

# Salina Airport Authority Board of Directors Regular Meeting

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FEBRUARY 19, 2020



# Review of Airport Activity & Financial Reports

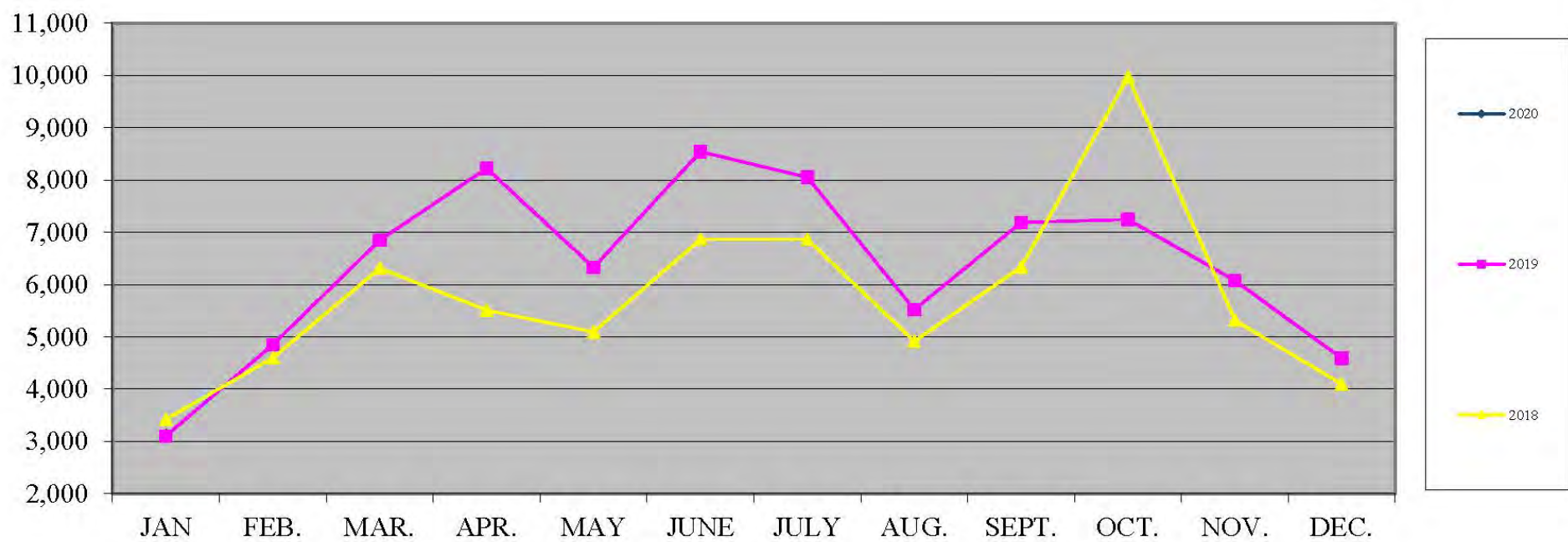
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Tim Rogers, A.A.E.

Shelli Swanson, C.M.

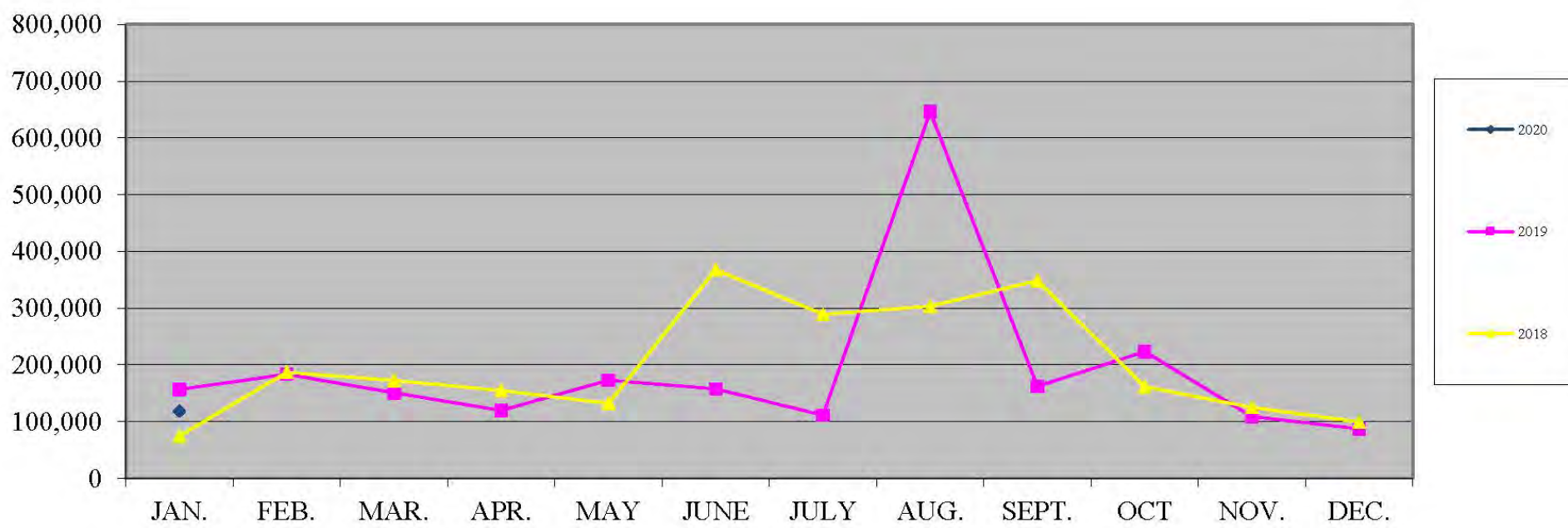


# Air Traffic



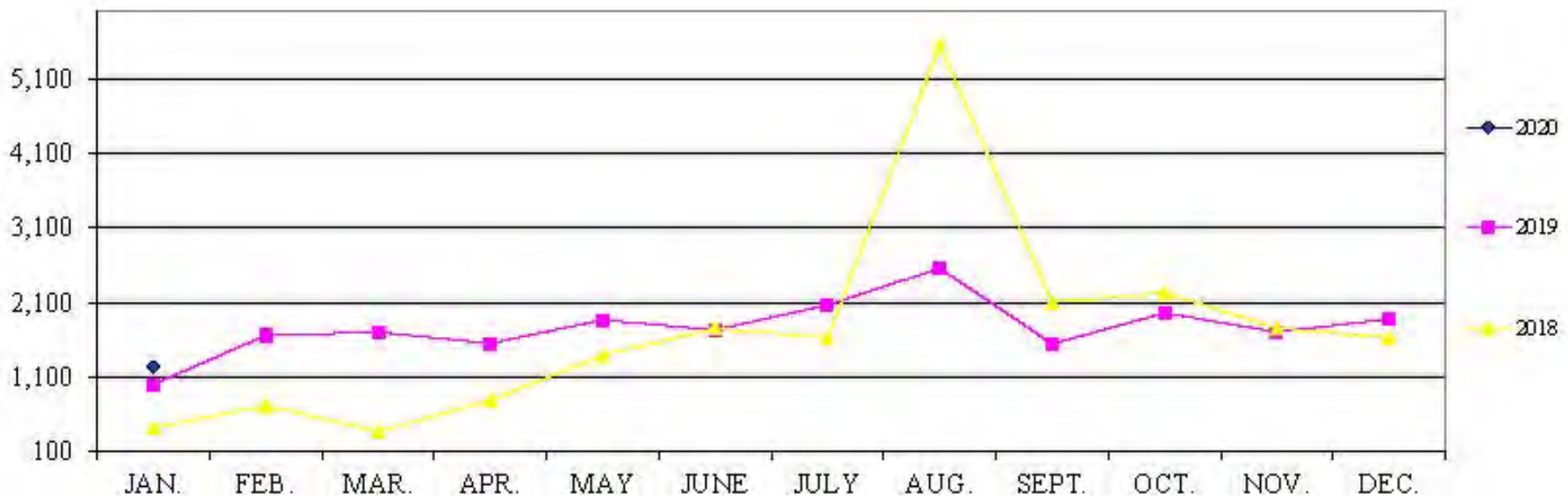


# Fuel Flowage





# Enplanements



# Financial Reports

## Salina Airport Authority Profit & Loss Budget Performance January 2020

7:25 AM

02/14/2020

Accrual Basis

	<u>Jan 20</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
Total Airfield revenue	56,091	76,896	-20,805	73%	922,750
Total Building and land rent	119,253	116,548	2,705	102%	1,398,563
Total Other revenue	16,927	14,175	2,752	119%	170,100
Total Income	192,271	207,619	-15,348	93%	2,491,413
Gross Profit	192,271	207,619	-15,348	93%	2,491,413
Expense					
Total Administrative expenses	122,388	131,315	-8,927	93%	1,575,790
Total Maintenance expenses	65,161	70,462	-5,301	92%	845,532
Total Expense	187,549	201,777	-14,228	93%	2,421,322
Net Ordinary Income	4,722	5,842	-1,120	81%	70,091
Other Income/Expense					
Total Other Income	238,527	509,816	-271,289	47%	6,117,792
Total Other Expense	285,698	285,698	0	100%	3,428,379
Net Other Income	-47,171	224,118	-271,289	-21%	2,689,413
Net Income	<u>-42,449</u>	<u>229,960</u>	<u>-272,409</u>	<u>-18%</u>	<u>2,759,504</u>

# Financial Reports

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

7:33 AM

02/14/2020

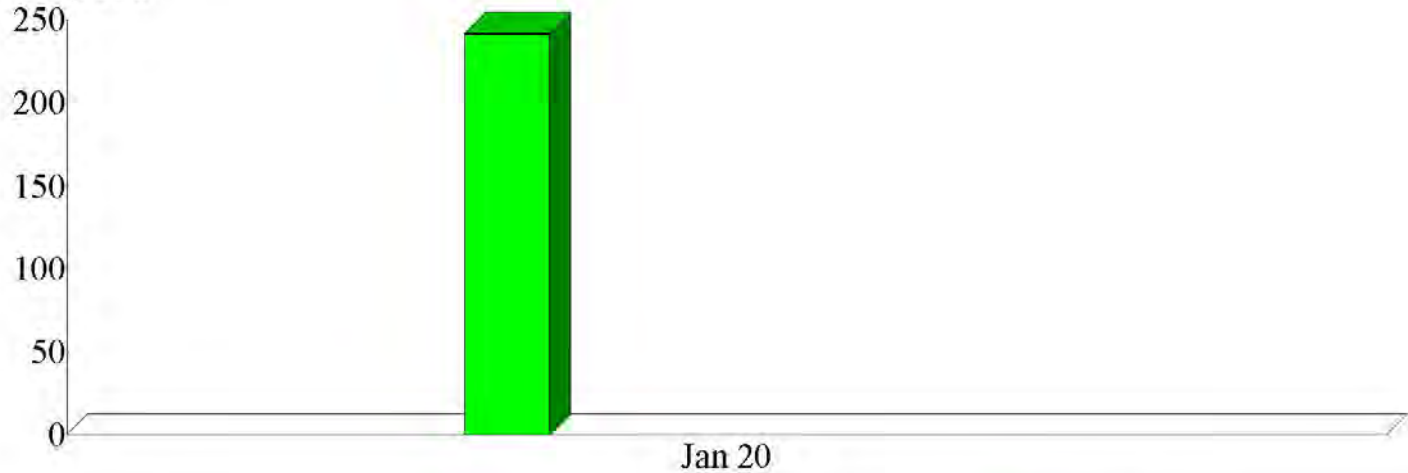
Accrual Basis

	<u>Jan 31, 20</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
<b>ASSETS</b>				
<b>Fixed Assets</b>				
<b>Fixed assets at cost</b>				
Total Airfeld	500	255,000	-254,500	0%
Total Buildings & Improvements	39,018	245,000	-205,982	16%
Total Equipment	0	23,500	-23,500	0%
Total Land	<u>34,355</u>	<u>75,000</u>	<u>-40,645</u>	<u>46%</u>
<b>Total Fixed assets at cost</b>	<u><u>73,873</u></u>	<u><u>598,500</u></u>	<u><u>-524,627</u></u>	<u><u>12%</u></u>

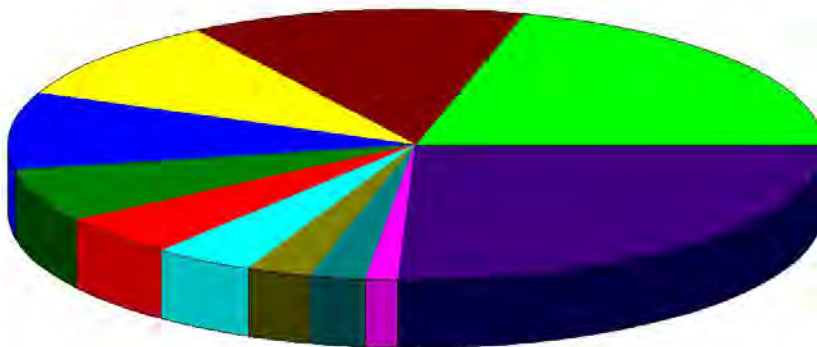
Sales by Month  
January 2020

Dollar Sales

\$ in 1,000's



Sales Summary  
January 2020



Saline County	20.69%
Kansas Erosion Products, LLC.	13.42
Exide	9.79
Avflight Salina	9.28
1 Vision Aviation, PLLC	6.38
SkyWest Airlines, Inc.	5.01
Universal Forest Products (UFP)	4.03
SFC Global Supply Chain	2.69
Kansas State Polytechnic - Salina	2.37
442nd Fighter Wing	1.43
Other	24.91
<b>Total</b>	<b>\$241,621.97</b>

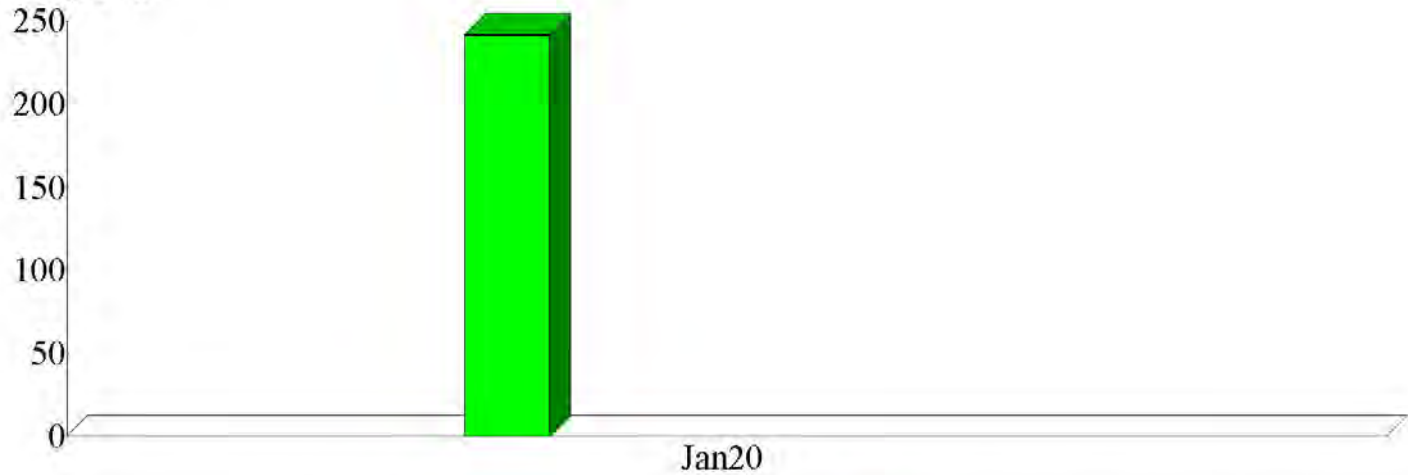
By Customer



Sales by Month  
January 2020

Dollar Sales

\$ in 1,000's



Sales Summary  
January 2020



Air Service Marketing (Fly Salina - Air	20.69%
Utility Reimbursement (Utility Reimburse	6.09
B-01021 (Building #1021 located at 3600	5.71
H-00959-1 (Hangar Facility H959 - 2044 S	5.17
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.81
FFF-Avflight Salina (Fuel Flowage Fee @	3.89
Airport Promotion Reimbursement (Airport	3.89
B-00620-1 (Building #620 (30,000 SF) an	3.87
B-00626-1 (Manufacturing facility #626 (	3.35
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.70
Other	39.82
<b>Total</b>	<b>\$241,621.97</b>

By Item

# Review of Advanced Bookings on United Airlines, Nonstop Flights to Denver and Chicago Beginning on March 5, 2020

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Tim Rogers, A.A.E.

# March 5, 2020 Schedule Change

- Nonstop to/from Denver
- Early PM (2:39 PM CST) arrival at Chicago
- Full Saturday schedule to/from Denver and Chicago

# Advance Bookings

Thursday, March 5	13 Denver
	25 Chicago
Friday, March 6	43 Denver
	39 Chicago
Saturday, March 7	47 Denver
	38 Chicago

# January 2020 Market Review

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## Salina Regional Airport

Estimated January 2020 US Airline Traffic Data

Passengers on US Airlines in January 2020

78.6 Million

One Year: 5.2% ↑

One Month: 0.1% ↑



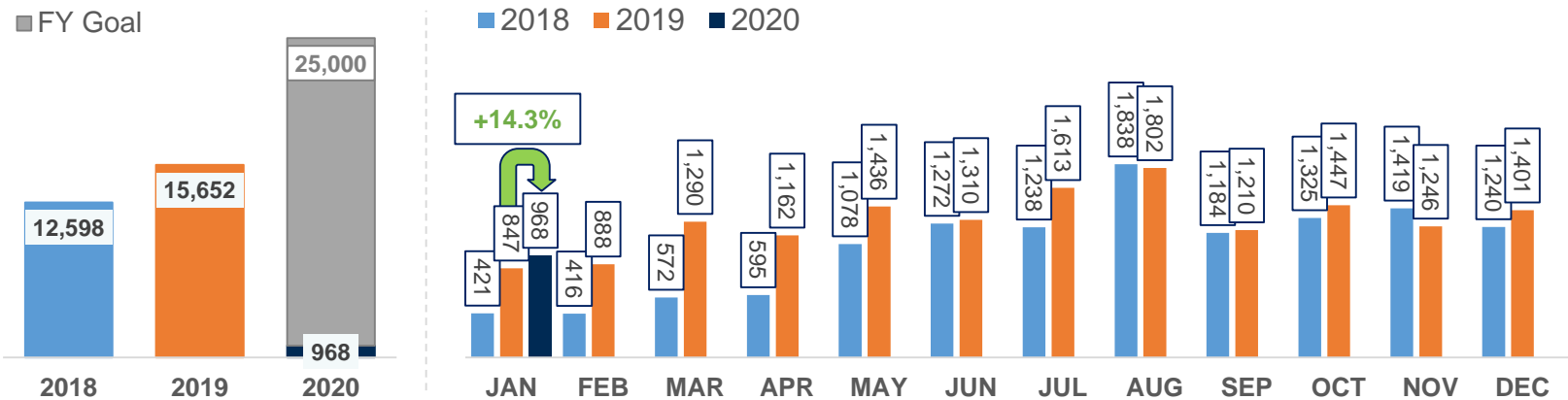
Seasonally adjusted, estimated

Source: Department of Transportation Bureau of Transportation Statistics

# Key Performance Indicators – Salina Regional Airport

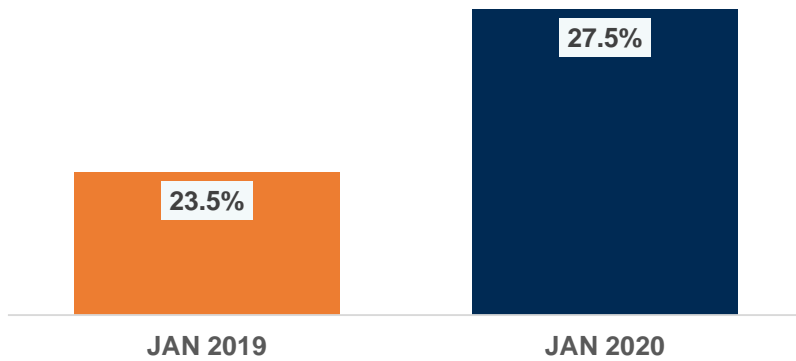
## Airport Board Dashboard

### 1 SLN Outgoing Passenger Enplanements as Filed by SkyWest with the Department of Transportation



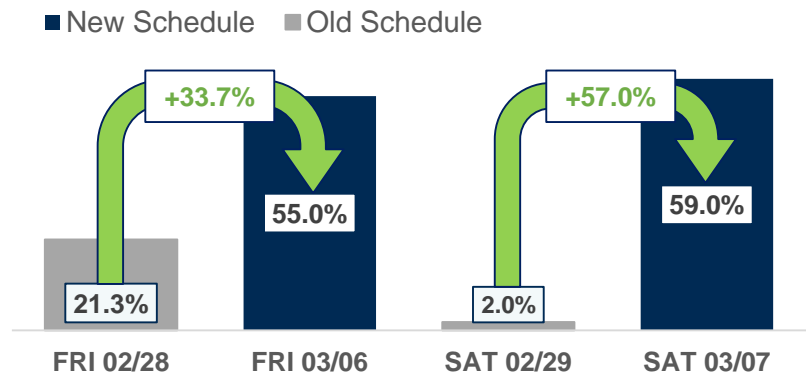
Source: Jan 2018 - Nov 2019 – US Department of Transportation. Dec 2019 - Jan 2020 – SkyWest

### 2 SLN Load Factor: Jan 2019 vs. Jan 2020



Source: 2019 – US Department of Transportation. 2020 – SkyWest

### 3 SLN Advance Bookings (Load Factor): Old vs. First Week of New Schedule



Source: SkyWest

# Key Performance Indicators – Salina Regional Airport

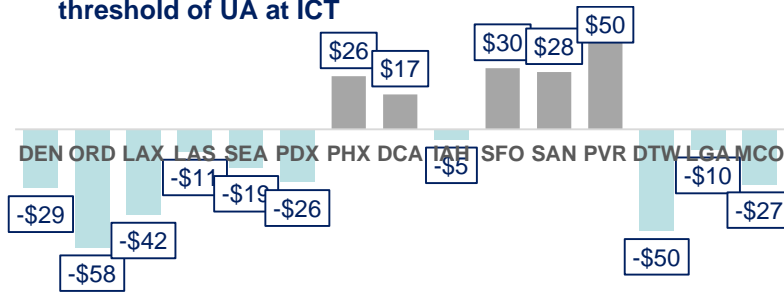
## Airport Board Dashboard

4

### Business Market Fare Differential

#### UA at SLN vs ICT

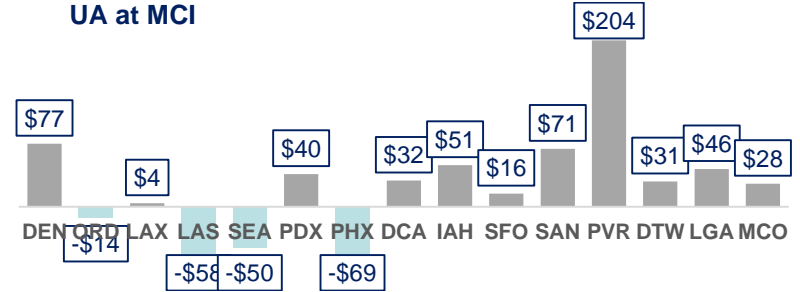
→ All Top 15 markets achieve the goal of being within a \$75 threshold of UA at ICT



Source: united.com as of 02/13/2020

#### UA at SLN vs MCI

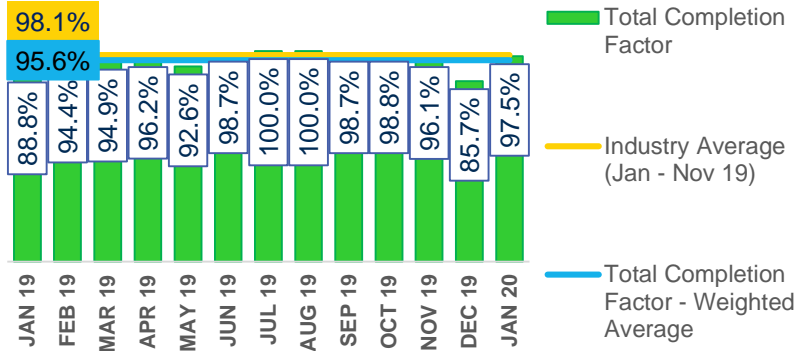
→ 13 of the Top 15 markets are within a \$75 threshold of UA at MCI



\*Travel date: Thursday 04/23/20

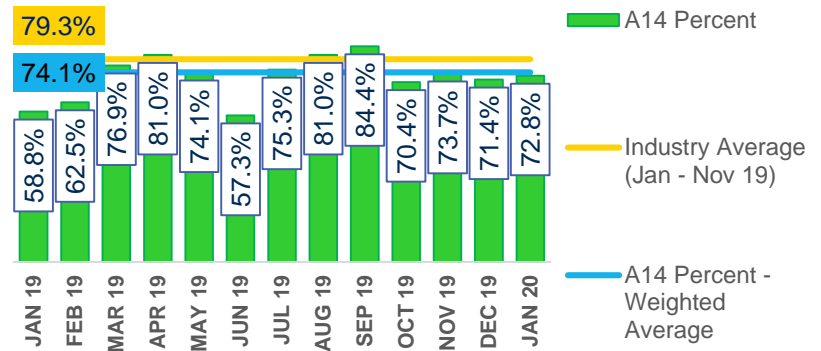
5

### SLN Total Completion Factor SLN (incl. weather and ATC): April 2019 - January 2020



6

### SLN Arrivals within 14 Minutes: April 2019 - January 2020



Source: SLN Operating Performance Data – SkyWest. Industry Average – Bureau of Transportation Statistics



# Review of Prospect Activity for SLN Hangar Space and Review of Aviation Company Recruitment Priorities

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Tim Rogers, A.A.E.

Shelli Swanson, C.M.



## Hangar 509

- 2020-2: Unmanned Manufacturing & Lab
- 



## Hangar 600

- 2020-1: Unmanned Pilot and Sensor Crew Training
  - 2020-4: Contract DoD Flight Training
  - 2020-6: U.S. Military Detachment
- 



## Hangar 606

- 2020-3: Corporate Aircraft Basing
- 2020-5: Corporate Aircraft Paint Shop



# Recruitment Partners

- City of Salina
- Saline County
- Salina Community Economic Development Organization
- Salina Area Chamber of Commerce
- Kansas Department of Transportation
- Kansas Governor's Military Council
- Kansas Department of Commerce
- Kansas Congressional Delegation
- Kansas Governor's Office



# Consideration of the Renewal of an Agreement with the Salina Area Chamber of Commerce for Economic Development Services

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Tim Rogers, A.A.E.

Shelli Swanson, C.M.



## Mission

“The Salina Area Chamber of Commerce is organized to advance the general welfare and prosperity of the Salina area so that its citizens and all areas of its business community shall prosper. All necessary means of promotion shall be provided and particular attention and emphasis shall be given to the economic, civic, commercial, industrial and educational interests of the area.”



# RTI (Job Postings)

ALERTS EXPORT RESET



2,301  
Total Job Posts

## Occupations



337  
Occupations



127  
Locations



698  
Employers



74  
Certifications



482  
Hard Skills



90  
Soft Skills



1.8k  
Job Titles



5  
Education Levels



109  
Programs

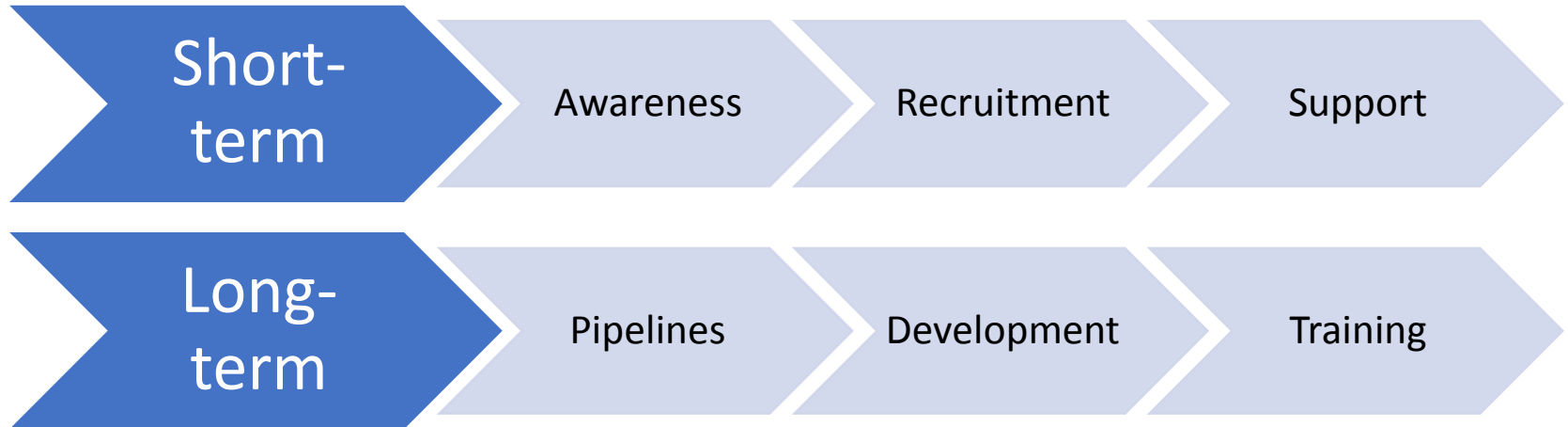


6  
Job Types



<input type="checkbox"/>	SOC	Occupation	Total Ads
<input type="checkbox"/>	41-2031.00	Retail Salespersons	131
<input type="checkbox"/>	37-2011.00	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	81
<input type="checkbox"/>	35-3021.00	Combined Food Preparation and Serving Workers, Including Fast Food	78
<input type="checkbox"/>	41-1011.00	First-Line Supervisors of Retail Sales Workers	66
<input type="checkbox"/>	49-9071.00	Maintenance and Repair Workers, General	66
<input type="checkbox"/>	35-1012.00	First-Line Supervisors of Food Preparation and Serving Workers	64
<input type="checkbox"/>	27-2022.00	Coaches and Scouts	55
<input type="checkbox"/>	21-1093.00	Social and Human Service Assistants	49
<input type="checkbox"/>	53-3032.00	Heavy and Tractor-Trailer Truck Drivers	47
<input type="checkbox"/>	51-1011.00	First-Line Supervisors of Production and Operating Workers	45
<input type="checkbox"/>	25-9041.00	Teacher Assistants	40
<input type="checkbox"/>	25-2022.00	Middle School Teachers, Except Special and Career/Technical Education	38
<input type="checkbox"/>	41-3099.00	Sales Representatives, Services, All Other	36
<input type="checkbox"/>	53-3031.00	Driver/Sales Workers	36
<input type="checkbox"/>	43-5081.01	Stock Clerks, Sales Floor	35
<input type="checkbox"/>	43-6014.00	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	34
<input type="checkbox"/>	43-4051.00	Customer Service Representatives	33
<input type="checkbox"/>	53-7062.00	Laborers and Freight, Stock, and Material Movers, Hand	33
<input type="checkbox"/>	25-2011.00	Preschool Teachers, Except Special Education	31
<input type="checkbox"/>	29-1141.00	Registered Nurses	28
<input type="checkbox"/>	25-2021.00	Elementary School Teachers, Except Special Education	27
<input type="checkbox"/>	29-1123.00	Physical Therapists	27

# Talent Recruitment, Development, and Training



# Talent Recruitment, Development, and Training

Short-term

Awareness

Recruitment

Support

The screenshot shows the Imagine Salina website. At the top left is the 'Imagine Salina' logo. A navigation bar contains links for 'ABOUT', 'CAREERS', 'IMAGINE', 'ACTIVITIES', 'EDUCATION', 'BUSINESS', and 'CONTACT'. The main banner features a photo of several small aircraft on a runway with the text 'IMAGINE THE POSSIBILITIES'. Below the banner are four colored buttons: 'WHERE TO WORK' (blue), 'WHERE TO LIVE' (pink), 'WHERE TO PLAY' (teal), and 'WHERE TO LEARN' (orange). Below these buttons is the slogan 'TURNING WHAT IF INTO WHAT IS' and a paragraph of text: 'Salina is leading the way in the Midwest, from affordable housing and top-notch education to solid career opportunities and incredible arts and entertainment. We are turning creative ideas into innovative realities, including several development projects across the city. Find out how you can be a part of it all and IMAGINE yourself here!' At the bottom is a small 'Imagine Salina' logo on a green background.





# Talent Recruitment, Development, and Training

Short-term

Awareness

Recruitment

Support



2019 Recruitment Efforts

# Talent Recruitment, Development, and Training



- September 2019
  - In effort and support of the Ft. Riley KEEP program (Kansas Employment Exploration Program), and Heroes MAKE America program, Imagine Salina sponsored a tour of Salina for service members that will be exiting the military from Ft. Riley.
- February 2020 – Next KEEP Tour
  - Access to available Heroes participants and recent graduates from **Fort Riley, KS; Fort Hood, TX; Fort Bragg, NC and Fort Benning, GA**. Fort Campbell, KY resumes will be added on 3/2/2020.

# Talent Recruitment, Development, and Training

Short-term

Awareness

Recruitment

Support



## WHERE TO **LIVE**

Imagine your dream home, you can find it in Salina. Explore real estate, rentals, and apartments.

HOME AND APARTMENTS:

[SEARCH PROPERTIES](#)

## WHERE TO **PLAY**

Salina features distinctive assets including arts and culture, sports and parks, museums, theatres, an exotic zoo, family entertainment centers, and unique events!

LOCAL ARTS & ENTERTAINMENT:

[SEARCH EVENTS](#)



# 2019

-  250 Salina profile packets disbursed
-  Two Army installation events
-  1 Vision Exceeds Start-Up goal
-  70 New Hires in Place
-  Military KEEP tours with 17 soldiers
-  11 individual community tours
-  Imaginesalina.com Goes LIVE!

## Imagine Salina

TURNING **WHAT IF**  
INTO **WHAT IS**

Salina Fieldhouse

THE ALLEY  
bowling, arcade & more



# Talent Recruitment, Development, and Training



## 2020 Scheduled Recruitment Events and Support



In Partnership with AmericanJobCenter

January 29, 2020

1 Vision hired 4 Spirit employees



January 22,  
2020

-160 jobseekers



Aviation

February 13, 2020

FAA Training

1 Vision

45 participants in OJT

## Talent Recruitment, Development, and Training



### *2020 Scheduled Recruitment Events and Support*

- Feb 28<sup>th</sup> Service Members KEEP Tour/Networking event
- March 6, 2020 – Wichita Job fair
- April 2, 2020 – State wide Job – National Guard Armory
- Fort Riley
- Washburn University
- McConnel Airforce
- Kansas State University

# Talent Recruitment, Development, and Training



## *2020 Digital Marketing Campaign*

12 month highly targeted multi-channel campaign to drive audiences to individualized landing pages on [imaginesalina.com](http://imaginesalina.com). The preliminary campaign will create six ads per audience. The ads will be tested, modified and optimized throughout the campaign.



- Search Engine Marketing – Pay-Per-Click – Google and Bing
- Optimize campaign daily and provide reports monthly
- Social Media Advertising Campaign
- Google Display Network Advertising Campaign
- YouTube TrueView and/or TrueView for Action campaign
- Custom landing pages to support each creative execution
- Clicks to ads will drive audiences to pages supporting the individual ad
- Pages will provide additional benefit messaging and create a tracking device for conversions

# Talent Recruitment, Development, and Training



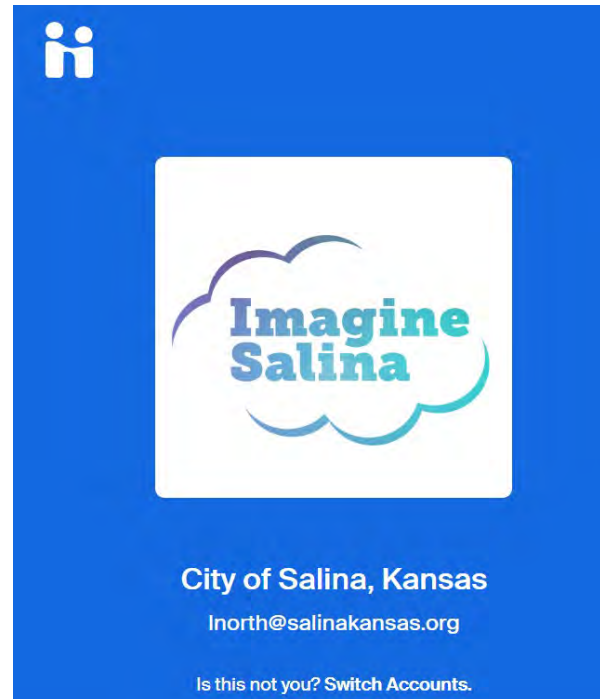
- **Talent Development and Retention**
  - Match High Demand Business and Industry Needs to Secondary and Post-Secondary Curriculum and Training
    - CDL Training, Welding, CNA, Nursing



# Talent Recruitment, Development, and Training



- Talent Development and Retention cont.
  - School to Career, Field Learning Experiences, Internships and summer programming
  - College and Career Connections
    - Admin, Counselors, Instructors and Students
  - WIOA/WIB, Adult Education, Underemployed, Unemployed

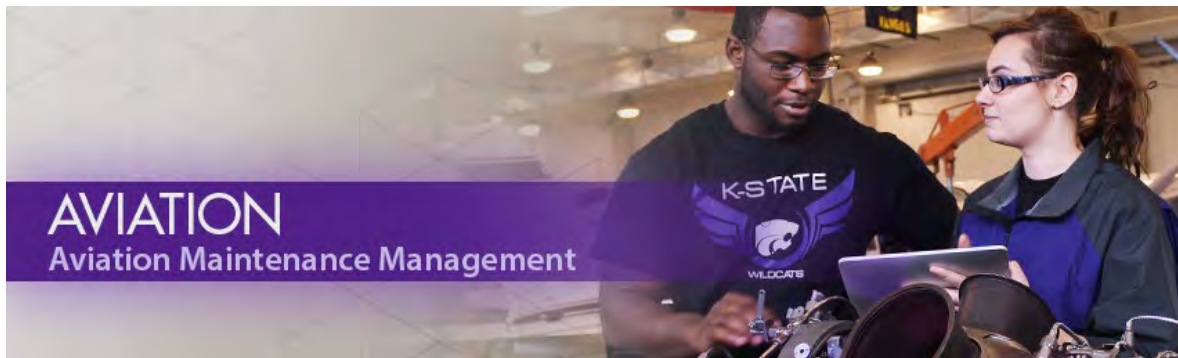


<https://app.joinhandshake.com/>

# Talent Recruitment, Development, and Training



- Talent Development and Retention cont.
  - Extensive Training Capabilities
    - Kansas Wesleyan University, Salina Area Technical College, and K-State Polytechnic
    - Kansas Works Programs
      - On the Job Training and Registered Apprentice Program





# RTI (Job Postings)

ALERTS EXPORT RESET

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Total Job Posts

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Occupations

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# Staff Reports

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# 2020 Aviation Deployments and Events Scheduled for the Salina Regional Airport

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Tim Rogers, A.A.E.

Shelli Swanson, C.M.

# 2020 Scheduled Aviation Events

Timothy F. Rogers, A.A.E.



# 8 Events

## Scheduled aviation events at Salina Regional Airport during 2020

# 303<sup>rd</sup> Fighter Squadron



- **Dates** – January 10-17, 2020
- With up to 6 A-10s, the 303<sup>rd</sup> FS based at SLN for a week's worth of nighttime Forward Arming and Refueling Point (FARP) operations training.





- **Dates** – February 2, 2020 – March 8, 2020
- **Aircraft** – Alpha Jets
- SLN is a regular stop for the Top Aces, private contract training company that utilizes SLN as a short-term base for training naval and fighter forces.

**TOP**  
**ACES**



# 34<sup>th</sup> Weapons Squadron



- **Dates –** March 13 – April 10, 2020  
September 11-October 2, 2020
- Terminal Area Employment (TE) phase of the United States Air Force Weapons School (USAFWS). TE is the premier phase of the USAFWS and provides students with the opportunity to engage pop-up, moving, score-able targets in a dynamic reactionary environment with HH-60s. This training is critical to the USAFWS syllabus as well as combat ready aircrew. As they conduct this training, the 34 WPS will operate out of SLN with 3 HH-60s supported with one HC-130.



# 138<sup>th</sup> Fighter Wing

- **Dates** – April 4-9, 2020
- Operating out of SLN with an air package of 4-F16's, the 138<sup>th</sup> FW will test it's quick response capabilities utilizing the range for daily sorties.



# NOAA



University of Colorado  
Boulder



TEXAS TECH  
UNIVERSITY.



- **Project TORUS** – Targeted Observation by Radars and UAS of Supercells
- **Dates** – May 11, 2020 – June 15, 2020
- **Science** - TORUS aims to deploy a broad suite of cutting-edge instrumentation to improve the conceptual model of supercell thunderstorms (the parent storms of the most destructive tornadoes) by exposing how small-scale structures within these storms might lead to tornado formation. These structures are hypothesized to be nearly invisible to all but the most precise research-grade instruments. But by revealing the hidden composition of severe storms and associating it to known characteristics of the regularly-observed larger scale environment, the TORUS project could improve supercell and tornado forecasts.
- **Media Day/Open House** – Date/Time TBD– meet the scientists who work on our planet’s most pressing environmental issues.



# Ford Tri-Motor

- **Dates** – May 28-31, 2020

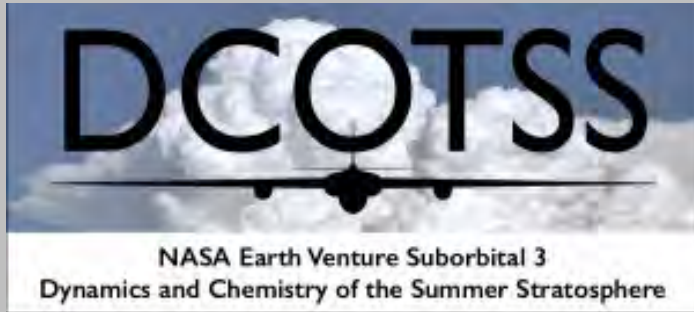
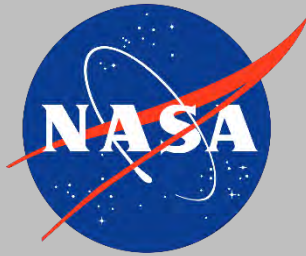
- **Event Information** - Recall the energy, passion, and excitement of the Roaring '20s by flying aboard the Ford Tri-Motor. Known as the first luxury airliner, the Ford Tri-Motor redefined world travel and marked the beginning of commercial flight.

All ticket proceeds support the Experimental Aircraft Association, a non-profit organization dedicated to sharing The Spirit of Aviation with everyone. Our tour stops are hosted by volunteers who are passionate about sharing the Ford Tri Motor's stories.

We invite families to visit and learn all about our aircraft and our organization. Viewing the aircraft is free, so be sure to bring your camera along.



# NASA



- **DCOTSS**– Dynamics and Chemistry of the Summer Stratosphere
- **Dates** – June 19 – July 24, 2020
- **Science** - There is a compelling need for intensive study of convective impacts on the summer stratosphere over North America. Each summer the North American Monsoon Anticyclone (NAMA) dominates the circulation of the North-Western Hemisphere and acts to partially confine and isolate air from the surrounding atmosphere. Strong convective storms in the NAMA regularly penetrate deep into the lower stratosphere (LS), with some ascending above 20 km (~450 K potential temperature). The uniqueness of the NAMA region is most easily seen in satellite measurements of water vapor, which show a large enhancement in the LS over North America not seen either in magnitude or at such high latitudes elsewhere around the globe. But the coupling of tropopause-penetrating convection with large-scale monsoonal motion is poorly understood, as is the impact of convection on the chemical composition of the LS, both in monsoon regions and in the global stratosphere, which receives inputs of moist and polluted monsoon air from the NAMA. The **DCOTSS** project directly addresses this knowledge gap.

- **Media Day and NASA Social – Date TBD**
- **NASA Social** – Open to all ages. Meet and speak with scientists and engineers, learn about NASA missions, and discover with hands-on science fun!
- **Visit** - <https://espo.nasa.gov/dcotss> for more information



# U.S. National Aerobatics Championships

- **Dates** – September 17, 2020 – September 27, 2020
- **Event** – The U.S. National Aerobatic Championships are an annual event hosted by the International Aerobatics Club. Nearly 100 competitors will compete to qualify for the International Aerobatics Championship.
- **This event is not open to the public**, however the event can be seen from Fossett Plaza, located at the west end of Beechcraft Road.
- **Find U.S. National Aerobatic Championships on Facebook** for more information.



850  
Visitors

Estimated total  
visitors during  
2020 scheduled  
aviation events



20  
Days

The average length  
of stay for visitors  
of scheduled  
aviation events.

\$2.8  
Million

Estimated direct  
economic impact  
of 2020 scheduled  
aviation events



# Results of the FAA Airport Certification Inspection

---

Tim Rogers, A.A.E.

Kenny Bieker



U.S. Department of Transportation  
Federal Aviation Administration

Central Region  
Iowa, Kansas, Missouri, Nebraska

901 Locust  
Federal Building  
Kansas City, Missouri  
64106

February 11, 2020

File Number: 2020CE800023

Mr. Timothy F. Rogers A.A.E.  
Executive Director,  
Salina Regional Airport  
3237 Arnold  
Salina, KS 67401

Dear Mr. Rogers:

Salina Regional Airport  
Salina, Kansas  
Compliance Letter

The annual airport certification inspection of Salina Regional Airport was conducted February 3-4, 2020. The inspection was conducted to determine compliance with Title 14 CFR Part 139, the Airport Certification Manual, and the Airport Operating Certificate. The inspection revealed that the airport was not in compliance with all of the requirements of Part 139. The following findings to Part 139 were noted during the inspection and should be corrected by the dates indicated:

**Part 139 Requirements - Sec. 139.311, Marking, signs, and lighting.**

*(d) Maintenance. Each certificate holder shall properly maintain each marking, sign, or lighting system installed and operated on the airport. As used in this section, to "properly maintain" includes cleaning, replacing, or repairing any faded, missing, or nonfunctional item; keeping each item unobscured and clearly visible; and ensuring that each item provides an accurate reference to the user.*

**1. 139.311(d) – Marking, Signs and Lighting.**

During the movement area inspection, the following markings located on Runway 17-35 were identified as faded, abraded, and not properly maintained.

- Runway 17-35 Centerline Marking.
- Runway 17-35 Touchdown Zone Markings (both ends).
- Runway 17 Designator Marking.
- Runway 35 Designator Marking.
- Runway 35 Aiming Point Markings.
- Runway 17-35 Edge Marking (Echo Intersection)
- Runway 17 Threshold Markings.
- Runway 35 Threshold Markings.



**Runway 17-35 - Centerline Marking**



**Runway 35 – TDZ Marking**



**Runway 17 Designator Marking**



**Runway 35 Designator Marking**



**Runway 17-35 – Edge Marking @ E**



**Runway 35 – Aiming Point Marking**



**Runway 17 – Threshold Marking**

Correction Date: **June 1, 2020**

**2. 139.311(d) – Marking, Signs and Lighting.**

During the movement area inspection, the following markings located on Runway 12-30 were identified as faded, abraded, and not properly maintained.

- Runway 30 Threshold Markings.
- Runway 30 Threshold Bar.
- Runway 12 Aiming Point Markings.



**Runway 30 – Threshold Marking**



**Runway 30 – Threshold Bar**



**Runway 12 – Aiming Point**

### 3. 139.311(d) – Marking, Signs and Lighting.

During the movement area inspection, the following markings located on Taxiway Alpha were identified as faded, abraded, and not properly maintained.

- Taxiway Alpha Centerline Marking.
- Taxiway Edge Marking.
- “Pattern B” Holding Position Marking.



Taxiway Alpha – Centerline



Taxiway Alpha – Edge Marking



Taxiway Alpha – “Pattern B” Marking

Correction Date: June 1, 2020

### 4. 139.311(d) – Marking, Signs and Lighting.

During the movement area inspection, the following Taxiway Centerline (lead-on/off) markings leading onto Runway 17-35 were identified as faded, abraded, and not properly maintained.

- Taxiway B
- Taxiway C
- Taxiway D
- Taxiway E
- Taxiway F



Taxiway Bravo Centerline – (Lead-off/Lead-on for RWY 17-35)

Correction Date: June 1, 2020

### 5. 139.311(d) – Marking, Signs and Lighting.

During the movement area inspection, the following Taxiway Edge markings located between the “Pattern A” Runway Holding Position Marking and Runway 17-35 were identified as faded, abraded, and not properly maintained.

- Taxiway B
- Taxiway C
- Taxiway D
- Taxiway E
- Taxiway F



**Taxiway Edge Marking**

Correction Date: **June 1, 2020**

**6. 139.311(d) – Marking, Signs and Lighting.**

During the movement area inspection, the following markings located on Taxiway Bravo, holding short of Runway 12-30 were identified as faded, abraded, and not properly maintained.

- Enhanced Taxiway Centerline (ETCL) Marking.
- Surface Painted Holding Position Sign (SPHPS).





**Taxiway Bravo – ETCL/SPHPS**

Correction Date: **June 1, 2020**

*Part 139 Requirements - Sec. 139.321, Handling and storing of hazardous substances and materials.*

*(c) Each certificate holder shall, as a fueling agent, comply with, and require all other fueling agents operating on the airport to comply with the standards established under paragraph (b) of this section and shall perform reasonable surveillance of all fueling activities on the airport with respect to those standards.*

**7. 139.321(c) – Handling and Storing of Hazardous Substances & Materials.**

Inspection of the Avflight Salina fuel-servicing vehicles revealed that Truck 3 (defueler) was not in compliance with the NFPA 407 (2017) standards. There was a crack on one of the light covers on Truck 12. NFPA 407, 6.1.6.6, states, "Lamps, switching devices, and electronic controls, other than those covered in 4.3.7.4 and 4.3.7.5, shall be of the enclosed, gasketed, weatherproof type."



**Avflight Salina - Truck 3**

Correction Date: **February 29, 2020**

*Part 139 Requirements - Sec. 139.201 General requirements.*

*(a) No person may operate an airport subject to this part unless that person adopts and complies with an Airport Certification Manual, as required under this part, that--*

*(1) Has been approved by the Administrator;*

**8. 139.201(A) – General Requirements.**

SLN did not comply with procedures set forth in the Wildlife Hazard Management Plan (WHMP) section of the Airport Certification Manual (ACM). Page A-9 in the WHMP states, “Regular wildlife and security patrols conducted inspect the fence, reporting and needed repairs and flagging wash-outs or animal digs under the fence.” This area of fence was not flagged or identified by airport staff.



**Airport Perimeter Fence**

Correction Date: **February 29, 2020**

**9. 139.201(A) – General Requirements.**

SLN did not comply with procedures set forth in Section 319 of the Airport Certification Manual (ACM). Section 319 VI Personnel (A), states, **“Equipment – ARFF personnel are equipped with protective clothing, self-contained breathing apparatus (SCBA) meeting National Fire Protection Association (NFPA) standards.”** During the inspection of the structural firefighting ensembles and ensemble elements, one individual's gear was identified as non-standard and did not comply with NFPA 1851 standards. **NFPA 1851, Par. 10.1.2,** states, **“Structural firefighting ensembles and ensemble elements shall be retired in accordance with 10.2.1 or 10.2.2, no more than 10 years from the date the ensemble or ensemble elements were manufactured.”** There was one individual that used firefighting ensembles that was past its useful life (May 2008). The airport had additional structural gear for the individual that meets the NFPA requirements. This finding is considered closed.

Part 139 Requirements - Sec. 139.305 Paved areas.

*(a) In a manner authorized by the Administrator, each certificate holder shall maintain, and promptly repair the pavement of, each runway, taxiway, loading ramp, and parking area on the airport that is available for air carrier use as follows:*

*(6) The pavement shall be sufficiently drained and free of depressions to prevent ponding that obscures markings or impairs safe aircraft operations.*

**10. 139.305 A (6) – Paved Areas**

During the movement area inspection, there was an area of ponding identified located on Taxiway Alpha. The ponding was contributing to marking obstruction and loose aggregate.



**Taxiway Alpha - Ponding**

Part 139 Requirements - Sec. 139.305 Paved areas.

*(a) In a manner authorized by the Administrator, each certificate holder shall maintain, and promptly repair the pavement of, each runway, taxiway, loading ramp, and parking area on the airport that is available for air carrier use as follows:*

*(4) Except as provided in paragraph (b) of this section, mud, dirt, sand, loose aggregate, debris, foreign objects, rubber deposits, and other contaminants shall be removed promptly and as completely as practicable.*

**11. 139.305 A (4) – Paved Areas**

During the movement area inspection, loose aggregate was identified on Taxiway Alpha located at the Taxiway Alpha/Delta intersection that was producing Foreign Object Debris (FOD). There were numerous sections of asphalt identified that were raveling. Airport maintenance has been repairing sections of asphalt where it has been raveling; however, this section of asphalt will require special attention until it is either rehabilitated or reconstructed.



## 12. 139.305 A (4) – Paved Areas

During the movement area inspection, loose aggregate was identified on Taxiway Bravo, holding short of Runway 35-17 that was producing Foreign Object Debris (FOD). There were numerous sections of asphalt identified that were raveling. Airport maintenance has been repairing sections of asphalt where it has been raveling; however, this section of asphalt will require special attention until it is either rehabilitated or reconstructed.



Correction Date: **June 1, 2020**

### Part 139 Requirements - Sec. 139.309 Safety areas.

*(b) Each certificate holder shall maintain its safety areas as follows:*

*(1) Each safety area shall be cleared and graded and have no potentially hazardous ruts, humps, depressions, or other surface variations.*

## 13. 139.309 B (1) – Safety Areas

The Runway Safety Area (RSA) at the approach end of Runway 35 did not meet the requirements set forth in 14 CFR Part 139.309. There was erosion identified adjacent to a concrete light base for the Approach Lighting System (ALS). The hole was approximately 800' prior to the runway threshold. This issue was corrected prior to the out-briefing and is considered closed.



Correction Date: **Closed**

*Part 139 Requirements - Sec. 139.7 Methods and procedures for compliance.*

*Certificate holders shall comply with requirements prescribed by subparts C and D of this part in a manner authorized by the Administrator. FAA Advisory Circulars contain methods and procedures for compliance with this part that are acceptable to the Administrator.*

**14. 139.7 – Methods and Procedures for Compliance**

During the movement area inspection of Runway 17/35, there were several in-pavement lights identified that were missing bolts. AC 150/5340-26C, *Maintenance of Airport Visual Aids*, Par. 5.3.4 (i) (3), states “**Always remove and replace any broken bolts. Leaving a broken bolt in place can result in all the bolts breaking from the impact of a landing aircraft.**” The corrective action includes the airport developing a systematic plan for checking the torque of in-pavement light fixture bolts on a regular basis, particularly on Runway 17-35.



Runway 17-35 - In-pav. Lgt (1)



Runway 17-35 - In-pav. Lgt (2)

Correction Date: **June 1, 2020**

*Part 139 Requirements - Sec. 139.327 Self-inspection program.*

*(c) Each certificate holder shall--*

- (1) Prepare, and maintain for at least 12 consecutive calendar months, a record of each inspection prescribed by this section, showing the conditions found and all corrective actions taken.*

**15. 139.327 (c) (1) – Self-inspection program.**

There were several findings that should have been documented by the airport staff in the daily self-inspection logs, such as faded markings, Foreign Object Debris (FOD), and safety area violations. Airport Operations had created work orders for these findings; however, the airport staff marked satisfactory on the daily self-inspection log. The airport must report all conditions found with corrective action on the daily self-inspection form. The airport was briefed on this issue during the out-briefing and this finding is considered closed.

Correction Date: **Closed**



We have given consideration to all available facts and conclude that this matter does not warrant legal enforcement. In lieu of such action we are issuing this letter which will be made a matter of record. We will expect your future compliance with the regulations. Please advise, in writing or by email, when the findings are corrected, within 15 days of the correction dates.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark C. Cozad". The signature is written in a cursive style with a large, stylized initial "M".

Mark C. Cozad  
Lead Airport Certification Safety Inspector

# Proposals Received for Terminal Building Food and Beverage Retail Vending

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Tim Rogers, A.A.E.

On behalf of Mahaska, we are pleased to be considered as your service provider. We have a long-standing history of success in the industry, driven by satisfying customers like yourself every single day. Our commitment is to continually provide you service levels that exceed your expectations.



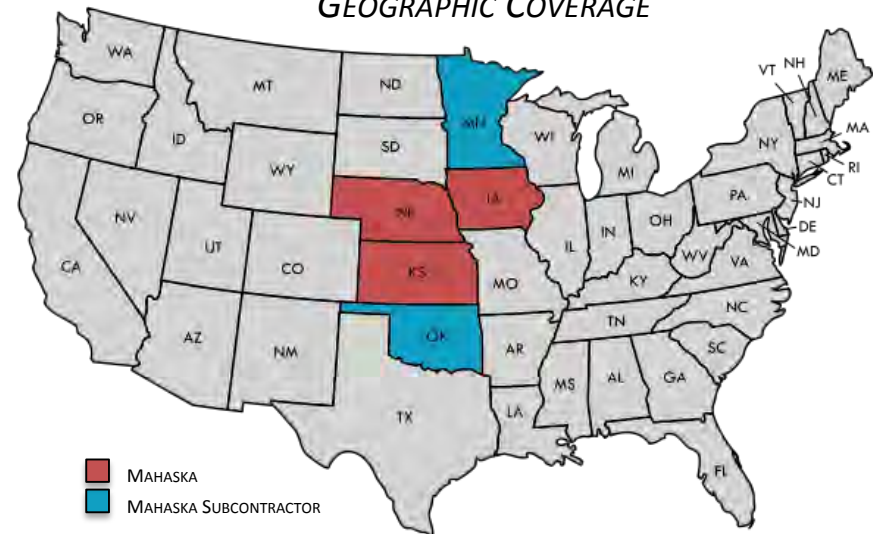
## COMPANY HISTORY

- + 1889 The starting line for Mahaska's history in the Beverage business
- + 1991 Expansion into the Snack business
- + 2016 1st (of what is now many) Micro Markets was placed in operation

## CORE SERVICES

- + Micro Markets
- + Coffee
- + Vending Machines
- + Ice Makers
- + Additional Breakroom Services

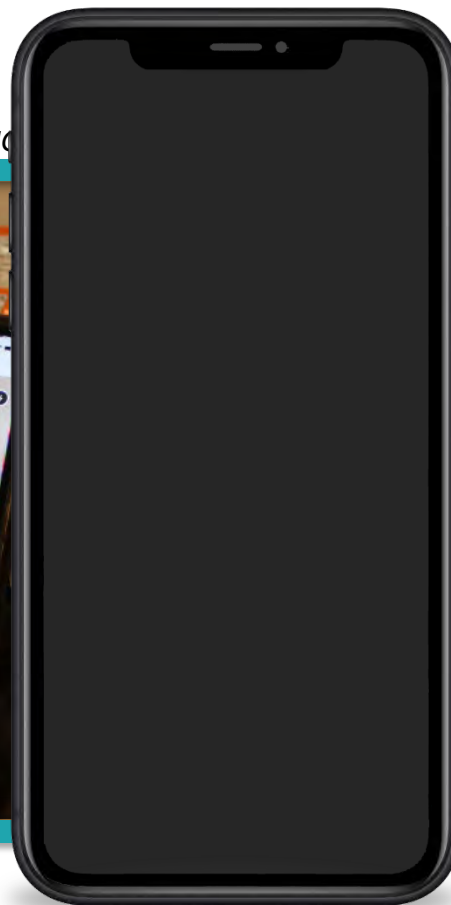
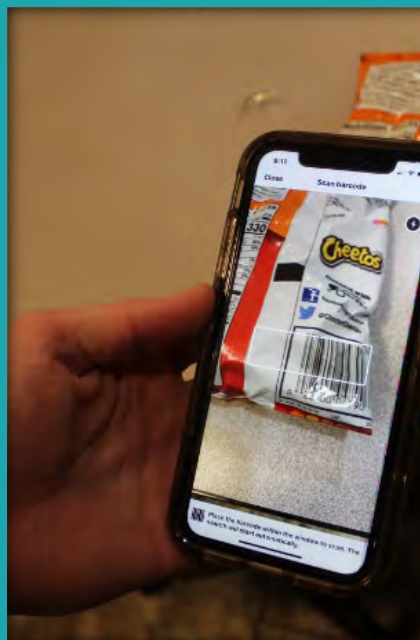
## GEOGRAPHIC COVERAGE





# APP PAY – A CLOSER LOOK

FLEXIBILITY AT YOUR FINGERS



# PRICING (BEVERAGES)

## Meeting or Beating Existing Price Points

### SOFT DRINKS (20 OZ. BOTTLES)

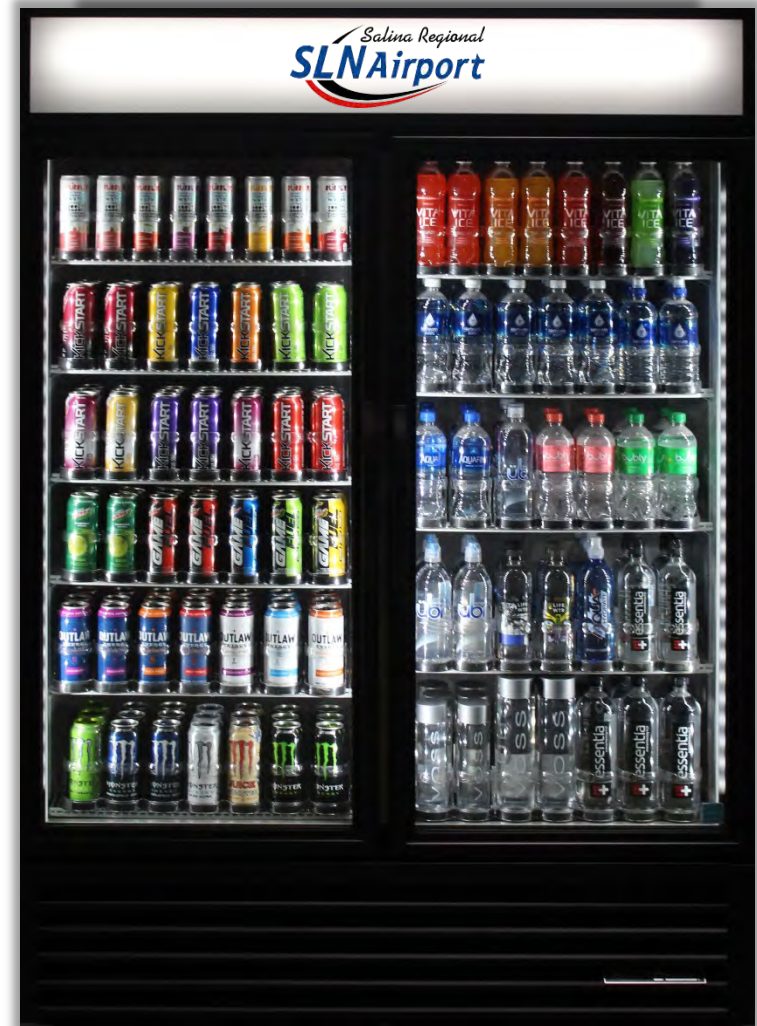
- + Current Provider: \$1.49
- + Mahaska Offer (20% commission): \$1.49
- + Mahaska Offer (25% commission): \$1.74
- + Mahaska Offer (30% commission): \$1.99

### ENERGY DRINKS

- + Current Provider : \$2.69 - \$2.79
- + Mahaska Offer: \$2.00 - \$2.75  
(15% commission)

### WATER

- + Current Provider : \$1.19 - \$2.09
- + Mahaska Offer: \$1.00 - \$1.99  
(15% commission)



# PRICING (CANDY / CHIPS / PASTRIES)

## Meeting or Beating Existing Price Points

### CANDY BARS / CANDY

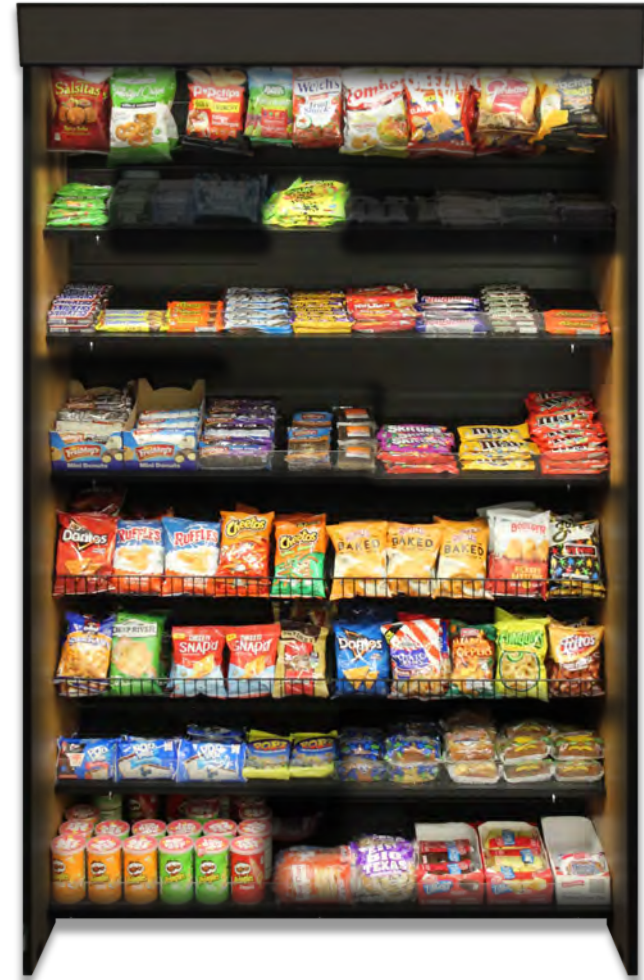
- + Current Provider: \$1.09
- + Mahaska Offer: \$1.00  
(15% commission)

### CHIPS

- + Current Provider: \$1.09
- + Mahaska Offer: \$1.00  
(15% commission)

### PASTRIES

- + Current Provider: \$1.50
- + Mahaska Offer: \$1.25  
(15% commission)



# PRICING (COLD FOODS AND OTHER)

Meeting or Beating Existing Price Points

## COLD / FROZEN FOOD

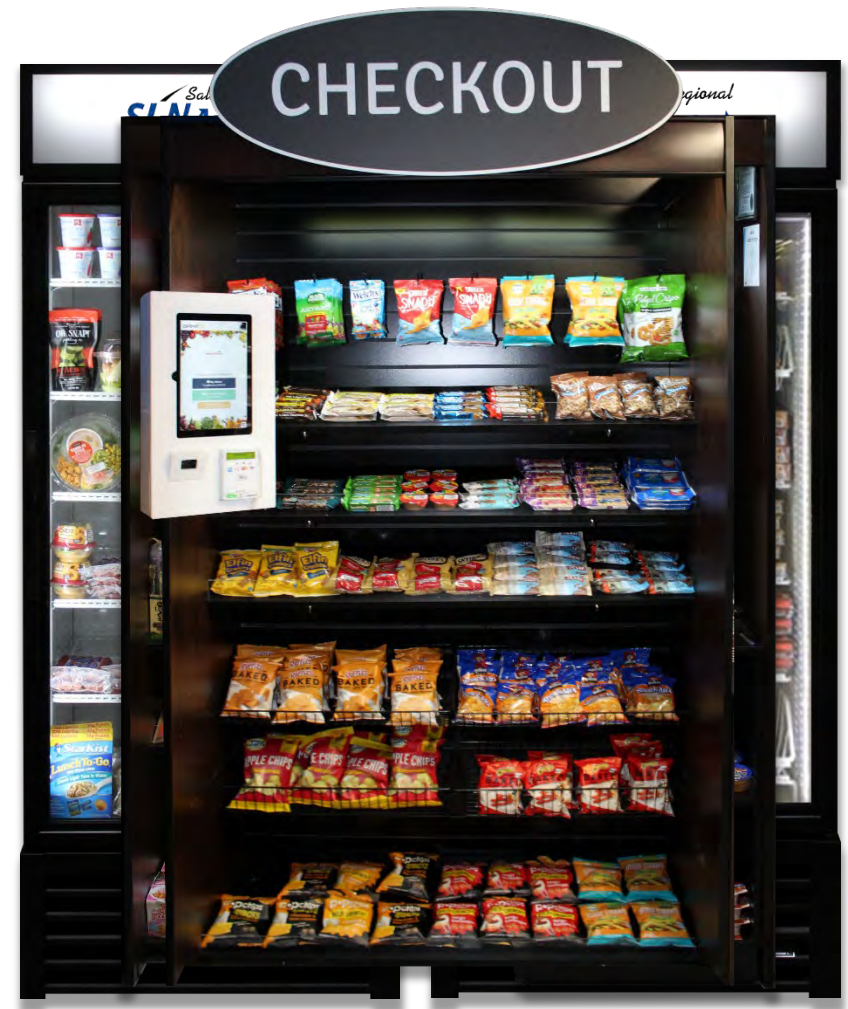
- + Current Provider: \$1.09 - \$4.99
- + Mahaska Offer: \$0.80 - \$4.89  
(no commission)

## TEA / JUICE / MILK

- + Mahaska Offer: \$0.99+  
(15% commission)

## Misc.

- + Mahaska Offer: \$1.89+  
(15% commission)





# PRODUCT MIX (UNIQUE + VARIETY)

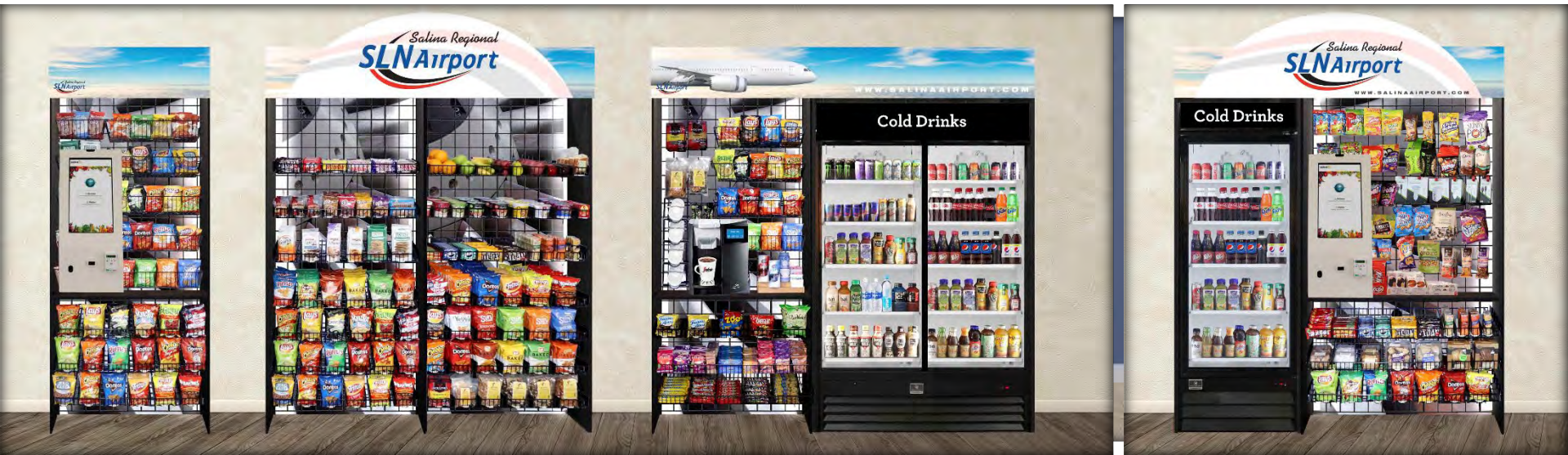
Ask and You Shall Receive



LOCAL TO KANSAS



# CUSTOMIZATION



# March 20, 2020 SAA Board Meeting Agenda Preview

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Tim Rogers, A.A.E.



Adjournment

# Location Maps

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# KSLN Airfield Diagram

