

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

The meeting will focus on the priorities of meeting 2019 financial goals and completing a terminal building requirements study.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending September 30, 2019

(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The September 2019 air traffic count increased 13% to 7,187 operations as compared to the September 2018 total of 6,336. For the year-to-date a total of 58,654 operations have been recorded which is 17% more than the September 2018 YTD total of 49,911. Increased air traffic count has occurred in both the itinerant and local categories.

Airport Activity – Fuel Flowage (Rogers)

September 2019 fuel flowage (161,888 gallons) decreased 53% as compared to the September 2018 total of 348,454 gallons. For the year-to-date fuel flowage (1,859,571 gallons) is down 8% as compared to the September 2018 YTD total of 2,028,694 gallons. Fuel flowage numbers will start to ramp during Q4 due to increased military air cargo flights.

Airport Activity – Passenger Counts (Rogers)

SkyWest Airlines completed another successful month with 3,093 total passengers which was a 1% decrease from the September 2018 total of 3,139 total passengers. For the year-to-date 14,390 total passengers have passed through the M.J. Kennedy Air Terminal which is a 48% increase over the September 2018 YTD total of 9,666 total passengers.

Financial Reports – Comments and Notes (Swanson)

At the end of September, total operating income came within 1% of budget with total operating expenditures arriving 4% under budget. Total net income before depreciation reached \$86,806 YTD.

Financial Reports – September 2019 Significant Expenditures/Payables Report-

This report details the expenditures from the 2019-1 Temporary Note improvement fund for both Hangar 504 and 959 construction projects.

Financial Reports – Accounts Receivable Past Due 30 days or more as of October 11, 2019 (Swanson)

Account	Amount	Days	Comments
Austin Downs	\$334	31-60	Storage Igloo & Hangar rent
T&R Dirt Construction	\$310	31-60	Equipment/Storage lot rent

Agenda Item #6 – Delivery of the Airport Authority’s 2018 Comprehensive Annual Financial Report (CAFR) (Rogers and Swanson)

The Airport Authority’s 2018 CAFR will be distributed to the SAA board of directors. A CAFR was prepared as a part of the audit of the Airport Authority’s 2018 financial statements. The 2018 audit was completed by the CPA firm of Mize & Houser. The CAFR contains the firm’s independent auditor’s report and compliance reports. In the auditor’s opinion:

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities of the Salina Airport Authority, as of December 31, 2018 and 2017, and the respective changes in financial position and cash flows, thereof and for the year then ended in accordance with accounting principles generally accepted in the United States of America. (Page 9)

Regarding the Airport Authority’s internal controls, the auditor’s finding was:

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified. (Page 79)

Finally, the Airport Authority was found to be in compliance with all federal grant programs:

In our opinion, the Authority complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2018. (Page 81)

The CAFR was compiled by Shelli Swanson and SAA administrative staff. Mize & Houser reviewed and verified the completed CAFR.

The October 16, 2019 minutes will note that the 2018 audit report and CAFR was delivered to the board of directors.

Agenda Item #7 – Review of the September 30, 2019 Ten (10) Year Financial Trend Analysis Report (Rogers and 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. At the meeting, we'll distribute the report that summarizes current quarterly revenue and expenses as compared to the same period over the past nine (9) years. Shelli will review and highlight the report at the meeting.

Agenda Item #8 – Review and Discussion of Forecasted 2020 Operating Expenses (Rogers and Swanson)

At the meeting, Shelli and I will present the initial forecast of the Airport Authority's 2020 operating expenses.

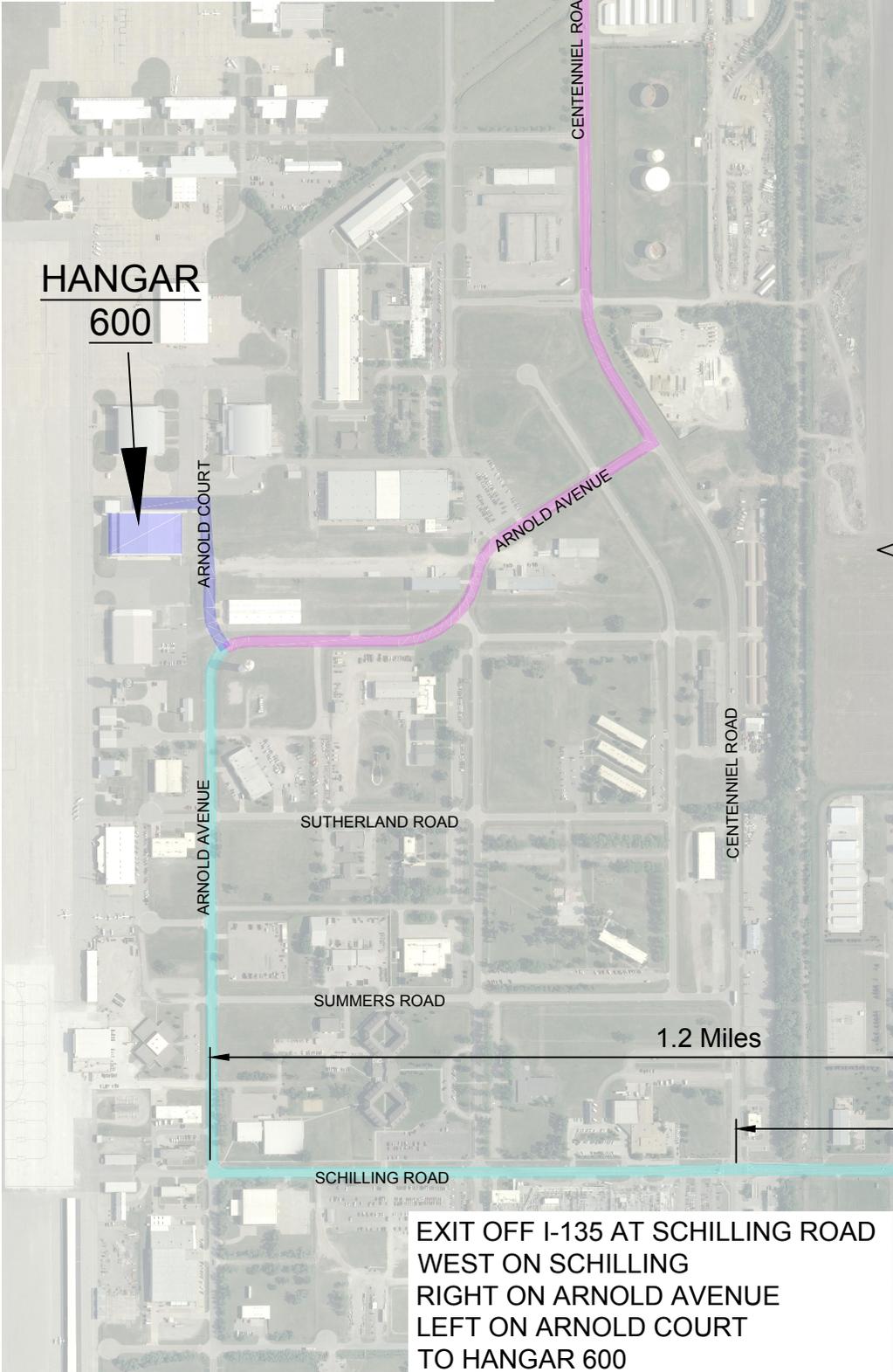
Agenda Item #9 – Presentation of the Passenger Forecast for the Terminal Building Requirements Study (Rogers)

Steve Benson with Coffman Associates will attend the meeting to present a multi-year, passenger enplanements forecast that will be the basis for determining short term, intermediate term and long-term improvements to the M.J. Kennedy Air Terminal. As Steve reported at last month's meeting, the passenger forecast will be based on the current trend in passenger growth at SLN and passenger growth at other airports that have experienced passenger growth following the start of regional jet service.

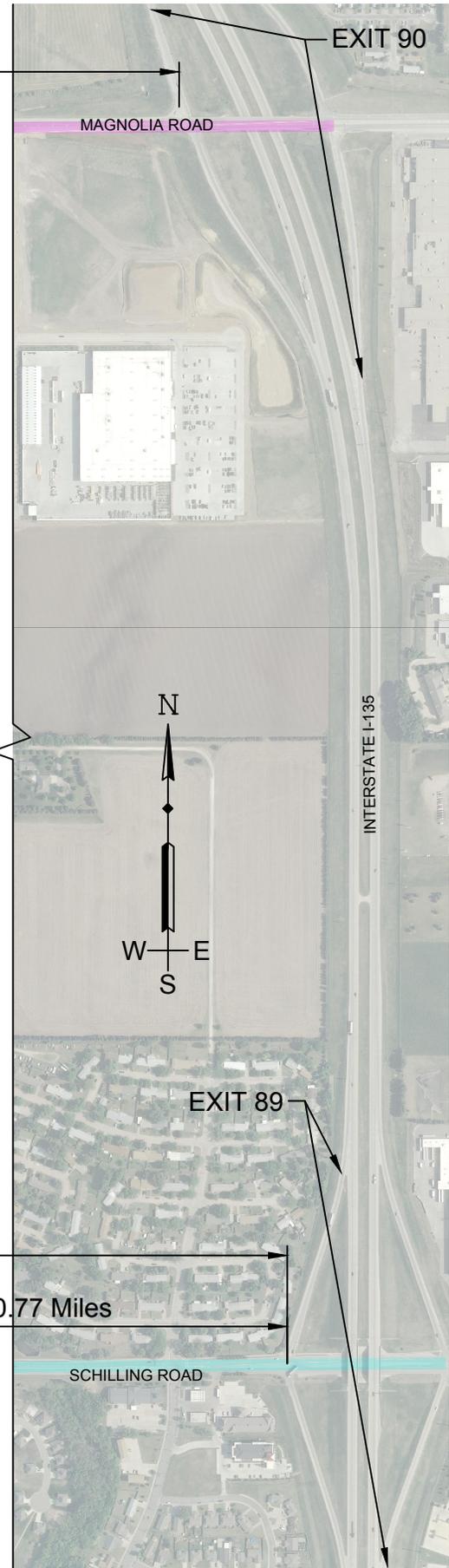
Please contact me if you have any questions or comments.

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
October 16, 2019 – 8:00 AM**

AGENDA

Action Items

1. Call to order, confirm meeting notice and determine a quorum is present. (Buer)
2. Recognition of guests. (Buer)
3. Additions to the agenda. (Buer)
4. Approval of the minutes of the September 18, 2019 regular board meeting and October 8, 2019 special joint meeting. (Buer)
5. Review of airport activity and financial reports for the month ending September 30, 2019. (Rogers & Swanson)
6. Delivery of the Airport Authority's 2018 Comprehensive Annual Financial Report (Rogers and Swanson)
7. Review of the September 30, 2019 (Q3), ten (10) year financial trend analysis report. (Swanson)
8. Review and discussion of forecasted 2020 operating expenses. (Rogers & Swanson)
9. Presentation of the Terminal Building Requirements Study 2020 – 2025 passenger forecast. (Rogers)

Directors' Forum (Buer)

Visitor's Questions and Comments (Buer)

Staff Reports (Buer)

Announcements (Buer)

Adjournment (Buer)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
SEPTEMBER 18, 2019
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 AM by Chairman Kent Buer.

Attendance

Attendance was taken. Chairman Buer, Directors Eichelberger, Vancil, 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; Administrative Assistant Kaycie Taylor, and Attorney Greg Bengtson. Eric Brown, Salina Area Chamber of Commerce; Latron North, Salina Area Chamber of Commerce; Steve Benson, Coffman Associates (via tele-conference); Jay Hatchett, Salina ATCT and Julie Yager-Zucker, Avflight were guests.

Additions to the Agenda

Chairman Buer asked if there were any additions. Executive Director Tim Rogers stated there were no additions to the agenda, however Agenda Item #9, Schilling Project Update, would be discussed after all announcements and staff reports in order to move into an executive session immediately prior to adjournment.

Minutes

Chairman Buer asked if the board members had additions or corrections to the minutes of the August 21, 2019 regular board meeting. Director Gunn moved, seconded by Director Weisel, to approve the minutes of the August 21, 2019 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of August 2019. The Salina Air Traffic Control Tower (ATCT) recorded 5,520 operations during August 2019, which was a 12% increase as compared to August 2018 total of 4,910. For the year-to-date, a total of 51,467 operations have occurred, which is 18% more than the August 2018 year-to-date total of 43,575. August 2019 fuel flowage came in at 645,834 gallons which was a 113% increase as compared to the August 2018 total of 303,273. For the year-to-date, a total of 1,697,683 gallons has been delivered on the airport which a 1% increase from the 2018 total of 1,680,240. Rogers stated that fuel flowage will benefit from scheduled military cargo aircraft in support of Ft. Riley. SkyWest reported 3,797 total passengers during August 2019 which was 17% more than the August 2018 total of 3,239 total passengers. For the year-to-date, SkyWest reported 12,850 passengers, which was a 59% increase as compared to the August 2018 year-to-date total of 8,067.

Director of Administration and Finance, Shelli Swanson reported on the financials for August 2019. Swanson informed staff the August revenue received a boost, reaching \$342,142 for the month. Total operating revenue arrived at nearly 2% under budget with total operating expenses tracking 5% under budget projections. Net income before depreciation during August posted a positive \$176,564 for the month, with the year to date total arriving at \$66,639. Swanson stated

that the two significant short-term leases by NASA and Jaded Thunder to include purchasing fuel, leasing hangar space, fuel flowage fees, and hangar rent allowed airfield revenue to exceed budget by 14%. September will see an additional \$14,400 in hangar revenue for the lease of Hangar H606 by the International Aerobatic Club. Chairman Buer directed staff to file the financials for audit.

Aerospace Workforce Recruitment Update

Executive Director Rogers reviewed the needs for a skilled workforce to support 1 Vision Aviation's growth. Rogers introduced Latron North, Talent Initiatives Specialist at the Salina Area Chamber of Commerce. North updated the board on the lines of effort that are being used to recruit workers for 1 Vision, in line with the Airport Authority and Chamber's economic development services agreement and the Chamber's Imagine Salina initiative. Efforts both current, and future, will include job fairs, university and technical college outreach, job listings, and recruiting soldiers who are transitioning out of the military. North stated that WSU Tech will be hosting a large job fair, which will be an opportunity for 1 Vision. WSU Tech is one of the two Kansas schools with certification programs and training for aviation maintenance. The other school is K-State Polytechnic.

Terminal Building Requirements Study Update

Executive Director Rogers reviewed the steps taken so far in the Terminal Building Requirements Study. Rogers introduced Steve Benson (via video conference) of Coffman Associates, who provided an update on the status of the terminal building study. Coffman planners have been working to formulate the passenger forecast, which will assist in determining future terminal building space requirements. Benson briefed the board on how the forecast will be developed as passenger numbers at SLN continuing to climb at a double-digit rate. This will require additional information from similar airports that have experienced rapid passenger growth with the introduction of regional jet service. Benson introduced some of the airports that will be used for comparison, all in the Midwest and all with several years of data since the introduction of regional jet service.

Projected 2020 Operating Revenue

Executive Director Rogers distributed and reviewed the first draft of projected 2020 operating revenue. The draft included all known 2020 operating revenue and will continue to be updated as new and renewed leases are finalized.

Staff Reports

Executive Director Rogers informed the board of the reprioritization of the mill, inlay, and repairs for Runway 17/35. This fall, the Kansas Department of Transportation will fund repairs to the south 500-600 feet of Runway 35. At the same time, Aviation will begin the design for the mill and overlay of the remainder of Runway 17/35 in anticipation of a calendar year 2020 FAA AIP grant.

Announcements

Executive Director Rogers distributed and reviewed the marketing one pager for the U.S. National Aerobatic Championships' Open House and public viewing opportunities. The public will be able to view the competition from Fossett Plaza.

Schilling Project Update

Executive Director Rogers reviewed the most recent discussions on the Schilling project and updated the board on recent developments. The Corrective Action Decision has been finalized by the Kansas Department of Health and Environment with an estimated cost for clean-up arriving at approximately \$96,600,000. Rogers stated that the next step in the project is to prepare for mediation. Doug Curran of Stinson will discuss preparation for mediation in an executive session with all Salina Public Entities on October 8, 2019 from 1:00 – 3:00 P.M. at the Tony's Pizza Event Center. Mediation is scheduled to begin on November 19, 2019.

Executive Session

At 9:45 A.M. Director Gunn moved the following:

I move that the Airport Authority board of directors recess into an executive session for fifteen (15) 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 the Authority's 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 10:00 AM.

Director Eichelberger seconded the motion. Motion passed unanimously.

The open meeting resumed at 10:00 A.M

At 10:00 A.M. Director Vancil moved the following:

I move that the Airport Authority board of directors recess into an executive session for ten (10) 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 the Authority's 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 10:10 AM.

Director Gunn seconded the motion. Motion passed unanimously.

The open meeting resumed at 10:10 A.M

Upon a motion duly made, the meeting adjourned at 10:10 A.M.

Minutes approved at the October 16, 2019 Board Meeting.

Secretary
(SEAL)

**MINUTES OF THE SPECIAL JOINT MEETING OF THE
SALINA PUBLIC ENTITIES INCLUDING
CITY OF SALINA BOARD OF COMMISSIONERS
SALINA USD 305 BOARD OF EDUCATION, KANSAS STATE UNIVERSITY
AND THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS
OCTOBER 8, 2019
TONY'S PIZZA EVENT CENTER, ROOM 203**

Call to Order

The meeting was called to order at 1:30 P.M. by Chairman Kent Buer. Chairman Buer confirmed that a quorum was present and that the meeting notice was published. Director Eichelberger was absent.

Public Segment

Salina Airport Authority Executive Director Rogers presented opening remarks and provided an overview of the Former Schilling Air Force Base Project. Rogers highlighted significant items on the Chronology of Actions taken regarding the investigation and study of Department of Defense caused environmental contamination at the former Schilling Air Force Base.

Executive Director Rogers introduced the following additional participants in joint executive session:

Mike Schrage, City Manager, City of Salina
Linn Exline, Superintendent, USD 305
Tim Rogers, Executive Director, Salina Airport Authority
Martha Tasker, Director of Utilities, City of Salina
Eryn Wright, Legal Counsel, USD 305
Greg Bengtson, Legal Counsel, City of Salina and Salina Airport Authority
Matthew Schroeder, Senior Environmental Engineer, Dragun Corporation
Brett Shanks, Attorney, Stinson law firm (by telephone)

Joint Executive Session

At 1:50 P.M. Director Weisel moved the following:

I move that the Salina Airport Authority Board of Directors recess into a joint executive session with the City of Salina Board of Commissioners, the USD 305 Board of Education, and representatives of Kansas State University for one-hour (1-hour) to discuss with Doug Curran, environmental counsel for the Salina Public Entities, the subject of scheduled 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 based upon the need for consultation with an attorney for the public bodies 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 2:50 p.m.

Director Gunn seconded the motion. Motion passed unanimously.

The open meeting resumed at 2:50 P.M

Upon a motion duly made, the meeting adjourned at 2:50 P.M.

Minutes approved at the October 16, 2019 Board Meeting.

Secretary
(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2019**

AIR TRAFFIC/ATCT

September , 2019	7,187 Operations 805 Instrument Operations 462 Peak Day
September , 2018	6,336 Operations 961 Instrument Operations 520 Peak Day
January 2019 - September 2019	58,654 Operations
January 2018 - September 2018	49,911 Operations
January 2017 - September 2017	44,808 Operations

FUEL FLOWAGE

September , 2019	161,888 Gallons
September , 2018	348,454 Gallons
January 2019 - September 2019	1,859,571 Gallons
January 2018 - September 2018	2,028,694 Gallons
January 2017 - September 2017	2,116,321 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
11,561	150,327	55,870	285
7,811	340,643	208,558	467
78,927	1,780,644	884,465	4,426
66,046	1,962,648	1,016,252	6,437
75,662	2,040,659	805,282	6,586

SkyWest Airlines

September , 2019	1,540 Passengers
September , 2018	1,599 Passengers
January 2019 - September 2019	14,390 Passengers
January 2018 - September 2018	9,666 Passengers
January 2017 - September 2017	6,455 Passengers

ENPLANEMENTS

DEPLANEMENTS

TOTAL

1,553 Passengers	3,093
1,540 Passengers	3,139

ENPLANEMENTS - Charter Flights

September , 2019	0 Passengers
September , 2018	496 Passengers
January 2019 - September 2019	1,264 Passengers
January 2018 - September 2018	5,025 Passengers
January 2017 - September 2017	4,122 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

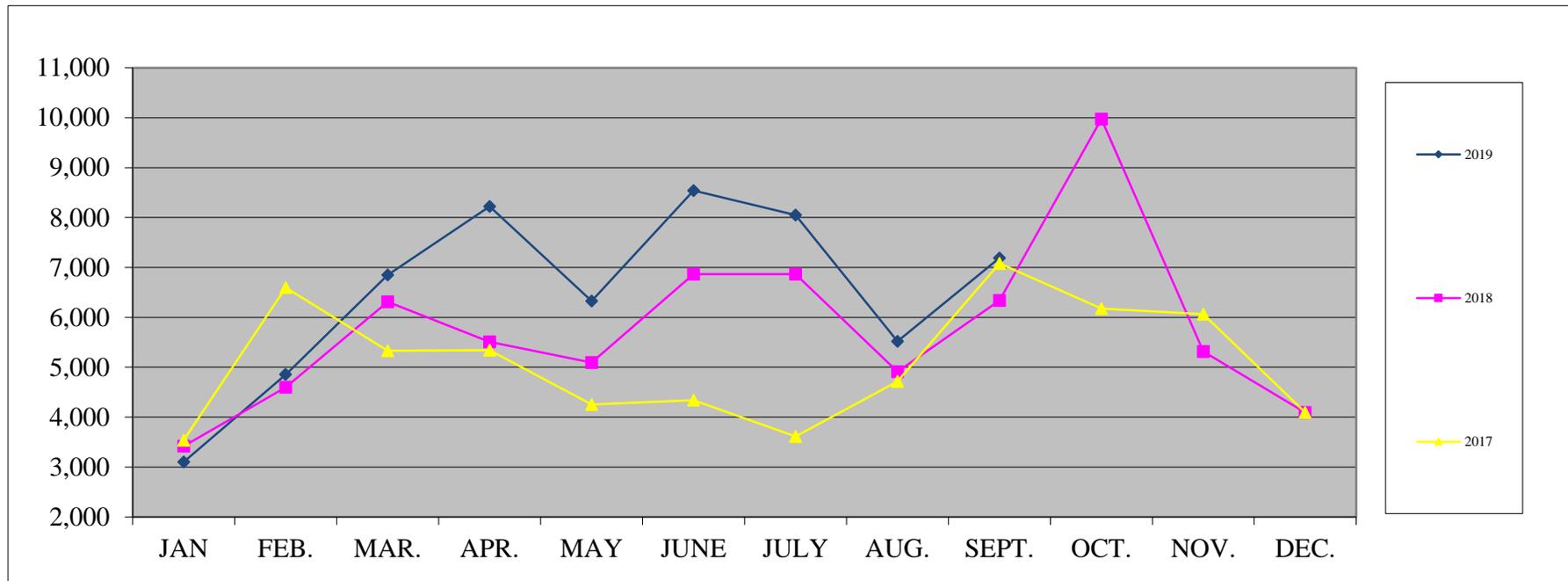
September , 2019	1,540 Passengers
September , 2018	2,095 Passengers
January 2019 - September 2019	15,654 Passengers
January 2018 - September 2018	14,691 Passengers
January 2017 - September 2017	10,577 Passengers

**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	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	117	2,268	1,924	236	4,545	2,500	142	2,642	7,187
October, 19									
November, 19									
December, 19									
Totals January - September	974	15,362	8,603	2,476	27,415	28,643	2,596	31,239	58,654
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	48	1,846	767	332	2,993	2,823	520	3,343	6,336
October, 18									
November, 18									
December, 18									
Totals January - September	144	13,039	6,972	2,964	23,119	23,042	3,750	26,792	49,911
Difference	830	2,323	1,631	-488	4,296	5,601	-1,154	4,447	8,743
YTD % Change	576%	18%	23%	-16%	19%	24%	-31%	17%	18%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

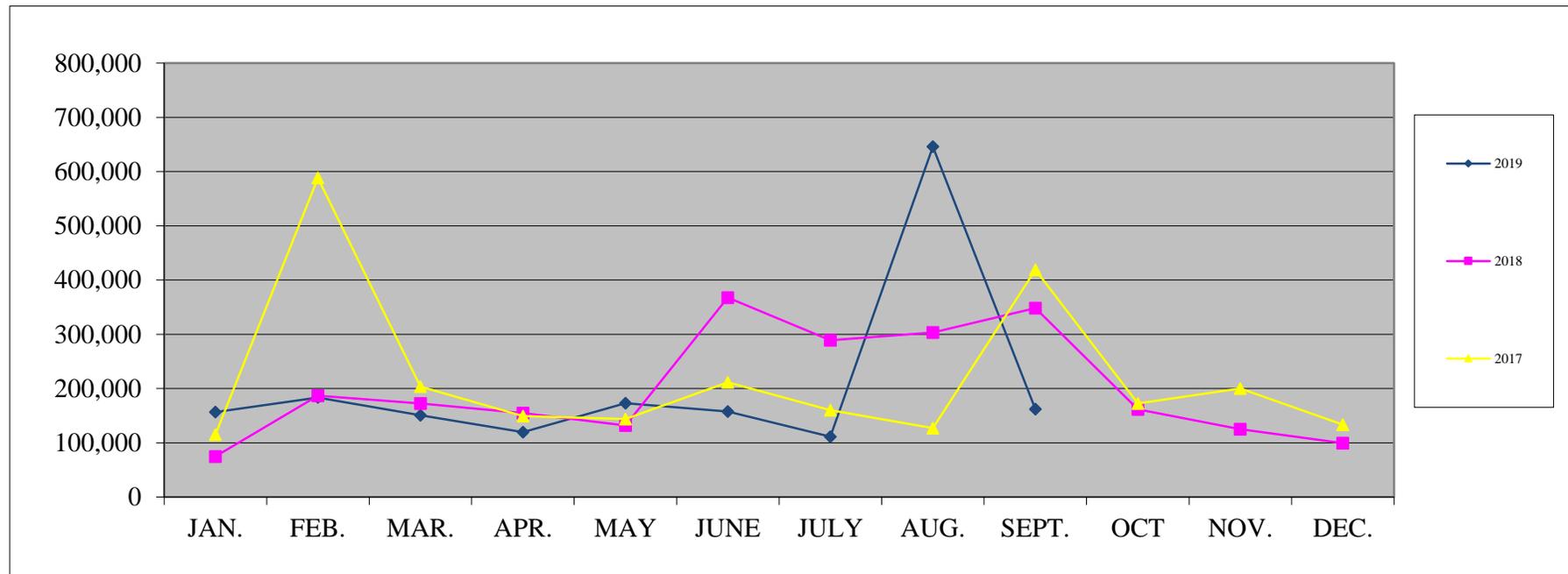
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187				58,654
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	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

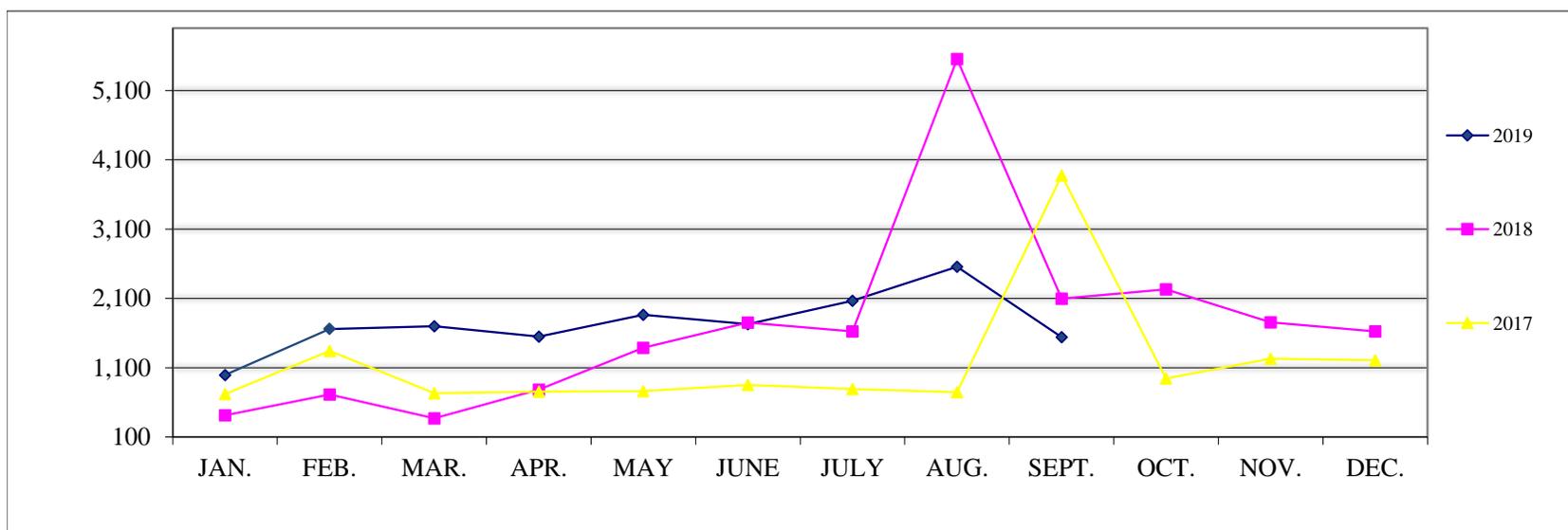
Gallons of Fuel Sold at SLN

	<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	161,888				1,859,571
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	1,540	2,230	1,756	1,622	-4,322	15,977
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	-4,322	13,850
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	3,967
2016	36	0	0	0	0	104	372	910	637	558	574	692	84	10,079
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	2,398
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,829
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	3,526
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	2,857
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	3,144
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	2,868
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	



**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 September 30, 2019

10/11/2019

	Sep 30, 19	Aug 31, 19	\$ Change	Sep 30, 18	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	1,515,284	1,976,870	-461,586	359,108	1,156,176	322%
Cash in bank-Operating Funds	203,636	90,052	113,584	114,313	89,323	78%
Cash in Bank - Mill Levy	221,666	60,728	160,938	159,557	62,109	39%
Total Checking/Savings	1,940,586	2,127,650	-187,064	632,978	1,307,608	207%
Accounts Receivable						
Accounts Receivable	147,698	240,854	-93,156	216,875	-69,177	-32%
Total Accounts Receivable	147,698	240,854	-93,156	216,875	-69,177	-32%
Other Current Assets						
Agri Land Receivable	0	56,000	-56,000	55,000	-55,000	-100%
Mill Levy receivable	61,427	222,366	-160,939	0	61,427	100%
Other current assets	139,695	145,826	-6,131	139,754	-59	-0%
Undeposited Funds	93	310	-217	4,393	-4,300	-98%
Total Other Current Assets	201,215	424,502	-223,287	199,147	2,068	1%
Total Current Assets	2,289,499	2,793,006	-503,507	1,049,000	1,240,499	118%
Fixed Assets						
Fixed assets at cost	89,644,171	89,030,891	613,280	88,320,210	1,323,961	1%
Less accumulated depreciation	-46,602,782	-46,373,452	-229,330	-43,828,370	-2,774,412	-6%
Total Fixed Assets	43,041,389	42,657,439	383,950	44,491,840	-1,450,451	-3%
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	46,712,738	46,832,295	-119,557	47,037,495	-324,757	-1%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	580,136	468,239	111,897	108,484	471,652	435%
Total Accounts Payable	580,136	468,239	111,897	108,484	471,652	435%
Total Credit Cards	0	2,624	-2,624	369	-369	-100%
Other Current Liabilities						
Accrued debt interest payable	-4,064	-57,778	53,714	78,264	-82,328	-105%
Debt, current portion	1,969,153	1,969,153	0	1,222,153	747,000	61%
Deferred Agri Land Revenue	0	18,667	-18,667	13,750	-13,750	-100%
Deferred Mill Levy revenue	599,401	799,201	-199,800	533,090	66,311	12%
Other current liabilities	230,045	233,502	-3,457	192,657	37,388	19%
Sales Tax Payable	71	0	71	0	71	100%
Total Other Current Liabilities	2,794,606	2,962,745	-168,139	2,039,914	754,692	37%
Total Current Liabilities	3,374,742	3,433,608	-58,866	2,148,767	1,225,975	57%
Long Term Liabilities						
Debt - Long Term	22,415,212	22,415,212	0	22,796,722	-381,510	-2%
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)	11,126	11,126	0	0	11,126	100%
Net Pension Liability	605,630	605,630	0	603,456	2,174	0%
Security Deposits Returnable	57,653	57,653	0	48,502	9,151	19%
Total Long Term Liabilities	21,188,834	21,188,834	0	22,323,013	-1,134,179	-5%
Total Liabilities	24,563,576	24,622,442	-58,866	24,471,780	91,796	0%
Equity						
Invested in Capital Assets net	20,626,177	20,242,211	383,966	21,607,814	-981,637	-5%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,382,955	1,766,921	-383,966	110,370	1,272,585	1,153%
Net Income	50,027	110,720	-60,693	757,532	-707,505	-93%
Total Equity	22,149,159	22,209,852	-60,693	22,565,716	-416,557	-2%
TOTAL LIABILITIES & EQUITY	46,712,735	46,832,294	-119,559	47,037,496	-324,761	-1%

Salina Airport Authority
Profit & Loss Budget Performance
 September 2019

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 10/11/2019
 Accrual Basis

	Sep 19	Jan - Sep 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	13,274	148,738	150,000	-1,262	99%	200,000
Hangar rent	46,693	501,008	432,230	68,778	116%	576,307
Landing fees	2,676	27,572	18,750	8,822	147%	25,000
Ramp rent	5,097	39,805	37,500	2,305	106%	50,000
Total Airfield revenue	67,740	717,123	638,480	78,643	112%	851,307
Building and land rent						
Agri land rent	31,582	69,460	42,000	27,460	165%	56,000
Building rents - Long Term						
Short-term leasing	31,195	239,095	157,500	81,595	152%	210,000
Building rents - Long Term - Other	60,203	531,271	687,495	-156,224	77%	916,660
Total Building rents - Long Term	91,398	770,366	844,995	-74,629	91%	1,126,660
Land rent						
Basic Land Rent	9,331	81,878	75,849	6,029	108%	101,131
Property tax - tenant share	10,325	92,924	92,924	0	100%	123,899
Total Land rent	19,656	174,802	168,773	6,029	104%	225,030
Tank rent	1,128	10,152	8,978	1,174	113%	11,970
Total Building and land rent	143,764	1,024,780	1,064,746	-39,966	96%	1,419,660
Other revenue						
Airport Marketing	13,865	48,667	82,500	-33,833	59%	110,000
Commissions	0	23,912	26,250	-2,338	91%	35,000
Other income	1,220	37,060	60,000	-22,940	62%	80,000
Total Other revenue	15,085	109,639	168,750	-59,111	65%	225,000
Total Income	226,589	1,851,542	1,871,976	-20,434	99%	2,495,967
Gross Income	226,589	1,851,542	1,871,976	-20,434	99%	2,495,967
Expense						
Administrative expenses						
A/E, consultants, brokers	1,250	26,524	15,750	10,774	168%	21,000
Airport promotion	9,239	108,174	146,213	-38,039	74%	194,950
Bad Debt Expense	-1,000	1,209	11,250	-10,041	11%	15,000
Computer/Network Admin.	3,543	16,703	14,357	2,346	116%	19,143
Dues and subscriptions	986	16,459	18,750	-2,291	88%	25,000
Employee retirement	5,649	57,126	62,014	-4,888	92%	82,685
FICA and medicare tax expense	4,332	43,588	47,467	-3,879	92%	63,289
Industrial development	0	24,196	31,875	-7,679	76%	42,500
Insurance , property	15,133	129,813	131,250	-1,437	99%	175,000
Insurance, medical	14,965	144,299	168,750	-24,451	86%	225,000
Kansas unemployment tax	167	570	750	-180	76%	1,000
Legal and accounting	21,752	40,962	24,375	16,587	168%	32,500
Office salaries	56,330	361,363	373,335	-11,972	97%	497,780
Office Supplies	41	5,839	4,500	1,339	130%	6,000
Other administrative expense	1,009	7,936	8,156	-220	97%	10,875
Postage	126	1,597	2,250	-653	71%	3,000
Property tax expense	13,552	121,969	121,969	0	100%	162,625
Special Events	1,164	1,602	750	852	214%	1,000
Telephone	1,804	14,145	13,781	364	103%	18,375
Training	0	2,100	5,250	-3,150	40%	7,000
Travel and meetings	593	8,258	9,000	-742	92%	12,000
Total Administrative expenses	150,635	1,134,432	1,211,792	-77,360	94%	1,615,722

	<u>Sep 19</u>	<u>Jan - Sep 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	273	25,421	23,175	2,246	110%	30,900
Airport Security	0	2,301	3,000	-699	77%	4,000
Building maintenance	2,174	59,713	37,238	22,475	160%	49,650
Equipment fuel and repairs	5,633	64,660	67,500	-2,840	96%	90,000
Fire Services	0	16,046	14,250	1,796	113%	19,000
Grounds maintenance	70	5,917	3,375	2,542	175%	4,500
Maintenance salaries	22,222	239,704	273,713	-34,009	88%	364,950
Other maintenance expenses	1,230	9,880	15,000	-5,120	66%	20,000
Snow removal expense	0	20,444	15,000	5,444	136%	20,000
Utilities	24,106	186,218	180,000	6,218	103%	240,000
Total Maintenance expenses	4 55,708	630,304	632,251	-1,947	100%	843,000
Total Expense	206,343	1,764,736	1,844,043	-79,307	96%	2,458,722
Net Ordinary Income	5 20,246	86,806	27,933	58,873	311%	37,245
Other Income/Expense						
Other Income						
Capital contributed	0	713,925	594,352	119,573	120%	792,469
Gain on sale of assets	0	55,120	18,000	37,120	306%	24,000
Interest income						
Interest income on deposits	2,308	15,556	405	15,151	3,841%	540
Total Interest income	2,308	15,556	405	15,151	3,841%	540
Mill levy income	199,800	1,799,207	1,798,202	1,005	100%	2,397,603
Total Other Income	202,108	2,583,808	2,410,959	172,849	107%	3,214,612
Other Expense						
Debt interest expense net						
Bond issue cost	0	73,185	14,783	58,402	495%	19,710
Interest Expense on Debt	53,715	483,431	483,431	0	100%	644,575
Total Debt interest expense net	53,715	556,616	498,214	58,402	112%	664,285
Depreciation expense	229,330	2,063,970	2,063,970	0	100%	2,751,960
Total Other Expense	283,045	2,620,586	2,562,184	58,402	102%	3,416,245
Net Other Income	-80,937	-36,778	-151,225	114,447	24%	-201,633
Net Income	-60,691	50,028	-123,292	173,320	-41%	-164,388

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

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 10/11/2019
 Accrual Basis

	Jan - Sep 19	Jan - Sep 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	148,738.09	162,608.48	-13,870.39	-8.53%
Hangar rent	501,007.84	352,094.06	148,913.78	42.29%
Landing fees	27,572.48	50,554.59	-22,982.11	-45.46%
Ramp rent	39,805.00	34,491.00	5,314.00	15.41%
Total Airfield revenue	717,123.41	599,748.13	117,375.28	19.57%
Building and land rent				
Agri land rent	69,460.00	41,749.97	27,710.03	66.37%
Building rents - Long Term				
Short-term leasing	239,095.00	253,842.92	-14,747.92	-5.81%
Building rents - Long Term - Other	531,270.60	577,204.92	-45,934.32	-7.96%
Total Building rents - Long Term	770,365.60	831,047.84	-60,682.24	-7.3%
Land rent				
Basic Land Rent	81,877.84	75,592.28	6,285.56	8.32%
Property tax - tenant share	92,924.28	90,168.75	2,755.53	3.06%
Land rent - Other	0.00	0.00	0.00	0.0%
Total Land rent	174,802.12	165,761.03	9,041.09	5.45%
Tank rent	10,152.00	9,252.00	900.00	9.73%
Total Building and land rent	1,024,779.72	1,047,810.84	-23,031.12	-2.2%
Other revenue				
Airport Marketing	48,666.57	122,728.27	-74,061.70	-60.35%
Commissions	23,912.25	19,219.23	4,693.02	24.42%
Other income	37,059.86	138,380.79	-101,320.93	-73.22%
Total Other revenue	109,638.68	280,328.29	-170,689.61	-60.89%
Total Income	1,851,541.81	1,927,887.26	-76,345.45	-3.96%
Gross Profit	1,851,541.81	1,927,887.26	-76,345.45	-3.96%
Expense				
Administrative expenses				
A/E, consultants, brokers	26,524.00	21,072.25	5,451.75	25.87%
Total Airport promotion	108,174.38	164,041.06	-55,866.68	-34.06%
Bad Debt Expense	1,208.95	2,480.00	-1,271.05	-51.25%
Computer/Network Admin.	16,703.08	10,028.95	6,674.13	66.55%
Dues and subscriptions	16,459.48	16,696.62	-237.14	-1.42%
Employee retirement	57,126.10	55,664.87	1,461.23	2.63%
FICA and medicare tax expense	43,587.67	44,795.99	-1,208.32	-2.7%
Industrial development	24,196.43	37,500.00	-13,303.57	-35.48%
Insurance , property	129,812.70	101,918.59	27,894.11	27.37%
Insurance, medical	144,299.16	158,243.60	-13,944.44	-8.81%
Kansas unemployment tax	569.77	585.57	-15.80	-2.7%
Legal and accounting	40,962.30	36,686.70	4,275.60	11.65%
Office salaries	361,362.81	368,830.11	-7,467.30	-2.03%
Office Supplies	5,839.37	10,051.32	-4,211.95	-41.9%
Other administrative expense				
Merchant Processing Fees	2,773.10	2,481.51	291.59	11.75%
Other administrative expense - Other	5,163.04	4,705.96	457.08	9.71%
Total Other administrative expense	7,936.14	7,187.47	748.67	10.42%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,596.63	2,815.91	-1,219.28	-43.3%
Property tax expense	121,968.72	108,749.97	13,218.75	12.16%
Special Events	1,601.65	0.00	1,601.65	100.0%
Telephone	14,145.19	13,817.82	327.37	2.37%
Training	2,100.00	6,638.43	-4,538.43	-68.37%
Travel and meetings	8,257.54	5,986.50	2,271.04	37.94%
Total Administrative expenses	1,134,432.07	1,173,791.73	-39,359.66	-3.35%

	<u>Jan - Sep 19</u>	<u>Jan - Sep 18</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	25,421.08	23,084.17	2,336.91	10.12%
Airport Security	2,301.07	2,110.97	190.10	9.01%
Building maintenance	59,713.45	60,473.45	-760.00	-1.26%
Equipment fuel and repairs	64,659.88	71,977.38	-7,317.50	-10.17%
Fire Services	16,046.38	595.80	15,450.58	2,593.25%
Grounds maintenance	5,917.25	1,868.20	4,049.05	216.74%
Maintenance salaries	239,703.67	249,291.20	-9,587.53	-3.85%
Other maintenance expenses	9,880.19	11,238.25	-1,358.06	-12.08%
Snow removal expense	20,443.71	3,438.86	17,004.85	494.49%
Utilities	186,217.83	180,017.80	6,200.03	3.44%
Total Maintenance expenses	<u>630,304.51</u>	<u>604,096.08</u>	<u>26,208.43</u>	<u>4.34%</u>
Total Expense	<u>1,764,736.63</u>	<u>1,777,887.81</u>	<u>-13,151.18</u>	<u>-0.74%</u>
Net Ordinary Income	86,805.18	149,999.45	-63,194.27	-42.13%
Other Income/Expense				
Other Income				
Capital contributed	713,925.00	1,416,610.43	-702,685.43	-49.6%
Gain on sale of assets	55,120.00	5,375.00	49,745.00	925.49%
Interest income				
Interest income on deposits	15,555.74	3,445.31	12,110.43	351.51%
Total Interest income	<u>15,555.74</u>	<u>3,445.31</u>	<u>12,110.43</u>	<u>351.51%</u>
Mill levy income	1,799,206.93	1,766,361.35	32,845.58	1.86%
Total Other Income	<u>2,583,807.67</u>	<u>3,191,792.09</u>	<u>-607,984.42</u>	<u>-19.05%</u>
Other Expense				
Debt interest expense net				
Bond issue cost	73,184.50	0.00	73,184.50	100.0%
Interest Expense on Debt	<u>483,431.22</u>	<u>560,159.28</u>	<u>-76,728.06</u>	<u>-13.7%</u>
Total Debt interest expense net	<u>556,615.72</u>	<u>560,159.28</u>	<u>-3,543.56</u>	<u>-0.63%</u>
Depreciation expense	<u>2,063,970.00</u>	<u>2,024,100.00</u>	<u>39,870.00</u>	<u>1.97%</u>
Total Other Expense	<u>2,620,585.72</u>	<u>2,584,259.28</u>	<u>36,326.44</u>	<u>1.41%</u>
Net Other Income	<u>-36,778.05</u>	<u>607,532.81</u>	<u>-644,310.86</u>	<u>-106.05%</u>
Net Income	<u><u>50,027.13</u></u>	<u><u>757,532.26</u></u>	<u><u>-707,505.13</u></u>	<u><u>-93.4%</u></u>

Salina Airport Authority
Capital Additions Budget vs. Actual
As of September 30, 2019

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10/11/2019
Accrual Basis

	<u>Sep 19</u>	<u>Jan - Sep 19</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfeld					
AIP-39 ARFF Vehicle Acquisition		655	655	0	100%
AIP-40 Terminal Master Plan	21,716	64,227	200,000	-135,773	32%
AIP-41 Txy D Extension		2,480	1	2,479	248,000%
Rwy 17/35 Improvements	7,656	7,656	250,000	-242,344	3%
Total Airfeld	<u>29,372</u>	<u>75,018</u>	<u>450,656</u>	<u>-375,638</u>	<u>17%</u>
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	4,937	27,362	20,000	7,362	137%
Hangar 504 Improvements	82,218	93,236	240,000	-146,764	39%
Hangar 959 Rehabilitation	492,591	847,307	2,638,918	-1,791,611	32%
KSUS Aero Center		0	0	0	0%
Total Building improvements	<u>579,746</u>	<u>967,905</u>	<u>2,898,918</u>	<u>-1,931,013</u>	<u>33%</u>
Total Buildings & Improvements	<u>579,746</u>	<u>967,905</u>	<u>2,898,918</u>	<u>-1,931,013</u>	<u>33%</u>
Equipment					
Communications equipment		0	5,000	-5,000	0%
Computer equipment	2,583	4,285	2,500	1,785	171%
Shop equipment		44,953	0	44,953	100%
Total Equipment	<u>2,583</u>	<u>49,238</u>	<u>7,500</u>	<u>41,738</u>	<u>657%</u>
Land					
Airport Indust. Cent. Imps.		1,070	10,000	-8,930	11%
Environmental					
Environmental - SAFB	1,581	113,780	30,000	83,780	379%
Total Environmental	<u>1,581</u>	<u>113,780</u>	<u>30,000</u>	<u>83,780</u>	<u>379%</u>
Rail Spur Imps.	0	0	10,000	-10,000	0%
Total Land	<u>1,581</u>	<u>114,850</u>	<u>50,000</u>	<u>64,850</u>	<u>230%</u>
Total Fixed assets at cost	<u>613,282</u>	<u>1,207,011</u>	<u>3,407,074</u>	<u>-2,200,063</u>	<u>35%</u>
Total Fixed Assets	<u>613,282</u>	<u>1,207,011</u>	<u>3,407,074</u>	<u>-2,200,063</u>	<u>35%</u>

Salina Airport Authority

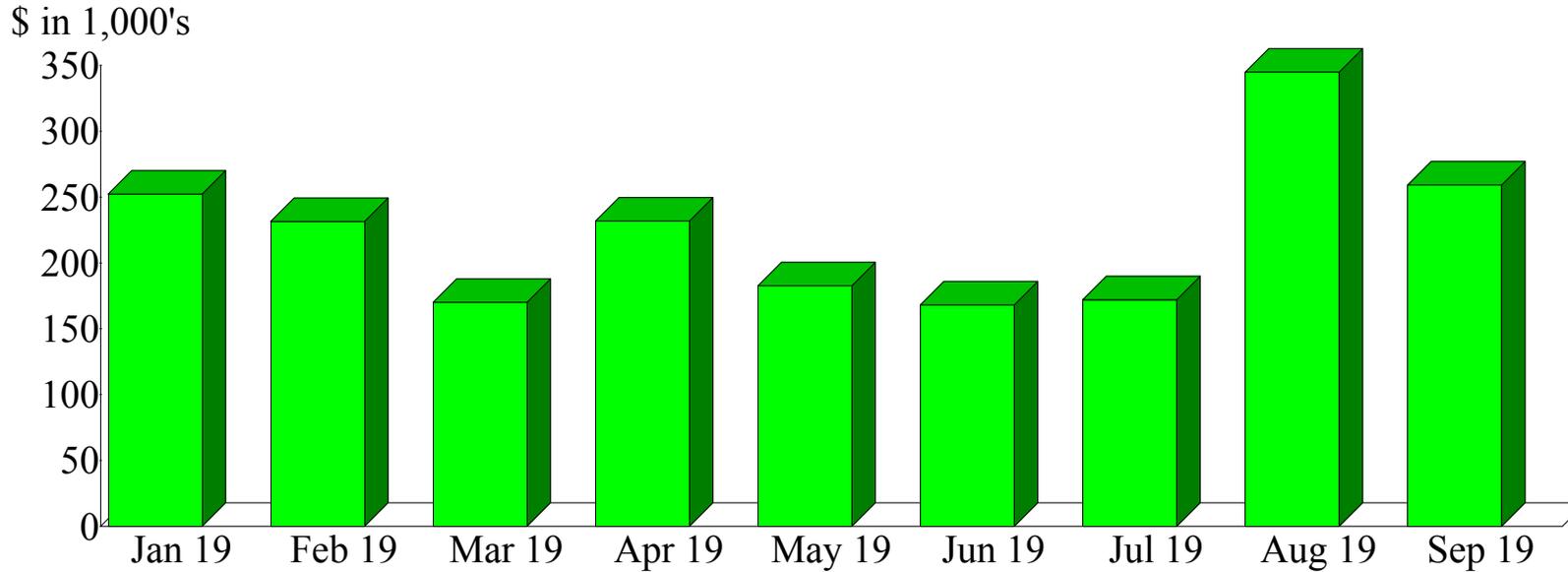
Significant Capital Expenditures Detail

September 2019

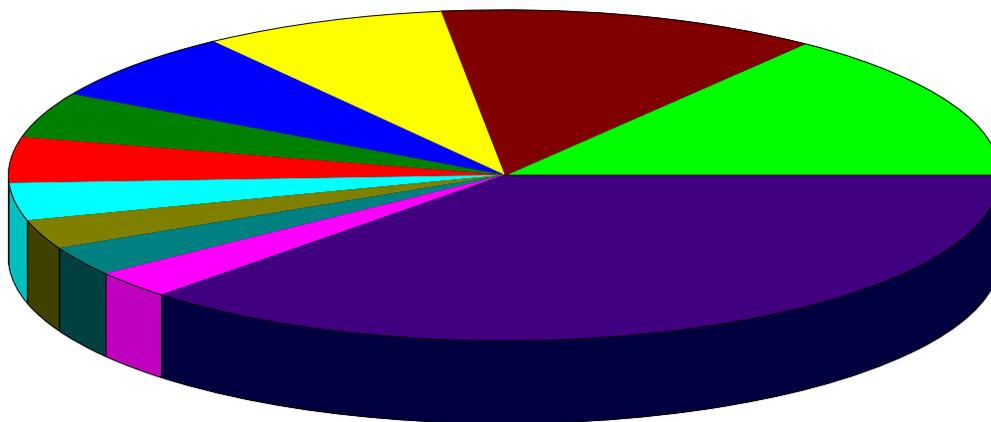
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-40 Terminal Master Plan					
Bill	09/30/2019	Coffman Associates, Inc.	For Professional Services Through 9/30/19 - AIP 40	21,716.00	21,716.00
Total AIP-40 Terminal Master Plan				21,716.00	21,716.00
Rwy 17/35 Improvements					
Bill	09/30/2019	Melton Industries	Replacement Generators for Runway Xs	7,655.60	7,655.60
Total Rwy 17/35 Improvements				7,655.60	7,655.60
Total Airfield				29,371.60	29,371.60
Buildings & Improvements					
Building Improvements					
Bldg. Imps. Other					
Bill	09/05/2019	Waddle's Heating & Cooling...	Building 520 D HVAC Removal and Replacement	4,937.00	4,937.00
Total Bldg. Imps. Other				4,937.00	4,937.00
Hangar 504 Improvements					
Bill	09/10/2019	Hutton Corporation	Payment through 8/31/19	18,534.25	18,534.25
Bill	09/30/2019	Hutton Corporation	Hangar 504 Improvements - Progress payment no. 2	63,683.55	82,217.80
Total Hangar 504 Improvements				82,217.80	82,217.80
Hangar 959 Rehabilitation					
Bill	09/13/2019	Western Extralite Company,...	New Lighting - H959	2,059.20	2,059.20
Bill	09/19/2019	Helm Electric, LLC	Payment on first portion of H959 Electrical Reno	90,000.00	92,059.20
Bill	09/20/2019	Ryan Roofing, Inc.	H959 - Duro-last roofing system	160,920.00	252,979.20
Bill	09/30/2019	Western Extralite Company,...	Hangar 959 Lighting	42,213.60	295,192.80
Bill	09/30/2019	Integrated Solutions, Inc. (IS...	Asbestos abatement and disposal from boiler and pump roo...	195,390.63	490,583.43
Bill	09/30/2019	JMH Cleaning Service	Clean H959 Sops 1 and 3, 4 Restrooms, 3 Janitorial Closets	1,600.00	492,183.43
Bill	09/30/2019	Sherwin Williams Co., Inc.	Bathroom Paint H959	407.37	492,590.80
Total Hangar 959 Rehabilitation				492,590.80	492,590.80
Total Building improvements				579,745.60	579,745.60
Total Buildings & Improvements				579,745.60	579,745.60
Equipment					
Computer equipment					
Bill	09/30/2019	Nex-Tech Communications	TR Laptop	1,549.58	1,549.58
Bill	09/30/2019	Nex-Tech Communications	TR Laptop	1,033.06	2,582.64
Total Computer equipment				2,582.64	2,582.64
Total Equipment				2,582.64	2,582.64
Land					
Environmental					
Environmental - SAFB					
Bill	09/30/2019	Clark, Mize & Linville	Env. legal fees -Sept 2019	1,580.60	1,580.60
Total Environmental - SAFB				1,580.60	1,580.60
Total Environmental				1,580.60	1,580.60
Total Land				1,580.60	1,580.60
Total Fixed assets at cost				613,280.44	613,280.44
TOTAL				613,280.44	613,280.44

Sales by Month
January through September 2019

Dollar Sales



Sales Summary
January through September 2019

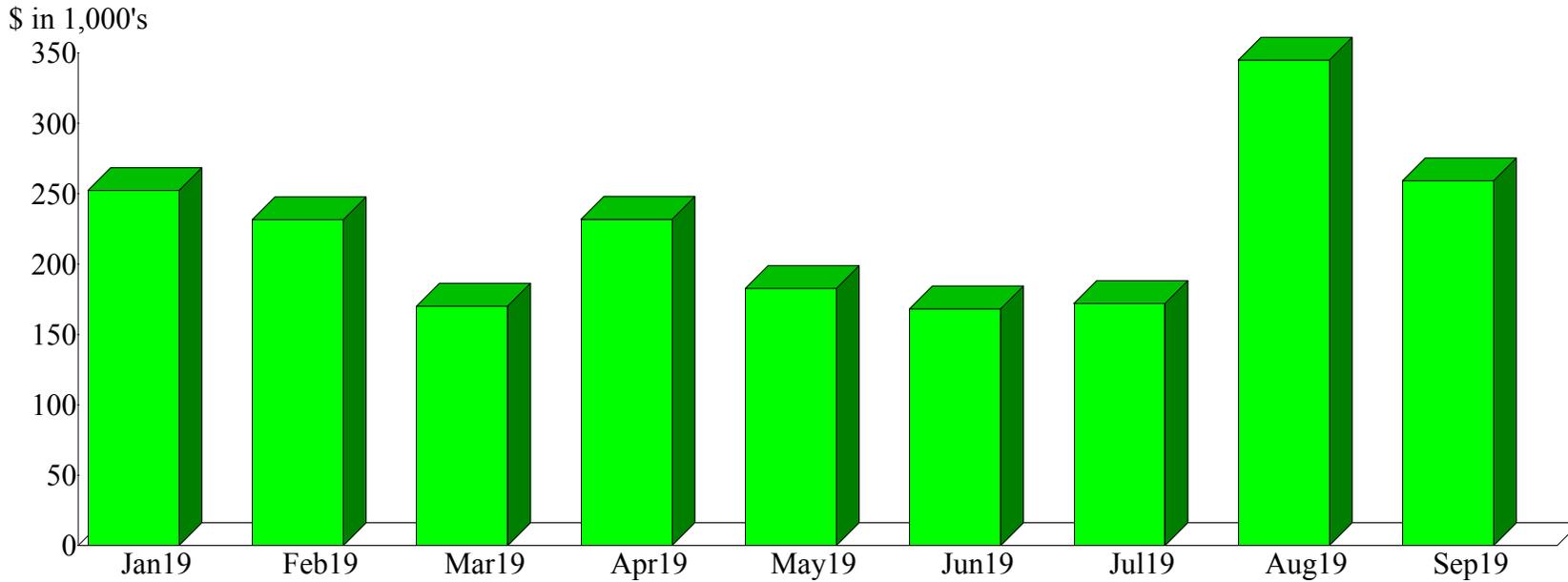


Kansas Erosion Products, LLC.	14.68%
Avflight Salina	12.57
Exide	8.04
Wal-Mart Stores, Inc.	6.86
USSOCOM (Jaded Thunder)	4.49
City of Salina, KS	4.47
Universal Forest Products (UFP)	3.75
582nd Helicopter Group	2.95
SFC Global Supply Chain	2.87
Kansas State Polytechnic - Salina	2.77
Other	36.56
Total	\$2,012,705.73

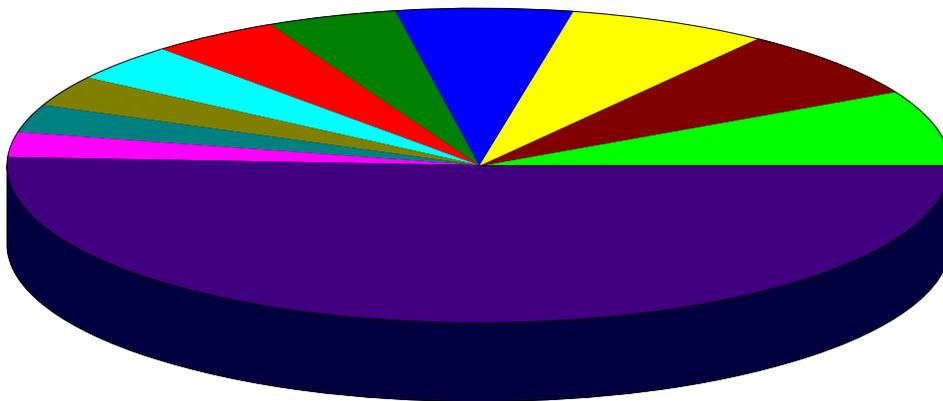
By Customer

Sales by Month
January through September 2019

Dollar Sales



Sales Summary
January through September 2019



H-0606-1 (Hangar 606 - 2630 Arnold Ct.	7.96%
Utility Reimbursement (Utility Reimburse	7.27
FFF-Avflight Salina (Fuel Flowage Fee @	6.94
B-01021 (Building #1021 located at 3600	6.17
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.57
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.47
H-0509-1 (Hangar 509 Rental)	3.92
B-00620-1 (Building #620 (30,000 SF) an	3.25
Air Service Marketing (Fly Salina - Air	2.98
B-00655-4 (Bldg. #655 (32,628 SF) - 2656	2.61
Other	49.86
Total	\$2,012,705.73

By Item