

DATE: April 16, 2021
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **April 21, 2021 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 **first-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet.

Wednesday's meeting will address the following 2021 Airport Authority operating plan priorities.

- Meet 2021 budget goal and objectives.
- Construction of new GA aircraft storage hangars
- 2021 and 2022 SAA staffing and transition planning

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending March 31, 2021 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 7,688 operations during March 2021 which was a 171% increase as compared to the March 2020 total of 2,841. For the year-to-date, a total of 17,673 operations have occurred at the Salina Airport which is 42% more than the March 2020 YTD total of 12,444. What a difference as compared to one-year ago!

Airport Activity – Fuel Flowage (Rogers)

The March 2021 fuel flowage came in at 209,376 gallons which was 68% more than the March 2020 total of 124,865 gallons. For the year-to-date, a total of 473,370 gallons has been delivered on the Airport which is 19% less than the 2020 YTD total of 584,370 gallons. CY 2021 FOL events will result in higher fuel flowage numbers through the remainder of the year.

Airport Activity – Passenger Enplanements (Rogers)

During March 2021 SkyWest enplaned 909 passengers, which was a 51% decrease over the March 2020 total of 1,874 passengers. The March YTD total passenger count was 1,811 which was a 50% decrease over the March 2020 YTD total of 3,629. Passenger enplanements are expected to continue an upward trend during the remainder of CY 2021.

Financial Reports – Comments and Notes (Swanson)

As we ended the first quarter, total operating income arrived 7% over budget and is tracking 5.51% ahead and \$36,068 more than the same period in 2020. All major categories of revenue are exceeding the budget mark except "other revenue" which includes commissions from rental cars on the airport resulting from the temporary closure of the Hertz office in between operators. Both short and long-term leasing activity continues to remain strong, and we are finalizing FOL contracts for additional activities through the remainder of the year.

Administrative expenses ended up 7% under budget at the end of March while maintenance expenses arrived over budget by 53% bringing total operating costs over budget 14% or \$85,388. As you will note on the P&L, our YTD utility cost is exceeding budget by \$90,570.

The majority of the overrun is a result of the winter storm Uri in mid-February that brought record low temperatures and devastating snow and ice storms across a large portion of the U.S. As a result of the storm and extended period of extremely low temperatures, physical gas and power infrastructure was severely impaired. This resulted in well-head freeze-offs and gas processing plants and pipelines failed. This created a reduced natural gas supply when the demand was high. This created extremely high natural gas prices and our natural gas marketer, Symmetry, received force majeure notices and supply cuts from their suppliers.

As you may recall, the SAA has contracted with transport providers such as Symmetry for many years and has been fortunate to benefit from 25-30% reduction in costs when compared with procuring directly through One-Gas. A transport company like Symmetry serves the role between the wholesale producers/suppliers of gas and the consumers, such as the SAA. Unfortunately, when a historic weather event occurs combined with supply issues, the hit is immediate when you are served by a gas marketer such as Symmetry. The Authority’s February gas bill for 11 facilities served by transport was \$88,875. After a complete analysis of the invoices and negotiations, the revised and final bill was reduced by Symmetry to \$79,988. Comparatively, our five-year average Feb. gas bill is \$5,477. While a difficult expenditure to come to terms with, we are fortunate it is a reimbursable operating expense under the CRRSAA grant.

Net operating income before depreciation for March equaled \$51,907, however with the high natural gas associated with February, our NIBD YTD is \$-27,738.

Financial Reports – March Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of April 16, 2021 (Swanson)

Account	Amount	Days	Comments
Atlas Air	\$3,070	31-60	Landing Fees & ARFF coverage
Hertz Corporation	\$334	>90	Property Taxes
Universal Forest Products	\$5,911	31-60	Comm. Property Insurance
USCOC of Nebraska	\$200	31-60	Mowing charge

Short-term Leasing Activity

On April 2, the SAA entered into a 1-year lease agreement for 16,919 SF of warehouse space in Bldg. 724 with AGCO corporation. This short-term agreement will generate \$4,510/month or \$54,120 for the term. AGCO will be using the warehouse space to store combine components such as gear boxes and/or balers.

On April 6, the SAA executed a short-term lease with NASA-Ames Research Center for a two-month mission based out of Hangar 606. This \$95,487 contract will generate \$72,500 in hangar rental and \$11,310 in other equipment for the rental of SAA ground support equipment. The SAA is thrilled to welcome NASA back to SLN for another science mission.

Lastly, the South Dakota Air National Guard’s 175th Fighter Squadron has leased Hangar 509 from May 1-9, 2021 in support of their “Plains Warrior” training exercise at Smoky Hill Weapons Range. This agreement that includes hangar, office and equipment will generate \$7,515 in rental income.

Agenda Item #6 – January through March (Q1) 10-Year Trend Analysis (Rogers and Swanson)

At the meeting, Shelli and I will review with the board the 2021, first quarter 10-year trend analysis that will provide insight on progress being made towards achieving Airport Authority financial goals.

Agenda Item #7 – Review and Discussion of Project Financing Options for the Construction of a New GA Aircraft Storage Hangar (Rogers and Swanson)

At your April 7 special board meeting we reviewed bids received for the construction of a new, five unit aircraft storage hangar, an extended taxi lane service a new storage hangar and a new T-Hangar area public restroom. The low bids received were:

Project	Low Bidder	Amount
One (1) 12,000 SF, 50 ft. x 250 ft. five (5) unit, aircraft storage hangar	Hutton Construction	\$730,000
Taxi lane grading, drainage and paving for the five (5) unit aircraft storage hangar	APAC Salina	\$113,172
One (1) public restroom to serve all aircraft storage hangar tenants	Cheney Construction	\$150,768

The board’s consensus was that the public restroom and taxi lane projects would be funded by available SAA funds without bank or bond financing.

The following alternatives for hangar construction financing were reviewed and discussed.

Alternative No. 1 - Lease revenue backed financing, 10 years, 3.5% Interest, \$1,675 monthly rental

Alternative No. 2_ - Lease revenue backed financing, 15 years, 4.0% Interest, \$1,270 monthly rental

Alternative No. 3 - Lease revenue backed financing, 20 years, 4.4% Interest, \$1,090 monthly rental

Alternative No. 4 - GO Bond financing, 15 years, 3.5% Interest, \$1,230 monthly rental

Alternative No. 5 - Funded with SAA cash, 7.5% ROI, \$1,030 monthly rental

Alternative No. 6 - SAA temporarily finances, constructs, and sells to aircraft owner - Land lease (condominium hangars or long term, prepaid hangar leases)

After the special board meeting Shelli and I took a closer look at the possibility of funding the \$730,000 cost to build a new hangar without bank or bond financing. Key to our analysis is a CY 2021 and CY 2022 cash flow analysis that considers expected operating profit/loss and the impact of federal COVID19 grant funds. At Wednesday’s meeting we will present the CY 2021 – CY 2022 cash flow analysis and be prepared to recommend a minimum cash balance for SAA operating requirements. Our recommendation will include a recommendation on changes in the SAA’s current objective to receive a 7.5% to 12% return on the value of leased property or cash spent on a real estate improvement.

Agenda Item #8– Review of the SAA’s 2021 – 2022 Staffing and Personnel Transition Plan (Rogers)

At the meeting I will update you on staffing and personnel changes. We are currently accepting applications for an assistant manager of operations who will back up David Sorell who is our current manager of operations. We will soon begin to advertise for a new director of facilities and construction who will succeed Kenny Bieker who is scheduled to retire on November 30, 2021. Next year will lose our senior maintenance technician, Kim Colby, who will retire on March 31, 2022. My report will include the succession plan for all SAA staff positions.

Agenda Item #9 – Executive Session. (Rogers)

An executive session is needed to discuss matters of non-elected personnel. Board action following the executive is not expected.

Please contact me if you have any questions or comments.

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, First Floor Conference Room, 2720 Arnold Court
Or
Online Via GoToMeeting
April 21, 2021 – 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. (Gunn)
2. Recognition of guests. (Gunn)
3. Additions to the agenda and agenda overview. (Rogers)
4. Approval of the minutes of the March 17, 2021 regular board meeting and April 7, 2021 special board meeting. (Gunn)
5. Review of airport activity and financial reports for the month ending March 31, 2021. (Rogers and Swanson)
6. Review of the SAA's January through March 2021 (Q1) 10-year trend analysis. (Swanson)
7. Review of financing options for the construction of a new, five-unit aircraft storage hangar. (Rogers and Swanson)
8. Review of the SAA's 2021 – 2022 staffing and personnel transition plan. (Rogers)

Executive Session

9. An executive session of the board of directors to discuss matters of non-elected personnel. (Gunn)

I move that the Salina Airport Authority board of directors recess into an executive session for 30 minutes to discuss the subject of the Executive Director's 2022 employment contract and other individual employee issues based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at ____ AM.

Directors' Forum (Gunn)

Visitor's Questions and Comments (Gunn)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Gunn)



**MINUTES OF THE ANNUAL MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
MARCH 17, 2021
HANGAR 600, ROOM 100**

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. Business and Communications Manager Kasey Windhorst noted the board meeting notice was published and distributed on Friday, March 12, 2021.

Attendance

Attendance was taken. Chairman Eichelberger, Directors Buer, Gunn, Roberg and Weisel were present. Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker (via video conference); Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Jazstyn Moyer; and Attorney Greg Bengtson was in attendance. Bob Vidricksen, Saline County Commissioner and Trent Davis, Salina City Commissioner attended via video conference. Julie Yager-Zucker, Avflight Salina and Michael Bunn, T-hangar tenant were in attendance as guest.

Additions to the Agenda

Chairman Eichelberger asked if there were any additions to the agenda. 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 February 17, 2021 regular board meeting and March 10, 2021 special board meeting. Director Gunn moved, seconded by Director Buer, to approve the minutes of the February 17, 2021 regular board meeting and March 10, 2021 special board meeting.

Airport Activity and Financial Reports

Executive Director Rogers reported that the Salina Air Traffic Control Tower (ATCT) recorded 5,989 operations during February 2021, which was a 8% decrease compared to the February 2020 total of 6,494. For year-to-date a total of 9,984 operations have occurred at the airport which is 4% more than the February year-to-date total of 9,603. February fuel flowage came in at 145,726 gallons which was a 57% decrease compared to February 2020 total of 341,329 gallons. United/SkyWest flights enplaned 413 passengers, which was a 63% decrease as compared to the February 2020 total of 1,112 enplaned passengers. Advance booking numbers indicate that travelers are gradually resuming air travel.

Director of Administration and Finance, Shelli Swanson reported on the following highlights from the February 2021 financials.

- Unrestricted cash in bank at \$1,149,602.
- Total YTD income came in \$6,125 over budget projections and is down just slightly over the first two months in 2020 (.38%).

- Total operating expenses came in 1% over budget and are down 1.17% from 2020 or \$4,771 less.
- Net operating income before depreciation equaled \$10,214 at the end of February.

At the end of February, the SAA remitted \$307,959 to the State Treasurer’s office for the semi-annual interest payments on the Authority’s outstanding general obligation bonds. Swanson commented on the short-term leasing activity during the month. Swanson noted that the SAA received the final reimbursement under the \$1.8 million 2020 CARES act grant and completed the close-out process. Chairman Eichelberger directed staff to file the financials for audit.

Salina Airport Authority’s 2020 Audit Update

Director of Finance and Administration Swanson reported on the 2020 audit to the board as the audit committee. Swanson commented that majority of the audit was completed remotely, and the on-site field work was completed on Tuesday, March 9, 2021 by Adams, Brown, Beran & Bell (ABBB). ABBB reported no findings during the audit. The 2020 audit report will be presented to the board at the June board meeting. Chairman Eichelberger presented staff the Certificate of Achievement for Excellence in Financial Reporting from the Government Finance Officers Association (GFOA).

FAA Grant Offers and Agreements for Coronavirus Response and Relief Supplemental Appropriations Act (CRRSAA)

Executive Director Rogers provided an overview of the Federal Aviation Administration grant offers and agreements for Coronavirus Response and Relief Supplemental Appropriations Act (CRRSAA). The first grant agreement is in the amount of \$1,005,444 to be used by the Airport Authority for costs related to operations, personnel and equipment. The second grant is in the amount of \$3,342 to be used to provide relief from rent and minimum annual guarantees to on-airport car rental concessions. Rogers reviewed the following airfield equipment to be purchased with CRRSAA grant funds.

GROUP 3				
	Supplier	Budget	Proposals	Difference
Airfield Signage (LED Kits)	Lumacurve	\$ 80,000	\$ 77,753	\$ (2,247)
Airfield Perimeter Gate Openers	Cheney Door	25,000	20,340	(4,660)
Board Room Furniture	One Office Solutions	20,000	15,437	(4,563)
Wheel Loader	Murphey Tractor	200,000	179,198	(20,802)
(5) Wheel Loader Attachments	TBD	100,000	65,000	(35,000)
Wood/Brush Chipper	Fairbank Equipment	65,000	60,630	(4,370)
Term. Bldg. AEDs	Western First Aid	7,500	7,305	(195)
(2) Ford/Dodge SUV (surplus)	KHP Fleet Sales	60,000	57,700	(2,300)
3/4 T pickup (surplus)	KHP Fleet Sales	25,000	-	(25,000)
Bldg. 700 Roof (Avflight)	TBD	22,500	-	(22,500)
Vehicle Lift	Northern Tool & Equipment	6,000	5,810	(190)
Scissor Lift - 32 ft. (39 ft. working height) with trailer	United Rentals & K-Four Trailer	60,000	30,000	(30,000)
Concrete Saw	Ohio Power Tools	6,000	5,000	(1,000)
Equipment accessories / contingency		48,000		
Total		\$ 725,000	\$ 524,173	\$ (200,827)

Director Gunn moved to approve the Coronavirus Response and Relief Supplemental Appropriations Act grant agreements and authorize chair Eichelberger and board attorney Bengtson to sign the agreements and approve the proposed budget for the purchase of airfield equipment funded by CRRSAA grant funds. Seconded by Director Weisel. Motion passed unanimously.

Election of Officers and Committee Assignments for 2021-2022

Executive Director Rogers reviewed the recommended slate of officers and committee assignments for 2021 - 2022.

The recommended slate of officers for 2021 - 2022 is as follows:

Chair	Kristin Gunn
Vice-Chair	Kent Buer
Secretary	Brian Weisel
Treasurer	Tod Roberg
Past Chairman	Al Eichelberger

The recommended committee assignments for 2021 -2022 are as follows:

Salina Area Chamber of Commerce Board of Directors (ex officio member)	Kristin Gunn
Schilling Project Executive Group (SAA board liaison)	Kristin Gunn
Salina Community Economic Developmet Organization (SAA board liaison)	Kent Buer

Director Weisel moved to approve the slate of SAA board officers for 2021 and 2022 and approve the board committee liaison assignments for 2021 and 2022, seconded by Director Gunn. Motion passed unanimously.

SAA Resolution No. 21-02

Executive Director Rogers presented SAA Resolution 21-02, designating the banks used by the Airport Authority, specifying individuals authorized to sign SAA checks, and defining the number of signatures required on each check. **A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AN DIRECTING HOW SAID CHECKS ARE TO BE SIGNED.** Director Weisel moved, seconded by Director Roberg, to approve Resolution 21-02. Motion carried unanimously.

SAA Board of Directors Reference Manual

Rogers commented on the updated SAA board members reference manual and noted the manual is available online at <https://www.salinaairport.com/media/36548/boardreferencemanual-2021.pdf>. Board Attorney Bengtson discussed conflicts of interest policy related to substantial interest and prospective interest.

Director's Forum

Chairman's Recognition

Director Gunn presented Chairman Eichelberger a token of appreciation for his term as the SAA

board's 2020 – 2021 chairman. Eichelberger presided over the announcement of the 400,000 sq. ft. expansion of the Salina Tony's Pizza plant and the announcement of the \$65,900,000 Schilling Project settlement.

The meeting adjourned at 9:22 A.M.

Minutes approved at the April 21, 2021 Board Meeting.

Secretary

(SEAL)

**MINUTES OF THE SPECIAL MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
APRIL 7, 2021
HANGAR 600, ROOM 100**

Call to Order

The meeting was called to order at 4:00 PM by Chair Kristin Gunn. Chair Gunn confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst noted the board meeting notice was published and distributed on Thursday, April 1, 2021.

Attendance

Attendance was taken. Chair Gunn, Directors Buer, Eichelberger, Roberg and Weisel were present. Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker (via video conference); Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Jazstyn Moyer; and Attorney Greg Bengtson was in attendance. Scott Hillegeist, Air Traffic Control Tower Manager attended as guest.

Additions to the Agenda

Chair Gunn asked if there were any additions to the agenda. Executive Director Rogers stated there were no additions.

Assignment of Existing Builder's Choice Land Lease to Midwest Concrete Materials, Inc.

Director of Administration and Finance Swanson briefed the board on the existing lease with Builder's Choice. Builder's Choice occupies 8.2 acres of land located east of Centennial Rd. across from Salina Area Tech. SAA staff have been notified that Midwest Concrete Materials (MCMI) will be acquiring the assets of Builders Choice Salina and desires to operate the site as a MCMI concrete plant and assume the Builder's Choice land lease. The current lease agreement dated December 16, 2009 requires that any assignment of lease be approved by the Salina Airport Authority. Swanson reviewed the lease terms and the addition of the section 5 related to environmental concerns. Director Buer moved to approve assignment of the December 16, 2009 Builder's Choice, a division of Concrete Supply of Topeka, Inc., Lease to Midwest Concrete Materials, Inc., and authorize Chair Gunn to sign the Consent to Assignment and Assumption of Lease. Seconded by Director Roberg. Motion passed unanimously.

Airfield Maintenance, Operations and ARFF Equipment

Executive Director Rogers provided an overview of the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSAA) grant from the FAA and reviewed the bids and quotes received for airfield maintenance, operations and ARFF equipment. SAA staff have received competitive bids and price quotes for the items below.

GROUP 3					
	Supplier	Budget	Bid / Quote Received	Actual	Difference
Airfield Signage (LED Kits)	Lumacurve	\$ 80,000	√	\$ 77,753	\$ (2,247)
Airfield Perimeter Gate Openers	Cheney Door	25,000	√	20,340	(4,660)
Board Room Furniture	One Office Solutions	20,000	√	15,437	(4,563)
Wheel Loader	Murphey Tractor	200,000	√	179,198	(20,802)
(5) Wheel Loader Attachments	Multiple vendors	100,000	√	63,935	(36,065)
Wood/Brush Chipper	Fairbank Equipment	65,000	√	60,630	(4,370)
Term. Bldg. AEDs	Western First Aid	7,500	√	7,025	(475)
(2) Ford/Dodge SUV (surplus)	KHP Fleet Sales	60,000	√	57,700	(2,300)
3/4 T pickup (surplus)	KHP Fleet Sales	25,000		-	-
Bldg. 614 Roof (Mx Shop)	TBD	25,000		-	-
Bldg. 700 Roof (Avflight)	TBD	22,500		-	-
Vehicle Lift - 15,000 lb. capacity	Northern Tool & Equipment	10,000	√	9,435	(565)
Scissor Lift - 32 ft. (39 ft. working height) with trailer	United Rentals & K-Four Trailer	60,000	√	27,268	(32,732)
Concrete Saw	Ohio Power Tools	6,000	√	5,000	(1,000)
Equipment accessories / contingency		19,000		-	-
Total		\$ 725,000		\$ 523,720	\$ (109,780)

The actual cost (based on bids/quotes) received is \$523,720. The price for the KHP 3/4T pickup, B614 roof and B700 roof repairs are still to be determined. The CRRSAA grant funds 100% of the cost of equipment purchases and operating expenses. Rogers recommends the approval of the use of \$523,720, CRRSAA grant funds to purchase airfield maintenance, operations and ARFF equipment. Director Buer moved, seconded by Director Weisel. Motion passed unanimously.

Aircraft Storage Hangar, Extended Aircraft Taxi Lane & T-Hangar Public Restroom Bids

Rogers reviewed the bids received and opened at the public bid opening on March 31 for the following projects.

Project	Low Bidder	Amount
One (1) 12,000 SF, 50 ft. x 250 ft. five (5) unit, aircraft storage hangar	Hutton Construction	\$730,000
Taxi lane grading, drainage and paving for the five (5) unit aircraft storage hangar	APAC Salina	\$113,172
One (1) public restroom to serve all aircraft storage hangar tenants	Cheney Construction	\$150,768

Swanson discussed the sources of funds and presented the following lease financing options.

- Alternative No. 1 - Lease revenue backed financing, 10 years, 3.5% Interest, \$1,675 monthly rental
- Alternative No. 2 - Lease revenue backed financing, 15 years, 4.0% Interest, \$1,270 monthly rental
- Alternative No. 3 - Lease revenue backed financing, 20 years, 4.4% Interest, \$1,090 monthly rental
- Alternative No. 4 - GO Bond financing, 15 years, 3.5% Interest, \$1,230 monthly rental
- Alternative No. 5 - Funded with SAA cash, 7.5% ROI, \$1,030 monthly rental
- Alternative No. 6 - SAA temporarily finances, constructs, and sells to aircraft owner - Land lease (condominium hangars or long term, prepaid hangar leases)

SAA board discussed the options presented. There are currently six existing T-Hangar tenants and aircraft owners that are on the waitlist that have expressed interest in newly constructed T-Hangars.

Staff Reports

Airport / Airport Industrial Center Building, Hangar and Development Site Prospects

Executive Director Rogers reviewed active KSLN aeronautical business and development projects. The projects involve both aeronautical and nonaeronautical businesses.

Runway 17/35 Rehabilitation Project Funding and Schedule Update

Rogers updated the board on the Runway 17/35 rehabilitation project budget, bidding schedule, AIP grant funding and the 2022 construction schedule.

The meeting adjourned at 5:30 P.M.

Minutes approved at the April 21, 2021 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2021**

AIR TRAFFIC/ATCT

March, 2021	7,688 Operations 785 Instrument Operations 611 Peak Day
March, 2020	2,841 Operations 601 Instrument Operations 351 Peak Day
January 2021 - March 2021	17,673 Operations
January 2020 - March 2020	12,444 Operations
January 2019 - March 2019	14,802 Operations

FUEL FLOWAGE

March, 2021	209,376 Gallons
March, 2020	124,865 Gallons
January 2021 - March 2021	473,370 Gallons
January 2020 - March 2020	584,531 Gallons
January 2019 - March 2019	490,746 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
12,009	197,367	92,270	442
4,287	120,578	11,992	331
27,352	446,018	135,259	926
18,460	566,071	80,124	372
18,425	472,321	146,938	1,367

SkyWest Airlines

ENPLANEMENTS

March, 2021	909 Passengers
March, 2020	1,874 Passengers
January 2021 - March 2021	1,710 Passengers
January 2020 - March 2020	4,218 Passengers
January 2019 - March 2019	3,769 Passengers

DEPLANEMENTS

TOTAL

902 Passengers	1,811
1755 Passengers	3,629

ENPLANEMENTS - Charter Flights

March, 2021	0 Passengers
March, 2020	345 Passengers
January 2021 - March 2021	385 Passengers
January 2020 - March 2020	3,949 Passengers
January 2019 - March 2019	584 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

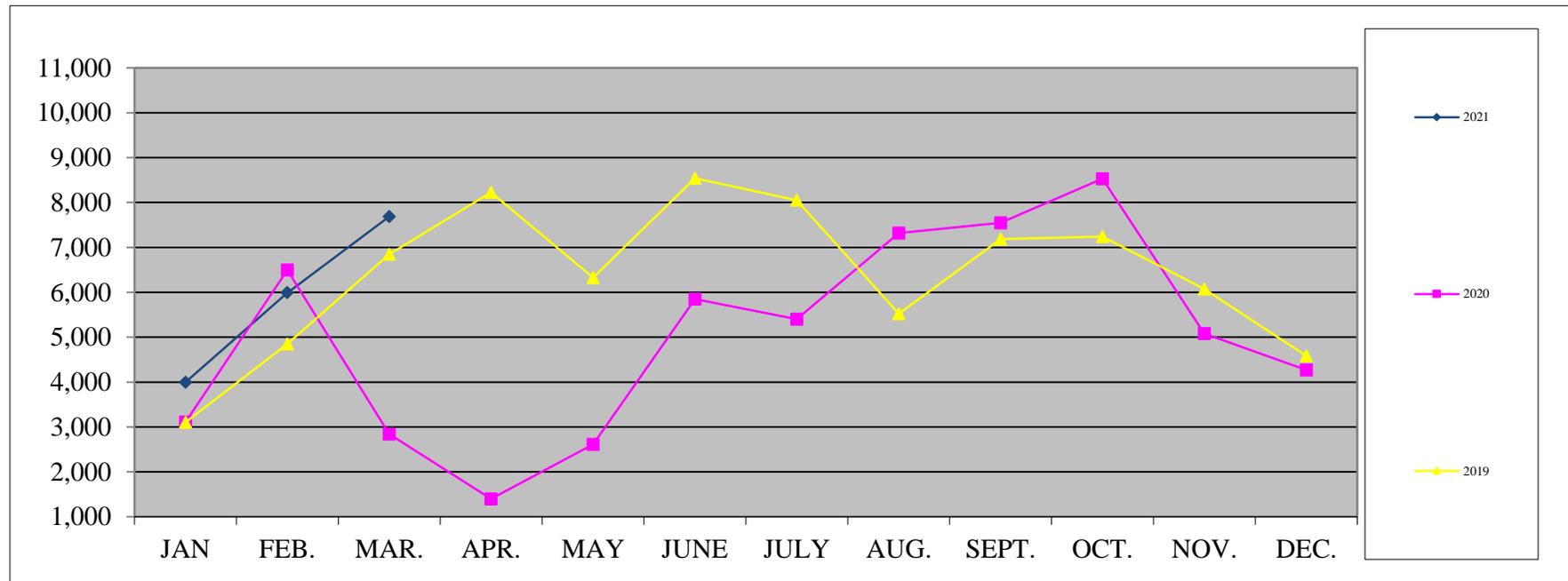
March, 2021	909 Passengers
March, 2020	2,219 Passengers
January 2021 - March 2021	2,095 Passengers
January 2020 - March 2020	8,167 Passengers
January 2019 - March 2019	4,353 Passengers

**AIRPORT TRAFFIC RECORD
2020 - 2021**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2021									
January, 21	131	1,074	540	161	1,906	1,968	122	2,090	3,996
February, 21	109	1,966	533	218	2,826	2,863	300	3,163	5,989
March, 21	113	2,286	743	340	3,482	3,804	402	4,206	7,688
April, 21									
May, 21									
June, 21									
July, 21									
August, 21									
September, 21									
October, 21									
November, 21									
December, 21									
Totals January - March	353	5,326	1,816	719	8,214	8,635	824	9,459	17,673
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									
May, 20									
June, 20									
July, 20									
August, 20									
September, 20									
October, 20									
November, 20									
December, 20									
Totals January - March	380	3,412	1,613	657	6,062	5,528	854	6,382	12,444
Difference	-27	1,914	203	62	2,152	3,107	-30	3,077	5,229
YTD % Change	-7%	56%	13%	9%	35%	56%	-4%	48%	42%
Legend:	AC: Air Carrier			AT: Air Taxi					
	GA: General Aviation			MI: Military					

AIR TRAFFIC

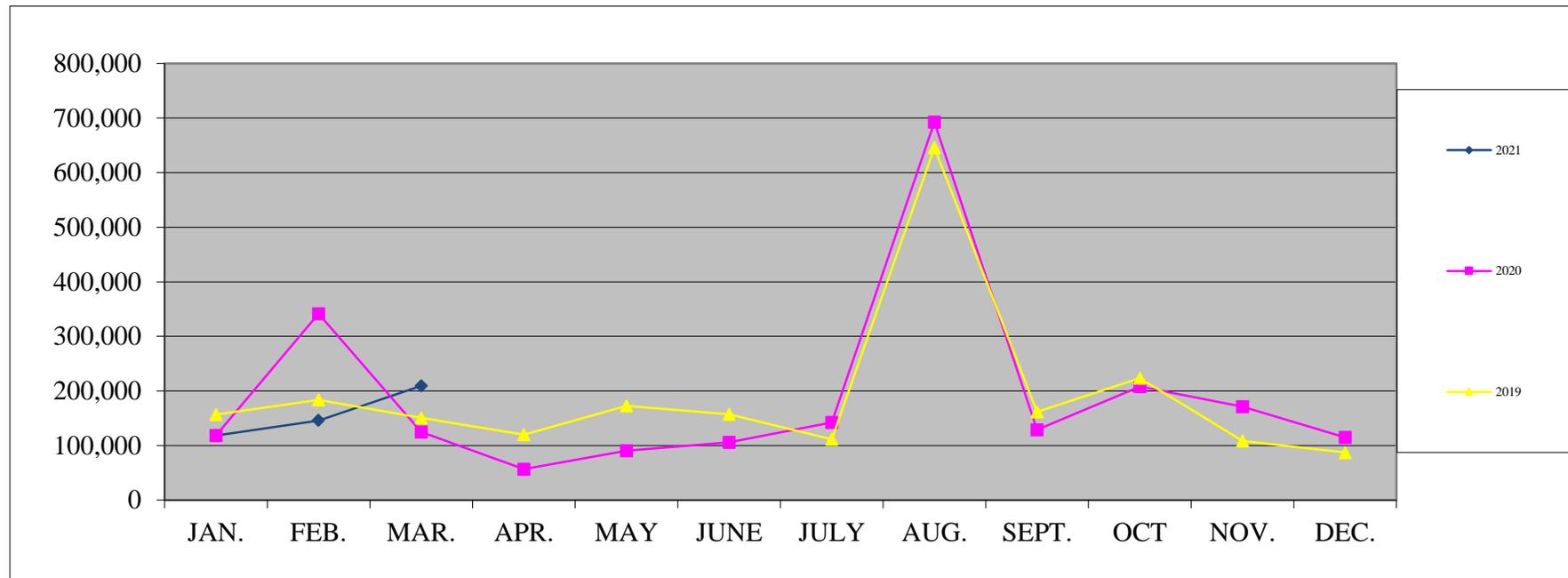
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2021	3,996	5,989	7,688										17,673
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
2019	3,102	4,852	6,848	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



FUEL FLOWAGE

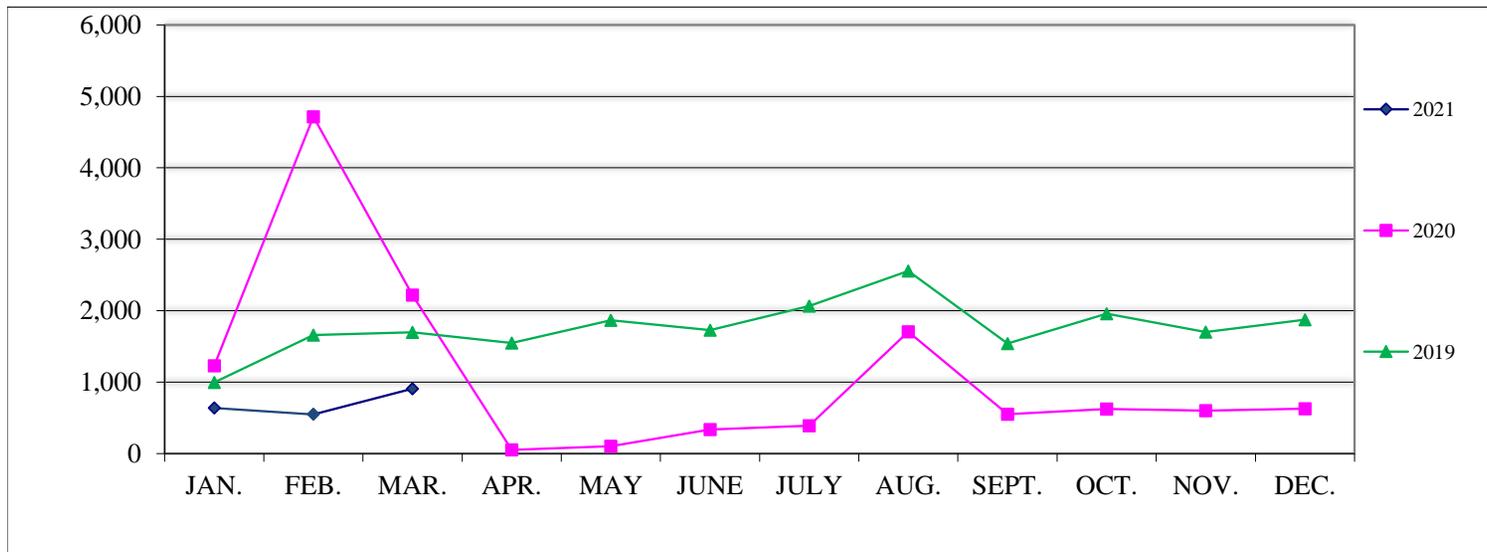
Gallons of Fuel Sold at SLN

	<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>
2021	118,268	145,726	209,376										473,370
2020	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	170,893	114,869	2,295,009
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



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>
2021	638	548	909										2,095
2020	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	13,165
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



**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 March 31, 2021

04/16/2021

	<u>Mar 31, 21</u>	<u>Feb 28, 21</u>	<u>\$ Change</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	112,095	112,094	1	210,399	-98,304	-47%
Cash in bank-Operating Funds	1,446,218	1,149,602	296,616	164,055	1,282,163	782%
Cash in Bank - Mill Levy	1,534,582	1,503,682	30,900	1,151,040	383,542	33%
Total Checking/Savings	1 3,092,895	2,765,378	327,517	1,525,494	1,567,401	103%
Accounts Receivable						
Accounts Receivable	80,964	72,789	8,175	167,391	-86,427	-52%
Total Accounts Receivable	80,964	72,789	8,175	167,391	-86,427	-52%
Other Current Assets						
Agri Land Receivable	66,760	66,760	0	56,000	10,760	19%
Mill Levy receivable	1,111,021	1,269,043	-158,022	1,205,687	-94,666	-8%
Other current assets	204,153	189,842	14,311	181,933	22,220	12%
Undeposited Funds	21,197	8,156	13,041	0	21,197	100%
Total Other Current Assets	1,403,131	1,533,801	-130,670	1,443,620	-40,489	-3%
Total Current Assets	4,576,990	4,371,968	205,022	3,136,505	1,440,485	46%
Fixed Assets						
Fixed assets at cost	93,461,547	93,179,401	282,146	91,723,362	1,738,185	2%
Less accumulated depreciation	-51,156,322	-50,918,982	-237,340	-48,126,094	-3,030,228	-6%
Total Fixed Assets	42,305,225	42,260,419	44,806	43,597,268	-1,292,043	-3%
Other Assets						
Deferred Outflow of Resources	1,232,712	1,232,712	0	1,276,204	-43,492	-3%
Total Other Assets	1,232,712	1,232,712	0	1,276,204	-43,492	-3%
TOTAL ASSETS	48,114,927	47,865,099	249,828	48,009,977	104,950	0%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	2	426,050	-85,535	128,711	211,804	165%
Total Accounts Payable	340,515	426,050	-85,535	128,711	211,804	165%
Credit Cards						
Sam's Club Discover	0	4,207	-4,207	-399	399	100%
VISA - Sunflower Bank, N.A. - S	0	443	-443	0	0	0%
Total Credit Cards	0	4,650	-4,650	-399	399	100%
Other Current Liabilities						
Accrued debt interest payable	56,974	3,369	53,605	45,463	11,511	25%
Debt, current portion	3,772,397	3,772,397	0	1,427,350	2,345,047	164%
Deferred Agri Land Revenue	50,070	55,633	-5,563	42,000	8,070	19%
Deferred Mill Levy revenue	1,901,002	2,112,224	-211,222	2,000,631	-99,629	-5%
Other current liabilities	243,080	179,750	63,330	217,834	25,246	12%
Total Other Current Liabilities	6,023,523	6,123,373	-99,850	3,733,278	2,290,245	61%
Total Current Liabilities	6,364,038	6,554,073	-190,035	3,861,590	2,502,448	65%
Long Term Liabilities						
Debt - Long Term	23,523,853	23,523,853	0	22,412,102	1,111,751	5%
Deferred Inflows of Resources	66,426	66,426	0	41,412	25,014	60%
Less current portion	-3,772,397	-3,772,397	0	-1,427,350	-2,345,047	-164%
Net OPEB Liability (KPERs)	13,924	13,924	0	13,338	586	4%
Net Pension Liability	715,670	715,670	0	632,856	82,814	13%
Security Deposits Returnable	83,896	83,896	0	66,372	17,524	26%
Total Long Term Liabilities	20,631,372	20,631,372	0	21,738,730	-1,107,358	-5%
Total Liabilities	26,995,410	27,185,445	-190,035	25,600,320	1,395,090	5%
Equity						
Invested in Capital Assets net	18,781,372	18,616,690	164,682	21,155,313	-2,373,941	-11%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,112,023	2,276,705	-164,682	1,257,472	854,551	68%
Net Income	136,120	-303,742	439,862	-93,129	229,249	246%
Total Equity	21,119,515	20,679,653	439,862	22,409,656	-1,290,141	-6%
TOTAL LIABILITIES & EQUITY	3 48,114,925	47,865,098	249,827	48,009,976	104,949	0%

Salina Airport Authority
Profit & Loss Budget Performance
 March 2021

11:23 AM
 04/16/2021
 Accrual Basis

	<u>Mar 21</u>	<u>Jan - Mar 21</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	17,690	39,206	46,250	-7,044	85%	185,000
Hangar rent	73,389	174,957	165,000	9,957	106%	660,000
Landing fees	1,608	6,519	7,500	-981	87%	30,000
Ramp rent	5,293	15,879	14,334	1,545	111%	57,335
Total Airfield revenue	4 97,980	236,561	233,084	3,477	101%	932,335
Building and land rent						
Agri land rent	5,563	16,690	16,690	0	100%	66,760
Building rents - Long Term						
Short-term leasing	36,579	109,513	76,050	33,463	144%	304,200
Building rents - Long Term - Other	73,393	220,820	204,388	16,432	108%	817,550
Total Building rents - Long Term	109,972	330,333	280,438	49,895	118%	1,121,750
Land rent						
Basic Land Rent	12,557	38,651	32,147	6,504	120%	128,586
Property tax - tenant share	9,452	28,356	28,356	0	100%	113,424
Total Land rent	22,009	67,007	60,503	6,504	111%	242,010
Tank rent	1,167	3,501	3,375	126	104%	13,500
Total Building and land rent	138,711	417,531	361,006	56,525	116%	1,444,020
Other revenue						
Airport Marketing	0	0	6,250	-6,250	0%	25,000
Commissions	716	1,576	5,265	-3,689	30%	21,060
Other income	10,415	15,305	19,250	-3,945	80%	77,000
Total Other revenue	11,131	16,881	30,765	-13,884	55%	123,060
Total Income	247,822	670,973	624,855	46,118	107%	2,499,415
Gross Income	5 247,822	670,973	624,855	46,118	107%	2,499,415
Expense						
Administrative expenses						
A/E, consultants, brokers	198	10,658	8,000	2,658	133%	32,000
Airport promotion	7,112	26,394	25,000	1,394	106%	100,000
Bad Debt Expense	0	0	1,250	-1,250	0%	5,000
Computer/Network Admin.	1,044	5,568	7,500	-1,932	74%	30,000
Dues and subscriptions	1,553	4,919	6,250	-1,331	79%	25,000
Employee retirement	6,229	18,434	21,336	-2,902	86%	85,345
FICA and medicare tax expense	4,734	14,185	16,460	-2,275	86%	65,840
Industrial development	2,375	7,125	10,875	-3,750	66%	43,500
Insurance , property	17,083	51,250	53,750	-2,500	95%	215,000
Insurance, medical	17,048	50,538	51,250	-712	99%	205,000
Kansas unemployment tax	0	0	250	-250	0%	1,000
Legal and accounting	1,144	12,988	9,250	3,738	140%	37,000
Office salaries	37,631	112,133	129,016	-16,883	87%	516,062
Office Supplies	221	1,697	1,625	72	104%	6,500
Other administrative expense	1,085	3,197	3,750	-553	85%	15,000
Postage	20	111	625	-514	18%	2,500
Property tax expense	14,238	42,713	42,714	-1	100%	170,854
Special Events	0	0	250	-250	0%	1,000
Telephone	1,817	5,752	4,000	1,752	144%	16,000
Training	0	71	1,250	-1,179	6%	5,000
Travel and meetings	163	320	2,500	-2,180	13%	10,000
Total Administrative expenses	6 113,695	368,053	396,901	-28,848	93%	1,587,601

	<u>Mar 21</u>	<u>Jan - Mar 21</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	8,971	14,479	12,500	1,979	116%	50,000
Airport Security	118	316	625	-309	51%	2,500
Building maintenance	25,178	59,086	18,750	40,336	315%	75,000
Equipment fuel and repairs	7,596	23,671	15,000	8,671	158%	60,000
Fire Services	0	473	6,375	-5,902	7%	25,500
Grounds maintenance	605	991	1,875	-884	53%	7,500
Maintenance salaries	25,472	77,161	95,047	-17,886	81%	380,187
Other maintenance expenses	1,508	6,226	6,250	-24	100%	25,000
Snow removal expense	0	2,685	5,000	-2,315	54%	20,000
Utilities	12,772	145,570	55,000	90,570	265%	220,000
Total Maintenance expenses	82,220	330,658	216,422	114,236	153%	865,687
Total Expense	195,915	698,711	613,323	85,388	114%	2,453,288
Net Ordinary Income	7 51,907	-27,738	11,532	-39,270	-241%	46,127
Other Income/Expense						
Other Income						
Capital contributed	467,591	467,591	131,250	336,341	356%	525,000
Gain on sale of assets	0	0	5,000	-5,000	0%	20,000
Interest income						
Interest income on deposits	85	251	375	-124	67%	1,500
Total Interest income	85	251	375	-124	67%	1,500
Mill levy income	211,222	633,667	633,667	0	100%	2,534,669
Total Other Income	678,898	1,101,509	770,292	331,217	143%	3,081,169
Other Expense						
Debt interest expense net						
Bond issue cost	0	0	11,250	-11,250	0%	45,000
Interest Expense on Debt	53,605	160,815	160,813	2	100%	643,250
Total Debt interest expense net	53,605	160,815	172,063	-11,248	93%	688,250
Depreciation expense	237,340	712,021	712,021	0	100%	2,848,082
Other Non-Operating Expenses	0	64,812	0	64,812	100%	1
Total Other Expense	290,945	937,648	884,084	53,564	106%	3,536,333
Net Other Income	387,953	163,861	-113,792	277,653	-144%	-455,164
Net Income	439,860	136,123	-102,260	238,383	-133%	-409,037

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through March 2021

11:23 AM
 04/16/2021
 Accrual Basis

	Jan - Mar 21	Jan - Mar 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	39,205.70	48,752.51	-9,546.81	-19.58%
Hangar rent	174,957.17	120,501.00	54,456.17	45.19%
Landing fees	6,518.50	20,632.60	-14,114.10	-68.41%
Ramp rent	15,879.00	18,305.00	-2,426.00	-13.25%
Total Airfield revenue	236,560.37	208,191.11	28,369.26	13.63%
Building and land rent				
Agri land rent	16,689.99	14,000.01	2,689.98	19.21%
Building rents - Long Term				
Short-term leasing	109,512.96	81,197.90	28,315.06	34.87%
Building rents - Long Term - Other	220,820.07	202,991.77	17,828.30	8.78%
Total Building rents - Long Term	330,333.03	284,189.67	46,143.36	16.24%
Land rent				
Basic Land Rent	38,651.17	28,697.96	9,953.21	34.68%
Property tax - tenant share	28,356.00	30,974.76	-2,618.76	-8.45%
Total Land rent	67,007.17	59,672.72	7,334.45	12.29%
Tank rent	3,501.00	3,483.00	18.00	0.52%
Total Building and land rent	417,531.19	361,345.40	56,185.79	15.55%
Other revenue				
Airport Marketing	0.00	32,197.91	-32,197.91	-100.0%
Commissions	1,575.79	3,915.05	-2,339.26	-59.75%
Other income	15,305.00	31,155.00	-15,850.00	-50.88%
Total Other revenue	16,880.79	67,267.96	-50,387.17	-74.91%
Uncategorized Income	899.68	0.00	899.68	100.0%
Total Income	671,872.03	636,804.47	35,067.56	5.51%
Gross Profit	671,872.03	636,804.47	35,067.56	5.51%
Expense				
Administrative expenses				
A/E, consultants, brokers	10,657.50	0.00	10,657.50	100.0%
Airport promotion				
Air Serv. Mktg - City	0.00	3,410.54	-3,410.54	-100.0%
Air Serv. Mktg - County	0.00	20,935.73	-20,935.73	-100.0%
Air Serv. Mktg - SAA	25,799.17	25,407.86	391.31	1.54%
Airport promotion - Other	595.27	3,232.13	-2,636.86	-81.58%
Total Airport promotion	26,394.44	52,986.26	-26,591.82	-50.19%
Bad Debt Expense	0.00	0.00	0.00	0.0%
Computer/Network Admin.	5,567.56	8,449.33	-2,881.77	-34.11%
Dues and subscriptions	4,918.62	5,532.06	-613.44	-11.09%
Employee retirement	18,434.28	17,369.14	1,065.14	6.13%
FICA and medicare tax expense	14,185.30	14,393.38	-208.08	-1.45%
Industrial development	7,125.00	7,000.00	125.00	1.79%
Insurance , property	51,249.99	39,561.58	11,688.41	29.55%
Insurance, medical	50,537.88	44,606.68	5,931.20	13.3%
Legal and accounting	12,988.25	4,830.80	8,157.45	168.86%
Office salaries	112,133.32	110,573.47	1,559.85	1.41%
Office Supplies	1,697.05	1,987.69	-290.64	-14.62%
Other administrative expense				
Merchant Processing Fees	2,365.51	2,794.36	-428.85	-15.35%
Other administrative expense - Other	831.85	701.54	130.31	18.58%
Total Other administrative expense	3,197.36	3,495.90	-298.54	-8.54%
Postage	111.45	119.38	-7.93	-6.64%
Property tax expense	42,713.49	41,469.51	1,243.98	3.0%
Telephone	5,752.47	5,081.98	670.49	13.19%
Training	70.95	0.00	70.95	100.0%
Travel and meetings	319.72	4,897.38	-4,577.66	-93.47%
Total Administrative expenses	368,054.63	362,354.54	5,700.09	1.57%

	<u>Jan - Mar 21</u>	<u>Jan - Mar 20</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	14,478.92	25,541.62	-11,062.70	-43.31%
Airport Security	315.83	71.71	244.12	340.43%
Building maintenance	59,086.32	13,875.47	45,210.85	325.83%
Equipment fuel and repairs	23,671.38	22,531.90	1,139.48	5.06%
Fire Services	473.07	2,814.88	-2,341.81	-83.19%
Grounds maintenance	990.72	2,625.21	-1,634.49	-62.26%
Maintenance salaries				
COVID-19 Compensation	343.00	0.00	343.00	100.0%
Maintenance salaries - Other	76,818.35	71,562.36	5,255.99	7.35%
Total Maintenance salaries	77,161.35	71,562.36	5,598.99	7.82%
Other maintenance expenses	6,226.23	2,688.14	3,538.09	131.62%
Snow removal expense	2,684.74	2,413.14	271.60	11.26%
Utilities	145,570.21	62,253.82	83,316.39	133.83%
Total Maintenance expenses	330,658.77	206,378.25	124,280.52	60.22%
Uncategorized Expenses	899.68	0.00	899.68	100.0%
Total Expense	699,613.08	568,732.79	130,880.29	23.01%
Net Ordinary Income	-27,741.05	68,071.68	-95,812.73	-140.75%
Other Income/Expense				
Other Income				
Capital contributed				
CARES Grant 3-20-0072-041-2020	397,457.77	0.00	397,457.77	100.0%
Capital contributed - Other	70,132.81	26,881.00	43,251.81	160.9%
Total Capital contributed	467,590.58	26,881.00	440,709.58	1,639.48%
Interest income				
Interest income on deposits	250.55	847.32	-596.77	-70.43%
Total Interest income	250.55	847.32	-596.77	-70.43%
Mill levy income	633,667.26	668,165.72	-34,498.46	-5.16%
Total Other Income	1,101,508.39	695,894.04	405,614.35	58.29%
Other Expense				
Debt interest expense net				
Interest Expense on Debt	160,815.00	159,035.40	1,779.60	1.12%
Total Debt interest expense net	160,815.00	159,035.40	1,779.60	1.12%
Depreciation expense	712,020.51	698,059.35	13,961.16	2.0%
Other Non-Operating Expenses	64,811.67	0.00	64,811.67	100.0%
Total Other Expense	937,647.18	857,094.75	80,552.43	9.4%
Net Other Income	163,861.21	-161,200.71	325,061.92	201.65%
Net Income	136,120.16	-93,129.03	229,249.19	246.16%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of March 31, 2021

11:05 AM
04/16/2021
Accrual Basis

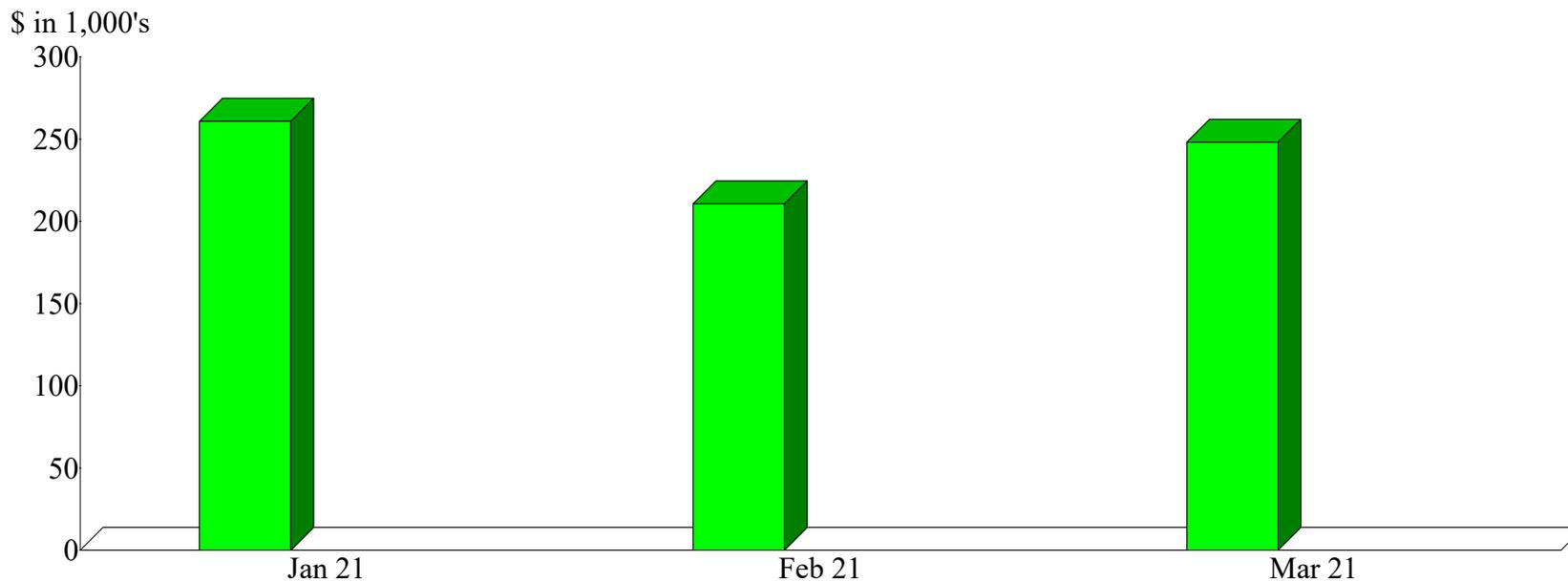
	<u>Jan - Mar 21</u>	<u>Mar 21</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab		127,206	470,000	-342,794	27%
Airfield Improvements		0	145,000	-145,000	0%
GA Hangar Restroom Design	6,455	6,455	8,250	-1,795	78%
GA Hangars Design	30,089	30,089	40,000	-9,911	75%
Total Airfield	<u>36,544</u>	<u>163,750</u>	<u>663,250</u>	<u>-499,500</u>	<u>25%</u>
Buildings & Improvements					
Building improvements					
Bldg. #614 Imps.		0	25,000	-25,000	0%
Bldg. 724 Renovation	18,935	18,935	20,000	-1,065	95%
Bldg. 824 Imps.		17,903	16,058	1,845	111%
Bldg. Imps. Other	20,019	20,019	30,000	-9,981	67%
Hangar 606 Rehabilitation	15,171	15,171	20,000	-4,829	76%
Hangar 959 Rehabilitation	59,923	60,874	85,000	-24,126	72%
Total Building improvements	<u>114,048</u>	<u>132,902</u>	<u>196,058</u>	<u>-63,156</u>	<u>68%</u>
FBO Improvements					
Avflight North		0	22,500	-22,500	0%
Total FBO Improvements	<u>0</u>	<u>0</u>	<u>22,500</u>	<u>-22,500</u>	<u>0%</u>
Total Buildings & Improvements	<u>114,048</u>	<u>132,902</u>	<u>218,558</u>	<u>-85,656</u>	<u>61%</u>
Equipment					
Airfield Equipment		0	105,000	-105,000	0%
ARFF equipment	38,685	38,685	52,726	-14,041	73%
Communications equipment	76,874	76,874	85,946	-9,072	89%
Computer equipment	2,492	2,492	15,000	-12,508	17%
Office equipment		18,517	20,000	-1,483	93%
Other Equipment		0	10,000	-10,000	0%
Shop equipment	3,225	138,962	582,126	-443,164	24%
Terminal bldg equipment	7,025	7,025	7,500	-475	94%
Vehicles	3,253	176,864	239,887	-63,023	74%
Total Equipment	<u>131,554</u>	<u>459,419</u>	<u>1,118,185</u>	<u>-658,766</u>	<u>41%</u>
Land					
Airport Indust. Cent. Imps.		0	15,000	-15,000	0%
Rail Spur Imps.		0	10,000	-10,000	0%
Total Land	<u>0</u>	<u>0</u>	<u>25,000</u>	<u>-25,000</u>	<u>0%</u>
Total Fixed assets at cost	<u>282,146</u>	<u>756,071</u>	<u>2,024,993</u>	<u>-1,268,922</u>	<u>37%</u>

Salina Airport Authority
Significant Capital Expenditures Detail
March 2021

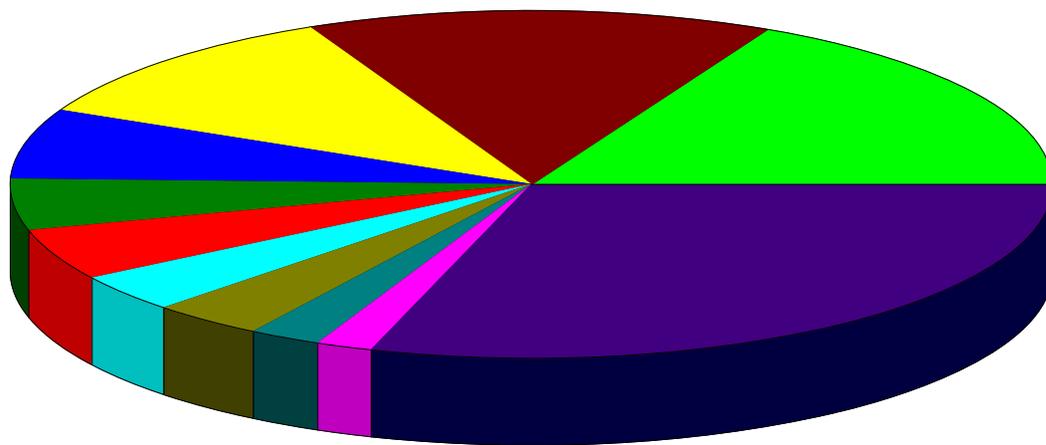
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
GA Hangar Restroom Design					
Bill	03/04/2021	Hutton Corporation	GA Hangar restroom design fee	4,108.50	4,108.50
Bill	03/31/2021	Hutton Corporation	GA Hangar restroom design fee	2,054.25	6,162.75
Bill	03/31/2021	Salina Journal, Inc.	GA Hangar Restroom advertisement - notice to contractors	292.68	6,455.43
Total GA Hangar Restroom Design				6,455.43	6,455.43
GA Hangars Design					
Bill	03/04/2021	Hutton Corporation	GA Hangar design fee	19,891.50	19,891.50
Bill	03/31/2021	Salina Journal, Inc.	GA Hangar advertisement - notice to contractors	252.12	20,143.62
Bill	03/31/2021	Hutton Corporation	GA Hangar design fee	9,945.75	30,089.37
Total GA Hangars Design				30,089.37	30,089.37
Total Airfield				36,544.80	36,544.80
Buildings & Improvements					
Building improvements					
Bldg. 724 Renovation					
Bill	03/31/2021	Systems 4	Bldg. 724 Restroom Remodel	18,935.00	18,935.00
Total Bldg. 724 Renovation				18,935.00	18,935.00
Bldg. Imps. Other					
Bill	03/10/2021	Systems 4	B394 sidewalk (install 8 x 34.4 concrete slab and paint parking lot)	5,146.00	5,146.00
Bill	03/11/2021	Systems 4	Bldg. 1021 Restroom Upgrades	9,093.00	14,239.00
Bill	03/24/2021	Helm Electric, LLC	Install 10 lights and 2 double duplex outlets at Bldg. 1029	2,780.00	17,019.00
Bill	03/24/2021	Helm Electric, LLC	Install 10 lights and 2 double duplex outlets at Bldg. 1059	2,780.00	19,799.00
Bill	03/31/2021	Hutton Corporation	Bldg. 394 - secure IT room	220.00	20,019.00
Total Bldg. Imps. Other				20,019.00	20,019.00
Hangar 606 Rehabilitation					
Bill	03/09/2021	Ryan Roofing, Inc.	H606 - Snow guards (roofing system)	15,170.85	15,170.85
Total Hangar 606 Rehabilitation				15,170.85	15,170.85
Hangar 959 Rehabilitation					
Bill	03/31/2021	Superior Plumbing and Heating, Inc.	Hangar H959 fire sprinkler system repairs and improvements	59,923.00	59,923.00
Total Hangar 959 Rehabilitation				59,923.00	59,923.00
Total Building improvements				114,047.85	114,047.85
Total Buildings & Improvements				114,047.85	114,047.85
Equipment					
ARFF equipment					
Bill	03/05/2021	Emerging Growth Enterprise_NoFoam Systems	No Foam System - ARFF testing equipment	38,685.28	38,685.28
Total ARFF equipment				38,685.28	38,685.28
Communications equipment					
Bill	03/02/2021	Ka-Comm, Inc.	MULTI-BAND PROGRAMMABLE MOBILE AND HANDHELD RADIO...	76,873.82	76,873.82
Total Communications equipment				76,873.82	76,873.82
Computer equipment					
Bill	03/31/2021	Nex-Tech Communications	Bldg. 614 - Wireless Internet (SAA maintenance shop)	2,492.03	2,492.03
Total Computer equipment				2,492.03	2,492.03
Shop equipment					
Bill	03/09/2021	Bobcat of Salina, Inc.	Counterweight 300 lb., Bobcat skid steer	1,124.62	1,124.62
Bill	03/09/2021	Lampton Welding Supply Co., Inc.	Plasma cutter	2,100.00	3,224.62
Total Shop equipment				3,224.62	3,224.62
Terminal bldg equipment					
Bill	03/08/2021	Western First Aid, Inc.	ZOLL AED's	7,024.95	7,024.95
Total Terminal bldg equipment				7,024.95	7,024.95
Vehicles					
Bill	03/29/2021	Ka-Comm, Inc.	I-Comm tower radios for surplus vehicles	3,253.00	3,253.00
Total Vehicles				3,253.00	3,253.00
Total Equipment				131,553.70	131,553.70
Total Fixed assets at cost				282,146.35	282,146.35
TOTAL				282,146.35	282,146.35

Sales by Month
January through March 2021

Dollar Sales



Sales Summary
January through March 2021

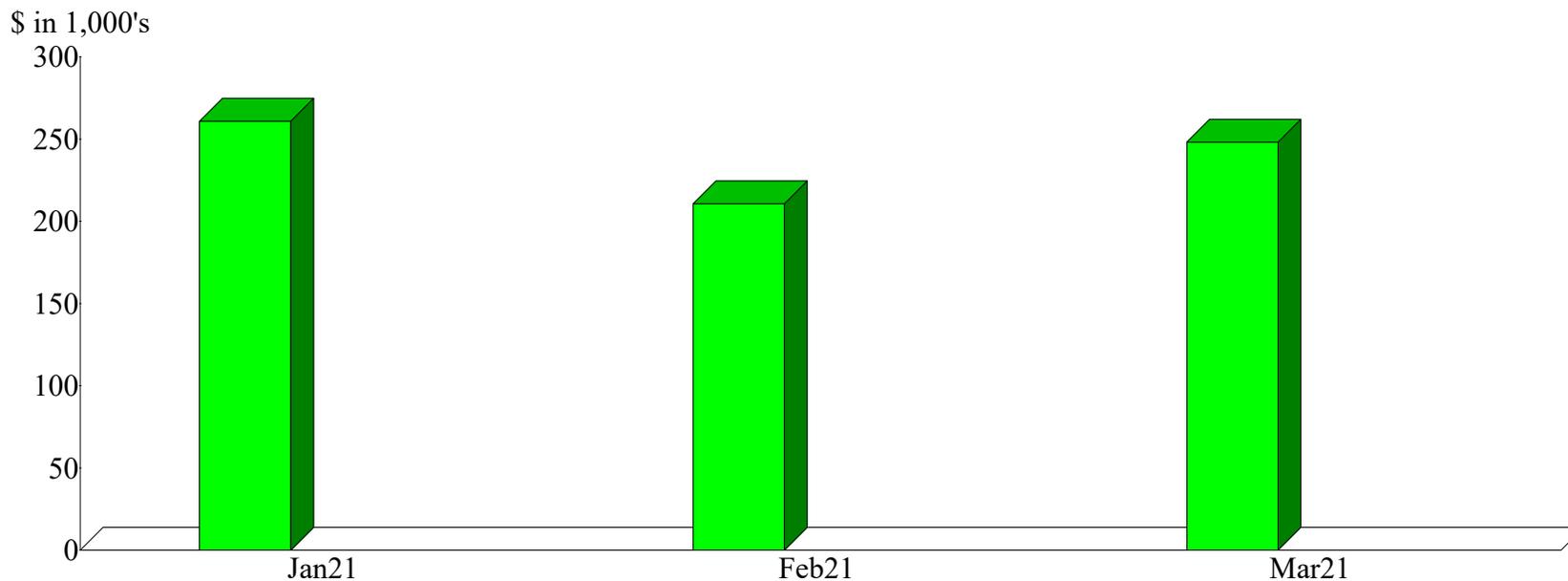


Kansas Erosion Products, LLC.	17.63%
1 Vision Aviation, PLLC	14.60
Avflight Salina	10.97
SFC Global Supply Chain	6.60
Stryten Salina, LLC	4.90
Universal Forest Products (UFP)	4.80
Nellis AFB	3.64
Kansas State Polytechnic - Salina	3.56
Durham School Service, L.P.	2.24
Federal Aviation Adminis.	1.90
Other	29.15
Total	\$719,750.87

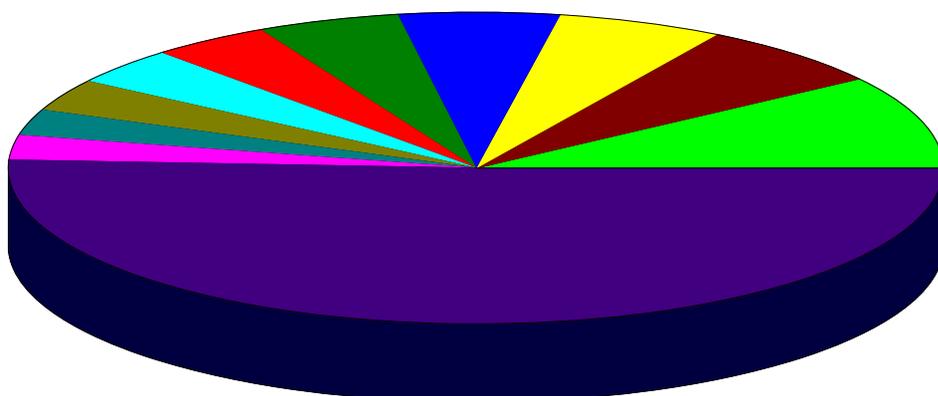
By Customer

Sales by Month
January through March 2021

Dollar Sales



Sales Summary
January through March 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.81%
Insurance(CP) (Insurance Reimbursement)	6.78
B-01021 (Building #1021 located at 3600	5.75
Utility Reimbursement (Utility Reimburse	5.70
FFF-Avflight Salina (Fuel Flowage Fee @	5.05
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.16
B-00620-1 (Building #620 (30,000 SF) an	3.98
B-00626-1 (Manufacturing facility #626 (3.37
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.72
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.68
Other	50.00
Total	\$719,750.87

By Item

10-Year Operating Revenue and Expense Analysis

January - March

2012-2021

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
TOTAL REVENUES										
OPERATING REVENUES										
Airfield	\$ 130,578	\$ 110,020	\$ 106,029	\$ 134,358	\$ 121,940	\$ 152,293	\$ 143,895	\$ 209,431	\$ 159,438	\$ 197,355
Fuel flowage fees	44,889	31,145	27,556	49,411	27,557	69,380	36,979	39,068	48,753	39,206
Building and land rent	365,239	378,164	314,631	262,658	271,868	324,697	344,143	327,818	361,345	417,531
Other revenue	17,271	5,141	12,977	16,028	16,010	39,174	44,857	25,077	67,268	16,881
TOTAL OPERATING REVENUES	557,978	524,470	461,192	462,455	437,375	585,543	569,874	601,394	636,804	670,973
TOTAL EXPENSES										
OPERATING EXPENSES										
Administrative	317,353	313,366	273,084	286,259	300,315	297,800	326,765	373,719	362,355	368,053
Maintenance	200,472	304,101	270,242	217,473	176,208	224,990	221,048	250,416	206,378	330,658
TOTAL OPERATING EXPENSES	517,825	617,467	543,327	503,732	476,524	522,790	547,813	624,135	568,733	698,711
OPERATING INCOME BEFORE DEPRECIATION	\$ 40,152	\$ (92,998)	\$ (82,134)	\$ (41,277)	\$ (39,149)	\$ 62,753	\$ 22,061	\$ (22,741)	\$ 68,071	\$ (27,738)

