

DATE: May 14, 2021
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **May 19, 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.

- Attract new tenants to Airport Authority buildings and sites at the Salina Airport Industrial Center.
- Construction of new GA aircraft storage hangars.
- Reporting on the economic impact of the Salina Regional Airport and Airport Industrial Center.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending April 30, 2021 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 8,739 operations during April 2021 which was a 6% increase as compared to the April 2020 total of 8,225. For the year-to-date, a total of 26,412 operations have occurred at the Salina Airport which is 90% more than the April 2020 YTD total of 13,842.

Airport Activity – Fuel Flowage (Rogers)

The April 2021 fuel flowage came in at 127,107 gallons which was 124% more than the April 2020 total of 56,765 gallons. For the year-to-date, a total of 600,478 gallons has been delivered on the Airport which is 6% less than the 2020 YTD total of 641,296 gallons.

Airport Activity – Passenger Enplanements (Rogers)

During April 2021 SkyWest enplaned 904 passengers, which was a 1,638% increase over the April 2020 total of 52 passengers. The April YTD total passenger count was 1,807 which was a 1,762% increase over the April 2020 YTD total of 97. Passenger enplanements are expected to continue an upward trend during the remainder of CY 2021.

Financial Reports – Comments and Notes (Swanson)

At the end of April, total operating income arrived 6% over budget and is tracking nearly 8% ahead and \$64,976 more than the same period in 2020. Both short and long-term leasing activity continues to remain strong, and we have finalized two new short-term leasing contracts for buildings and land and one new FOL activity detailed below. An updated leasing scorecard will be reviewed at the board meeting.

Administrative expenses ended up 2% over budget at the end of April while maintenance expenses arrived over budget by 39% bringing total operating costs over budget 15% or \$121,507. As you will note on the

P&L, our YTD utility cost is exceeding budget by \$88,196 due to the February polar vortex creating the record low temperatures and extremely high natural prices.

Over the next few months, we will be working hard to stabilize operating expenses and work to overcome the challenge brought on by the unprecedented utility costs. Fortunately, revenues are tracking ahead of budget and leasing activity is strong which will help us hit our year-end NIBD goals.

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

Salina Airport Authority
Account QuickReport
As of April 30, 2021

Type	Date	Num	Am...	Memo	Split	Amount	Balance
Cash in Bank-Bond Funds							112,094.83
Cash in Bank-KMIP							112,094.83
GO Temp Notes Series 2019-1							112,094.83
Transfer	04/14/2021			Funds Transfer - Superior / H959 sprinkler system and water line improvements	SFB - Cash mgmt...	-59,923.00	52,171.83
Deposit	04/30/2021			Interest	Interest income o...	0.45	52,172.28
Total GO Temp Notes Series 2019-1							-59,922.55
Total Cash in Bank-KMIP							52,172.28
Total Cash in Bank-Bond Funds							52,172.28
TOTAL							52,172.28

Financial Reports – April Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of May 14, 2021 (Swanson)

Account	Amount	Days	Comments
Hertz Corporation	\$673	61>90	Rent & Property Taxes
Universal Forest Products	\$5,911	61-90	Comm. Property Insurance

Short-term Leasing Activity

On April 27, the SAA entered into a 1-year lease agreement for 11,844 SF of shop and office space in Bldg. 313 with Gartner Refrigeration, Inc. This short-term agreement will generate \$5,250/month or \$63,000 for the term. Gartner is a contractor for Schwan's and will be using the shop space for fabrication of industrial refrigeration systems.

On March 24, the SAA executed a one-year lease renewal with Superior Energy Services (SES) for 14.17 acres of ground located at the SAA's equipment yard on Airport Road. SES is utilizing this area to store energy transmission lines and components for a project in Nebraska. This agreement generates \$3,650 per month or \$43,800 on an annual basis. SES originally took occupancy on June 1 for a 7-month agreement, however due to many delays on their project, they will need the yard until March 2022.

Lastly, early in May the SAA hosted the military training exercise "Gold Spike" which generated \$9,945 in revenue for leased space in Hangar 606 and equipment rental.

Agenda Item #6 – Consideration of a Land Lease with United Rentals, LLC for an Equipment Storage Site at the Salina Airport Industrial Center (Swanson)

Founded in 1997, United Rentals is the largest equipment rental company in the world with locations in 49 states and ten Canadian provinces. Currently, the Salina market is served by their McPherson location. Chances are you have seen one of their forklifts, cranes or dozers on a construction site or two at the Airport Industrial Center. With their increase in rentals in this area, United Rentals reached out to the SAA with an interest in leasing a parcel of ground for storing, staging, drop-off and pick-up of equipment. The SAA has available a 2-acre parcel of land situated in the Airport Road equipment yard that was recently vacated by Nestle and would be available for lease. United Rentals has asked the SAA to consider using their land lease agreement and staff is working through this agreement with the assistance of Greg

Bengtson. SAA staff recommends approval of the Lease under the following basic terms and conditions:

Term:	Three (3) years
Option to Renew:	One three (3) year option to renew
Base Rental:	\$785/month
CPI Adjustments:	Biennial
Type:	Modified net. Tenant responsible for property taxes, insurance, maintenance, utilities and any improvements.

Recommendation: Approval of the basic terms as presented for the 2-acre land lease with United Rentals and authorize staff to work on the agreement form with the assistance of legal counsel and when finalized, authorize Chair Gunn to sign the Lease provided there are no substantive changes to the terms above.

Agenda Item #7 – Consideration of Multi-Year Leases for Aircraft Storage Hangars C-2, C-3 and C-4 (Rogers and Swanson)

At our May 19 meeting I expect to have three, signed leases for spaces in the five (5) unit aircraft storage hangar to be built by the Airport Authority. The units were offered to all pilots currently leasing SAA hangars and those aircraft owners listed on the SAA's waiting list. A one-year lease was offered at \$685 per month and a three-year lease was offered at \$635 per month.

Project low bidder, Hutton would like to know if the Airport Authority will proceed with the aircraft storage hangar construction project for scheduling and materials order purposes. With three, signed leases in-hand by Wednesday's board meeting I will recommend that the SAA move forward with the project by issuing a Notice to Proceed to Hutton.

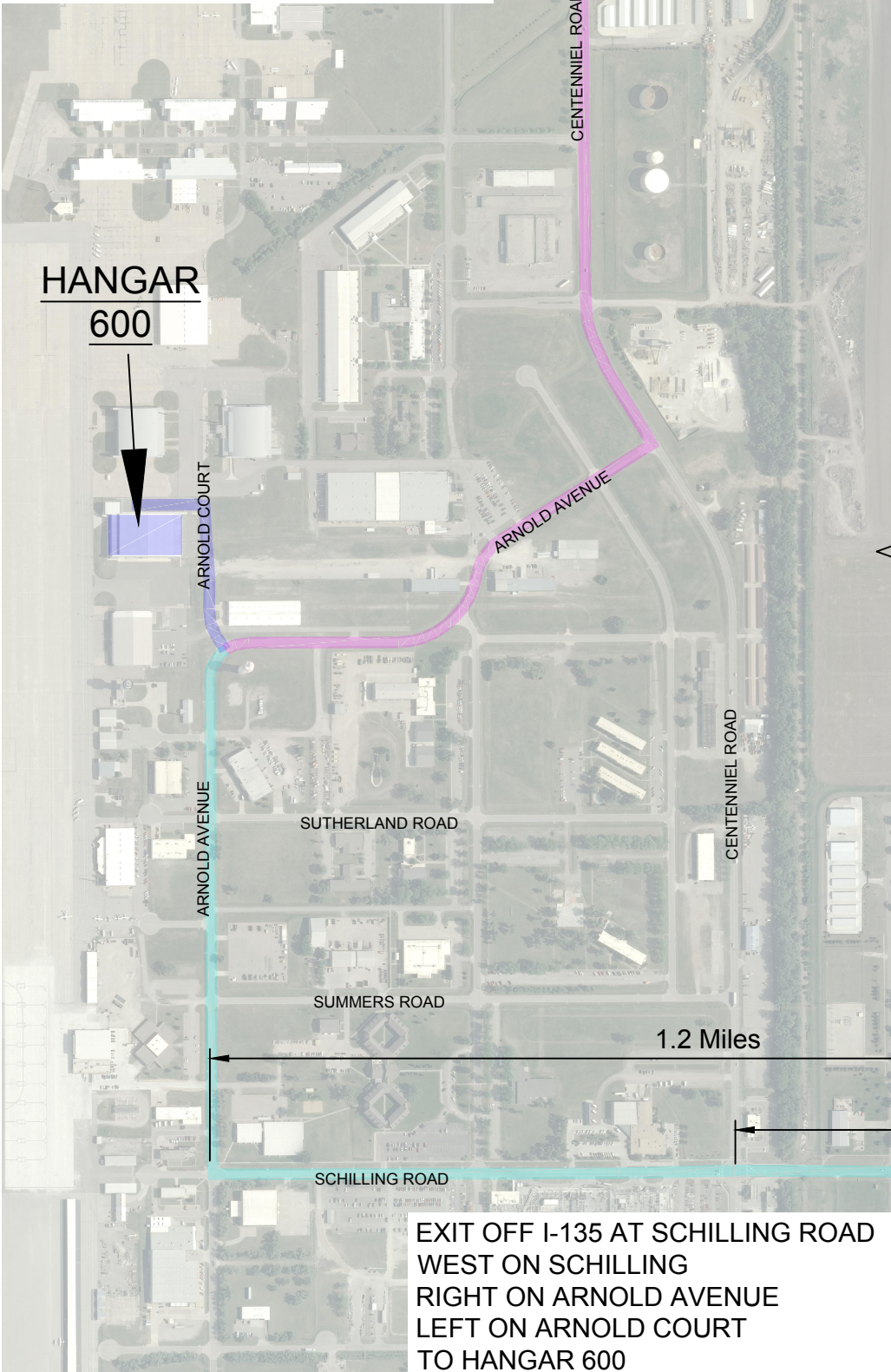
Agenda Item #8– Presentation of the Results of the 2021 Salina Regional Airport and Airport Industrial Center Economic Impact Report (Rogers and Swanson)

At the meeting we will update you on the results of the 2021 Docking Institute of Public Affairs report on the economic impact of the Salina Regional Airport and Airport Industrial Center on the City of Salina and Saline County. The combined impact of business and organizations located at the Airport and Airport Industrial Center continues to be a positive for our community. Employment at the Airport and Airport Industry now amounts to 17.6% of total Saline County employment. We'll have more significant numbers for you at the meeting.

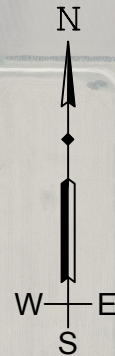
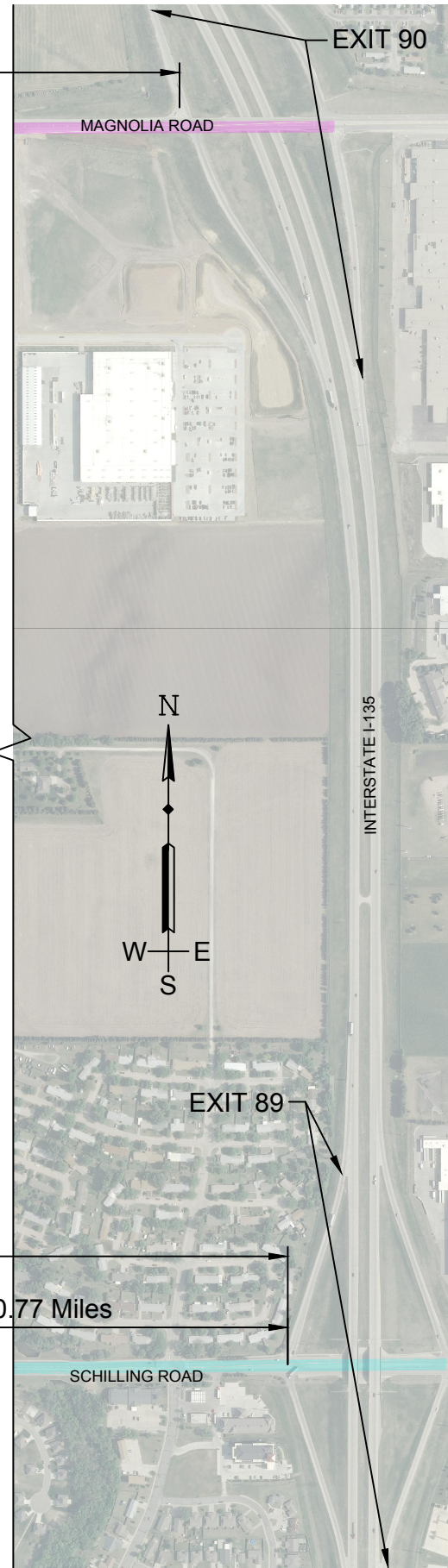
Please contact me if you have any questions or comments.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON ARNOLD COURT
TO HANGAR 600



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, First Floor Conference Room, 2720 Arnold Court
May 19, 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 April 21, 2021 regular board meeting. (Gunn)
5. Review of airport activity and financial reports for the month ending April 30, 2021. (Rogers and Swanson)
6. Consideration of a land lease with United Rentals Realty, LLC for 2 acres of equipment storage property at the Salina Airport Industrial Center. (Swanson)
7. Consideration of signed leases for aircraft storage hangars C-2, C-3 and C-4 located at the Salina Regional Airport and authorization to issue a Notice to Proceed to Hutton for the start of construction. (Rogers and Swanson)
8. Presentation of the results of the 2021 Salina Regional Airport and Airport Industrial Center Economic Impact Report as prepared by the Docking Institute of Public Affairs, Fort Hays State University. (Rogers and Swanson)

Directors' Forum (Gunn)

Visitor's Questions and Comments (Gunn)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Gunn)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
APRIL 21, 2021
HANGAR 600, ROOM 100**

Call to Order

The meeting was called to order at 8:00 AM 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 Friday, April 16, 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. Bob Vidricksen, Saline County Commissioner attended via video conference. Julie Yager-Zuker, Avflight Salina and Michael Bunn, T-hangar tenant were in attendance as guest.

Additions to the Agenda

Chair Gunn asked if there were any additions to the agenda. Executive Director Rogers stated the addition of item 8a for consideration of roofing bids for Bldg. 614 and Bldg. 700.

Minutes

Chair Gunn asked if the board members had additions or corrections to the minutes of the March 17, 2021 annual board meeting and April 7, 2021 special board meeting. Director Eichelberger moved, seconded by Director Weisel, to approve the minutes of the March 17, 2021 annual board meeting and April 7, 2021 special board meeting.

Airport Activity and Financial Reports

Executive Director Rogers reported that the Salina Air Traffic Control Tower (ATCT) recorded 7,688 operations during March 2021, which was a 171% increase compared to the March 2020 total of 2,841. For year-to-date a total of 17,673 operations have occurred at the airport which is 42% more than the March year-to-date total of 12,444. March fuel flowage came in at 209,376 gallons which was a 68% increase compared to March 2020 total of 124,865 gallons.

United/SkyWest flights enplaned 909 passengers, which was a 51% decrease as compared to the March 2020 total of 1,874 enplaned passengers. Rogers noted SLN fares are competitive with surrounding airports and passenger enplanements are expected to continue upward for the remainder of 2021.

Director of Administration and Finance Swanson reported on the financials for the 1st quarter of 2021. Total operating income arrived 7% over budget and is tracking 5.51% ahead and \$36,068 more than the same period in 2020. 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. Year-to-date utility cost is exceeding budget by \$90,570.

Both short and long-term leasing activity continues to remain strong, and additional FOL activities are being finalized for the remainder of the year. 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. Chair Gunn directed staff to file the financials for audit.

January – March (Q1) 10-year trend analysis

Director of Finance and Administration Swanson distributed and discussed the first quarter 10-year financial trend analysis report for 2012-2021. Operating revenue is continuing as a positive trend while maintenance expenses had a slight increase due to the recent utility expenses.

GA Aircraft Storage Hangars

Executive Director Rogers updated the board on the construction of a new, five-unit aircraft storage hangar, an extended taxi lane service and a public restroom project. SAA staff reviewed bids received, 2021-2022 cash flow projections and sources and use of funds. Rogers discussed financing options and proposed lease terms. SAA staff recommends minimum of a 1-year lease at a rental rate of \$685/per month. Chair Gunn presented recommended motions to the board.

Director Buer moved to establish the financial goal of maintaining an operating cash balance equal to or greater than 75% of operating expenditures as of year-end for calendar years 2021 and 2022. Seconded by Director Weisel. Motion passed unanimously.

Director Weisel moved to approve the low bid submitted by Cheney Construction for the construction of a T-hangar area public restroom and approval of a \$158,985 capital expenditure for the project. Seconded by Director Roberg. Motion passed unanimously.

Director Roberg moved to approve the sole source bid from APAC Salina in the amount of \$113,172 for the extended taxi lane that will provide access to new general aviation aircraft storage hangars. Seconded by Director Eichelberger. Motion passed unanimously.

Director Weisel moved to accept the low bid submitted by Hutton for the construction of a five-unit aircraft storage hangar in the amount of \$769,783 and authorize Chair Gunn to execute the contract on pre-condition that staff pre-lease four out of five units. Seconded by Director Roberg. Motion passed unanimously.

Director Weisel moved to authorize SAA staff, bond counsel and financial advisor to proceed with the issuance of SAA general obligation bonds in the amount of \$475,000 to be funded by the new, five-unit aircraft storage hangar rental income. Seconded by Director Buer. Motion passed unanimously.

2021-2022 Staffing and personnel transition plan

Executive Director Rogers reviewed upcoming retirements and discussed a succession plan to fill the available staff positions for calendar years 2021-2022.

Bldg. 614 and Bldg. 700 Roofing Contracts

Rogers discussed bids received for roof repairs at B614, 2560 Arnold Court and B700, 2035 Beechcraft Rd. Yutzy Roofing submitted the low bid for B614 in the amount of \$139,287. Geisler Roofing submitted the low bid for B700 in the amount of \$21,713.50. Rogers noted the projects will be funded with CRRSAA grant funds. SAA staff recommends approval of the low bids submitted for B614 and B700 roof repairs. Director Eichelberger moved, seconded by Director Weisel. Motion passed unanimously.

Executive Session

At 9:15 A.M. Director Weisel moved the following:

I move the Salina Airport Authority board of directors recess into 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 9:45 AM.

Director Eichelberger seconded the motion. The motion passed unanimously.

The open meeting resumed at 9:45 AM.

Upon a motion duly made, the meeting adjourned at 9:45 A.M.

Minutes approved at the May 19, 2021 Board Meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2021

AIR TRAFFIC/ATCT

April, 2021	8,739 Operations 634 Instrument Operations 600 Peak Day
April, 2020	8,225 Operations 1,060 Instrument Operations 559 Peak Day
January 2021 - April 2021	26,412 Operations
January 2020 - April 2020	13,842 Operations
January 2019 - April 2019	23,027 Operations

FUEL FLOWAGE

April, 2021	127,107 Gallons
April, 2020	56,765 Gallons
January 2021 - April 2021	600,478 Gallons
January 2020 - April 2020	641,296 Gallons
January 2019 - April 2019	610,491 Gallons

		Avflight	
			Self-fuel
KSU-S	Avflight Salina	Military/Gov't Portion	Station Portion
14,178	112,930	1,285	337
0	56,765	3,812	139
41,530	558,948	136,544	1,263
18,460	622,836	83,936	511
31,654	578,837	158,523	1,690

SkyWest Airlines

ENPLANEMENTS

DEPLANEMENTS

TOTAL

April, 2021	904 Passengers	903 Passengers	1,807
April, 2020	52 Passengers	45 Passengers	97
January 2021 - April 2021	2,614 Passengers		
January 2020 - April 2020	4,270 Passengers		
January 2019 - April 2019	5,317 Passengers		

ENPLANEMENTS - Charter Flights

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

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

April, 2021	904 Passengers
April, 2020	52 Passengers
January 2021 - April 2021	2,999 Passengers
January 2020 - April 2020	8,219 Passengers
January 2019 - April 2019	5,901 Passengers

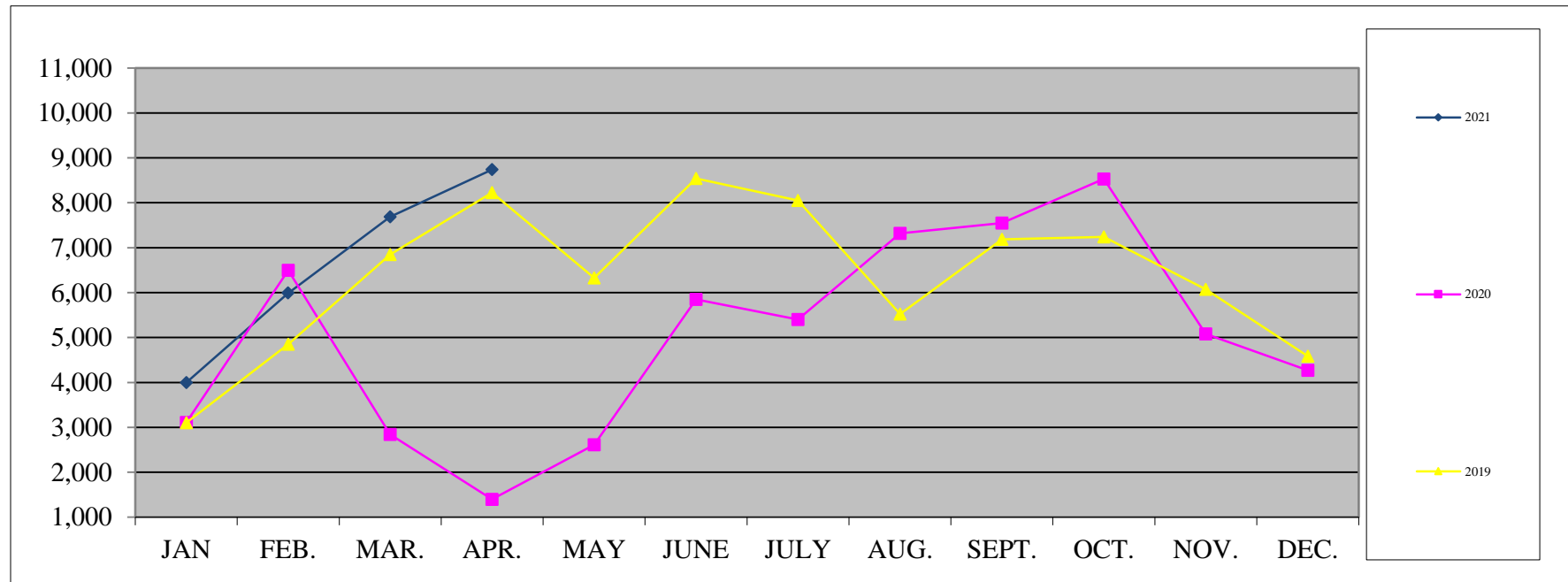
AIRPORT TRAFFIC RECORD

2020 - 2021

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
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	120	2,534	743	196	3,593	4,966	180	5,146	8,739
May, 21									
June, 21									
July, 21									
August, 21									
September, 21									
October, 21									
November, 21									
December, 21									
Totals January - April	473	7,860	2,559	915	11,807	13,601	1,004	14,605	26,412
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									
June, 20									
July, 20									
August, 20									
September, 20									
October, 20									
November, 20									
December, 20									
Totals January - April	511	3,464	2,023	796	6,794	5,906	1,142	7,048	13,842
Difference	-38	4,396	536	119	5,013	7,695	-138	7,557	12,570
YTD % Change	-7%	127%	26%	15%	74%	130%	-12%	107%	91%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

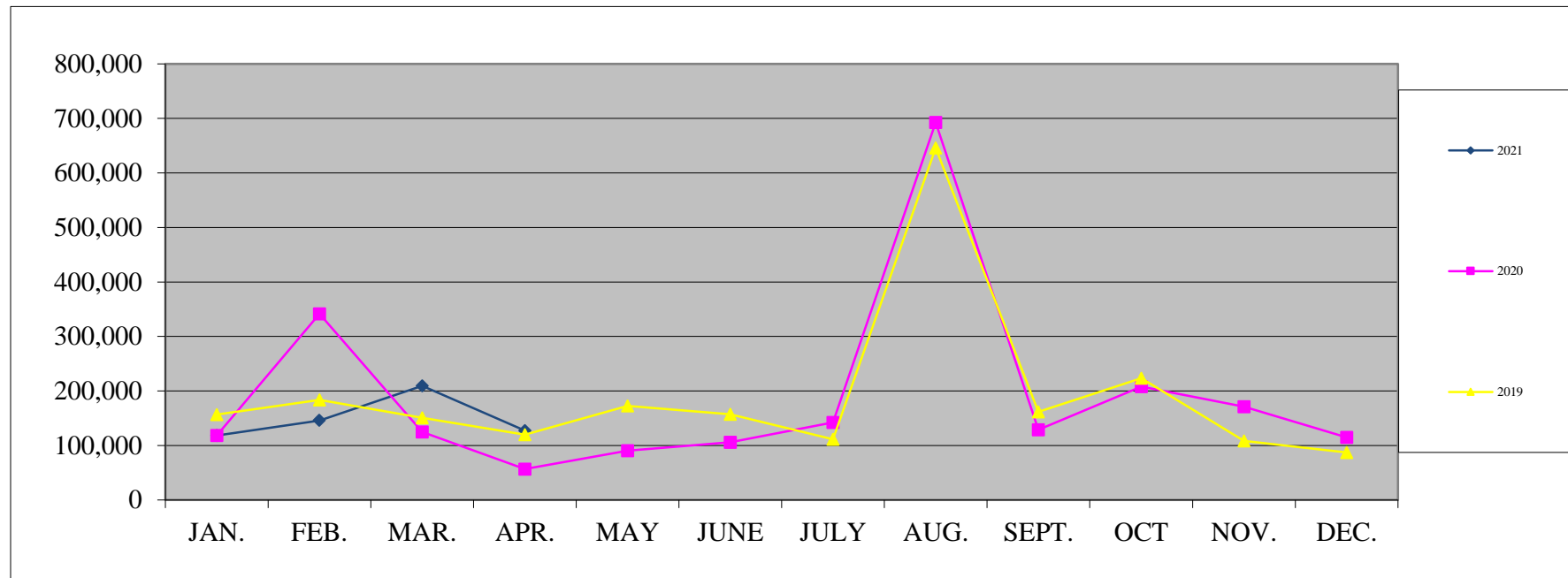
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2021	3,996	5,989	7,688	8,739									26,412
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
2019	3,102	4,852	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

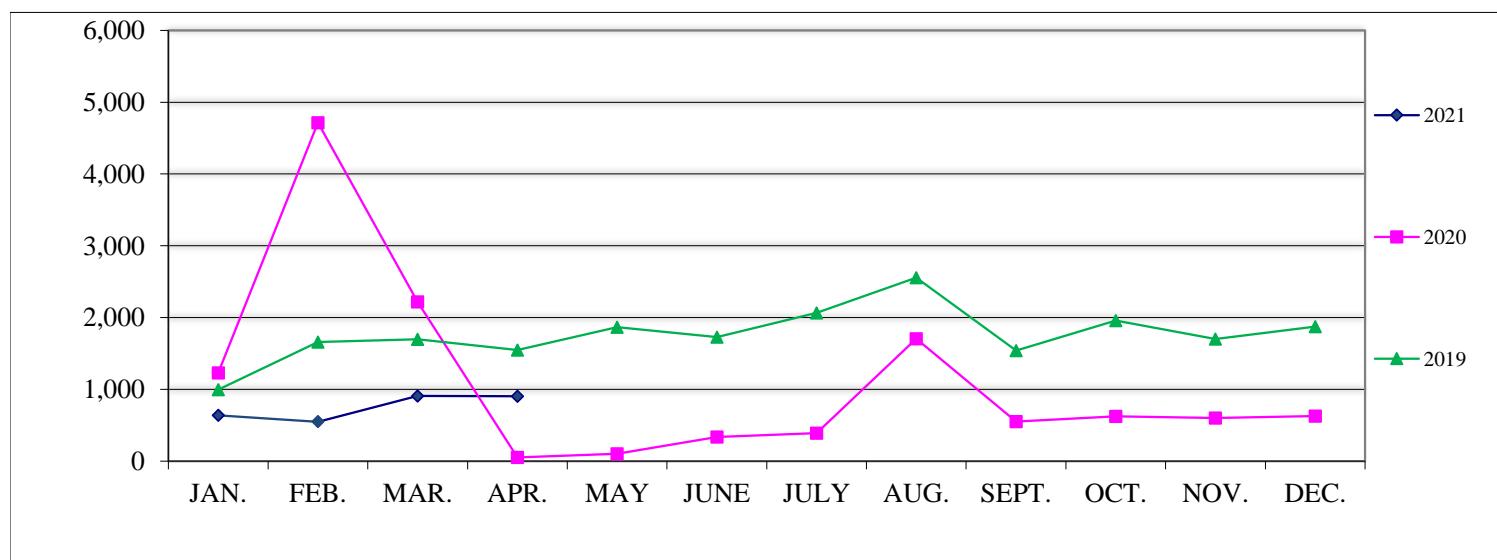
Gallons of Fuel Sold at SLN

	<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	127,107									600,478
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	904									2,999
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 April 30, 2021

05/13/2021

	Apr 30, 21	Mar 31, 21	\$ Change	Apr 30, 20	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	52,172	112,095	-59,923	210,399	-158,227	-75%
Cash in bank-Operating Funds	1,156,706	1,446,218	-289,512	159,595	997,111	625%
Cash in Bank - Mill Levy	1,534,666	1,534,584	82	1,149,572	385,094	33%
Total Checking/Savings	1 2,743,544	3,092,897	-349,353	1,519,566	1,223,978	81%
Accounts Receivable						
Accounts Receivable	38,388	82,221	-43,833	122,796	-84,408	-69%
Total Accounts Receivable	38,388	82,221	-43,833	122,796	-84,408	-69%
Other Current Assets						
Agri Land Receivable	66,760	66,760	0	56,000	10,760	19%
Mill Levy receivable	1,111,021	1,111,021	0	1,205,687	-94,666	-8%
Other current assets	189,247	204,153	-14,906	174,833	14,414	8%
Undeposited Funds	2,270	21,197	-18,927	0	2,270	100%
Total Other Current Assets	1,369,298	1,403,131	-33,833	1,436,520	-67,222	-5%
Total Current Assets	4,151,230	4,578,249	-427,019	3,078,882	1,072,348	35%
Fixed Assets						
Fixed assets at cost	93,734,920	93,571,337	163,583	91,804,624	1,930,296	2%
Less accumulated depreciation	-51,393,663	-51,156,322	-237,341	-48,358,780	-3,034,883	-6%
Total Fixed Assets	42,341,257	42,415,015	-73,758	43,445,844	-1,104,587	-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	2 <u>47,725,199</u>	<u>48,225,976</u>	<u>-500,777</u>	<u>47,800,930</u>	<u>-75,731</u>	<u>-0%</u>
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	195,185	457,089	-261,904	150,700	44,485	30%
Total Accounts Payable	195,185	457,089	-261,904	150,700	44,485	30%
Credit Cards						
Total Credit Cards	9,455	1,089	8,366	-1,018	10,473	1,029%
Other Current Liabilities						
Accrued debt interest payable	110,579	56,974	53,605	98,475	12,104	12%
Debt, current portion	3,772,397	3,772,397	0	1,427,350	2,345,047	164%
Deferred Agri Land Revenue	44,507	50,070	-5,563	37,333	7,174	19%
Deferred Mill Levy revenue	1,689,779	1,901,002	-211,223	1,778,339	-88,560	-5%
Other current liabilities	263,052	243,080	19,972	222,098	40,954	18%
Total Other Current Liabilities	5,880,314	6,023,523	-143,209	3,563,595	2,316,719	65%
Total Current Liabilities	6,084,954	6,481,701	-396,747	3,713,277	2,371,677	64%
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	82,991	83,896	-905	66,613	16,378	25%
Total Long Term Liabilities	20,630,467	20,631,372	-905	21,738,971	-1,108,504	-5%
Total Liabilities	3 26,715,421	27,113,073	-397,652	25,452,248	1,263,173	5%
Equity						
Invested in Capital Assets net	18,817,404	18,781,372	36,032	21,017,447	-2,200,043	-10%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,289,779	2,325,811	-36,032	1,395,338	894,441	64%
Net Income	-187,404	-84,282	-103,122	-154,102	-33,302	-22%
Total Equity	21,009,779	21,112,901	-103,122	22,348,683	-1,338,904	-6%
TOTAL LIABILITIES & EQUITY	4 <u>47,725,200</u>	<u>48,225,974</u>	<u>-500,774</u>	<u>47,800,931</u>	<u>-75,731</u>	<u>-0%</u>

Salina Airport Authority
Profit & Loss Budget Performance
April 2021

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05/13/2021
Accrual Basis

	Apr 21	Jan - Apr 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	11,585	50,791	61,667	-10,876	82%	185,000
Hangar rent	49,537	224,494	220,000	4,494	102%	660,000
Landing fees	1,669	8,188	10,000	-1,812	82%	30,000
Ramp rent	5,293	21,172	19,112	2,060	111%	57,335
Total Airfield revenue	5 68,084	304,645	310,779	-6,134	98%	932,335
Building and land rent						
Agri land rent	5,563	22,253	22,253	0	100%	66,760
Building rents - Long Term						
Short-term leasing	33,982	143,495	101,400	42,095	142%	304,200
Building rents - Long Term - Other	76,000	296,820	272,517	24,303	109%	817,550
Total Building rents - Long Term	109,982	440,315	373,917	66,398	118%	1,121,750
Land rent						
Basic Land Rent	13,432	52,084	42,862	9,222	122%	128,586
Property tax - tenant share	9,452	37,808	37,808	0	100%	113,424
Total Land rent	22,884	89,892	80,670	9,222	111%	242,010
Tank rent	1,167	4,668	4,500	168	104%	13,500
Total Building and land rent	139,596	557,128	481,340	75,788	116%	1,444,020
Other revenue						
Airport Marketing	0	0	8,333	-8,333	0%	25,000
Commissions	768	2,633	7,020	-4,387	38%	21,060
Other income	1,175	16,480	25,667	-9,187	64%	77,000
Total Other revenue	1,943	19,113	41,020	-21,907	47%	123,060
Total Income	209,623	880,886	833,139	47,747	106%	2,499,415
Gross Profit	6 209,623	880,886	833,139	47,747	106%	2,499,415
Expense						
Administrative expenses						
A/E, consultants, brokers	1,898	12,555	10,667	1,888	118%	32,000
Airport promotion	21,200	47,595	33,333	14,262	143%	100,000
Bad Debt Expense	107	107	1,667	-1,560	6%	5,000
Computer/Network Admin.	3,343	9,022	10,000	-978	90%	30,000
Dues and subscriptions	1,488	7,697	8,333	-636	92%	25,000
Employee retirement	9,300	27,734	28,448	-714	97%	85,345
FICA and medicare tax expense	7,156	21,341	21,947	-606	97%	65,840
Industrial development	2,375	9,500	14,500	-5,000	66%	43,500
Insurance , property	17,083	68,333	71,667	-3,334	95%	215,000
Insurance, medical	17,048	67,586	68,333	-747	99%	205,000
Kansas unemployment tax	0	1,950	333	1,617	586%	1,000
Legal and accounting	9,063	23,126	12,333	10,793	188%	37,000
Office salaries	56,998	169,131	172,021	-2,890	98%	516,062
Office Supplies	1,078	2,974	2,167	807	137%	6,500
Other administrative expense	1,561	4,997	5,000	-3	100%	15,000
Postage	0	523	833	-310	63%	2,500
Property tax expense	14,238	56,951	56,951	0	100%	170,854
Special Events	0	0	333	-333	0%	1,000
Telephone	1,914	7,667	5,333	2,334	144%	16,000
Training	0	71	1,667	-1,596	4%	5,000
Travel and meetings	0	548	3,333	-2,785	16%	10,000
Total Administrative expenses	7 165,850	539,408	529,199	10,209	102%	1,587,601

	Apr 21	Jan - Apr 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	5,379	19,858	16,667	3,191	119%	50,000
Airport Security	0	316	833	-517	38%	2,500
Building maintenance	6,344	59,658	25,000	34,658	239%	75,000
Equipment fuel and repairs	4,845	29,053	20,000	9,053	145%	60,000
Fire Services	0	473	8,500	-8,027	6%	25,500
Grounds maintenance	2,652	4,012	2,500	1,512	160%	7,500
Maintenance salaries	37,754	114,916	126,729	-11,813	91%	380,187
Other maintenance expenses	1,132	7,358	8,333	-975	88%	25,000
Snow removal expense	0	2,685	6,667	-3,982	40%	20,000
Utilities	13,276	161,531	73,333	88,198	220%	220,000
Total Maintenance expenses	8 71,382	399,860	288,562	111,298	139%	865,687
Total Expense	237,232	939,268	817,761	121,507	115%	2,453,288
Net Ordinary Income	-27,609	-58,382	15,378	-73,760	-380%	46,127
Other Income/Expense						
Other Income						
Capital contributed	4,125	257,928	175,000	82,928	147%	525,000
Gain on sale of assets	0	0	6,667	-6,667	0%	20,000
Interest income						
Interest income on deposits	83	336	500	-164	67%	1,500
Total Interest income	83	336	500	-164	67%	1,500
Mill levy income	211,222	844,890	844,890	0	100%	2,534,669
Total Other Income	215,430	1,103,154	1,027,057	76,097	107%	3,081,169
Other Expense						
Debt interest expense net						
Bond issue cost	0	0	15,000	-15,000	0%	45,000
Interest Expense on Debt	53,605	214,420	214,417	3	100%	643,250
Total Debt interest expense net	53,605	214,420	229,417	-14,997	93%	688,250
Depreciation expense	237,340	949,361	949,361	0	100%	2,848,082
Other Non-Operating Expenses	0	68,394	0	68,394	100%	1
Total Other Expense	290,945	1,232,175	1,178,778	53,397	105%	3,536,333
Net Other Income	-75,515	-129,021	-151,721	22,700	85%	-455,164
Net Income	-103,124	-187,403	-136,343	-51,060	137%	-409,037

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

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05/13/2021
Accrual Basis

	Jan - Apr 21	Jan - Apr 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	50,790.63	53,378.83	-2,588.20	-4.85%
Hangar rent	224,494.36	152,072.00	72,422.36	47.62%
Landing fees	8,187.80	22,190.65	-14,002.85	-63.1%
Ramp rent	21,172.00	23,240.00	-2,068.00	-8.9%
Total Airfield revenue	304,644.79	250,881.48	53,763.31	21.43%
Building and land rent				
Agri land rent	22,253.32	18,666.68	3,586.64	19.21%
Building rents - Long Term				
Short-term leasing	143,494.96	116,504.90	26,990.06	23.17%
Building rents - Long Term - Other	296,820.20	271,575.69	25,244.51	9.3%
Total Building rents - Long Term	440,315.16	388,080.59	52,234.57	13.46%
Land rent				
Basic Land Rent	52,083.61	37,821.96	14,261.65	37.71%
Property tax - tenant share	37,808.00	41,299.68	-3,491.68	-8.45%
Total Land rent	89,891.61	79,121.64	10,769.97	13.61%
Tank rent	4,668.00	4,644.00	24.00	0.52%
Total Building and land rent	557,128.09	490,512.91	66,615.18	13.58%
Other revenue				
Airport Marketing	0.00	38,384.08	-38,384.08	-100.0%
Commissions	2,632.50	4,236.83	-1,604.33	-37.87%
Other income	16,480.00	31,894.10	-15,414.10	-48.33%
Total Other revenue	19,112.50	74,515.01	-55,402.51	-74.35%
Total Income	880,885.38	815,909.40	64,975.98	7.96%
Gross Profit	880,885.38	815,909.40	64,975.98	7.96%
Expense				
Administrative expenses				
A/E, consultants, brokers	12,555.00	0.00	12,555.00	100.0%
Airport promotion				
Air Serv. Mktg - City	0.00	3,410.54	-3,410.54	-100.0%
Air Serv. Mktg - County	0.00	25,573.54	-25,573.54	-100.0%
Air Serv. Mktg - SAA	46,568.99	30,045.68	16,523.31	54.99%
Airport promotion - Other	1,025.94	3,232.13	-2,206.19	-68.26%
Total Airport promotion	47,594.93	62,261.89	-14,666.96	-23.56%
Bad Debt Expense	107.00	0.00	107.00	100.0%
Computer/Network Admin.	9,021.84	13,087.78	-4,065.94	-31.07%
Dues and subscriptions	7,697.43	7,310.64	386.79	5.29%
Employee retirement	27,734.26	22,735.07	4,999.19	21.99%
FICA and medicare tax expense	21,340.91	18,716.31	2,624.60	14.02%
Industrial development	9,500.00	14,000.00	-4,500.00	-32.14%
Insurance , property	68,333.32	55,059.50	13,273.82	24.11%
Insurance, medical	67,585.98	57,603.41	9,982.57	17.33%
Kansas unemployment tax	1,949.92	178.88	1,771.04	990.07%
Legal and accounting	23,126.40	21,414.40	1,712.00	8.0%
Office salaries	169,131.06	147,988.83	21,142.23	14.29%
Office Supplies	2,973.78	2,085.37	888.41	42.6%
Other administrative expense				
Merchant Processing Fees	3,926.65	3,670.58	256.07	6.98%
Other administrative expense - Other	1,070.12	811.51	258.61	31.87%
Total Other administrative expense	4,996.77	4,482.09	514.68	11.48%
Postage	522.99	549.85	-26.86	-4.89%
Property tax expense	56,951.32	55,292.68	1,658.64	3.0%
Telephone	7,666.54	6,649.64	1,016.90	15.29%
Training	70.95	0.00	70.95	100.0%
Travel and meetings	548.03	4,897.38	-4,349.35	-88.81%
Total Administrative expenses	539,408.43	494,313.72	45,094.71	9.12%

	Jan - Apr 21	Jan - Apr 20	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	19,857.62	34,061.77	-14,204.15	-41.7%
Airport Security	315.83	71.71	244.12	340.43%
Building maintenance	59,658.13	20,428.49	39,229.64	192.03%
Equipment fuel and repairs	29,053.10	26,581.86	2,471.24	9.3%
Fire Services	473.07	2,814.88	-2,341.81	-83.19%
Grounds maintenance	4,012.26	2,747.19	1,265.07	46.05%
Maintenance salaries				
COVID-19 Compensation	343.00	0.00	343.00	100.0%
Maintenance salaries - Other	114,572.54	91,716.61	22,855.93	24.92%
Total Maintenance salaries	114,915.54	91,716.61	23,198.93	25.29%
Other maintenance expenses	7,358.09	3,370.68	3,987.41	118.3%
Snow removal expense	2,684.74	2,413.14	271.60	11.26%
Utilities	161,530.73	80,988.91	80,541.82	99.45%
Total Maintenance expenses	399,859.11	265,195.24	134,663.87	50.78%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	939,267.54	759,508.96	179,758.58	23.67%
Net Ordinary Income	-58,382.16	56,400.44	-114,782.60	-203.51%
Other Income/Expense				
Other Income				
Capital contributed				
CARES Grant No. 41 - Operating	183,669.53	0.00	183,669.53	100.0%
Capital contributed - Other	74,258.27	40,895.00	33,363.27	81.58%
Total Capital contributed	257,927.80	40,895.00	217,032.80	530.71%
Interest income				
Interest income on deposits	335.57	937.29	-601.72	-64.2%
Total Interest income	335.57	937.29	-601.72	-64.2%
Mill levy income	844,889.68	890,458.05	-45,568.37	-5.12%
Total Other Income	1,103,153.05	932,290.34	170,862.71	18.33%
Other Expense				
Debt interest expense net				
Interest Expense on Debt	214,420.00	212,047.20	2,372.80	1.12%
Total Debt interest expense net	214,420.00	212,047.20	2,372.80	1.12%
Depreciation expense	949,360.68	930,745.80	18,614.88	2.0%
Other Non-Operating Expenses	68,393.71	0.00	68,393.71	100.0%
Total Other Expense	1,232,174.39	1,142,793.00	89,381.39	7.82%
Net Other Income	-129,021.34	-210,502.66	81,481.32	38.71%
Net Income	<u>-187,403.50</u>	<u>-154,102.22</u>	<u>-33,301.28</u>	<u>-21.61%</u>

Salina Airport Authority
Capital Additions Budget vs. Actual
As of April 30, 2021

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05/13/2021
Accrual Basis

	Apr 21	Jan - Apr 21	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab	1,687	232,240	470,000	-237,760	49%
Airfield Improvements	67,388	67,388	145,000	-77,612	46%
GA Hangar Restroom Design		6,455	8,250	-1,795	78%
GA Hangars Design		30,089	40,000	-9,911	75%
Total Airfield	69,075	336,172	663,250	-327,078	51%
Buildings & Improvements					
Building improvements					
Bldg. #614 Imps.		0	25,000	-25,000	0%
Bldg. 724 Renovation		18,935	20,000	-1,065	95%
Bldg. 824 Imps.	1,680	19,583	16,058	3,525	122%
Bldg. Imps. Other	15,836	42,299	30,000	12,299	141%
Hangar 606 Rehabilitation		15,171	20,000	-4,829	76%
Hangar 959 Rehabilitation		60,874	85,000	-24,126	72%
Total Building improvements	17,516	156,862	196,058	-39,196	80%
FBO Improvements					
Avflight North	0	0	22,500	-22,500	0%
Total FBO Improvements	0	0	22,500	-22,500	0%
Total Buildings & Improvements	17,516	156,862	218,558	-61,696	72%
Equipment					
Airfield Equipment	20,340	20,340	105,000	-84,660	19%
ARFF equipment		42,725	52,726	-10,001	81%
Communications equipment		76,874	85,946	-9,072	89%
Computer equipment		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	13,832	158,189	582,126	-423,937	27%
Terminal bldg equipment		7,025	7,500	-475	94%
Vehicles	33,385	210,249	239,887	-29,638	88%
Total Equipment	67,557	536,411	1,118,185	-581,774	48%
Land					
Airport Indust. Cent. Imps.	0	0	15,000	-15,000	0%
Rail Spur Imps.	0	0	10,000	-10,000	0%
Total Land	0	0	25,000	-25,000	0%
Total Fixed assets at cost	154,148	1,029,445	2,024,993	-995,548	51%
Total Fixed Assets	154,148	1,029,445	2,024,993	-995,548	51%

Salina Airport Authority

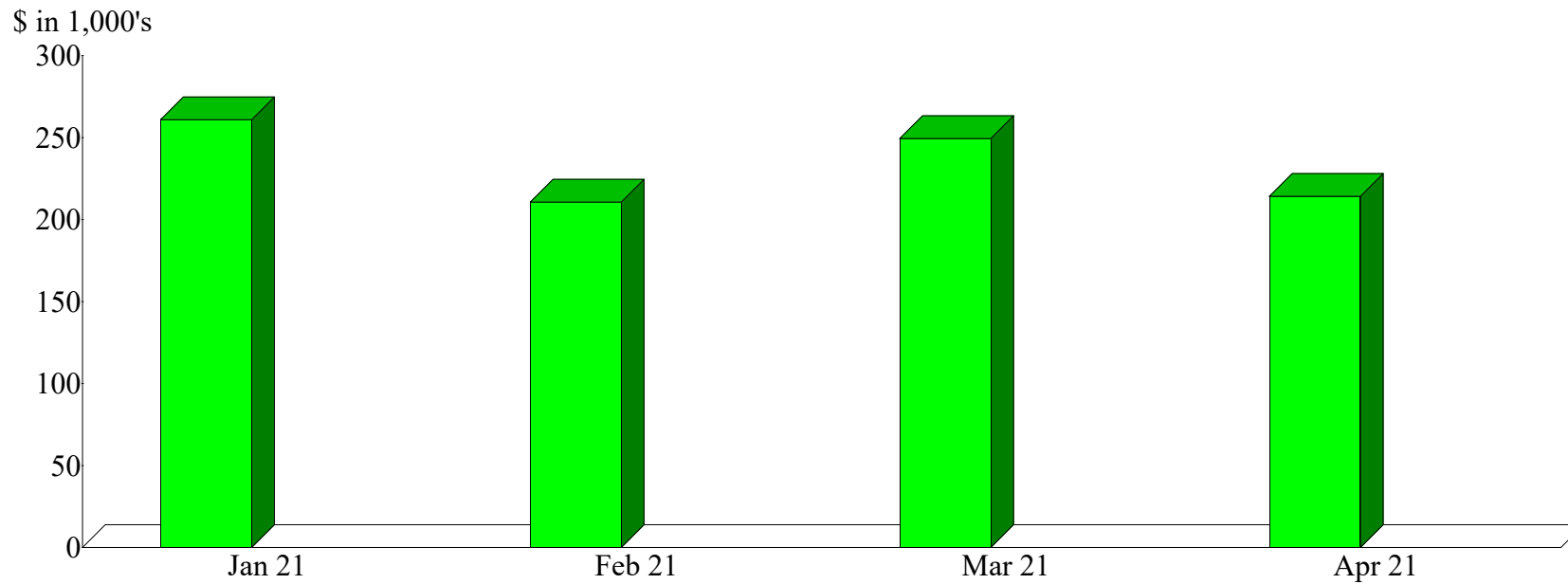
Significant Capital Expenditures Detail

April 2021

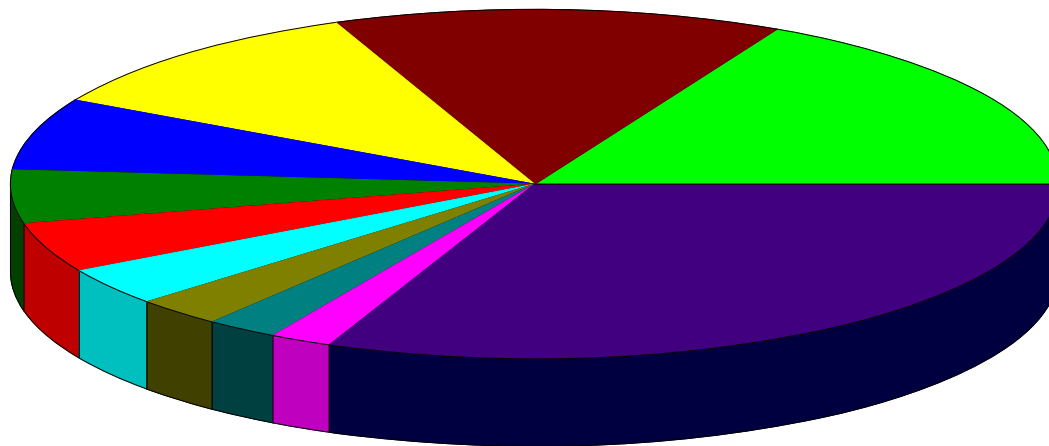
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab					
Bill	04/30/2021	Salina Journal, Inc.	AIP42 Salina Journal advertisement	1,687.20	1,687.20
Total AIP-42 Rwy 17/35 Rehab				1,687.20	1,687.20
Airfield Improvements					
Bill	04/20/2021	APAC-Kansas, Inc., Shears Div.	KDOR DMV course rehab	67,388.10	67,388.10
Total Airfield Improvements				67,388.10	67,388.10
Total Airfield				69,075.30	69,075.30
Buildings & Improvements					
Building improvements					
Bldg. 824 Imps.					
Bill	04/30/2021	Systems 4	B824 - replace entrance door	1,680.00	1,680.00
Total Bldg. 824 Imps.				1,680.00	1,680.00
Bldg. Imps. Other					
Bill	04/27/2021	Helm Electric, LLC	H504 single phase generator	11,240.00	11,240.00
Bill	04/30/2021	Hutton Corporation	Bldg. 394 - secure IT room	220.00	11,460.00
Bill	04/30/2021	Systems 4	B655 - replace fire drain lines	2,070.00	13,530.00
Bill	04/30/2021	Systems 4	B655 - replace valve	2,306.00	15,836.00
Total Bldg. Imps. Other				15,836.00	15,836.00
Total Building improvements				17,516.00	17,516.00
Total Buildings & Improvements				17,516.00	17,516.00
Equipment					
Airfield Equipment					
Bill	04/23/2021	Cheney Door Company, Inc.	Airfield Perimeter Gate Opener Replacements	20,340.00	20,340.00
Total Airfield Equipment				20,340.00	20,340.00
Shop equipment					
Bill	04/09/2021	Ohio Power Tool	Walk behind concrete saw	4,358.92	4,358.92
Bill	04/12/2021	Salina Supply Company, Inc.	shop - propress	326.88	4,685.80
Bill	04/12/2021	Salina Supply Company, Inc.	Ridgid RP350 ProPress	3,480.89	8,166.69
Bill	04/12/2021	Wausau Equipment Company, Inc.	Snowplow 3 and 4 - weldmount plates	2,865.75	11,032.44
Bill	04/29/2021	McIntire Welding (V)	Snowplow unit 3 and snowplow unit 4	2,800.00	13,832.44
Total Shop equipment				13,832.44	13,832.44
Vehicles					
Bill	04/08/2021	Kansas Highway Patrol Fleet Sales	2018 Ford Explorer SUV	28,850.00	28,850.00
Bill	04/19/2021	Fastenal Company	coordless tool kits - Mx vehicles	4,534.47	33,384.47
Total Vehicles				33,384.47	33,384.47
Total Equipment				67,556.91	67,556.91
Total Fixed assets at cost				154,148.21	154,148.21
TOTAL				154,148.21	154,148.21

Sales by Month
January through April 2021

Dollar Sales



Sales Summary
January through April 2021

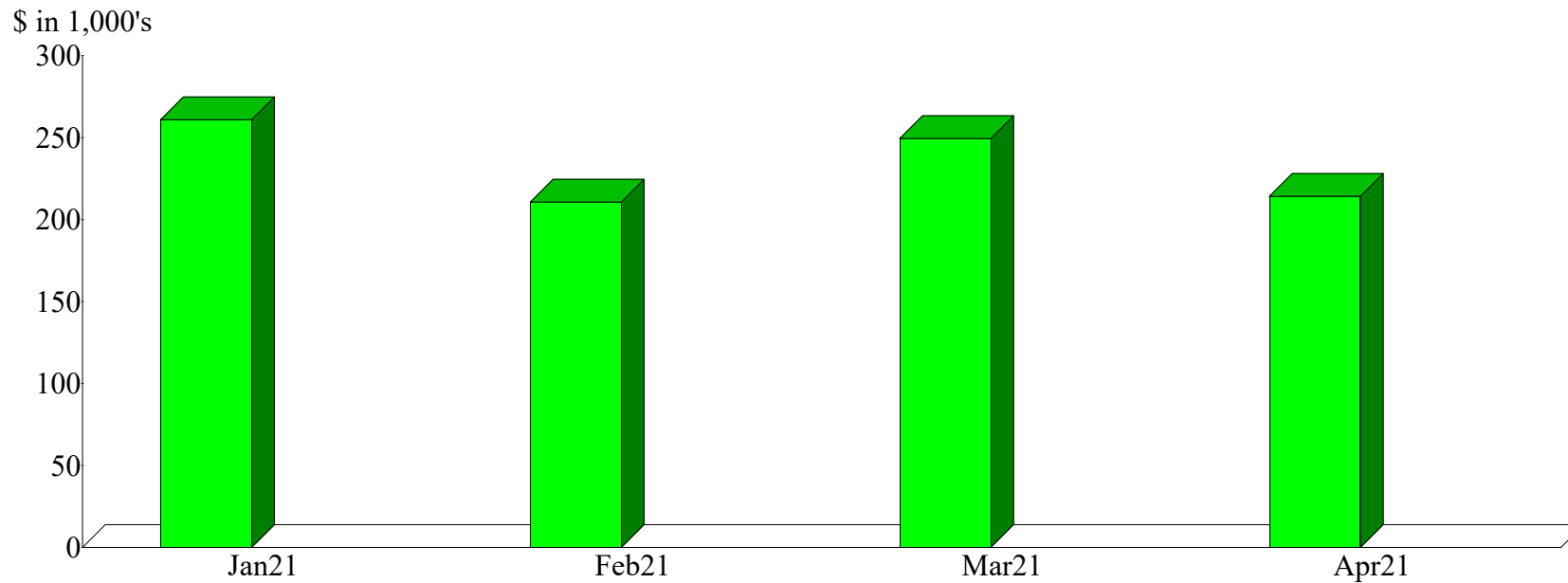


Kansas Erosion Products, LLC.	17.41%
1 Vision Aviation, PLLC	13.89
Avflight Salina	10.91
SFC Global Supply Chain	6.79
Stryten Salina, LLC	4.97
Universal Forest Products (UFP)	4.71
Kansas State Polytechnic - Salina	3.65
Nellis AFB	2.80
Durham School Service, L.P.	2.30
Federal Aviation Adminis.	1.98
Other	30.58
Total	\$935,252.13

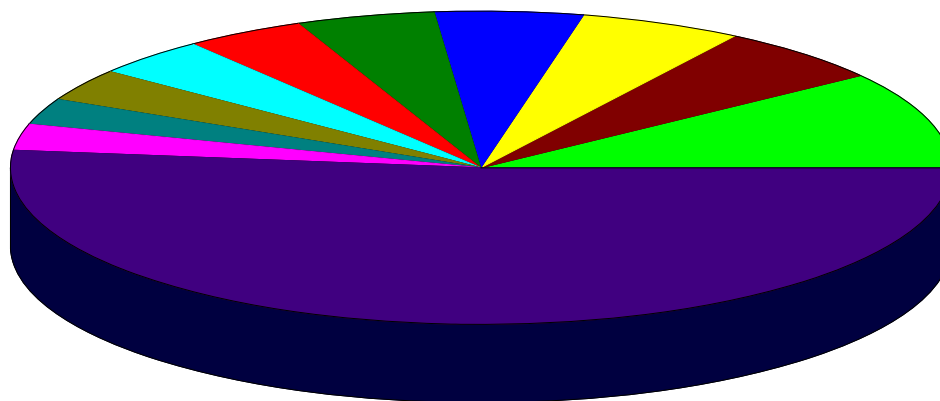
By Customer

Sales by Month
January through April 2021

Dollar Sales



Sales Summary
January through April 2021



H-00959-1 (Hangar Facility H959 - 2044 S	10.07%
B-01021 (Building #1021 located at 3600	5.90
Utility Reimbursement (Utility Reimburse	5.69
Insurance(CP) (Insurance Reimbursement)	5.22
FFF-Avflight Salina (Fuel Flowage Fee @	4.87
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.26
B-00620-1 (Building #620 (30,000 SF) an	4.08
B-00626-1 (Manufacturing facility #626 (3.46
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.79
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.75
Other	50.91
Total	\$935,252.13

By Item