

Salina Airport Authority Board of Directors Regular Meeting

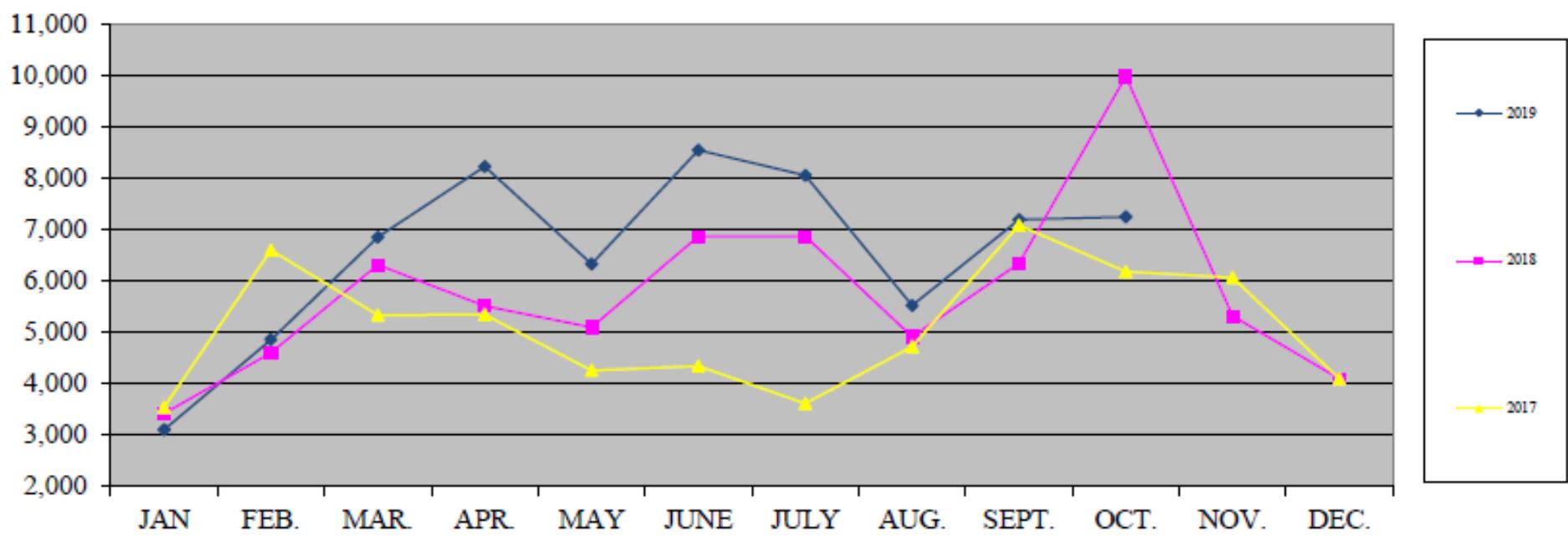
NOVEMBER 13, 2019



Review of Airport Activity & Financial Reports

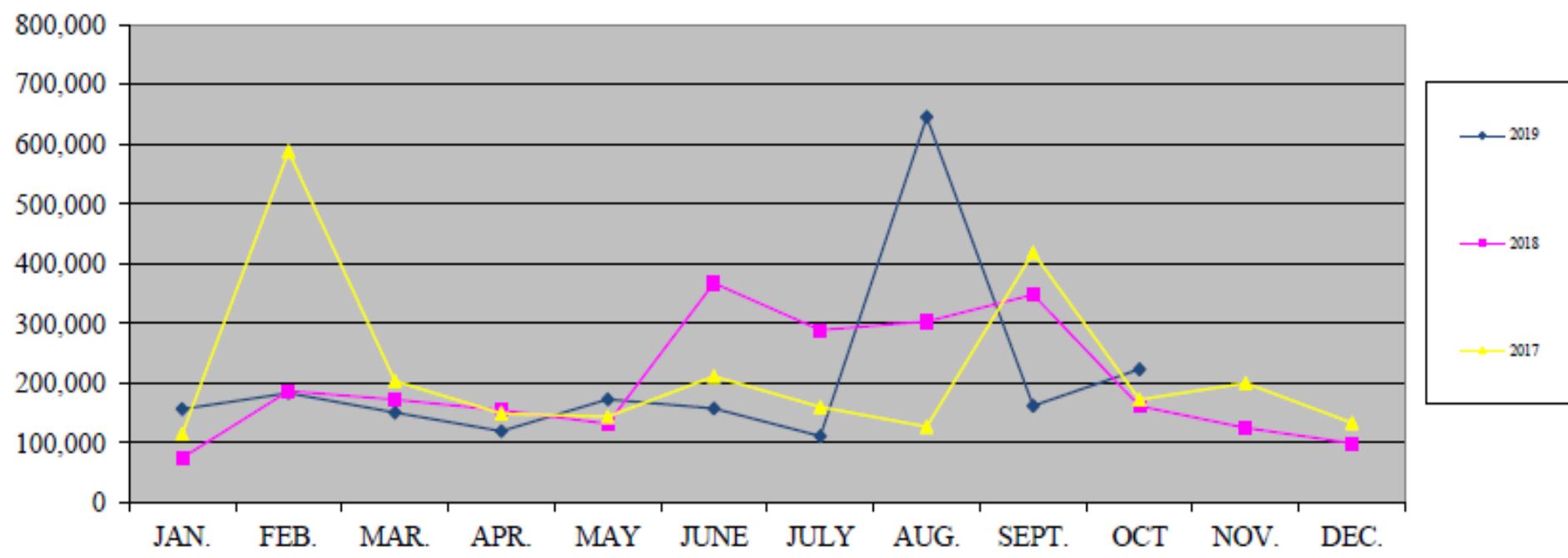
Tim Rogers, A.A.E.

Shelli Swanson, C.M.



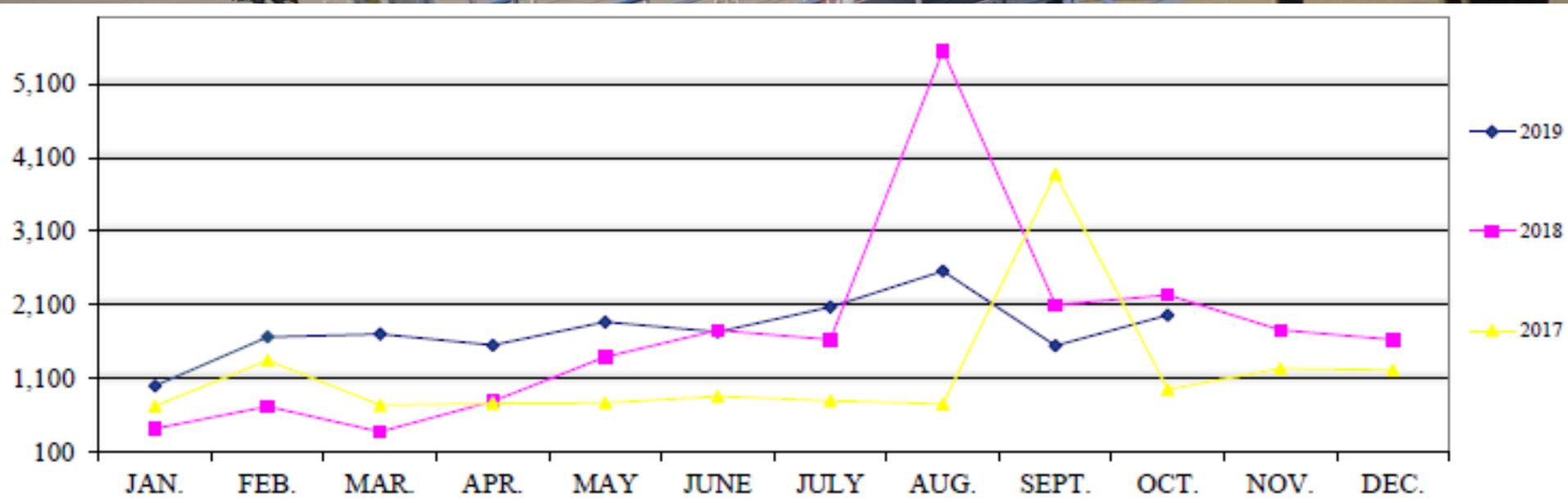


Fuel Flowage

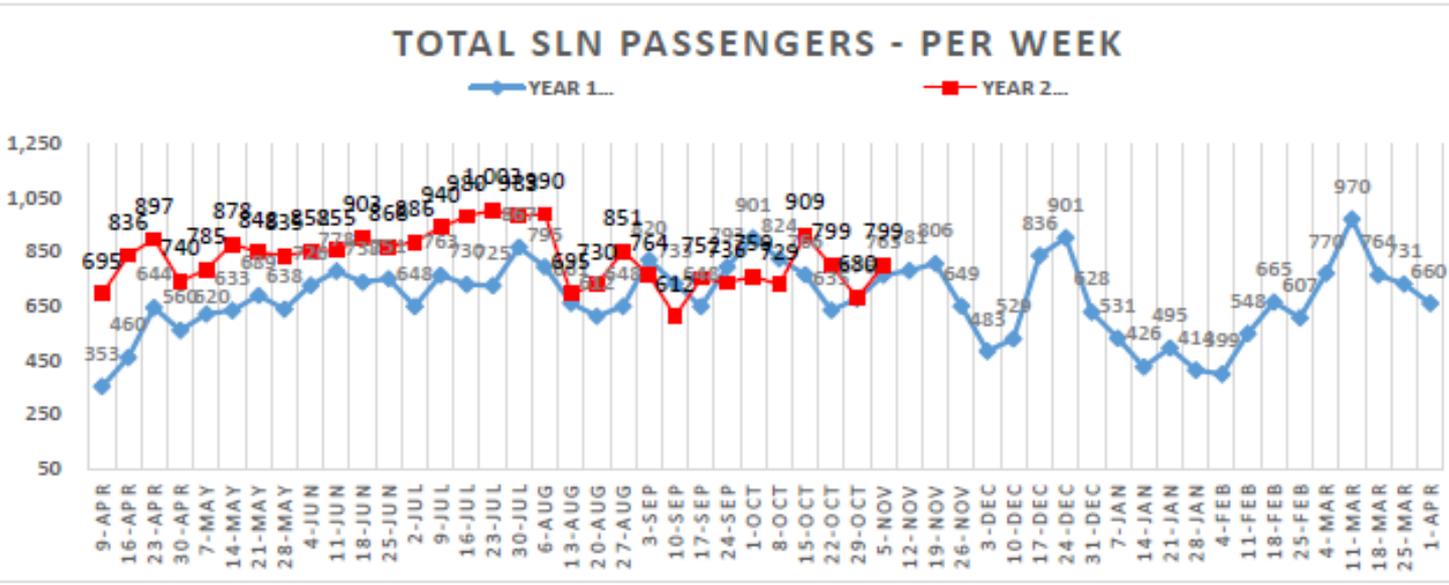




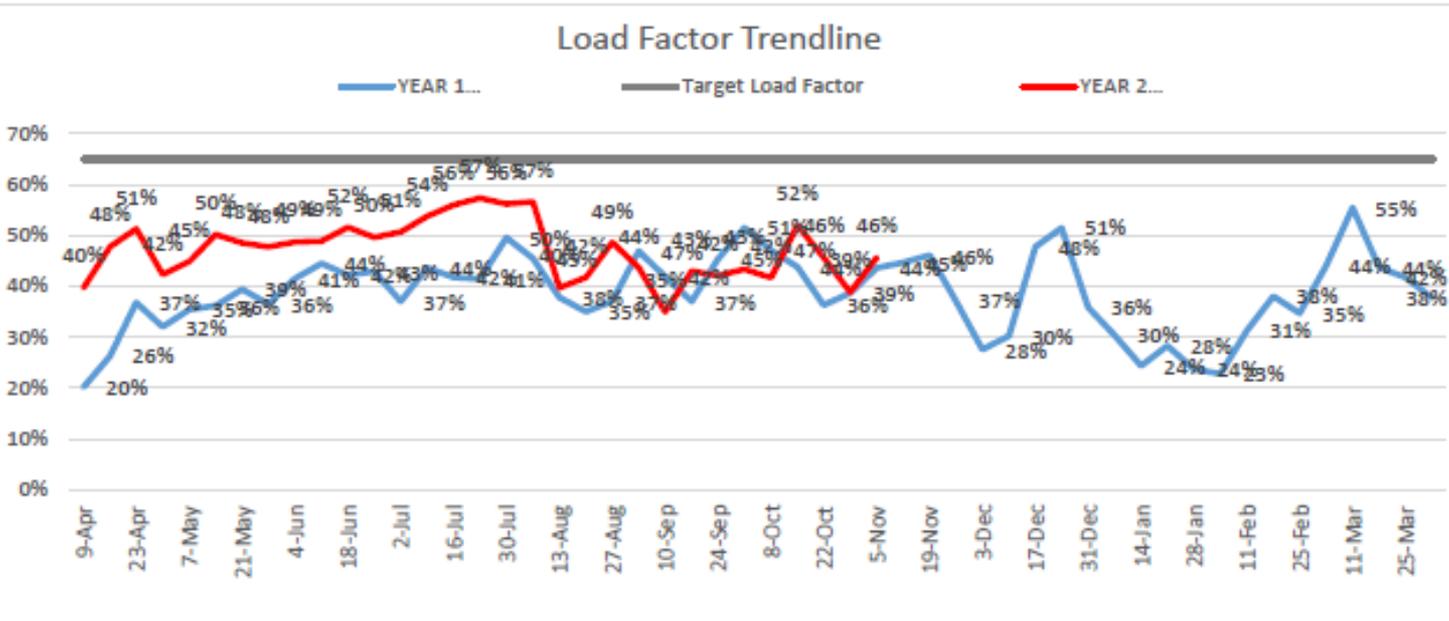
Enplanements



Weekly Enplanements and Load Factor



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





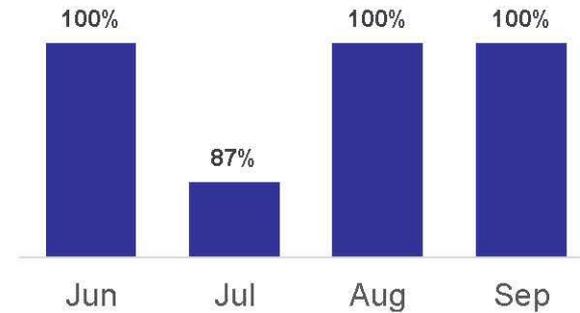
Key Performance Indicators – Salina Regional Airport

Salina Airport Dashboard

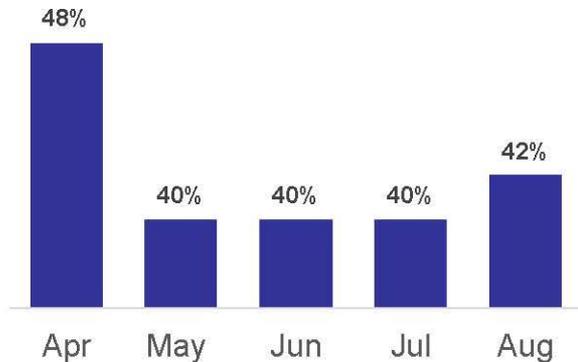
One-Way UAL Enplanements by Month



Top 15 Business Fares within \$75 of ICT Each Way



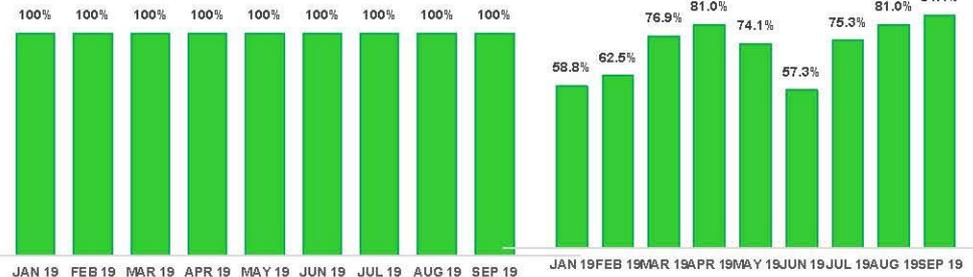
% of Tickets Sold with Under 21 Day Advance Purchase



Operating Performance

SkyWest Controllable Completion Factor at SLN
January 2019 through September 2019

SkyWest Arrivals at SLN within 14 Minutes
January 2019 through September 2019



Financial Reports

Salina Airport Authority Profit & Loss Budget Performance October 2019

	<u>Oct 19</u>	<u>Jan - Oct 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Total Airfield revenue	108,401	825,575	709,423	116,152	116%	851,307
Total Building and land rent	115,222	1,140,002	1,183,050	-43,048	96%	1,419,660
Total Other revenue	15,818	127,180	187,501	-60,321	68%	225,000
Total Income	<u>239,441</u>	<u>2,092,757</u>	<u>2,079,974</u>	<u>12,783</u>	<u>101%</u>	<u>2,495,967</u>
Gross Income	239,441	2,092,757	2,079,974	12,783	101%	2,495,967
Expense						
Total Administrative expenses	115,238	1,253,354	1,346,435	-93,081	93%	1,615,722
Total Maintenance expenses	52,075	688,927	702,500	-13,573	98%	843,000
Total Expense	<u>167,313</u>	<u>1,942,281</u>	<u>2,048,935</u>	<u>-106,654</u>	<u>95%</u>	<u>2,458,722</u>
Net Ordinary Income	72,128	150,476	31,039	119,437	485%	37,245
Other Income/Expense						
Total Other Income	259,023	2,842,831	2,678,844	163,987	106%	3,214,612
Total Other Expense	283,045	2,903,631	2,846,871	56,760	102%	3,416,245
Net Other Income	<u>-24,022</u>	<u>-60,800</u>	<u>-168,027</u>	<u>107,227</u>	<u>36%</u>	<u>-201,633</u>
Net Income	<u><u>48,106</u></u>	<u><u>89,676</u></u>	<u><u>-136,988</u></u>	<u><u>226,664</u></u>	<u><u>-65%</u></u>	<u><u>-164,388</u></u>

Financial Reports

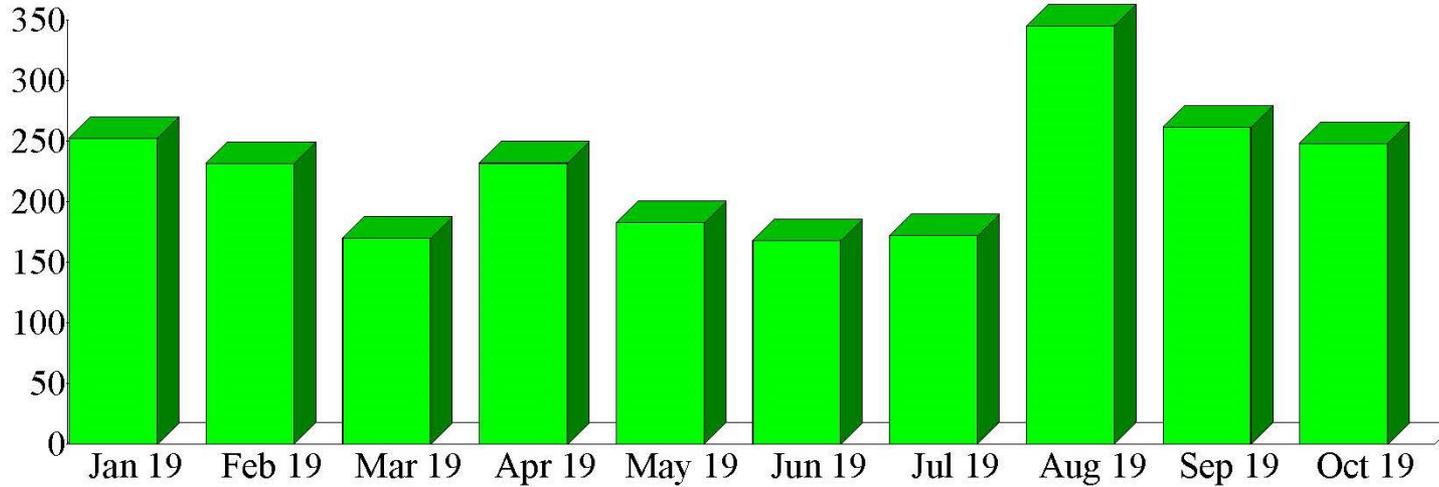
Salina Airport Authority Capital Additions Budget vs. Actual As of October 31, 2019

	<u>Oct 19</u>	<u>Jan - Oct 19</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Total Airfeld	0	75,018	450,656	-375,638	17%
Total Buildings & Improvements	1,199,491	2,170,743	2,898,918	-728,175	75%
Total Equipment	0	49,325	7,500	41,825	658%
Total Land	<u>75,271</u>	<u>204,981</u>	<u>50,000</u>	<u>154,981</u>	<u>410%</u>
Total Fixed assets at cost	<u>1,274,762</u>	<u>2,500,067</u>	<u>3,407,074</u>	<u>-907,007</u>	<u>73%</u>

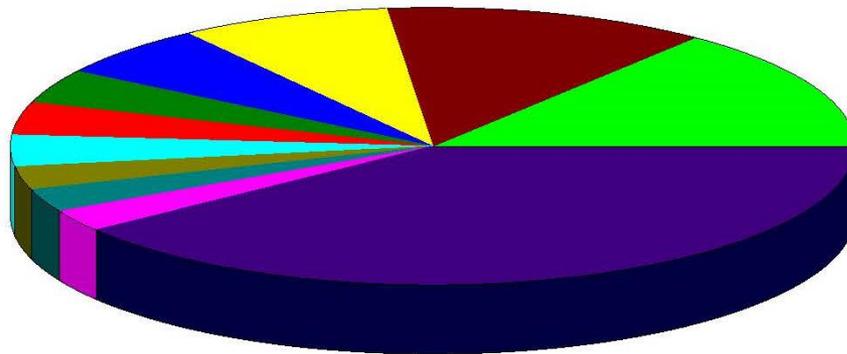
Sales by Month
January through October 2019

Dollar Sales

\$ in 1,000's



Sales Summary
January through October 2019

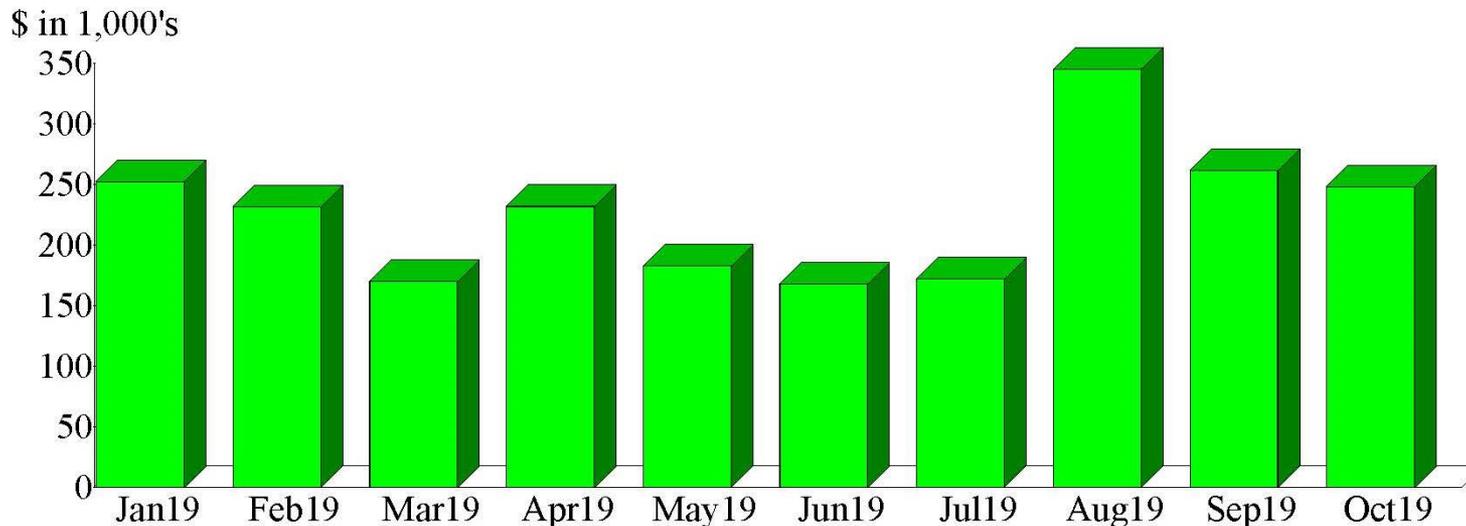


Kansas Erosion Products, LLC.	14.47%
Avflight Salina	12.48
Exide	8.17
Wal-Mart Stores, Inc.	6.11
USSOCOM (Jaded Thunder)	3.99
City of Salina, KS	3.98
Universal Forest Products (UFP)	3.75
SFC Global Supply Chain	2.84
Kansas State Polytechnic - Salina	2.74
582nd Helicopter Group	2.62
Other	38.84
Total	\$2,262,711.60

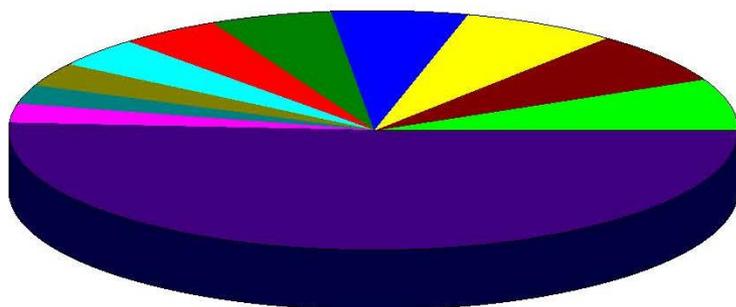
By Customer

Sales by Month January through October 2019

■ Dollar Sales



Sales Summary January through October 2019



H-0606-1 (Hangar 606 - 2630 Arnold Ct.	7.08%
Utility Reimbursement (Utility Reimburse	7.07
FFF-Avflight Salina (Fuel Flowage Fee @	6.94
B-01021 (Building #1021 located at 3600	6.10
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	5.57
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.58
H-0509-1 (Hangar 509 Rental)	4.12
B-00620-1 (Building #620 (30,000 SF) an	3.31
Air Service Marketing (Fly Salina - Air	2.65
B-00655-4 (Bldg. #655 (32,628 SF) - 2656	2.58
Other	50.00
Total	\$2,262,711.60

By Item

Consideration of a Proposal to Perform Professional Audit Services for the SAA Fiscal Years ending 2019-2021

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Consideration of Resolution 19-12 Authorizing a Deferred Compensation Plan

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Update on the SAA's 2020 Property and Liability Insurance Renewal

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



Review and Discussion of Forecasted 2020 Operating Expenses

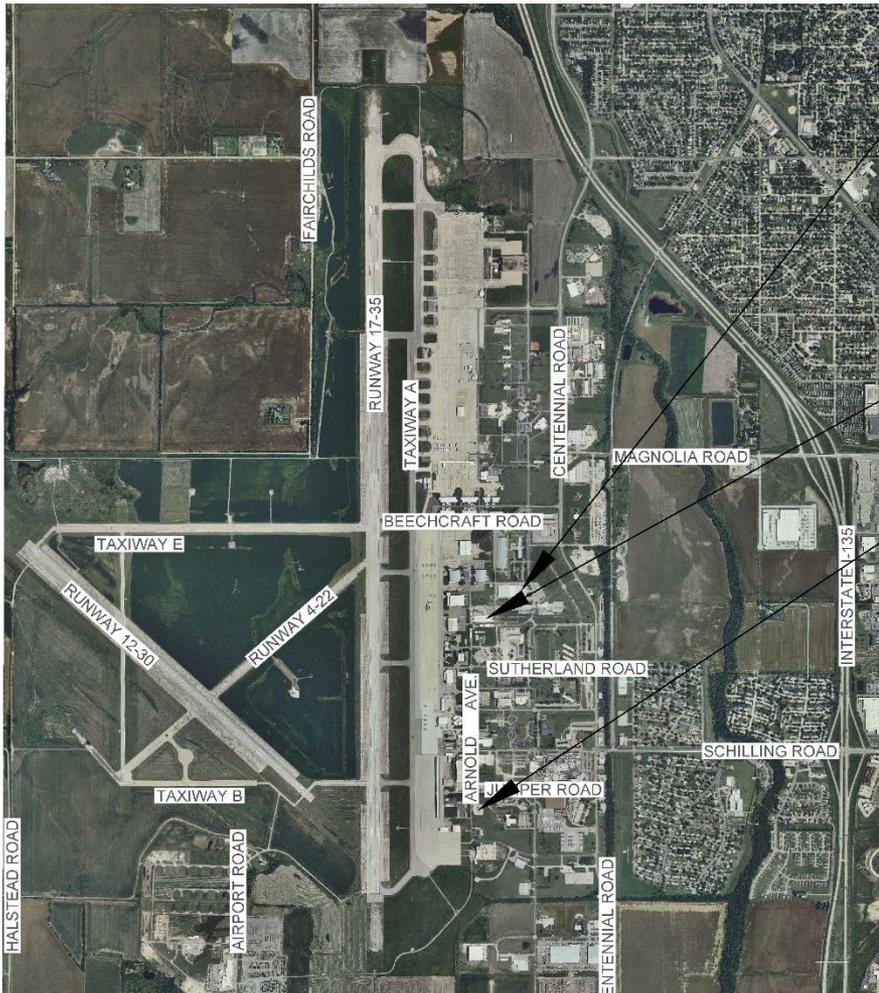
Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Consideration of a Lease Agreement with Kansas Erosion, LLC (Bldg. No. 655, Unit A)

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



Kansas Erosion
Products Building
655

Universal Forest
Products Building
620

USCOC of
Nebraska / Kansas
Building 127



Drawing Number 2697-11-19



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

None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
T = 2000' : SCALE
11/6/19, 14:54 : DATE

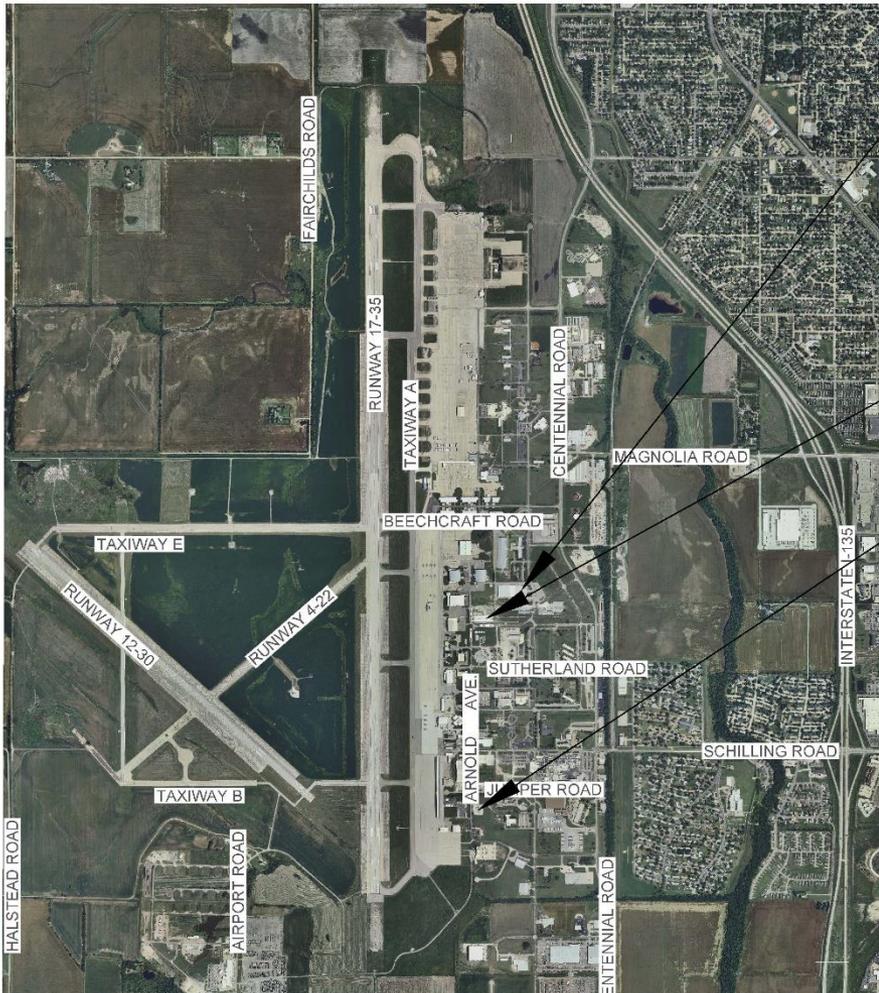
SALINA AIRPORT AUTHORITY
November 2019 Board Meeting Location Map

1
OF
1

Consideration of a Lease Agreement with USCOC of Nebraska/Kansas (Lot 7, Blk 12, Schilling Subdivision No. 5 and Bldg. No. 127)

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



Kansas Erosion
Products Building
655

Universal Forest
Products Building
620

USCOC of
Nebraska / Kansas
Building 127



Drawing Number 2697-11-19



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

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SALINA AIRPORT AUTHORITY
November 2019 Board Meeting Location Map

1
OF
1

Consideration of a Limited Underground Communications Utility Easement for Term of Lease with USCOC of Nebraska/Kansas

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

PARENT PARCEL DESCRIPTION:

The land referred to herein below is situated in the County of Saline, City of Salina, State of Kansas, and is described as follows:

Lot 7, Block 12, as described in plat entitled "Schilling Subdivision No. 5," recorded in Book A-11 Page 29, Saline County, Kansas.

Parcel Id #132-03-0-10-05-005.00-0

LEASE AREA DESCRIPTION:

That part of Lot 7, Block 12, as described in plat entitled "Schilling Subdivision No. 5," recorded in Book A-11 Page 29, Saline County, Kansas, more particularly described as follows:

Referring to the Southwest corner of Lot 8, Block 12 of Schilling Subdivision No. 5, a #5 rebar found for corner, thence northerly on a Grid bearing of North 00°21'11" West, on the West line of said Lot 8, 187.51 feet to the Southwest corner of Lot 7, said corner also being the Point of Beginning for the described Lease Area; thence following the Lease Area on the following bearings and distances: North 00°21'11" West, on the West line of Lot 7, 182.00 feet; thence departing said west line easterly North 89°38'49" East, ON THE North line of Lot 7, 184.00 feet; thence South 00°21'11" East, 182.00 feet; thence South 89°39'23" West, on the South line of Lot 7, 184.00 feet to the Point of Beginning.

Containing a total calculated area of 33,488 square feet, or 0.769 acres, more or less.

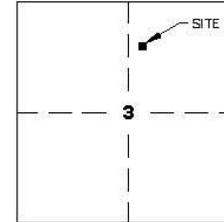
UTILITY EASEMENT DESCRIPTION:

A Utility Easement located in that part of Lot 6, Block 12, as described in plat entitled "Schilling Subdivision No. 5," recorded in Book A-11 Page 29, Saline County, Kansas, more particularly described as follows:

Referring to the Southwest corner of Lot 8, Block 12 of Schilling Subdivision No. 5, a #5 rebar found for corner, thence northerly on a Grid bearing of North 00°21'11" West, on the West line of said Lot 8, 187.51 feet to the Southwest corner of Lot 7, Block 12 of Schilling Subdivision No. 5, said corner also being the Southwest corner for the described Lease Area; thence following the Lease Area on the following bearings and distances: North 00°21'11" West, on the West line of Lot 7, 182.00 feet; thence departing said West line easterly North 89°38'49" East, on the North line of said Lot 7, 85.37 feet to the Point of beginning for the described Utility Easement; thence following the perimeter for the easement on the following bearings and distances: North 18°26'09" West, 12.24 feet; thence North 88°49'02" West, 81.60 feet to a point of intersection on the East right-of-way line of Arnold Avenue; thence following the East right-of-way line of Arnold Avenue northerly North 00°00'28" West, 56.04 feet; thence departing said right-of-way line easterly South 90°00'00" East, 12.00 feet; thence South 02°49'50" East, 40.21 feet; thence South 70°18'02" East, 13.13 feet; thence South 88°49'18" East, 77.21 feet; thence South 37°54'34" East 29.09 feet. Thence South 89°38'49" West, 35.59 feet to the Point of Beginning.

Containing a total calculated area of 2,264 square feet, or 0.052 acres, more or less.

EXHIBIT A



T 15 S, R 3 W

PARENT PARCEL DETAIL

Vicinity Map



SURVEYORS NOTES

1.) All Bearings Based on Kansas State Plane Coordinate System. (NAD-83)

Zoning Information:
xxx

Flood Information:
Property falls within a Zone "X" as determined by FEMA Flood Rate Map No. 20169C0219C, with an effective date of 04/18/2018.

Surveyor's Certificate

I, Jayme M. Malone, a Professional Registered Land Surveyor under the laws of the State of Kansas, certify the above survey was executed by me, on the date shown. Permanent monument corners as described in the survey drawing were placed at all missing or re-monumented corners. Distances shown are measured in feet and decimals of a foot.

Signed this _____ day of _____, 20____

Jayme M. Malone

Prepared for:

Prepared for:



826 Water Street
Franklin, Mo 64578
605.644.1448 ext 4
312.284.3103 fax
www.edgeca.com

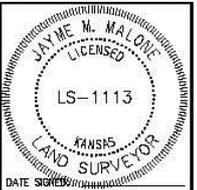
Surveyed By:

6502



4635 Harrel Blvd. Ste #01
Lincoln, Mo 64506
(417) 221-8500
(417) 221-8511
www.huskersurvey.com

CREATED BY:			
APPROVED BY:	JMM		
#	DATE	DESCRIPTION	NT
1	04.23.18	Prfln	PD
2	06.07.18	Extl. Lease Area	JM
3	08.31.18	Utility Easement	PD



SITE NAME: SALINA
SITE NUMBER: 856342
SITE ADDRESS: SALINA, KS.
SHEET NAME: SITE PLAN
SHEET NUMBER: LS-1

LEGEND

- = Cor. Fnd
- = Cor. Set #5
- ⊙ = Rebar w/cap
- ⊕ = Section Corner
- Ⓜ = Benchmark
- (M) = Meas. Dist.
- (P) = Plat Dist.
- (D) = Deed Dist.
- (R) = Record Dist.
- OPC = Orange Plastic Cap
- P.O.B. = Point of Beginning
- P.O.R. = Point of Reference
- E - = Underground Electric
- T - = Underground Telephone
- TV - = Underground Television
- FO - = Underground Fiber Optic
- OHP - = Overhead Utilities
- ○ - = Chain Link Fence
- x - = Barbed Wire Fence
- □ - = Wood Fence
- Ⓐ = Air Conditioning Unit
- Ⓜ = Electric Meter
- Ⓜ = Electric Manhole
- Ⓜ = Electric Pedestal
- Ⓜ = Fire Hydrant
- Ⓜ = Gas Manhole
- Ⓜ = Gas Meter
- Ⓜ = Guy Wire
- Ⓜ = Manhole
- Ⓜ = Light Pole
- = Bollard
- Ⓜ = Power Pole
- Ⓜ = Sanitary Manhole
- Ⓜ = Storm Manhole
- Ⓜ = Telephone Pedestal
- Ⓜ = Telephone Manhole
- Ⓜ = TV Pedestal
- Ⓜ = TV Manhole
- Ⓜ = Valve
- Ⓜ = Water Manhole
- Ⓜ = Well

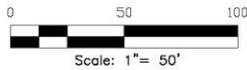
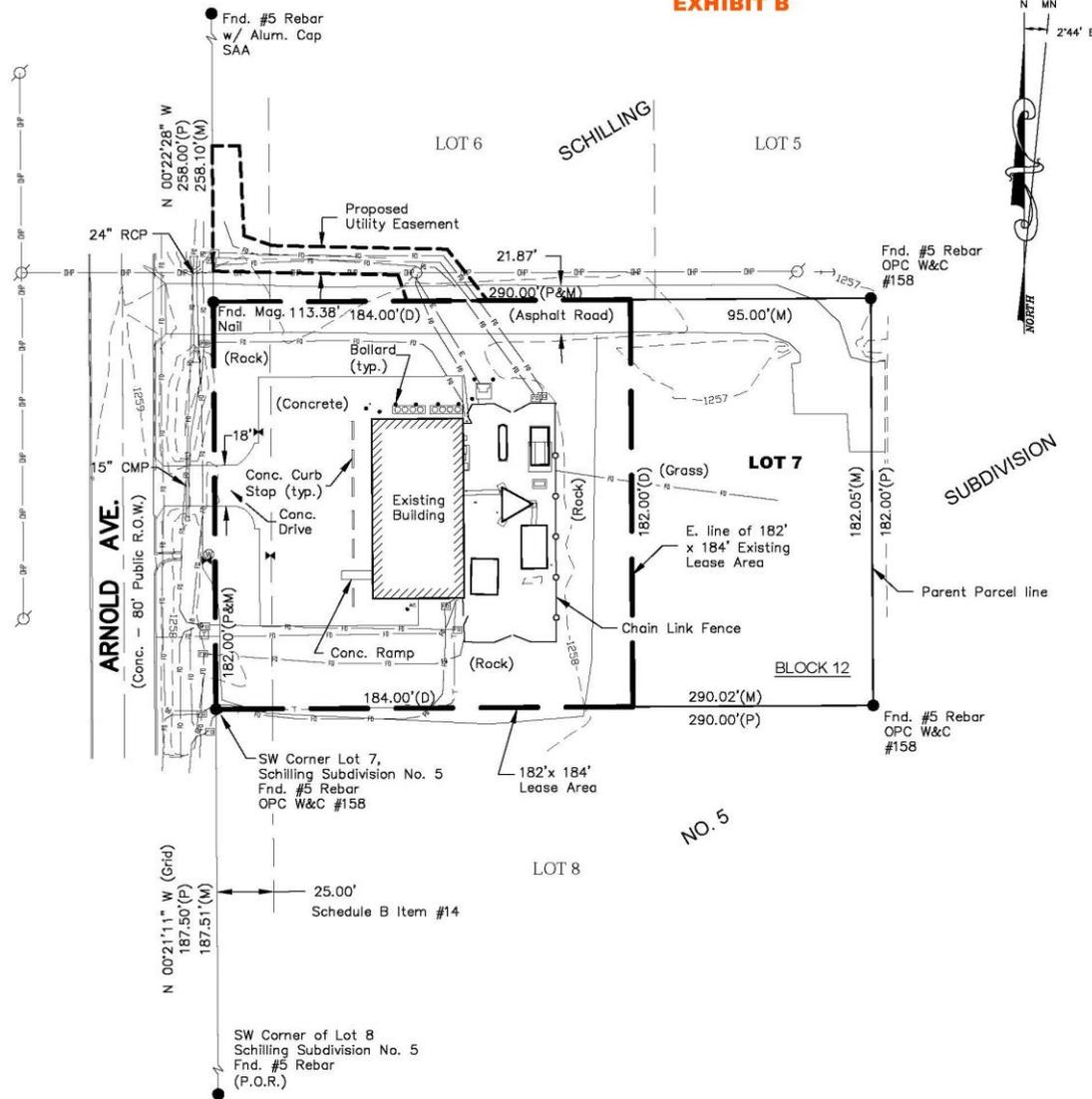


EXHIBIT B



Prepared for:

Prepared for:

Edge
Consulting Engineers, Inc.
626 Water Street
Franklin, Mo. 63078
908.844.1448 voice
908.304.3005 fax
www.edgeconsult.com

Surveyed By: 6502

HUSKER SURVEYING
4336 Normal Blvd., Ste #01
Lincoln, Ne 68508
(402)433-5202
(402)433-5211
www.huskersurveying.com

CHECKED BY:

APPROVED BY: JMM

#	DATE	DESCRIPTION	INT.
1	04.23.18	Prelim	PD
2	08.07.18	Exst. Lease Area	JM
3	08.31.18	Utility Easement	PD

JAY W. MALONE
LICENSED
LS-1113
KANSAS
LAND SURVEYOR
DATE SIGNED

SITE NAME:

SALINA

SITE NUMBER:

856342

SITE ADDRESS:

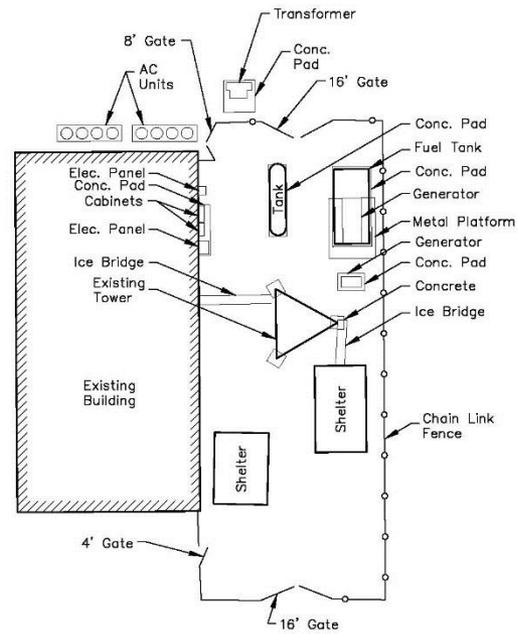
SALINA, KS.

SHEET NAME:

SITE PLAN

SHEET NUMBER:

LS-2



COMPOUND DETAIL

Scale: 1"=25'

Prepared for:

Prepared for:

Edge
 Consulting Engineers, Inc.
 626 Water Street
 Prairie du Rocher, MO 63678
 636.644.1448 voice
 636.384.3000 fax
 www.edgeconsult.com

Surveyed By:

8502

HUSKER SURVEYING
 4300 Normal Blvd., Ste #101
 Lincoln, NE 68508
 (402)433-9202
 (402)433-9211
 www.huskersurveying.com

CHECKED BY:

APPROVED BY: JMM

#	DATE	DESCRIPTION	INT.
1	04.23.18	Prelim	PD
2	08.07.18	Exst. Lease Area	JM
3	08.31.18	Utility Easement	PD

JAYNE M. MALONE
 LICENSED
 LS-1113
 KANSAS
 LAND SURVEYOR
 DATE SIGNED

SITE NAME:

SALINA

SITE NUMBER:

856342

SITE ADDRESS:

SALINA, KS.

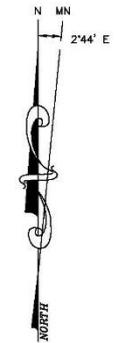
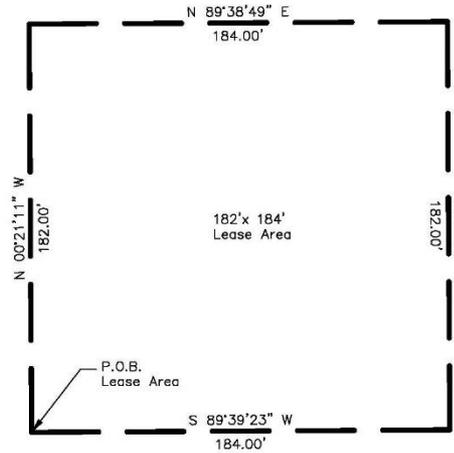
SHEET NAME:

SITE PLAN

SHEET NUMBER:

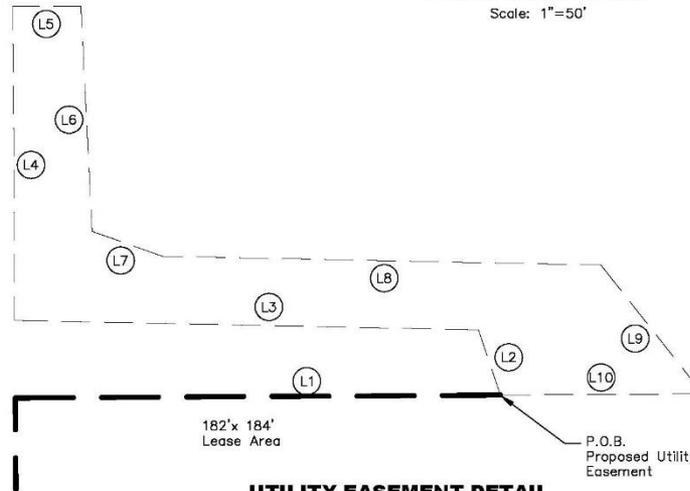
LS-3

TITLE REPORT:



LEASE AREA DETAIL

Scale: 1"=50'



UTILITY EASEMENT DETAIL

Scale: 1"=20'

LINE	BEARING	DISTANCE
L1	N 89°38'49" E	85.37'
L2	N 18°26'09" W	12.24'
L3	N 88°49'02" W	81.60'
L4	N 00°22'28" W	56.04'
L5	S 90°00'00" E	12.00'
L6	S 02°49'50" E	40.21'
L7	S 70°18'02" E	13.13'
L8	S 88°49'48" E	77.21'
L9	S 37°54'34" E	29.09'
L10	S 89°38'49" W	35.59'

Prepared for:

Prepared for:



626 Water Street
Prairie du Rocher, W 63578
508.844.1448 voice
502.384.3000 fax
www.edgeconsult.com

Surveyed By:

8502

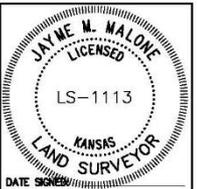


4386 Normal Blvd., Ste #101
Lincoln, NE 68508
(402)433-9202
(402)433-9211
www.huskersurveying.com

CHECKED BY:

APPROVED BY: JMM

#	DATE	DESCRIPTION	INT.
1	04.23.18	Prelim	PD
2	08.07.18	Exst. Lease Area	JM
3	08.31.18	Utility Easement	PD



SITE NAME:

SALINA

SITE NUMBER:

856342

SITE ADDRESS:

SALINA, KS.

SHEET NAME:

SITE PLAN

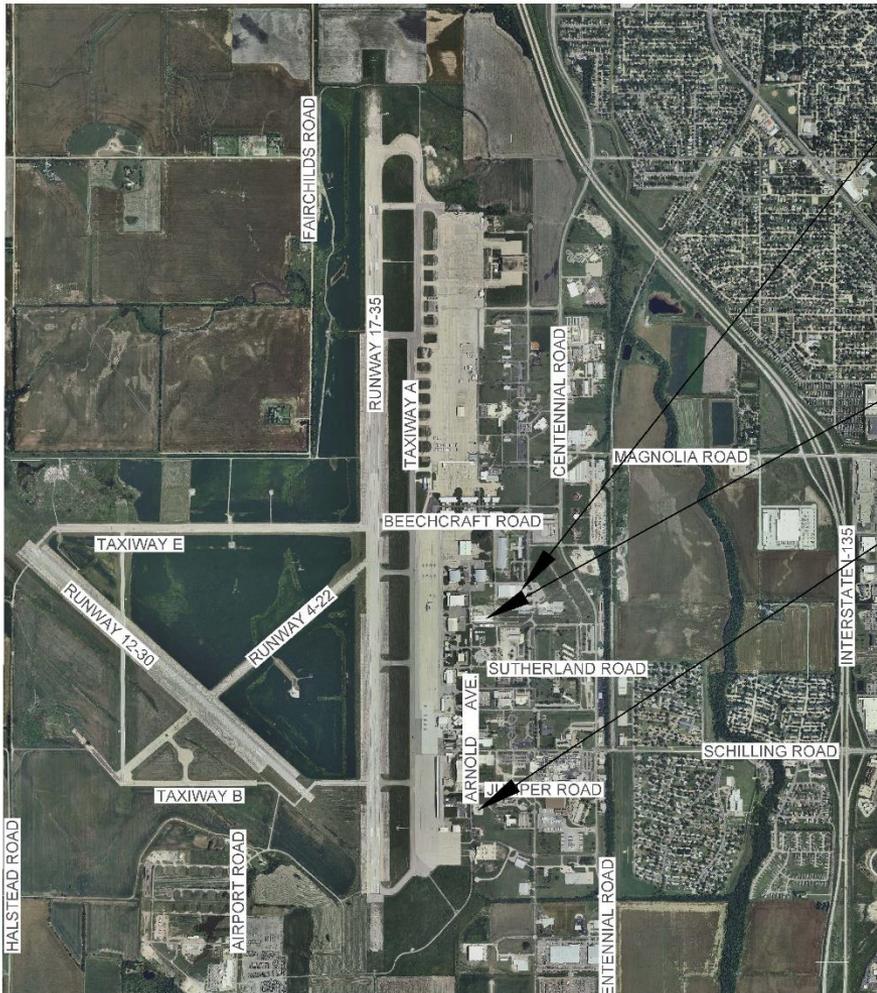
SHEET NUMBER:

LS-4

Consideration of a Lease Addendum with Universal Forest Products (Bldg. No. 620)

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



Kansas Erosion
Products Building
655

Universal Forest
Products Building
620

USCOC of
Nebraska / Kansas
Building 127



Drawing Number 2697-11-19



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

None : REVISIONS
KFB : DESIGNED BY
KFB : DRAWN BY
T = 2000' : SCALE
11/6/19, 14:54 : DATE

SALINA AIRPORT AUTHORITY
November 2019 Board Meeting Location Map

1
OF
1

Staff Reports

2020 Priorities

- Runway 17/35 rehabilitation, engineering design
- Runway 17/35 repairs (KDOT)
- Terminal building requirements study
- Schilling project mediation
- Air service development and marketing
- Aviation business recruitment
- Industrial center business recruitment and development
- Staff recruitment, retention and development/training
- Short term leasing - hangars, warehouse and office space
- Long term leasing – 80% occupancy
- Salina Airport and Airport Industrial Center marketing and image
- T-Hangar construction feasibility report
- Achieve financial goals and objectives
- Airfield pavement maintenance action plan
- Hangars, buildings and facilities maintenance action plan
- SAA board of directors' reappointment
- Ft. Riley APOE/D operations
- K-State Global Aeronautics Initiative
- Skilled workforce recruitment and retention

2020 Financial Goals & Objectives

- ✈ 2019 Audit finalized by June 1, 2020
 - Unqualified opinion
 - GFOA certificate of achievement

- ✈ Compliance with new GASB 87 (Leases)
 - Inventory / Assessment
 - Implementation of program

- ✈ Increase operating cash / reserve fund balance
 - Target balances
 - 2020 - \$450,000
 - 2021 - \$550,000
 - 2022 - \$750,000
 - Develop and implement plan
 - New revenue opportunities
 - Terminal Advertising, Increased occupancy rate
 - Expense reduction (excl. personnel)
 - Limited travel, utility transfers
 - Reduced capital outlay for former SAFB environmental project



Adjournment

Location Maps
