

Salina Airport
Authority
Board of Directors
Regular Meeting

November 21, 2018



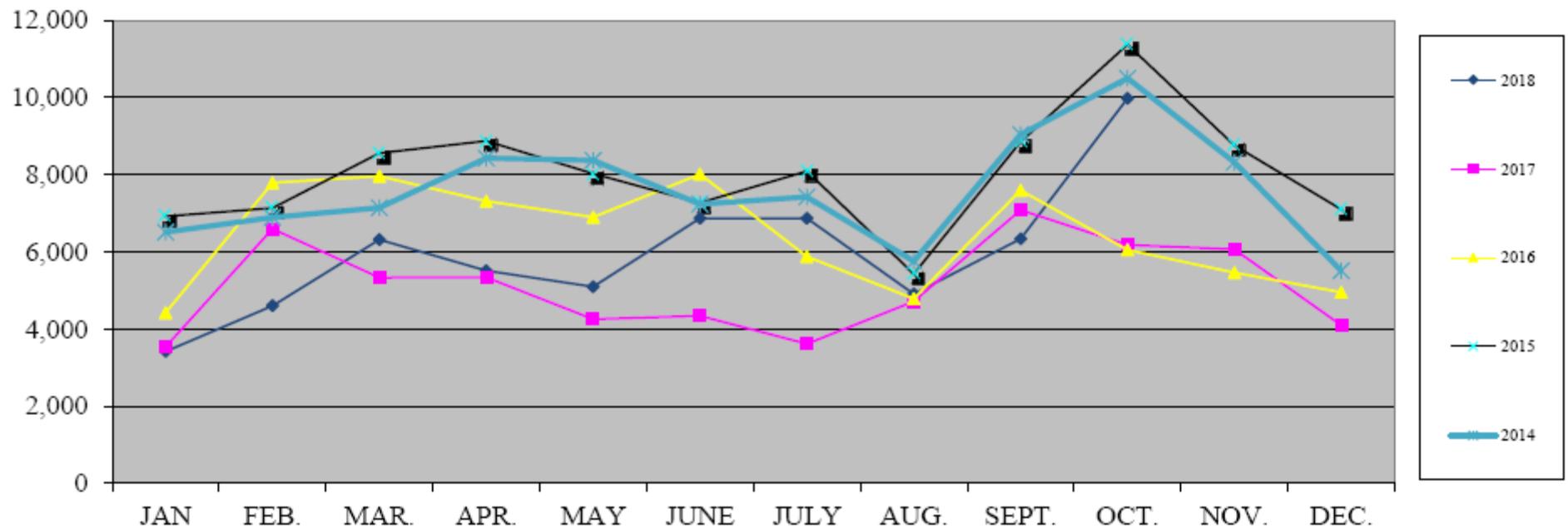
Review of Airport Activity & Financial Reports

Tim Rogers, A.A.E.

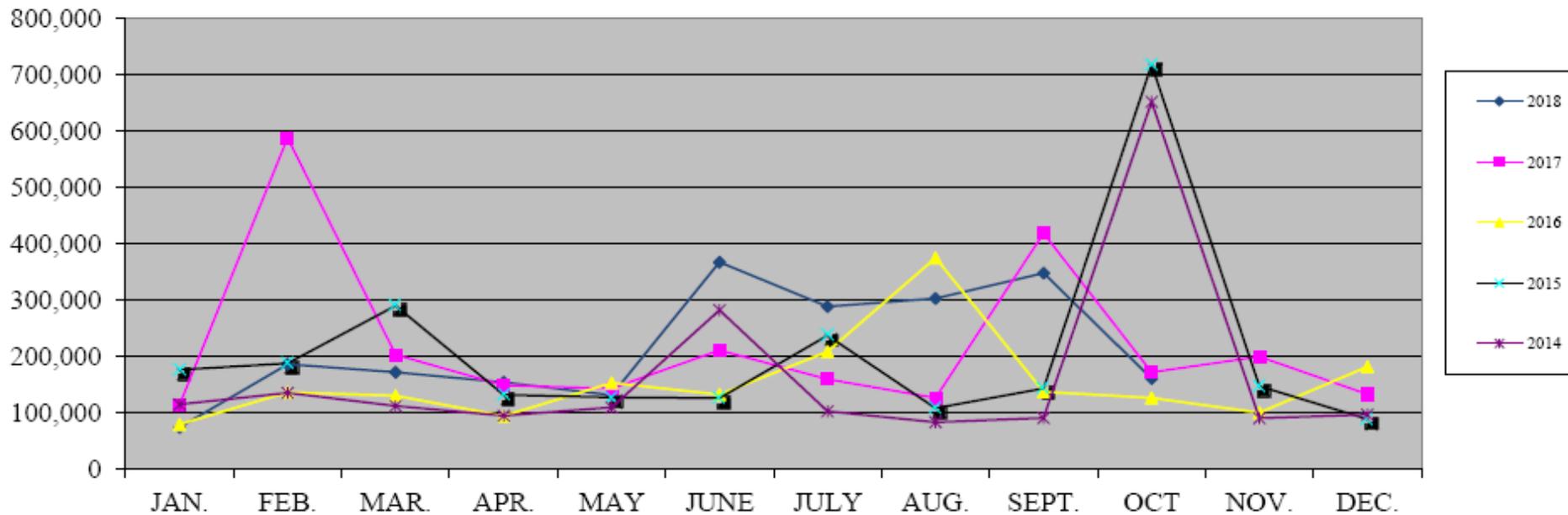
Shelli Swanson, C.M.



Air Traffic

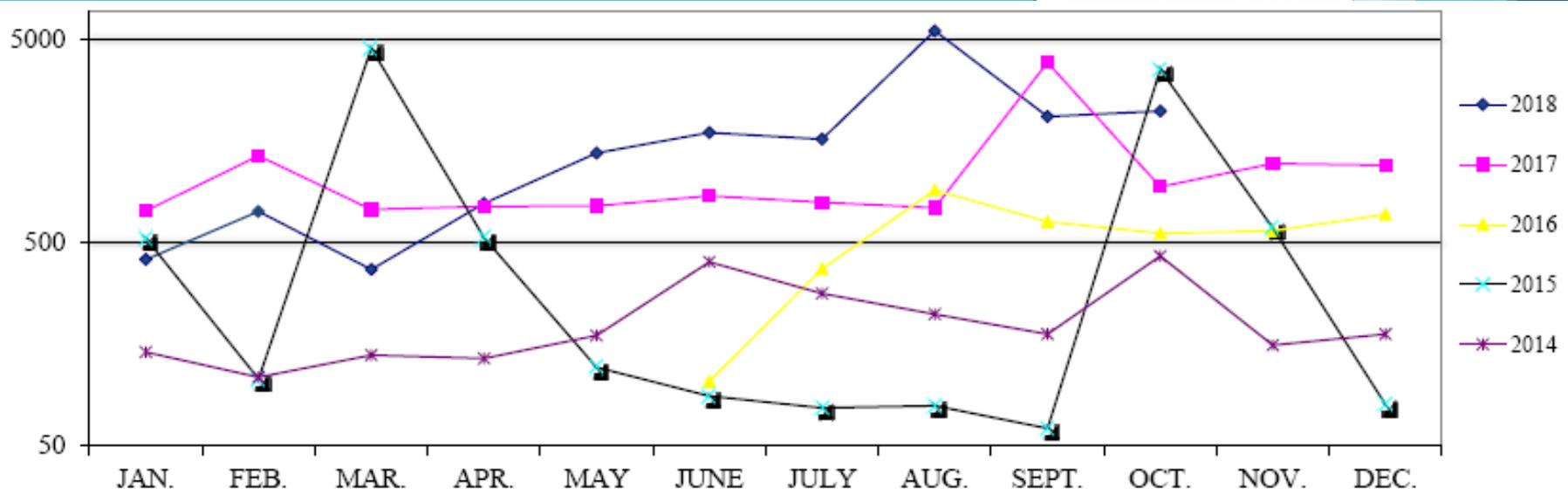


Fuel Flowage

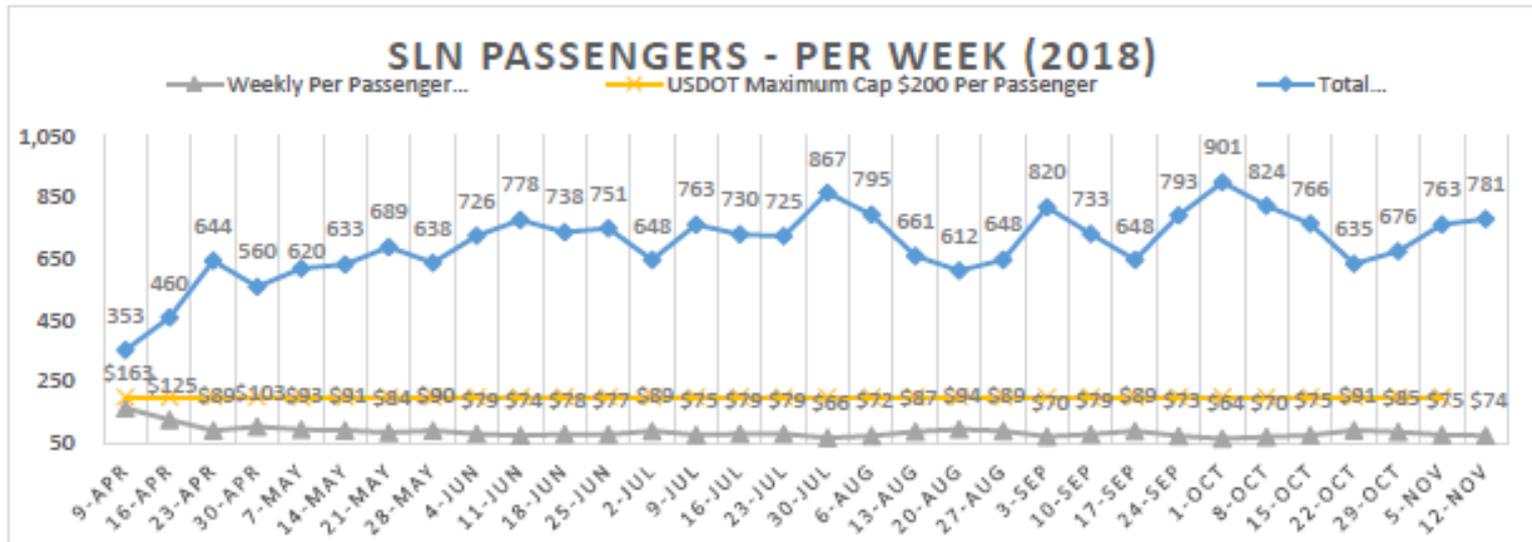




Enplanements

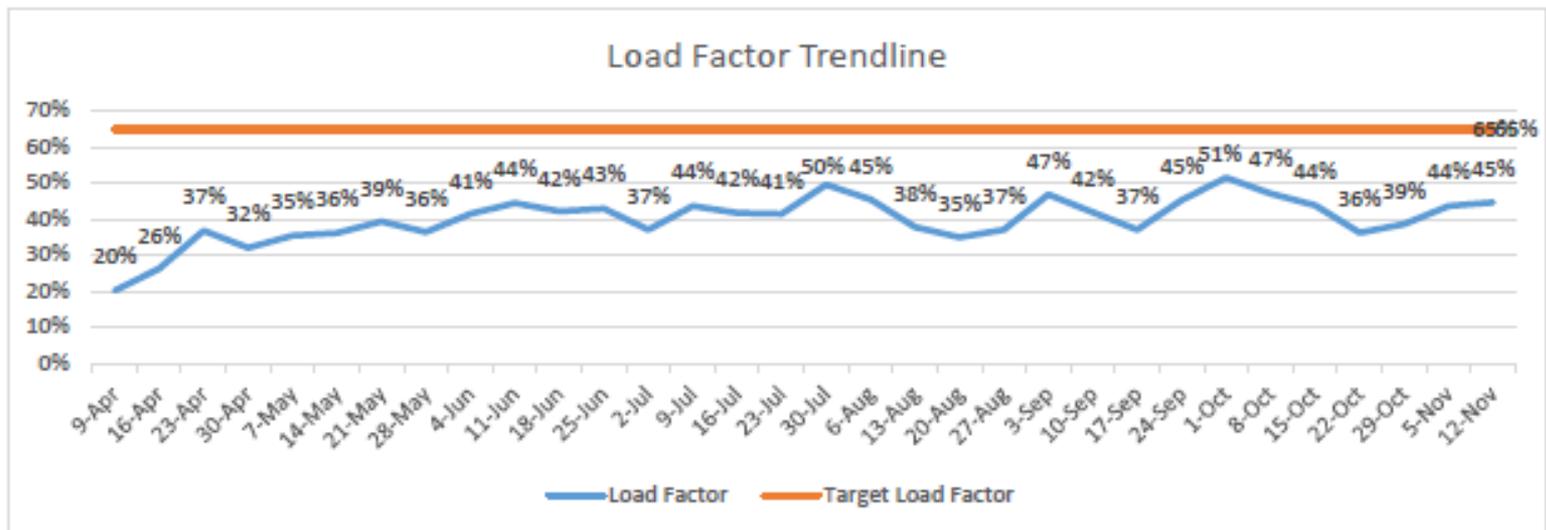


Weekly Enplanements and Load Factor



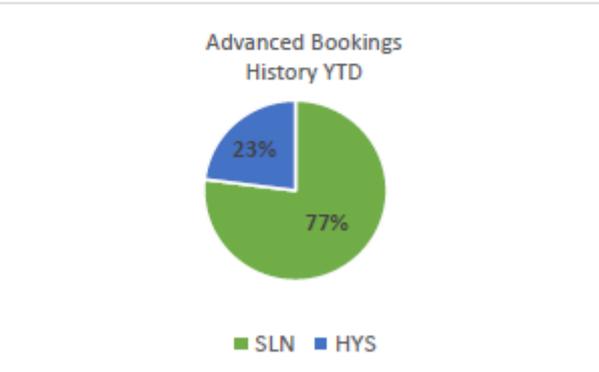
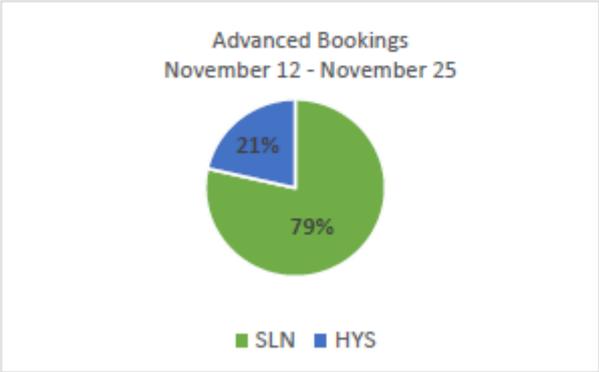
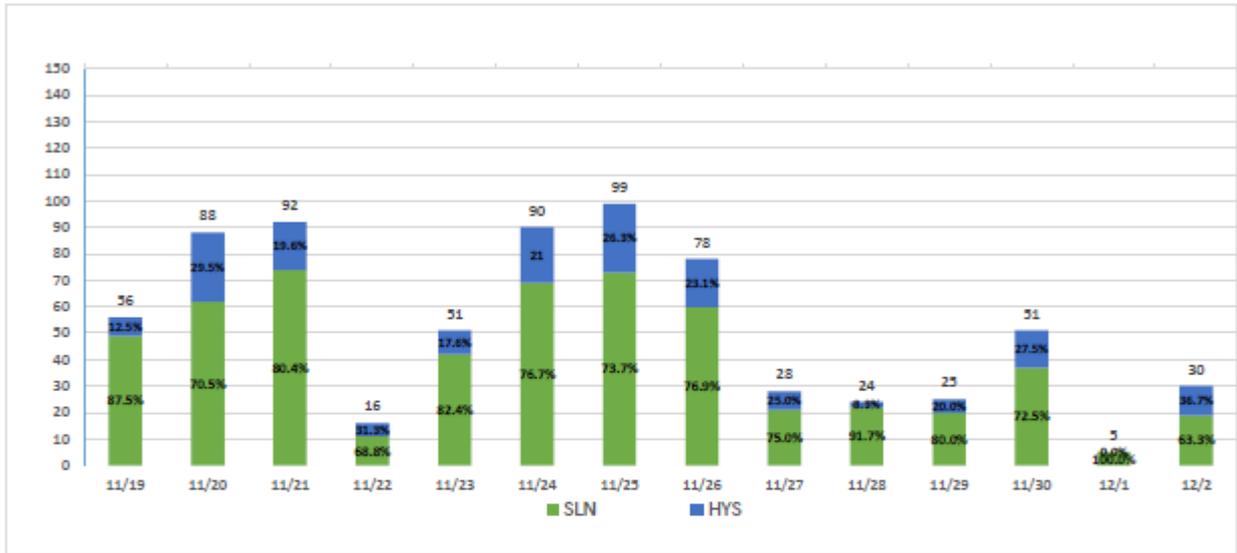
* Subsidy per passenger based on \$57,597/week

* Passenger numbers reported are unaudited by SKW and subject to change



Advanced Bookings

2018 SkyWest Airlines														
Advance Bookings - Enplanements														
Pax Composition (SLN and HYS)														
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	11/19	11/20	11/21	11/22	11/23	11/24	11/25	11/26	11/27	11/28	11/29	11/30	12/1	12/2
SLN	49	62	74	11	42	69	73	60	21	22	20	37	5	19
HYS	7	26	18	5	9	21	26	18	7	2	5	14	0	11
Total Pax per day	56	88	92	16	51	90	99	78	28	24	25	51	5	30
Load Factor	37.33%	58.67%	61.33%	10.67%	34.00%	60.00%	66.00%	52.00%	18.67%	16.00%	16.67%	34.00%	10.00%	60.00%



Financial Reports

Salina Airport Authority Profit & Loss Budget Performance October 2018

	<u>Oct 18</u>	<u>Jan - Oct 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	62,563	662,312	581,666	80,646
Total Building and land rent	131,877	1,179,687	1,122,875	56,812
Total Other revenue	33,034	315,403	148,751	166,652
Uncategorized Income	0	0	0	0
Total Income	<u>227,474</u>	<u>2,157,402</u>	<u>1,853,292</u>	<u>304,110</u>
Gross Profit	<u>227,474</u>	<u>2,157,402</u>	<u>1,853,292</u>	<u>304,110</u>
Expense				
Total Administrative expenses	123,632	1,297,386	1,194,207	103,179
Total Maintenance expenses	74,384	674,911	623,892	51,019
Total Expense	<u>198,016</u>	<u>1,972,297</u>	<u>1,818,099</u>	<u>154,198</u>
Net Ordinary Income	<u>29,458</u>	<u>185,105</u>	<u>35,193</u>	<u>149,912</u>
Other Income/Expense				
Total Other Income	217,380	3,409,172	2,936,885	472,287
Total Other Expense	287,140	2,871,399	2,871,399	0
Net Other Income	<u>-69,760</u>	<u>537,773</u>	<u>65,486</u>	<u>472,287</u>
Net Income	<u><u>-40,302</u></u>	<u><u>722,878</u></u>	<u><u>100,679</u></u>	<u><u>622,199</u></u>

Financial Reports

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

5:03 PM

11/14/2018

Accrual Basis

	Oct 18	Jan - Oct 8	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Total Airfield	44,268	1,644,269	1,742,391	-98,122	94%
Total Buildings & Improvements	30,141	84,109	45,000	39,109	187%
Total Equipment	3,560	158,791	56,650	102,141	280%
Total Land	32,771	843,442	1,203,000	-359,558	70%
Total Fixed assets at cost	110,740	2,730,611	3,047,041	-316,430	90%

Presentation of the Airport Authority's Automobile, Equipment, Commercial Property, Environmental, Workers' Compensation and Liability Insurance Coverages for 2019.

Shelli Swanson, C.M.

James Charlesworth, Charlesworth Associates

Airport Insurance

Property

Business Interruption

Equipment

Crime

Underground Storage Tanks

Public Officials

Auto

Worker's Compensation

Liability

Consideration of the Renewal of the Insurance Broker Services Agreement with Lockton Companies, LLC, Kansas City, MO

Tim Rogers, A.A.E.

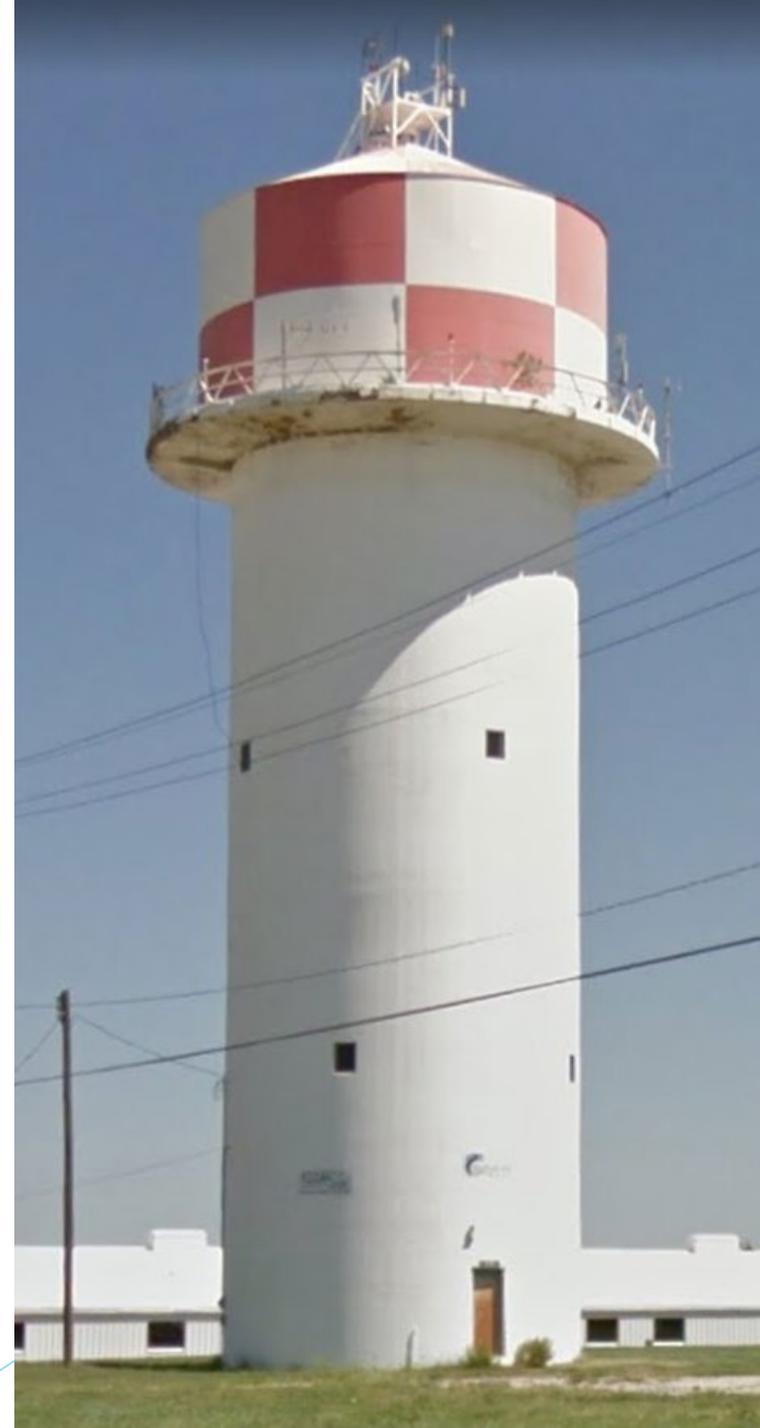
Shelli Swanson, C.M.

3-Year Term (October 1, 2018 - October 31, 2021)

2019	\$18,000
2020	\$18,500
2021	\$19,000

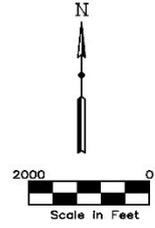
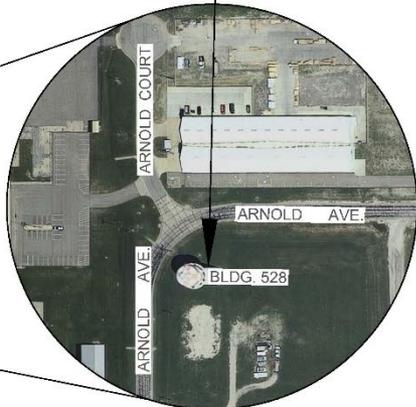
Consideration of a Facility/Tower Use Agreement with Nex-Tech, Inc., Lenora, KS for Radio and Communications Equipment at 2725 Arnold Avenue

Shelli Swanson, C.M.





Nex-Tech Lease
Area. Building 528



Drawing Number 2527-11-18



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
1" = 2000' : SCALE
10/10/18, 0844 : DATE

SALINA AIRPORT AUTHORITY
October 2018 Board Meeting Location Map

1
OF
1

Consideration of a Termination Agreement with Tischlerei, LLC. For Unit A, B655.

Tim Rogers, A.A.E.



Number	Address	Number	Address
120	3237 Arnold Ave.	713	1935 Beechcraft Rd.
122	3213 Arnold	723	1915 Beechcraft Rd.
127	3119 Arnold	724	1910 Beechcraft Rd.
138	Jumper	730	2425 Hein Ave.
207	2024 Schilling Rd.	782	2503 Centennial Rd.
217	3024 Arnold	785	2503 Centennial
219	2910 Arnold Ave.	786	2503 Centennial Rd.
305	2004 Schilling Rd.	808	2328 Hein Ave.
310	2948 Arnold	809	2328 Hein Ave.
313	2934 Arnold	814	2328 B Hein Ave.
384	2841 Centennial	816	2328 Hein Ave.
409	2010 Rogers Ct.	820	2413 Hein
412	2804 Arnold Ave.	824	2359 Hein
496	2845 Centennial	939	1932 Scanlan
498	2816 Centennial	957	2044 Scanlan
500	Night Lighting Vault	958	2044 Scanlan
504	2013 Kneubuhl Ct.	959	2044 Scanlan
506	2010 B Kneubuhl Ct	1021	3800 Airport Rd
509	2734 Arnold Ct.	1027	3334 Airport Rd
510	2713 Hein	1029	3308 Airport Rd
512	2782 Arnold	1037	3334 Airport Rd
517	1983 Kneubuhl Ct.	1039	3313 Airport Rd
520	2775 A Arnold Ave.	1047	3334 Airport Rd
520	2775 B Arnold Ave.	1049	3313 Airport Rd
520	2775 C Arnold Ave.	1057	3334 Airport Rd
520	2775 D Arnold Ave.	1059	3313 Airport Rd
520	2775 E Arnold Ave.	1067	3334 Airport Rd
520	2775 F Arnold Ave.	1069	3313 Airport Rd
520	2775 G Arnold Ave.	1079	3313 Airport Rd
528	Water Tower, 2725 Arnold Avenue	1100	3275 Airport Rd
595	2760 Centennial (should be Benschel?)	1101	3275 Airport Rd
600	2720 Arnold Court	1103	3313 Airport Rd
606	2630 Arnold Court	1105	3232 Airport Rd
614	2560 Arnold Court.	1127	3222 Airport Rd
620	1940 Arnold Ave.		
628	2625 Arnold Court		
628	628 Lucas Ave.		
635	1905 Ganey Rd.		
655	2655 Arnold Ave.		
673	1725 Scanlan Ave.		
700	2035 Beechcraft Rd.		
702	2040 Beechcraft Rd.		
703	1939 Beechcraft Rd.		



Drawing Number 2005

SALINA AIRPORT AUTHORITY
 1550 W. 11th St., Salina, KS 67401
 (785) 825-2100
 www.salinaairportauthority.com

Presentation of the Draft 2019 Operating Plan and Budget Report

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

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
- Finance and Administration Priorities
- T-Hangar Construction Feasibility Study

Staff Reports

- Beechcraft Road Reconstruction
- Aircraft Rescue and Fire Fighting (ARFF) Vehicle
- Fossett Plaza
- Terminal Building Overflow Parking Lot
- Terminal Building Signs
- Fly Salina Marketing
- SAA Staff Training



Oct 1, 2018 - Oct 31, 2018

Show: All | Starred

+ Create new annotation

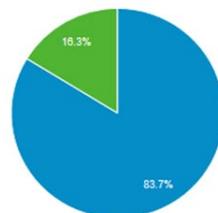
Users
4,237

New Users
3,811

Sessions
5,290

Number of Sessions per User
1.25

■ New Visitor ■ Returning Visitor



Upcoming Events

- Airport Tours
- Candy Canes and Airplanes
 - Saturday, December 1, 2018
 - 1:00 PM



**Candy Canes
and Airplanes**

Saturday, Dec. 1
2 - 4 p.m., doors open at 1 p.m.
Salina Airport, 2720 Arnold Court

- Watch Santa arrive at 2:15 p.m.
- Visit K-State Polytechnic student club booths
- See K-State, military and civilian aircraft
- Bring your own camera for photos with Santa

Fly SLN Airport

KANSAS STATE UNIVERSITY
Polytechnic Campus

Notice of Non-Discrimination: Kansas State University is committed to an Equal Opportunity, Access, Programs and Services Policy and to the Equal Opportunity Act of 1964, as amended. For more information, please contact the Director of Institutional Equity at 785.843.1234 or equity@ksu.edu.

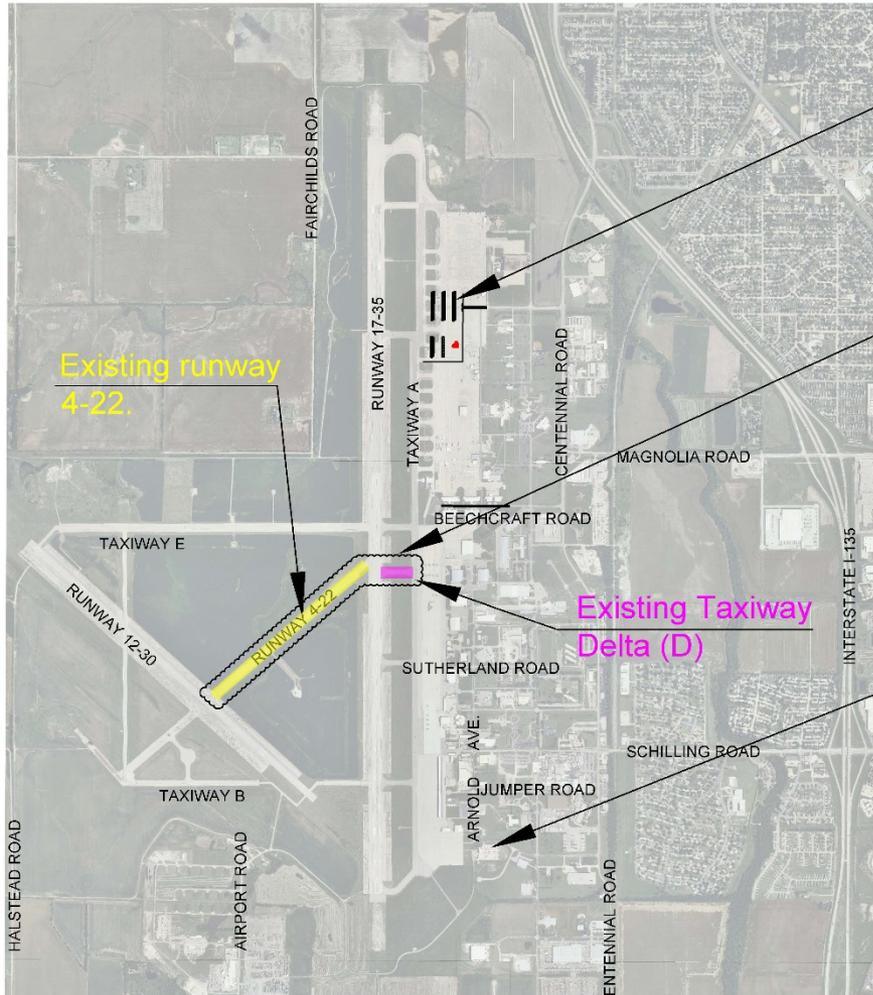
Executive Session



Adjournment

Location Maps

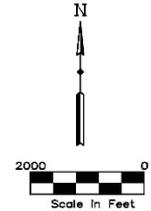
Tim Rogers, A.A.E.



North Ramp Stage I
T-Hangar Planning
Review.

Convert Runway
4-22 to Taxiway
Delta Extension.

M. J. Kennedy
Airport Terminal
Planning Review
Project.



Drawing Number 2512-10-18

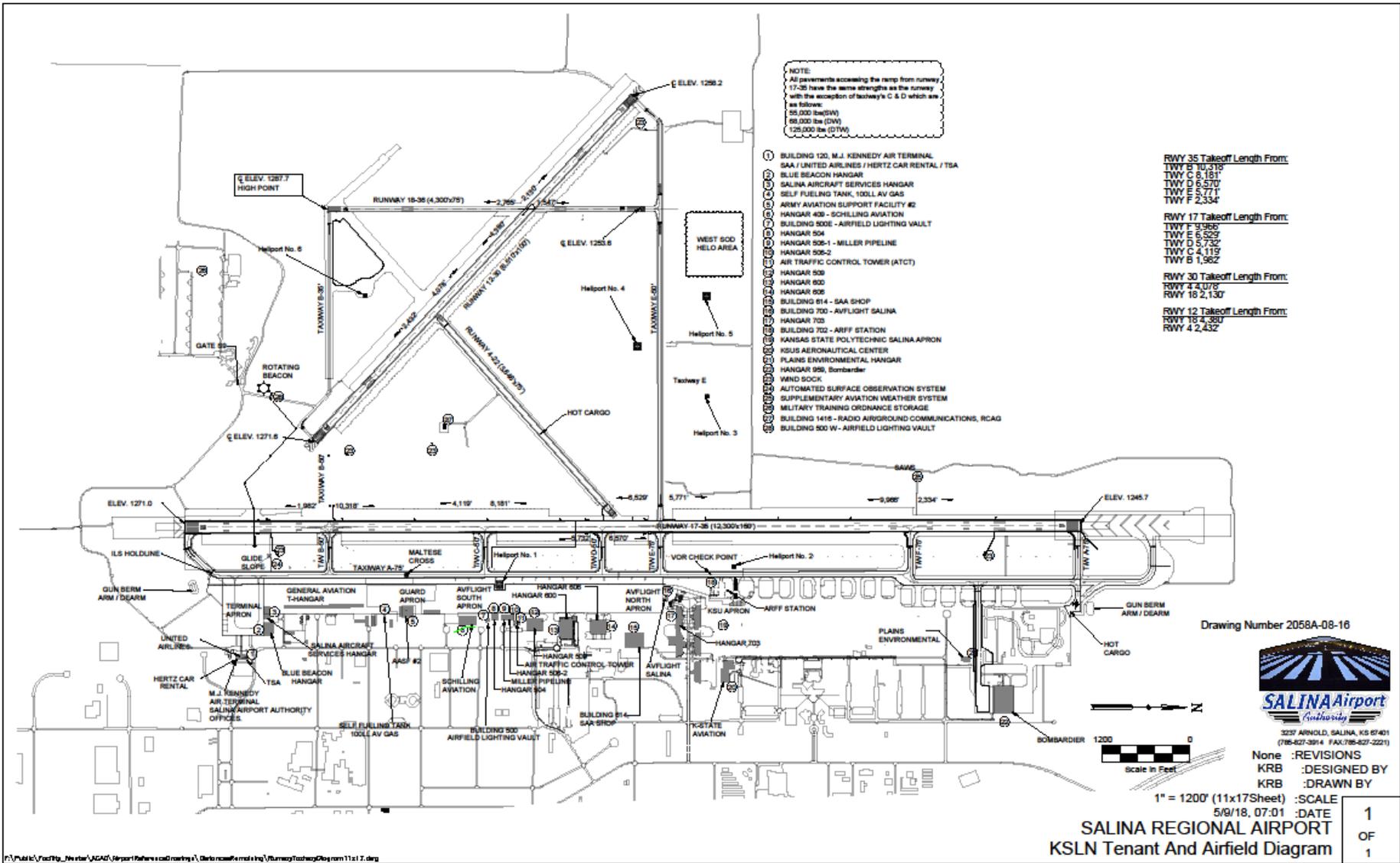


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KSLN Tenant and Airfield Diagram



C:\Public\cad\figs\tenant\airfield\airfield.dwg (1) Date: 5/9/18 7:01 AM (1) Runway\tenant.dwg (1) 11x17.dwg