

Salina Airport Authority Board of Directors Regular Meeting

January 18, 2023

Call to order, determine that a quorum is present and confirm that the meeting notice has been published.

Kent Buer, Chair

Recognition of Guests

Kent Buer, Chair

Additions to the agenda and agenda overview

Tim Rogers, A.A.E.

Agenda Review

- Review of 2023 Salina Airport Authority insurance coverage
- ➤ Consideration of SAA Resolution No. 23-01 designation of the positions of Salina Airport Authority board clerk and deputy board clerk
- > Staff Reports
- > Executive Session

Approval of the minutes of the December 21, 2022 regular board meeting

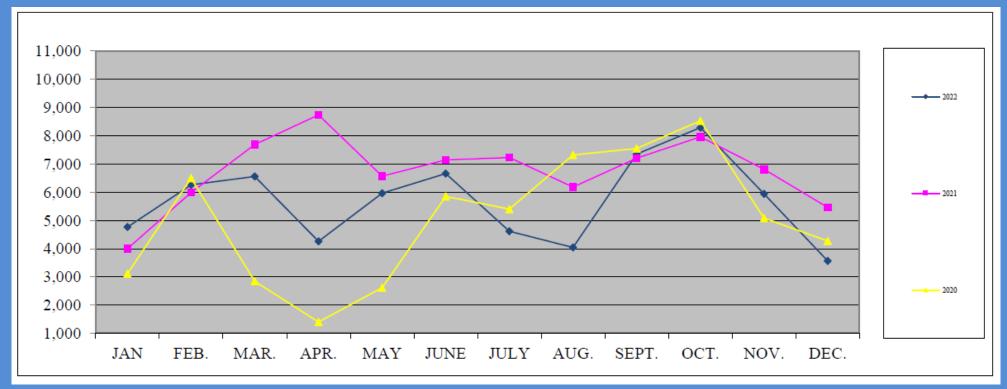
Kent Buer, Chair

Review of Airport Activity and Financial Reports for the month ending December 31, 2022

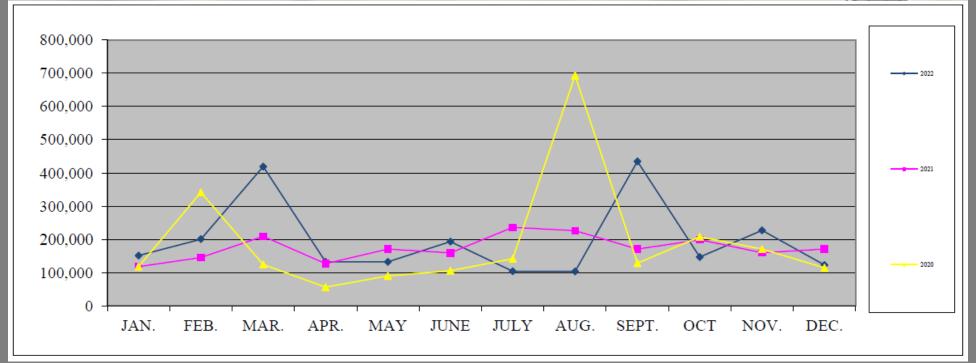
Tim Rogers, A.A.E.

Shelli Swanson, C.M.

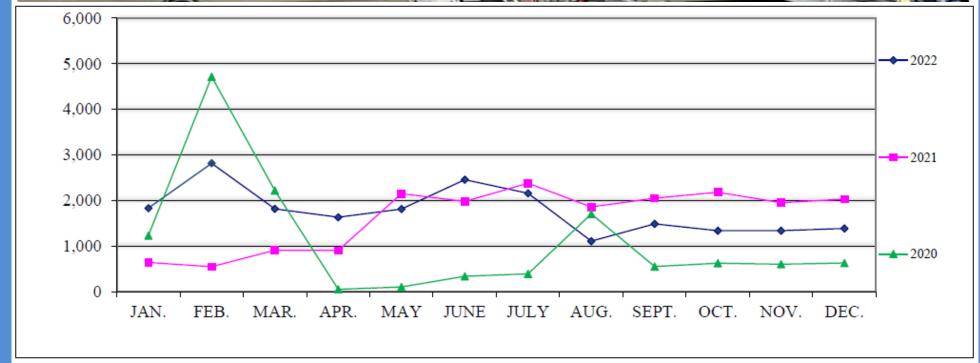


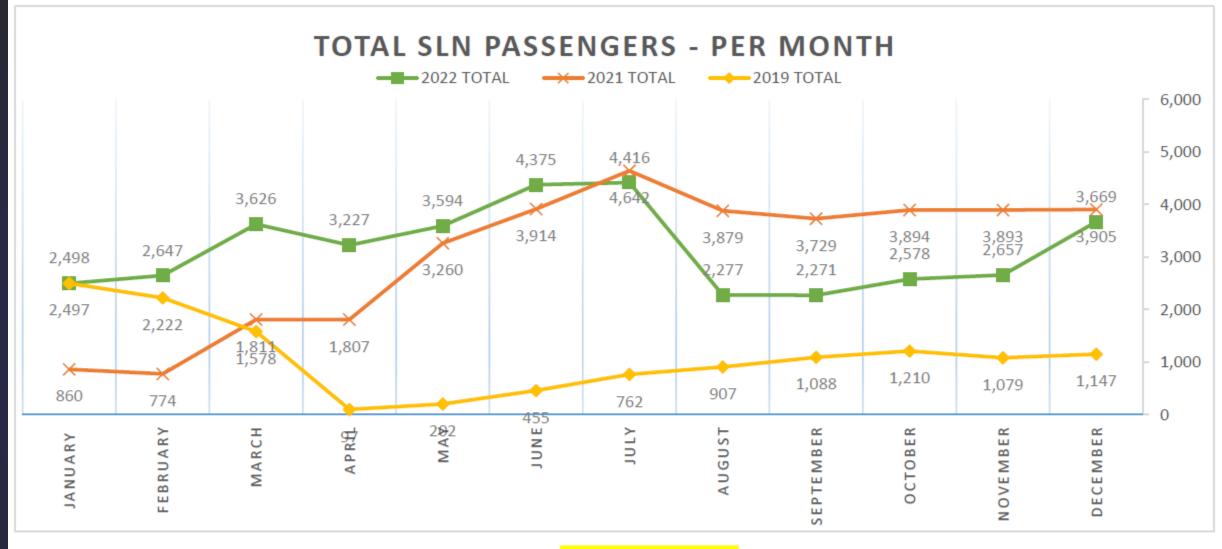












^{*} Per Pax subsidy based on prior 12 months

\$87.49

^{*} Subsidy amount based on \$275,848/month

^{*} Total passengers - the total of enplaned and deplaned passengers at SLN

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

Fares

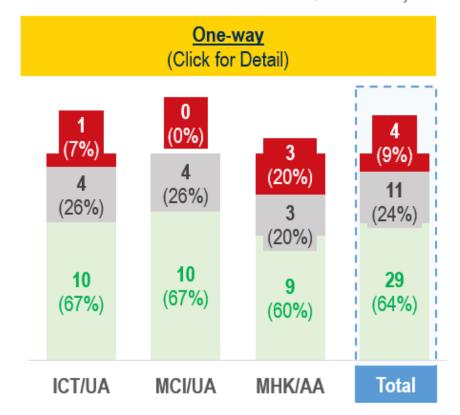
64% of one-way fares and 33% of roundtrip fares were cheaper from SLN when compared to UA at ICT and MCI, and AA at MHK. Just 9% of one-way and 11% of roundtrip fares were outside of \$75 each way

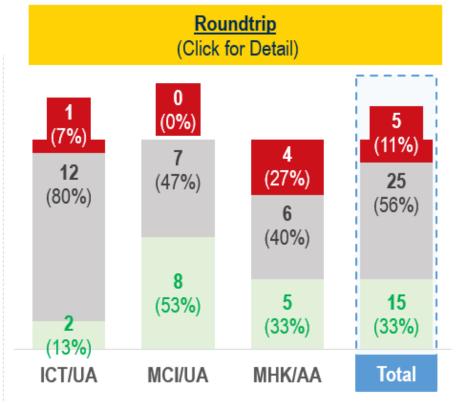
Top Market Fares Differential Summary

Comparisons to Wichita, Kansas City and Manhattan Airports

■ Number of Fares Cheaper from SLN

- Number of Fares Within \$75 Each Way of SLN
- Number of Fares More than \$75 Each Way of SLN





\$180 roundtrip fares are available between SLN and DEN 23 days in March

SLN to DEN Roundtrip Fare Calendar

March 2023 as of January 5, 2023

Calendar start date	Cabin	ı	Length of stay			
Mar 01, 2023	Economy	/Premium 🗸	7 days	~		Update
	<	Mar 1 - 30, 2	023 >		Flexible calendar	+/- 3-day matrix
Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	from \$180	from \$180 Lowest	3 from \$180 Lowest	from \$180 Lowest
from \$180 Lowest	from \$180 Lowest	7 from \$180 Lowest	8 from \$230	9 from \$280	from \$201	from \$230
from \$230	13 from \$230	from \$180 Lowest	15 from \$180 Lowest	16 from \$180 Lowest	17 from \$180 Lowest	from \$180 Lowest
from \$180 Lowest	20 from \$180 Lowest	from \$180 Lowest	from \$180 Lowest	23 from \$180 Lowest	from \$180 Lowest	from \$180 Lowest
from \$180 Lowest	from \$180 Lowest	from \$201	from \$180 Lowest	from \$180 Lowest	31	1

SLN to ORD Roundtrip Fare Calendar

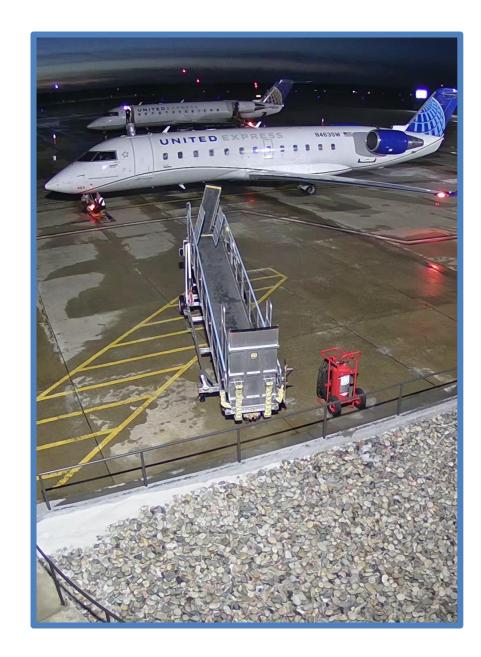
March 2023 as of January 5, 2023

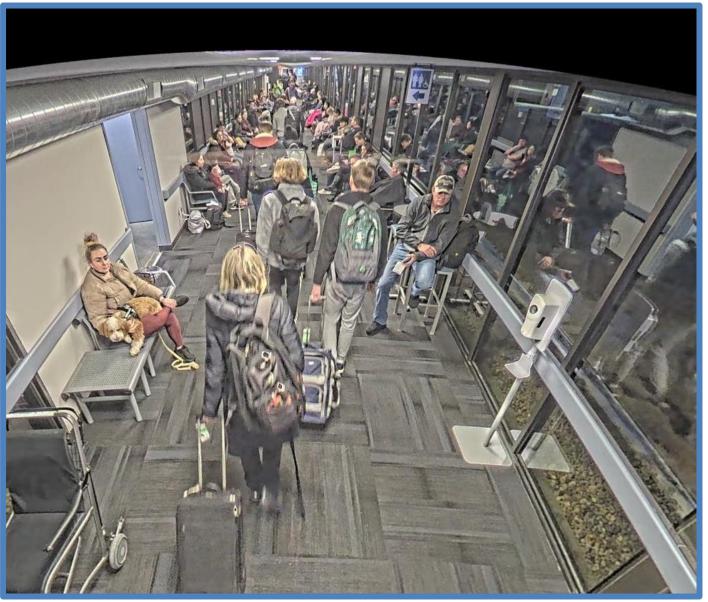
Calenda	ar start date	Cabin		Length of stay			
Mar 0	1, 2023	Economy	/Premium 🗸	7 days	~		Update
		<	Mar 1 - 30, 2	2023 >		Flexible calendar	+/- 3-day matrix
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27		28	from \$180	from \$180 Lowest	from \$180 Lowest	from \$180 Lowest
	from \$180 Lowest	from \$180 Lowest	7 from \$180 Lowest	8 from \$202	9 from \$202	from \$180 Lowest	from \$180 Lowest
12	from \$202	from \$180 Lowest	from \$180 Lowest	15 from \$202	from \$180 Lowest	17 from \$180 Lowest	from \$180 Lowest
19	from \$180 Lowest	from \$180 Lowest	from \$180 Lowest	from \$202	23 from \$180 Lowest	from \$180 Lowest	from \$180 Lowest
26	from \$180 Lowest	from \$180 Lowest	from \$180 Lowest	29 from \$202	30 from \$180 Lowest	31	1

Arrivals Departures

Salina Airport Flight Schedule

1/4/23 to 2/5/23					
Flight #	Departure	From	То	Arrival	Ticket Counter
ORD	11:55 a.m.	ORD (Chicago)	HYS (Hays)	2:15 p.m.	Open 2:15 p.m.
	2:43 p.m.	HYS (Hays)	SLN (Salina)	3:28 p.m.	
5036	3:58 p.m.	SLN (Salina)	ORD (Chicago)	5:50 p.m.	Close 4:30 p.m.
Flight #	Departure	From	То	Arrival	Ticket Counter
DEN	2:15 p.m.	DEN (Denver)	SLN (Salina)	4:36 p.m.	Open 2:15 p.m.
L 077	5:06 p.m.	SLN (Salina)	HYS (Hays)	5:50 p.m.	
5077	6:20 p.m.	HYS (Hays)	DEN (Denver)	6:41 p.m.	Close 4:30 p.m.







DECEMBER 2022

PRELIMINARY
2022 FINANCIAL STATEMENTS

Salina Airport Authority Statement of Net Position Prev Year Comparison

As of December 31, 2022

	Dec 31, 22	Nov 30, 22	\$ Change	Dec 31, 21	\$ Change	% Change
ASSETS						
Current Assets						
Total Checking/Savings	3,585,000	3,720,590	-135,590	5,303,165	-1,718,165	-32%
Total Accounts Receivable	84,855	192,003	-107,148	92,559	-7,704	-8%
Total Other Current Assets	5,347	38,839	-33,492	1,470,597	-1,465,250	-100%
Total Current Assets	3,675,202	3,951,432	-276,230	6,866,321	-3,191,119	-46%
Total Fixed Assets	48,532,320	48,746,023	-213,703	42,527,518	6,004,802	14%
Total Other Assets	1,085,654	1,085,654	0	1,085,654	0	0%
TOTAL ASSETS	53,293,176	53,783,109	-489,933	50,479,493	2,813,683	6%
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	2,293,142	3,193,489	-900,347	2,872,681	-579,539	-20%
Total Long Term Liabilities	24,097,757	24,097,757	0	24,772,181	-674,424	-3%
Total Liabilities	26,390,899	27,291,246	-900,347	27,644,862	-1,253,963	-5%
Equity						
Total Equity	26,902,278	26,491,863	410,415	22,834,631	4,067,647	18%
TOTAL LIABILITIES & EQUITY	53,293,177	53,783,109	-489,932	50,479,493	2,813,684	6%

Salina Airport Authority Profit & Loss Prev Year Comparison January through December 2022

12:13 PM 01/13/2023 Accrual Basis

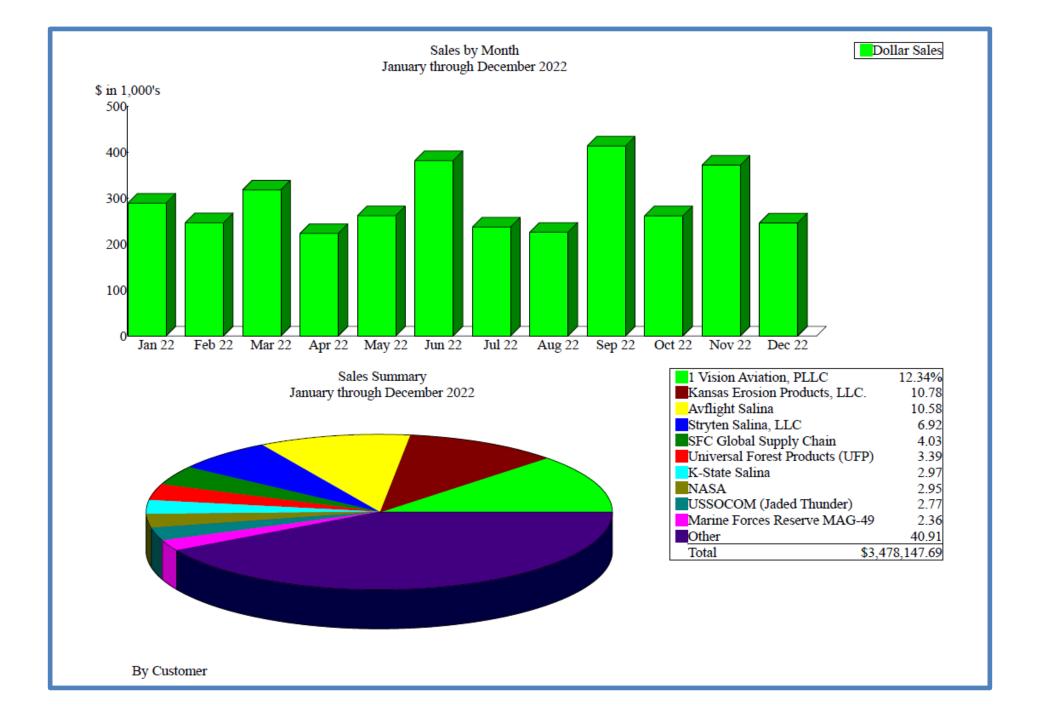
	Jan - Dec 22	Jan - Dec 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	1,254,209.26	1,083,607.20	170,602.06	15.74%
Total Building and land rent	1,804,866.12	1,689,044.44	115,821.68	6.86%
Total Other revenue	127,762.18	121,072.50	6,689.68	5.53%
Total Income	3,186,837.56	2,893,724.14	293,113.42	10.13%
Gross Profit	3,186,837.56	2,893,724.14	293,113.42	10.13%
Expense				
Total Administrative expenses	1,954,464.46	1,733,682.95	220,781.51	12.74%
Total Maintenance expenses	1,120,437.29	1,077,313.71	43,123.58	4.0%
Total Expense	3,074,901.75	2,810,996.66	263,905.09	9.39%
Net Ordinary Income	111,935.81	82,727.48	29,208.33	35.31%
Mill levy income	2,431,667.19	2,570,656.97	-138,989.78	-5.41%
Total Other Income	7,436,925.41	5,443,918.94	1,993,006.47	36.61%
Total Other Expense	3,481,213.92	3,889,198.27	-407,984.35	-10.49%
Net Other Income	3,955,711.49	1,554,720.67	2,400,990.82	154.43%
t Income	4,067,647.30	1,637,448.15	2,430,199.15	148.41%

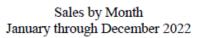
Salina Airport Authority Capital Additions Budget vs. Actual

As of December 31, 2022

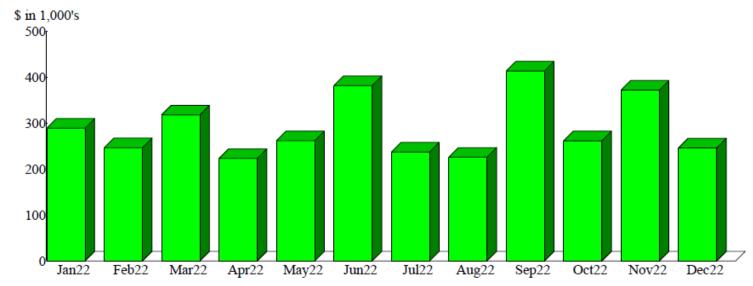
12:17 PM 01/13/2023 Accrual Basis

	Dec 22	Jan - Dec 22	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	3,280	5,642,379	9,278,875	-3,636,496	61%
Total Buildings & Improvements	25,104	3,244,342	4,087,583	-843,241	79%
Total Equipment	0	23,124	167,500	-144,376	14%
Total Land	0	0	38,000	-38,000	0%
Total Fixed assets at cost	28,384	8,909,845	13,571,958	-4,662,113	66%

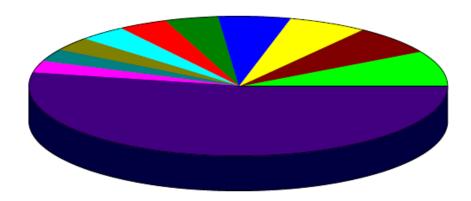








Sales Summary January through December 2022



H-00959-1 (Hangar Facility H959 - 204	
B-01021 (Building #1021 located at 360	0 6.81
B-00655-3 (Bldg. #655 (96,611 SF) - 26	56 6.06
FFF-Avflight Salina (Fuel Flowage Fee	
Utility Reimbursement (Utility Reimbur	se 4.20
H-0606-1 (Hangar 606 - 2630 Arnold Ct	. 3.89
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.79
B-00620-1 (Building #620 (30,000 SF)	an 3.29
pptx (2022 Real Estate Taxes (see attach	2.98
B-00626-1 (Manufacturing facility #626	(2.79
Other	52.21
Total	\$3,478,147.69

By Item

Review of 2023 Salina Airport Authority insurance coverages

Shelli Swanson, C.M.

Insurance Coverage





1100 Walnut Street, Suite 3200 Kansas City, MO 64106 Ph: (816) 842-8222 www.rtspecialty.com

22552937

CONFIRMATION OF INSURANCE

December 22, 2022

Lockton Companies, LLC - Kansas City Micah McQuerry 444 West 47th Street Suite 900 Kansas City, MO 64112

FROM: Cory Seaton for Jim McCarthy

I am pleased to confirm that your Public Officials Liability Full Program insurance has been bound pursuant to your request. The attached Confirmation of Insurance will serve as evidence of coverage until the insurance carrier issues the policy. This insurance document summarizes the policy referenced below and is not intended to reflect all the terms and conditions or exclusions of the referenced policy. In the event of a claim, coverage will be determined by the referenced policy, subject to all the terms, exclusions and conditions of the policy. Moreover, the information contained in this document reflects bound coverage as of the effective date of the referenced policy and does not include subsequent changes by the insurer or changes in the applicable rates for taxes or governmental fees.

Public Officials Liability Full Program

NAMED INSURED: Salina Airport Authority

3237 Amold Avenue Salina, KS 67401

PRIMARY RISK ADDRESS: 3237 Amold Avenue

Salina, KS 67401

INSURER: ACE American Insurance Company - Admitted

POLICY NUMBER: G71465974005

POLICY TERM: 1/1/2023 - 1/1/2024

POLICY PREMIUM: \$6,653.00

FEES: \$250.00 Brokerage Fee

> TOTAL FEES: \$250.00

SURPLUS LINES TAX:

COVERAGE:

TOTAL TAXES:

\$6.903.00 TOTAL:

AGENT COMMISSION: 10%

Consideration of SAA Resolution No. 23-01

Designation of the positions of Salina Airport Authority board clerk and deputy board clerk

Tim Rogers, A.A.E.

Resolution No. 23-01



SALINA AIRPORT AUTHORITY RESOLUTION 23- 01

A RESOLUTION DESIGNATING THE POSITIONS OF SALINA AIRPORT AUTHORITY BOARD CLERK AND DEPUTY CLERK, DESIGNATING THE GENERAL DUTIES OF THE CLERK AND DEPUTY CLERK AND DESIGNATING THE INDIVIDUALS ASSIGNED THE DUITES OF CLERK AND DEPUTY CLERK

WHEREAS a variety of Salina Airport Authority documents require that an individual attest to the signature of a Salina Airport Authority board officer, the Salina Airport Authority's executive director or the Salina Airport Authority's director of finance and administration; and

WHEREAS the Salina Airport Authority intends to establish procedures for the efficient administration of Salina Airport Authority documents and records; and:

WHEREAS current Salina Airport Authority staff members have the capability to perform the general duties of a clerk to the Salina Airport Authority board of directors.

NOW THEREFORE BE IT RESOLVED BY THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS, AS FOLLOWS:

Section 1. The general duties of the Salina Airport Authority board clerk and deputy clerk shall include but not be limited to:

- a. Publishing and posting public notices and agendas for all Salina Airport Authority board of directors' public meetings.
- b. Attending all Salina Airport Authority public meetings.
- c. Keeping and preserving the corporate seal of the Salina Airport Authority
- d. Keeping a true record of Salina Airport Authority board of directors' public meetings.
- e. Keeping a record of all official acts of the Salina Airport Authority board of directors.
- f. Attesting to the board's record of proceedings, official acts, resolutions, and official documents.

Section 2. The Salina Airport Authority board clerk and deputy clerk shall perform their duties under the supervision of the Salina Airport Authority executive director and the Salina Airport Authority director of finance and administration.

Section 3. The following Salina Airport Authority employees are designated as board clerk and deputy board clerk:

- a. Board Clerk Kasey L. Windhorst, Business and Communications Manager
- Deputy Board Clerk Michelle Moon, Airport Administration Specialist

Adopted by the Board of Directors of the Salina Airport Authority on this day of January 2023.

By:		Attest:	
	Chairman		







Directors' Forum

Kent Buer, Chair



Staff Reports

Tim Rogers, A.A.E.

Review of the status of FEMA disaster recover and mitigation funding

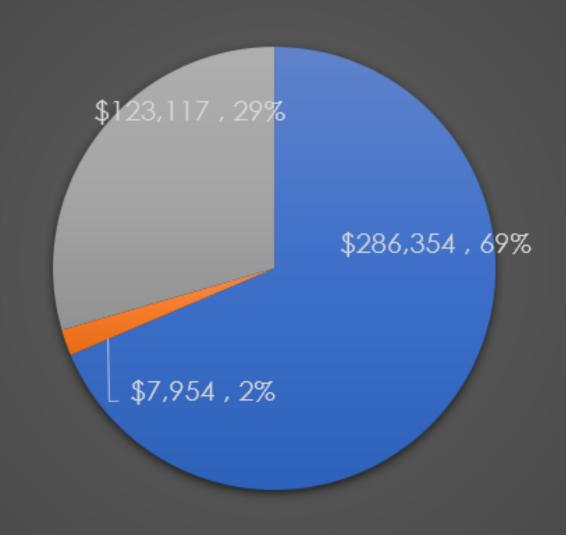
SHELLI SWANSON, C.M.

MAYNARD CUNNINGHAM

FEMA Obligated Projects (5)

Projects:

- 1.) Roof replacements: Bldgs. 412, 517, & 939
- 2.) Facility wide emergency protective measures
- Facility wide debris removal
- 4.) Hangar 606 and Bldg. 655 repairs
- 5.) Hangar 626 metal siding



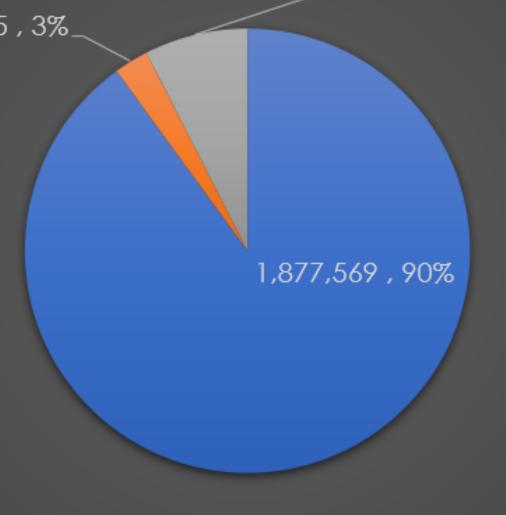
■ Federal ■ State ■ SAA

Projects Pending FEMA Obligation (2)



Projects:

- 1.) Reconstruct 9 GA Hangars
- 2.) Repairs on Bldg. Nos. 120, 620, Hangars 504, 713, Rwy. 35 PAPI, airfield perimter fencing and gates



■ Federal
■ State
■ SAA

Review of the Salina Area Chamber of Commerce, 2023 Legislative Agenda

TIM ROGERS, A.A.E.

Hangar H626 rehabilitation design update

TIM ROGERS ,A.A.E.

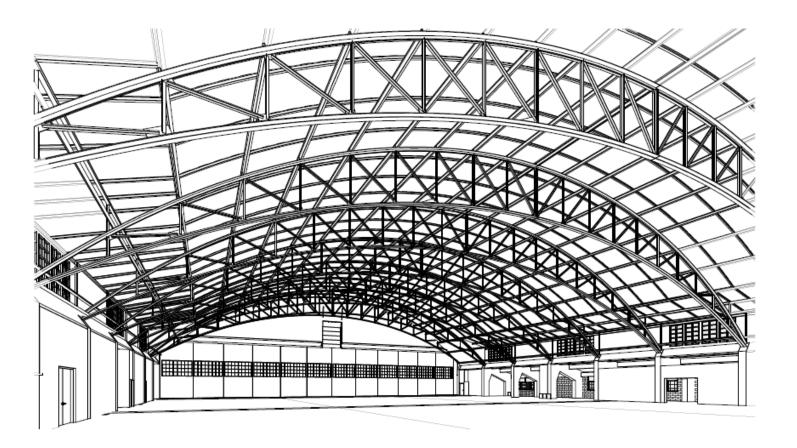
MAYNARD CUNNINGHAM

A REMODEL OF

SAA Hangar 626

2625 Arnold Court

Salina, Kansas



Architect One

Service Service Security



Kansas

Salina, Ka

626

Hangar 62

SAA H

PROJECT HANDER
20-1
PROJEC

MEVGICIES

SHEET TITLE

CODENANT

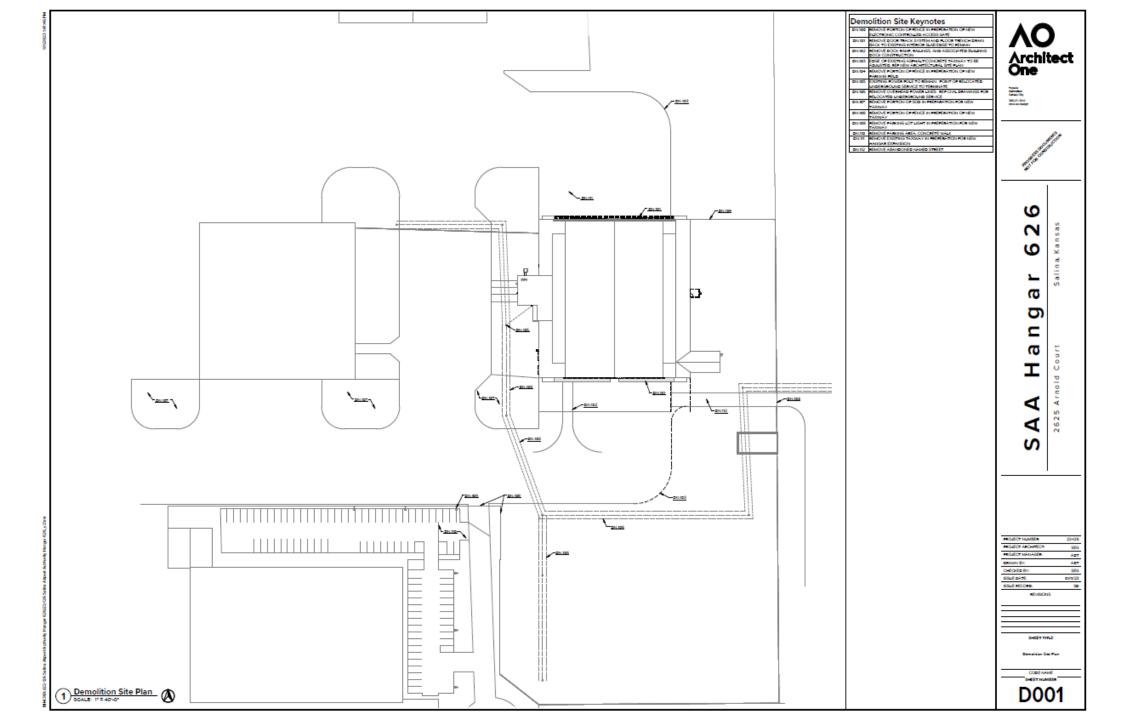
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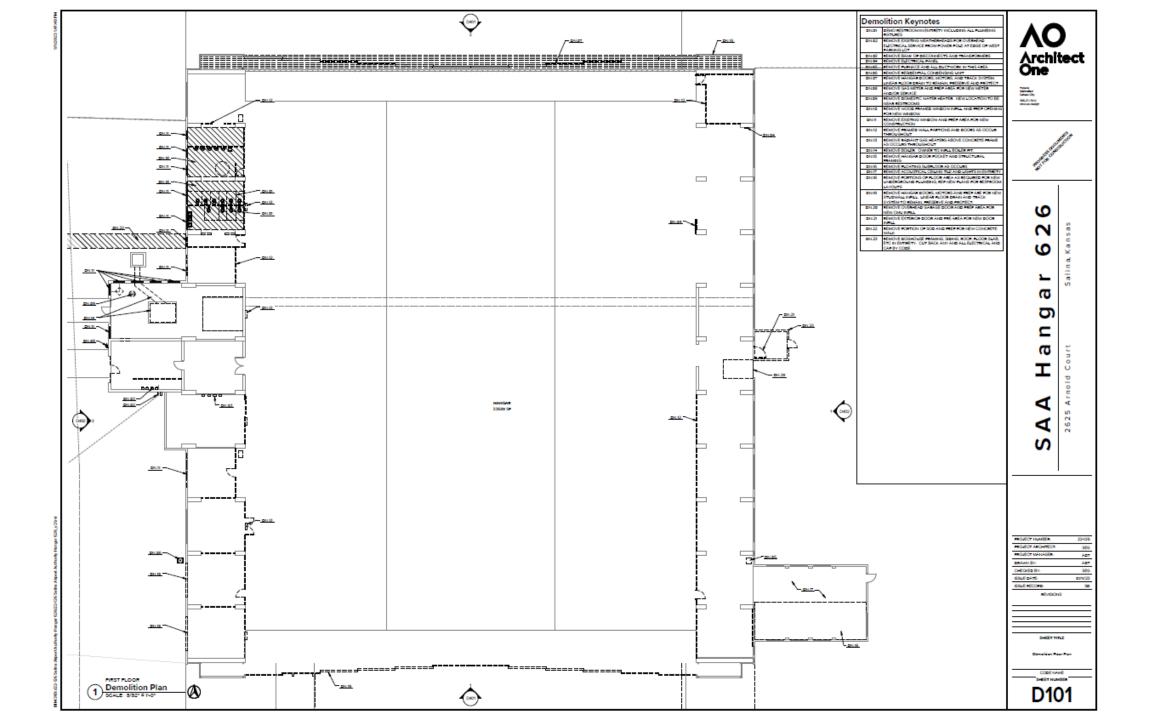
Architect

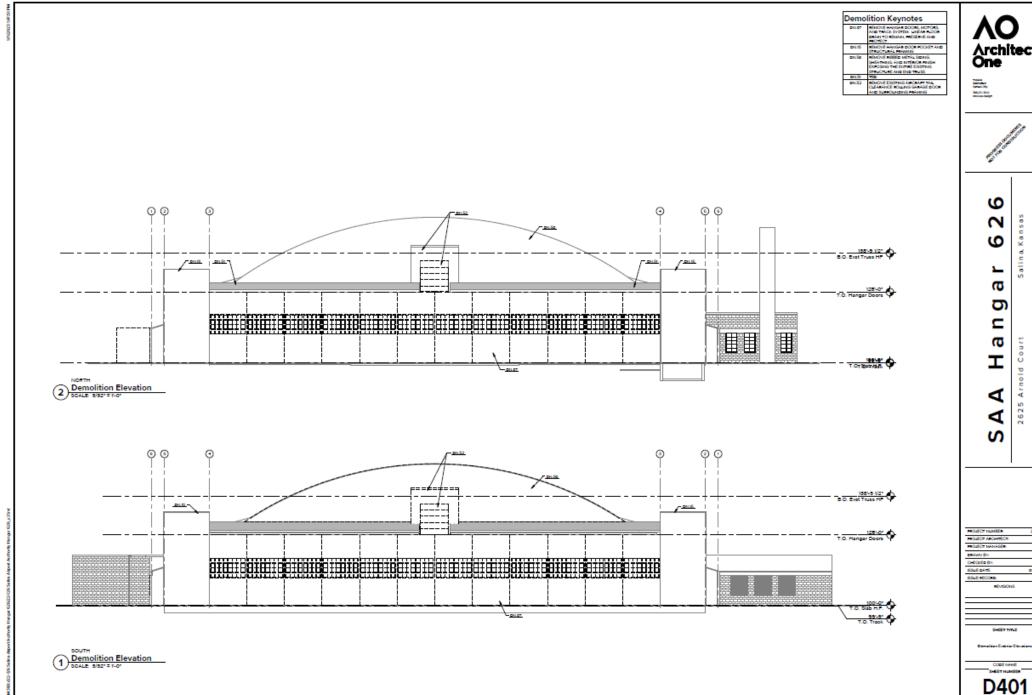
Architect One, Inc.

Architect Hutton

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VO Architect One



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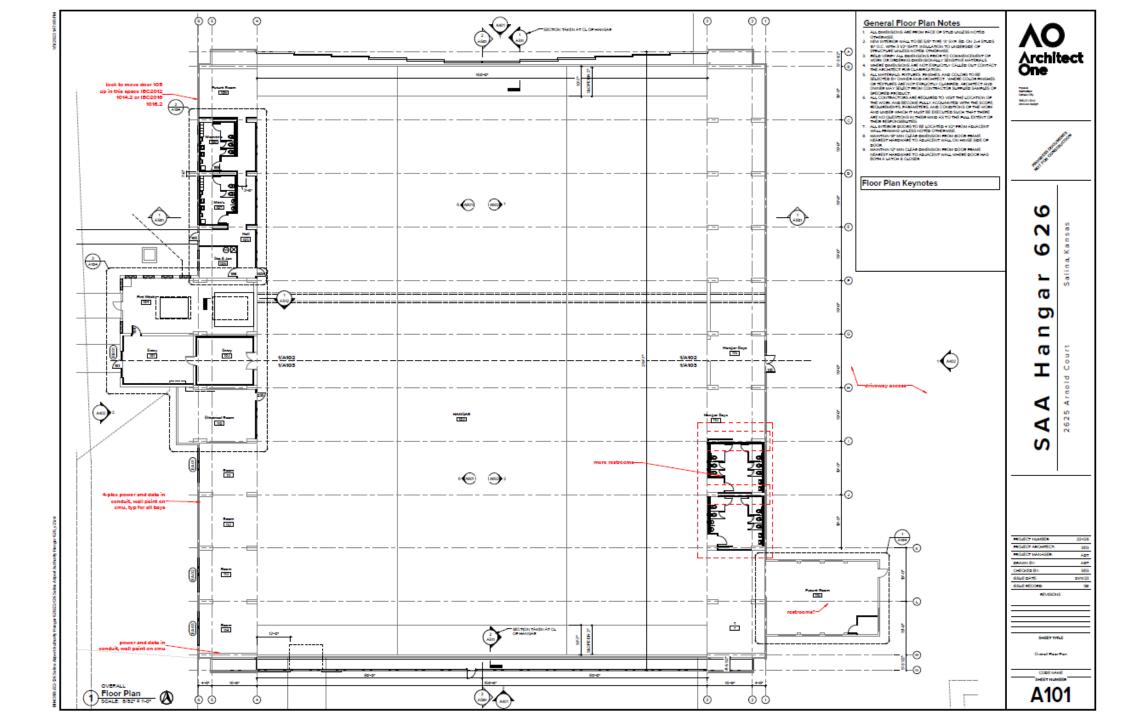
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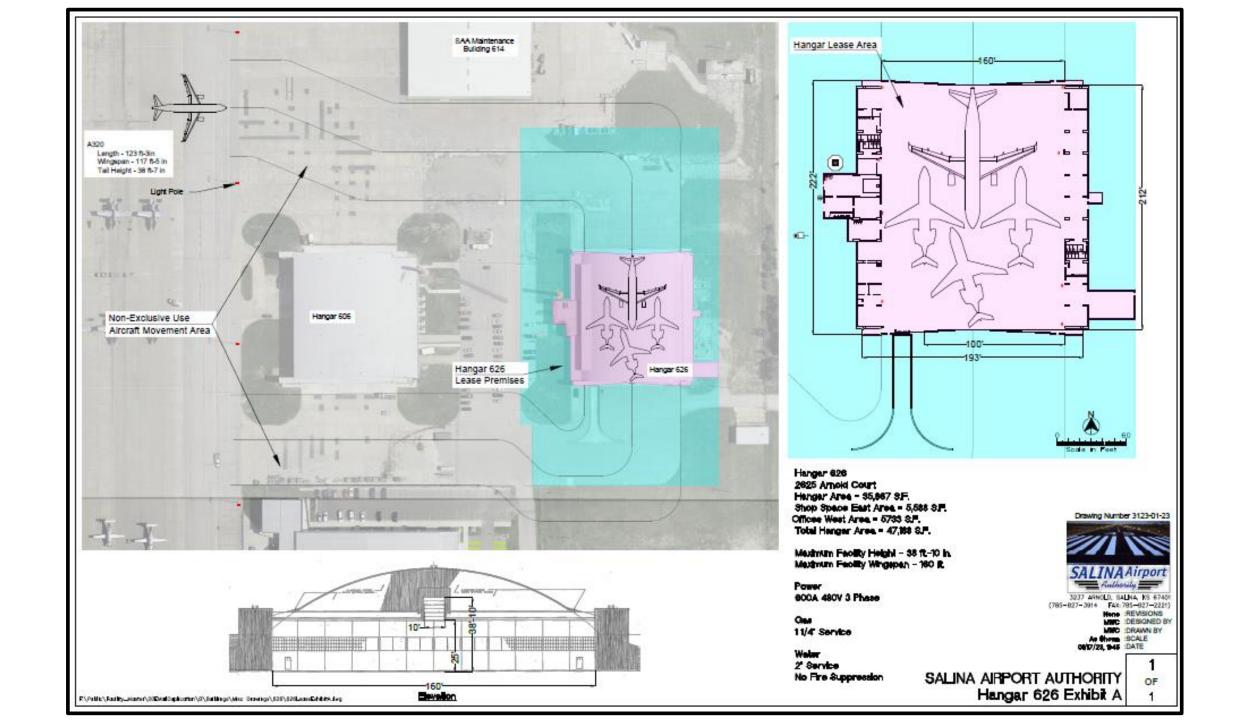
MEVSKOKS

SHEET TITLE

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Visitor's Questions & Comments

Kent Buer, Chair

Announcements

Kasey Windhorst

Announcements



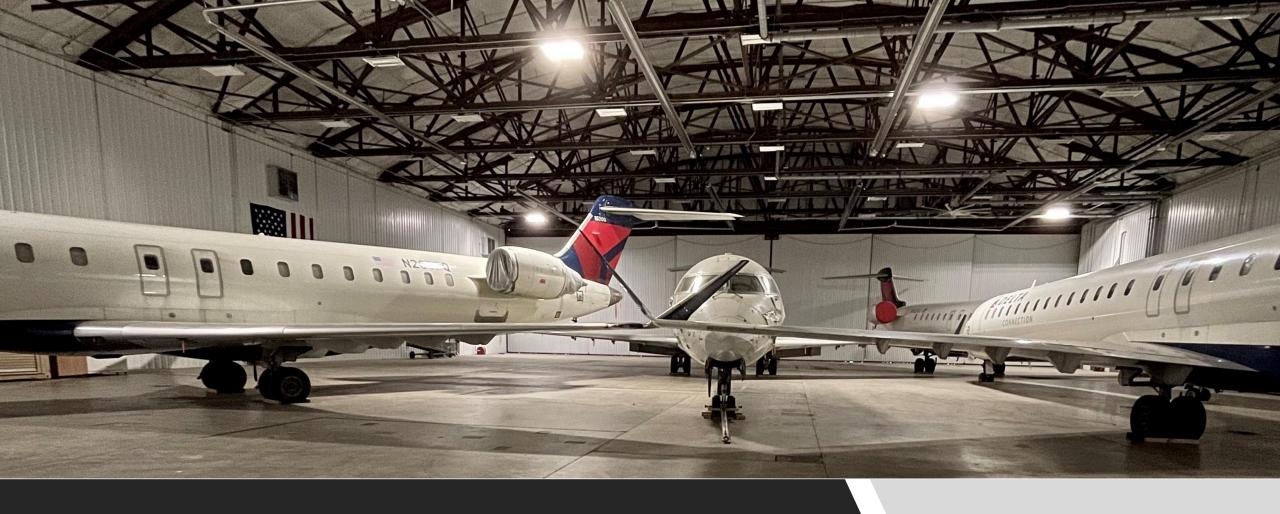
Regular Board Meeting February 15, 2023, 8:00 a.m.

Annual Board Meeting March 15, 2023, 8:00 a.m.

Regular Board Meeting April 19, 2023, 8:00 a.m.

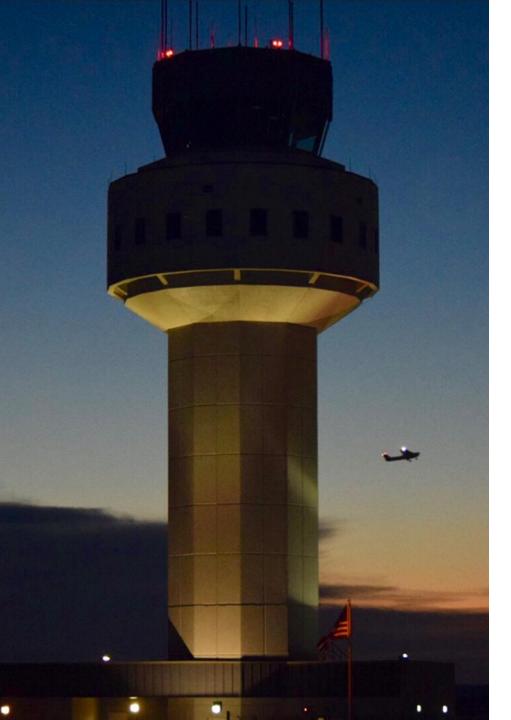


See you at the Garage!



Executive Session

Kent Buer, Chair



Adjournment

Kent Buer, Chair