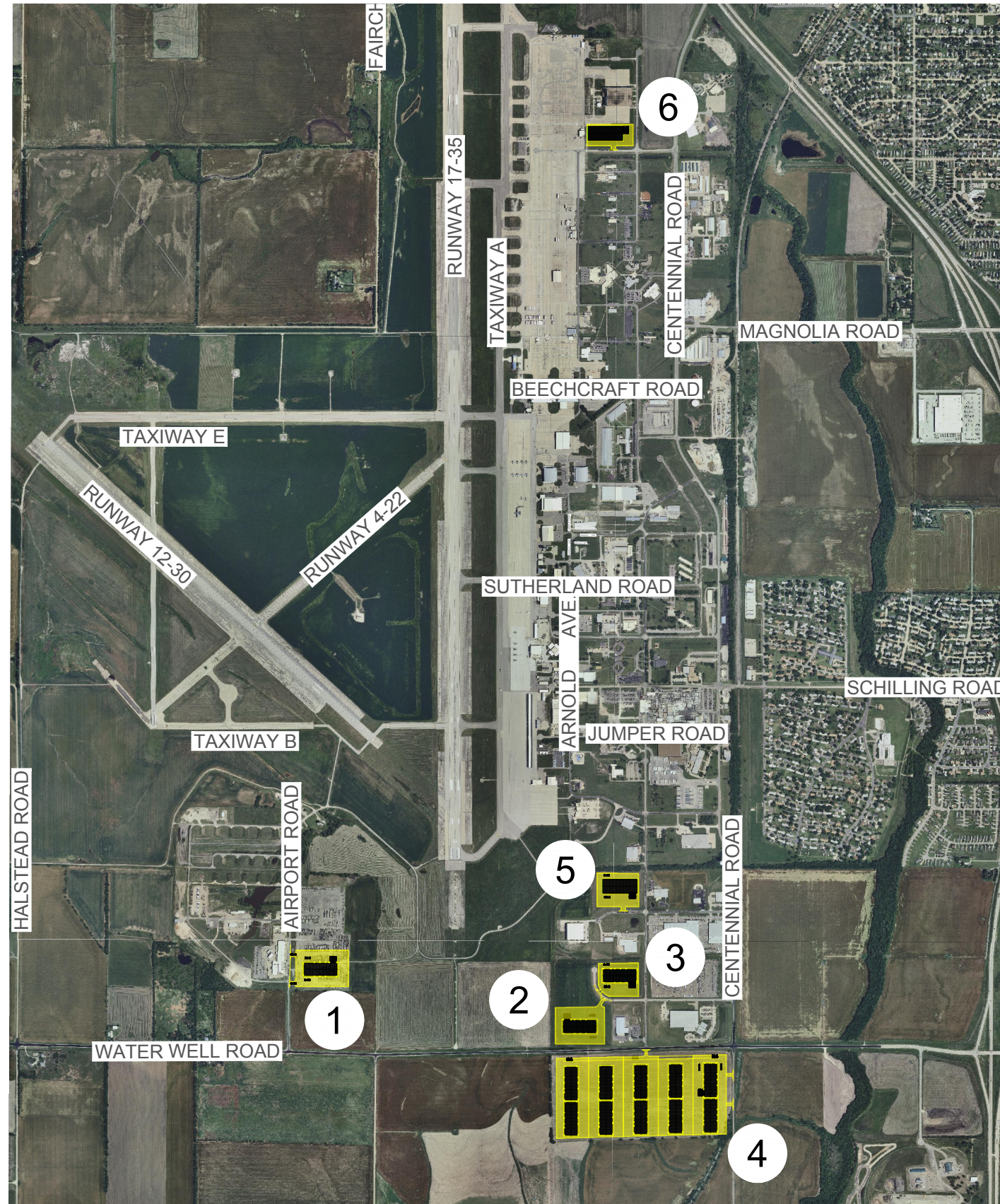
By: \_\_\_\_\_  
Doug Brunsting  
Vice President of Regional Offices

By: \_\_\_\_\_  
Lori A. VanBeek (Name)  
Exec. Admin (Title)

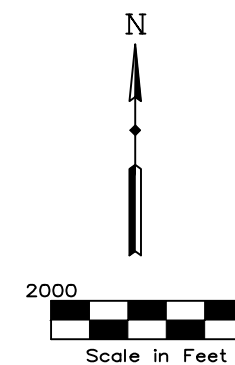
Date: 1/7/2018

Date: 1/7/19





Lot Development  
Concepts, 6 Sites.



Drawing Number 2549-01-19

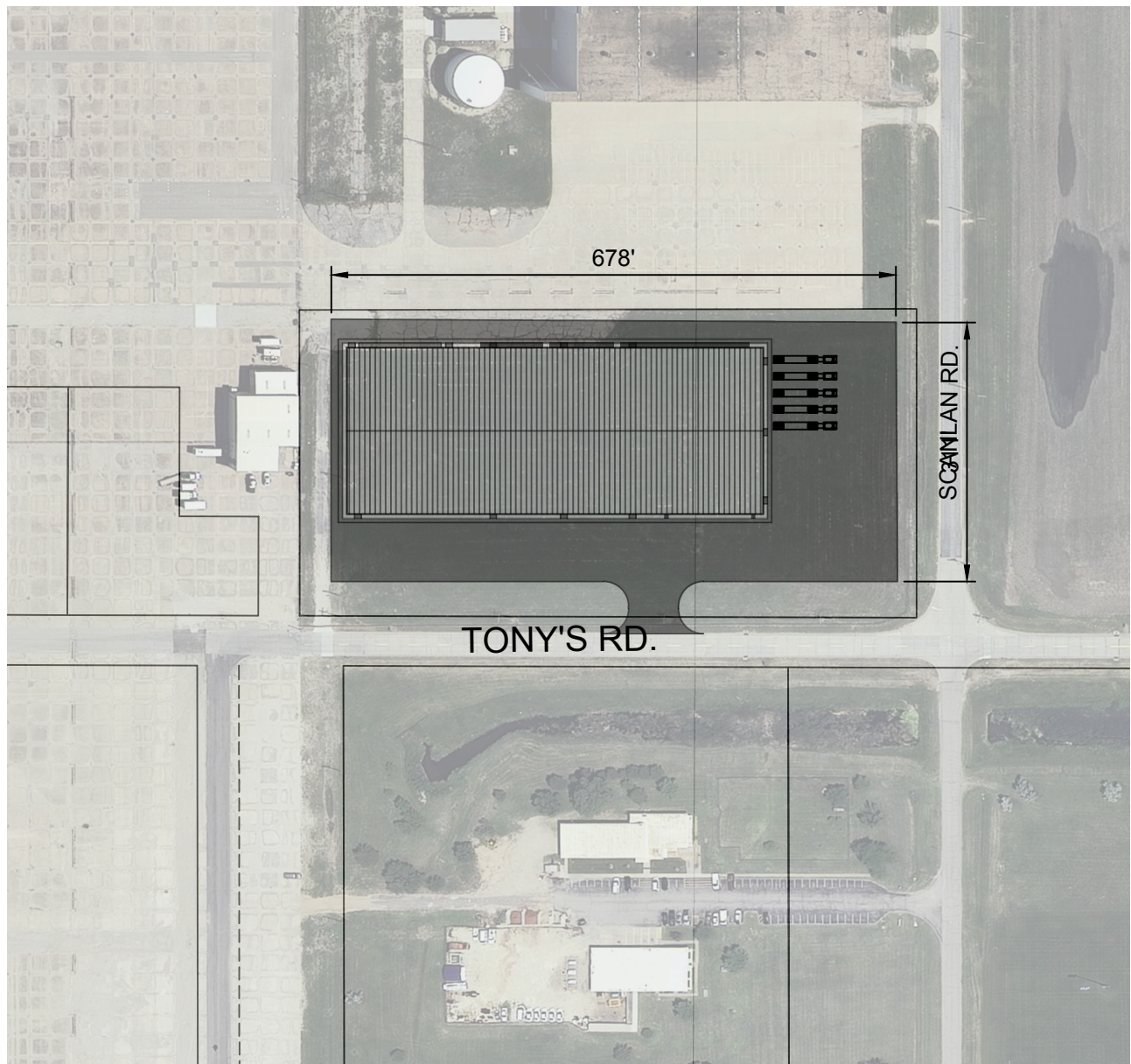


3237 ARNOLD, SALINA, KS 67401  
(785-827-3914 FAX: 785-827-2221)  
None : REVISIONS  
KRB : DESIGNED BY  
KRB : DRAWN BY  
1" = 2000' : SCALE  
1/11/19, 08:23 : DATE

SALINA AIRPORT AUTHORITY  
January 2019 Board Meeting Location Map

1  
OF  
1





Site 6, 6 Acres  
 Tony's Rd. & Scanlan Rd.  
 500' x 200' Building = 100,000 S.F.

Drawing Number 2547-01-19



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

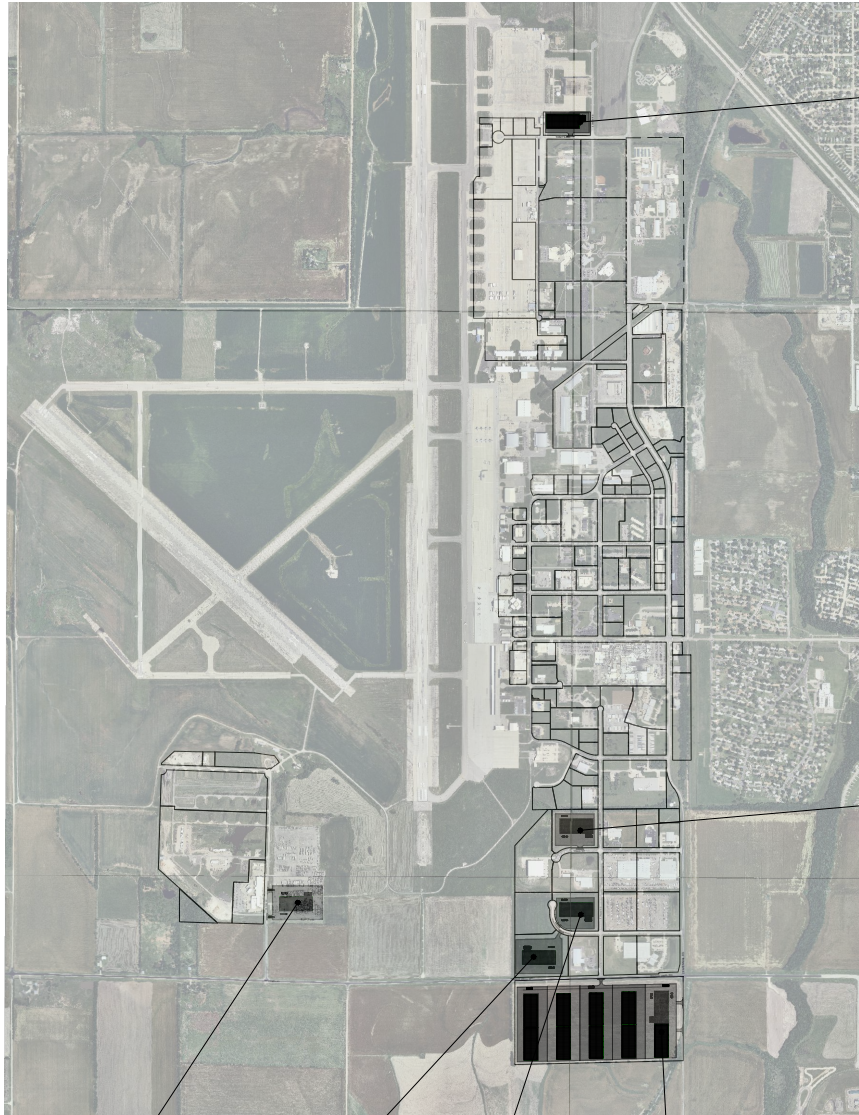
**None** : REVISIONS  
**KFB** : DESIGNED BY  
**KFB** : DRAWN BY

**1" = 200'** : SCALE  
**1/11/19, 13:04** : DATE



**SALINA AIRPORT AUTHORITY**  
**Lot Development Concepts, 100,000 S.F. Facility Site 6**

**7**  
 OF  
**7**



Site 6  
6 Acres  
Sheet 3

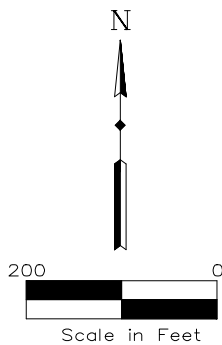
Site 5  
10 Acres  
Sheet 3

Site 1  
9.5 Acres  
Sheet 2

Site 2  
13 Acres  
Sheet 3

Site 3  
9 Acres  
Sheet 3

Site 4  
80 Acres  
Sheet 3



Drawing Number 2541-01-19



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

**None** : REVISIONS  
**KRB** : DESIGNED BY  
**KRB** : DRAWN BY

**1" = 3000'** : SCALE  
**1/11/19, 13:01** : DATE

# SALINA AIRPORT AUTHORITY Lot Development Concepts, 100,000 S.F. Facility Location Map

1  
OF  
7





Site 1, 9.5 Acres  
 Airport Rd. North of Water Well Rd.  
 500' x 200' Building = 100,000 S.F.

Drawing Number 2542-01-19



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

**None** : REVISIONS  
**KFB** : DESIGNED BY  
**KFB** : DRAWN BY

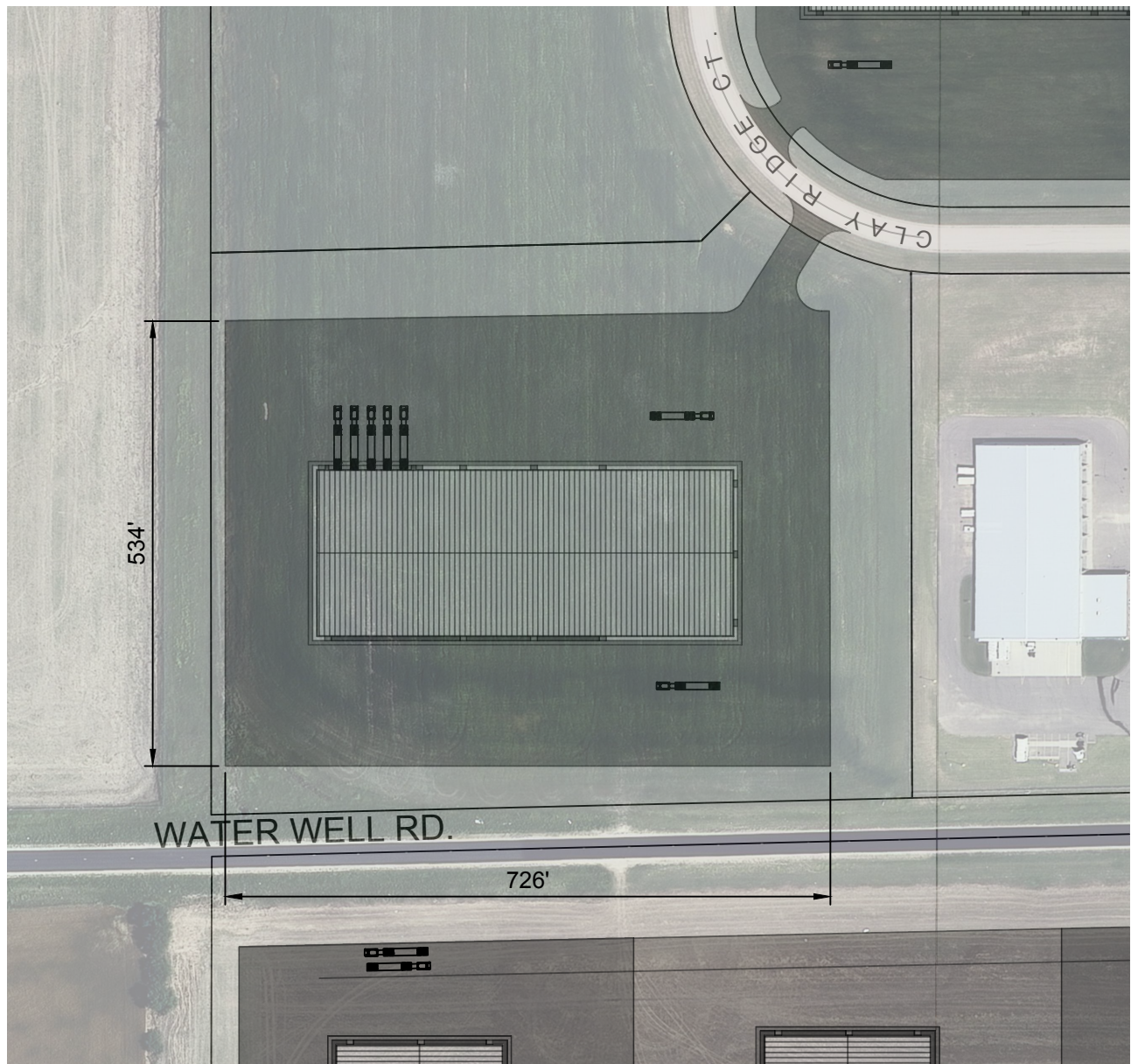
**1" = 200'** : SCALE  
**1/11/19, 13:01** : DATE



**SALINA AIRPORT AUTHORITY**  
**Lot Development Concepts, 100,000 S.F. Facility Site 1**

**2**  
 OF  
**7**





Site 2, 13 Acres  
 Clay Ridge Ct.  
 500' x 200' Building = 100,000 S.F.

Drawing Number 2543-01-19

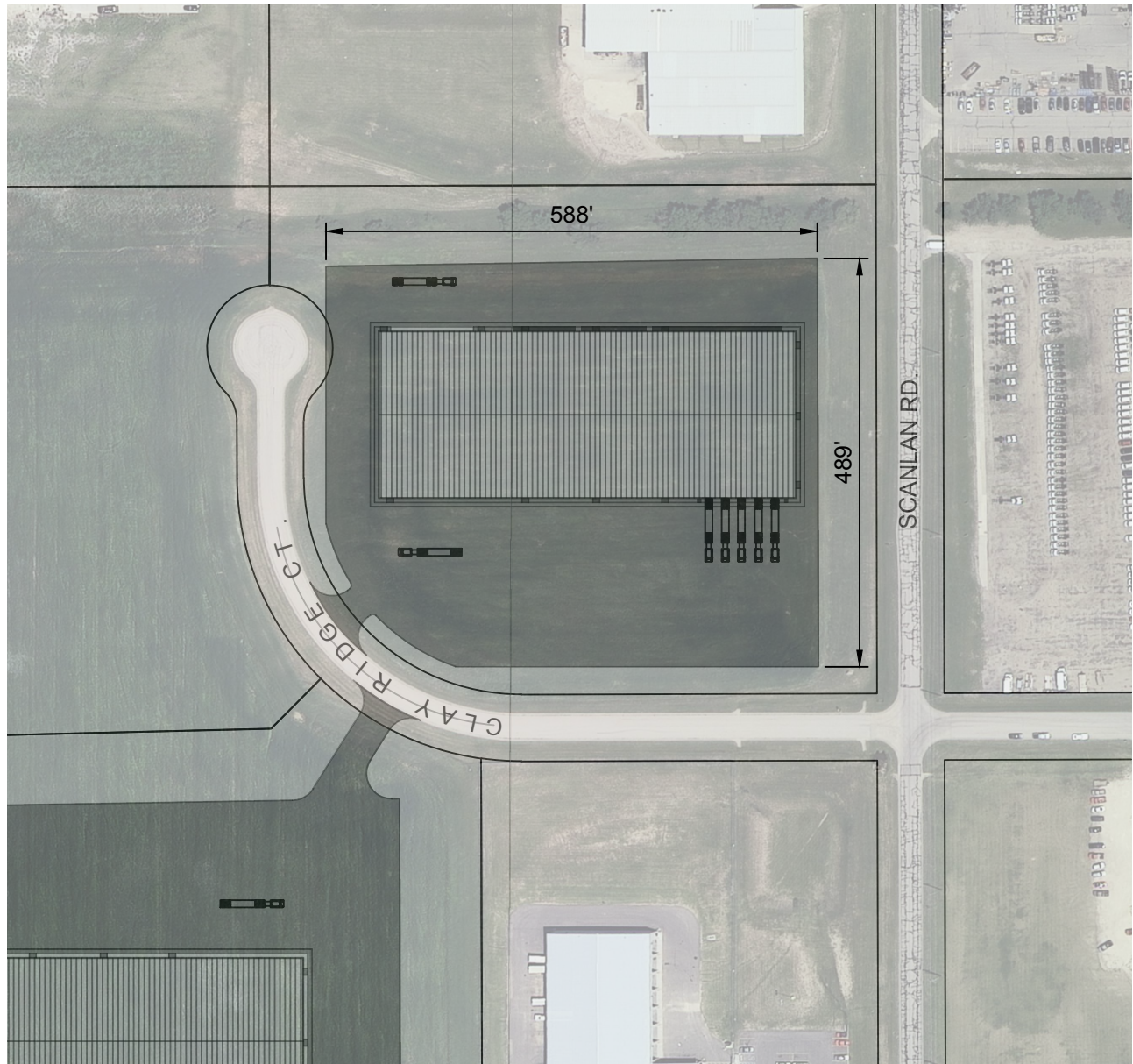


3237 ARNOLD, SALINA, KS 67401  
 (785-827-3914 FAX: 785-827-2221)

**None** : REVISIONS  
**KFB** : DESIGNED BY  
**KFB** : DRAWN BY  
**1" = 200'** : SCALE  
**1/11/19, 1302** : DATE

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 OF  
**7**

**SALINA AIRPORT AUTHORITY**  
**Lot Development Concepts, 100,000 S.F. Facility Site 2**



Site 3, 9 Acres  
 Clay Ridge Ct.  
 500' x 200' Building = 100,000 S.F.

Drawing Number 2544-01-19



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

**None** : REVISIONS  
**KFB** : DESIGNED BY  
**KFB** : DRAWN BY

**1" = 200'** : SCALE  
**1/11/19, 1302** : DATE

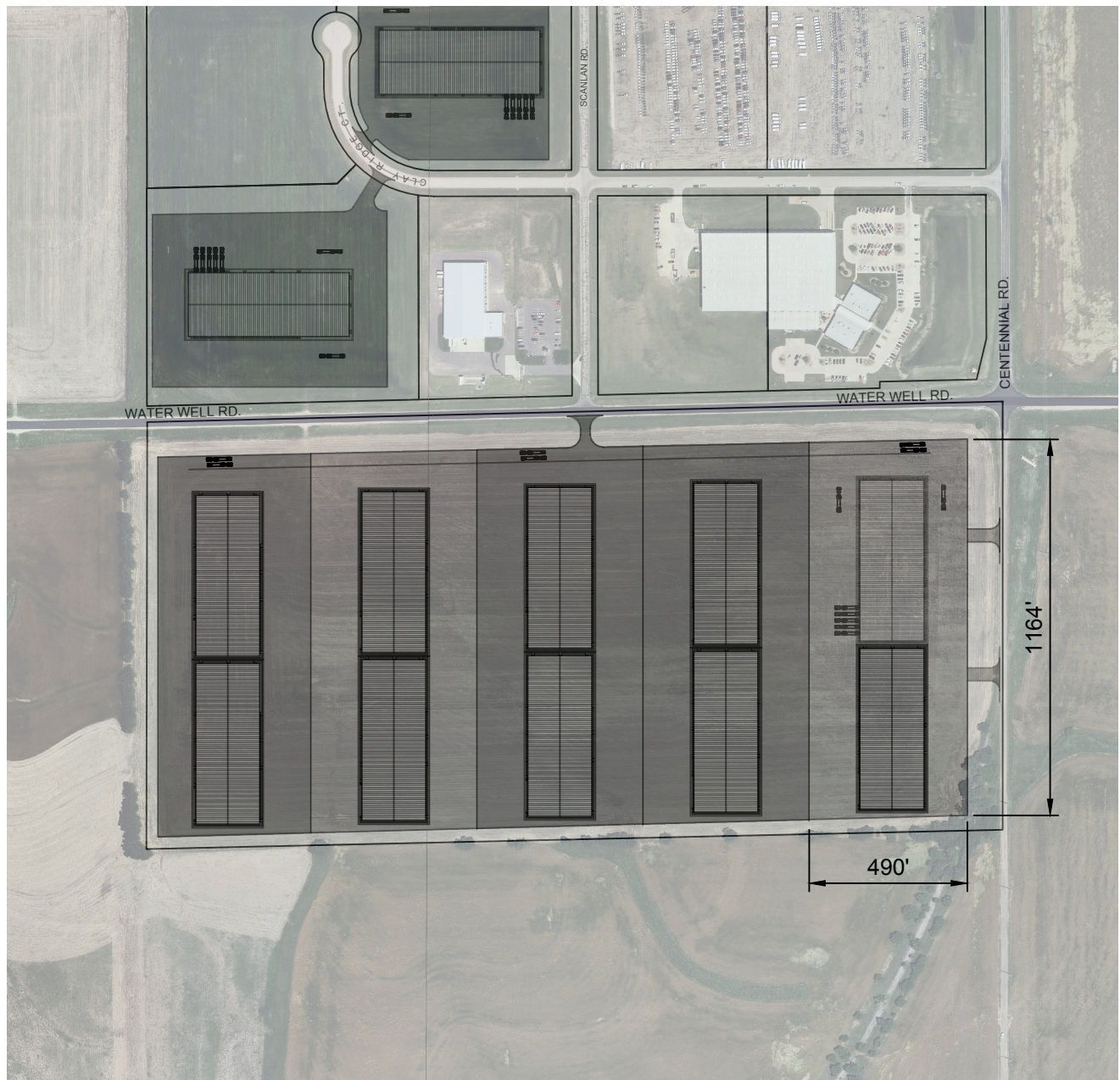


Scale in Feet

**SALINA AIRPORT AUTHORITY**  
**Lot Development Concepts, 100,000 S.F. Facility Site 3**

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 OF  
**7**





Drawing Number 2545-01-19

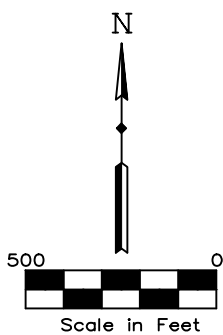


3237 ARNOLD, SALINA, KS 67401  
(785-827-3914 FAX: 785-827-2221)

**None** : REVISIONS  
**KFB** : DESIGNED BY  
**KFB** : DRAWN BY

**1" = 500'** : SCALE  
**1/11/19, 1303** : DATE

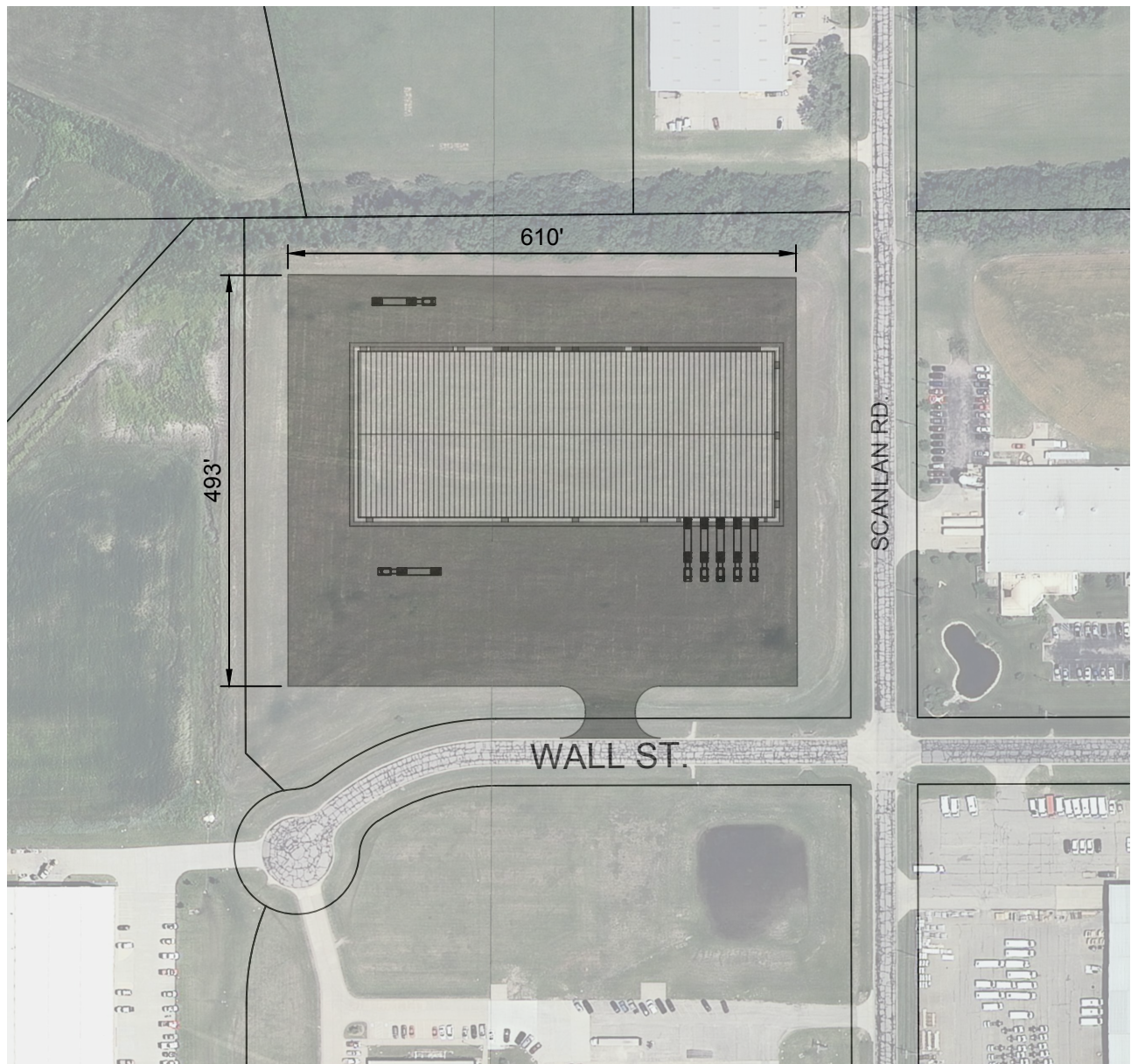
Site 4, 80 Acres  
Centennial Rd. & Water Well Rd.  
1000' x 200' Building = 200,000 S.F.



**SALINA AIRPORT AUTHORITY**  
**Lot Development Concepts, 100,000 S.F. Facility Site 4**

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OF  
**7**





Site 5, 10 Acres  
 Wall St. & Scanlan Rd.  
 500' x 200' Building = 100,000 S.F.

Drawing Number 2546-01-19



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

**None** : REVISIONS  
**KFB** : DESIGNED BY  
**KFB** : DRAWN BY

**1" = 200'** SCALE  
**1/11/19, 1303** : DATE



**SALINA AIRPORT AUTHORITY**  
**Lot Development Concepts, 100,000 S.F. Facility Site 5**

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 OF  
**7**