

**DATE:** March 13, 2020  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** **March 18, 2020 SAA Annual 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 be the board's annual meeting at which time reappointed board members, Kent Buer and Alan Eichelberger will accept the appointment and sign the oath of office. The board members will also elect officers for 2020 – 2021.

Wednesday's meeting will address the following 2020 Airport Authority operating plan priorities.

- Exceed budgeted operating revenue and expense amounts.
- Secure new sources for operating revenue.
- Compliance with the Kansas Open Meetings Act and Kansas Open Records Act

Please note the following agenda comments.

**Agenda Item #6 – Review of airport activity and financial reports for the month ending February 29, 2020**  
(Rogers and Swanson)

**Airport Activity – Air Traffic** (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,494 operations during February 2020 which was a 34% increase as compared to the February 2019 total of 4,852. For the year-to-date, a total of 9,603 operations have occurred at the Salina Airport which is 21% more than the February 2019 YTD total of 7,954. K-State professional flight training has been the significant contributor to the higher traffic count.

**Airport Activity – Fuel Flowage** (Rogers)

February 2020 fuel flowage came in at 341,329 gallons which is 86% more than the February 2019 total of 183,334 gallons. For the year to date a total of 459,666 gallons have been delivered which is 35% more than the 2019 YTD total of 339,865 gallons. Ft. Riley charter flights were the main reason for the increase in Jet A fuel delivered.

During the remainder of 2020, YTD fuel flowage numbers are expected to increase due to deployments scheduled by NOAA, NASA, JSOC and continued Ft. Riley charter flights. There have been no cancellations as of this date.

**Airport Activity – Passenger Enplanements** (Rogers)

During February 2020 SkyWest enplaned 1,112 passengers, which was a 3% increase over the February 2019 total of 1,075 passengers. The February YTD total passenger count was 2,344 which was a 13% increase over the January 2019 YTD total of 2,071. February 2020 marks the point of a plateauing for passenger growth. The March 5 schedule change was designed to move beyond the February 2020 plateau and continue growing the market.

Ft. Riley charter flights accounted for an additional 3,604 passenger enplanements during February 2020.

**Financial Reports – Comments and Notes (Swanson)**

As we ended February, total operating income arrived 1% over budget or \$5,655. Revenue derived from Fort Riley APOE/D charter flights provided an early in the year boost to fuel flowage and landing fees. The short-term leasing trend continues to remain positive and we are finalizing FOL contracts for our scheduled spring and summer activities.

Administrative expenses ended up 11% under budget at the end of February while maintenance expenses arrived 6% over bringing total operating costs under budget 5% or \$19,060. YTD net operating income before depreciation equaled \$37,296.

The below table represents the disbursements from the bond proceed fund account during February.

**Salina Airport Authority  
Account QuickReport  
As of February 29, 2020**

Type	Date	Num	Name	Memo	Split	Amount	Balance
<b>Cash in Bank-Bond Funds</b>							<b>231,714.05</b>
<b>Cash in Bank-KMIP</b>							<b>231,714.05</b>
<b>GO Temp Notes Series 2019-1</b>							<b>231,714.05</b>
▶ General Journal	02/28/2020	2708...		Bond payment - 2019-1 Temp Notes	Accrued deb...	-30,781.25	200,932.80 ◀
Deposit	02/29/2020			Interest	Interest incom...	228.14	201,160.94
Total GO Temp Notes Series 2019-1						-30,553.11	201,160.94
Total Cash in Bank-KMIP						-30,553.11	201,160.94
Total Cash in Bank-Bond Funds						-30,553.11	201,160.94
<b>TOTAL</b>						<b>-30,553.11</b>	<b>201,160.94</b>

**Financial Reports – February 2020 Significant Expenditures/Payables Report Enclosed**

**Financial Reports – Accounts Receivable Past Due 31 days or more as of March 13, 2020 (Swanson)**

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Terry Belcher	\$25	>61	Finance charges
Troy Brockway	\$57	31-60	T-hangar rental
K-State Polytechnic	\$40	31-60	Gate cards
Salina Aircraft Services	\$225	31-60	Land rental

**Short-term Leasing Activity**

Trusted Energy, LLC, Inc. has leased Bldg. 713 Unit B (10,000 sq. ft.) for refurbishing wind turbine generators. The lease will commence March 15, 2020 at a monthly rental rate of \$5,800 plus utility costs for a term of up to 1-year with an option to renew for an additional year.

On Feb. 27, the SAA executed a 29-day contract with Nellis, AFB for the leasing of portions of Hangar 600, ramp space and equipment. This contract rental is \$34,070 and will mark the 6<sup>th</sup> return of the 34 Weapons Squadron to Salina since the Fall of 2017.

**Agenda Item #7 – Review and Consideration of a Terminal Building Concession Agreement with Mahaska Bottling Company (Swanson)**

At the board’s February 19, 2020 meeting staff presented the rankings of the two firms that submitted proposals for the 2020 – 2023 M.J. Kennedy Air Terminal food and beverage concession. Mahaska’s proposal was ranked number one based on the company’s product variety, proposed markets layouts for both the lobby and gate area, route service and proposed commission rates.

At the meeting the board will review the proposed agreement with Mahaska.

**Agenda Item #8– Election of SAA Board of Directors Officers and Board Assignments for 2020-2021** (Weisel)

The recommended slate of officers for 2020 -2021 is as follows:

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

The recommended committee assignments for 2020 -2021 are as follows:

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

**Agenda Item #9 – Consideration of SAA Resolution No. 20-01** (Swanson)

Enclosed is a copy of the 2020 resolution that designates the banks used by the Airport Authority. The resolution also specifies individuals authorized to sign SAA checks and defines the number of signatures required on each check.

**Recommendation:** Approval of SAA Resolution No. 20-01

**Agenda Item #10 – Review of the SAA Board of Directors Reference Manual** (Rogers and Bengtson)

The SAA board members reference manual has been revised and updated. The revisions and updates will be reviewed at Wednesday’s meeting. We focus on a review of the Kansas Open Meetings Act and the Kansas Open Records Act.

## STAFF REPORTS

### SAA Staff Changes (Windhorst)

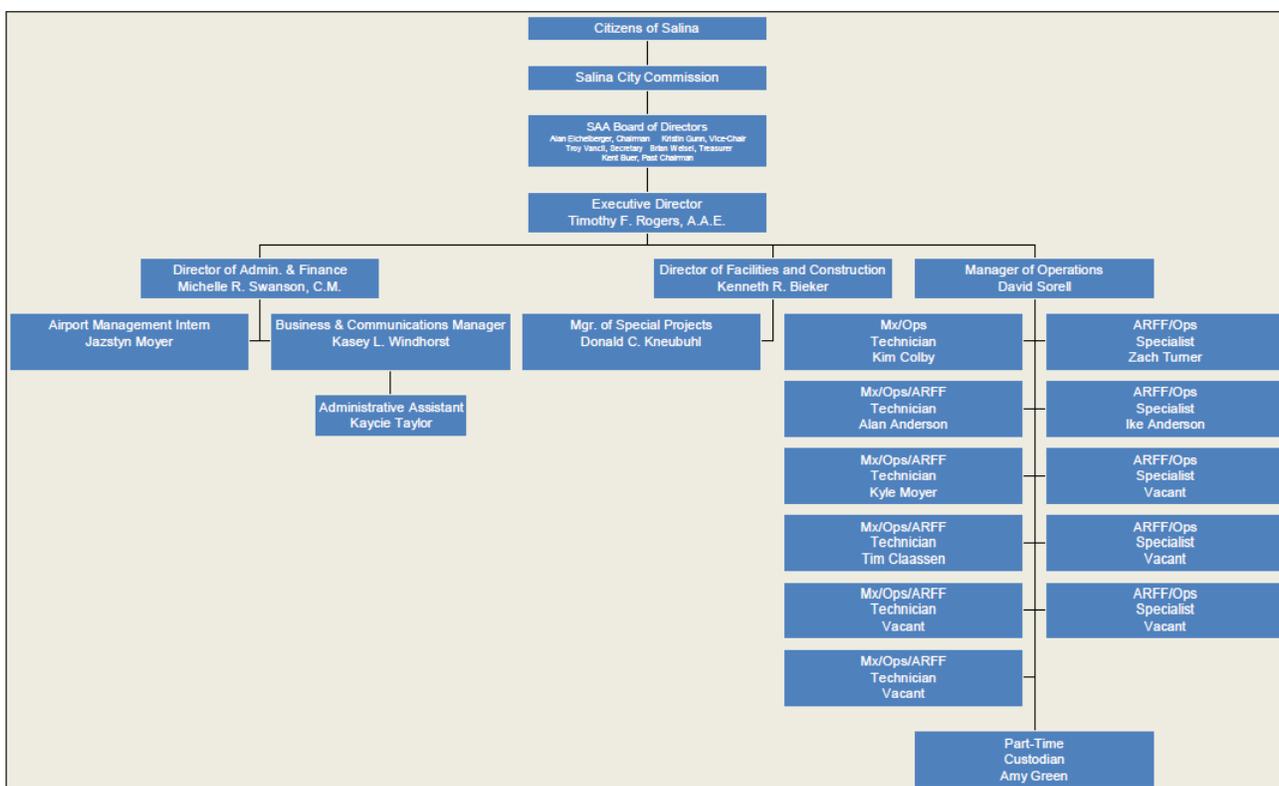
The Salina Airport Authority is pleased to announce that Tim Claassen has accepted the full-time Maintenance, Operations and Aircraft Rescue Fire Fighting (ARFF) Technician position. Tim's previous experience with building construction and grounds maintenance will make him a great addition to the SAA team. We are excited to have him on board.

Due to two (2) recent employee resignations, applications are being accepted for a full-time Aircraft Rescue Firefighting (ARFF) and Operations Specialist positions. We will be seeking to hire three (3) ARFF specialists since we are now down to minimal staffing for FAA required ARFF services.

Additional information related to employment with the Salina Airport Authority can be found online at [salinaairport.com](http://salinaairport.com) under the public information tab.



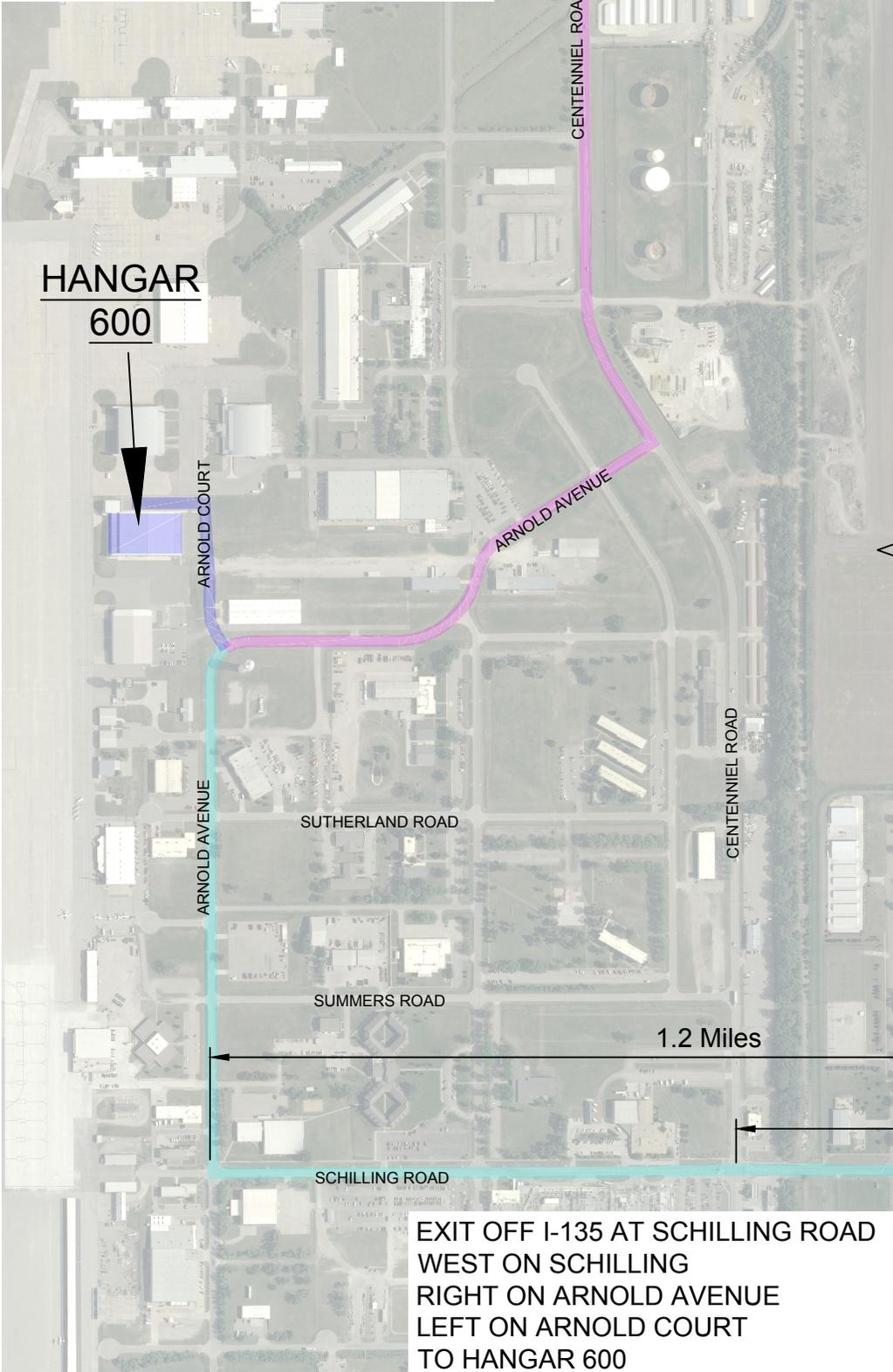
March 2020



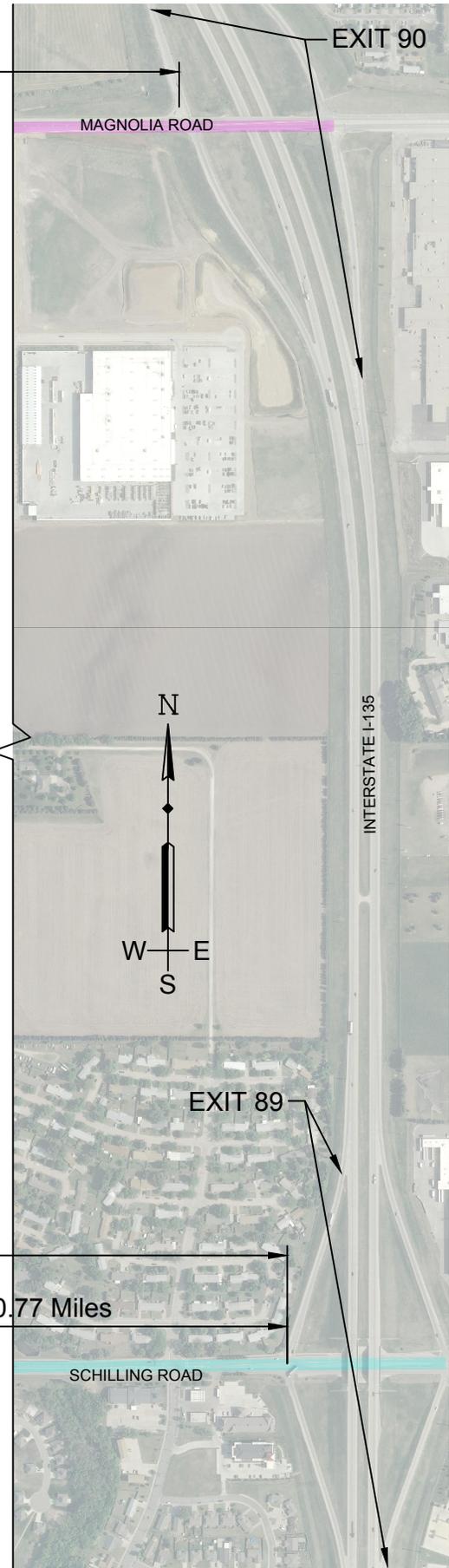
Please contact me if you have any questions or comments.

# 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 ANNUAL BOARD MEETING**  
**Hangar H600, Second Floor Conference Room**  
**2720 Arnold Court**  
**March 18, 2020 – 8:00 AM**

**AGENDA**

**Action Items**

1. Call to order and determine that a quorum is present and confirm that the meeting notice has been published. (Buer)
2. Recognition of guests. (Buer)
3. Additions to the agenda and agenda overview. (Rogers)
4. Acceptance of Appointment and Oath and Office by Kent Buer and Alan Eichelberger. (Rogers)
5. Approval of the minutes of the February 19, 2020 regular board meeting. (Buer)
6. Review of airport activity and financial reports for the month ending February 29, 2020. (Rogers and Swanson)
7. Review and consideration of a terminal building concessions agreement with Mahaska Bottling Company, Salina, KS. (Swanson)
8. Election of officers and board member committee assignments for 2020-2021. (Buer)
9. Consideration of SAA Resolution 20-01 designating the various bank depositories of the Salina Airport Authority. (Swanson)
10. Review of the SAA board of directors' reference manual, Kansas Open Meetings Act and Kansas Open Records Act. (Rogers and Bengtson)

**Directors' Forum** (Buer)

**Visitor's Questions and Comments** (Buer)

**Staff Reports and Announcements** (Rogers)

**Adjournment** (Buer)



**ACCEPTANCE OF APPOINTMENT**

The Undersigned hereby certifies that he is qualified to accept the appointment and does hereby accept his appointment as a member of the Board of Directors of the Salina Airport Authority of the City of Salina, Kansas, for a term of three (3) years commencing on the 18<sup>th</sup> day of March, 2020 and ending on the 28<sup>th</sup> day of February, 2023 in accordance with and subject to the policies and standards governing the qualifications, appointments and conduct of the members of the aforesaid Board of Directors of the Salina Airport Authority of the City of Salina, Saline County, Kansas, all as provided for by the Ordinance of the City of Salina, Kansas, and the General Statutes of Kansas.

WITNESS my hand this 18<sup>th</sup> day of March, 2020.

\_\_\_\_\_  
Kent Buer

**OATH OF OFFICE**

STATE OF KANSAS, SALINE COUNTY, ss:

I do solemnly swear (or I do solemnly, sincerely and truly declare and affirm) that I will support the Constitution of the United States and the Constitution of the State of Kansas and faithfully discharge the duties as a member of the Board of Directors of the Salina Airport Authority. So help me God (or, and this I do under the pains and penalties of perjury).

\_\_\_\_\_  
Kent Buer

Subscribed and sworn (affirmed) to before me this 18<sup>th</sup> day of March, 2020.

\_\_\_\_\_  
Notary Public

My Appointment expires \_\_\_\_\_.

Filed with me this \_\_\_\_\_ day of \_\_\_\_\_, A.D., 2020.

\_\_\_\_\_  
City Clerk

**ACCEPTANCE OF APPOINTMENT**

The Undersigned hereby certifies that he is qualified to accept the appointment and does hereby accept his appointment as a member of the Board of Directors of the Salina Airport Authority of the City of Salina, Kansas, for a term of three (3) years commencing on the 18<sup>th</sup> day of March, 2020 and ending on the 28<sup>th</sup> day of February, 2023 in accordance with and subject to the policies and standards governing the qualifications, appointments and conduct of the members of the aforesaid Board of Directors of the Salina Airport Authority of the City of Salina, Saline County, Kansas, all as provided for by the Ordinance of the City of Salina, Kansas, and the General Statutes of Kansas.

WITNESS my hand this 18<sup>th</sup> day of March, 2020.

\_\_\_\_\_  
Alan Eichelberger

**OATH OF OFFICE**

STATE OF KANSAS, SALINE COUNTY, ss:

I do solemnly swear (or I do solemnly, sincerely and truly declare and affirm) that I will support the Constitution of the United States and the Constitution of the State of Kansas and faithfully discharge the duties as a member of the Board of Directors of the Salina Airport Authority. So help me God (or, and this I do under the pains and penalties of perjury).

\_\_\_\_\_  
Alan Eichelberger

Subscribed and sworn (affirmed) to before me this 18<sup>th</sup> day of March, 2020.

\_\_\_\_\_  
Notary Public

My Appointment expires \_\_\_\_\_.

Filed with me this \_\_\_\_\_ day of \_\_\_\_\_, A.D., 2020.

\_\_\_\_\_  
City Clerk

**MINUTES OF THE REGULAR MEETING OF THE BOARD  
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
FEBRUARY 19, 2020  
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

**Call to Order**

The meeting was called to order at 8:00 AM by Chairman Kent Buer. Chairman Buer confirmed that a quorum was present and that the meeting notice was published.

**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; Administrative Assistant Kaycie Taylor, and Attorney Greg Bengtson. Bob Vidricksen, Saline County Commissioner; Eric Brown, Salina Area Chamber of Commerce; LaTron North, Salina Area Chamber of Commerce; Mitch Robinson, Salina Community Economic Development Organization and Melissa Hodges, Salina City Commissioner were guests.

**Additions to the Agenda**

Chairman Buer asked if there were any additions. Executive Director Rogers stated there were no additions.

**Minutes**

Chairman Buer asked if the board members had additions or corrections to the minutes of the January 22, 2020 regular board meeting. Director Weisel moved, seconded by Director Eichelberger to approve the minutes of the January 22, 2020 regular board meeting. Motion passed unanimously.

Chairman Buer asked if the board members had additions or corrections to the minutes of the January 29, 2020 special joint meeting. Director Weisel moved, seconded by Director Eichelberger to approve the minutes of the January 29, 2020 special joint meeting. Motion passed unanimously.

**Airport Activity and Financial Reports**

Executive Director Rogers reported on airport activity for the month of January 2020. The Salina Air Traffic Control Tower (ATCT) recorded 3,109 operations during January 2020 which was comparable to the January 2019 total of 3,102. Rogers noted that January air traffic is consistently low due to K-State Aviation's semester break and weather conditions. The January 2020 fuel flowage came in at 118,337 gallons, which was 24% decrease from the January 2019 total of 156,531 gallons. Rogers stated that numbers should increase significantly during the next month with deployments from Fort Riley and business jet traffic. SkyWest reported 1,232 total passengers during January 2020 which was 24% more than the January 2019 total of 996 total passengers. The airline's total passenger count was 2,497 which was a 16% increase over the January 2019 total of 2,148.

Swanson reported on the financials for the month of January 2020. Total operating income arrived \$15,348 of budget projections and is tracking 6.4% behind 2019. Total operating expenses arrived at 7% under budget and is tracking 8% less than 2019, or \$16,220, bringing net income before depreciation to \$4,722. Chairman Buer directed staff to file the financials for audit.

### **Advanced Bookings on United/SkyWest Flights**

Executive Director Rogers reviewed the upcoming schedule change for United/SkyWest flights, which includes nonstop flights to Denver and an earlier departure and arrival time for Chicago. Gary Foss of The Arkstar Group stated at last month's board meeting that the schedule change would increase 2020 passenger enplanements. Rogers reviewed air service key performance indicators prepared by The Arkstar Group, showing the following three contribution factors:

- Nonstop Salina to/from Denver flights
- Earlier (12:35 P.M.) departure and arrival (2:30 P.M.) to Chicago
- A full Saturday schedule to/from Denver and to/from Chicago

Rogers noted that this schedule also comes during a time of year when passenger enplanements start to increase through the spring and summer. Initial review of advance bookings shows a significant increase for enplanements.

### **Aviation and Aerospace Business Recruitment Update**

Executive Director Rogers reviewed the current available space (hangars H509, H600, and H606) and several prospects for each hangar. These prospects include both manned and unmanned aviation companies and are a direct result of the joint efforts of the Airport Authority, Salina Community Economic Development Organization, City of Salina, Saline County, Salina Area Chamber of Commerce, Kansas State University, Kansas Department of Commerce, Governor's Military Council, Arkstar, and Baker Donelson.

### **Renewal of the Economic Development Services Agreement with the Salina Area Chamber of Commerce**

Executive Director Rogers introduced Eric Brown, CEO of the Salina Area Chamber of Commerce. Brown updated the board on the successful recruitment of aviation and aerospace businesses to the Salina Airport, stating that the ability to attract these types of businesses relies on the ability to obtain, train, and retain a skilled work force. Brown reviewed the specific tasks implemented by the Chamber and included in the agreement to successfully recruit aviation workers.

Rogers noted that the 2019 agreement contracts with the Chamber on a year-to-year basis from 2019 to 2023 for aviation and aerospace workforce recruitment at a cost of \$7,500. The agreement can be renewed for 2020 at the same annual cost.

Rogers recommended approval of the renewal of the economic development services agreement with the Salina Area Chamber of Commerce.

Director Vancil moved to approve the renewal of the economic development services agreement

with the Salina Area Chamber of Commerce, seconded by Director Gunn. Motion passed unanimously.

### **Staff Reports**

#### **Events**

Rogers reviewed the following events and FOL activity scheduled for 2020.

January 10 - January 17, 2020	303 <sup>rd</sup> Fighter Squadron
February 2 - March 8, 2020	Top Aces
March 13 - April 10, 2020	34 <sup>th</sup> Weapons Squadron
April 4 - April 9, 2020	138 <sup>th</sup> Fighter Wing
May 11 - June 15, 2020	NOAA – Project Torus
May 28 – May 31, 2020	Ford Tri-Motor
June 19 – July 24, 2020	NASA DCOTTS
September 11 – October 2, 2020	34 <sup>th</sup> Weapons Squadron
September 17 – September 27, 2020	U.S. National Aerobatics Championships

#### **FAA Airport Certification Inspection**

Rogers notified the board that the FAA’s annual airport certification inspection was completed February 3-4, 2020 and reviewed several items of correction. Rogers stated that the majority of these corrections are issues with runway and taxiway markings, due to the damage caused by snow removal during the winter. Temperatures have not been warm enough to repair the damaged areas and repairs will not occur until the weather is warmer. Rogers also noted a cracked light lens on Avflight fuel truck #3, a damaged section of perimeter fencing, water ponding on Taxiway Alpha, erosion by a concrete light base, and an issue with an in-pavement light on Runway 17/35 that will need to be corrected. The ponding on Taxiway Alpha will have a temporary correction, with the final correction occurring during the Runway 17/35 rehabilitation project.

#### **Request for Proposals for Terminal Building Food and Beverage Retail Vending Services**

Director of Administration and Finance, Shelli Swanson, reviewed the request for proposals for food and beverage retail vending at the terminal building. Swanson stated that two proposals were received, one from the current vendor, Premier Food Services, and another from Mahaska Bottling Company. Swanson reviewed key points from both proposals. Airport Authority staff rated each proposal and ranked Mahaska as the best and responsive proposal. Swanson reviewed the changes that Mahaska will make, including a second point-of-sale in the gate area.

#### **March 18, 2020 Annual Board Meeting**

Rogers informed the board of the intended agenda at the annual board meeting next month. Along with the regular annual agenda, the board will review both the Kansas Open Meetings Act and Kansas Open Records Act.

#### **Announcements**

Swanson presented Board Attorney, Greg Bengtson with a gift from Kansas State University to show their appreciation for his lecture on airport law during a recent airport management class.

Upon a motion duly made, the meeting adjourned at 9:30 A.M.

Minutes approved at the March 18, 2020 Board Meeting.

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Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY  
AIRPORT ACTIVITY REPORT  
2020**

**AIR TRAFFIC/ATCT**

February, 2020	6,494 Operations 750 Instrument Operations 432 Peak Day
February, 2019	4,852 Operations 625 Instrument Operations 505 Peak Day
January 2020 - February 2020	9,603 Operations
January 2019 - February 2019	7,954 Operations
January 2018 - February 2018	8,019 Operations

**FUEL FLOWAGE**

February, 2020	341,329 Gallons
February, 2019	183,334 Gallons
January 2020 - February 2020	459,666 Gallons
January 2019 - February 2019	339,865 Gallons
January 2018 - February 2018	261,312 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
11,194	330,135	28,465	41
6,413	176,921	61,927	425
14,173	445,493	68,132	41
9,851	330,014	134,431	847
10,280	251,032	107,193	919

**SkyWest Airlines**

February, 2020	1,112 Passengers
February, 2019	1,075 Passengers
January 2020 - February 2020	2,344 Passengers
January 2019 - February 2019	2,071 Passengers
January 2018 - February 2018	728 Passengers

**ENPLANEMENTS**

**DEPLANEMENTS**

**TOTAL**

1,110 Passengers	2,222
1,110 Passengers	2,185

**ENPLANEMENTS - Charter Flights**

February, 2020	3,604 Passengers
February, 2019	584 Passengers
January 2020 - February 2020	3,604 Passengers
January 2019 - February 2019	584 Passengers
January 2018 - February 2018	401 Passengers

**TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

February, 2020	4,716 Passengers
February, 2019	1,659 Passengers
January 2020 - February 2020	5,948 Passengers
January 2019 - February 2019	2,655 Passengers
January 2018 - February 2018	1,129 Passengers

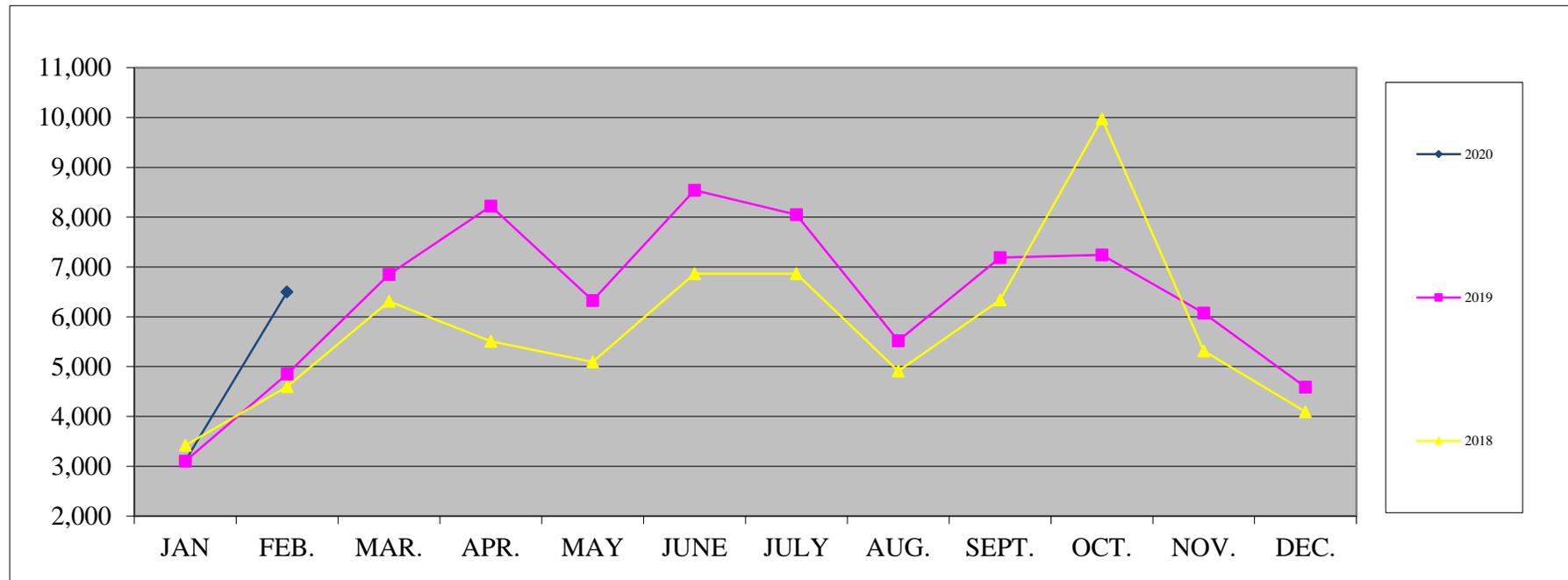
# AIRPORT TRAFFIC RECORD

2019 - 2020

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
<b>2020</b>									
January, 20	134	675	488	252	1,549	1,192	368	1,560	3,109
February, 20	125	2,095	594	222	3,036	3,196	262	3,458	6,494
March, 20									
April, 20									
May, 20									
June, 20									
July, 20									
August, 20									
September, 20									
October, 20									
November, 20									
December, 20									
<b>Totals January - February</b>	<b>259</b>	<b>2,770</b>	<b>1,082</b>	<b>474</b>	<b>4,585</b>	<b>4,388</b>	<b>630</b>	<b>5,018</b>	<b>9,603</b>
<b>2019</b>									
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									
April, 19									
May, 19									
June, 19									
July, 19									
August, 19									
September, 19									
October, 19									
November, 19									
December, 19									
<b>Totals January - February</b>	<b>165</b>	<b>2,372</b>	<b>1,155</b>	<b>469</b>	<b>4,161</b>	<b>3,224</b>	<b>569</b>	<b>3,793</b>	<b>7,954</b>
<b>Difference</b>	<b>94</b>	<b>398</b>	<b>-73</b>	<b>5</b>	<b>424</b>	<b>1,164</b>	<b>61</b>	<b>1,225</b>	<b>1,649</b>
<b>YTD % Change</b>	<b>57%</b>	<b>17%</b>	<b>-6%</b>	<b>1%</b>	<b>10%</b>	<b>36%</b>	<b>11%</b>	<b>32%</b>	<b>21%</b>
<b>Legend:</b>	<b>AC: Air Carrier</b>		<b>AT: Air Taxi</b>						
	<b>GA: General Aviation</b>		<b>MI: Military</b>						

**AIR TRAFFIC**

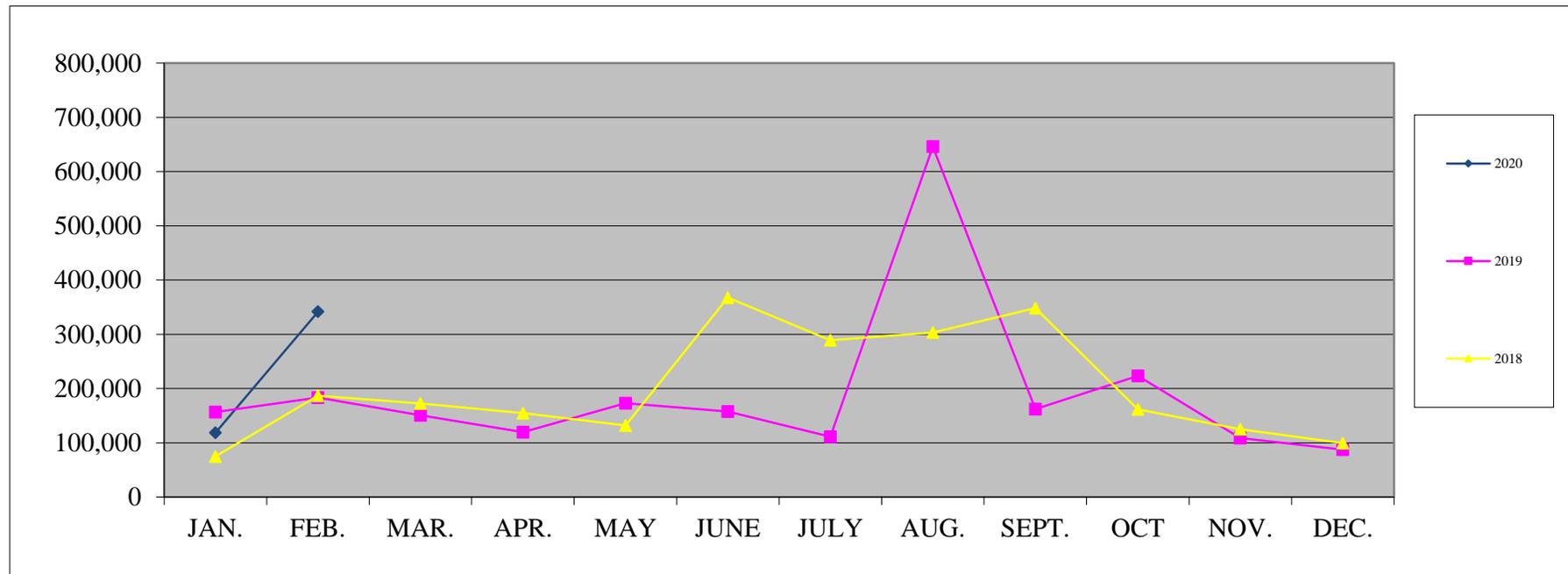
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2020</b>	3,109	<b>6,494</b>											<b>9,603</b>
<b>2019</b>	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
<b>2018</b>	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
<b>2017</b>	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
<b>2016</b>	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
<b>2015</b>	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
<b>2014</b>	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
<b>2013</b>	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
<b>2012</b>	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
<b>2011</b>	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
<b>2010</b>	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



**FUEL FLOWAGE**

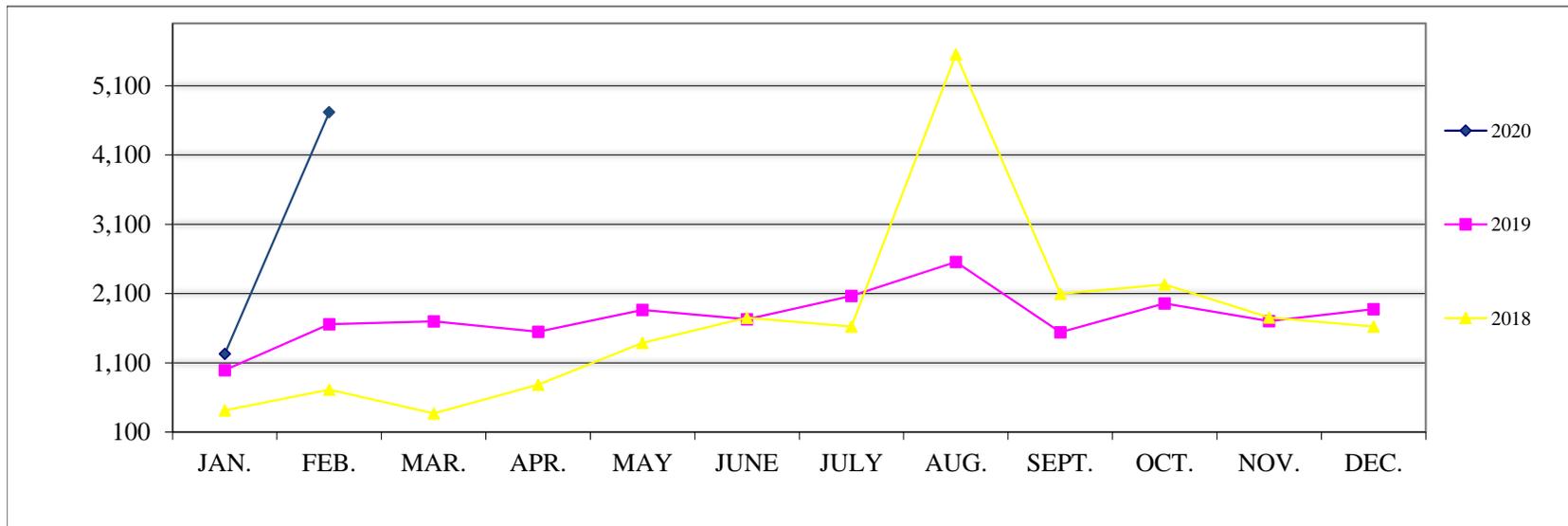
Gallons of Fuel Sold at SLN

	<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>
<b>2020</b>	118,337	<b>341,329</b>											<b>459,666</b>
<b>2019</b>	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525	87,182	2,278,659
<b>2018</b>	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
<b>2017</b>	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
<b>2016</b>	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
<b>2015</b>	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
<b>2014</b>	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
<b>2013</b>	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
<b>2012</b>	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
<b>2011</b>	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
<b>2010</b>	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



## 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>
<b>2020</b>	1,232	<b>4,716</b>												<b>5,948</b>
<b>2019</b>	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703	1,874		21,189
<b>2018</b>	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	-4,322	15,977
<b>2017</b>	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	13,850
<b>2016</b>	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
<b>2013</b>	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
<b>2012</b>	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
<b>2011</b>	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
<b>2010</b>	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144



\*\*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 February 29, 2020

03/13/2020

	Feb 29, 20	Jan 31, 20	\$ Change	Feb 28, 19	\$ Change	% Change
<b>ASSETS</b>						
<b>Current Assets</b>						
<b>Checking/Savings</b>						
Cash in Bank-Bond Funds	210,325	240,869	-30,544	0	210,325	100%
Cash in bank-Operating Funds	65,061	176,659	-111,598	87,292	-22,231	-25%
Cash in Bank - Mill Levy	1,160,461	1,621,624	-461,163	702,133	458,328	65%
<b>Total Checking/Savings</b>	<u>1,435,847</u>	<u>2,039,152</u>	<u>-603,305</u>	<u>789,425</u>	<u>646,422</u>	<u>82%</u>
<b>Accounts Receivable</b>						
Accounts Receivable	2 141,278	74,275	67,003	152,147	-10,869	-7%
<b>Total Accounts Receivable</b>	<u>141,278</u>	<u>74,275</u>	<u>67,003</u>	<u>152,147</u>	<u>-10,869</u>	<u>-7%</u>
<b>Other Current Assets</b>						
Agri Land Receivable	56,000	56,000	0	56,000	0	0%
Mill Levy receivable	1,296,188	1,296,188	0	1,184,609	111,579	9%
Other current assets	3 211,409	215,471	-4,062	172,638	38,771	22%
Undeposited Funds	7,290	40,949	-33,659	4,990	2,300	46%
<b>Total Other Current Assets</b>	<u>1,570,887</u>	<u>1,608,608</u>	<u>-37,721</u>	<u>1,418,237</u>	<u>152,650</u>	<u>11%</u>
<b>Total Current Assets</b>	<u>3,148,012</u>	<u>3,722,035</u>	<u>-574,023</u>	<u>2,359,809</u>	<u>788,203</u>	<u>33%</u>
<b>Fixed Assets</b>						
Fixed assets at cost	91,679,763	91,633,439	46,324	88,457,467	3,222,296	4%
Less accumulated depreciation	-47,893,407	-47,660,721	-232,686	-44,997,472	-2,895,935	-6%
<b>Total Fixed Assets</b>	<u>43,786,356</u>	<u>43,972,718</u>	<u>-186,362</u>	<u>43,459,995</u>	<u>326,361</u>	<u>1%</u>
<b>Other Assets</b>						
Deferred Outflow of Resources	1,255,554	1,255,554	0	1,381,850	-126,296	-9%
<b>Total Other Assets</b>	<u>1,255,554</u>	<u>1,255,554</u>	<u>0</u>	<u>1,381,850</u>	<u>-126,296</u>	<u>-9%</u>
<b>TOTAL ASSETS</b>	<u><u>48,189,922</u></u>	<u><u>48,950,307</u></u>	<u><u>-760,385</u></u>	<u><u>47,201,654</u></u>	<u><u>988,268</u></u>	<u><u>2%</u></u>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
<b>Current Liabilities</b>						
<b>Accounts Payable</b>						
Accounts payable	152,257	341,599	-189,342	226,387	-74,130	-33%
<b>Total Accounts Payable</b>	<u>152,257</u>	<u>341,599</u>	<u>-189,342</u>	<u>226,387</u>	<u>-74,130</u>	<u>-33%</u>
<b>Total Credit Cards</b>	521	-20	541	1,795	-1,274	-71%
<b>Other Current Liabilities</b>						
Accrued debt interest payable	-7,549	280,156	-287,705	-3,603	-3,946	-110%
Debt, current portion	1,427,350	1,427,350	0	1,969,153	-541,803	-28%
Deferred Agri Land Revenue	46,667	51,333	-4,666	46,667	0	0%
Deferred Mill Levy revenue	2,222,923	2,445,216	-222,293	1,998,003	224,920	11%
Other current liabilities	192,514	240,660	-48,146	202,324	-9,810	-5%
<b>Total Other Current Liabilities</b>	<u>3,881,905</u>	<u>4,444,715</u>	<u>-562,810</u>	<u>4,212,544</u>	<u>-330,639</u>	<u>-8%</u>
<b>Total Current Liabilities</b>	<u>4,034,683</u>	<u>4,786,294</u>	<u>-751,611</u>	<u>4,440,726</u>	<u>-406,043</u>	<u>-9%</u>
<b>Long Term Liabilities</b>						
Debt - Long Term	22,412,102	22,412,102	0	21,369,845	1,042,257	5%
Deferred Inflows of Resources	68,366	68,366	0	68,366	0	0%
Less current portion	-1,427,350	-1,427,350	0	-1,969,153	541,803	28%
Net OPEB Liability (KPERs)	11,126	11,126	0	11,126	0	0%
Net Pension Liability	605,630	605,630	0	605,630	0	0%
Security Deposits Returnable	60,797	60,787	10	50,410	10,387	21%
<b>Total Long Term Liabilities</b>	<u>21,730,671</u>	<u>21,730,661</u>	<u>10</u>	<u>20,136,224</u>	<u>1,594,447</u>	<u>8%</u>
<b>Total Liabilities</b>	<u>25,765,354</u>	<u>26,516,955</u>	<u>-751,601</u>	<u>24,576,950</u>	<u>1,188,404</u>	<u>5%</u>
<b>Equity</b>						
Invested in Capital Assets net	21,374,254	21,544,781	-170,527	22,885,901	-1,511,647	-7%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	270,365	99,838	170,527	-876,769	1,147,134	131%
Net Income	689,948	698,732	-8,784	525,571	164,377	31%
<b>Total Equity</b>	<u>22,424,567</u>	<u>22,433,351</u>	<u>-8,784</u>	<u>22,624,703</u>	<u>-200,136</u>	<u>-1%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>48,189,921</u></u>	<u><u>48,950,306</u></u>	<u><u>-760,385</u></u>	<u><u>47,201,653</u></u>	<u><u>988,268</u></u>	<u><u>2%</u></u>

Salina Airport Authority  
**Profit & Loss Budget Performance**  
February 2020

10:47 AM  
03/13/2020  
Accrual Basis

	<u>Feb 20</u>	<u>Jan - Feb 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Airfield revenue</b>						
Fuel Flowage Fees	27,818	37,463	33,667	3,796	111%	202,000
Hangar rent	37,866	77,140	107,500	-30,360	72%	645,000
Landing fees	14,934	17,397	4,250	13,147	409%	25,500
Ramp rent	4,410	9,170	8,375	795	109%	50,250
<b>Total Airfield revenue</b>	<u>85,028</u>	<u>141,170</u>	<u>153,792</u>	<u>-12,622</u>	<u>92%</u>	<u>922,750</u>
<b>Building and land rent</b>						
Agri land rent	4,667	9,333	9,333	0	100%	56,000
<b>Building rents - Long Term</b>						
Short-term leasing	25,407	50,757	50,700	57	100%	304,200
Building rents - Long Term - Other	67,302	135,635	132,633	3,002	102%	795,800
<b>Total Building rents - Long Term</b>	<u>92,709</u>	<u>186,392</u>	<u>183,333</u>	<u>3,059</u>	<u>102%</u>	<u>1,100,000</u>
<b>Land rent</b>						
Basic Land Rent	9,485	18,903	17,782	1,121	106%	106,693
Property tax - tenant share	10,325	20,650	20,650	0	100%	123,900
<b>Total Land rent</b>	<u>19,810</u>	<u>39,553</u>	<u>38,432</u>	<u>1,121</u>	<u>103%</u>	<u>230,593</u>
Tank rent	1,161	2,322	1,995	327	116%	11,970
<b>Total Building and land rent</b>	<u>118,347</u>	<u>237,600</u>	<u>233,093</u>	<u>4,507</u>	<u>102%</u>	<u>1,398,563</u>
<b>Other revenue</b>						
Airport Marketing	6,031	20,403	11,667	8,736	175%	70,000
Commissions	0	1,512	5,850	-4,338	26%	35,100
Other income	17,650	20,205	10,833	9,372	187%	65,000
<b>Total Other revenue</b>	<u>23,681</u>	<u>42,120</u>	<u>28,350</u>	<u>13,770</u>	<u>149%</u>	<u>170,100</u>
<b>Total Income</b>	<u>227,056</u>	<u>420,890</u>	<u>415,235</u>	<u>5,655</u>	<u>101%</u>	<u>2,491,413</u>
<b>Gross Profit</b>	<u>4</u>	<u>227,056</u>	<u>415,235</u>	<u>5,655</u>	<u>101%</u>	<u>2,491,413</u>
<b>Expense</b>						
<b>Administrative expenses</b>						
A/E, consultants, brokers	0	0	3,583	-3,583	0%	21,500
Airport promotion	8,099	19,573	22,500	-2,927	87%	135,000
Bad Debt Expense	0	0	1,667	-1,667	0%	10,000
Computer/Network Admin.	2,598	5,421	3,333	2,088	163%	20,000
Dues and subscriptions	1,236	3,769	4,000	-231	94%	24,000
Employee retirement	5,812	11,667	14,083	-2,416	83%	84,500
FICA and medicare tax expense	4,578	9,188	10,865	-1,677	85%	65,188
Industrial development	0	7,000	7,167	-167	98%	43,000
Insurance , property	15,498	30,996	29,896	1,100	104%	179,375
Insurance, medical	14,449	30,200	38,063	-7,863	79%	228,375
Kansas unemployment tax	0	0	167	-167	0%	1,000
Legal and accounting	1,453	3,859	5,833	-1,974	66%	35,000
Office salaries	36,572	73,358	84,517	-11,159	87%	507,099
Office Supplies	949	1,454	1,000	454	145%	6,000
Other administrative expense	871	1,902	1,813	89	105%	10,875
Postage	17	89	417	-328	21%	2,500
Property tax expense	13,823	27,646	27,646	0	100%	165,878
Special Events	0	0	167	-167	0%	1,000
Telephone	1,619	3,240	3,083	157	105%	18,500
Training	0	0	833	-833	0%	5,000
Travel and meetings	2,242	5,392	2,000	3,392	270%	12,000
<b>Total Administrative expenses</b>	<u>5</u>	<u>109,816</u>	<u>262,633</u>	<u>-27,879</u>	<u>89%</u>	<u>1,575,790</u>

	<u>Feb 20</u>	<u>Jan - Feb 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
<b>Maintenance expenses</b>						
<b>Airfield maintenance</b>	24,498	24,498	5,167	19,331	474%	31,000
<b>Airport Security</b>	24	72	667	-595	11%	4,000
<b>Building maintenance</b>	3,123	11,795	8,333	3,462	142%	50,000
<b>Equipment fuel and repairs</b>	4,456	16,681	15,083	1,598	111%	90,500
<b>Fire Services</b>	1,411	2,209	3,083	-874	72%	18,500
<b>Grounds maintenance</b>	0	0	750	-750	0%	4,500
<b>Maintenance salaries</b>	24,348	48,888	63,505	-14,617	77%	381,032
<b>Other maintenance expenses</b>	746	1,584	2,667	-1,083	59%	16,000
<b>Snow removal expense</b>	0	2,413	3,333	-920	72%	20,000
<b>Utilities</b>	16,641	40,700	38,333	2,367	106%	230,000
<b>Total Maintenance expenses</b>	<u>75,247</u>	<u>148,840</u>	<u>140,921</u>	<u>7,919</u>	<u>106%</u>	<u>845,532</u>
<b>Total Expense</b>	<u>6</u> 185,063	<u>383,594</u>	<u>403,554</u>	<u>-19,960</u>	<u>95%</u>	<u>2,421,322</u>
<b>Net Ordinary Income</b>	<u>7</u> 41,993	<u>37,296</u>	<u>11,681</u>	<u>25,615</u>	<u>319%</u>	<u>70,091</u>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
<b>Capital contributed</b>	12,258	776,881	574,747	202,134	135%	3,448,484
<b>Interest income</b>						
<b>Interest income on deposits</b>	<u>371</u>	<u>694</u>	<u>300</u>	<u>394</u>	<u>231%</u>	<u>1,800</u>
<b>Total Interest income</b>	<u>371</u>	<u>694</u>	<u>300</u>	<u>394</u>	<u>231%</u>	<u>1,800</u>
<b>Mill levy income</b>	<u>222,292</u>	<u>445,873</u>	<u>444,585</u>	<u>1,288</u>	<u>100%</u>	<u>2,667,508</u>
<b>Total Other Income</b>	<u>234,921</u>	<u>1,223,448</u>	<u>1,019,632</u>	<u>203,816</u>	<u>120%</u>	<u>6,117,792</u>
<b>Other Expense</b>						
<b>Debt interest expense net</b>						
<b>Interest Expense on Debt</b>	<u>53,012</u>	<u>106,024</u>	<u>106,024</u>	<u>0</u>	<u>100%</u>	<u>636,142</u>
<b>Total Debt interest expense net</b>	<u>53,012</u>	<u>106,024</u>	<u>106,024</u>	<u>0</u>	<u>100%</u>	<u>636,142</u>
<b>Depreciation expense</b>	<u>232,686</u>	<u>465,373</u>	<u>465,373</u>	<u>0</u>	<u>100%</u>	<u>2,792,237</u>
<b>Total Other Expense</b>	<u>285,698</u>	<u>571,397</u>	<u>571,397</u>	<u>0</u>	<u>100%</u>	<u>3,428,379</u>
<b>Net Other Income</b>	<u>-50,777</u>	<u>652,051</u>	<u>448,235</u>	<u>203,816</u>	<u>145%</u>	<u>2,689,413</u>
<b>Net Income</b>	<u><b>-8,784</b></u>	<u><b>689,347</b></u>	<u><b>459,916</b></u>	<u><b>229,431</b></u>	<u><b>150%</b></u>	<u><b>2,759,504</b></u>

Salina Airport Authority  
**Profit & Loss Prev Year Comparison**  
 January through February 2020

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 03/13/2020  
 Accrual Basis

	Jan - Feb 20	Jan - Feb 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Airfield revenue</b>				
Fuel Flowage Fees	37,462.70	27,238.90	10,223.80	37.53%
Hangar rent	77,140.00	131,912.71	-54,772.71	-41.52%
Landing fees	17,397.35	7,091.05	10,306.30	145.34%
Ramp rent	9,170.00	8,538.00	632.00	7.4%
<b>Total Airfield revenue</b>	<b>141,170.05</b>	<b>174,780.66</b>	<b>-33,610.61</b>	<b>-19.23%</b>
<b>Building and land rent</b>				
Agri land rent	9,333.34	9,333.34	0.00	0.0%
<b>Building rents - Long Term</b>				
Short-term leasing	50,757.00	53,925.00	-3,168.00	-5.88%
Building rents - Long Term - Other	135,634.56	120,234.76	15,399.80	12.81%
<b>Total Building rents - Long Term</b>	<b>186,391.56</b>	<b>174,159.76</b>	<b>12,231.80</b>	<b>7.02%</b>
<b>Land rent</b>				
Basic Land Rent	18,902.71	17,165.37	1,737.34	10.12%
Property tax - tenant share	20,649.84	20,649.84	0.00	0.0%
Land rent - Other	600.00	0.00	600.00	100.0%
<b>Total Land rent</b>	<b>40,152.55</b>	<b>37,815.21</b>	<b>2,337.34</b>	<b>6.18%</b>
Tank rent	2,322.00	2,256.00	66.00	2.93%
<b>Total Building and land rent</b>	<b>238,199.45</b>	<b>223,564.31</b>	<b>14,635.14</b>	<b>6.55%</b>
<b>Other revenue</b>				
Airport Marketing	20,402.50	6,033.54	14,368.96	238.15%
Commissions	1,512.01	3,131.83	-1,619.82	-51.72%
Other income	20,205.00	11,696.68	8,508.32	72.74%
<b>Total Other revenue</b>	<b>42,119.51</b>	<b>20,862.05</b>	<b>21,257.46</b>	<b>101.9%</b>
<b>Total Income</b>	<b>421,489.01</b>	<b>419,207.02</b>	<b>2,281.99</b>	<b>0.54%</b>
<b>Gross Profit</b>	<b>421,489.01</b>	<b>419,207.02</b>	<b>2,281.99</b>	<b>0.54%</b>
<b>Expense</b>				
<b>Administrative expenses</b>				
A/E, consultants, brokers	0.00	12,315.84	-12,315.84	-100.0%
Airport promotion	19,572.97	21,430.80	-1,857.83	-8.67%
Bad Debt Expense	0.00	0.00	0.00	0.0%
Computer/Network Admin.	5,420.68	2,780.34	2,640.34	94.97%
Dues and subscriptions	3,769.00	3,330.96	438.04	13.15%
Employee retirement	11,667.07	12,561.65	-894.58	-7.12%
FICA and medicare tax expense	9,188.21	9,502.59	-314.38	-3.31%
Industrial development	7,000.00	8,571.43	-1,571.43	-18.33%
Insurance , property	30,995.84	23,879.39	7,116.45	29.8%
Insurance, medical	30,199.83	33,354.56	-3,154.73	-9.46%
Legal and accounting	3,859.20	2,775.80	1,083.40	39.03%
Office salaries	73,357.89	72,008.71	1,349.18	1.87%
Office Supplies	1,454.32	1,243.15	211.17	16.99%
<b>Other administrative expense</b>				
Merchant Processing Fees	1,452.19	493.95	958.24	194.0%
Other administrative expense - Other	449.86	571.33	-121.47	-21.26%
<b>Total Other administrative expense</b>	<b>1,902.05</b>	<b>1,065.28</b>	<b>836.77</b>	<b>78.55%</b>
Postage	88.62	137.89	-49.27	-35.73%
Property tax expense	27,646.34	27,104.16	542.18	2.0%
Telephone	3,239.67	3,130.04	109.63	3.5%
Travel and meetings	5,391.84	701.47	4,690.37	668.65%
<b>Total Administrative expenses</b>	<b>234,753.53</b>	<b>235,894.06</b>	<b>-1,140.53</b>	<b>-0.48%</b>

	<u>Jan - Feb 20</u>	<u>Jan - Feb 19</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Maintenance expenses</b>				
<b>Airfield maintenance</b>	24,498.41	3,326.98	21,171.43	636.36%
<b>Airport Security</b>	71.71	704.89	-633.18	-89.83%
<b>Building maintenance</b>	11,794.96	15,656.49	-3,861.53	-24.66%
<b>Equipment fuel and repairs</b>	16,681.41	13,706.50	2,974.91	21.7%
<b>Fire Services</b>	2,208.88	41.80	2,167.08	5,184.4%
<b>Grounds maintenance</b>	0.00	235.13	-235.13	-100.0%
<b>Maintenance salaries</b>	48,887.64	54,366.49	-5,478.85	-10.08%
<b>Other maintenance expenses</b>	1,584.05	2,177.68	-593.63	-27.26%
<b>Snow removal expense</b>	2,413.14	18,076.21	-15,663.07	-86.65%
<b>Utilities</b>	40,699.60	64,854.03	-24,154.43	-37.24%
<b>Total Maintenance expenses</b>	<u>148,839.80</u>	<u>173,146.20</u>	<u>-24,306.40</u>	<u>-14.04%</u>
<b>Uncategorized Expenses</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Total Expense</b>	<u>383,593.33</u>	<u>409,040.26</u>	<u>-25,446.93</u>	<u>-6.22%</u>
<b>Net Ordinary Income</b>	<u>37,895.68</u>	<u>10,166.76</u>	<u>27,728.92</u>	<u>272.74%</u>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Capital contributed</b>	776,881.00	681,823.00	95,058.00	13.94%
<b>Interest income</b>				
<b>Interest income on deposits</b>	<u>694.30</u>	<u>70.09</u>	<u>624.21</u>	<u>890.58%</u>
<b>Total Interest income</b>	<u>694.30</u>	<u>70.09</u>	<u>624.21</u>	<u>890.58%</u>
<b>Mill levy income</b>	<u>445,873.39</u>	<u>399,600.50</u>	<u>46,272.89</u>	<u>11.58%</u>
<b>Total Other Income</b>	<u>1,223,448.69</u>	<u>1,081,493.59</u>	<u>141,955.10</u>	<u>13.13%</u>
<b>Other Expense</b>				
<b>Debt interest expense net</b>				
<b>Interest Expense on Debt</b>	<u>106,023.60</u>	<u>107,429.16</u>	<u>-1,405.56</u>	<u>-1.31%</u>
<b>Total Debt interest expense net</b>	<u>106,023.60</u>	<u>107,429.16</u>	<u>-1,405.56</u>	<u>-1.31%</u>
<b>Depreciation expense</b>	<u>465,372.90</u>	<u>458,660.00</u>	<u>6,712.90</u>	<u>1.46%</u>
<b>Total Other Expense</b>	<u>571,396.50</u>	<u>566,089.16</u>	<u>5,307.34</u>	<u>0.94%</u>
<b>Net Other Income</b>	<u>652,052.19</u>	<u>515,404.43</u>	<u>136,647.76</u>	<u>26.51%</u>
<b>Net Income</b>	<u><b>689,947.87</b></u>	<u><b>525,571.19</b></u>	<u><b>164,376.68</b></u>	<u><b>31.28%</b></u>

Salina Airport Authority  
**Capital Additions Budget vs. Actual**  
 As of February 29, 2020

10:53 AM  
 03/13/2020  
 Accrual Basis

	<u>Feb 20</u>	<u>Jan - Feb 20</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
AIP-40 Terminal Master Plan	9,049	22,668	10,000	12,668	227%
AIP-41 Rwy 17/35 Rehab	750	1,250	225,000	-223,750	1%
Airfield Improvements		0	20,000	-20,000	0%
<b>Total Airfield</b>	<u>9,799</u>	<u>23,918</u>	<u>255,000</u>	<u>-231,082</u>	<u>9%</u>
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
Bldg. Imps. Other	9,795	24,090	20,000	4,090	120%
Hangar 504 Improvements		19,235	25,000	-5,765	77%
Hangar 959 Rehabilitation		5,488	200,000	-194,512	3%
<b>Total Building improvements</b>	<u>9,795</u>	<u>48,813</u>	<u>245,000</u>	<u>-196,187</u>	<u>20%</u>
<b>Total Buildings &amp; Improvements</b>	<u>9,795</u>	<u>48,813</u>	<u>245,000</u>	<u>-196,187</u>	<u>20%</u>
<b>Equipment</b>					
Computer equipment		0	7,500	-7,500	0%
Vehicles	24,850	24,850	1	24,849	2,485,000%
Equipment - Other		0	16,000	-16,000	0%
<b>Total Equipment</b>	<u>24,850</u>	<u>24,850</u>	<u>23,501</u>	<u>1,349</u>	<u>106%</u>
<b>Land</b>					
<b>Environmental</b>					
Environmental - SAFB	1,880	43,381	75,000	-31,619	58%
<b>Total Environmental</b>	<u>1,880</u>	<u>43,381</u>	<u>75,000</u>	<u>-31,619</u>	<u>58%</u>
<b>Total Land</b>	<u>1,880</u>	<u>43,381</u>	<u>75,000</u>	<u>-31,619</u>	<u>58%</u>
<b>Total Fixed assets at cost</b>	<u>46,324</u>	<u>140,962</u>	<u>598,501</u>	<u>-457,539</u>	<u>24%</u>

# Salina Airport Authority

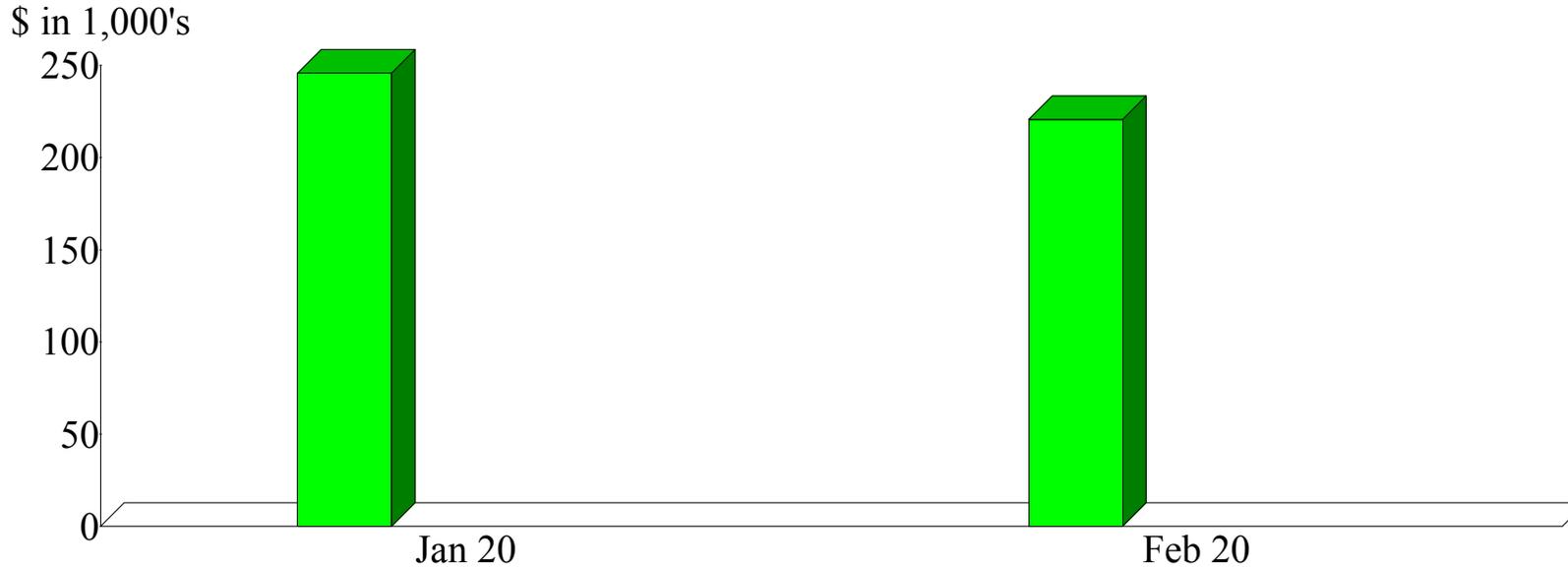
## Significant Capital Expenditures Detail

### February 2020

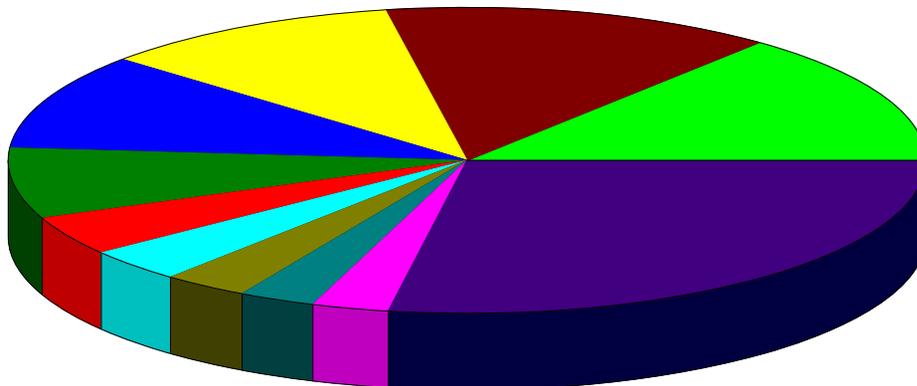
Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>AIP-40 Terminal Master Plan</b>					
Bill	02/28/2020	Coffman Associates, Inc.	Terminal Master Plan Update - February 2020	9,049.00	9,049.00
Total AIP-40 Terminal Master Plan				9,049.00	9,049.00
<b>AIP-41 Rwy 17/35 Rehab</b>					
Bill	02/28/2020	Coffman Associates, Inc.	17/35 Rehab Design - February 2020	750.00	750.00
Total AIP-41 Rwy 17/35 Rehab				750.00	750.00
Total Airfield				9,799.00	9,799.00
<b>Buildings &amp; Improvements</b>					
<b>Building Improvements</b>					
<b>Bldg. Imps. Other</b>					
Bill	02/17/2020	Systems 4	H409 - Furnace Install	4,372.00	4,372.00
Bill	02/17/2020	Systems 4	B1021 Furnace Install	5,423.00	9,795.00
Total Bldg. Imps. Other				9,795.00	9,795.00
Total Building improvements				9,795.00	9,795.00
Total Buildings & Improvements				9,795.00	9,795.00
<b>Equipment</b>					
<b>Vehicles</b>					
Bill	02/20/2020	Kansas Highway Patrol Flea...	2017 Ford Explorer (Operations vehicle) - Kenny Bieker	24,850.00	24,850.00
Total Vehicles				24,850.00	24,850.00
Total Equipment				24,850.00	24,850.00
<b>Land</b>					
<b>Environmental</b>					
<b>Environmental - SAFB</b>					
Bill	02/28/2020	Stinson Leonard Street, LLP	February 2020 Disbursements	1,503.67	1,503.67
Bill	02/28/2020	Clark, Mize & Linville	Env. legal fees - February 20	376.20	1,879.87
Total Environmental - SAFB				1,879.87	1,879.87
Total Environmental				1,879.87	1,879.87
Total Land				1,879.87	1,879.87
Total Fixed assets at cost				46,323.87	46,323.87
<b>TOTAL</b>				<b>46,323.87</b>	<b>46,323.87</b>

### Sales by Month January through February 2020

■ Dollar Sales



### Sales Summary January through February 2020

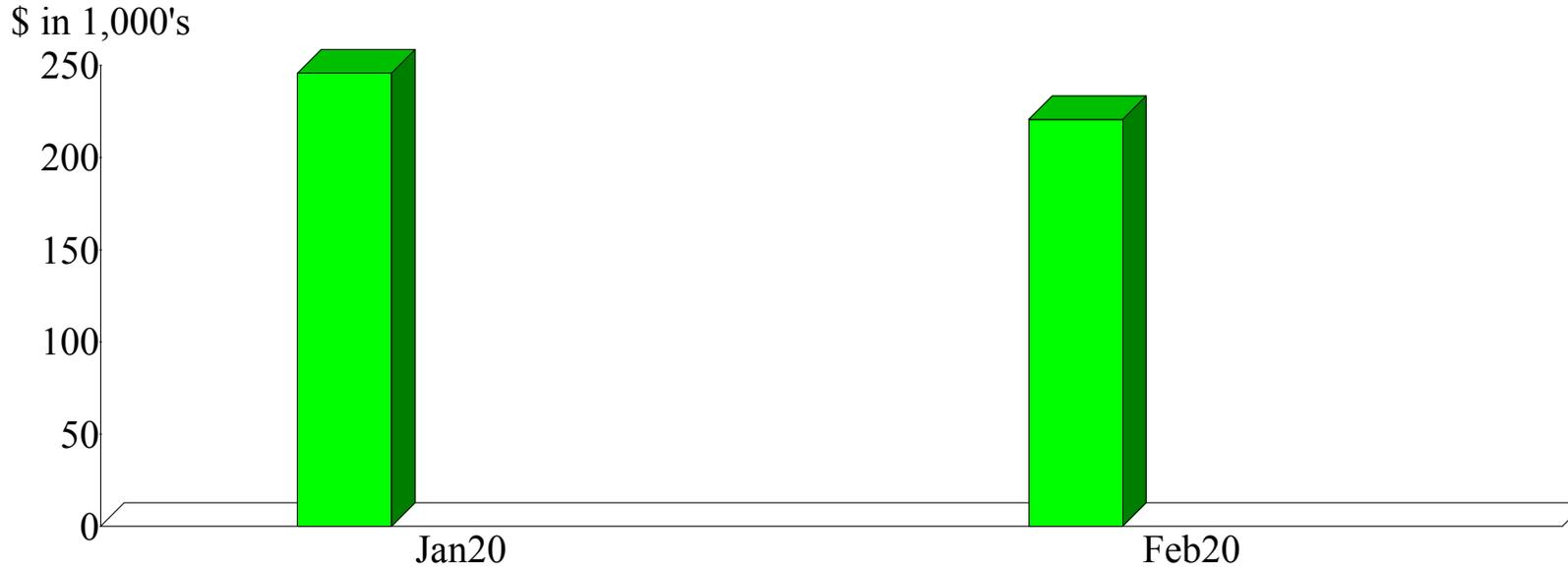


<span style="color: red;">■</span> Kansas Erosion Products, LLC.	14.02%
<span style="color: darkred;">■</span> Avflight Salina	13.92
<span style="color: yellow;">■</span> Saline County	10.72
<span style="color: blue;">■</span> Exide	10.33
<span style="color: green;">■</span> 1 Vision Aviation, PLLC	7.63
<span style="color: red;">■</span> Universal Forest Products (UFP)	4.18
<span style="color: cyan;">■</span> Atlas Air, Inc.	3.62
<span style="color: brown;">■</span> SkyWest Airlines, Inc.	3.14
<span style="color: teal;">■</span> SFC Global Supply Chain	2.78
<span style="color: magenta;">■</span> Kansas State Polytechnic - Salina	2.72
<span style="color: purple;">■</span> Other	26.95
<b>Total</b>	<b>\$466,607.15</b>

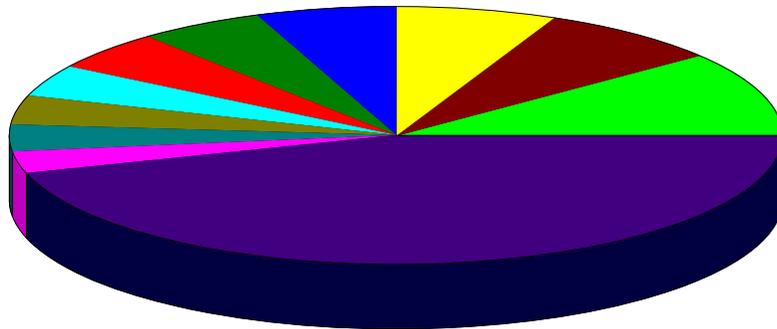
By Customer

Sales by Month  
January through February 2020

■ Dollar Sales



Sales Summary  
January through February 2020



■ Air Service Marketing (Fly Salina - Air	10.72%
■ FFF-Avflight Salina (Fuel Flowage Fee @	7.78
■ Utility Reimbursement (Utility Reimburse	6.75
■ B-01021 (Building #1021 located at 3600	5.92
■ H-00959-1 (Hangar Facility H959 - 2044 S	5.36
■ B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.98
■ B-00620-1 (Building #620 (30,000 SF) an	4.01
■ LDG (Landing Fees = _____ landings @	3.73
■ B-00626-1 (Manufacturing facility #626 (	3.47
■ B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.79
■ Other	44.50
<b>Total</b>	<b>\$466,607.15</b>

By Item

SALINA AIRPORT AUTHORITY  
RESOLUTION 20-01

**A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS  
OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS  
AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AND  
DIRECTING HOW SAID CHECKS ARE TO BE SIGNED:**

BE IT RESOLVED, that Sunflower Bank, N.A., UMB National Bank of America, First Bank Kansas, Bank of America, N.A., and Bennington State Bank, all of Salina, Kansas and State of Kansas Municipal Investment Pool be and are hereby designated depositories of the Salina Airport Authority and that funds so deposited may be withdrawn upon a check, draft, note or other order of the Authority.

BE IT FURTHER RESOLVED, that all checks, drafts, notes or orders drawn against said accounts be signed by either the Chairman, Vice-Chairman, Secretary, Treasurer, or Past Chairman, and either the Executive Director, Director of Administration and Finance, or Director of Facilities and Construction.

Alan Eichelberger	Chairman
Kristin Gunn	Vice-Chairman
Troy L. Vancil	Secretary
Brian Weisel	Treasurer
Kent D. Buer	Past Chairman
Timothy F. Rogers, A.A.E.	Executive Director
Michelle R. Swanson, C.M.	Director of Administration and Finance
Kenneth R. Bieker	Director of Facilities and Construction

BE IT FURTHER RESOLVED, that all of the above banks are authorized and directed to honor and charge to the account of the Authority all checks drawn against the account of the Authority which bear the actual signature of at least one of the above named persons and may bear the facsimile signatures of two of the other named persons, after specimens of such facsimile signatures have been filed with the above designated banks, unless such banks have been notified of the limitation or qualification upon the use of such specimen facsimile signatures by anyone of the aforesaid officers of the Authority.

BE IT FURTHER RESOLVED, that said banks are hereby authorized and directed to honor and pay all checks, drafts, notes or orders so drawn, whether such checks, drafts, notes or orders be payable to the order of any such person signing and/or countersigning said checks, drafts, notes or orders, or any of such persons in their individual capacities or not, and whether such checks, drafts, notes or orders are deposited to the individual credit of any of the other officers or not. This resolution shall continue in force and said banks may consider the facts concerning the holders of said office, respectively, and their signatures to be and continue as set forth in the certificate of the Secretary or Treasurer, accompanying a copy of this resolution when delivered to said banks or in any similar subsequent certificate, until written notice to the contrary is duly served on said banks.

Adopted by the Board of Directors of the Salina Airport Authority on this 18<sup>th</sup> day of March, 2020.

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Alan Eichelberger, Chairman



CERTIFICATION OF SECRETARY

I, Troy Vancil, the duly appointed, qualified, Salina Airport Authority Secretary, Salina, Kansas, do hereby certify that the foregoing Resolution was duly adopted at a meeting of the Salina Airport Authority, Salina, Kansas held on the 18<sup>th</sup> day of March, 2020, and that said Resolution has been compared by me with the original thereof on file and of record in the office of the Airport Authority, and is a true copy of the whole of said original.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Salina Airport Authority, Salina, Kansas, this 18<sup>th</sup> of March, 2020.

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Troy L. Vancil, Secretary

