

Salina Airport Authority Board of Directors Regular Meeting

SEPTEMBER 16, 2020



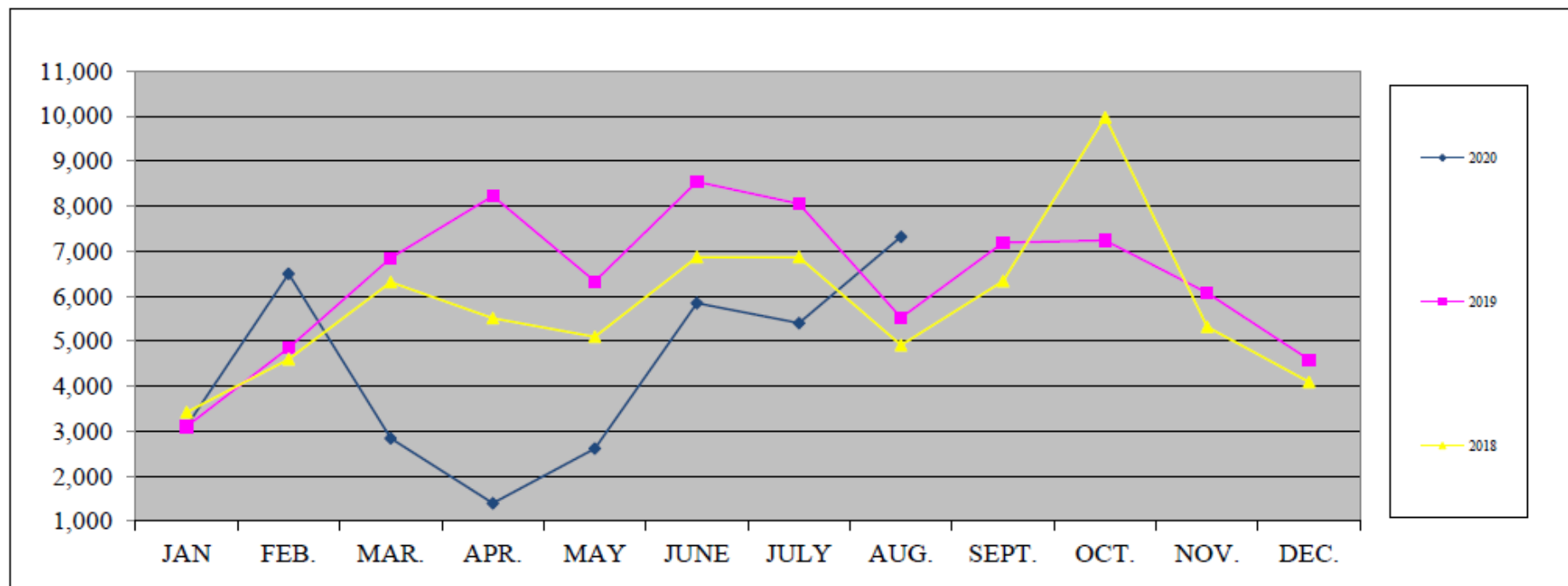
Review of Airport Activity and Financial Reports for the Month ending August 31, 2020

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

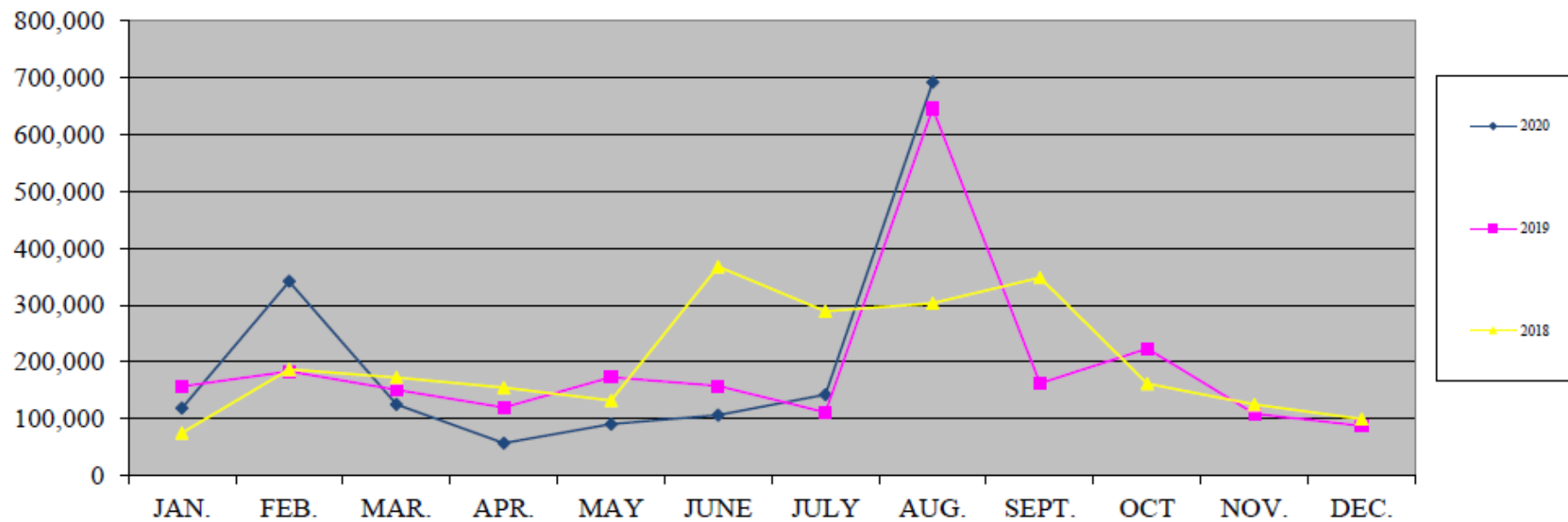


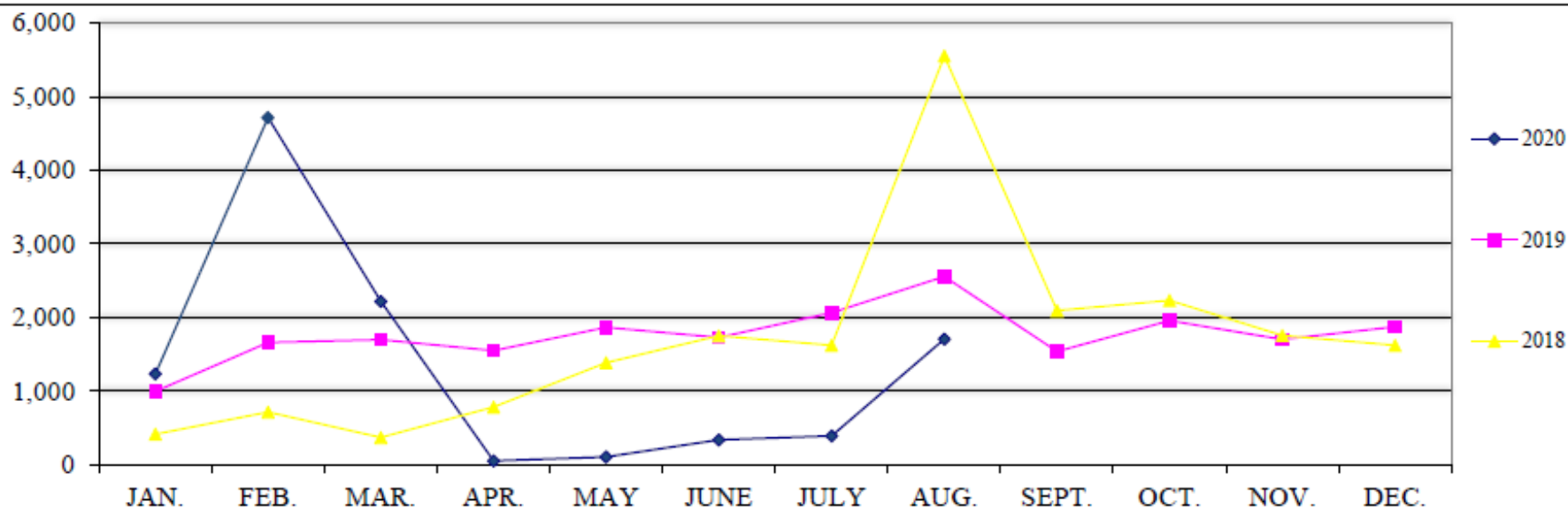
Air Traffic





Fuel Flowage

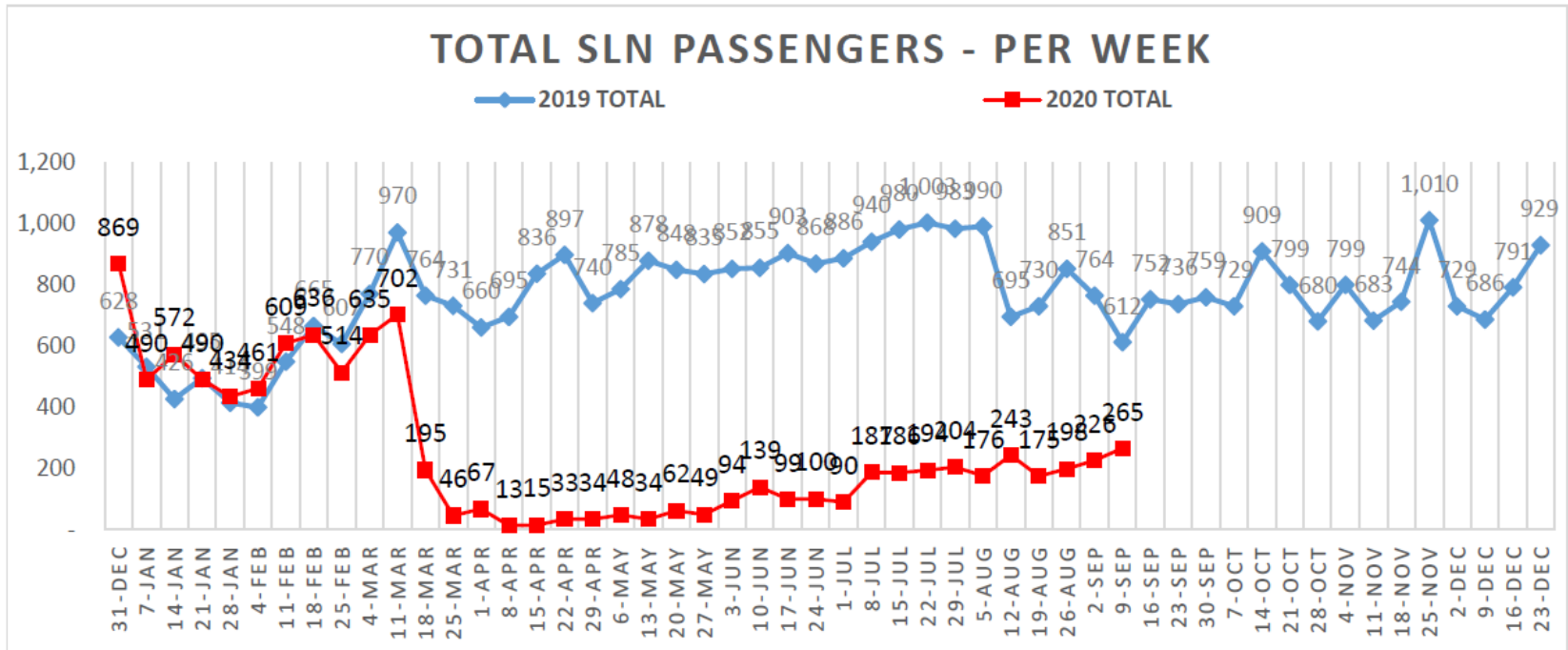




2019 - 2020 SkyWest Airlines

Weekly Enplane and Deplane (Monday thru Sunday)

Note: SKW EAS service at SLN started on April 9, 2018



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



Jaded Thunder 20.2



- August 7-31, 2020 (25 days)
 - 887 participants
 - 33 Aircraft
- 535,000 gallons of Jet A fuel
 - 232 rental cars
 - 595 hotel rooms



Direct Economic Impact for Salina/Saline County = \$3.96M



Financial Reports

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

8:59 AM

09/11/2020

Accrual Basis

	Jan - Aug 20	Jan - Aug 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	653,407.44	649,384.03	4,023.41	0.62%
Total Building and land rent	1,010,259.27	881,016.01	129,243.26	14.67%
Total Other revenue	133,741.47	94,553.76	39,187.71	41.45%
Total Income	1,797,408.18	1,624,953.80	172,454.38	10.61%
Gross Profit	1,797,408.18	1,624,953.80	172,454.38	10.61%
Expense				
Total Administrative expenses	979,547.50	984,455.98	-4,908.48	-0.5%
Total Maintenance expenses	525,970.90	574,934.66	-48,963.76	-8.52%
Total Expense	1,505,518.40	1,559,390.64	-53,872.24	-3.46%
Net Ordinary Income	291,889.78	65,563.16	226,326.62	345.2%
Other Income/Expense				
Total Other Income	2,796,728.62	2,347,842.84	448,885.78	19.12%
Total Other Expense	2,289,516.30	2,337,541.14	-48,024.84	-2.06%
Net Other Income	507,212.32	10,301.70	496,910.62	4,823.58%
Net Income	799,102.10	75,864.86	723,237.24	953.32%

Financial Reports

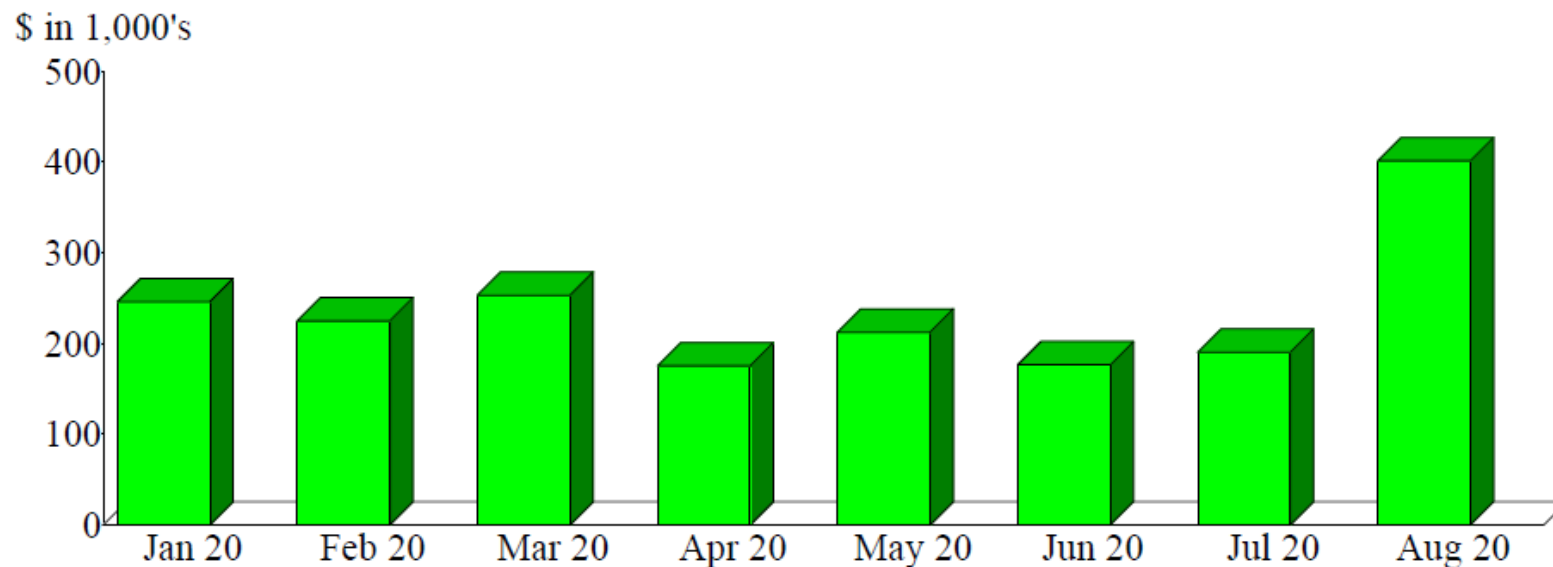
Salina Airport Authority
Capital Additions Budget vs. Actual
As of August 31, 2020

9:04 AM
09/11/2020
Accrual Basis

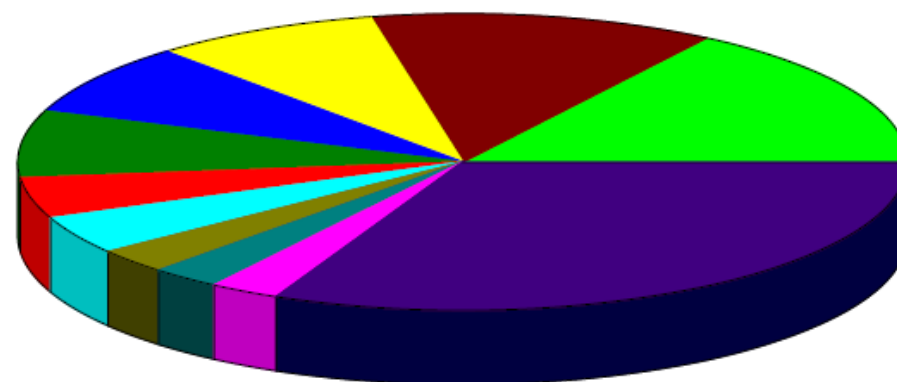
	Aug 20	Jan - Aug 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	10,290	352,210	505,000	-152,790	70%
Total Buildings & Improvements	85,233	135,774	705,000	-569,226	19%
Total Equipment	0	53,341	23,501	29,840	227%
Total Land	7,519	74,819	75,001	-182	100%
Total Fixed assets at cost	103,042	616,144	1,308,502	-692,358	47%

Sales by Month
January through August 2020

Dollar Sales



Sales Summary
January through August 2020



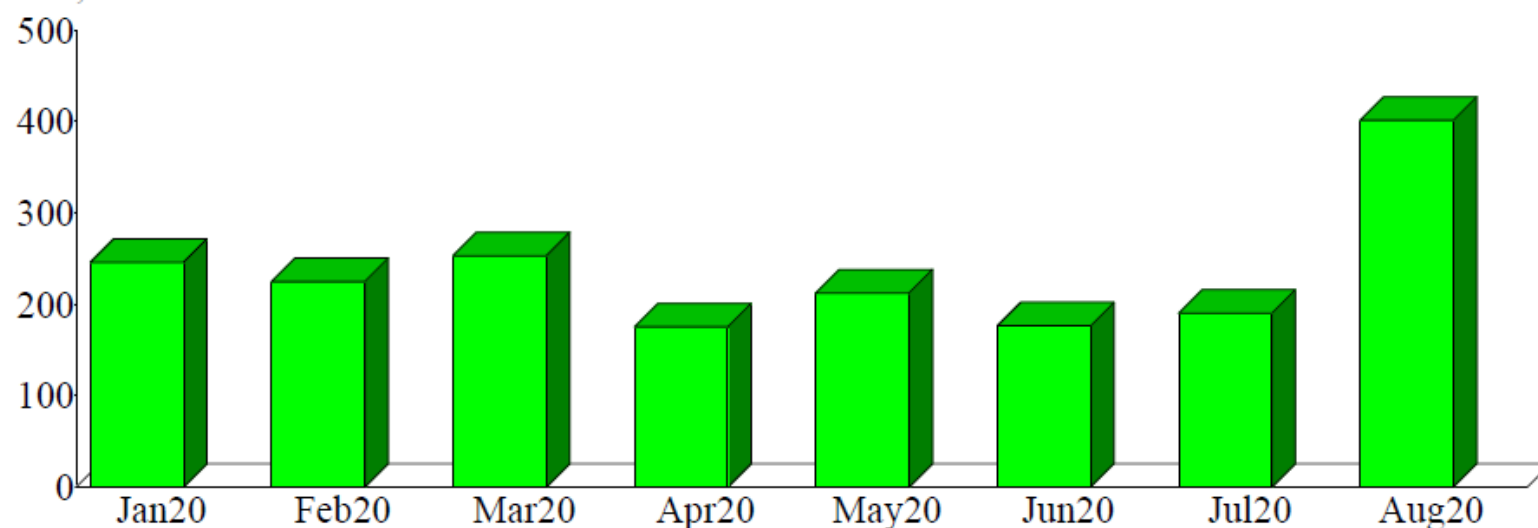
Kansas Erosion Products, LLC.	15.76%
Avflight Salina	12.65
Exide	8.34
USSOCOM (Jaded Thunder)	7.83
1 Vision Aviation, PLLC	7.38
Universal Forest Products (UFP)	4.46
SFC Global Supply Chain	4.18
Kansas State Polytechnic - Salina	2.83
Saline County	2.66
Nellis AFB	2.56
Other	31.36
Total	\$1,879,776.02

By Customer

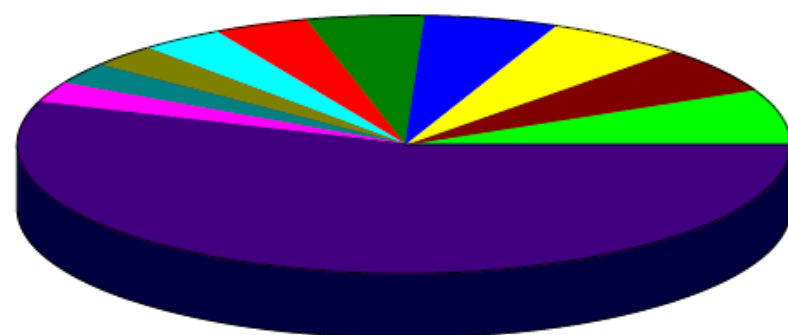
Sales by Month
January through August 2020

Dollar Sales

\$ in 1,000's



Sales Summary
January through August 2020



FFF-Avflight Salina (Fuel Flowage Fee @	7.04%
Utility Reimbursement (Utility Reimburse	5.91
B-01021 (Building #1021 located at 3600	5.87
H-00959-1 (Hangar Facility H959 - 2044 S	5.65
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.95
B-00620-1 (Building #620 (30,000 SF) an	4.02
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.57
B-00626-1 (Manufacturing facility #626 (3.01
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.77
Air Service Marketing (Fly Salina - Air	2.66
Other	54.54
Total	\$1,879,776.02

Review of the SAA's January through August 2020 10-year trend analysis

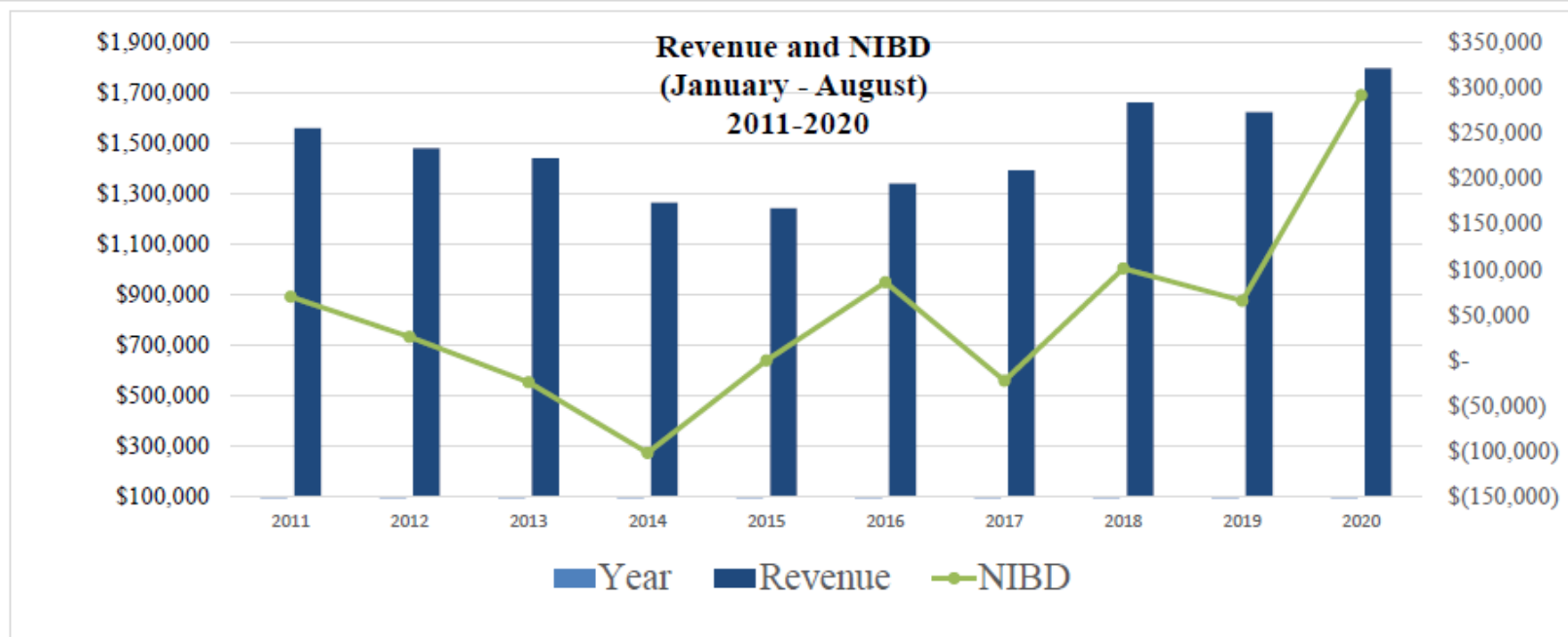
Tim Rogers, A.A.E.

10-Year Operating Revenue and Expense Analysis

January - August

2011-2020

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
TOTAL REVENUES										
OPERATING REVENUES										
Airfield	\$ 437,621	\$ 385,042	\$ 305,606	\$ 354,098	\$ 354,688	\$ 398,056	\$ 283,203	\$ 360,874	\$ 513,920	\$ 514,761
Fuel flowage fees	115,475	127,765	89,070	78,997	105,201	102,566	131,728	135,290	135,464	138,646
Building and land rent	980,715	925,580	1,004,673	804,563	725,770	781,748	878,348	931,984	881,016	1,010,259
Other revenue	26,941	42,213	41,582	27,135	57,603	58,959	99,492	232,906	94,554	133,742
TOTAL OPERATING REVENUES	1,560,752	1,480,600	1,440,931	1,264,793	1,243,262	1,341,329	1,392,771	1,661,054	1,624,954	1,797,408
TOTAL EXPENSES										
OPERATING EXPENSES										
Administrative	950,229	870,653	829,909	771,677	770,551	818,750	836,880	1,021,178	984,456	979,547
Maintenance	540,488	584,014	635,100	594,819	472,591	436,593	578,127	538,593	574,935	525,970
TOTAL OPERATING EXPENSES	1,490,717	1,454,667	1,465,009	1,366,496	1,243,142	1,255,343	1,415,007	1,559,771	1,559,391	1,505,517
OPERATING INCOME BEFORE DEPRECIATION	\$ 70,035	\$ 25,933	\$ (24,078)	\$ (101,703)	\$ 120	\$ 85,986	\$ (22,236)	\$ 101,283	\$ 65,563	\$ 291,891



Review of the Docking Institute of Public Affairs analysis of the estimated economic impact of Schwan's Company expansion project

TIM ROGERS, A.A.E.

Salina Regional Airport and Airport Industrial Center leasing and prospect activity report

SHELLI SWANSON, C.M.

TIM ROGERS, A.A.E.



NEW LEASES / LOI's

New leases/LOI's - \$405,202/annually

- Durham Bus Services - Building 824
- Kansas Erosion Products - Building 713
- Advanced Remote Sensing - Tank 784 & H959 Rooftops
- Sierra Nevada - Hangar 606
- Schwan's - Building 626
- Hutton - Building 635
- 34th WPS, Nellis AFB - Hangar 600
- Whiteman AFB - Hangar 509
- FAA - Building 412
- Kansas Dept. of Revenue (DMV) - Building 394
- Superior Energy Services - Airport Road Yard

Drawing Number 2845-09-20



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

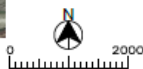
None : REVISIONS

KRB : DESIGNED BY

KRB : DRAWN BY

1" = 2000' : SCALE

9/16/20, 1430 : DATE



SALINA AIRPORT AUTHORITY

September 2020 Board Meeting Location Map, New Leases and LOI's

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ACTIVE PROSPECTS / LEASING IN PROGRESS

Prospect - \$510,000/annually

United Rentals - Land - North of Builders Choice

Stryten Salina, LLC - Building 655 (Units B&C)

Kansas Erosion Products - Building 655 Unit A Offices

Bombardier Flight Test - Hangar 600

1 Vision - Hangar 509

Prospect 01 - Hangar 509 (Confidential)

Unknown - AIC Subdivision Land

Prospect 02 - AIC Subdivision Land (Confidential)

S. Nelson Company - Airport Road Yard

Midwest Scrap - Airport Road Yard

Drawing Number 2846-09-20



3237 ARNOLD, SALINA, KS 67401
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SALINA AIRPORT AUTHORITY

September 2020 Board Meeting Location Map, Active Prospects

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Acknowledgement of receipt of the Citizen Volunteer Boards and Commissions Policy of the City of Salina

KASEY WINDHORST

Salina Community Economic Development Organization Board of Directors' appointment discussion

TIM ROGERS, A.A.E.

Directors' Forum

ALAN EICHELBERGER, CHAIRMAN

Visitor's Forum

ALAN EICHELBERGER, CHAIRMAN

Staff Reports

TIM ROGERS, A.A.E.

Announcements

KASEY WINDHORST



Adjournment