

DATE: April 12, 2019
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **April 17, 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 hangars to aviation and aerospace companies for both manned and unmanned projects.
- Support 2019 Forward Operating Location (FOL) deployments to KSLN
- Meet 2019 financial goals
- Complete phase II of mediation related to the Former Schilling AFB project.

An executive session of the Airport Authority board of directors is on the agenda. The executive session will be for the purpose discussing anticipated mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with pending litigation in U.S. District Court with legal counsel based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 45-7319(b)(2).

Board of directors action **is not** expected following the executive session.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending March 31, 2019 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,848 operations during March 2019 which was a 8.5% increase as compared to the March 2018 total of 6,312. For the year-to-date, a total of 14,802 operations have occurred at the Salina Airport which is 3% more than the March 2018 YTD total of 14,331. An increase in K-State Aviation professional pilot training flights is reflected in the March 2019 air traffic count.

Airport Activity – Fuel Flowage (Rogers)

The March 2019 fuel flowage came in at 150,881 gallons which was 12.5% less than the March 2018 total of 172,561 gallons. For the year-to-date, a total of 490,746 gallons has been delivered on the Airport which

is 13% more than the 2018 YTD total of 433,873 gallons. Large military and government jet operations scheduled for May through August will significantly boost fuel sales and total gallons delivered for the year.

Airport Activity – Passenger Counts (Rogers)

During March 2019 SkyWest enplaned 1,698 passengers, which was a 132% increase over the March 2018 total of 731 passengers. The March YTD total passenger count was 3,512 which was a 139% increase over the March 2018 YTD total of 1,465.

ArkStar Group managing partner, Gary Foss will call in to the meeting and provide the board of directors a review of the first year of successful United/SkyWest regional jet flights to Denver and Chicago. (United/SkyWest to DEN and ORD started on April 9, 2018)

Financial Reports – Comments and Notes (Swanson)

During the last week of March, SAA admin. staff started audit planning work with Mize Houser & Company, the firm recently engaged to complete the SAA’s 2018 financial audit. On April 2, the SAA submitted to Mize Houser, all items requested in their initial audit request. The auditors have given us a preliminary field date schedule of the week of May 6.

At the end of the first quarter, total operating income arrived 5% under budget projections, however is tracking 4.11% ahead of 2018 or \$23,400. Total administrative expenses are tracking under budget 8% or \$36,396 while maintenance expenses are over budget \$34,422 bringing total operating expenses under budget by \$1,974. Snow removal, equipment repair and utility costs, hit the budget fairly hard during the first quarter. At the meeting we’ll review our strategy for meeting our annual budget goals and objectives.

Short-term Leasing Activity

Since the March board meeting, the SAA entered into two new short-term lease agreements.

Wal-Mart entered into their second agreement for 2019 with the SAA for warehousing space. This agreement will commence on 4/18/19 and terminate on 7/10/2019. The rental income for the 49,222 SF of space is \$55,969 for the 3-month term.

On April 9, the SAA entered into a one-year agreement with Waste Connections for a 1-acre tract located in the Airport Road equipment yard. This agreement will generate \$310 per month or \$3,720 per year. Waste Connections is now the 6th tenant in the equipment yard.

Financial Reports – Accounts Receivable Past Due 31 days or more as of April 12, 2019 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Dunn, Kelly	\$89	31-60	T-hangar rent

Agenda Item #6 – Review of the March 31, 2019 Ten (10) Year Financial Trend Analysis Report

(Swanson)

Following the end of each quarter of the calendar year, a ten (10) year financial trend analysis is prepared for SAA board review and discussion. The report summarizes current quarterly revenue and expenses as

compared to the same period over the past nine (9) years. Shelli and I will provide additional information for you at the meeting and be prepared to answer your questions.

Agenda Item #7 – United/SkyWest Air Service One-Year Review

ArkStar managing director, Gary Foss will call in to the meeting to provide a one-year review of United/SkyWest regional jet service to Denver and Chicago. United regional jet service operated by SkyWest Airlines to Denver and Chicago started on April 9, 2018. From April 9, 2019 through April 7, 2019 (52-weeks) United/SkyWest flights carried a total of 35,191 total passengers – 17,601 outbound and 17,590 inbound.

Agenda Item #8 – Request for an Executive Session of the SAA Board of Directors for Consultation with Attorney Bengtson on a Matter Deemed Privileged in the Attorney-client Relationship (Bengtson)

The SAA board members will be asked to consider the following motion.

“I move that the Airport Authority board of directors recess into an executive session for twenty (20) minutes to discuss the subject of anticipated mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with pending litigation in U.S. District Court with legal counsel based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 45-7319(b)(2). The open meeting will resume in this room at _____ AM.”

Board action **is not** expected following the executive session.

STAFF REPORTS

Events (Windhorst)

Salina Airport Authority and Visit Salina staff have been busy preparing for several upcoming events at the Salina Regional Airport.

- NOAA Tornado Observation Mission – Project TORUS (May 13th – June 27th, H600)
- Pisces VI Submarine Unveiling (June 1, 2019, H509)
- Jaded Thunder 19-2 (August 1st – August 17th, H509, H600 & H606)
- NASA FIREX-AQ (August 18th – September 8th, H600)
- Commemorative Air Force (September 2nd – September 9th, H600)
- IAC US National Aerobatic Championships (September 21st – September 29th, H606)

Fly Salina Marketing (Windhorst)

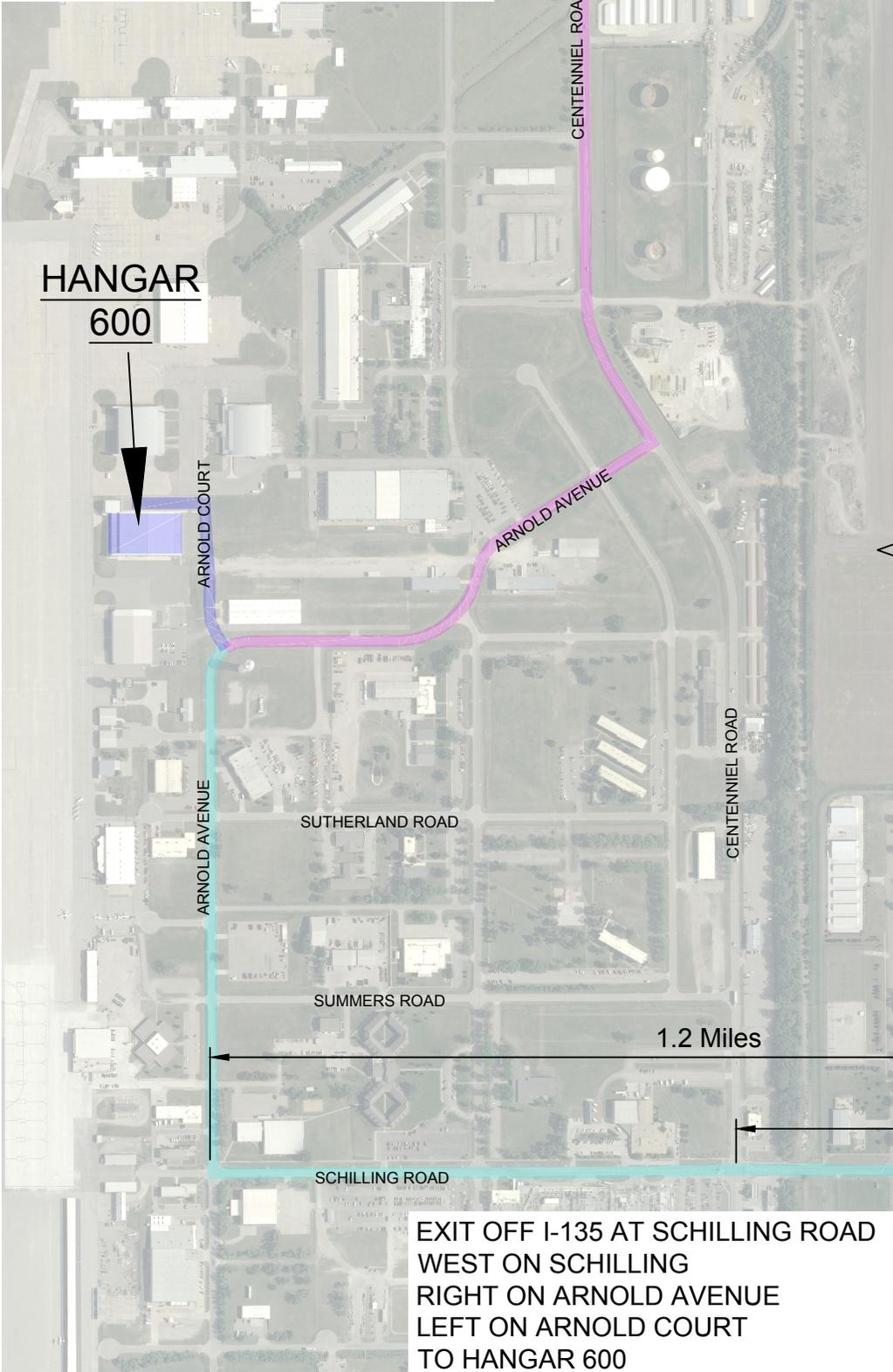
During the month of March, the SAA Facebook page has significantly increased in page views, likes and followers due to additional marketing efforts. Page views increased 127%, page likes increased over 1,300% and followers increased over 1,200% as compared to the previous month.



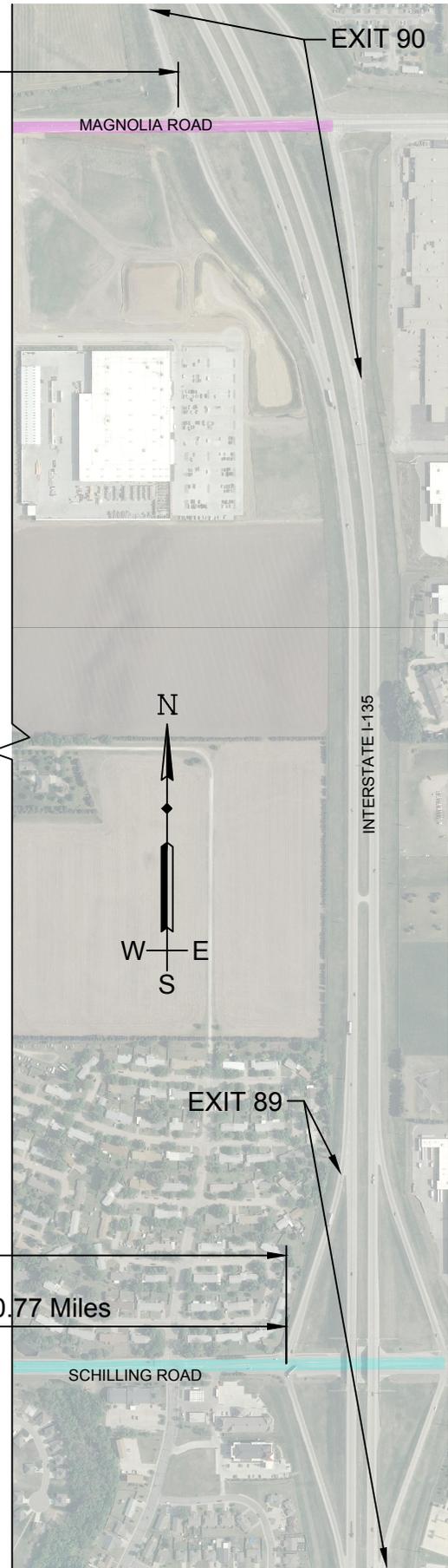
Please contact me if you have any questions or comments.

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
April 17, 2019 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Buer)
2. Recognition of guests. (Buer)
3. Additions to the agenda and agenda review (Rogers)
4. Approval of the minutes of the March 20, 2019 annual board meeting. (Buer)
5. Review of airport activity and financial reports for the month ending March 31, 2019. (Rogers and Swanson)
6. Review of the March 31, 2019 ten (10) year financial trend analysis report. (Swanson)
7. One-year review of United/SkyWest regional jet service. (Rogers)

Directors' Forum (Weisel)

Visitor's Questions and Comments (Buer)

Executive Session

8. Consideration of a motion for an executive session (Buer)
"I move that the Airport Authority board of directors recess into an executive session for twenty (20) minutes to discuss the subject of anticipated mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with pending litigation in U.S. District Court with legal counsel based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 45-7319(b)(2). The open meeting will resume in this room at _____ AM."

Staff Reports (Rogers)

- Review of current Airport and Airport Industrial Center building and hangar lease prospects
- 2019 Forward Operating Location (FOL) and events calendar
- M.J. Kennedy Air Terminal micro-market options
- Snow Removal Equipment (SRE) maintenance and repair update

Announcements (Windhorst)

Adjournment (Buer)



**MINUTES OF THE ANNUAL MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
MARCH 20, 2019
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. Directors Buer, Weisel, Eichelberger, Gunn, and Vancil were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Manager of Business and Communications Kasey Windhorst; Administrative Assistant Kaycie Taylor; and Board Attorney Greg Bengston. Bob Vidricksen, Saline County Commissioner; Mitch Robinson, SCEDO; Steve Benson, Coffman Associates; Tim Kahmann, Coffman Associates; Tim Unruh, Reporting Points Reporter; Michael Bunn, T-Hangar tenant; Mark Zeiler, T-Hangar tenant and Julie Yager-Zuker, Avflight were guests.

Acceptance of Appointment

Executive Director Rogers announced that Brian Weisel was reappointed by the City of Salina to serve a three-year term on the Salina Airport Authority Board of Directors. Director Weisel executed his Acceptance of Appointment and Oath of Office documents.

Additions to the Agenda and Agenda Review

Chairman Weisel asked if there were any additions to the agenda. Executive Director Rogers stated there were no additions. Rogers provided an overview of the meeting's agenda.

Minutes

Chairman Weisel asked if the board members had additions or corrections to the minutes of the February 20, 2019 regular board meeting. Director Gunn moved, seconded by Director Vancil, to approve the minutes of the February 20, 2019 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of February 2019. The Salina air traffic control tower (ATCT) recorded 4,852 operations during February 2019 which was a 5% increase as compared to the February 2018 total of 4,601. Rogers anticipates operations to continue to rise due to an increase in upcoming scheduled events. February 2019 fuel flowage came in at 183,334 gallons which is 2% less than the February 2018 total of 186,507 gallons. For the year to date a total of 339,865 gallons have been delivered which is 30% more than the 2018 YTD total of 261,312 gallons. SkyWest recorded 2,185 total passengers during February 2019 which was a 242% increase as compared to 613 total passengers during February 2018. Rogers expressed the importance of encouraging individuals and businesses to sign up for United benefits such as Mileage Plus, Perks Plus, and United Meetings.

Director of Administration and Finance Swanson reported on the financials for the month ending February 28, 2019. Swanson commented on the semi-annual bond interest payment and the review of the first quarter long term general obligation bonds. Total operating revenue arrived within 1% of the budget target and 9.82% ahead of 2018. Total operating expenses are tracking 13% under budget and 2.8% less than 2018. Net operating income before depreciation reached \$54,949. Swanson reported on the status of AAL Organic Matters, LLC. Swanson commented that Walmart has extended their short-term lease through July 10, 2019 resulting in an additional \$55,000 income. Chairman Weisel directed staff to file the financial statements for audit.

Salina Regional Airport and Airport Industrial Center Economic Impact Study.

Executive Director Rogers reviewed the February 2019, Salina Regional Airport and Airport Industrial Center Economic Impact Study prepared by The Docking Institute of Public Affairs, Fort Hays State University. The total economic activity generated by private businesses, educational institutions, military units, public institutions, and other entities for 2017 was \$1,168,468,35. Combined economic activity from the Salina Regional Airport and Airport Industrial Center contributed 41% of the total economic activity for Saline County in 2017. The total employment associated with the Airport and Industrial Center was 5,996 jobs, which equals 14% of the total employment in Saline County.

Estimated Cost to Construct and Finance New T-Hangars at the Salina Regional Airport

Executive Director Rogers reviewed the plan to construct new T-Hangars on the North Ramp. It is now expected that construction will be completed in two phases. Phase I would consist of 48 T-Hangars and four Box Hangars. Rogers stated that final construction cost and project financing will be completed prior to the July board meeting and Capital Improvement Project (CIP) discussion.

Scope of Work for the M.J. Kennedy Terminal Building Requirements Study

Executive Director Rogers introduced Steve Benson, Principal-In-Charge of Coffman Associates. Benson reviewed what the scope of work for the terminal building requirements study. He emphasized that the purpose of the study is to define future terminal building capacity based on a forecast of passenger growth. Coffman will use a passenger demand forecast to recommend space requirements for functions such as lobby space, restrooms, ticket counters, baggage, cargo, security screening, and gate space. Coffman will recommend alternatives in construction of terminal building space needed to meet future demand. Coffman and SAA staff will develop cost estimates and financing plan for further consideration. The study will not include terminal building architectural design work.

Former Schilling AFB Project Briefing and Update

Executive Director Rogers informed the board that the Remedial Investigation (RI) and Feasibility Study (FS) phases of work have been completed. The FS defined options and recommendations for site cleanup. The Salina Public Entities are currently waiting for the Kansas Department of Health and Environment (KDHE) to complete and publish a Corrective Action Decision (CAD). Once the CAD has been released, KDHE will hold a public meeting to present the CAD. The meeting has been tentatively scheduled for Wednesday, May 1, 2019, 6:00 PM, Room 107, City/County Building.

SAA Board of Directors Officers and Board Assignments for 2019-2020

Executive Director Rogers reviewed the recommended slate of officers and committee assignments for 2019-2020.

The recommended slate of officers for 2019-2020 is as follows:

Chair	Kent Buer
Vice-Chair	Alan Eichelberger
Secretary	Kristin Gunn
Treasurer	Troy Vancil
Past Chairman	Brian Weisel

The recommended committee assignments for 2019-2020 are as follows:

Salina Area Chamber of Commerce Board of Directors	Kent Buer
SAA Finance and Audit Committee	Kristin Gunn Troy Vancil
Air Service Working Group	Kent Buer Brian Weisel
Salina Community Economic Developmet Organization	Alan Eichelberger
Schilling Environmental Project CEO Working Group	Kristin Gunn

Director Vancil moved to approve the slate of officers and committee assignments for 2019-2020, seconded by Director Gunn. Motion passed unanimously.

SAA Resolution No. 19-01

Executive Director Rogers presented SAA Resolution 19-01, designating the banks used by the Airport Authority, specifying individuals authorized to sign SAA checks, and defining the number of signatures required on each check. **A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AN DIRECTING HOW SAID CHECKS ARE TO BE SIGNED.** Director Gunn moved, seconded by Director Eichelberger, to approve Resolution 19-01. Motion carried unanimously.

Salina Airport Authority's 2017 and 2016 Audited Financial Statements and Consideration of an Engagement Letter for the Audit of the Airport Authority's 2018 Financial Statements

Director of Administration and Finance distributed and reviewed the Salina Airport Authority's 2017 and 2016 audited financial statements. Rogers distributed and reviewed an engagement letter with Mize & Houser & Company for the audit of the Airport Authority's 2018 financial statements.

Director Eichelberger moved, seconded by Director Gunn to accept the engagement letter with Mize & Houser & Company for the audit of the Airport Authority's 2018 financial statements. The motion passed unanimously.

Staff Reports

Transfer of Former Schilling AFB Parcels and Easements to the City of Salina

Board Attorney Greg Bengtson updated the board on the status of the transfer of former Schilling AFB water well sites, water treatment facility, distribution system, and easements to the City of Salina. The city is preparing an agreement that specifies the easements needed by the city for the south water treatment plant project.

Upon a motion duly made, the meeting adjourned at 9:40A.M.

Minutes approved at the April 17, 2019 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2019**

AIR TRAFFIC/ATCT

March, 2019	6,848 Operations 726 Instrument Operations 717 Peak Day
March, 2018	6,312 Operations 930 Instrument Operations 463 Peak Day
January 2019 - March 2019	14,802 Operations
January 2018 - March 2018	14,331 Operations
January 2017 - March 2017	15,466 Operations

FUEL FLOWAGE

March, 2019	150,881 Gallons
March, 2018	172,561 Gallons
January 2019 - March 2019	490,746 Gallons
January 2018 - March 2018	433,873 Gallons
January 2017 - March 2017	906,533 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
8,574	142,307	12,507	520
7,996	164,565	78,514	392
18,425	472,321	146,938	1,367
18,276	415,597	185,707	1,311
25,904	880,629	525,779	1,470

SkyWest Airlines

ENPLANEMENTS

March, 2019	1,698 Passengers
March, 2018	731 Passengers
January 2019 - March 2019	3,769 Passengers
January 2018 - March 2018	1,098 Passengers
January 2017 - March 2017	1,933 Passengers

DEPLANEMENTS

TOTAL

1,814 Passengers	3,512
734 Passengers	1,465

ENPLANEMENTS - Charter Flights

March, 2019	0 Passengers
March, 2018	0 Passengers
January 2019 - March 2019	584 Passengers
January 2018 - March 2018	401 Passengers
January 2017 - March 2017	862 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

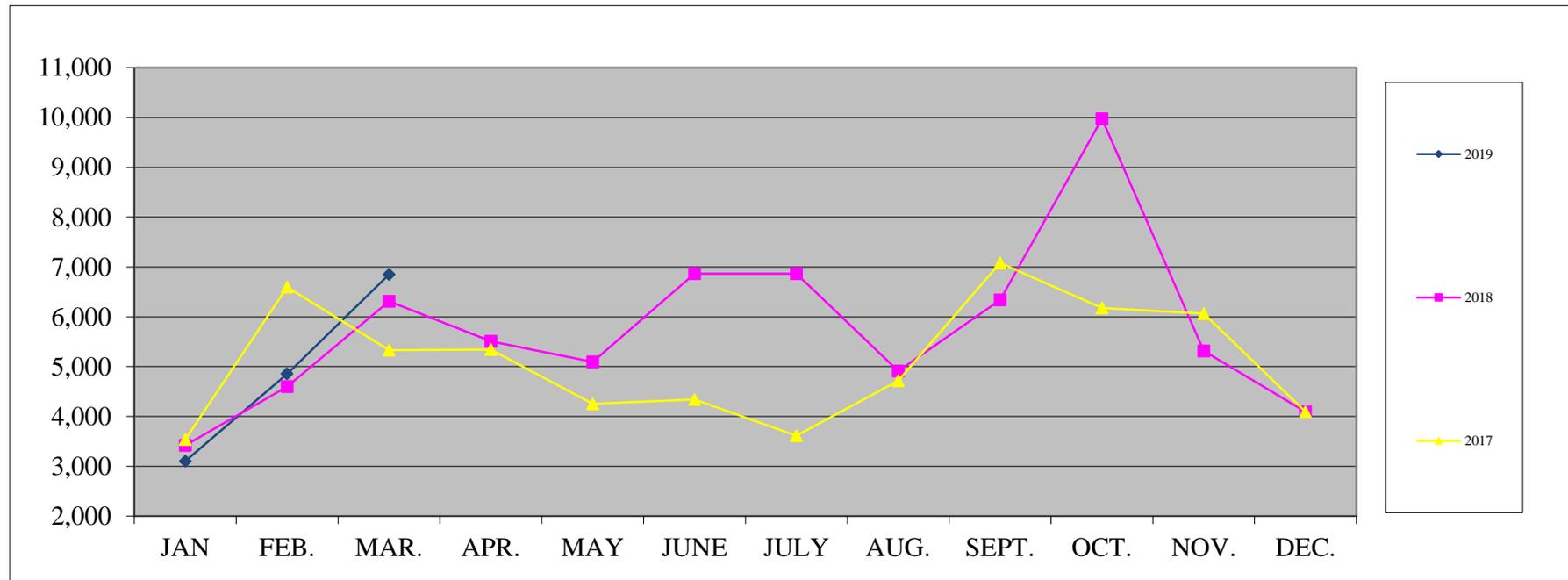
March, 2019	1,698 Passengers
March, 2018	731 Passengers
January 2019 - March 2019	4,353 Passengers
January 2018 - March 2018	1,499 Passengers
January 2017 - March 2017	2,795 Passengers

**AIRPORT TRAFFIC RECORD
2018 - 2019**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2019									
January, 19	61	819	600	258	1,738	992	372	1,364	3,102
February, 19	104	1,553	555	211	2,423	2,232	197	2,429	4,852
March, 19	115	1,765	790	147	2,817	3,811	220	4,031	6,848
April, 19									
May, 19									
June, 19									
July, 19									
August, 19									
September, 19									
October, 19									
November, 19									
December, 19									
Totals January - March	280	4,137	1,945	616	6,978	7,035	789	7,824	14,802
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									
May, 18									
June, 18									
July, 18									
August, 18									
September, 18									
October, 18									
November, 18									
December, 18									
Totals January - March	19	3,763	1,968	983	6,733	6,469	1,129	7,598	14,331
Difference	-19	-3,763	-1,968	-983	-6,733	-6,469	-1,129	-7,598	-14,331
YTD % Change	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%
Legend:	AC: Air Carrier			AT: Air Taxi					
	GA: General Aviation			MI: Military					

AIR TRAFFIC

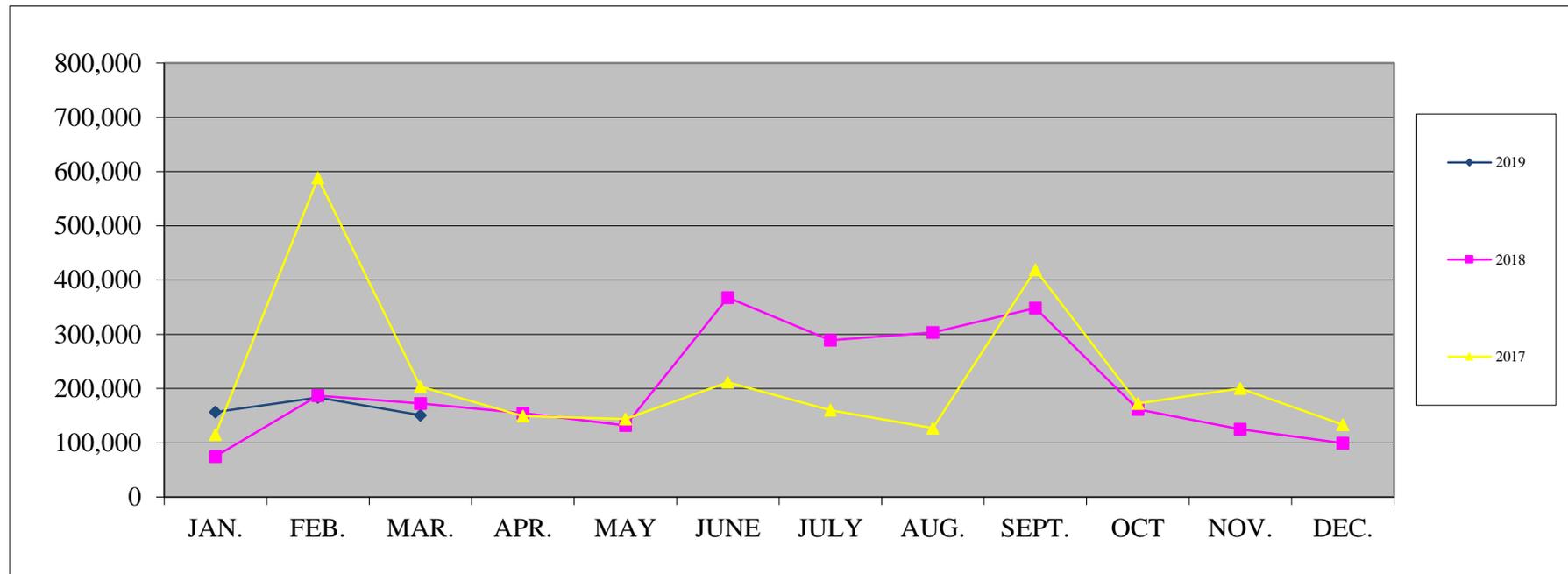
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2019	3,102	4,852	6,848										14,802
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
2017	3,539	6,598	5,329	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



FUEL FLOWAGE

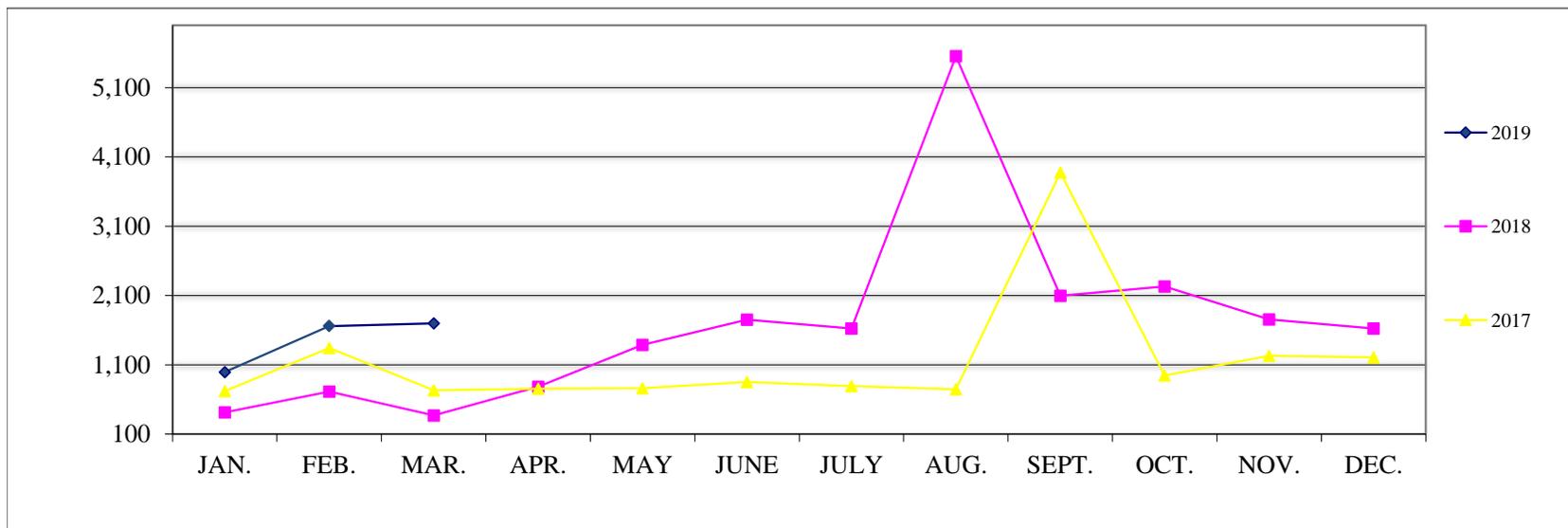
Gallons of Fuel Sold at SLN

	<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>
2019	156,531	183,334	150,881										490,746
2018	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	2,414,825
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



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>
2019	996	1,659	1,698											4,353
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622		20,299
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	13,850
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



**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 March 31, 2019

04/12/2019

	<u>Mar 31, 19</u>	<u>Feb 28, 19</u>	<u>\$ Change</u>	<u>Mar 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	0	0	0	1,308,593	-1,308,593	-100%
Cash in bank-Operating Funds	34,869	87,292	-52,423	205,635	-170,766	-83%
Cash in Bank - Mill Levy	717,369	702,133	15,236	847,959	-130,590	-15%
Total Checking/Savings	752,238	789,425	-37,187	2,362,187	-1,609,949	-68%
Accounts Receivable						
Accounts Receivable	99,052	152,147	-53,095	139,700	-40,648	-29%
Total Accounts Receivable	99,052	152,147	-53,095	139,700	-40,648	-29%
Other Current Assets						
Agri Land Receivable	56,000	56,000	0	55,000	1,000	2%
Mill Levy receivable	1,327,048	1,401,943	-74,895	830,961	496,087	60%
Other current assets	185,156	181,151	4,005	155,691	29,465	19%
Undeposited Funds	2,102	4,990	-2,888	0	2,102	100%
Total Other Current Assets	1,570,306	1,644,084	-73,778	1,041,652	528,654	51%
Total Current Assets	2,421,596	2,585,656	-164,060	3,543,539	-1,121,943	-32%
Fixed Assets						
Fixed assets at cost	88,440,928	88,418,997	21,931	85,797,073	2,643,855	3%
Less accumulated depreciation	-45,191,060	-44,961,730	-229,330	-42,478,970	-2,712,090	-6%
Total Fixed Assets	43,249,868	43,457,267	-207,399	43,318,103	-68,235	-0%
Other Assets						
Deferred Outflow of Resources	1,496,655	1,496,655	0	1,496,655	0	0%
Total Other Assets	1,496,655	1,496,655	0	1,496,655	0	0%
TOTAL ASSETS	<u>47,168,119</u>	<u>47,539,578</u>	<u>-371,459</u>	<u>48,358,297</u>	<u>-1,190,178</u>	<u>-2%</u>
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	97,686	225,770	-128,084	161,459	-63,773	-39%
Total Accounts Payable	97,686	225,770	-128,084	161,459	-63,773	-39%
Credit Cards						
Sam's Club Discover	-855	407	-1,262	11,495	-12,350	-107%
VISA - Sunflower Bank, N.A. - K	0	20	-20	0	0	0%
VISA - Sunflower Bank, N.A. - S	1,516	1,034	482	0	1,516	100%
VISA - Sunflower Bank, N.A. - T	0	334	-334	740	-740	-100%
Total Credit Cards	661	1,795	-1,134	12,235	-11,574	-95%
Other Current Liabilities						
Accrued debt interest payable	50,112	-3,603	53,715	51,271	-1,159	-2%
Debt, current portion	1,969,153	1,969,153	0	1,222,153	747,000	61%
Deferred Agri Land Revenue	42,000	46,667	-4,667	41,250	750	2%
Deferred Mill Levy revenue	2,030,816	2,215,336	-184,520	1,599,270	431,546	27%
Other current liabilities	197,759	197,372	387	153,771	43,988	29%
Total Other Current Liabilities	4,289,840	4,424,925	-135,085	3,067,715	1,222,125	40%
Total Current Liabilities	4,388,187	4,652,490	-264,303	3,241,409	1,146,778	35%
Long Term Liabilities						
Debt - Long Term	21,364,892	21,364,892	0	24,016,722	-2,651,830	-11%
Deferred Inflows of Resources	96,486	96,486	0	96,486	0	0%
Less current portion	-1,969,153	-1,969,153	0	-1,222,153	-747,000	-61%
Net Pension Liability	603,456	603,456	0	603,456	0	0%
Security Deposits Returnable	50,410	50,410	0	49,436	974	2%
Total Long Term Liabilities	20,146,091	20,146,091	0	23,543,947	-3,397,856	-14%
Total Liabilities	24,534,278	24,798,581	-264,303	26,785,356	-2,251,078	-8%
Equity						
Invested in Capital Assets net	21,884,976	22,076,432	-191,456	19,205,478	2,679,498	14%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	245,075	53,619	191,456	2,511,938	-2,266,863	-90%
Net Income	413,790	520,946	-107,156	-234,475	648,265	276%
Total Equity	22,633,841	22,740,997	-107,156	21,572,941	1,060,900	5%
TOTAL LIABILITIES & EQUITY	<u>47,168,119</u>	<u>47,539,578</u>	<u>-371,459</u>	<u>48,358,297</u>	<u>-1,190,178</u>	<u>-2%</u>

Salina Airport Authority
Profit & Loss Budget Performance
 March 2019

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 04/12/2019
 Accrual Basis

	Mar 19	Jan - Mar 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	11,829	39,068	50,000	-10,932	78%	200,000
Hangar rent	1 55,249	187,161	144,077	43,084	130%	576,307
Landing fees	2,322	9,413	6,250	3,163	151%	25,000
Ramp rent	4,269	12,807	12,500	307	102%	50,000
Total Airfield revenue	73,669	248,449	212,827	35,622	117%	851,307
Building and land rent						
Agri land rent	5,212	14,545	14,000	545	104%	56,000
Building rents - Long Term						
Short-term leasing	2 21,718	75,643	52,500	23,143	144%	210,000
Building rents - Long Term - Other	3 56,609	176,844	229,165	-52,321	77%	916,660
Total Building rents - Long Term	78,327	252,487	281,665	-29,178	90%	1,126,660
Land rent						
Basic Land Rent	9,262	26,428	25,283	1,145	105%	101,131
Property tax - tenant share	10,325	30,975	30,975	0	100%	123,899
Total Land rent	19,587	57,403	56,258	1,145	102%	225,030
Tank rent	1,128	3,384	2,993	391	113%	11,970
Total Building and land rent	104,254	327,819	354,916	-27,097	92%	1,419,660
Other revenue						
Airport Marketing	4 0	0	27,500	-27,500	0%	110,000
Commissions	0	3,132	8,750	-5,618	36%	35,000
Other income	2,179	13,875	20,000	-6,125	69%	80,000
Total Other revenue	2,179	17,007	56,250	-39,243	30%	225,000
Total Income	180,102	593,275	623,993	-30,718	95%	2,495,967
Gross Income	180,102	593,275	623,993	-30,718	95%	2,495,967
Expense						
Administrative expenses						
A/E, consultants, brokers	1,250	13,566	5,250	8,316	258%	21,000
Airport promotion	5 16,104	37,534	48,738	-11,204	77%	194,950
Bad Debt Expense	6 10,321	10,321	3,750	6,571	275%	15,000
Computer/Network Admin.	3,196	5,432	4,786	646	113%	19,143
Dues and subscriptions	1,771	5,102	6,250	-1,148	82%	25,000
Employee retirement	6,482	19,044	20,671	-1,627	92%	82,685
FICA and medicare tax expense	4,895	14,397	15,822	-1,425	91%	63,289
Industrial development	0	8,571	10,625	-2,054	81%	42,500
Insurance , property	15,133	39,013	43,750	-4,737	89%	175,000
Insurance, medical	16,527	49,881	56,250	-6,369	89%	225,000
Kansas unemployment tax	188	188	250	-62	75%	1,000
Legal and accounting	2,973	5,748	8,125	-2,377	71%	32,500
Office salaries	36,217	107,813	124,445	-16,632	87%	497,780
Office Supplies	885	2,018	1,500	518	135%	6,000
Other administrative expense	1,108	2,173	2,719	-546	80%	10,875
Postage	91	229	750	-521	31%	3,000
Property tax expense	13,552	40,656	40,656	0	100%	162,625
Special Events	0	0	250	-250	0%	1,000
Telephone	1,570	4,770	4,594	176	104%	18,375
Training	0	0	1,750	-1,750	0%	7,000
Travel and meetings	378	1,079	3,000	-1,921	36%	12,000
Total Administrative expenses	132,641	367,535	403,931	-36,396	91%	1,615,722

	<u>Mar 19</u>	<u>Jan - Mar 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	8,107	11,434	7,725	3,709	148%	30,900
Airport Security	0	705	1,000	-295	71%	4,000
Building maintenance	6,580	22,236	12,413	9,823	179%	49,650
Equipment fuel and repairs	10,761	23,812	22,500	1,312	106%	90,000
Fire Services	0	42	4,750	-4,708	1%	19,000
Grounds maintenance	300	330	1,125	-795	29%	4,500
Maintenance salaries	29,011	83,900	91,238	-7,338	92%	364,950
Other maintenance expenses	806	2,984	5,000	-2,016	60%	20,000
Snow removal expense	7 2,368	20,444	5,000	15,444	409%	20,000
Utilities	8 14,505	79,286	60,000	19,286	132%	240,000
Total Maintenance expenses	<u>72,438</u>	<u>245,173</u>	<u>210,751</u>	<u>34,422</u>	<u>116%</u>	<u>843,000</u>
Total Expense	<u>205,079</u>	<u>612,708</u>	<u>614,682</u>	<u>-1,974</u>	<u>100%</u>	<u>2,458,722</u>
Net Ordinary Income	9 -24,977	-19,433	9,311	-28,744	-209%	37,245
Other Income/Expense						
Other Income						
Capital contributed	10 0	681,823	198,117	483,706	344%	792,469
Gain on sale of assets	0	0	6,000	-6,000	0%	24,000
Interest income						
Interest income on deposits	61	132	135	-3	98%	540
Total Interest income	<u>61</u>	<u>132</u>	<u>135</u>	<u>-3</u>	<u>98%</u>	<u>540</u>
Mill levy income	<u>200,805</u>	<u>600,405</u>	<u>599,401</u>	<u>1,004</u>	<u>100%</u>	<u>2,397,603</u>
Total Other Income	<u>200,866</u>	<u>1,282,360</u>	<u>803,653</u>	<u>478,707</u>	<u>160%</u>	<u>3,214,612</u>
Other Expense						
Debt interest expense net						
Bond issue cost	0	0	4,928	-4,928	0%	19,710
Interest Expense on Debt	<u>53,715</u>	<u>161,144</u>	<u>161,144</u>	<u>0</u>	<u>100%</u>	<u>644,575</u>
Total Debt interest expense net	<u>53,715</u>	<u>161,144</u>	<u>166,072</u>	<u>-4,928</u>	<u>97%</u>	<u>664,285</u>
Depreciation expense	<u>229,330</u>	<u>687,990</u>	<u>687,990</u>	<u>0</u>	<u>100%</u>	<u>2,751,960</u>
Total Other Expense	<u>283,045</u>	<u>849,134</u>	<u>854,062</u>	<u>-4,928</u>	<u>99%</u>	<u>3,416,245</u>
Net Other Income	<u>-82,179</u>	<u>433,226</u>	<u>-50,409</u>	<u>483,635</u>	<u>-859%</u>	<u>-201,633</u>
Net Income	11 <u>-107,156</u>	<u>413,793</u>	<u>-41,098</u>	<u>454,891</u>	<u>-1,007%</u>	<u>-164,388</u>

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through March 2019

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 04/12/2019
 Accrual Basis

	Jan - Mar 19	Jan - Mar 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	39,067.99	36,979.05	2,088.94	5.65%
Hangar rent	187,161.43	129,663.05	57,498.38	44.34%
Landing fees	9,412.85	3,389.59	6,023.26	177.7%
Ramp rent	12,807.00	10,842.00	1,965.00	18.12%
Total Airfield revenue	248,449.27	180,873.69	67,575.58	37.36%
Beech Bankruptcy Distributions	0.00	0.00	0.00	0.0%
Building and land rent				
Agri land rent	14,545.01	14,249.99	295.02	2.07%
Building rents - Long Term				
Short-term leasing	75,642.50	73,934.32	1,708.18	2.31%
Building rents - Long Term - Other	176,843.64	198,724.64	-21,881.00	-11.01%
Total Building rents - Long Term	252,486.14	272,658.96	-20,172.82	-7.4%
Land rent				
Basic Land Rent	26,427.77	24,693.74	1,734.03	7.02%
Property tax - tenant share	30,974.76	30,056.25	918.51	3.06%
Total Land rent	57,402.53	54,749.99	2,652.54	4.85%
Tank rent	3,384.00	2,484.00	900.00	36.23%
Total Building and land rent	327,817.68	344,142.94	-16,325.26	-4.74%
Other revenue				
Airport Marketing	0.00	24,670.71	-24,670.71	-100.0%
Commissions	3,131.83	3,977.40	-845.57	-21.26%
Other income	13,875.46	16,209.24	-2,333.78	-14.4%
Total Other revenue	17,007.29	44,857.35	-27,850.06	-62.09%
Total Income	593,274.24	569,873.98	23,400.26	4.11%
Gross Profit	593,274.24	569,873.98	23,400.26	4.11%
Expense				
Administrative expenses				
A/E, consultants, brokers	13,565.84	16,072.25	-2,506.41	-15.6%
Airport promotion				
Air Serv. Mktg - City	6,033.54	12,335.35	-6,301.81	-51.09%
Air Serv. Mktg - County	5,902.26	12,335.36	-6,433.10	-52.15%
Air Serv. Mktg - SAA	25,598.54	788.35	24,810.19	3,147.1%
Airport promotion - Other	0.00	3,544.79	-3,544.79	-100.0%
Total Airport promotion	37,534.34	29,003.85	8,530.49	29.41%
Bad Debt Expense	10,321.37	0.00	10,321.37	100.0%
Computer/Network Admin.	5,431.91	3,267.13	2,164.78	66.26%
Dues and subscriptions	5,102.22	6,267.85	-1,165.63	-18.6%
Employee retirement	19,043.56	16,868.88	2,174.68	12.89%
FICA and medicare tax expense	14,397.29	13,456.92	940.37	6.99%
Industrial development	8,571.43	6,250.00	2,321.43	37.14%
Insurance , property	39,012.72	22,493.59	16,519.13	73.44%
Insurance, medical	49,881.26	52,153.56	-2,272.30	-4.36%
Kansas unemployment tax	188.20	175.91	12.29	6.99%
Legal and accounting	5,748.40	5,130.80	617.60	12.04%
Office salaries	107,813.33	107,017.85	795.48	0.74%
Office Supplies	2,018.06	3,405.68	-1,387.62	-40.74%
Other administrative expense				
Merchant Processing Fees	869.61	571.80	297.81	52.08%
Other administrative expense - Other	1,303.50	1,176.49	127.01	10.8%
Total Other administrative expense	2,173.11	1,748.29	424.82	24.3%
Postage	228.51	1,196.25	-967.74	-80.9%
Property tax expense	40,656.24	36,249.99	4,406.25	12.16%
Telephone	4,770.35	4,253.15	517.20	12.16%
Training	0.00	500.00	-500.00	-100.0%
Travel and meetings	1,079.18	861.71	217.47	25.24%
Total Administrative expenses	367,537.32	326,373.66	41,163.66	12.61%

	<u>Jan - Mar 19</u>	<u>Jan - Mar 18</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	11,434.38	7,542.64	3,891.74	51.6%
Airport Security	704.89	640.04	64.85	10.13%
Building maintenance	22,236.25	25,383.95	-3,147.70	-12.4%
Equipment fuel and repairs	23,812.32	14,689.13	9,123.19	62.11%
Fire Services	41.80	499.69	-457.89	-91.64%
Grounds maintenance	329.98	224.69	105.29	46.86%
Maintenance salaries	83,900.14	75,193.78	8,706.36	11.58%
Other maintenance expenses	2,984.13	2,613.69	370.44	14.17%
Snow removal expense	20,443.71	3,438.86	17,004.85	494.49%
Utilities	79,285.62	89,203.38	-9,917.76	-11.12%
Total Maintenance expenses	<u>245,173.22</u>	<u>219,429.85</u>	<u>25,743.37</u>	<u>11.73%</u>
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	<u>612,710.54</u>	<u>545,803.51</u>	<u>66,907.03</u>	<u>12.26%</u>
Net Ordinary Income	-19,436.30	24,070.47	-43,506.77	-180.75%
Other Income/Expense				
Other Income				
Capital contributed	681,823.00	68,417.25	613,405.75	896.57%
Interest income				
Interest income on deposits	131.53	1,367.25	-1,235.72	-90.38%
Total Interest income	<u>131.53</u>	<u>1,367.25</u>	<u>-1,235.72</u>	<u>-90.38%</u>
Mill levy income	600,405.43	533,090.01	67,315.42	12.63%
Total Other Income	<u>1,282,359.96</u>	<u>602,874.51</u>	<u>679,485.45</u>	<u>112.71%</u>
Other Expense				
Debt interest expense net				
Interest Expense on Debt	161,143.74	186,719.76	-25,576.02	-13.7%
Total Debt interest expense net	<u>161,143.74</u>	<u>186,719.76</u>	<u>-25,576.02</u>	<u>-13.7%</u>
Depreciation expense	687,990.00	674,700.00	13,290.00	1.97%
Total Other Expense	<u>849,133.74</u>	<u>861,419.76</u>	<u>-12,286.02</u>	<u>-1.43%</u>
Net Other Income	<u>433,226.22</u>	<u>-258,545.25</u>	<u>691,771.47</u>	<u>267.56%</u>
Net Income	<u>413,789.92</u>	<u>-234,474.78</u>	<u>648,264.70</u>	<u>276.48%</u>

Salina Airport Authority
Capital Additions Budget vs. Actual
As of March 31, 2019

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04/12/2019
Accrual Basis

	<u>Mar 19</u>	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-39 ARFF Vehicle Acquisition		780,870	703,521	77,349	111%
AIP-40 Terminal Master Plan		2,600	200,000	-197,400	1%
Total Airfield	<u>0</u>	<u>783,470</u>	<u>903,521</u>	<u>-120,051</u>	<u>87%</u>
Buildings & Improvements					
Building improvements	10,287	36,001	20,000	16,001	180%
Total Buildings & Improvements	<u>10,287</u>	<u>36,001</u>	<u>20,000</u>	<u>16,001</u>	<u>180%</u>
Equipment					
Communications equipment		0	5,000	-5,000	0%
Computer equipment		1,703	2,500	-797	68%
Shop equipment	7,736	14,636	0	14,636	100%
Total Equipment	<u>7,736</u>	<u>16,339</u>	<u>7,500</u>	<u>8,839</u>	<u>218%</u>
Land					
Airport Indust. Cent. Imps.	1,069	1,070	10,000	-8,930	11%
Environmental					
Environmental - SAFB	3,257	23,709	30,000	-6,291	79%
Total Environmental	<u>3,257</u>	<u>23,709</u>	<u>30,000</u>	<u>-6,291</u>	<u>79%</u>
Rail Spur Imps.	0	0	10,000	-10,000	0%
Total Land	<u>4,326</u>	<u>24,779</u>	<u>50,000</u>	<u>-25,221</u>	<u>50%</u>
Total Fixed assets at cost	<u>22,349</u>	<u>860,589</u>	<u>981,021</u>	<u>-120,432</u>	<u>88%</u>

Salina Airport Authority

Significant Capital Expenditures Detail

March 2019

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other					
Bill	03/05/2019	Overhead Door	B1021 Door Repair per PO	1,336.00	1,336.00
Bill	03/08/2019	Glass Services, Inc.	Glass Panels and Door	2,838.27	4,174.27
Bill	03/11/2019	Innovative Flooring	50% deposit - H409 flooring improvements	1,685.15	5,859.42
Bill	03/20/2019	Superior Plumbing and Heat...	Install water meter in B412	928.00	6,787.42
Bill	03/28/2019	T & R Dirt Construction	Haul, place, grade, and compact concrete millings at the Te...	3,500.00	10,287.42
Total Bldg. Imps. Other				10,287.42	10,287.42
Total Building improvements				10,287.42	10,287.42
Total Buildings & Improvements				10,287.42	10,287.42
Equipment					
Shop equipment					
Bill	03/20/2019	MHC Kenworth, Inc.	Snowplow 4 Repairs	6,387.68	6,387.68
Bill	03/22/2019	MHC Kenworth, Inc.	Plow 3 Water pump leaking	1,348.05	7,735.73
Total Shop equipment				7,735.73	7,735.73
Total Equipment				7,735.73	7,735.73
Land					
Airport Indust. Cent. Imps.					
Bill	03/01/2019	Gleason & Son Signs, Inc.	Terminlal Building Wayfinding Signs	1,069.50	1,069.50
Total Airport Indust. Cent. Imps.				1,069.50	1,069.50
Environmental					
Environmental - SAFB					
Bill	03/31/2019	Clark, Mize & Linville	Env. legal fees -March 2019	3,256.50	3,256.50
Total Environmental - SAFB				3,256.50	3,256.50
Total Environmental				3,256.50	3,256.50
Total Land				4,326.00	4,326.00
Total Fixed assets at cost				22,349.15	22,349.15
TOTAL				22,349.15	22,349.15