

Salina Airport Authority Board of Directors Regular Meeting

OCTOBER 20, 2021



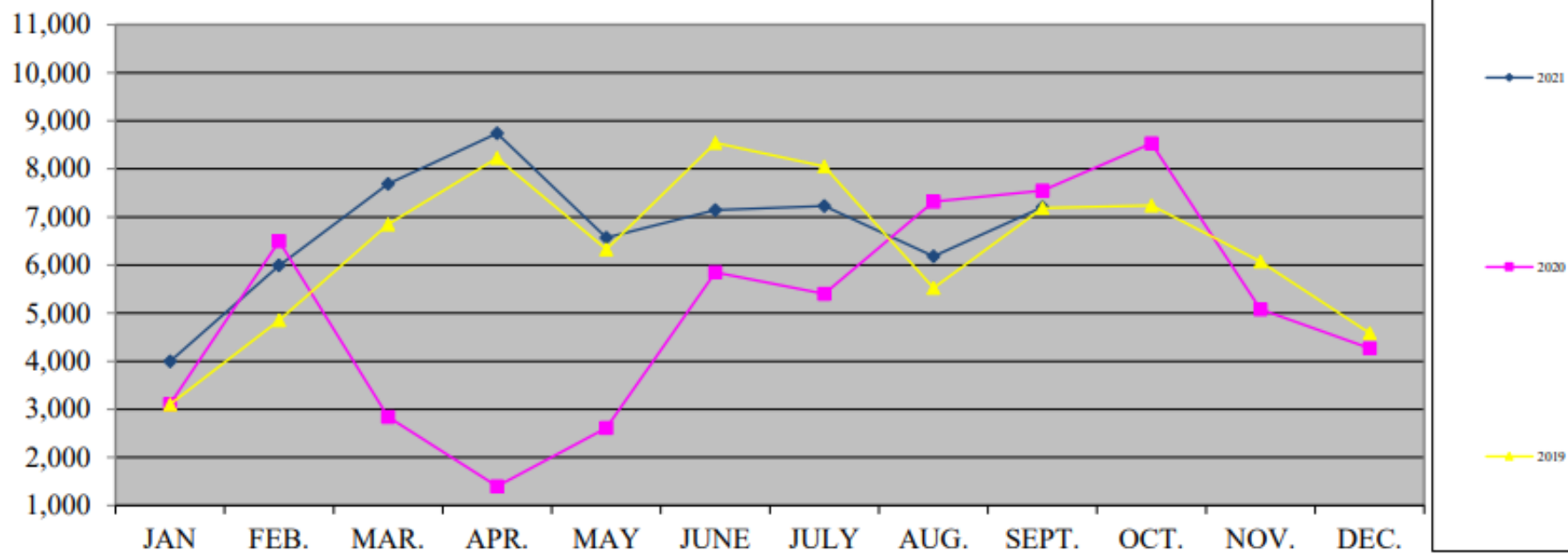
Agenda Review

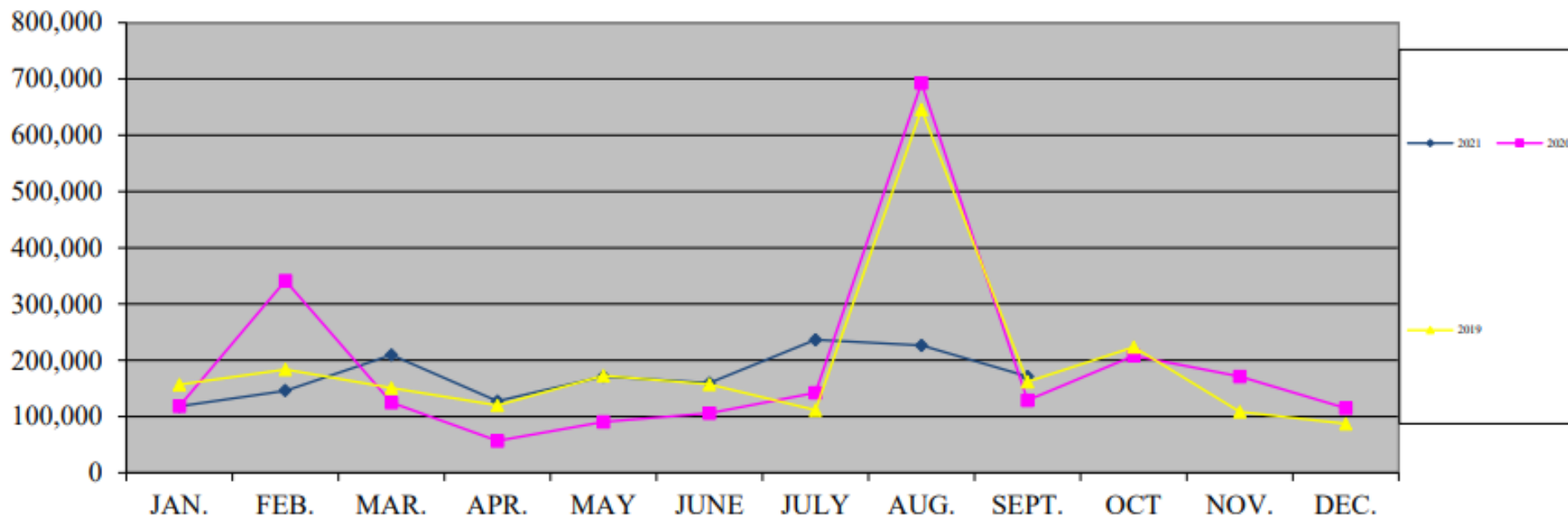
- Salina Airport Authority financial goals and objectives
- Salina Regional Airport and Airport Industrial Center capital improvements funding
- Airport Industrial Center development lot leasing
- Airport Industrial Center buildings deferred maintenance
- 2022-2026 Salina Airport airfield improvements
- M.J. Kennedy Air Terminal expansion and renovation
- General aviation hangar construction

Review of Airport Activity and Financial Reports for the Month ending September 30, 2021

TIM ROGERS, A.A.E.

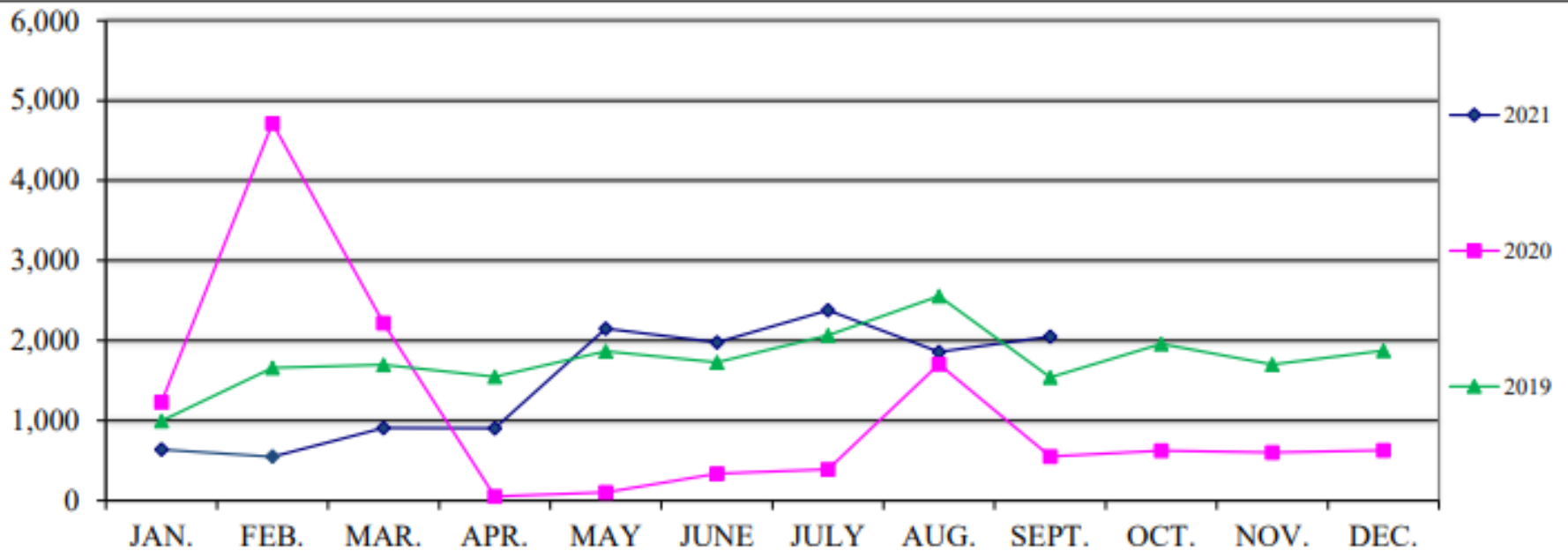
SHELLI SWANSON, C.M.





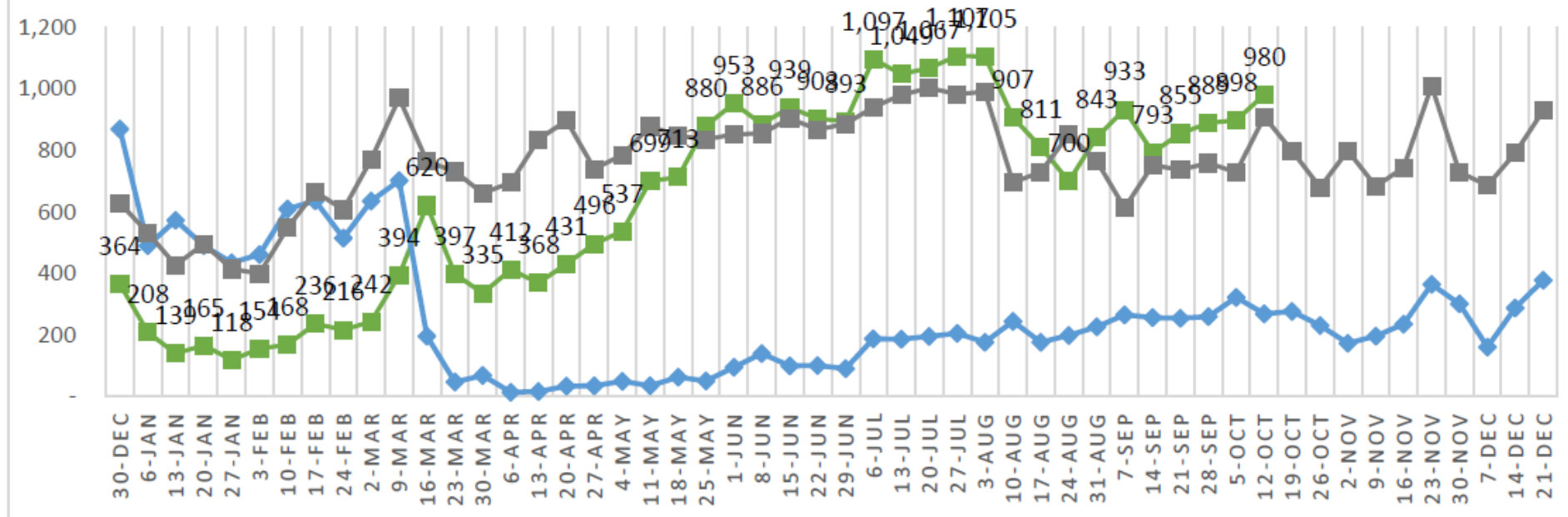


Enplanements



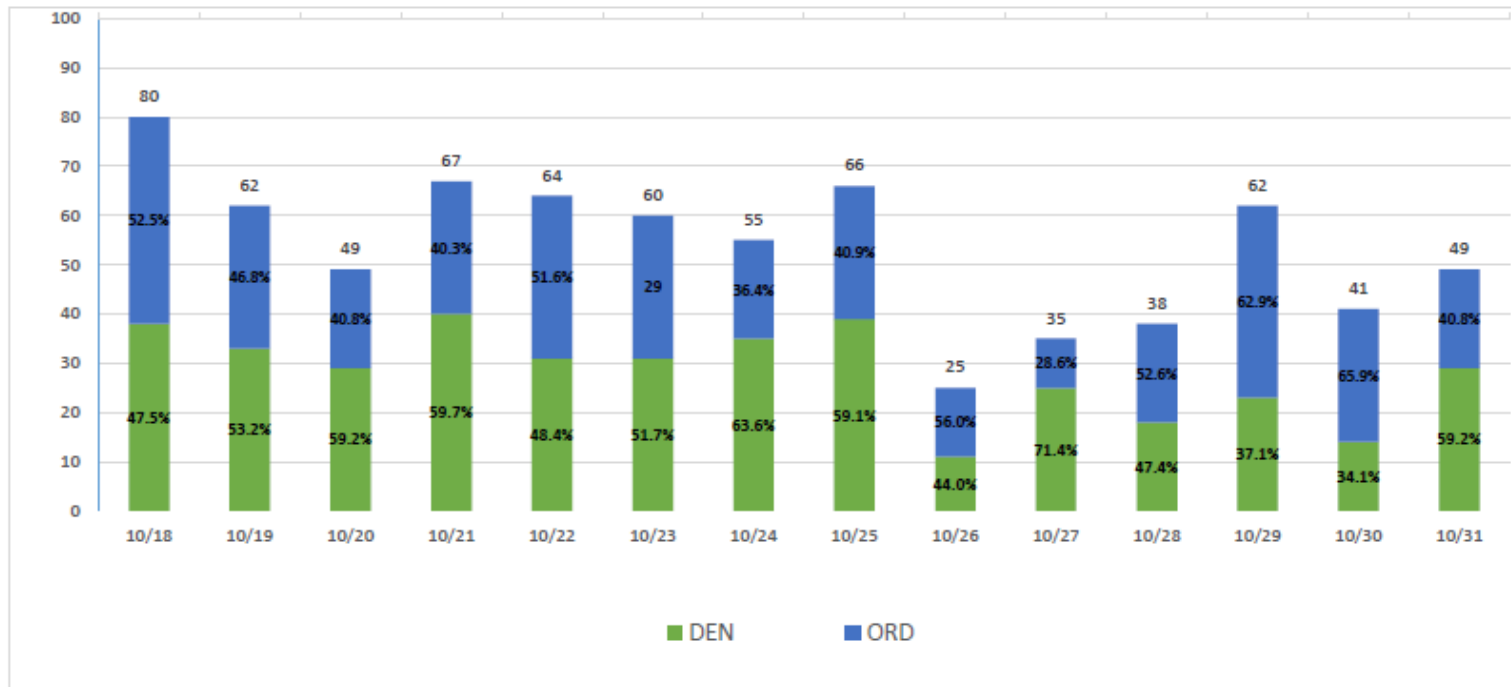
TOTAL SLN PASSENGERS - PER WEEK

2021 TOTAL 2020 TOTAL 2019 TOTAL

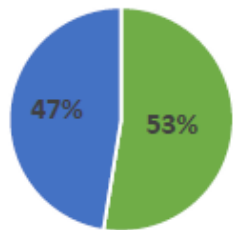


* Passenger numbers reported are unaudited by SKW and subject to change

Advanced Bookings

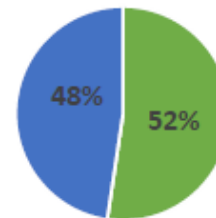


Advanced Bookings
October 18 - October 31



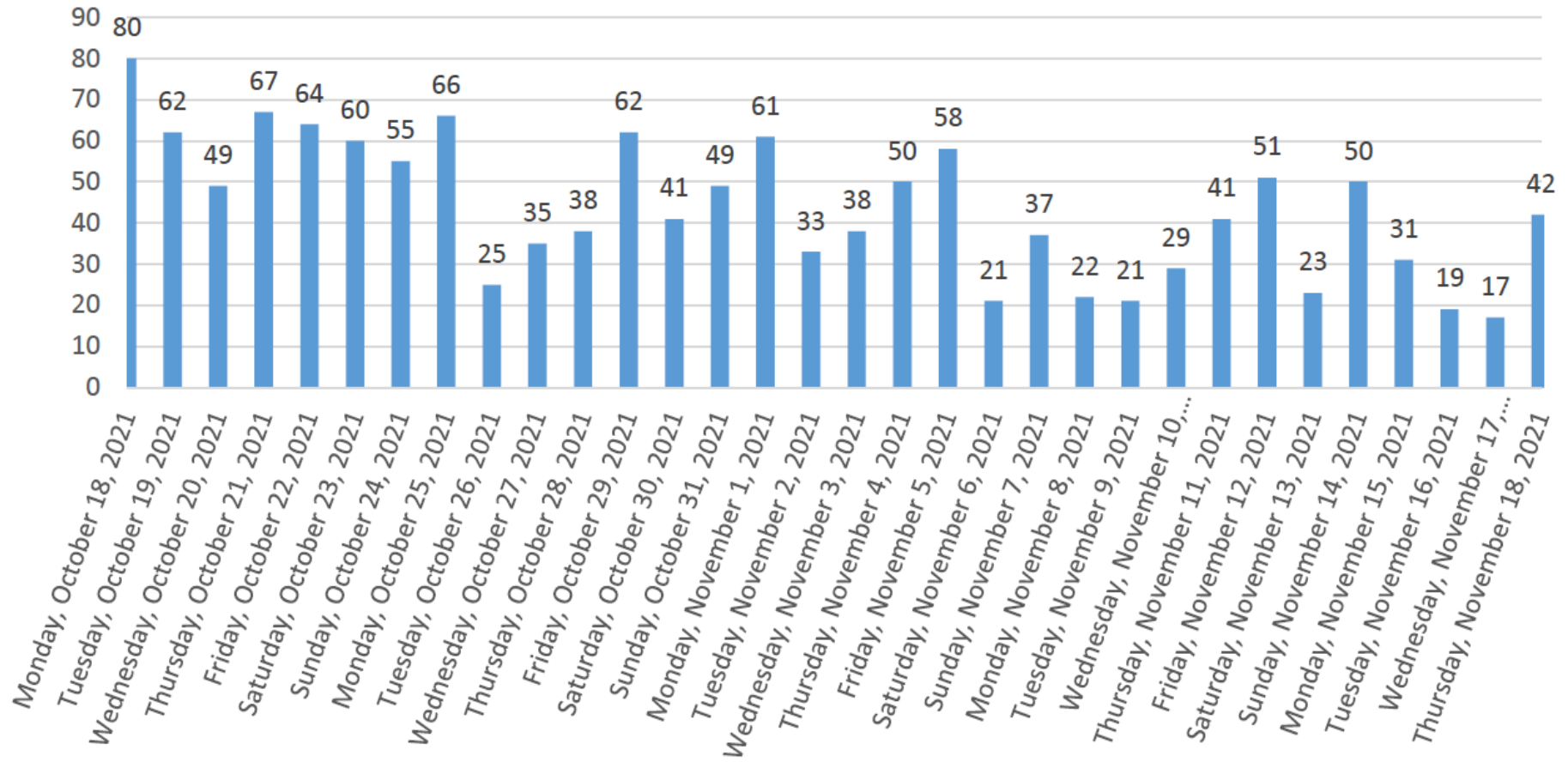
■ DEN ■ ORD

Advanced Bookings
Year-To-Date



■ DEN ■ ORD

SLN Pax per day



Financial Reports

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

7:15 AM

10/18/2021

Accrual Basis

	Jan - Sep 21	Jan - Sep 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	829,978	728,413	101,565	14%
Total Other revenue	71,777	148,466	-76,689	-52%
Total Income	2,190,896	2,047,473	143,423	7%
Gross Profit	2,190,896	2,047,473	143,423	7%
Expense				
Total Administrative expenses	1,286,919	1,143,667	143,252	13%
Total Maintenance expenses	762,371	593,699	168,672	28%
Total Expense	2,049,290	1,737,366	311,924	18%
Net Ordinary Income	141,606	310,107	-168,501	-54%
Total Other Income	3,136,266	1,000,169	2,136,097	214%
Total Other Expense	2,733,870	2,616,169	117,701	4%
Net Other Income	402,396	-1,616,000	2,018,396	125%
Net Income	544,002	-1,305,893	1,849,895	142%

Financial Reports

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

5:45 PM
10/17/2021
Accrual Basis

ASSETS

Fixed Assets

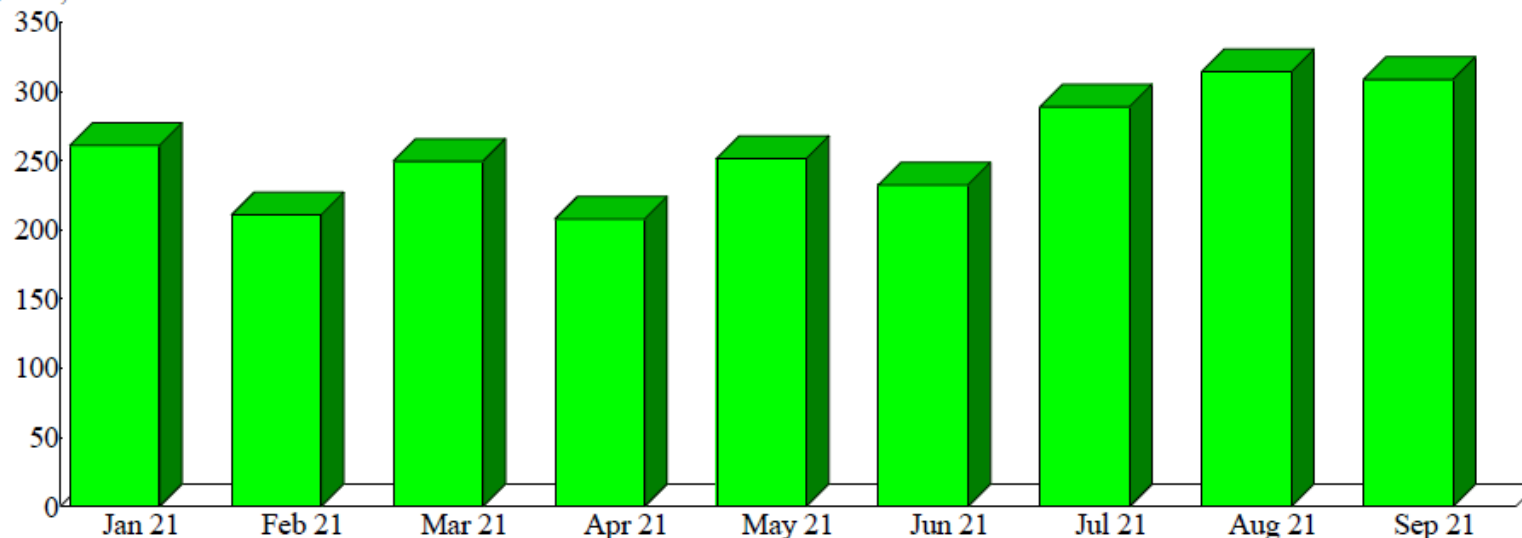
Fixed assets at cost

	Sep 21	Jan - Sep 21	Annual Budget	+/- Annual Budget	% of Annual Budget
Total Airfield	7,463	577,161	1,785,000	-1,207,839	32%
Total Buildings & Improvements	166,014	637,232	3,454,242	-2,817,010	18%
Total Equipment	42,390	619,580	1,118,185	-498,605	55%
Total Land	0	46,198	25,000	21,198	185%
Total Fixed assets at cost	215,867	1,880,171	6,382,427	-4,502,256	29%

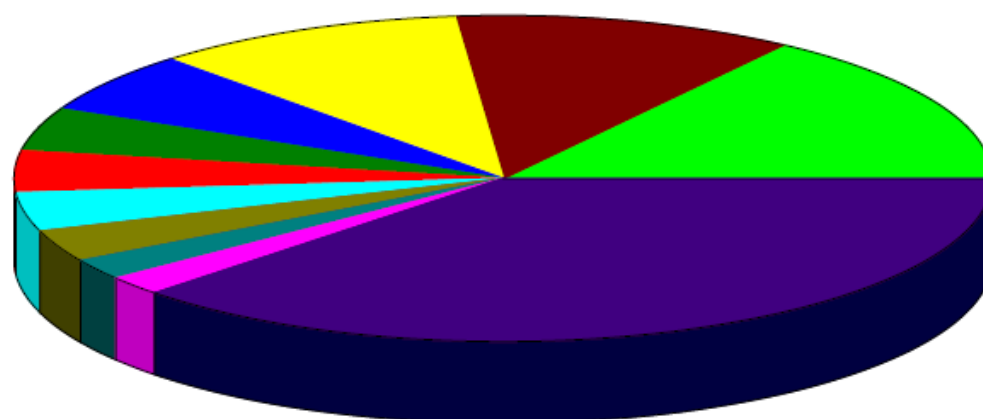
Sales by Month
January through September 2021

Dollar Sales

\$ in 1,000's



Sales Summary
January through September 2021

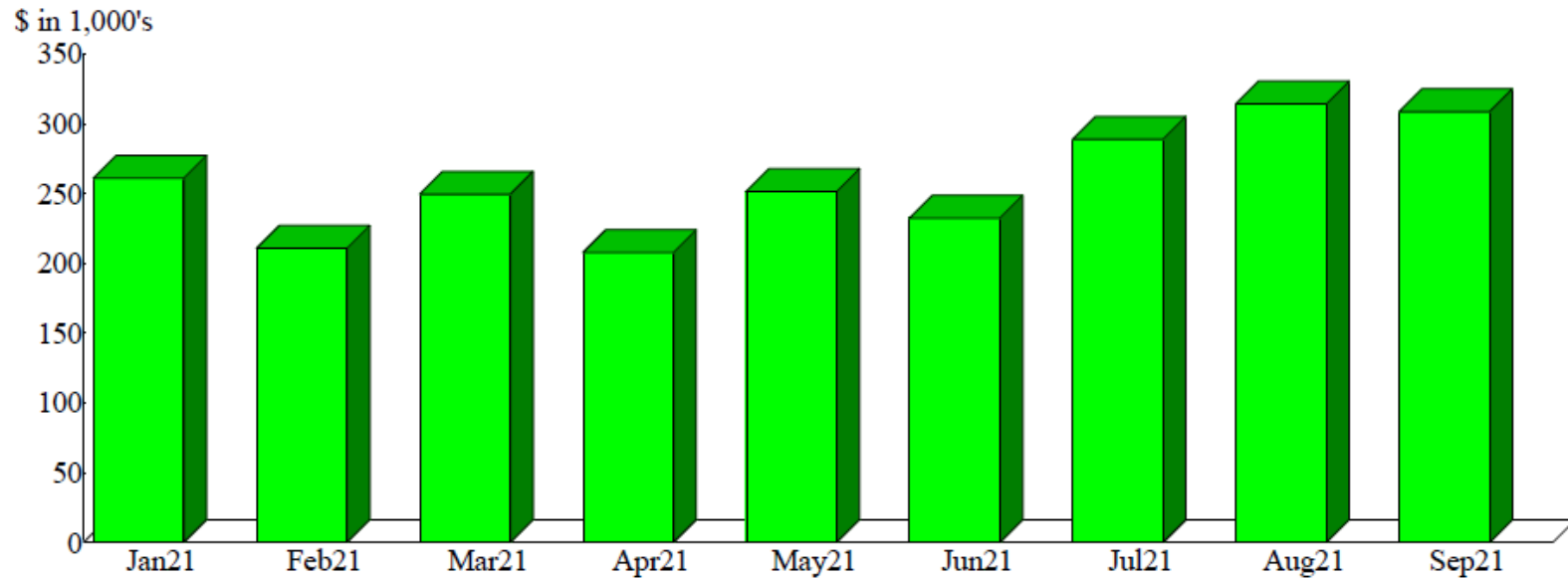


Kansas Erosion Products, LLC.	15.36%
1 Vision Aviation, PLLC	11.35
Avflight Salina	10.42
SFC Global Supply Chain	6.10
Stryten Salina, LLC	4.44
NASA	4.17
Universal Forest Products (UFP)	3.95
Kansas State Polytechnic - Salina	3.29
Durham School Service, L.P.	2.08
Sierra Nevada Corporation	2.00
Other	36.82
Total	\$2,324,329.68

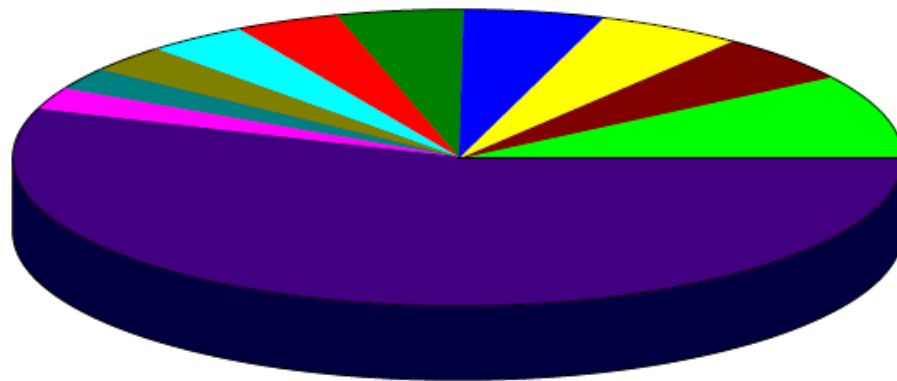
By Customer

Sales by Month
January through September 2021

Dollar Sales



Sales Summary
January through September 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.24%
Utility Reimbursement (Utility Reimburse	5.35
B-01021 (Building #1021 located at 3600	5.34
FFF-Avflight Salina (Fuel Flowage Fee @	5.15
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	4.75
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	3.86
B-00620-1 (Building #620 (30,000 SF) an	3.70
B-00626-1 (Manufacturing facility #626 (3.13
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.52
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.49
Other	54.46
Total	\$2,324,329.68

Review of the SAA's January through September 2021 (Q3) 10-year trend analysis

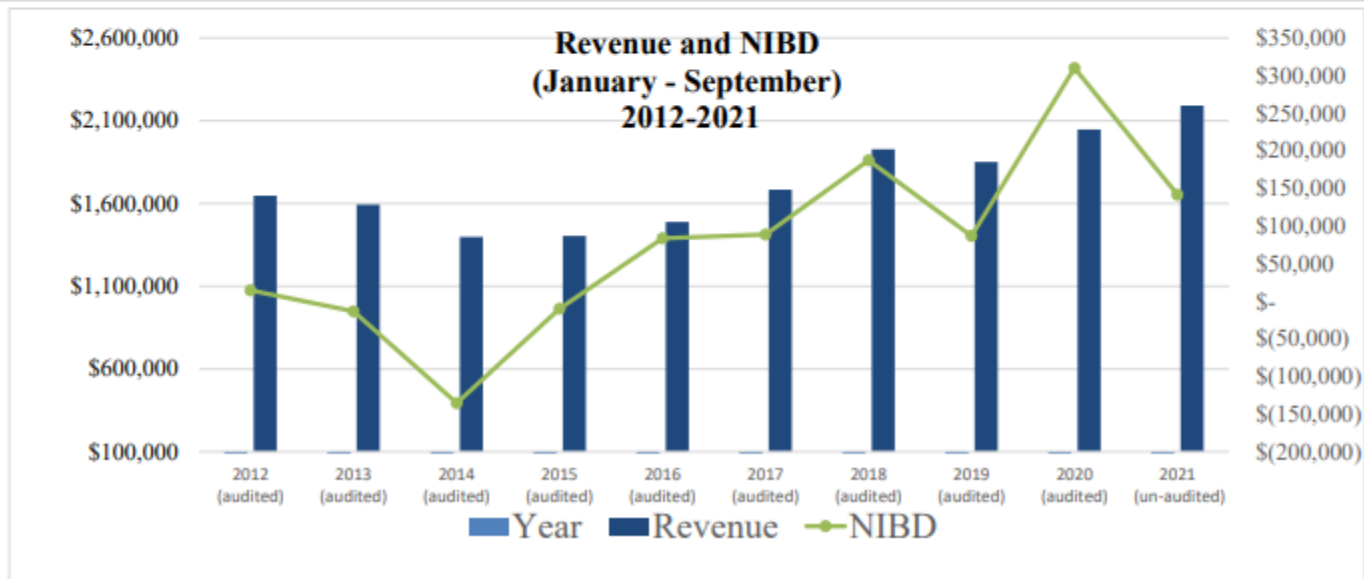
SHELLI SWANSON, C.M.

10-Year Operating Revenue and Expense Analysis

January - September

2012-2021

	2012 (audited)	2013 (audited)	2014 (audited)	2015 (audited)	2016 (audited)	2017 (audited)	2018 (audited)	2019 (audited)	2020 (audited)	2021 (un-audited)
<u>TOTAL REVENUES</u>										
OPERATING REVENUES										
Airfield	\$ 420,167	\$ 327,248	\$ 388,353	\$ 396,194	\$ 435,091	\$ 388,023	\$ 437,089	\$ 568,385	\$ 579,277	\$ 697,009
Fuel flowage fees	139,492	97,983	85,808	115,915	113,033	163,501	162,608	148,738	149,136	132,969
Building and land rent	1,044,850	1,122,137	895,024	822,297	879,289	1,004,581	1,047,811	1,024,780	1,170,594	1,289,141
Other revenue	43,304	45,790	29,744	69,904	61,203	126,919	280,492	109,639	148,466	71,777
TOTAL OPERATING REVENUES	1,647,812	1,593,159	1,398,928	1,404,310	1,488,616	1,683,024	1,928,000	1,851,542	2,047,473	2,190,896
<u>TOTAL EXPENSES</u>										
OPERATING EXPENSES										
Administrative	973,085	918,078	885,838	883,408	913,010	947,584	1,141,922	1,134,432	1,143,667	1,286,919
Maintenance	660,305	688,460	648,395	530,706	491,809	646,560	598,724	630,304	593,699	762,371
TOTAL OPERATING EXPENSES	1,633,390	1,606,538	1,534,232	1,414,114	1,404,820	1,594,144	1,740,646	1,764,736	1,737,366	2,049,290
OPERATING INCOME BEFORE DEPRECIATION	\$ 14,422	\$ (13,379)	\$ (135,304)	\$ (9,803)	\$ 83,796	\$ 88,880	\$ 187,354	\$ 86,806	\$ 310,107	\$ 141,606



Presentation of bids received for the
sale of Salina Airport Authority
taxable general obligation temporary
notes in the amount of \$3,500,000

SHELLI SWANSON, C.M.

USE OF FUNDS						SOURCE OF FUNDS		
						2021-1 GO Temp Notes	SAA Cash	Total Project Cost
General Aviation Box Hangars and Public Restroom						\$ 570,000	\$ 600,000	\$ 1,170,000
MJ Kennedy Air Terminal Concourse Expansion & Remodel						\$ 1,181,000		\$ 1,181,000
Bldg. 595 Remodel						\$ 1,749,000		\$ 1,749,000
TOTAL PROJECT COST =						\$ 3,500,000	\$ 600,000	\$ 4,100,000

Bid Results

Salina Arpt Auth \$3,550,000 Taxable General Obligations Temporary Notes Series 2021-1

The following bids were submitted using **PARITY**[®] and displayed ranked by lowest TIC.
Click on the name of each bidder to see the respective bids.

Bid Award*	Bidder Name	TIC
<input type="checkbox"/>	Piper Sandler & Co	0.525146
<input type="checkbox"/>	Huntington Securities, Inc.	0.600554
<input type="checkbox"/>	Country Club Bank	0.608643
<input type="checkbox"/>	First Bankers' Banc Securities Inc.	0.688296
<input type="checkbox"/>	Oppenheimer & Co., Inc.	0.788043
<input type="checkbox"/>	Northland Securities, Inc.	0.877446
<input type="checkbox"/>	UMB Bank N.A.	0.957105

*Awarding the Bonds to a specific bidder will provide you with the Reoffering Prices and Yields.

Approval of SAA Resolution 21-10 directing the issuance, sale and delivery of SAA taxable general obligation temporary notes, Series 2021-1

SHELLI SWANSON, C.M.

Review of the Salina Airport Authority's 2022 operating revenue and operating expense forecast

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

Consideration of a land lease with
Triplett Self-Storage, LLC for a
portion of Lot 4, Block 1, Schilling
Subdivision No. 7 consisting of 3.73
acres

SHELLI SWANSON, C.M.

KENNY BIEKER

Consideration of bids received for the replacement of the Building B520 (Salina Development Center) exterior marquee and rental unit signage

SHELLI SWANSON C.M.

KENNY BIEKER

23-Sep-21

Bldg. 520, Salina Development Center Signage (Lot Marquee Sign and Building Unit Signs)

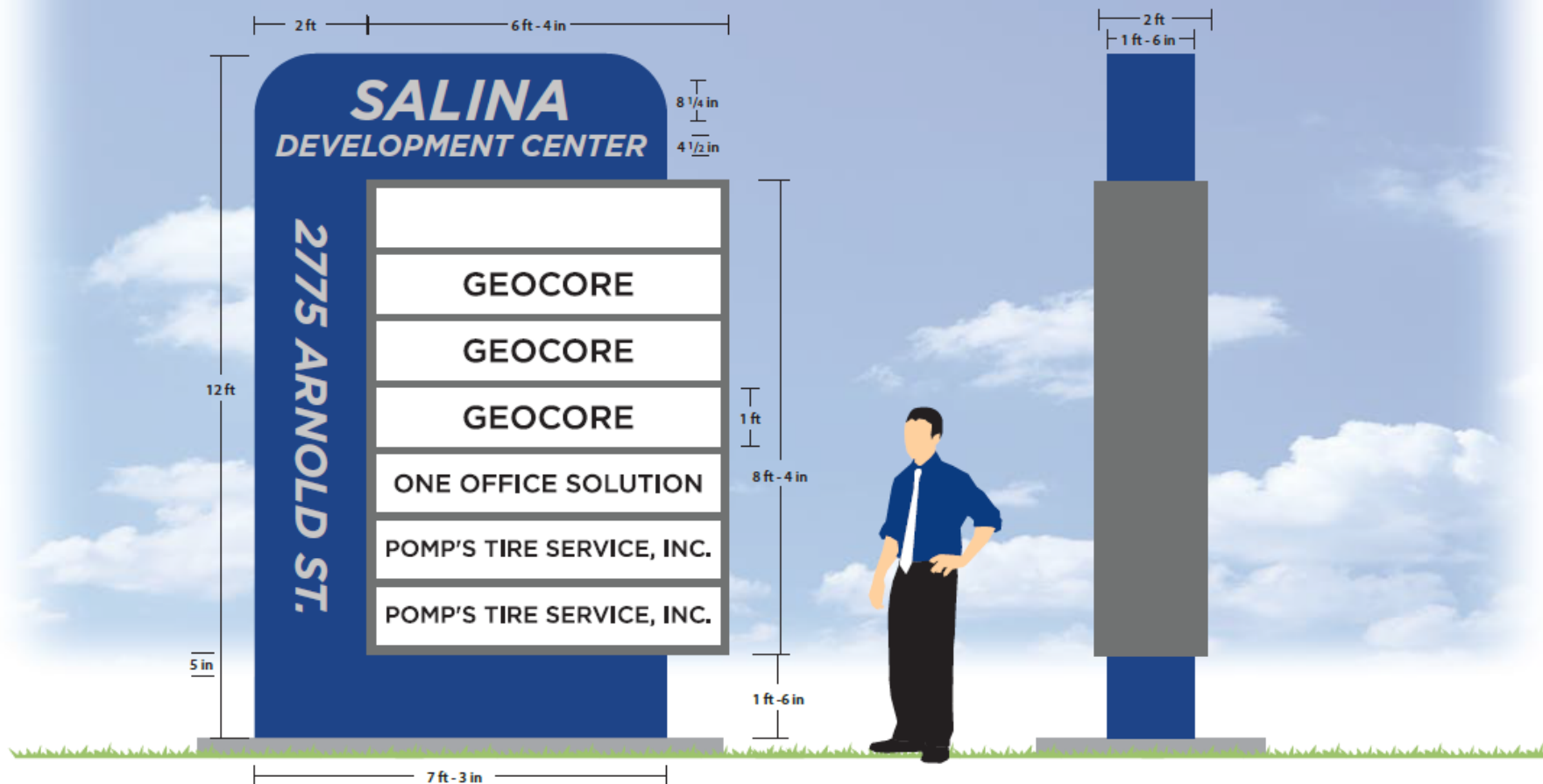
Gleason

Item	Description	Quantity	Unit Price	Extended Amount
1	Illuminated Lot Marquee Sign (includes removal of existing)	1	\$ 17,368.00	\$ 17,368.00
2	Building Unit Signs (includes removal of existing)	7	2,329.143	16,304.00
Total				\$ 33,672.00

Luminious Neon

Item	Description	Quantity	Unit Price	Extended Amount
1	Illuminated Lot Marquee Sign (includes removal of existing)	1	\$ 23,966.92	\$ 23,966.92
2	Building Unit Signs (includes removal of existing)	7	1,153.71	8,075.98
Total				\$ 32,042.90





"All noted dimensions are approximate and may be modified slightly during manufacturing to allow proper component usage".

SPECIFICATIONS:

DOUBLE FACE, ILLUMINATED TENANT SIGN WITH ROUTED PLEX BACKED COPY AND ILLUMINATED, MULTI TENANT PANEL SECTION

COLORS: WHITE, PANTONE 7687 BLUE, PANTONE 420 GREY, PANTONE 424 GREY

CUSTOMER: SALINA DEVELOPMENT CENTER
NAME: SHELLEY
LOCATION: SALINA, KS

DATE: 08-19-21
DESIGN NO.: VS-38417
ARTIST: BS

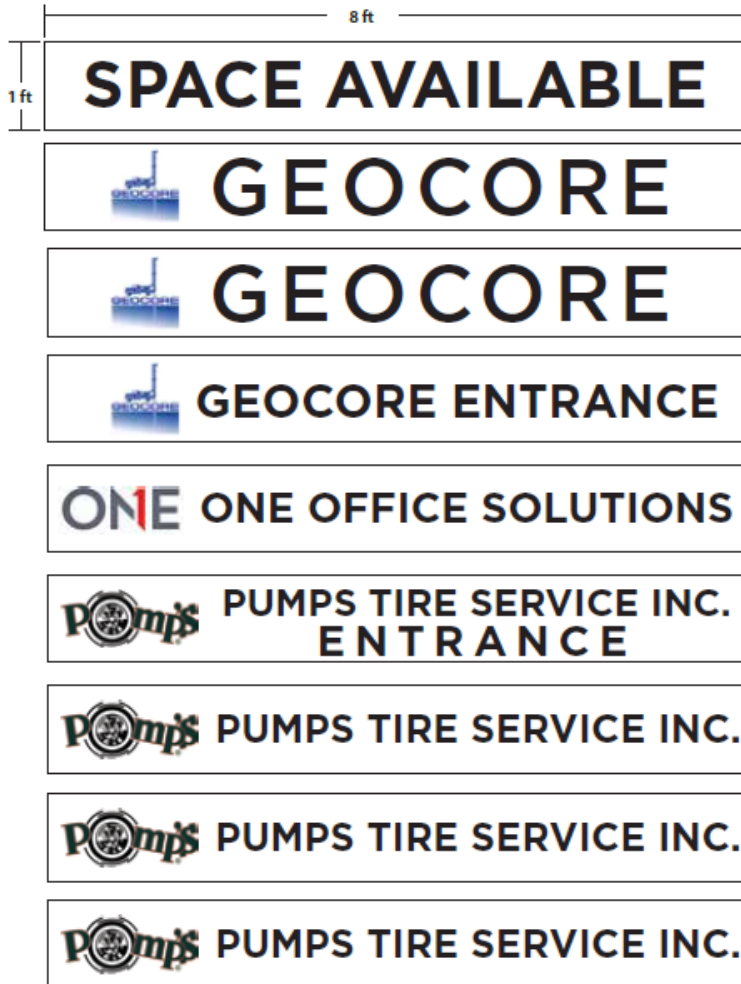
SCALE: 3/8" = 1'

APPROVED:

DATE:



LUMINOUSNeonInc
ART & SIGN SYSTEMS



"All noted dimensions are approximate and may be modified slightly during manufacturing to allow proper component usage".

SPECIFICATIONS:

NON-ILLUMINATED PAN SIGN WITH APPLIED DIGITAL PRINTS

CUSTOMER: SALINA DEVELOPMENT CENTER
NAME: SHELLEY
LOCATION: SALINA, KS

DATE: 08-12-21
DESIGN NO.: VS-38414-1
ARTIST: BS

SCALE: 1/2" = 1'

APPROVED:

DATE:



LUMINOUS Neon Inc
 ART & SIGN SYSTEMS

Presentation of airport engineering and consulting firm interview rankings

TIM ROGERS, A.A.E.

Rankings

- Terminal building expansion design and construction – **Jviation**
- Runway 12/30 rehabilitation design and construction – **Jviation**
- Acquisition of airfield snow removal equipment – **Garver**
- Terminal building parking lot rehabilitation and expansion – **Lochner**
- SLN fuel farm rehabilitation – **Jviation**
- Taxiway Alpha (A) rehabilitation – **Jviation**
- Runway and taxiway lighting system rehabilitation - **Jviation**

Consideration of a proposal submitted by Jviation for the completion of a Runway 12/30 pavement investigation

TIM ROGERS, A.A.E.



Directors' Forum

KRISTIN GUNN, CHAIR

Visitor's Questions & Comments



Staff Reports

TIM ROGERS, A.A.E.

Announcements

- Blue Air Training
 - October 17-30
- Top Aces
 - October 17-23

Executive Session

TO DISCUSS TRADE SECRETS OF A CORPORATION



Adjournment