

DATE: November 13, 2020
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: November 18, 2020 Regular Board Meeting

Transmitted with this memo are items for your review prior to Wednesday's meeting.

To accommodate social distancing recommendations, the meeting will be held in **Room 100 at Hangar H600, 2720 Arnold Ct.** Room 100 provides space for the recommended distancing of board members, staff, and visitors. A map showing the location of Hangar H600 is enclosed in your board meeting packet.

Wednesday's board meeting will focus on the following Airport Authority priorities:

- Meet financial performance goals and objectives
- Preparation of annual operating plans and budgets
- Lease available Airport and Airport Industrial Center hangars, buildings, and improved land
- Replace aging and obsolete equipment needed for airport ARFF, airfield operations and maintenance
- Develop a funding plan terminal building expansion and improvements
- Finalize the process of obtaining U.S. District Court approval of the former Schilling AFB Consent Decree

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending October 31, 2020 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The October 2020 air traffic count increased 18% to 8,532 operations as compared to the October 2019 total of 7,240. For the year-to-date a total of 51,101 operations have been recorded which is 22% less than the October 2019 YTD total of 65,894. K-State Polytechnic professional pilot flight training continues to be running at a high pace.

Airport Activity – Fuel Flowage (Rogers)

October 2020 fuel flowage totaled 208,081 gallons which was a 7% decrease as compared to the September 2020 total of 223,382 gallons. For the year-to-date, total fuel flowage of 2,009,247 gallons is down 3.5% as compared to the October 2019 YTD total of 2,082,953 gallons. Reaching the 2 million-gallon level is a significant accomplishment during this calendar year.

Airport Activity – Passenger Counts (Rogers)

For the month of October 2020, SkyWest reported 1,210 total passengers (624 enplaned and 586 deplaned)

on United flights to Chicago and Denver. For the year-to-date, a total of 6,647 passengers have boarded United/SkyWest flights at SLN, a 59% decrease over the October 2019 YTD total of 16,133. November passenger numbers will be significantly better than the past seven. Flights during the Thanksgiving, Christmas and New Years holidays are filling up. Advance bookings data shows days of 40% to 60% load factors.

Financial Reports – Comments and Notes (Swanson)

At the end of October, total income climbed to 9% over budget with all major categories of revenue performing better than projections. The Commissions sub-category under Other Revenue is tracking under budget due to the temporary shutdown of Hertz earlier this year as a result of the pandemic. YOY total revenue is up \$163,324 or 7.8%.

Both total administrative and maintenance expenses are tracking 4% under budget through October. Comparatively, expenses are down .71% or \$13,864 less than the same period in 2019. Net ordinary income before depreciation at the end of October arrived at \$319,749 and is up \$177,187 over last year.

Year-to-date contributed capital from FAA grants, including the CARES Act. grant is \$1,413,914.

The below table represents the disbursements and other activity from the bond proceed fund accounts during October 2020.

Salina Airport Authority Account QuickReport As of October 31, 2020										3:22 PM
										11/12/2020
										Accrual Basis
	Type	Date	Num	Name	Memo	Split	Amount	Balance		
Cash in Bank-Bond Funds										230,599.87
Cash in Bank-KMIP										182,276.15
112 - GO Bond Series 2019-A Imp. Fund										1,304.23
Total 112 - GO Bond Series 2019-A Imp. Fund										1,304.23
113 - GO Bond Series 2019-B Imp. Fund										7,862.79
Total 113 - GO Bond Series 2019-B Imp. Fund										7,862.79
114 - GO Temp Notes Series 2019-1										173,109.13
Transfer 10/27/2020 Hangar 959 Imps. Funds Transfer										152,250.03
Deposit 10/31/2020 Interest										0.93
Total 114 - GO Temp Notes Series 2019-1										-20,858.17
Total Cash in Bank-KMIP										-20,858.17
SFB- 2020-1 GO Temp Note (4199)										48,323.72
Transfer 10/05/2020 Funds Transfer - GSCF Funding for KSU Gym Acquisition										138,423.72
Transfer 10/09/2020 Pratt Property Acquisition Earnest Money										-25,000.00
Transfer 10/14/2020 OML Inv. 132360 SFC Property Acq. Legal Fees Inv.										-872.10
Transfer 10/14/2020 State of KS Attorney General (Bond Issuance Costs) Inv. LG-20-001528										-225.00
Deposit 10/31/2020 Interest										5.43
Total SFB- 2020-1 GO Temp Note (4199)										64,008.33
Total Cash in Bank-Bond Funds										43,150.16
TOTAL										43,150.16
										273,750.03

All costs associated with the acquisition and transfer of the land for the Schwan's plant expansion project have been finalized and the balance in the 2020-1 GO Temporary note fund will be transferred to the respective debt service fund.

Short-term leasing activity:

The SAA has entered into a seven-month lease agreement with Everygy Kansas Central, Inc., for 20,000 sq. ft. of pavement located on the north ramp for the purposes of staging and storing utility poles and associated equipment. This temporary agreement will generate \$2,240 during the term, or \$.192/sq.ft/year for the tract of ground.

Financial Reports – October 2020 Significant Expenditures/Payables Report Enclosed (Swanson)

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

Account	Amount	Days	Comments
Shane Brown	\$245	31-60	Storage Igloo Rent
Eastern Airlines	\$2962	31-60	Landing Fees & ARFF Coverage
Exide	\$48,040	>90	Bldg. Rental & Utilities (<i>pre-petition claims submitted</i>)
Hertz	\$75	61-90	Finance Charge
Kansas Military Board	\$988	31-60	Bldg. Rent
Kenny's Body Shop	\$1,146	31>9	Storage Igloo Rent
Professional Graphics	\$226	31-90	Finance Charges

Agenda Item #6 – Update on SAA's 2021 Property and Liability Insurance Renewal (Rogers and Swanson)

In August of this year, SAA staff began the 2021 property/liability insurance renewal process. The Authority's statement of property values, automobile and equipment schedules were reviewed and updated. In early October, the SAA finalized the insurance applications and information requests for submittal to the underwriters through our insurance broker, Lockton. Annually, Lockton negotiates with each incumbent insurer to assure a competitive renewal and also looks for options when appropriate. This renewal year was particularly important after three years of record-breaking large losses in the total insurance market (see attached State of the Market Scorecard). Moreover, the insurance industry is now in a corrective action mode. During our pre-renewal meeting in July, we were preparing for a 20-30% increase in total premium. Fortunately, our total premium increase ended up at 13% when comparing expiring rates to renewal exposures. Our total net increase in expenses ended up slightly under 9%.

At the board meeting we will review the Airport Authority's 2021 insurance coverages that will renew on January 1. The report will include details concerning policy limits, deductible amounts and premiums for the Authority's automobile, equipment, commercial property, environmental, workers' compensation and liability insurance coverages. Additionally, we will report on a new policy to insure for losses associated with cyber security. Enclosed you will find three reports detailing the 2020 insurance package that we will aid in our presentation at the meeting.

Agenda Item #7 – Review of Forecasted 2021 Operating Expenses

At the meeting, staff will review the detail for certain 2021 operating expenses that are coming into focus as we work to finalize the 2021 Budget Report. (Rogers and Swanson)

Agenda Item #8 – Consideration and approval of Addendum #1 to the Durham School Services, L.P. lease agreement. (Swanson)

On July 29, 2020 the Authority entered into a Sublease Agreement as part of the lease purchase transaction for the renovation and financing of the facility commonly known as Bldg. 824 located at 2359 Hein Ave. along with a tract of ground located west of Hein Ave. for bus parking, with Durham School Services, L.P.

In late September as the Durham folks moved into Bldg. 824 and began transitioning their buses from their old location into the lot, it became evident that the size of the lot would not be sufficient and they requested a lot expansion of approximately 90' to the north end of the lot.

Enclosed you will find Addendum No. One to the Sublease Agreement which provides for an additional 14,510.76 sq. ft. of land and an increase of \$195/month or \$2,340 per year (adjusted by 3% biennially) in the basic rent. Since the Sublease Agreement is a subordinate agreement to the Site Lease and Lease Purchase Agreement (LPA) approved at the July 29, 2020 Special Board meeting, if the terms of the Sublease Addendum meet with the board's approval, Authority staff would need to work with bond counsel to prepare the necessary documents to reflect the new legal description and exhibits associated with the Site Lease and LPA.

Recommendation: Approval of Addendum No. One to Sublease Agreement with Durham School Services, L.P. and authorize SAA staff to work with bond counsel to update the Site Lease and Lease Purchase Agreements as necessary to modify the property legal description of the Site.

Agenda Item #9 – Consideration of Bids Received for the Purchase of ARFF, Operations and Airfield Maintenance Equipment. (Rogers, Swanson and Bieker)

At the October 21, 2020 board meeting, the board approved the first group (Group 1) of equipment needed for Airport Authority ARFF (Aircraft Rescue and Fire Fighting), airfield operations and maintenance obligations per Federal Aviation Regulation (FAR) Part 139 that governs airport operations and safety requirements. CARES Act grant funding has enabled the Airport Authority to replace aging and obsolete equipment essential for FAR Part 139 compliance.

The board approved a Group 1 budget and not to exceed amount of \$208,383. Group 1 equipment ended up costing \$199,533 which was \$8,850 less than authorized.

Since the October 21 board meeting staff finalized the needs for new 800Mhz radios and ACU1000 upgrades, ARFF and service truck requirements, service truck equipment and accessories, snowplow upgrades, and a replacement vacuum truck header assembly. The Group 2 budget increased to \$353,382. **Group 2** bids and quotes ended up totaling \$345,721. Below is a summary of the planned **Group 2** purchases.

GROUP 2				
	Supplier	Budget	Contract / Actual	Difference
(7) ARFF / MX Service Trucks	Marshall Motors	\$ 167,500	\$ 166,440	\$ 1,060
(2) 20 ft. deck mowers	Lang Diesel	\$ 23,100	\$ 23,100	\$ -
(2) replacement of snowplow mounting assemblies on two (2) snowplow trucks	Wausau Equipment	\$ 46,458	\$ 47,308	\$ (850)
(6) programmable mobile radios, (6) handheld radios and ACU 1000 upgrades (7) UHF Radios & lightbars with installation	Ka-Comm	\$ 78,500	\$ 76,873	\$ 1,627
Service Truck Accessories				\$ -
* Service truck flatbed - Pronghorn 8700 - 56"	Better Built Trailers	\$ 5,900	\$ 6,500	\$ (600)
* Tradesman package (2) 1/2 ton service trucks	Christensen Mfg. Corp.	\$ 14,268	\$ 7,844	\$ 6,424
* 3/4 ton service truck equipment (tool box, transfer pump and fuel tank)	Tractor Supply Co.	\$ 630	\$ 630	\$ -
* 3/4 ton service truck welder	Lampton	\$ 4,312	\$ 4,312	\$ -
* Vacuum truck pickup head assembly	Armor Kansas	\$ 12,714	\$ 12,714	\$ -
Total		\$ 353,382	\$ 345,721	\$ 7,661

Group 2 Notes:

1. Bids were received from Long McArthur (Ford) and Marshall Motors (Dodge/Ram).
2. The snowplow mounting assemblies purchase is a sole source acquisition for plow manufacturer Wausau Equipment.
3. Ka-Comm pricing was compared with the City/County Motorola master contract for 800Mhz radios and installation. Ka-Comm bid \$5,562 per mobile radio, including installation. The Airport Authority would be able to purchase off the Motorola master contract at a cost of \$5,992 per mobile radio, including installation.
4. Service truck accessories and equipment prices quotes were obtained from multiple vendors.
5. The vacuum truck pickup head assembly is a sole source purchase.

The budget for the purchase of Group 1 and 2 ARFF, operations, and airfield maintenance equipment was initially set at \$450,000. Approval of Group 2 purchases would increase the total budget (Group 1 and Group 2 purchases) to \$552,915. Completing the purchase of Group 1 and Group 2 equipment at a not to exceed amount of \$552,915 will result in a remaining CARES Act grant balance of \$206,599.

Recommendation: Approval of the purchase of **Group 2** ARFF, operations, safety, and airfield maintenance equipment at a cost not to exceed \$353,382.

Agenda Item #10 – Review and Discussion of M.J. Kennedy Air Terminal Expansion Funding Options. (Rogers and Swanson)

Recently the eligibility criteria for the FAA's Military Airport Program was changed by Congress to the favor of the Salina Airport Authority. Until 2019 only airport operators that owned former military facilities that closed after 1977 were eligible for MAP grant funding. Congress added a new eligibility category that reads as follows:

“The airport is a former military installation that, at any time after December 31, 1965, was owned and operated by the Department of Defense and is a non-hub primary airport.”

The Salina Regional Airport is a former military installation that was owned and operated by the Department of Defense until September 9, 1966 which is the date of the deed transferring SLN ownership to the Salina Airport Authority. I have confirmation through the FAA Airports Division that SLN is now eligible for MAP grant funding.

MAP grant funding can be used for, normally low priority, projects such as terminal buildings, terminal building parking lots, access roads and fuel farms. Acceptance as a MAP airport is usually for a three to five-year term at funding levels in the range of \$2M per year. Staff has started preparing a MAP application that will list the SLN terminal building and parking lot expansion as our #1 priority. The #2 priority will be the rehabilitation of the SAA's fuel farm. The terminal building project can be completed in phases over three years. The fuel farm rehabilitation will be a stand-alone project. The MAP application calendar is:

- **November 13** - Submit the revised SLN ALD (submitted on 11/12/20) - **Completed**
- **November 20** – Complete FAA AEP credentials process
- **December 4** – Complete SLN based aircraft updates
- **December 11** – Complete SLN CIP updates via AEP
- **December 17** – Submit the SLN MAP application

At the board meeting I will review the terminal building expansion phasing plan with you.

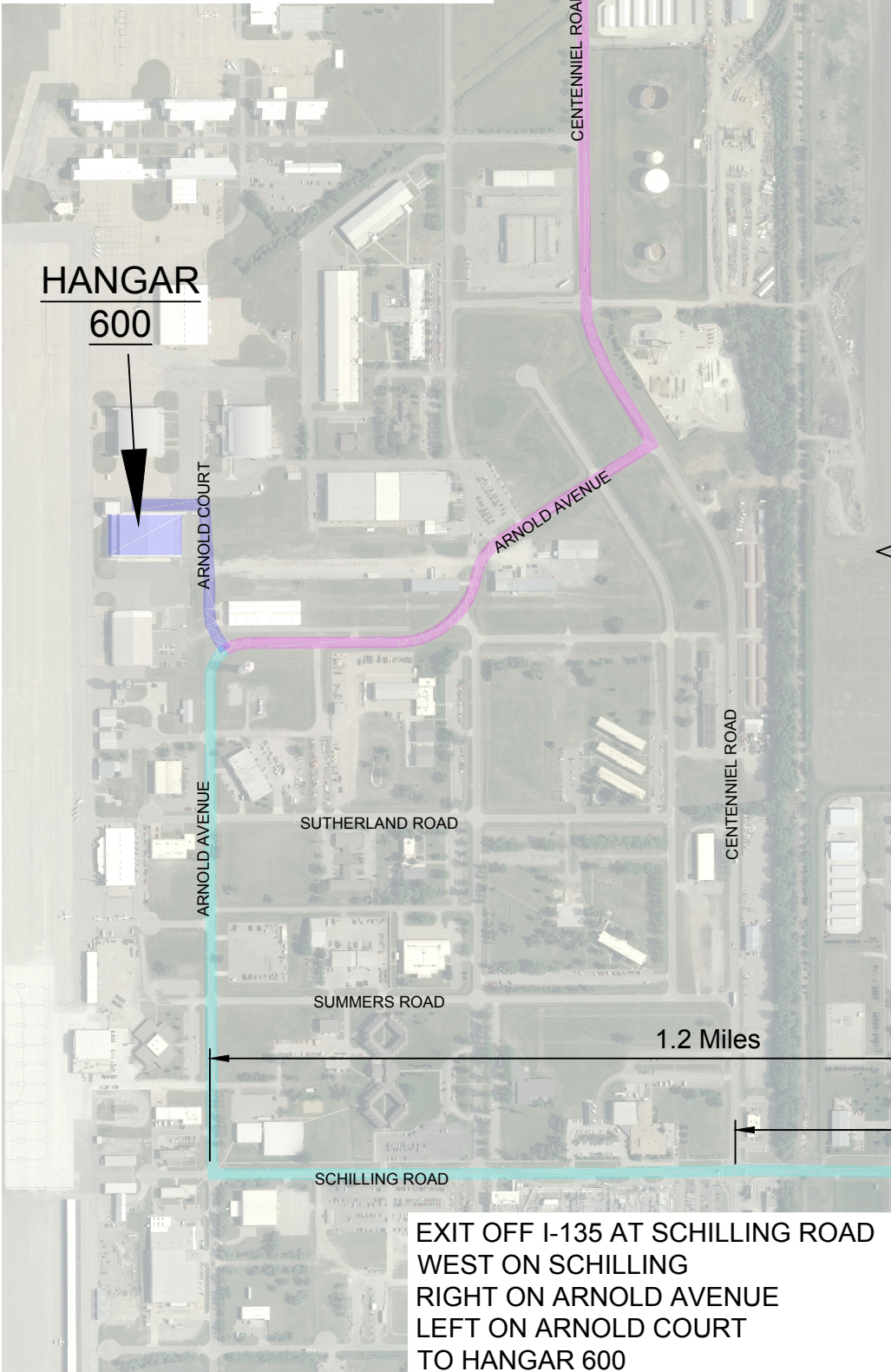
Agenda Item #11 – Former Schilling Air Force Base Update (Rogers and Bengtson)

At the meeting Greg Bengtson and I will update you on the status of the drafting and submittal of the SPE's and DOJ's **Joint Motion for Entry of Consent Decree**. The joint motion is the next critical step needed to obtain U.S. District Court approval of the Consent Decree.

Please contact me if you have any questions or comments concerning the meeting agenda.

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



SALINA AIRPORT AUTHORITY ANNUAL BOARD MEETING
Hangar H600, First Floor Conference Room
2720 Arnold Court

November 18, 2020 – 8:00 AM

AGENDA

Action Items

1. Call to order, determine that a quorum is present and confirm that the meeting notice has been published. (Eichelberger)
2. Recognition of guests. (Eichelberger)
3. Additions to the agenda and agenda overview. (Rogers)
4. Approval of the minutes of the October 21, 2020 regular board meeting (Eichelberger)
5. Review of airport activity and financial reports for the month ending October 31, 2020. (Rogers and Swanson)
6. Administrative update on the Salina Airport Authority's 2021 property and liability insurance renewal. (Swanson)
7. Review and discussion of forecasted 2021 operating expenses. (Rogers & Swanson)
8. Consideration and approval of Addendum #1 to the Durham School Services, L.P. lease agreement. (Swanson)
9. Consideration of bids received for the purchase of ARFF, airfield maintenance and operations equipment. (Swanson and Windhorst)
10. Review and discussion of federal grant funding options for the M.J. Kennedy Air Terminal expansion project. (Rogers and Swanson)
11. Former Schilling AFB environmental project update. (Rogers and Bengtson)

Directors' Forum (Eichelberger)

Visitor's Questions and Comments (Eichelberger)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Eichelberger)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
OCTOBER 21, 2020
HANGAR 600 FIRST FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Eichelberger, Directors Buer, Gunn, Vancil, and Weisel were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst and Attorney Greg Bengtson. Steve Benson, Coffman and Associates; Aaron Mauer and Julie Yager-Zucker, Avflight Salina; Melissa Hodges, Salina City Commissioner and Michael Bunn, T-hangar tenant were guest.

Additions to the Agenda

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

Minutes

Chairman Eichelberger asked if the board members had additions or corrections to the minutes of the September 16, 2020 regular board meeting. Director Gunn moved, seconded by Director Vancil, to approve the minutes of the September 16, 2020 board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported that the Salina Air Traffic Control Tower (ATCT) recorded 7,550 operations during September 2020, which was a 5% increase compared to the same period last year. A total of 42,569 operations have occurred year-to-date which is 27% less than the September 2019 year-to-date total of 58,654. K-State professional pilot flight training has returned to pre-COVID levels. September fuel flowage came in at 128,710 gallons which was a 20% decrease compared to September 2019 total of 161,888 gallons. A total of 1,801,166 gallons have been delivered on the airport during 2020 which is a 3% decrease from the 2019 total of 1,859,571. SkyWest reported 1,093 total passengers (552 enplaned and 541 deplaned) during the month of September. For year-to-date a total of 6,023 passengers have boarded United/SkyWest flights at SLN which is a 58% decrease compared to the same period last year.

Director of Administration and Finance, Shelli Swanson reported on the financials for the month of September 2020. Total operating income arrived at 9% over budget projections. Administrative expenses ended up 4% under budget at the end of September while maintenance expenses arrived 6% under bringing total operating costs under budget 5% or \$93,868. Net income before depreciation reached \$322,342 at the end of September. Swanson noted the \$-2,305,610 reported in Gain/Loss on the sale of assets reflects the transfer of the 31.439 acres of Authority land to SFC Global Supply Chain, Inc. for the 400,000 sq. ft. Schwan's Food Company plant expansion at the Salina Airport Industrial Center. This transaction included the transfer of 8.15 acres of Authority land, the acquisition and transfer of the Pratt Properties, Inc. land and building (17.478 acres) and the acquisition and disposition of the former K-State

gymnasium, all adjacent to the existing plant and necessary for the Schwan's expansion. Swanson reviewed detailed expenditures from the 2020-1 Temporary Note project fund account from September 1 – October 15. Chairman Eichelberger directed staff to file the financials for audit.

10-Year Trend Analysis (January – August)

Director of Administration and Finance Swanson reviewed the third quarter 10-year trend analysis report (January – September) 2011 – 2020. Swanson reported a 10-year high in 2020 operating revenue. SAA staff is working with Moody's Investors Service analyst to review the Airport Authority's financial performance through Q3 2020.

2021 Operating Revenue Projections

Executive Director Rogers distributed and reviewed projected operating revenue for CY 2021. The forecast includes scheduled FOL events and CPI adjustments. A total of eleven FOL events are scheduled at SLN for 2021. Swanson reported on a modest increase for hangar and building rental. The target gross operating revenue for 2021 is \$2,499,415. Forecasted operating expenses will be presented to the board at the November board meeting.

Stryten Lease Agreement

Director of Administration and Finance Swanson presented the lease agreement with Stryten Salina, LLC for 56,961 square feet of warehouse space (Units B and C) in Building B655. Atlas Holdings acquired the Exide Technologies Salina plant, and the proposed agreement puts the warehouse space formerly leased by Exide into a lease agreement with Stryten. This past August, Atlas Holdings established Stryten Manufacturing to operate former Exide Technologies' plants, including Salina. The proposed lease terms are as follows:

Lease term:	Three (3) years effective October 1, 2020
Basic rental:	\$9,970 per month
	\$119,640 per year
	\$2.10 per SF per year

Director Weisel moved to approve the proposed B655 lease agreement with Stryten Salina LLC, seconded by Director Gunn. Motion passed unanimously.

ARFF, Operations and Airfield Maintenance Equipment

Executive Director Rogers reviewed equipment needs for Airport Authority ARFF (Aircraft Rescue and Fire Fighting), airfield operations and maintenance obligations per Federal Aviation Regulation (FAR) Part 139 that governs airport operations and safety requirements. Equipment will be purchased in two groups and will be funded by CARES Act grant funds. The **Group 1** bids totaled \$208,383. Below is a summary of the low bids received. Each low bid met Airport Authority specifications.

Item	Supplier	Bid
(1) Skid loader with seven (7) attachments	Bobcat	\$76,774
(1) Skid loader pavement markings remover	Keystone Flatliner	\$46,800
(2) Zero-turn mowers	Hometown Outdoor Power	\$31,898
(1) ARFF testing equipment	No Foam System	\$38,686
(1) 200 lb. skid mount, dry chem extinguisher	Air & Fire Systems	\$4,040
(1) 200-gallon skid mount, water tank/pump	Kimtek Corporation	\$10,185

Rogers recommended approval of the purchase of Group 1 ARFF, Operations, safety, and airfield maintenance equipment at a cost not to exceed \$208,383. Director Gunn moved, seconded by Director Vancil. Motion passed unanimously.

Terminal Area Master Plan Report

Executive Director Rogers introduced Steve Benson, Coffman and Associates. Benson presented the final draft of the terminal building requirements study to the board. The full document is available online at <https://www.salinaairport.com/media/36478/sln-master-plan-draft-final-100520.pdf>. FAA accepted the report's passenger forecast on December 20, 2019 and recently requested adding **Appendix C, Impact of COVID-19 on Air Passenger Demand**. Benson commented on facility requirements, parking development, funding eligibilities and cost summary. The report is a step in the process of establishing SLN terminal building requirements, updating the SLN Airport Master Plan and making sure that SLN terminal building improvements are eligible for FAA grant funding. The report's findings will be used to update SLN's Airport Capital Improvement Program (ACIP) that is maintained by the FAA and sets priorities for Airport Improvement Program (AIP) grant funding.

Runway 17/35 Rehabilitation and Funding Options

Rogers reviewed Runway 17/35 rehabilitation priorities and scope of work. The near-term objective is to prepare a preliminary engineer's design report that will be used to maximize FAA AIP grant funding for the Runway 17/35 rehabilitation project. To maintain the runway's current 12,300 length will require maximum FAA AIP grant funding, KDOT grant funding and Salina Airport Authority funding.

Former Schilling Air Force Base Site Environmental Project Management Agreement

Rogers commented on the final draft of the proposed Former Schilling Air Force Base Site Environmental Project Management Agreement. The agreement replaces the December 2012 Interlocal Agreement with the City of Salina, K-State and USD-305 that provided for the management of the RI/FS/CAD phase the Schilling Project. The new agreement provides for the financing, administering, and completing the Response Action (RA) according to a KDHE Consent and Final Order (CAFO) relating to the Former Schilling Force Base. The CEOs of the City, Airport Authority, K-State Polytechnic and USD-305 will continue to provide Schilling Project administrative oversight. Environmental engineering and consulting services will continue to be provided by Dragun Corporation. The proposed 2020 Management Agreement will provide for the preparation of the Schilling Remedial Design (RD) and completion the project's Remedial Action (RA) on time and under budget. Director Vancil moved to approve the **Former Schilling Air Force Base Site Environmental Project Management Agreement**, seconded by Director Weisel. Motion passed unanimously.

Staff Reports

Rogers commented on appointing a new board member to the Salina Community Economic Development Organization (SCEDO) board. Director Eichelberger recommended Jim Maes as a candidate to be contacted. SAA staff will prepare a ranking form and will distribute to the board with candidate resumes.

Upon a motion duly made, the meeting adjourned at 9:56 AM.

Minutes approved at the November 18, 2020 Board Meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2020

AIR TRAFFIC/ATCT

October , 2020	8,532 Operations 864 Instrument Operations 571 Peak Day
October , 2019	7,240 Operations 795 Instrument Operations 498 Peak Day
January 2020 - October 2020	51,101 Operations
January 2019 - October 2019	65,894 Operations
January 2018 - October 2018	59,885 Operations

FUEL FLOWAGE

October , 2020	208,081 Gallons
October , 2019	223,382 Gallons
January 2020 - October 2020	2,009,247 Gallons
January 2019 - October 2019	2,082,953 Gallons
January 2018 - October 2018	2,190,257 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
12,508	195,573	36,318	192
9,637	213,745	100,742	0
76,240	1,933,007	810,142	2,635
88,564	1,994,389	985,207	4,426
75,499	2,114,758	1,071,699	7,011

SkyWest Airlines

ENPLANEMENTS

DEPLANEMENTS

TOTAL

October , 2020	624 Passengers	586 Passengers	1,210
October , 2019	1,743 Passengers	1723 Passengers	3,466
January 2020 - October 2020	6,647 Passengers		
January 2019 - October 2019	16,133 Passengers		
January 2018 - October 2018	11,364 Passengers		

ENPLANEMENTS - Charter Flights

October , 2020	0 Passengers
October , 2019	215 Passengers
January 2020 - October 2020	5,288 Passengers
January 2019 - October 2019	1,479 Passengers
January 2018 - October 2018	5,557 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

October , 2020	624 Passengers
October , 2019	1,958 Passengers
January 2020 - October 2020	11,935 Passengers
January 2019 - October 2019	17,612 Passengers
January 2018 - October 2018	16,921 Passengers

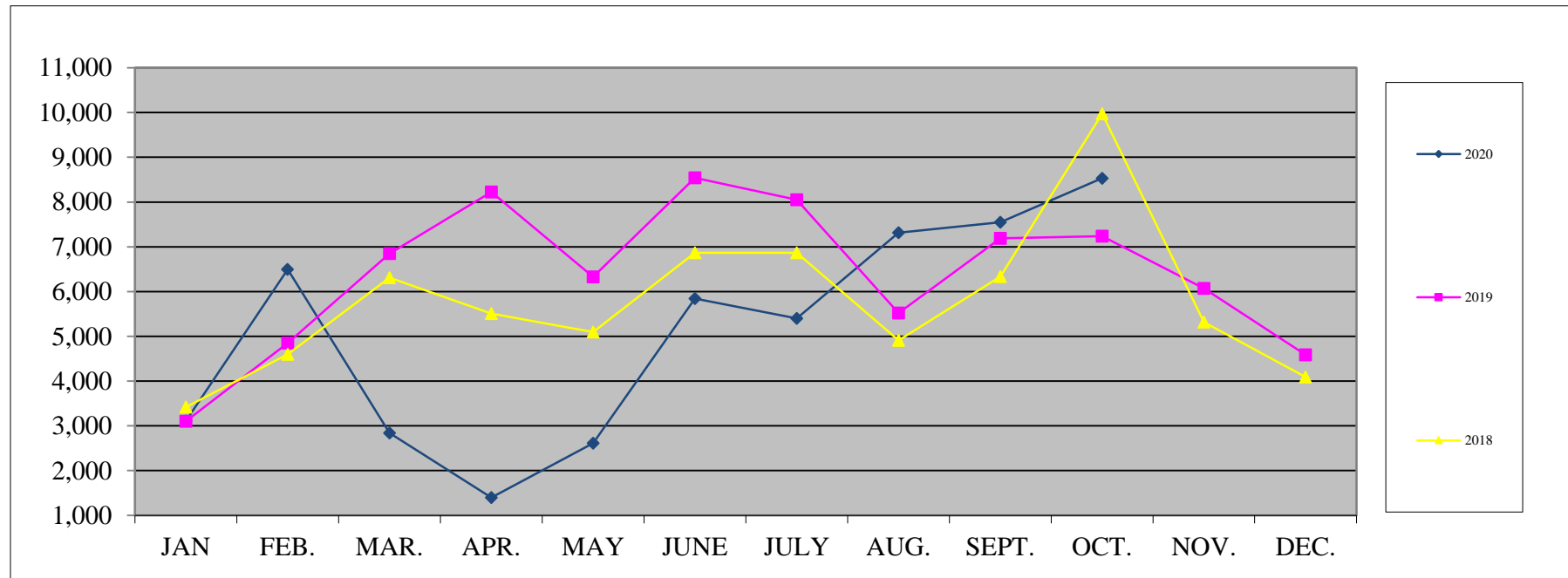
AIRPORT TRAFFIC RECORD

2019 - 2020

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2020									
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	121	642	531	183	1,477	1,140	224	1,364	2,841
April, 20	131	52	410	139	732	378	288	666	1,398
May, 20	78	436	534	270	1,318	868	428	1,296	2,614
June, 20	72	1,675	751	294	2,792	2,782	272	3,054	5,846
July, 20	112	1,589	751	331	2,783	2,458	158	2,616	5,399
August, 20	153	2,047	794	1,232	4,226	2,830	262	3,092	7,318
September, 20	112	2,539	641	313	3,605	3,635	310	3,945	7,550
October, 20	133	2,304	686	419	3,542	4,574	416	4,990	8,532
November, 20									
December, 20									
Totals January - October	1,171	14,054	6,180	3,655	25,060	23,053	2,988	26,041	51,101
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	126	1,934	833	181	3,074	3,994	172	4,166	7,240
November, 19									
December, 19									
Totals January - October	1,100	17,296	9,436	2,657	30,489	32,637	2,768	35,405	65,894
Difference	71	-3,242	-3,256	998	-5,429	-9,584	220	-9,364	-14,793
YTD % Change	6%	-19%	-35%	38%	-18%	-29%	8%	-26%	-22%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

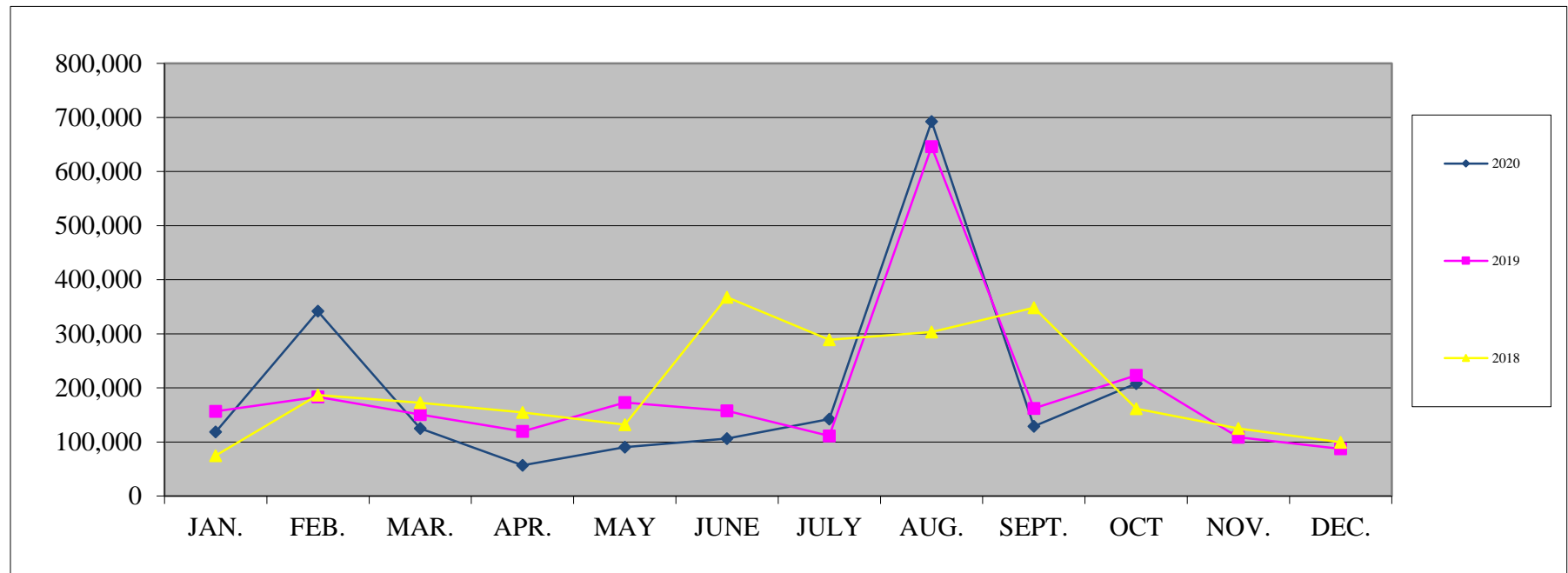
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532			51,101
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
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



FUEL FLOWAGE

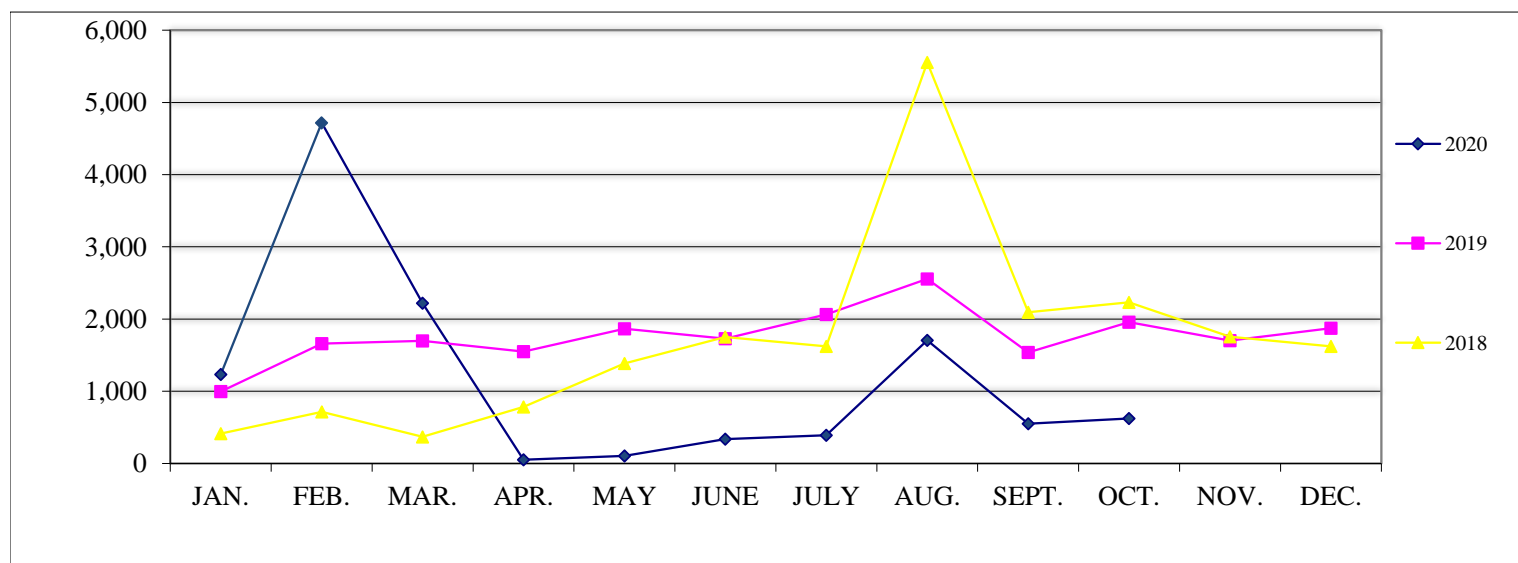
Gallons of Fuel Sold at SLN

	<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>
2020	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081			2,009,247
2019	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
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



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>TOTAL</u>
2020	1,232	4,716	2,219	52	105	338	392	1,705	552	624			11,935
2019	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
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	20,299
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	13,959
2016	36	0	0	0	0	104	372	910	637	558	574	692	3,883
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	10,389
2014	145	109	140	135	175	403	282	223	178	431	157	178	2,556
2013	166	191	205	214	243	218	202	205	161	178	212	243	2,438
2012	237	249	247	216	287	213	174	198	151	187	229	335	2,723
2011	146	156	205	181	254	258	261	234	225	287	264	234	2,705
2010	81	97	139	116	668	166	162	154	178	436	234	510	2,941



****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 October 31, 2020

11/11/2020

	Oct 31, 20	Sep 30, 20	\$ Change	Oct 31, 19	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	273,750	230,600	43,150	607,097	-333,347	-55%
Cash in bank-Operating Funds	1,333,057	1,104,125	228,932	243,474	1,089,583	448%
Cash in Bank - Mill Levy	407,686	519,500	-111,814	269,130	138,556	51%
LPA - B824 Project Fund	159,260	329,408	-170,148	0	159,260	100%
Total Checking/Savings	2,173,753	2,183,633	-9,880	1,119,701	1,054,052	94%
Accounts Receivable						
Accounts Receivable	176,442	336,003	-159,561	122,092	54,350	45%
Total Accounts Receivable	176,442	336,003	-159,561	122,092	54,350	45%
Other Current Assets						
Mill Levy receivable	30,601	74,942	-44,341	27,144	3,457	13%
Other current assets	140,198	142,962	-2,764	135,773	4,425	3%
Undeposited Funds	17,163	45,096	-27,933	2,680	14,483	540%
Total Other Current Assets	187,962	263,000	-75,038	165,597	22,365	14%
Total Current Assets	2,538,157	2,782,636	-244,479	1,407,390	1,130,767	80%
Fixed Assets						
Fixed assets at cost	92,470,080	92,279,833	190,247	90,909,845	1,560,235	2%
Less accumulated depreciation	-49,754,899	-49,522,213	-232,686	-46,822,684	-2,932,215	-6%
Total Fixed Assets	42,715,181	42,757,620	-42,439	44,087,161	-1,371,980	-3%
Other Assets						
Deferred Outflow of Resources	1,276,204	1,276,204	0	1,381,850	-105,646	-8%
Total Other Assets	1,276,204	1,276,204	0	1,381,850	-105,646	-8%
TOTAL ASSETS	46,529,542	46,816,460	-286,918	46,876,401	-346,859	-1%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	133,093	337,985	-204,892	878,299	-745,206	-85%
Total Accounts Payable	133,093	337,985	-204,892	878,299	-745,206	-85%
Total Credit Cards	0	3,461	-3,461	1,122	-1,122	-100%
Other Current Liabilities						
Accrued debt interest payable	95,134	42,123	53,011	49,651	45,483	92%
Debt, current portion	1,427,350	1,427,350	0	1,969,153	-541,803	-28%
Deferred Mill Levy revenue	444,585	666,877	-222,292	399,601	44,984	11%
Other current liabilities	280,493	250,867	29,626	242,707	37,786	16%
Total Other Current Liabilities	2,247,562	2,387,217	-139,655	2,661,112	-413,550	-16%
Total Current Liabilities	2,380,655	2,728,663	-348,008	3,540,533	-1,159,878	-33%
Long Term Liabilities						
Debt - Long Term	23,547,102	23,547,102	0	22,415,212	1,131,890	5%
Deferred Inflows of Resources	41,412	41,412	0	68,366	-26,954	-39%
Less current portion	-1,427,350	-1,427,350	0	-1,969,153	541,803	28%
Net OPEB Liability (KPERS)	13,338	13,338	0	11,126	2,212	20%
Net Pension Liability	632,856	632,856	0	605,630	27,226	4%
Security Deposits Returnable	85,419	75,449	9,970	57,653	27,766	48%
Total Long Term Liabilities	22,892,777	22,882,807	9,970	21,188,834	1,703,943	8%
Total Liabilities	25,273,432	25,611,470	-338,038	24,729,367	544,065	2%
Equity						
Invested in Capital Assets net	19,186,948	19,186,948	0	21,689,915	-2,502,967	-12%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	3,225,837	3,225,837	0	319,217	2,906,620	911%
Net Income	-1,246,677	-1,297,795	51,118	47,903	-1,294,580	-2,703%
Total Equity	21,256,108	21,204,990	51,118	22,147,035	-890,927	-4%
TOTAL LIABILITIES & EQUITY	46,529,540	46,816,460	-286,920	46,876,402	-346,862	-1%

Salina Airport Authority
Profit & Loss Budget Performance
October 2020

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11/11/2020
Accrual Basis

	Oct 20	Jan - Oct 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	17,573	166,709	168,333	-1,624	99%	202,000
Hangar rent	47,138	543,950	537,500	6,450	101%	645,000
Landing fees	8,149	45,595	21,250	24,345	215%	25,500
Ramp rent	4,910	50,200	41,875	8,325	120%	50,250
Total Airfield revenue	5 77,770	806,454	768,958	37,496	105%	922,750
Building and land rent						
Agri land rent	0	65,759	46,667	19,092	141%	56,000
Building rents - Long Term						
Short-term leasing	23,482	275,623	253,500	22,123	109%	304,200
Building rents - Long Term - Other	81,425	732,417	663,167	69,250	110%	795,800
Total Building rents - Long Term	104,907	1,008,040	916,667	91,373	110%	1,100,000
Land rent						
Basic Land Rent	14,153	110,534	88,911	21,623	124%	106,693
Property tax - tenant share	10,325	103,249	103,250	-1	100%	123,900
Total Land rent	24,478	213,783	192,161	21,622	111%	230,593
Tank rent	1,167	11,640	9,975	1,665	117%	11,970
Total Building and land rent	130,552	1,299,222	1,165,470	133,752	111%	1,398,563
Other revenue						
Airport Marketing	0	60,420	58,333	2,087	104%	70,000
Commissions	0	11,957	29,250	-17,293	41%	35,100
Other income	6,532	82,697	54,167	28,530	153%	65,000
Total Other revenue	6,532	155,074	141,750	13,324	109%	170,100
Total Income	214,854	2,260,750	2,076,178	184,572	109%	2,491,413
Gross Income	6 214,854	2,260,750	2,076,178	184,572	109%	2,491,413
Expense						
Administrative expenses						
A/E, consultants, brokers	0	3,500	17,917	-14,417	20%	21,500
Airport promotion	6,138	153,861	112,500	41,361	137%	135,000
Bad Debt Expense	0	264	8,333	-8,069	3%	10,000
Computer/Network Admin.	2,898	34,291	16,667	17,624	206%	20,000
Dues and subscriptions	1,473	20,973	20,000	973	105%	24,000
Employee retirement	7,926	59,118	70,417	-11,299	84%	84,500
FICA and medicare tax expense	6,535	48,355	54,323	-5,968	89%	65,188
Industrial development	7,000	28,000	35,833	-7,833	78%	43,000
Insurance , property	14,948	144,747	149,479	-4,732	97%	179,375
Insurance, medical	14,859	139,936	190,313	-50,377	74%	228,375
Kansas unemployment tax	0	537	833	-296	64%	1,000
Legal and accounting	701	30,245	29,167	1,078	104%	35,000
Office salaries	54,590	421,661	422,583	-922	100%	507,099
Office Supplies	446	5,127	5,000	127	103%	6,000
Other administrative expense	1,149	11,928	9,063	2,865	132%	10,875
Postage	0	1,505	2,083	-578	72%	2,500
Property tax expense	13,823	138,232	138,232	0	100%	165,878
Special Events	0	0	833	-833	0%	1,000
Telephone	1,950	12,527	15,417	-2,890	81%	18,500
Training	0	4,405	4,167	238	106%	5,000
Travel and meetings	213	7,925	10,000	-2,075	79%	12,000
Total Administrative expenses	7 134,649	1,267,137	1,313,160	-46,023	96%	1,575,790

	<u>Oct 20</u>	<u>Jan - Oct 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	0	72,560	25,833	46,727	281%	31,000
Airport Security	198	670	3,333	-2,663	20%	4,000
Building maintenance	2,773	72,104	41,667	30,437	173%	50,000
Equipment fuel and repairs	8,791	60,492	75,417	-14,925	80%	90,500
Fire Services	15,900	21,936	15,417	6,519	142%	18,500
Grounds maintenance	3,347	10,915	3,750	7,165	291%	4,500
Maintenance salaries	31,962	236,876	317,527	-80,651	75%	381,032
Other maintenance expenses	2,139	20,406	13,333	7,073	153%	16,000
Snow removal expense	0	2,413	16,667	-14,254	14%	20,000
Utilities	13,553	175,492	191,667	-16,175	92%	230,000
Total Maintenance expenses	<u>78,663</u>	<u>673,864</u>	<u>704,611</u>	<u>-30,747</u>	<u>96%</u>	<u>845,532</u>
Total Expense	<u>213,312</u>	<u>1,941,001</u>	<u>2,017,771</u>	<u>-76,770</u>	<u>96%</u>	<u>2,421,322</u>
Net Ordinary Income	1,542	319,749	58,407	261,342	547%	70,091
Other Income/Expense						
Other Income						
Capital contributed	111,671	1,413,914	2,873,737	-1,459,823	49%	3,448,484
Gain on sale of assets	0	-2,305,610	1	-2,305,611	-230,561,000%	1
Interest income						
Interest income on deposits	<u>27</u>	<u>1,643</u>	<u>1,500</u>	<u>143</u>	<u>110%</u>	<u>1,800</u>
Total Interest income	<u>27</u>	<u>1,643</u>	<u>1,500</u>	<u>143</u>	<u>110%</u>	<u>1,800</u>
Mill levy income	<u>223,577</u>	<u>2,225,497</u>	<u>2,222,923</u>	<u>2,574</u>	<u>100%</u>	<u>2,667,508</u>
Total Other Income	<u>335,275</u>	<u>1,335,444</u>	<u>5,098,161</u>	<u>-3,762,717</u>	<u>26%</u>	<u>6,117,793</u>
Other Expense						
Debt interest expense net						
Bond issue cost	0	44,885	33,333	11,552	135%	40,000
Interest Expense on Debt	<u>53,012</u>	<u>530,118</u>	<u>530,118</u>	<u>0</u>	<u>100%</u>	<u>636,142</u>
Total Debt interest expense net	<u>53,012</u>	<u>575,003</u>	<u>563,451</u>	<u>11,552</u>	<u>102%</u>	<u>676,142</u>
Depreciation expense	<u>232,686</u>	<u>2,326,865</u>	<u>2,326,865</u>	<u>0</u>	<u>100%</u>	<u>2,792,237</u>
Total Other Expense	<u>285,698</u>	<u>2,901,868</u>	<u>2,890,316</u>	<u>11,552</u>	<u>100%</u>	<u>3,468,379</u>
Net Other Income	<u>49,577</u>	<u>-1,566,424</u>	<u>2,207,845</u>	<u>-3,774,269</u>	<u>-71%</u>	<u>2,649,414</u>
Net Income	<u><u>51,119</u></u>	<u><u>-1,246,675</u></u>	<u><u>2,266,252</u></u>	<u><u>-3,512,927</u></u>	<u><u>-55%</u></u>	<u><u>2,719,505</u></u>

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

8:30 PM
11/11/2020
Accrual Basis

	Jan - Oct 20	Jan - Oct 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	166,708.97	167,506.36	-797.39	-0.48%
Hangar rent	543,949.65	582,665.84	-38,716.19	-6.65%
Landing fees	45,594.95	30,888.19	14,706.76	47.61%
Ramp rent	50,200.00	44,565.00	5,635.00	12.64%
Total Airfield revenue	806,453.57	825,625.39	-19,171.82	-2.32%
Building and land rent				
Agri land rent	65,758.55	72,769.81	-7,011.26	-9.64%
Building rents - Long Term				
Short-term leasing	275,622.82	270,290.00	5,332.82	1.97%
Building rents - Long Term - Other	732,417.43	591,511.88	140,905.55	23.82%
Total Building rents - Long Term	1,008,040.25	861,801.88	146,238.37	16.97%
Land rent				
Basic Land Rent	109,934.29	91,115.67	18,818.62	20.65%
Property tax - tenant share	103,249.20	103,249.20	0.00	0.0%
Land rent - Other	600.00	0.00	600.00	100.0%
Total Land rent	213,783.49	194,364.87	19,418.62	9.99%
Tank rent	11,640.00	11,313.00	327.00	2.89%
Total Building and land rent	1,299,222.29	1,140,249.56	158,972.73	13.94%
Other revenue				
Airport Marketing	60,419.58	52,265.03	8,154.55	15.6%
Commissions	11,956.62	30,004.95	-18,048.33	-60.15%
Other income	82,696.58	49,280.12	33,416.46	67.81%
Total Other revenue	155,072.78	131,550.10	23,522.68	17.88%
Total Income	2,260,748.64	2,097,425.05	163,323.59	7.79%
Gross Income	2,260,748.64	2,097,425.05	163,323.59	7.79%
Expense				
Administrative expenses				
A/E, consultants, brokers	3,500.00	27,774.00	-24,274.00	-87.4%
Airport promotion				
Bad Debt Expense	264.32	1,208.95	-944.63	-78.14%
Computer/Network Admin.	34,291.40	18,127.39	16,164.01	89.17%
Dues and subscriptions	20,973.17	20,191.57	781.60	3.87%
Employee retirement	59,118.05	63,111.42	-3,993.37	-6.33%
FICA and medicare tax expense	48,354.73	48,167.91	186.82	0.39%
Industrial development	28,000.00	31,071.43	-3,071.43	-9.89%
Insurance , property	144,747.02	144,946.03	-199.01	-0.14%
Insurance, medical	139,936.08	159,265.29	-19,329.21	-12.14%
Kansas unemployment tax	537.40	569.77	-32.37	-5.68%
Legal and accounting	30,245.40	44,029.20	-13,783.80	-31.31%
Office salaries	421,660.67	397,394.83	24,265.84	6.11%
Office Supplies	5,126.95	7,327.14	-2,200.19	-30.03%
Other administrative expense				
Merchant Processing Fees	7,981.73	3,046.94	4,934.79	161.96%
Other administrative expense - Other	3,946.67	6,079.47	-2,132.80	-35.08%
Total Other administrative expense	11,928.40	9,126.41	2,801.99	30.7%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,505.21	1,601.52	-96.31	-6.01%
Property tax expense	138,231.70	135,520.80	2,710.90	2.0%
Special Events	0.00	1,669.04	-1,669.04	-100.0%
Telephone	12,527.14	15,720.03	-3,192.89	-20.31%
Training	4,405.22	2,235.00	2,170.22	97.1%
Travel and meetings	7,925.48	8,905.12	-979.64	-11.0%
Total Administrative expenses	1,267,139.10	1,256,458.75	10,680.35	0.85%

	Jan - Oct 20	Jan - Oct 19	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	72,560.29	26,021.12	46,539.17	178.85%
Airport Security	669.57	2,149.76	-1,480.19	-68.85%
Building maintenance	72,103.66	67,430.23	4,673.43	6.93%
Equipment fuel and repairs	60,491.62	72,177.32	-11,685.70	-16.19%
Fire Services	21,936.07	16,107.96	5,828.11	36.18%
Grounds maintenance	10,914.64	6,378.82	4,535.82	71.11%
Maintenance salaries	236,875.57	264,586.46	-27,710.89	-10.47%
Other maintenance expenses	20,406.28	10,509.21	9,897.07	94.18%
Snow removal expense	2,413.14	20,443.71	-18,030.57	-88.2%
Utilities	175,491.83	212,602.15	-37,110.32	-17.46%
Total Maintenance expenses	673,862.67	698,406.74	-24,544.07	-3.51%
Total Expense	1,941,001.77	1,954,865.49	-13,863.72	-0.71%
Net Ordinary Income	319,746.87	142,559.56	177,187.31	124.29%
Other Income/Expense				
Other Income				
Capital contributed				
CARES Grant 3-20-0072-041-2020	1,076,543.94	0.00	1,076,543.94	100.0%
Capital contributed - Other	337,370.00	771,729.00	-434,359.00	-56.28%
Total Capital contributed	1,413,913.94	771,729.00	642,184.94	83.21%
Gain on sale of assets	-2,305,609.94	21,262.93	-2,326,872.87	-10,943.33%
Interest income				
Interest income on deposits	1,643.35	16,974.65	-15,331.30	-90.32%
Total Interest income	1,643.35	16,974.65	-15,331.30	-90.32%
Mill levy income	2,225,496.61	1,999,007.18	226,489.43	11.33%
Total Other Income	1,335,443.96	2,808,973.76	-1,473,529.80	-52.46%
Other Expense				
Debt interest expense net				
Bond issue cost	44,885.30	73,184.50	-28,299.20	-38.67%
Interest Expense on Debt	530,118.00	537,145.80	-7,027.80	-1.31%
Total Debt interest expense net	575,003.30	610,330.30	-35,327.00	-5.79%
Depreciation expense	2,326,864.50	2,293,300.00	33,564.50	1.46%
Total Other Expense	2,901,867.80	2,903,630.30	-1,762.50	-0.06%
Net Other Income	-1,566,423.84	-94,656.54	-1,471,767.30	-1,554.85%
Net Income	-1,246,676.97	47,903.02	-1,294,579.99	-2,702.5%

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

8:29 AM
11/12/2020
Accrual Basis

	Oct 20	Jan - Oct 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-40 Terminal Master Plan	8,102	94,994	10,000	84,994	950%
AIP-42 Rwy 17/35 Rehab		178,233	200,000	-21,767	89%
Airfield Improvements		38,725	20,000	18,725	194%
Rwy 17/35 Improvements		227,316	250,000	-22,684	91%
Total Airfield	8,102	539,268	480,000	59,268	112%
Buildings & Improvements					
Building improvements					
Bldg. 824 Imps.	62,987	318,165	460,000	-141,835	69%
Bldg. Imps. Other	67,997	127,087	20,000	107,087	635%
Hangar 504 Improvements		19,235	25,000	-5,765	77%
Hangar 959 Rehabilitation	21,753	34,714	200,000	-165,286	17%
Total Building improvements	152,737	499,201	705,000	-205,799	71%
Total Buildings & Improvements	152,737	499,201	705,000	-205,799	71%
Equipment					
Computer equipment		7,974	7,500	474	106%
Other Equipment		20,517	16,000	4,517	128%
Shop equipment	25,897	25,897	250,000	-224,103	10%
Vehicles		24,850	200,000	-175,150	12%
Total Equipment	25,897	79,238	473,500	-394,262	17%
Land					
Environmental					
Environmental - SAFB	3,511	142,670	75,000	67,670	190%
Total Environmental	3,511	142,670	75,000	67,670	190%
Schwans Expansion Real Estate	0	0	1	-1	0%
Total Land	3,511	142,670	75,001	67,669	190%
Total Fixed assets at cost	190,247	1,260,377	1,733,501	-473,124	73%
Total Fixed Assets	190,247	1,260,377	1,733,501	-473,124	73%

Salina Airport Authority

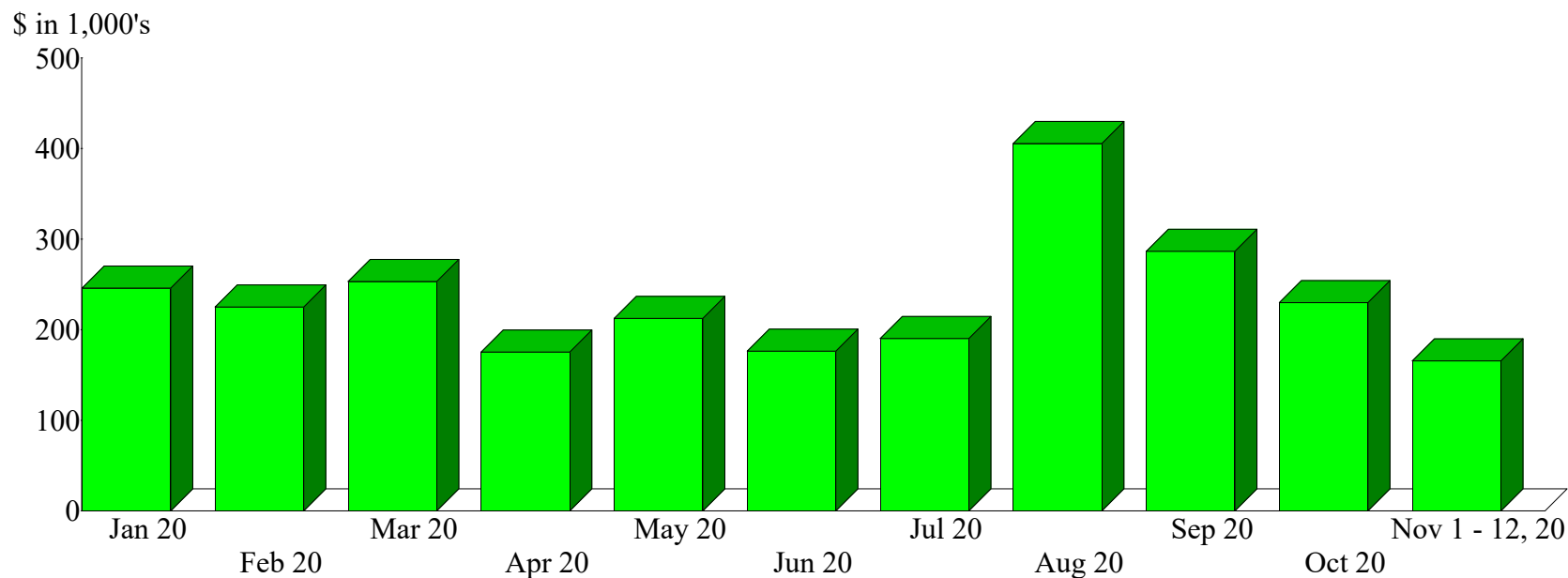
Significant Capital Expenditures Detail

October 2020

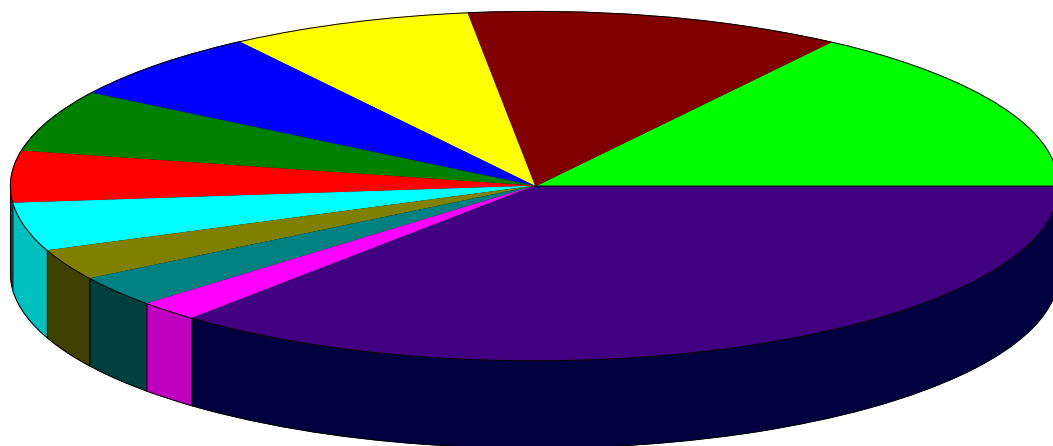
Type	Date	Name	Memo	Amount	Balance	
Fixed assets at cost						
Airfield						
AIP-40 Terminal Master Plan						
Bill	10/31/2020	Coffman Associates, Inc.	Terminal Master Plan Update - October 2020	8,102.00	8,102.00	
Total AIP-40 Terminal Master Plan				8,102.00	8,102.00	
Total Airfield				8,102.00	8,102.00	
Buildings & Improvements						
Building improvements						
Bldg. 824 Imps.						
Bill	10/02/2020	Luke Kush's Painting, Inc.	B824 - Interior and Exterior Painting	54,000.00	54,000.00	
Bill	10/26/2020	Superior Plumbing and Heating, I...	B824 Imps - Plumbing, HVAC and pex water lines	8,987.00	62,987.00	
Total Bldg. 824 Imps.				62,987.00	62,987.00	
Bldg. Imps. Other						
Bill	10/05/2020	Ryan Roofing, Inc.	Hangar 606 - Duro-last roofing system (10,461 SF)	67,996.50	67,996.50	
Total Bldg. Imps. Other				67,996.50	67,996.50	
Hangar 959 Rehabilitation						
Bill	10/21/2020	1 Vision Aviation, PLLC (V)	Hangar H959 - Remove Boiler Room and equipment rental	20,859.10	20,859.10	
Bill	10/29/2020	Salina Steel Supply, Inc.	H959 Boiler Room Pits	379.53	21,238.63	
Bill	10/29/2020	Builders Choice Concrete Compa...	H959 Boiler Room Pits	514.00	21,752.63	
Total Hangar 959 Rehabilitation				21,752.63	21,752.63	
Total Building improvements				152,736.13	152,736.13	
Total Buildings & Improvements				152,736.13	152,736.13	
Equipment						
Shop equipment						
Bill	10/30/2020	Hometown Outdoor Power	(2) Grasshoper zero-turn mowers	25,897.44	25,897.44	
Total Shop equipment				25,897.44	25,897.44	
Total Equipment				25,897.44	25,897.44	
Land						
Environmental						
Environmental - SAFB						
Bill	10/30/2020	Clark, Mize & Linville	Professional Services through 10/31/2020	2,898.45	2,898.45	
Bill	10/31/2020	Stinson Leonard Street, LLP		612.50	3,510.95	
Total Environmental - SAFB				3,510.95	3,510.95	
Total Environmental				3,510.95	3,510.95	
Total Land				3,510.95	3,510.95	
Total Fixed assets at cost				190,246.52	190,246.52	
TOTAL				190,246.52	190,246.52	

Sales by Month
January 1 through November 12, 2020

Dollar Sales



Sales Summary
January 1 through November 12, 2020

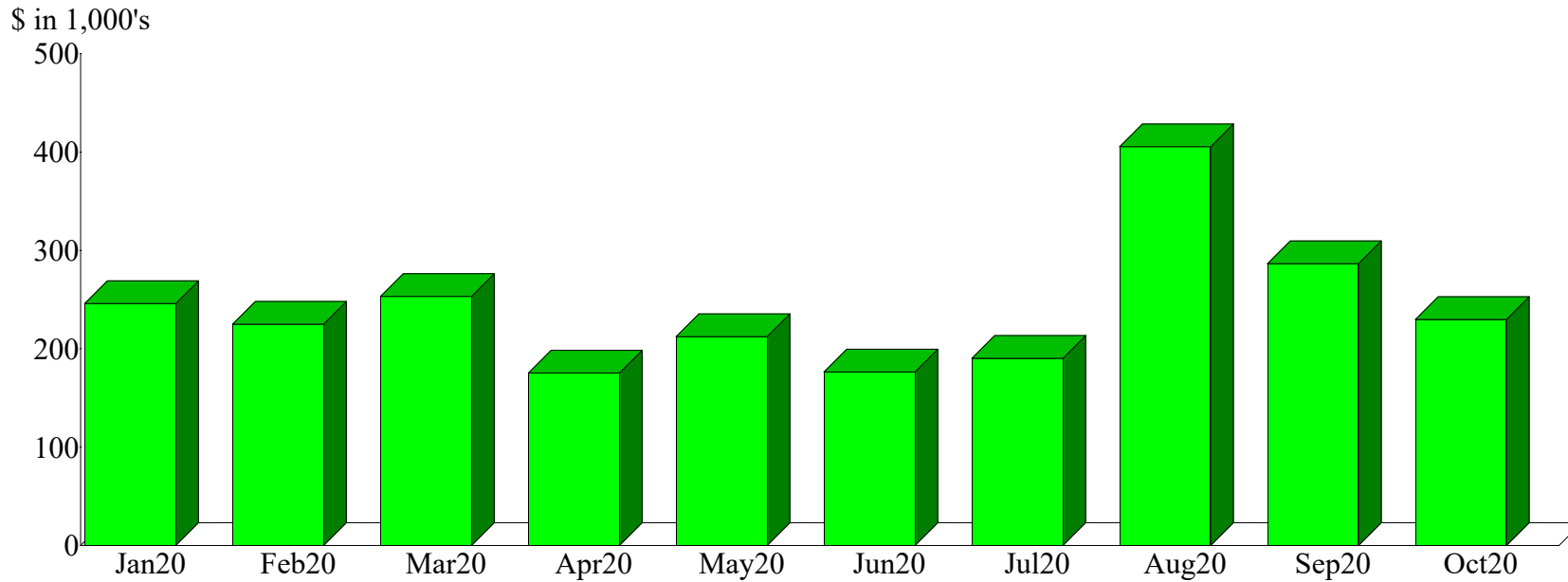


Kansas Erosion Products, LLC.	15.53%
Avflight Salina	11.71
1 Vision Aviation, PLLC	7.60
Exide	6.61
USSOCOM (Jaded Thunder)	5.74
SFC Global Supply Chain	4.84
Universal Forest Products (UFP)	4.50
Kansas State Polytechnic - Salina	3.02
Nellis AFB	2.94
Saline County	1.95
Other	35.57
Total	\$2,565,993.14

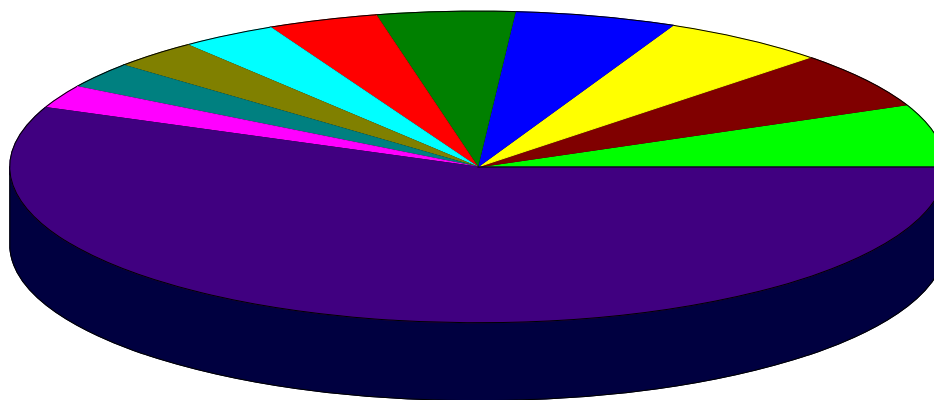
By Customer

Sales by Month
January through October 2020

Dollar Sales



Sales Summary
January through October 2020



FFF-Avflight Salina (Fuel Flowage Fee @	6.56%
H-00959-1 (Hangar Facility H959 - 2044 S	5.99
B-01021 (Building #1021 located at 3600	5.75
Utility Reimbursement (Utility Reimburse	5.60
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.78
B-00620-1 (Building #620 (30,000 SF) an	3.94
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.47
B-00626-1 (Manufacturing facility #626 (3.03
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.71
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.50
Other	55.66
Total	\$2,400,370.36

By Item

SALINA AIRPORT AUTHORITY

01/01/2021 - 01/01/2022



Renewal Premium Comparison	2020-2021	Expiring Rates at Renewal Exposures	2021-2022	% Change	\$ Difference	Optional Quotes
	Zurich		Zurich			
Property	\$122,649	\$122,630	\$141,402	15%	\$18,772	
Engineering Fee	\$2,500	\$5,000	\$6,000	20%	\$1,000	
Total Insured Values	\$74,116,286	\$75,585,737	\$75,585,737	2%		
Average Rate/ \$100	0.1689	0.1689	0.1950	15%		
AOP Deductible	\$50,000		\$100,000			
Wind/Hail Deductible (per location)			AOP			
	AOP \$150,000/ \$500,000 2044 Scanlan Ave		\$200,000/3% \$500,000/3% 2044 Scanlan Ave			
General Liability - Airport	Old Republic		Old Republic			
	\$3,162	\$3,162	\$3,700	17%	\$538	
Premises Liability each Occurrence	\$2,000,000		\$2,000,000			
Products and Completed Operation	\$2,000,000		\$2,000,000			
Automobile	Cincinnati**		Cincinnati**			
	\$36,602	\$36,602	\$36,750	0%	\$148	
Total Vehicles	20	21	21	5%		
Average Rate/ Auto	\$1,830	\$1,830	\$1,750	-4%		
Deductibles (Comp./Coll.)	\$1,000/\$1,000		\$1,000/\$1,000			
Contractors Equipment	Cincinnati**		Cincinnati**			
	\$5,994	\$5,994	\$5,994	0%	\$0	
Equipment Coverage Limit	\$1,615,851	\$1,615,851	\$1,585,851	-2%		
Average Rate/ \$100	\$0.37	\$0.37	\$0.38	2%		
Deductible	\$1,000		\$1,000			
No. of Days	60		60			
Workers' Compensation	Old Republic		Old Republic			
	\$14,722	\$13,663	\$14,612	7%	\$949	
Payroll	\$838,330	\$778,000	\$778,000	-7%		
Average Rate/ \$100	1.7561	1.7561	1.8781	7%		
Experience Mod.	1.41		1.39			
Crime	Hartford		Hartford			
	\$1,085	\$1,085	\$1,085	0%	\$0	
Limit	\$250,000		\$250,000			
Deductible	\$2,500		\$2,500			
Public Officials	ACE		ACE			
	\$5,391	\$5,391	\$5,899	9%	\$508	
Employee Count	15.0		15.0	0%		
Public Officials Management	\$2,000,000		\$2,000,000			
Employment Practices Limit	\$2,000,000		\$2,000,000			
Crisis Management	\$25,000		\$25,000			
Policy Aggregate Limit	\$2,000,000		\$2,000,000			
Underground Storage Tank	Great American		Great American			
	\$1,577	\$1,577	\$1,728	10%	\$151	
Limit of Insurance	\$1,000,000		\$1,000,000			
Limit of Defense	\$1,000,000		\$1,000,000			
Deductible	\$5,000		\$5,000			
Cyber	N/A		HDI Specialty			
	None	None	\$2,532	N/A	N/A	
Limit of Insurance			\$2,000,000			
Deductible			\$5,000			
Lockton Fee	\$18,500	\$18,500	\$19,000	3%	\$500	
Total	\$212,182	\$212,027	\$238,702	13%	\$26,676	

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

PREMIUM SUMMARY -

PROPERTY:	\$ 125,149	\$ 147,402
BUSINESS INCOME / EXTRA EXPENSE:	Included in Property	Included in Property
CONTRACTORS EQUIPMENT:	\$ 5,994	\$ 5,994
CRIME:	\$ 1,085	\$ 1,085
AVIATION & GENERAL LIABILITY:	\$ 3,162	\$ 3,700
HANGARKEEPERS LIABILITY:	Included	Included
EMPLOYEE BENEFIT LIABILITY:	Included	Included
PUBLIC OFFICIAL LIABILITY:	\$ 5,391	\$ 5,899
EMPLOYMENT PRACTICES LIABILITY:	Included	Included
AUTOMOBILE LIABILITY:	\$ 36,602	\$ 36,750
AUTOMOBILE PHYSICAL DAMAGE:	Included	Included
WORKERS' COMPENSATION :	\$ 14,722	\$ 14,612
UNDERGROUND STORAGE TANK:	\$ 1,577	\$ 1,728
CYBER LIABILITY	None	\$ 2,532
BROKER FEE:	\$ 18,500	\$ 19,000
TOTAL	\$ 212,182	\$ 238,702

PROPERTY

INSURER & BEST RATING:	Zurich A+: XV	Zurich A+: XV
LIMIT:	\$70,000,000	\$70,000,000
BLANKET:	Yes, Building and Contents	Yes, Building and Contents
RISK OF DIRECT PHYSICAL LOSS:	Yes	Yes
AGREED AMOUNT:	Yes	Yes
REPLACEMENT COST:	Yes	Yes
VACANCY CLAUSE:	NO VACANCY CLAUSE	NO VACANCY CLAUSE
POLLUTION CLEAN-UP CAUSED BY INSURED PERIL:	\$200,000	\$200,000
PROPERTY IN TRANSIT LIMIT:	\$500,000	\$500,000
INCL. BUILDING ORDINANCE & LAW:	Replacement of Undamaged--\$5,000,000 Demolition of Undamaged--Included Incr. Cost of Construction--Included	Replacement of Undamaged--\$5,000,000 Demolition of Undamaged--Included Incr. Cost of Construction--Included
INCL. UNINTENTIONAL E&O IN SCHEDULE:	Yes	Yes
INCL. PROPERTY IN THE OPEN:	Yes, within 1,000 feet of premises	Yes, within 1,000 feet of premises
INCL. EQUIPMENT BREAKDOWN:	Yes	Yes Policy limit
ACCOUNTS RECEIVABLE LIMIT:	\$1,000,000 Limit	1,000,000.00

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

VALUABLE PAPERS & RECORDS:	\$1,000,000 Limit	1,000,000.00
TREES, SHRUBS & PLANTS:	\$250,000	\$250,000
NEWLY ACQUIRED PROPERTY:	\$2,500,000 Building Limit Included--Personal Property 90 Days to Report	\$2,500,000 Building Limit Included--Personal Property 90 Days to Report
DATA PROCESSING:	\$500,000 Limit	\$500,000 Limit
TERRORISM:	Included	Included
DEDUCTIBLE:	\$50,000 AOP / \$250,000 Wind/Hail \$100,000 water/liquid	\$100,000 AOP/\$200,000/3% all locations except 2044 Scanlan Ave will be \$500,000/3% \$100,000 water/liquid
PROPERTY ANNUAL PREMIUM:	\$122,649	\$141,402
ENGINEERING FEE:	\$2,500 (0.1689 Rate)	\$6,000 (0.1950 Rate)

<u>EARTHQUAKE</u>	\$5,000,000 Earthquake Limit \$5,000,000 Annual Aggregate \$50,000 Deductible Includes Earth Movement Included	\$5,000,000 Earthquake Limit \$5,000,000 Annual Aggregate 75000 Deductible Includes Earth Movement Included
<u>FLOOD</u>	\$5,000,000 Flood Limit \$50,000 Deductible Excludes Zone A Included	\$5,000,000 Flood Limit \$75,000 Deductible Excludes Zone A Included

BUSINESS INCOME / EXTRA EXPENSE

ALL SCHEDULED LOCATIONS:	Yes	Yes
LIMIT:	Business Income - Incl. in property limit Extra Expense - \$1,000,000	Business Income - Incl. in property limit Extra Expense - \$1,000,000
LIMIT PER LOCATION:	Blanket	Blanket
RISK OF DIRECT PHYSICAL LOSS:	Yes	Yes
PERIOD OF INDEMNITY:	12 months	12 months
ALLOCATION OF VALUES:	None	None
COINSURANCE:	None	None
ORDINARY PAYROLL:	90 days not to exceed \$1,000,000	90 days not to exceed \$1,000,000
EE DEDUCTIBLE:	Included in property deductible	Included in property deductible
BI DEDUCTIBLE:	Included in property deductible	Included in property deductible
ANNUAL PREMIUM:	Included in property premium	Included in property premium

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

CONTRACTORS EQUIPMENT

GENERAL CONDITIONS

INSURER & BEST RATING:	Atlantic Specialty A:X	Cincinnati Insurance Company A+ XV
ALL RISK OF DIRECT PHYSICAL LOSS:	Yes	Yes
VALUATION:	Stated Value	ACV
COINSURANCE PROVISION:	None	80%

CONTRACTOR'S EQUIPMENT

LIMIT:	\$1,615,851 Scheduled \$250,000 Newly Acquired \$30,000 Unscheduled \$5,000 Unscheduled Max per item \$25,000 Rental Expense Reimbursement \$100,000 Debris Removal \$50,000 Pollutant Clean Up	\$1,585,851 Scheduled Newly Acquired 30% of Scheduled limit \$30,000 Unscheduled \$5,000 Unscheduled Max per item \$25,000 Rental Expense Reimbursement \$100,000 Debris Removal \$50,000 Pollutant Clean Up
CONT. EQUIP. DEDUCTIBLE:	\$1,000 Per Occurrence	\$1,000 Per Occurrence
CONT. EQUIPMENT PREMIUM:	\$5,994 (rate \$0.37)	\$5,994 (rate \$0.38)

EMPLOYEE TOOLS

LIMIT:	\$10,000 Scheduled \$2,500 Per Item Limit	Included in Miscellaneous Unscheduled
EMPLOYEE TOOLS DEDUCTIBLE:	\$250 Per Occurrence	\$1,000 Per Occurrence
SCHEDULED PROP. PREMIUM:	Included	Included

CRIME COVERAGE

INSURER & BEST RATING:	Hartford A+: XV	Hartford A+ XV
PUBLIC EMPLOYEES BLANKET TYPE FORM "O":	\$250,000 Blanket Coverage	\$250,000 Blanket Coverage
FORGERY & ALTERATION:	\$250,000 Per Loss	\$250,000 Per Loss
MONEY AND SECURITIES (THEFT, DISAPPEARANCE & DESTRUCTION:	\$100,000 Inside \$100,000 Outside	\$100,000 Inside \$100,000 Outside
COMPUTER / FUNDS TRANSFER FRAUD:	\$250,000 Per Loss	\$250,000 Per Loss
SOCIAL ENGINEERING:	\$15,000 Limit	\$15,000 Limit
DEDUCTIBLE:	\$2,500 (\$5,000 Social Engineering)	\$2,500 (\$5,000 Social Engineering)
CRIME PREMIUM:	\$1,085	\$1,085

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

AVIATION & GENERAL LIABILITY:

INSURER & BEST RATING:	Old Republic Insurance Co. A+:XII	Old Republic Insurance Co. A+XII
OCCURRENCE COVERAGE:	Yes	Yes
LIMITS -	\$2,000,000 Each Occurrence, BI & PD \$2,000,000 Aggregate Prod / CO \$2,000,000 Incidental Medical Malpractice \$2,000,000 Personal & Adv. Injury Agg. \$2,000,000 General Aggregate \$250,000 Fire Damage Legal \$ 0 Medical Payments	\$2,000,000 Each Occurrence, BI&PD \$2,000,000 Aggregate Prod/Comp Ops \$2,000,000 Incidental Medical Malpractice \$2,000,000 Personal & Adv. Injury Agg. \$2,000,000 General Aggregate \$250,000 Fire Damage Legal \$ 0 Medical Payments
DEDUCTIBLE:	None	None
TORT CAP ENDORSEMENT:	Declined by SAA	Declined by SAA
SUPPLEMENTARY DEFENSE COSTS:	Yes	Yes
INCL. SPECIAL EVENTS:	Yes	Yes
INCLUDE MOBILE EQUIPMENT INCLUDING STAIRS & BELT ROLLERS:	Yes	Yes
INCLUDES SPRAYING OF CHEMICALS:	Yes	Yes
INCL. ON-AIRPORT PREMISES AUTO COVERAGE ENDORSEMENT:	Yes	Yes
TERRORISM:	Not Included	Not Included
AVIATION & G.L. ANNUAL PREMIUM:	\$3,162	\$3,700

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

HANGARKEEPERS LIABILITY

COVERAGE FORM:	Occurrence	Occurrence
LIMITS:	\$1,000,000 Each Aircraft \$1,000,000 Each Loss	\$1,000,000 Each Aircraft \$1,000,000 Each Loss
DEDUCTIBLE:	None	None
HANG. LIABILITY ANNUAL PREMIUM:	Included	Included

EMPLOYEE BENEFIT LIABILITY

COVERAGE FORM:	Occurrence	Occurrence
LIMITS:	\$2,000,000 Each Claim \$2,000,000 Aggregate	\$2,000,000 Each Claim \$2,000,000 Aggregate
DEDUCTIBLE:	None	None
E.B.L. ANNUAL PREMIUM:	Included	Included

**PUBLIC OFFICIAL LIABILITY /
EMPLOYMENT PRACTICES LIABILITY**

INSURER & BEST RATING:	ACE American Insurance Co.	ACE American Insurance Co.
FORM:	Claims Made	Claims Made
RETRO DATE:	Full Prior Acts	Full Prior Acts
LIMITS OF LIABILITY :	\$2,000,000 Each Occurrence \$2,000,000 Aggregate	\$2,000,000 Each Occurrence \$2,000,000 Aggregate
DEDUCTIBLE :	\$10,000 Each Claim	\$10,000 Each Claims
WRONGFUL ACT COVERAGE:	Yes	Yes
CRISIS MANAGEMENT:	25,000	25,000
"PAY ON BEHALF OF INSURED":	Yes	Yes
INSURER'S DUTY TO DEFEND:	Yes	Yes
INCLUDES DISCRIMINATION:	Yes	Yes
INCLUDES CIVIL RIGHTS VIOLATIONS:	Yes	Yes
INCL. SEXUAL HARASSMENT (NO B.I.):	Yes	Yes
INCL. EMPLOYMENT PRACTICES:	Yes	Yes

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

INCLUDES AUTHORIZED VOLUNTEERS:	Yes	Yes
INCL. BOARDS, EMPLOYEES AND ENTITY:	Yes	Yes
SEVERABILITY EXCEPT FOR SIGNOR:	Yes	Yes
INCLUDE DEFENSE COVERAGE FOR NON-MONETARY DEMANDS:	Yes	Yes
DEDUCTIBLE INCLUDES LOSS ADJUSTMENT EXPENSES:	Yes	Yes
AWARDED PLAINTIFF FEES INCLUDED AS "DAMAGES":	Yes	Yes
INCL. EEOC / KHRC MEDIATION DEFENSE & SETTLEMENTS:	Yes	Yes
ANNUAL PREMIUM:	\$5,391	\$5,899

AUTOMOBILE

INSURER & BEST RATING:	Philadelphia Insurance Co A++ : XV	Cincinnati Insurance Company A+XV
LIABILITY LIMITS:	\$1,000,000 Combined Single Limit	\$1,000,000 Combined Single Limit
INCL. TORT LIABILITY ENDORSEMENT:	Yes	Yes
UNINSURED/UNDER. MOTORIST:	\$1,000,000	\$1,000,000 Combined Single Limit
MEDICAL PAYMENTS:	\$5,000 All Vehicles	\$5,000 All Vehicles
SYMBOL "ONE" LIABILITY (ANY AUTO):	Yes	NO / Symbol 7 Scheduled vehicles
TERRORISM:	Included	Included
AUTO LIABILITY ANNUAL PREMIUM:	\$36,602	\$36,750

AUTO PHYSICAL DAMAGE

PER SCHEDULE:	Yes	Yes
AUTO PHYSICAL DAMAGE DEDUCT - COMPREHENSIVE: COLLISION:	Excludes vehicles 10+ years old (Coverage includes Fire Trucks) \$1,000 Per Vehicle \$1,000 Per Vehicle	Excludes vehicles 10+ years old (Coverage includes Fire Trucks) \$1,000 other/ \$2,500 Fire Trucks \$1000 other/ \$2,500 Fire Trucks
PHYS. DAMAGE ANNUAL PREMIUM:	Included	Included

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2021 TO JANUARY 1, 2022

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2020 - 2021
(Expiring)

LOCKTON COMPANIES
01/01/2021 - 2022
(Renewal)

HIRED PHYSICAL DAMAGE

LIMIT:	ACV	ACV
DEDUCTIBLE:	\$100 Comprehensive \$1,000 Collision	\$1,000 Comprehensive \$1,000 Collision
ANNUAL PREMIUM:	Included	Included

WORKERS' COMPENSATION

INSURER AND BEST RATING:	Old Republic A+:XII	Old Republic A+ XII
EMPLOYER'S LIABILITY LIMITS:	\$1,000,000 Each Accident \$1,000,000 Disease--Policy Limit \$1,000,000 Disease--Each Employee	\$1,000,000 Each Accident \$1,000,000 Disease-Policy Limit \$1,000,000 Disease-Each Employee
EMF / PAYROLL UTILIZED:	1.41 (838,330 payroll)	1.39 (778,000 payroll)
EST. ANNUAL PREMIUM:	\$14,722	\$14,612

UNDERGROUND STORAGE TANK LIABILITY

INSURER AND BEST RATING:	Great American Alliance A+:XIII	Great American Alliance A+XIII
LIMITS:	\$ 1,000,000 Per Environmental Incident \$ 1,000,000 Annual Aggregate \$ 100,000 Defense per Environmental Incident	\$1,000,000 Per Environmental Incident \$1,000,000 Annual Aggregate \$100,000 Defense per Environmental Incident
DEDUCTIBLE:	\$ 5,000 Per Incident	\$5,000 Per Incident
ANNUAL PREMIUM:	1,577	\$1,728

CYBER LIABILITY COVERAGE

INSURER AND BEST RATING:	NO COVERAGE	HDI Specialty Insurance Company
LIMITS:		\$2,000,000 Aggregate Policy Limit \$2,000,000 Nework Security/Privacy Injury \$2,000,000 Privacy Regulation & Fines \$2,000,000 PCI DSS Fines & Penalties \$2,000,000 Media Liability \$2,000,000 Cyber Extortion \$2,000,000 Business Interruption \$2,000,000 Data Restoration \$2,000,000 Reputational Harm \$5,000 EACH CLAIM

SELF-INSURED RETENTION

14 MONTH PREM 11-2-20 to 01-01-21

Carrier Administrative Fee
Kansas Surplu Lines Tax
Total Premium

\$2,314
\$75
\$143,34
\$2,532

Commercial Property / Liability Insurance Expense Analysis 2017-2021

Revised 11-13-2020

	2017 Actual	2018 Actual	2019 Actual	2020 Actual	2021 Quote	+/- Expiring	% Expiring
Commercial Property							
Invoiced / Quoted	97,836.15	101,041.50	110,859.00	125,149.00	147,402.00	22,253.00	17.8%
Addition of Fossett Plaza	85.85						
Inland Marine	3,007.00	3,055.00	3,055.00	5,994.00	5,994.00	-	0.0%
Inland Marine Audit	(81.00)						
Remove Bldg. 394							
Return premium (H713 & H724 move to ACV)							
Total Commercial Property Insurance Expense	100,848.00	104,096.50	113,914.00	131,143.00	153,396.00	22,253.00	17.0%
Auto Policy							
Invoiced / Quoted	14,885.00	17,619.00	24,685.00	34,290.00	36,750.00	2,460.00	7.2%
Add DRMO Dump Truck							
Add vehicles to policy	1,080.00	839.00	743.00	2,312.00		(2,312.00)	-100.0%
Delete sold vehicles	(117.00)		(1,388.00)				
Total Commercial Auto Policy Expense	15,848.00	18,458.00	24,040.00	36,602.00	36,750.00	148.00	0.4%
Commercial Aviation and General Liability (Airport & Industrial Center Liability), including hangarkeeper's							
Invoiced / Quoted	2,538.00	2,463.00	2,635.00	3,162.00	3,700.00	538.00	17.0%
Public Officials Errors and Omissions							
Invoiced / Quoted	5,839.26	5,839.26	4,315.30	5,390.80	5,899.00	508.20	9.4%
Worker's Compensation							
Invoiced / Quoted	6,980.40	6,889.50	16,210.80	14,722.20	14,612.00	(110.20)	-0.7%
Workers' comp audit & mod rating credit	(355.50)	977.40	1,135.80	(725.40)		725.40	-100.0%
Workers Comp KS Rate Change or Dividend						-	
Total Worker's Compensation Expense	6,624.90	7,866.90	17,346.60	13,996.80	14,612.00	615.20	4.4%
UST Liability							
Invoiced / Quoted	1,425.60	1,425.60	1,425.60	1,576.80	1,728.00	151.20	9.6%
(Commission Deletion)							
Crime							
Invoiced / Quoted	1,084.60	1,084.60	1,084.60	1,084.60	1,085.00	0.40	0.0%
Cyber Liability Coverage							
Invoiced / Quoted				-	2,532.00	2,532.00	
Other							
Notary Renewals		50.00	-	50.00	-	(50.00)	-100.0%
Total Property/Liability Insurance Premiums	134,208.36	141,283.86	164,761.10	193,006.00	219,702.00	26,696.00	13.8%
Broker Fee (Lockton 2013-2019)	17,500.00	18,000.00	18,000.00	18,500.00	19,000.00	500.00	2.7%
Risk Manager Fee (Charlesworth 2010-2019)	6,600.00	6,050.00	6,600.00	2,200.00	-	(2,200.00)	-100.0%
Total Property/Liability Insurance Premiums & Fees	158,308.36	165,333.86	189,361.10	213,706.00	238,702.00	24,996.00	11.7%
Commercial Property Insured Billed as Additional Tenant Rental	(15,531.60)	(17,218.91)	(16,948.88)	(39,283.54)	(48,794.99)	(9,511.45)	24.2%
Previous Year Adjustments/Credits							
Net Property/Liability Insurance Expense	142,776.76	148,114.95	172,412.22	174,422.46	189,907.01	15,484.55	8.9%
Budget	150,000.00	144,862.00	175,000.00	179,375.00	235,000.00	55,625.00	31.0%
+/- Actual vs. Budget	(7,223.24)	3,252.95	(2,587.78)	(4,952.54)	(45,092.99)	(40,140.45)	810.5%
NATA Good Experience Return							
KS UST Policy Dividend	(56.11)						
Net Property/Liability Insurance Expense After Returns & Dividends	142,720.65	148,114.95	172,412.22	174,422.46	189,907.01	15,484.55	8.9%

State of the Market Scorecard

July 2020

After three years of record-breaking large losses coupled with a prolonged period of soft pricing, the insurance market is now in a corrective state. The exception is workers' compensation, which continues to perform well for the industry. Underwriters are placing increased scrutiny on client operations, risk management procedures and individual company loss experiences. Below is a synopsis by major line of coverage.

●	Workers' compensation	<ul style="list-style-type: none"> Five consecutive years of profitability. Market capacity and profitability led to rate decreases until the pandemic hit. Single-digit rate increases, if any, are expected for the foreseeable future. There has been an increase in WC and employer's liability claims due to COVID-19. Many states have shifted the burden of proof to the employer to prove that COVID-19 was not contracted in the workplace.
●	Foreign liability	<ul style="list-style-type: none"> Overall market conditions are changing for global programs. Historically, international has been a very competitive line of business. Higher margins attracted new market entrants, especially for international casualty. Despite an increase in competition, rates are starting to firm across product lines.
●	Cyber	<ul style="list-style-type: none"> Increasing claims severity and frequency are driving a shift in the previously soft market. Carriers are pushing minimum 5% rate increases on all renewals, with significantly higher increases anticipated for insureds with losses and in the excess layers. Broad coverage continues to be available. Ransomware and social engineering claims are up in both frequency and severity.
●	General liability	<ul style="list-style-type: none"> Rates have remained relatively flat over the past few years. Loss activity has increased, driving a slight uptick in the past few quarters. Many carriers are exiting the general liability marketplace for the habitational, hospitality and retail industry. Carriers are anticipating increased loss activity due to COVID-19: claims associated with failure to appropriately follow/communicate public health guidelines and potential product liability claims against manufacturers of test kits, ventilators and PPE.
●	Management liability (D&O/EPL/fiduciary)	<ul style="list-style-type: none"> While the public company directors and officers (D&O) sector has been in a hard market for over a year, the market is now hardening for private companies as well. Claim count and average settlements are at all-time highs, led by securities class actions and "event-driven litigation," including the PG&E Corp. wildfire losses, the #MeToo movement and cyberbreaches. Expect further rate increases over the next 12 months along with a more extensive underwriting/application process. Terms, conditions and claims management should be closely evaluated prior to making any changes.
●	Auto	<ul style="list-style-type: none"> The combined ratio for commercial auto has been over 100% since 2011. This was driven by a combination of factors, including a booming economy, more drivers on the road, more miles being driven, an increased level of attorney involvement, escalating jury verdicts and a rise in third-party litigation financing. Thirty-one straight quarters of overall rate increases; current average is about 10%. Expect rate increases and limited market appetite at renewal.
●	Umbrella/excess	<ul style="list-style-type: none"> Significant rate increases are a result of the loss activity in the underlying general liability and auto. Attachment points are increasing to a minimum of \$2 million for general liability and auto. Continual increase in settlement amounts and punitive damages are also driving rate increases. Expect rate increases and a potential need for increased primary limits at renewal.
●	Property and builder's risk	<ul style="list-style-type: none"> 2017, 2018 and 2019 experienced record catastrophe losses, including the California and Alaska wildfires; Hurricanes Harvey, Irma, Maria, Michael, Florence and Dorian; and the flooding of the Arkansas, Missouri and Mississippi rivers. Combined ratios for the industry in excess of 110%. Capacity is available, but underwriters are being very conservative, and renewals have seen double-digit rate and retention increases, specifically for catastrophe coverages. Intense carrier scrutiny on water damage deductibles and/or aggregate limits.

Level of loss

● Low ● Medium ● High

KC: 70726



ADDENDUM NO. ONE TO SUBLEASE AGREEMENT

This Addendum to Sublease Agreement is made and entered into this ____ day of November, 2020 by and between the **SALINA AIRPORT AUTHORITY**, a body corporate and politic constituting a public corporation of the State of Kansas (the “Authority”) and **DURHAM SCHOOL SERVICES, L.P.**, a Delaware limited partnership and subsidiary of National Express, LLC (the “Guarantor”), authorized to do business in Kansas with principal offices at 2601 Navistar Drive, Lisle, IL 60532 (the “Sublessee”)

RECITALS

- A. The Authority and Lessee entered in to a Sublease Agreement dated July 20, 2020 (the “Sublease”), for a tract of ground located in Schilling Subdivision No. 3 including Bldg. 824 and a second tract of ground located in Schilling Subdivision No. 4 all located at the Salina Airport Industrial Center located within the City of Salina, Saline County, Kansas (the “Premises”).
- B. The Lessee now desires to expand the Premises of the Schilling Subdivision No. 4 tract and increase their leasehold Premises by adding an additional 14,510.76 sq. ft. of land to accommodate a larger fenced area for its bus storage yard.
- C. Now therefore, the parties desire to amend the Sublease as follows.

THE PARTIES therefore covenant and agree:

1. Section 1 of the Sublease is amended as follows:

1. Property Description.

- 1.1. Legal Description of Subleased Tract. The Authority, in consideration of the rents, covenants, agreements, and conditions hereinafter agreed to be paid and performed by the Sublessee, leases unto the Sublessee the following described real estate:

Lot 9, Block 1, Schilling Subdivision No. 3 to the City of Salina, Saline County, Kansas,
and

A tract of land situated in the southeast corner of Lot 2 Block 1, Schilling Subdivision No. 4 and further described as follows; Commencing at the southeast corner of said Lot 2 Block 1, Schilling Subdivision No. 4, said point being the point of beginning; Thence northerly along the east property line of said lot a distance of six hundred sixty eight feet (668.00') to a point on the east property line of said lot; Thence westerly parallel to the

south property line of said lot a distance of one hundred forty five feet (145.00'); Thence southerly parallel to the east property line of said lot a distance of six hundred sixty eight feet (668.00') to a point on the south property line of said lot: Thence easterly along the south property line of said lot a distance of one hundred forty five feet (145.00') to the point of beginning. Said tract containing 96,870.764 square feet or 2.224 Acres more or less.

together with any improvements constructed or to be constructed thereon, including Bldg. 824 commonly known as 2359 Hein Ave., and the appurtenances thereunto belonging, as depicted on the attached Exhibit A (the "Premises").

2. Section 6.1 of the Sublease is amended as follows:

- 1.1. Basic Rent. Sublessee agrees to pay the Authority a Basic Rent for the leasing of the Premises according to the following schedule. The first of which shall be due on September 1, 2020. The rental shall be payable monthly in advance and shall be due on the first day of each month for that month.

5 Year Lease with 3 Five-Year Options				
Payment Nos.			Occupancy Dates	
			Basic Rent (Monthly Installments)	
Primary Term	1-3		Sept. 1, 2020 - Nov. 30, 2020	\$ 5,185
	4-24		Dec. 1, 2020 - Aug. 31, 2022	\$ 5,380
	25-48		Sept. 1, 2022 - Aug. 31, 2024	\$ 5,550
	49-60		Sept. 1, 2024 - Aug. 31, 2025	\$ 5,720
Option Period 1	61-72		Sept. 1, 2025 - Aug. 31, 2026	\$ 5,720
	73-96		Sept. 1, 2026 - Aug. 31, 2028	\$ 5,900
	97-120		Sept. 1, 2028 - Aug. 31, 2030	\$ 6,080
Option Period 2	121-144		Sept. 1, 2030 - Aug. 31, 2032	\$ 6,270
	145-168		Sept. 1, 2032- Aug. 31, 2034	\$ 6,460
	169-180		Sept. 1, 2034 - Aug. 31, 2035	\$ 6,660
Option Period 3	181-192		Sept. 1, 2035 - Aug. 31, 2036	\$ 6,660
	193-216		Sept. 1, 2036 - Aug. 31, 2038	\$ 6,860
	217-240		Sept. 1, 2038 - Aug. 31, 2040	\$ 7,070
			*Biennially adjusted 3%	

3. Other Terms. All of the terms and conditions of the Lease, except as amended by this Addendum, are hereby ratified and shall be in full force and effect.

4. Binding Effect. This Addendum shall be binding upon the heirs, beneficiaries, personal representatives, successors, and assigns of the Authority and the Lessee.

SALINA AIRPORT AUTHORITY

Date_____

By:_____
Alan Eichelberger
Chairman of the Board of Directors

ATTEST

Date_____

By:_____
Brian Weisel
Treasurer of the Board of Directors

DURHAM SCHOOL SERVICES, L.P.

Date_____

By:_____
Gary L. Waits, Jr.
CEO Student Transportation

ATTEST

Date_____

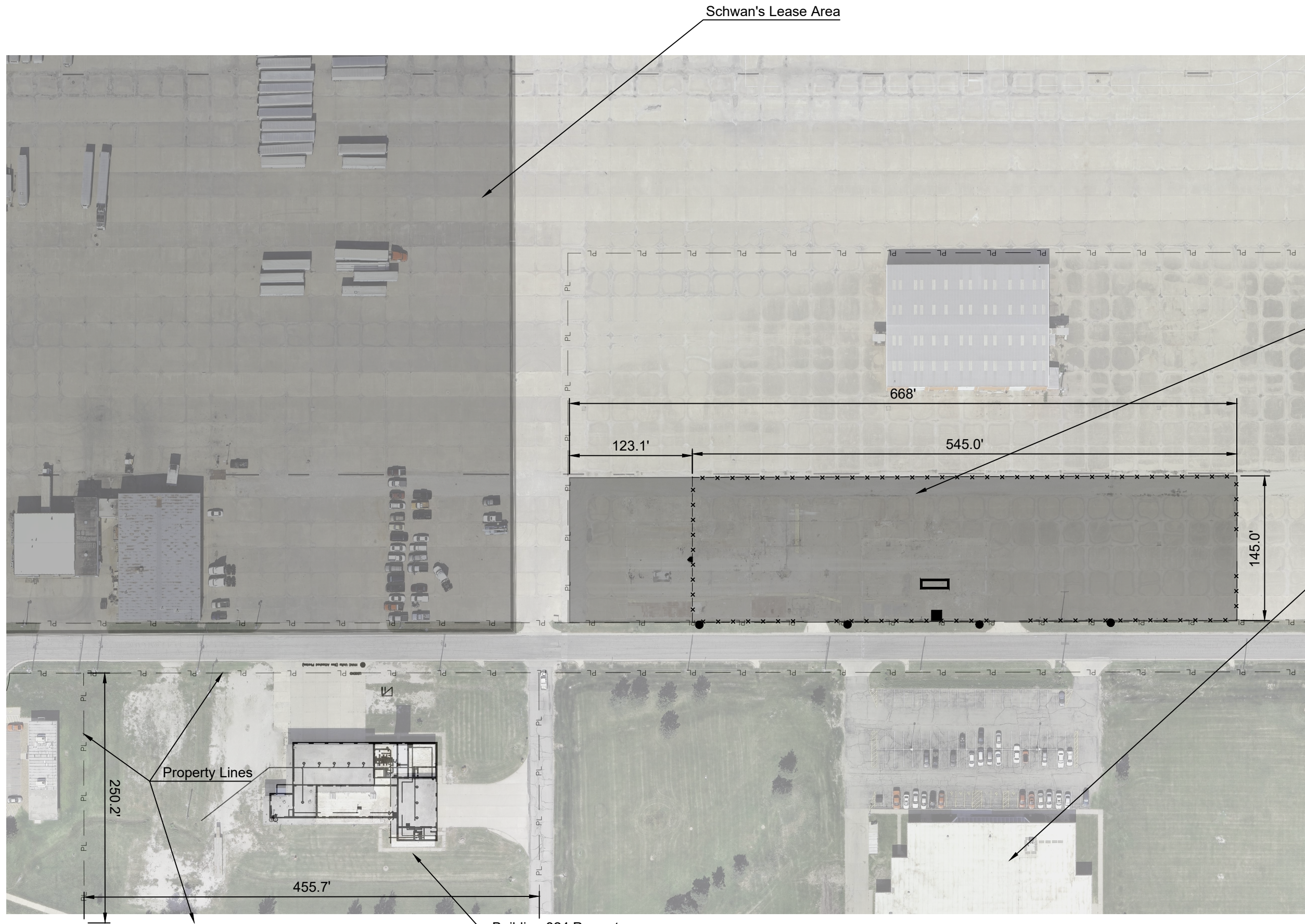
By:_____
Alice Marks
Executive Assistant

GUARANTY

The undersigned, National Express, L.L.C., in consideration for the Authority entering into the above Addendum No. 1 to Sublease Agreement with the Sublessee, irrevocably and unconditionally guarantees Sublessee's performance of all obligations due or to become due under the Sublease Agreement as amended herein for the Primary Term and any extensions thereof.

Date _____

Gary L. Waits, Jr.
CEO Student Transportation



Parking Lease Boundary
Area = 2.22 Acres.

Salina Area Technical
College Lease Area.



Drawing Number 2873-10-20



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

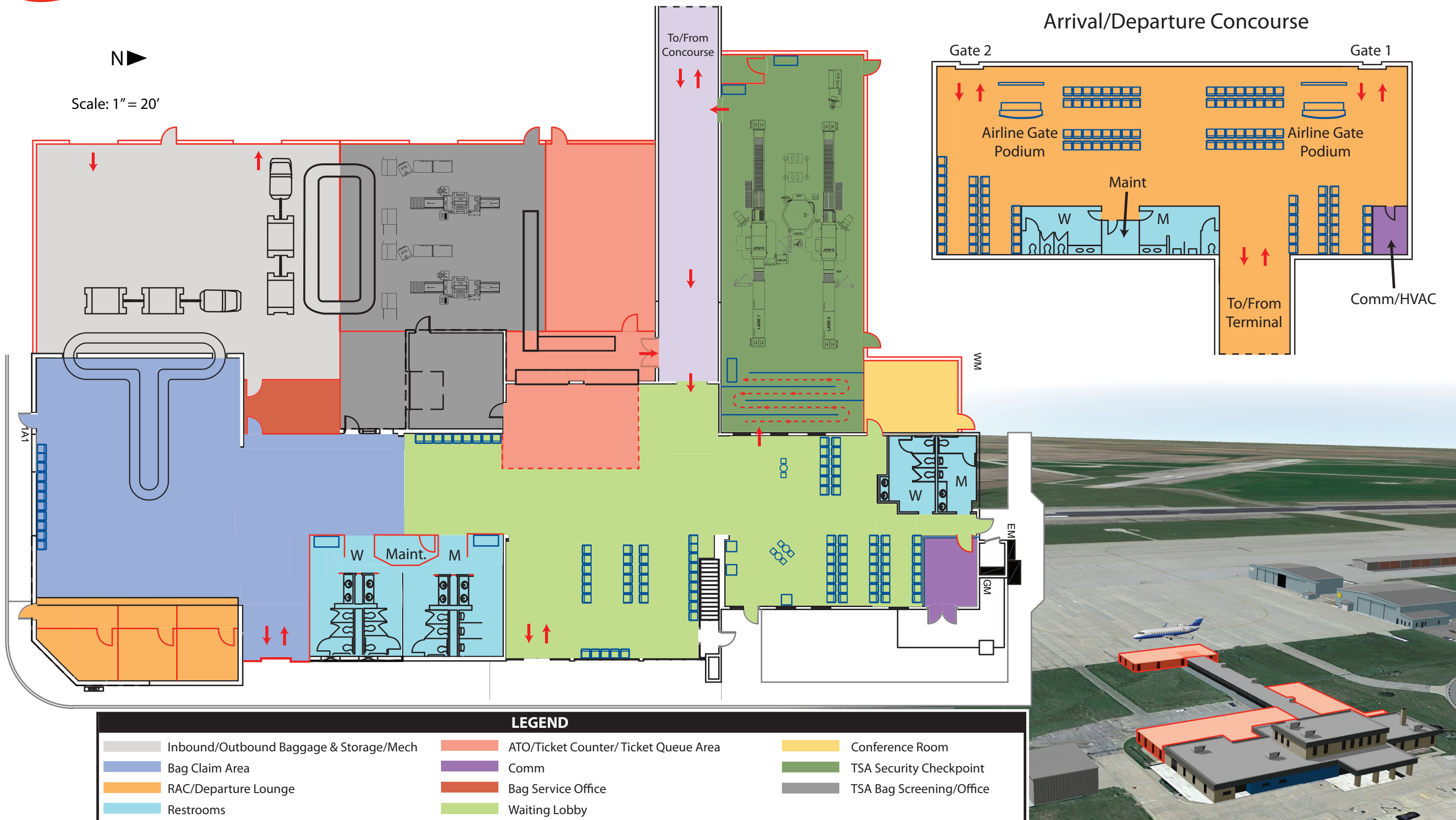
None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" = 100' : SCALE
10/22/20, 09:03 : DATE

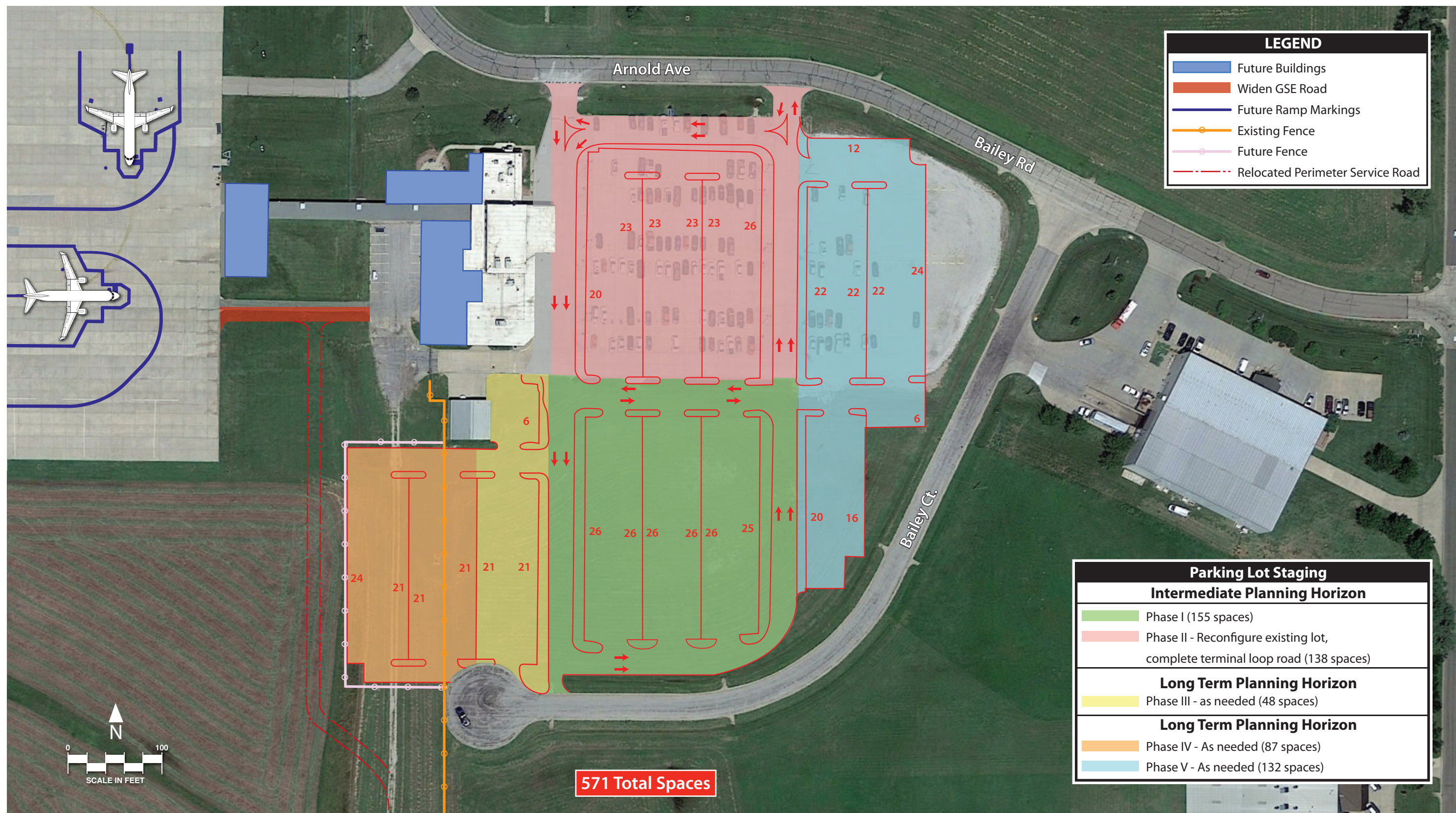
Building 824 Property
Area = 2.62 Acres.

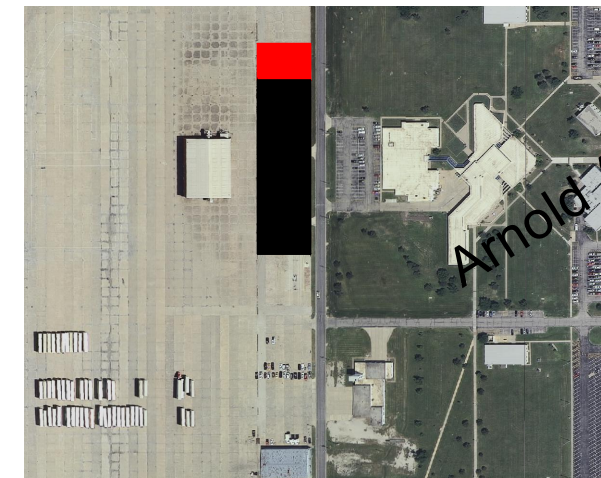
SALINA AIRPORT AUTHORITY
Durham School Services, L.P. - Addendum No. 1 to Sublease -Exhibit A



Scale: 1" = 20'







Durham Bus Parking Lot Expansion

Runway 17-35



Terminal Bldg. 120

Drawing Number 2881-11-20



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

None : REVISIONS

KRB : DESIGNED BY

KRB : DRAWN BY

1" = 2000' : SCALE

11/13/20, 08:14 : DATE

