

DATE: September 13, 2019
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **September 18, 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.

Please note the following agenda comments.

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

Airport Activity – Air Traffic (Rogers)

The August 2019 air traffic count increased 12% to 5,520 operations as compared to the August 2018 total of 4,910. For the year-to-date a total of 51,467 operations have been recorded which is 18% more than the August 2018 YTD total of 43,575. Military operations and K-State Aviation flight training contributed to higher air traffic activity during August 2019. September 2019 will continue the trend with the start of a new semester for K-State Aviation flight training and the U.S. National Aerobatic Championships scheduled for September 21 – 27.

Airport Activity – Fuel Flowage (Rogers)

August 2019 fuel flowage totaled 645,834 gallons which was a 113% increase as compared to the August 2018 total of 303,273 gallons. For the year-to-date, total fuel flowage of 1,697,683 gallons is up 1% as compared to the August 2018 YTD total of 1,680,240 gallons. September through December 2019 fuel flowage will benefit from scheduled military cargo aircraft in support of Ft. Riley.

Airport Activity – Passenger Counts (Rogers)

For the month of August 2019, SkyWest reported 3,797 total passengers (1,876 enplaned and 1,921 deplaned) on United flights to Chicago and Denver. August 2019 total enplanements increased 17% as compared to the August 2018 total of 3,797. For the year-to-date a total of 12,850 passengers have boarded United/SkyWest flights at SLN, a 59% increase over the August 2018 YTD total of 8,067.

Financial Reports – Comments and Notes (Swanson)

August revenue had a boost reaching \$342,142 for the month and climbing to within 2% of budget projections for the YTD. With two significant short-term airfield customers during August (NASA and Jaded Thunder) purchasing fuel and leasing hangar space, the fuel flowage fees and hangar rent allowed airfield revenue to exceed budget by 14%

Total operating expenses for the YTD are tracking 5% under budget and our net income before depreciation arrived at \$66,639.

Short-term leasing activity:

The SAA entered into a ten-day lease agreement with the International Aerobatic Club for the utilization of Hangar 606 for the purpose of aircraft storage and activities associated with the 2019 US National Aerobatic Championships held Sept. 21-27. The agreement will generate \$14,400 in hangar revenue.

Financial Reports – August 2019 Significant Expenditures/Payables Report Enclosed (Swanson)

Financial Reports – Accounts Receivable Past Due 31 days or more as of September 13, 2019 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
None			

Agenda Item #6 – Aerospace Workforce Recruitment Update. (Rogers)

Salina Area Chamber of Commerce President and CEO, Eric Brown will attend the meeting and update the board on the workforce recruitment lines of effort that are being used to recruit workers for 1 Vision Aviation. The Chamber's efforts on behalf of 1 Vision are in line with the Airport Authority and Chamber economic development services agreement and the Chamber's Imagine Salina initiative.

Agenda Item #8 – Terminal Building Requirements Study Update. (Rogers)

Steve Benson with Coffman Associates will attend the meeting via a GoToMeeting video link to provide an update on the status of the terminal building study. Steve and his planners have been working to formulate the report's passenger forecast which will guide the determination of future terminal building space requirements. The passenger forecast is a moving target since the United/SkyWest enplanements number continue to climb at a double-digit rate. Coffman will use data from like and similar airports that have also experienced rapid passenger growth that accompanies the introduction of regional jet service.

Agenda Item #7 – Review of Projected 2020 Operating Revenue (Rogers and Swanson)

At the meeting, Shelli and I will present the first draft of projected 2020 operating revenue. We are starting by forecasting all known 2020 operating revenue. As new and renewed leases are finalized through the remainder of 2019, 2020 revenue projections will be updated.

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

**HANGAR
600**

ARNOLD COURT
ARNOLD AVENUE

SUTHERLAND ROAD

SUMMERS ROAD

SCHILLING ROAD

ARNOLD AVENUE

CENTENNIAL ROAD

MAGNOLIA ROAD

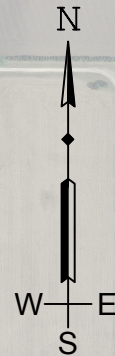
0.8 Miles

1.2 Miles

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

EXIT 90

MAGNOLIA ROAD



INTERSTATE I-135

EXIT 89

0.77 Miles

SCHILLING ROAD

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

**Hangar H600, Second Floor Conference Room
2720 Arnold Court
September 18, 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. (Buer)
4. Approval of the minutes of the August 21, 2019 regular board meeting. (Buer)
5. Review of airport activity and financial reports for the month ending August 31, 2019. (Rogers & Swanson)
6. Aerospace workforce recruitment update. (Rogers)
7. Airport terminal building requirements study update. (Rogers)
8. Review projected 2020 operating revenue. (Rogers and Swanson)

Directors' Forum (Buer)

Visitor's Questions and Comments (Buer)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Buer)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
AUGUST 21, 2019
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 AM by Vice-Chairman Alan Eichelberger.

Attendance

Attendance was taken. Directors Eichelberger, Weisel, and Gunn were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst and Attorney Greg Bengtson. Jay Hatchett, SLN ATCT; Michael Bunn, T-hangar Tenant, Julie Yager-Zucker, Avflight and Gayle Martin were guests.

Additions to the Agenda

Vice-Chairman Eichelberger asked if there were any additions. Executive Director Tim Rogers stated there were no additions to the agenda.

Minutes

Vice-Chairman Eichelberger asked if the board members had additions or corrections to the minutes of the July 17, 2019 regular board meeting, July 24, 2019 special board meeting or the August 7, 2019 special board meeting. Director Gunn moved, seconded by Director Weisel to approve the minutes of the July 17, 2019 regular board meeting, July 24, 2019 special board meeting and August 7, 2019 special board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of July 2019. The Salina Air Traffic Control Tower (ATCT) recorded 8,051 operations during July 2019, which was a 17% increase as compared to July 2018 total of 6,865. For the year-to-date, a total of 45,947 operations have occurred, which is 19% more than the July 2018 year-to-date total of 38,665. Rogers commented on the KS FAA contract tower comparison report and noted SLN operations have increased 21% and outperforming other contract towers in the state. July 2019 fuel flowage came in at 111,147 gallons which was 61% less than the July 2018 total of 288,977. For the year-to-date, a total of 1,051,849 gallons has been delivered on the airport which is 24% less than the 2018 total of 1,376,967. Rogers stated that fuel flowage will exceed 400,000 gallons following the completion of Jaded Thunder 19-2. SkyWest reported 4,082 total passengers during July 2019 which was 27% more than the July 2018 total of 3,230 total passengers. The total passengers for July 2019 set a new high mark for total passengers at SLN. For the year-to-date, SkyWest reported 10,974 which was an 26% increase to July 2018 year-to-date total of 6,422.

Director of Administration and Finance, Shelli Swanson reported on the financials for July 2019. Total operating revenue arrived at nearly 12% under budget with total operating expenses tracking 4% under budget projections. Swanson reviewed budget projections for the remaining 2019 quarters. Swanson commented on significant expenditures related to the Hangar 504 and Hangar 959 improvements. Vice-Chairman Eichelberger directed staff to file the financials for audit.

2020-2024 Airport Capital Improvement Plan (ACIP)

Executive Director Rogers reviewed the 2020-2024 Airport Capital Improvement Plan (ACIP) for the Salina Regional Airport. Rogers presented the SLN Pavement Condition Report that was completed by Kansas Department of Transportation and highlighted on the following airfield improvement priorities that will require federal grant and local funding.

- Runway 4-22 Design and Construction to convert to Taxiway
- Runway 17-35 Mill and Inlay
- Runway 12-30 Mill and Inlay
- Taxiway A Mill and Inlay

2020 G.O. Bond Debt Service Schedule

Director of Administration and Finance Swanson reviewed the 2020 schedule for General Obligation bond debt principal and interest. The schedule details principal and interest payments per bond issue.

Resolution No. 19-10

Executive Director Rogers presented SAA Resolution 19-10 detailing the mill levy required to pay G.O. bond debt principal and interest payments in 2020. An estimated mill levy of 4.446 mills is needed to raise \$1,992,020 that is required to make the 2020 payments.

Director Gunn moved to approve SAA Resolution 19-10 levying an ad valorem tax of an estimated 4.446 mills on all taxable tangible property within the City of Salina, Kansas for the purpose of paying the interest on and principal of General Obligation bonds of the Salina Airport Authority. Director Weisel seconded the motion. Motion passed unanimously.

Resolution No. 19-11

Executive Director Rogers presented SAA Resolution 19-11 for the purpose of providing matching funds to qualify for federal and state grants. The 2020 mill levy funds needed for matching state and federal airport improvement grants is \$414,288 or an estimated mill levy of 0.925. Director Weisel moved to approve SAA Resolution 19-11 levying an ad valorem tax of an estimated 0.925 mills on all taxable tangible property within the City of Salina, Kansas for the purpose of providing matching funds to qualify for any federal or state grant relating to the development, improvement, operation or maintenance of the Salina Regional Airport. Director Gunn seconded the motion. Motion passed unanimously.

Upon a motion duly made, the meeting adjourned at 8:40 A.M.

Minutes approved at the September 18, 2019 Board Meeting.

Secretary
(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2019**

AIR TRAFFIC/ATCT

August, 2019	5,520 Operations 864 Instrument Operations 408 Peak Day
August, 2018	4,910 Operations 904 Instrument Operations 507 Peak Day
January 2019 - August 2019	51,467 Operations
January 2018 - August 2018	43,575 Operations
January 2017 - August 2017	37,727 Operations

FUEL FLOWAGE

August, 2019	645,834 Gallons
August, 2018	303,273 Gallons
January 2019 - August 2019	1,697,683 Gallons
January 2018 - August 2018	1,680,240 Gallons
January 2017 - August 2017	1,697,705 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
August, 2019	6,483	540,159	610
August, 2018	6,810	156,238	522
January 2019 - August 2019	67,366	828,595	4,141
January 2018 - August 2018	58,235	807,694	5,970
January 2017 - August 2017	64,972	732,708	5,512

SkyWest Airlines

	ENPLANEMENTS	DEPLANEMENTS	TOTAL
August, 2019	1,876 Passengers	1,921 Passengers	3,797
August, 2018	1,645 Passengers	1,594 Passengers	3,239
January 2019 - August 2019	12,850 Passengers		
January 2018 - August 2018	8,067 Passengers		
January 2017 - August 2017	5,736 Passengers		

ENPLANEMENTS - Charter Flights

August, 2019	680 Passengers
August, 2018	3,908 Passengers
January 2019 - August 2019	1,264 Passengers
January 2018 - August 2018	4,529 Passengers
January 2017 - August 2017	967 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

August, 2019	2,556 Passengers
August, 2018	5,553 Passengers
January 2019 - August 2019	14,114 Passengers
January 2018 - August 2018	12,596 Passengers
January 2017 - August 2017	6,703 Passengers

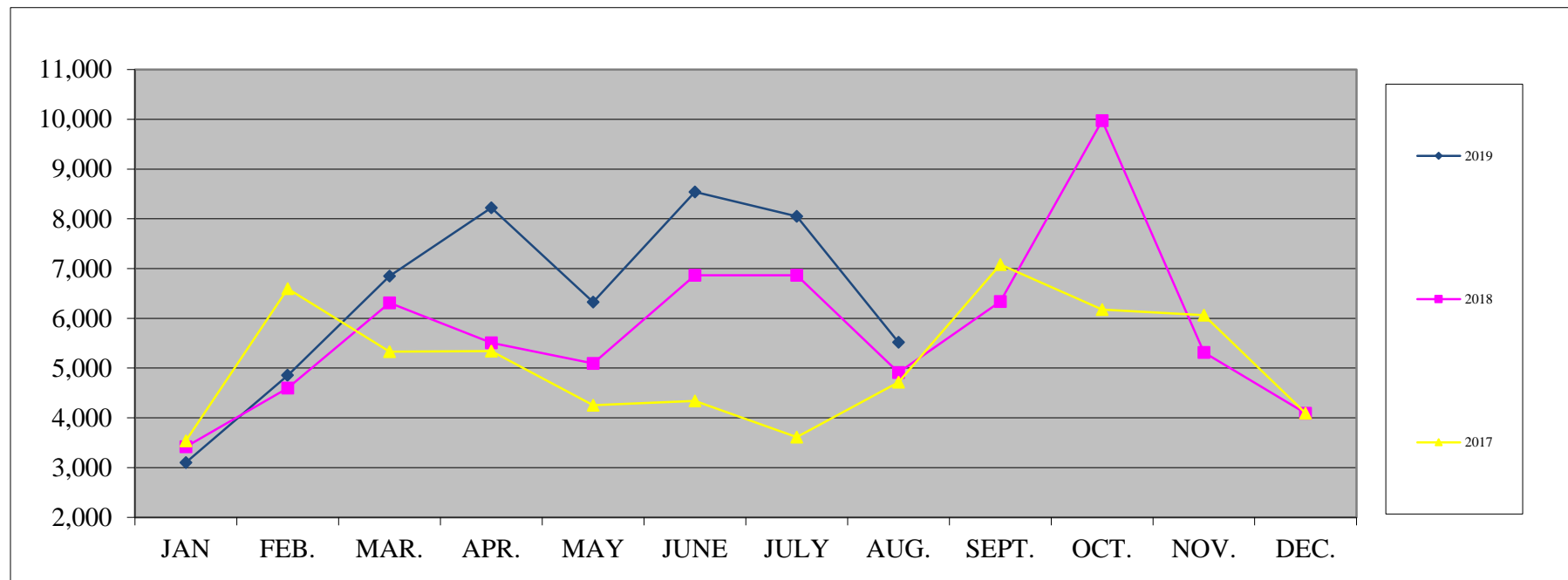
AIRPORT TRAFFIC RECORD

2018 - 2019

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
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	104	2,112	966	232	3,414	4,608	203	4,811	8,225
May, 19	118	1,464	939	235	2,756	3,328	244	3,572	6,328
June, 19	103	2,025	968	302	3,398	4,497	646	5,143	8,541
July, 19	119	2,084	877	155	3,235	4,506	310	4,816	8,051
August, 19	133	1,272	984	700	3,089	2,169	262	2,431	5,520
September, 19									
October, 19									
November, 19									
December, 19									
Totals January - August	857	13,094	6,679	2,240	22,870	26,143	2,454	28,597	51,467
2018									
January, 18	0	1,068	587	205	1,860	1,390	168	1,558	3,418
February, 18	17	1,282	541	316	2,156	2,103	342	2,445	4,601
March, 18	2	1,413	840	462	2,717	2,976	619	3,595	6,312
April, 18	6	1,469	670	284	2,429	2,666	415	3,081	5,510
May, 18	7	1,431	811	264	2,513	2,370	211	2,581	5,094
June, 18	14	1,696	983	348	3,041	3,088	736	3,824	6,865
July, 18	4	1,444	874	464	2,786	3,502	577	4,079	6,865
August, 18	46	1,390	899	289	2,624	2,124	162	2,286	4,910
September, 18									
October, 18									
November, 18									
December, 18									
Totals January - August	96	11,193	6,205	2,632	20,126	20,219	3,230	23,449	43,575
Difference	761	1,901	474	-392	2,744	5,924	-776	5,148	7,892
YTD % Change	793%	17%	8%	-15%	14%	29%	-24%	22%	18%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

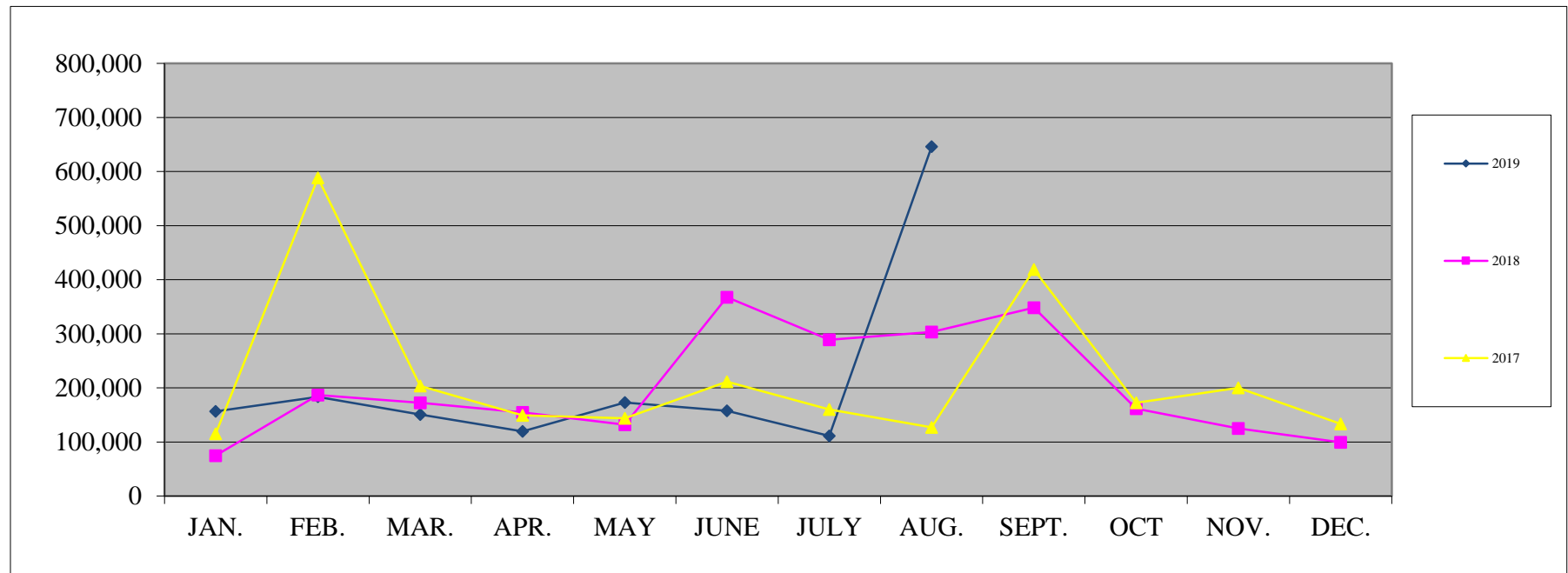
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520					51,467
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
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

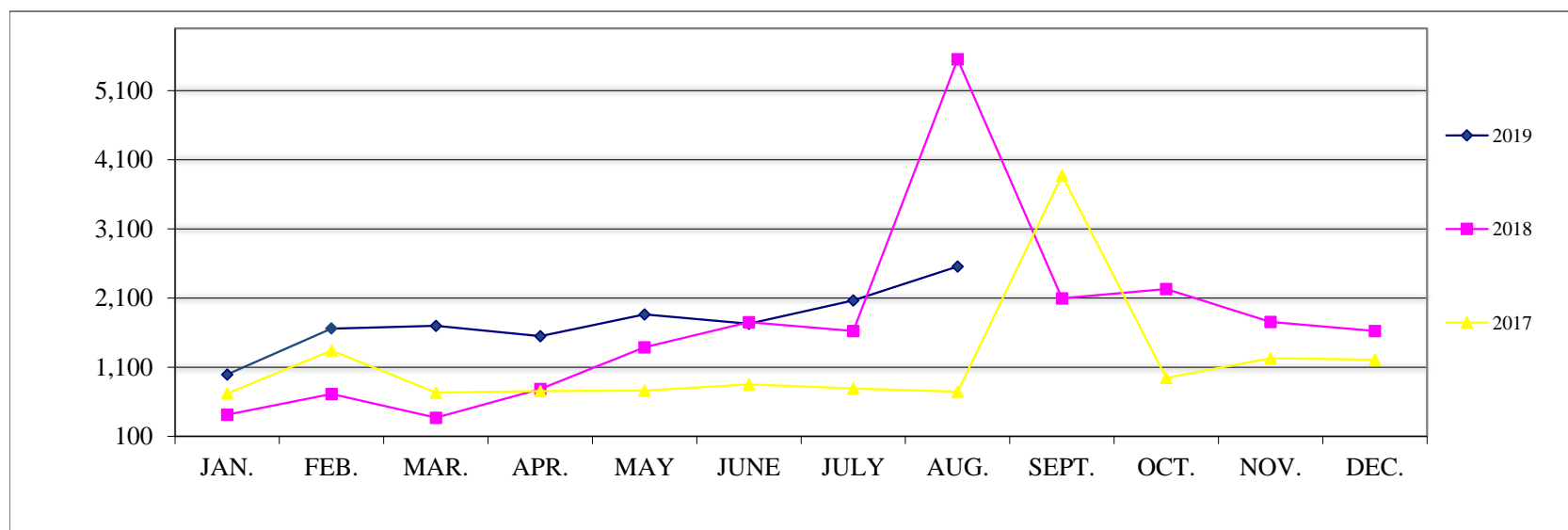
Gallons of Fuel Sold at SLN

	<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	119,745	172,835	157,376	111,147	645,834					1,697,683
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	1,548	1,865	1,727	2,065	2,556						14,114
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 August 31, 2019

09/13/2019

	Aug 31, 19	Jul 31, 19	\$ Change	Aug 31, 18	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	1,976,870	4,079,818	-2,102,948	358,953	1,617,917	451%
Cash in bank-Operating Funds	90,052	96,006	-5,954	162,684	-72,632	-45%
Cash in Bank - Mill Levy	60,728	1,495,265	-1,434,537	1,569,361	-1,508,633	-96%
Total Checking/Savings	¹ 2,127,650	5,671,089	-3,543,439	2,090,998	36,652	2%
Accounts Receivable						
Accounts Receivable	² 240,023	40,981	199,042	136,131	103,892	76%
Total Accounts Receivable	240,023	40,981	199,042	136,131	103,892	76%
Other Current Assets						
Agri Land Receivable	56,000	56,000	0	55,000	1,000	2%
Mill Levy receivable	³ 222,366	222,366	0	0	222,366	100%
Other current assets	145,826	151,207	-5,381	141,643	4,183	3%
Undeposited Funds	310	1,010	-700	5,112	-4,802	-94%
Total Other Current Assets	424,502	430,583	-6,081	201,755	222,747	110%
Total Current Assets	2,792,175	6,142,653	-3,350,478	2,428,884	363,291	15%
Fixed Assets						
Fixed assets at cost	89,030,875	88,648,281	382,594	88,289,615	741,260	1%
Less accumulated depreciation	-46,373,452	-46,144,122	-229,330	-43,603,470	-2,769,982	-6%
Total Fixed Assets	42,657,423	42,504,159	153,264	44,686,145	-2,028,722	-5%
Other Assets						
Deferred Outflow of Resources	1,381,850	1,381,850	0	1,496,655	-114,805	-8%
Total Other Assets	1,381,850	1,381,850	0	1,496,655	-114,805	-8%
TOTAL ASSETS	46,831,448	50,028,662	-3,197,214	48,611,684	-1,780,236	-4%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	⁴ 487,611	126,991	360,620	139,464	348,147	250%
Total Accounts Payable	487,611	126,991	360,620	139,464	348,147	250%
Credit Cards						
Sam's Club Discover	2,624	2,520	104	2,777	-153	-6%
VISA - Sunflower Bank, N.A. - S	0	0	0	657	-657	-100%
Total Credit Cards	2,624	2,520	104	3,434	-810	-24%
Other Current Liabilities						
Accrued debt interest payable	-57,778	264,970	-322,748	362,471	-420,249	-116%
Debt, current portion	1,969,153	1,969,153	0	1,222,153	747,000	61%
Deferred Agri Land Revenue	18,667	23,333	-4,666	18,333	334	2%
Deferred Mill Levy revenue	799,201	999,001	-199,800	710,787	88,414	12%
Other current liabilities	233,502	244,118	-10,616	210,630	22,872	11%
Total Other Current Liabilities	2,962,745	3,500,575	-537,830	2,524,374	438,371	17%
Total Current Liabilities	3,452,980	3,630,086	-177,106	2,667,272	785,708	29%
Long Term Liabilities						
Debt - Long Term	22,415,212	25,499,845	-3,084,633	24,016,722	-1,601,510	-7%
Deferred Inflows of Resources	68,366	68,366	0	96,486	-28,120	-29%
Less current portion	-1,969,153	-1,969,153	0	-1,222,153	-747,000	-61%
Net OPEB Liability (KPERS)	⁵ 11,126	11,126	0	0	11,126	100%
Net Pension Liability	⁶ 605,630	605,630	0	603,456	2,174	0%
Security Deposits Returnable	57,653	57,653	0	47,157	10,496	22%
Total Long Term Liabilities	21,188,834	24,273,467	-3,084,633	23,541,668	-2,352,834	-10%
Total Liabilities	24,641,814	27,903,553	-3,261,739	26,208,940	-1,567,126	-6%
Equity						
Invested in Capital Assets net	20,242,211	17,003,832	3,238,379	20,271,667	-29,456	-0%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,766,921	5,005,300	-3,238,379	1,446,516	320,405	22%
Net Income	90,502	25,974	64,528	594,562	-504,060	-85%
Total Equity	22,189,634	22,125,106	64,528	22,402,745	-213,111	-1%
TOTAL LIABILITIES & EQUITY	46,831,448	50,028,659	-3,197,211	48,611,685	-1,780,237	-4%

Salina Airport Authority
Profit & Loss Budget Performance
August 2019

1:42 PM
09/13/2019
Accrual Basis

	Aug 19	Jan - Aug 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	7 50,633	135,464	133,333	2,131	102%	200,000
Hangar rent	118,313	454,315	384,205	70,110	118%	576,307
Landing fees	3,887	24,847	16,667	8,180	149%	25,000
Ramp rent	4,722	34,708	33,333	1,375	104%	50,000
Total Airfield revenue	177,555	649,334	567,538	81,796	114%	851,307
Building and land rent						
Agri land rent	4,667	37,878	37,333	545	101%	56,000
Building rents - Long Term						
Short-term leasing	45,788	207,900	140,000	67,900	149%	210,000
Building rents - Long Term - Other	60,203	471,067	611,107	-140,040	77%	916,660
Total Building rents - Long Term	105,991	678,967	751,107	-72,140	90%	1,126,660
Land rent						
Basic Land Rent	9,199	72,547	67,421	5,126	108%	101,131
Property tax - tenant share	10,325	82,599	82,599	0	100%	123,899
Total Land rent	19,524	155,146	150,020	5,126	103%	225,030
Tank rent	1,128	9,024	7,980	1,044	113%	11,970
Total Building and land rent	131,310	881,015	946,440	-65,425	93%	1,419,660
Other revenue						
Airport Marketing	9,919	34,802	73,333	-38,531	47%	110,000
Commissions	8,756	23,177	23,333	-156	99%	35,000
Other income	14,602	35,840	53,333	-17,493	67%	80,000
Total Other revenue	33,277	93,819	149,999	-56,180	63%	225,000
Total Income	342,142	1,624,168	1,663,977	-39,809	98%	2,495,967
Gross Profit	8 342,142	1,624,168	1,663,977	-39,809	98%	2,495,967
Expense						
Administrative expenses						
A/E, consultants, brokers	1,250	25,274	14,000	11,274	181%	21,000
Airport promotion	7,373	98,935	129,967	-31,032	76%	194,950
Bad Debt Expense	0	2,209	10,000	-7,791	22%	15,000
Computer/Network Admin.	67	13,160	12,762	398	103%	19,143
Dues and subscriptions	1,244	15,473	16,667	-1,194	93%	25,000
Employee retirement	5,573	51,477	55,123	-3,646	93%	82,685
FICA and medicare tax expense	4,264	39,256	42,193	-2,937	93%	63,289
Industrial development	0	24,196	28,333	-4,137	85%	42,500
Insurance , property	15,133	114,679	116,667	-1,988	98%	175,000
Insurance, medical	14,388	129,334	150,000	-20,666	86%	225,000
Kansas unemployment tax	0	402	667	-265	60%	1,000
Legal and accounting	325	19,210	21,667	-2,457	89%	32,500
Office salaries	35,573	305,032	331,853	-26,821	92%	497,780
Office Supplies	416	5,799	4,000	1,799	145%	6,000
Other administrative expense	874	6,927	7,250	-323	96%	10,875
Postage	187	1,470	2,000	-530	74%	3,000
Property tax expense	13,552	108,417	108,417	0	100%	162,625
Special Events	0	438	667	-229	66%	1,000
Telephone	974	12,122	12,250	-128	99%	18,375
Training	1,850	2,100	4,667	-2,567	45%	7,000
Travel and meetings	1,465	7,665	8,000	-335	96%	12,000
Total Administrative expenses	9 104,508	983,575	1,077,150	-93,575	91%	1,615,722

	Aug 19	Jan - Aug 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	1,444	25,148	20,600	4,548	122%	30,900
Airport Security	0	2,200	2,667	-467	82%	4,000
Building maintenance	639	57,443	33,100	24,343	174%	49,650
Equipment fuel and repairs	10,640	59,027	60,000	-973	98%	90,000
Fire Services	0	16,046	12,667	3,379	127%	19,000
Grounds maintenance	0	5,847	3,000	2,847	195%	4,500
Maintenance salaries	21,289	217,481	243,300	-25,819	89%	364,950
Other maintenance expenses	1,834	8,650	13,333	-4,683	65%	20,000
Snow removal expense	0	20,444	13,333	7,111	153%	20,000
Utilities	25,224	161,668	160,000	1,668	101%	240,000
Total Maintenance expenses	10 61,070	573,954	562,000	11,954	102%	843,000
Total Expense	165,578	1,557,529	1,639,150	-81,621	95%	2,458,722
Net Ordinary Income	11 176,564	66,639	24,827	41,812	268%	37,245
Other Income/Expense						
Other Income						
Capital contributed	0	713,925	528,313	185,612	135%	792,469
Gain on sale of assets	0	55,120	16,000	39,120	345%	24,000
Interest income						
Interest income on deposits	7,724	13,248	360	12,888	3,680%	540
Total Interest income	7,724	13,248	360	12,888	3,680%	540
Mill levy income	199,800	1,599,407	1,598,402	1,005	100%	2,397,603
Total Other Income	207,524	2,381,700	2,143,075	238,625	111%	3,214,612
Other Expense						
Debt interest expense net						
Bond issue cost	16,221	73,185	13,140	60,045	557%	19,710
Interest Expense on Debt	53,715	429,717	429,717	0	100%	644,575
Total Debt interest expense net	69,936	502,902	442,857	60,045	114%	664,285
Depreciation expense	229,330	1,834,640	1,834,640	0	100%	2,751,960
Total Other Expense	299,266	2,337,542	2,277,497	60,045	103%	3,416,245
Net Other Income	-91,742	44,158	-134,422	178,580	-33%	-201,633
Net Income	84,822	110,797	-109,595	220,392	-101%	-164,388

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

3:53 PM
09/13/2019
Accrual Basis

	Jan - Aug 19	Jan - Aug 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	135,464.43	135,289.71	174.72	0.13%
Hangar rent	454,314.84	291,138.55	163,176.29	56.05%
Landing fees	24,846.61	39,513.88	-14,667.27	-37.12%
Ramp rent	34,708.00	30,222.00	4,486.00	14.84%
Total Airfield revenue	649,333.88	496,164.14	153,169.74	30.87%
Beech Bankruptcy Distributions	0.00	0.00	0.00	0.0%
Building and land rent				
Agri land rent	37,878.36	37,166.64	711.72	1.92%
Building rents - Long Term				
Short-term leasing	207,900.00	226,822.42	-18,922.42	-8.34%
Building rents - Long Term - Other	471,067.44	512,697.04	-41,629.60	-8.12%
Total Building rents - Long Term	678,967.44	739,519.46	-60,552.02	-8.19%
Land rent				
Basic Land Rent	72,546.85	67,024.39	5,522.46	8.24%
Property tax - tenant share	82,599.36	80,150.00	2,449.36	3.06%
Land rent - Other	0.00	0.00	0.00	0.0%
Total Land rent	155,146.21	147,174.39	7,971.82	5.42%
Tank rent	9,024.00	8,124.00	900.00	11.08%
Total Building and land rent	881,016.01	931,984.49	-50,968.48	-5.47%
Other revenue				
Airport Marketing	34,801.65	118,588.09	-83,786.44	-70.65%
Commissions	23,176.78	17,341.55	5,835.23	33.65%
Other income	35,839.86	96,976.53	-61,136.67	-63.04%
Total Other revenue	93,818.29	232,906.17	-139,087.88	-59.72%
Total Income	1,624,168.18	1,661,054.80	-36,886.62	-2.22%
Gross Profit	1,624,168.18	1,661,054.80	-36,886.62	-2.22%
Expense				
Administrative expenses				
A/E, consultants, brokers	25,274.00	21,072.25	4,201.75	19.94%
Airport promotion				
Air Serv. Mktg - City	34,801.65	55,556.69	-20,755.04	-37.36%
Air Serv. Mktg - County	5,902.26	55,556.71	-49,654.45	-89.38%
Air Serv. Mktg - SAA	54,549.45	6,170.79	48,378.66	784.0%
Air Serv. Mktg - SkyWest	0.00	20,000.00	-20,000.00	-100.0%
Airport promotion - Other	3,681.78	5,305.15	-1,623.37	-30.6%
Total Airport promotion	98,935.14	142,589.34	-43,654.20	-30.62%
Bad Debt Expense	2,208.95	2,480.00	-271.05	-10.93%
Computer/Network Admin.	13,160.24	9,707.01	3,453.23	35.58%
Dues and subscriptions	15,473.11	14,850.31	622.80	4.19%
Employee retirement	51,476.98	48,433.04	3,043.94	6.29%
FICA and medicare tax expense	39,255.59	39,004.84	250.75	0.64%
Industrial development	24,196.43	37,500.00	-13,303.57	-35.48%
Insurance , property	114,679.37	88,681.09	25,998.28	29.32%
Insurance, medical	129,334.49	140,673.09	-11,338.60	-8.06%
Kansas unemployment tax	402.45	385.77	16.68	4.32%
Legal and accounting	19,209.90	33,923.70	-14,713.80	-43.37%
Office salaries	305,032.46	305,085.44	-52.98	-0.02%
Office Supplies	5,798.53	8,840.64	-3,042.11	-34.41%
Other administrative expense				
Merchant Processing Fees	2,392.51	2,220.60	171.91	7.74%
Other administrative expense - Other	4,534.82	3,968.78	566.04	14.26%
Total Other administrative expense	6,927.33	6,189.38	737.95	11.92%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,470.16	2,601.13	-1,130.97	-43.48%
Property tax expense	108,416.64	96,666.64	11,750.00	12.16%
Special Events	437.90	0.00	437.90	100.0%
Telephone	12,121.64	12,265.76	-144.12	-1.18%
Training	2,100.00	4,888.43	-2,788.43	-57.04%
Travel and meetings	7,664.90	5,340.13	2,324.77	43.53%
Total Administrative expenses	983,576.21	1,021,177.99	-37,601.78	-3.68%

	Jan - Aug 19	Jan - Aug 18	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	25,148.38	21,954.90	3,193.48	14.55%
Airport Security	2,199.78	2,024.00	175.78	8.69%
Building maintenance	57,442.60	56,421.94	1,020.66	1.81%
Equipment fuel and repairs	59,026.65	61,898.82	-2,872.17	-4.64%
Fire Services	16,046.38	595.80	15,450.58	2,593.25%
Grounds maintenance	5,847.27	1,376.29	4,470.98	324.86%
Maintenance salaries	217,481.40	215,654.47	1,826.93	0.85%
Other maintenance expenses	8,650.09	10,258.77	-1,608.68	-15.68%
Snow removal expense	20,443.71	3,438.86	17,004.85	494.49%
Utilities	161,668.24	164,968.85	-3,300.61	-2.0%
Total Maintenance expenses	573,954.50	538,592.70	35,361.80	6.57%
Uncategorized Expenses	0.05	0.00	0.05	100.0%
Total Expense	1,557,530.76	1,559,770.69	-2,239.93	-0.14%
Net Ordinary Income	66,637.42	101,284.11	-34,646.69	-34.21%
Other Income/Expense				
Other Income				
Capital contributed	713,925.00	1,362,043.43	-648,118.43	-47.58%
Gain on sale of assets	55,120.00	0.00	55,120.00	100.0%
Interest income				
Interest income on deposits	13,248.23	3,287.74	9,960.49	302.96%
Total Interest income	13,248.23	3,287.74	9,960.49	302.96%
Mill levy income	1,599,406.68	1,425,066.18	174,340.50	12.23%
Total Other Income	2,381,699.91	2,790,397.35	-408,697.44	-14.65%
Other Expense				
Debt interest expense net				
Bond issue cost	73,184.50	0.00	73,184.50	100.0%
Interest Expense on Debt	429,716.64	497,919.36	-68,202.72	-13.7%
Total Debt interest expense net	502,901.14	497,919.36	4,981.78	1.0%
Depreciation expense	1,834,640.00	1,799,200.00	35,440.00	1.97%
Total Other Expense	2,337,541.14	2,297,119.36	40,421.78	1.76%
Net Other Income	44,158.77	493,277.99	-449,119.22	-91.05%
Net Income	110,796.19	594,562.10	-483,765.91	-81.37%

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

4:01 PM
09/13/2019
Accrual Basis

	Aug 19	Jan - Aug 19	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-39 ARFF Vehicle Acquisition		655	655	0	100%
AIP-40 Terminal Master Plan	12 20,619	42,511	200,000	-157,489	21%
AIP-41 Txy D Extension		2,480	1	2,479	248,000%
Total Airfield	20,619	45,646	200,656	-155,010	23%
Buildings & Improvements					
Building improvements	13				
Hangar 504 Improvements	6,018	11,018	240,000	-228,982	5%
Hangar 959 Rehabilitation	342,488	354,701	2,638,918	-2,284,217	13%
Building improvements - Other		0	20,000	-20,000	0%
Total Building improvements	348,506	365,719	2,898,918	-2,533,199	13%
Total Buildings & Improvements	348,506	365,719	2,898,918	-2,533,199	13%
Equipment					
Communications equipment		0	5,000	-5,000	0%
Computer equipment		1,703	2,500	-797	68%
Shop equipment		44,953	0	44,953	100%
Total Equipment	0	46,656	7,500	39,156	622%
Land					
Airport Indust. Cent. Imps.		1,070	10,000	-8,930	11%
Environmental					
Environmental - SAFB	14 13,468	112,199	30,000	82,199	374%
Total Environmental	13,468	112,199	30,000	82,199	374%
Rail Spur Imps.	0	0	10,000	-10,000	0%
Total Land	13,468	113,269	50,000	63,269	227%
Total Fixed assets at cost	382,593	571,290	3,157,074	-2,585,784	18%

Salina Airport Authority

Significant Capital Expenditures Detail

August 2019

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-40 Terminal Master Plan					
Bill	08/31/2019	Clark, Mize & Linville	AIP 40 Legal Fees - August 2019	324.90	324.90
Bill	08/31/2019	Coffman Associates, Inc.	For Professional Services Through 8/31/19 - AIP 40	20,294.00	20,618.90
Total AIP-40 Terminal Master Plan				20,618.90	20,618.90
Total Airfield				20,618.90	20,618.90
Buildings & Improvements					
Building Improvements					
Hangar 504 Improvements					
Bill	08/20/2019	Dragun Corp	Hangar 504 Phase I ESA	4,888.28	4,888.28
Bill	08/23/2019	Hassman Termite & Pest Co...	Sentricon Installation - H504	630.00	5,518.28
Bill	08/27/2019	DMA Architects, PA	H504 Improvements - Admin Services	500.00	6,018.28
Total Hangar 504 Improvements				6,018.28	6,018.28
Hangar 959 Rehabilitation					
Bill	08/01/2019	Salina Waste Systems	H959 - Trash service	300.00	300.00
Bill	08/09/2019	Superior Plumbing and Heat...	Re-pipe Fuel Farm	6,376.32	6,676.32
Bill	08/12/2019	Lowe's Business Account	South Doors - Hangar 959	181.12	6,857.44
Bill	08/12/2019	Tractor Supply Credit Plan, I...	Parts for South Door Repair - H959	60.98	6,918.42
Bill	08/26/2019	APAC-Kansas, Inc., Shears ...	SAA Hangar 959 Ramp	173,467.00	180,385.42
Bill	08/27/2019	Helm Electric, LLC	Activate Tank 12	1,183.00	181,568.42
Bill	08/28/2019	Ryan Roofing, Inc.	H959 - Duro-last roofing system	160,920.00	342,488.42
Total Hangar 959 Rehabilitation				342,488.42	342,488.42
Total Building improvements				348,506.70	348,506.70
Total Buildings & Improvements				348,506.70	348,506.70
Land					
Environmental					
Environmental - SAFB					
Bill	08/31/2019	Clark, Mize & Linville	Env. legal fees -August 2019	410.40	410.40
Bill	08/31/2019	Dragun Corp	Work on Behalf of Stinson for Salina Public Entities	0.00	410.40
Bill	08/31/2019	Dragun Corp	Work on Behalf of Stinson for Salina Public Entities	0.00	410.40
Bill	08/31/2019	Stinson Leonard Street, LLP	Mediation Services through 8/31/19	5,007.45	5,417.85
Bill	08/31/2019	Stinson Leonard Street, LLP	Professional Services through 8/31/19	8,050.50	13,468.35
Total Environmental - SAFB				13,468.35	13,468.35
Total Environmental				13,468.35	13,468.35
Total Land				13,468.35	13,468.35
Total Fixed assets at cost				382,593.95	382,593.95
TOTAL				382,593.95	382,593.95

OPEN HOUSE - HANGAR 606

Wednesday, September 25, 2019

8:00 AM - 5:00 PM

2630 Arnold Court



PUBLIC VIEWING - FOSSETT PLAZA

Thursday, September 19, 2019 -

Friday, September 27, 2019

2035 Beechcraft Road

SALINA REGIONAL AIRPORT SALINA, KANSAS



Salina Regional
SLN Airport

HANGAR 606

Meet and speak to the pilots, see the aircraft, and watch the competition. Follow the event signs located on Centennial and Arnold Avenue to the Hangar!



FOSSETT PLAZA

View the final event, 4-minute free-style flights, that include smoke on Friday, September 27, 2019 from 3:00 PM - 5:00 PM.

DIRECTIONS TO HANGAR 606



DIRECTIONS TO FOSSETT PLAZA

