

# Salina Airport Authority Board of Directors Regular Meeting

September 19, 2018

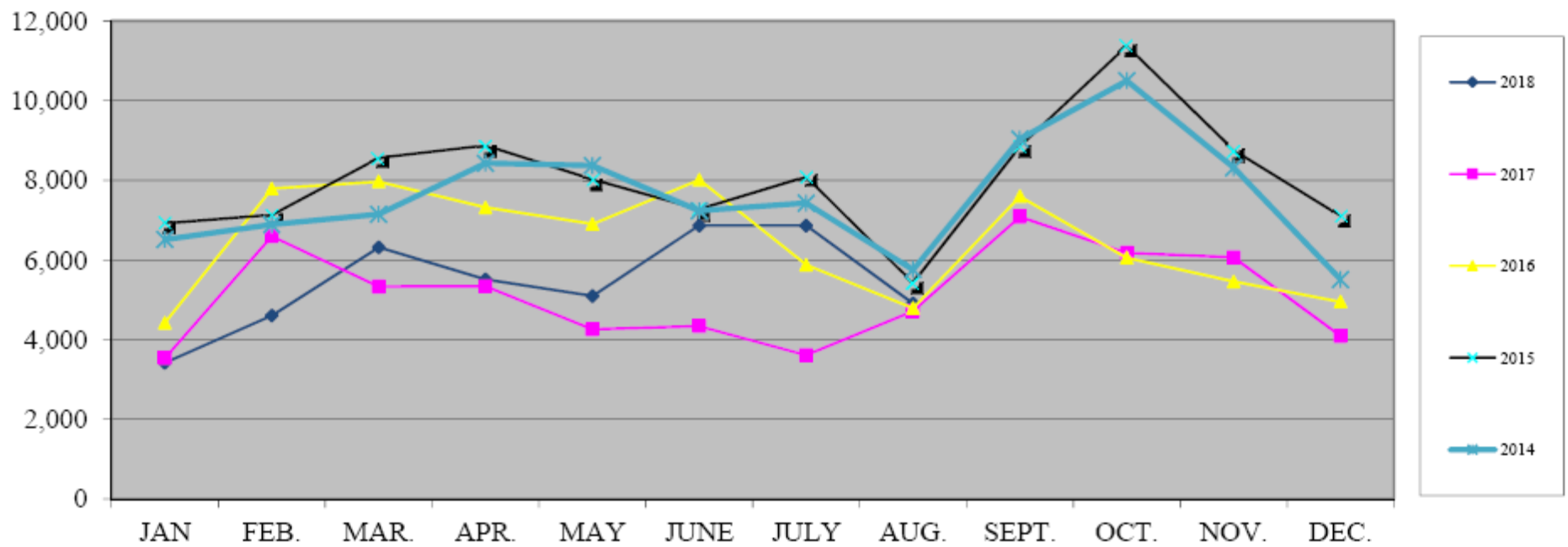


# Review of Airport Activity & Financial Reports

Tim Rogers, A.A.E.

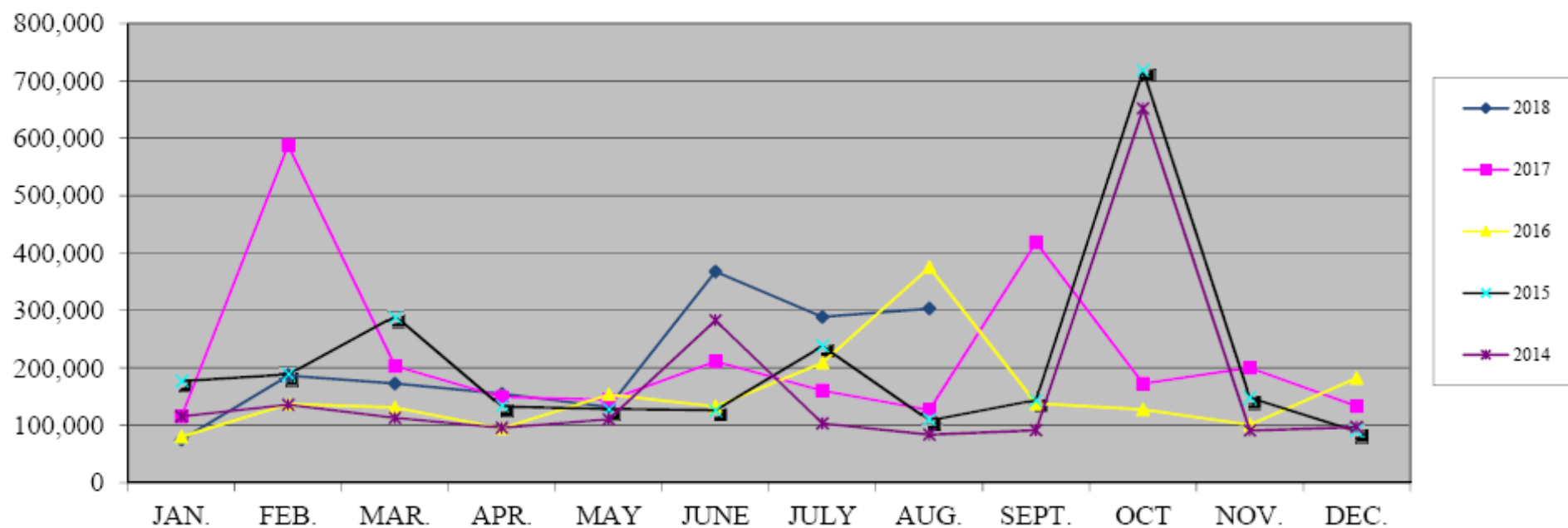
Shelli Swanson, C.M.

# Air Traffic





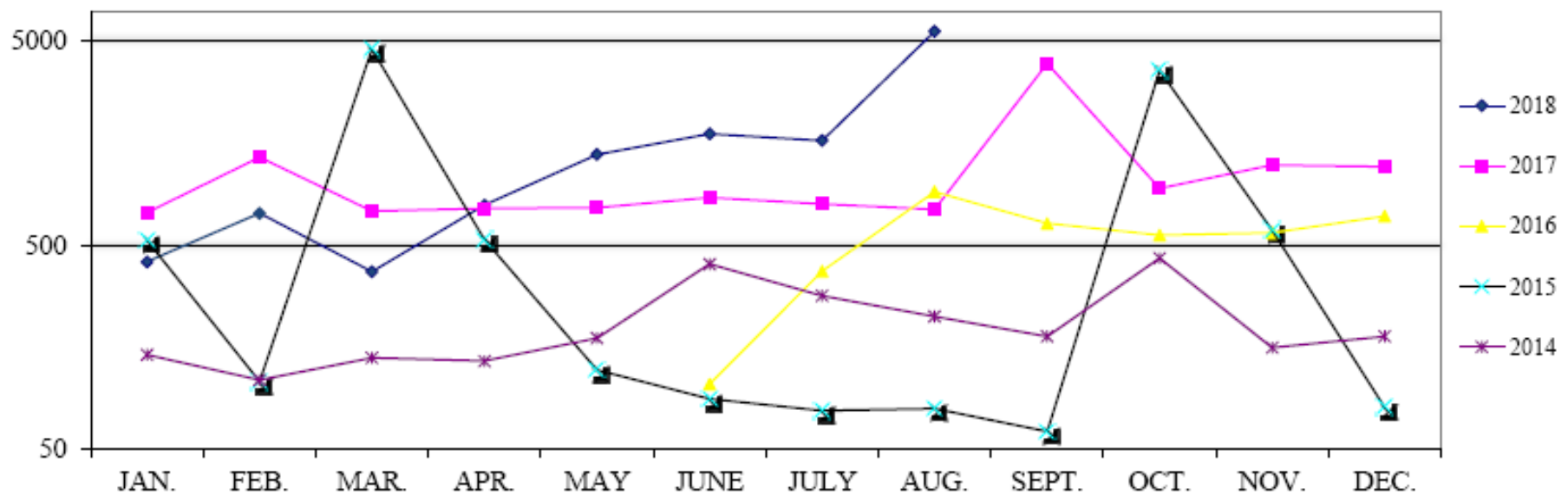
# Fuel Flowage



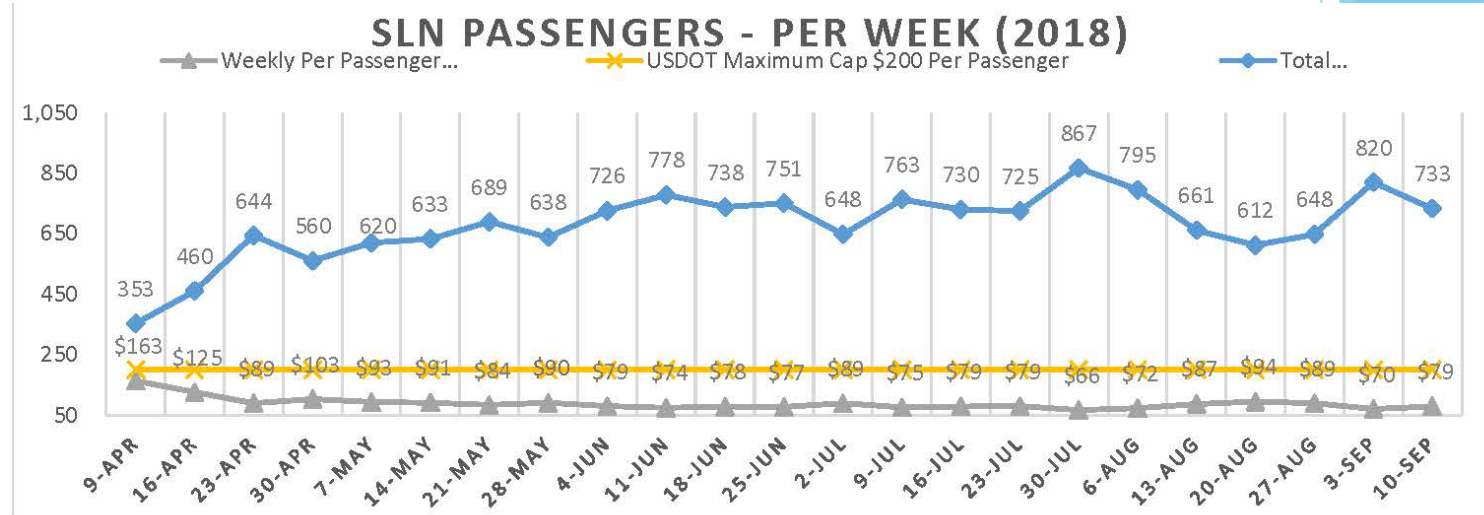




# Enplanements

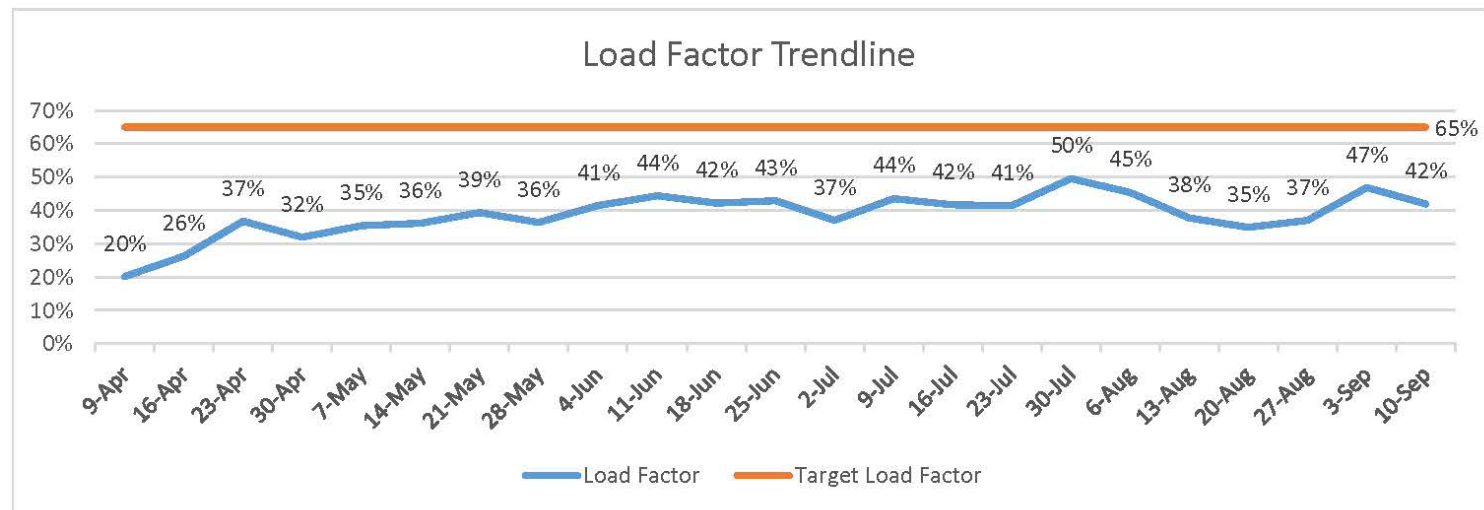


# Weekly Enplanements and Load Factor



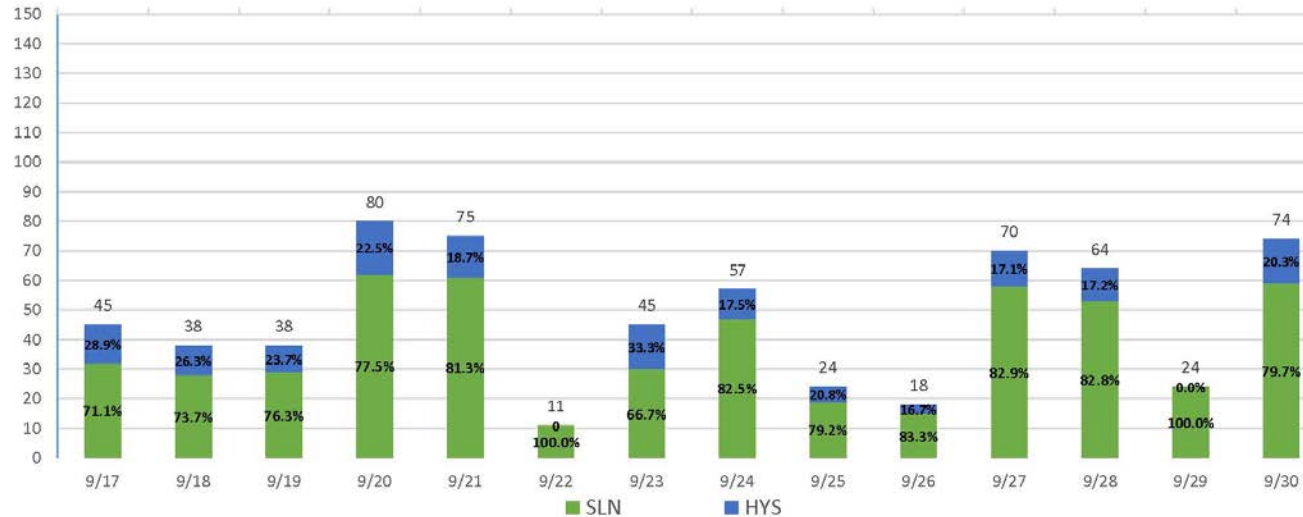
\* Subsidy per passenger based on \$57,597/week

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

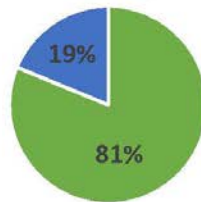


# Advanced Bookings

	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	9/17	9/18	9/19	9/20	9/21	9/22	9/23	9/24	9/25	9/26	9/27	9/28	9/29	9/30
SLN	32	28	29	62	61	11	30	47	19	15	58	53	24	59
HYS	13	10	9	18	14	0	15	10	5	3	12	11	0	15
Total Pax per day	45	38	38	80	75	11	45	57	24	18	70	64	24	74
Load Factor	30.00%	25.33%	25.33%	53.33%	50.00%	22.00%	45.00%	38.00%	16.00%	12.00%	46.67%	42.67%	48.00%	74.00%

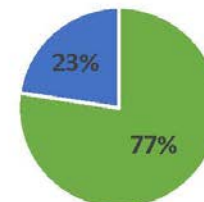


Advanced Bookings  
September 17 - September 30



■ SLN ■ HYS

Advanced Bookings  
History YTD

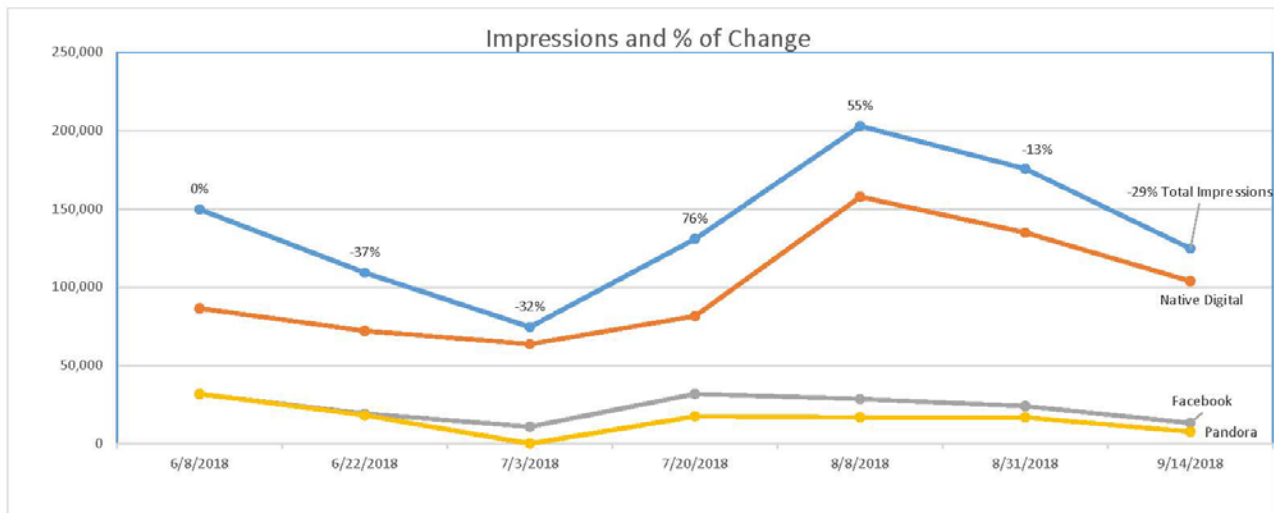


■ SLN ■ HYS

# SKW/UAL Marketing

## Digital, Facebook & Pandora Results

Cumulative Impressions									
Media	As of 4/9/2018	As of 5/25/2018	As of 6/8/2018	As of 6/22/2018	As of 7/3/2018	As of 7/20/2018	As of 8/8/2018	As of 8/31/2018	As of 09/14/18
Native Digital	0	400,004	486,383	558,479	622,192	703,659	861,300	996,069	1,099,920
Facebook	0	82,243	113,790	132,926	143,704	175,548	204,028	228,015	241,235
Pandora	0	16,839	48,602	66,664	66,664	84,201	101,044	117,894	125,496
<b>Total</b>	<b>0</b>	<b>499,086</b>	<b>648,775</b>	<b>758,069</b>	<b>832,560</b>	<b>963,408</b>	<b>1,166,372</b>	<b>1,341,978</b>	<b>1,466,651</b>



### Remarks:

1. Digital ads CTR - 0.139% vs. industry benchmark of 0.08%
2. Facebook CTR - 4.37% vs. industry average of 0.90%
3. Pandora CTR - 0.12% vs. industry average of 0.09%

### Notes:

1. **May 30** - DEN and ORD fare ads discontinued
2. **July 23** - 24 zip codes added for a total of 61 zip codes.
3. **August 1** - ORD and DEN special \$89 fare promotion (recorded a total of 135,306 impressions from Aug. 1-31,



# Financial Reports

## Salina Airport Authority Profit & Loss Budget Performance August 2018

11:49 AM

09/14/2018

Accrual Basis

	<u>Aug 18</u>	<u>Jan - Aug 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Total Airfield revenue	81,455	495,577	465,332	30,245	107%	698,000
Total Building and land rent	116,040	932,084	898,300	33,784	104%	1,347,450
Total Other revenue	61,127	234,118	118,999	115,119	197%	178,500
Total Income	<u>258,622</u>	<u>1,661,779</u>	<u>1,482,631</u>	<u>179,148</u>	<u>112%</u>	<u>2,223,950</u>
Gross Income	258,622	1,661,779	1,482,631	179,148	112%	2,223,950
Expense						
Total Administrative expenses	115,058	1,002,560	955,370	47,190	105%	1,433,050
Total Maintenance expenses	58,356	533,717	506,113	27,604	105%	750,670
Total Expense	<u>173,414</u>	<u>1,536,277</u>	<u>1,461,483</u>	<u>74,794</u>	<u>105%</u>	<u>2,183,720</u>
Net Ordinary Income	85,208	125,502	21,148	104,354	593%	40,230
Other Income/Expense						
Total Other Income	177,966	2,691,073	2,339,508	351,565	115%	3,519,262
Total Other Expense	287,140	2,296,702	2,297,119	-417	100%	3,445,679
Net Other Income	<u>-109,174</u>	<u>394,371</u>	<u>42,389</u>	<u>351,982</u>	<u>930%</u>	<u>73,583</u>
Net Income	<u><u>-23,966</u></u>	<u><u>519,873</u></u>	<u><u>63,537</u></u>	<u><u>456,336</u></u>	<u><u>818%</u></u>	<u><u>113,813</u></u>



# Financial Reports

## Salina Airport Authority Capital Additions Budget vs. Actual As of August 31, 2018

12:42 PM

09/14/2018

Accrual Basis

	Aug 18	Jan - Aug 18	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
Total Airfield	0	1,597,151	1,742,391	-145,240	92%
Total Buildings & Improvements	14,200	51,861	45,000	6,861	115%
Total Equipment	0	155,231	56,650	98,581	274%
Total Land	94,222	798,422	1,203,000	-404,578	66%
Total Fixed assets at cost	108,422	2,602,665	3,047,041	-444,376	85%

# Review Projected 2019 Operating Revenue

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

# SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT

## Airport Industrial Center Activity



Report as of 9-18-2018

Prospect ID	Status	Bldg.	Estimated Sf Needed	Proposed Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
18-003	New	B412, B824	10,000	Graphics Co.	TBD	TBD	TBD	Information submitted
18-006	New	B820, B520	4,000	High-tech computer company	6	TBD	Multi-Year	Information submitted, site visit pending
18-005	New	B824	5,000	Vehicle Maintenance & Repair	TBD	TBD	Multi-Year	Information submitted; multiple site visits
18-004	Active	Land	1 acre	Driver Training Course - existing business	0	0	0	Proposal submitted
18-001	Inactive	B412	10,000	Existing business expansion	TBD	TBD	Multi-Year	Information submitted; one site visit
18-002	Inactive	B824	10,000	Vehicle Maintenance & Repair	TBD	TBD	Multi-Year	Proposal submitted

## Aeronautical Activity



Report as of 9-12-2018

Prospect ID	Status	Hangar	SF	Proposed Aeronautical Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
18-010	New	H600-606	25,000	Base of flight operations - Agriculture remote sensing	TBD	TBD	Multi-Year	Information submitted; site visiting pending
17-008	Active	H600	68,308	Military flight training (tactical aircraft)	10	650,000	Multi-Year	
17-005	Active	H724	30,664	Global Aeronautics Initiative/AARC	5	325,000	Multi-Year	Sales tax grant; rent abatement
18-007	Active	H959	80,000	Unmanned Aircraft MRO	25	1,040,000	Long-Term	
18-008	Active	H959	66,000	MRO facility - tactical aircraft	N/A	TBD	Multi-Year	
18-005	Inactive	H504	5,617	Ground/Air Ambulance Service	4	TBD	Multi-Year	TBD, Site visit pending
17-002	Inactive	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A	N/A	Multi-Year	
18-009	Inactive	H600-606	50,000	Business Jet MRO/final assembly	50	1,976,000	Multi-Year	TBD, information submitted
17-001	Inactive	H606	49,222	Aircraft completions and maintenance	15	750,000	Multi-Year	
17-003	Inactive	H606	49,222	Aircraft service center - single type	3	150,000	Multi-Year	
17-006	Inactive	H959	129,733	Aircraft sub-components and structures production	35	2,100,000	Multi-Year	Sales tax grant; all available state
18-004	Inactive	H959	129,733	Regional aircraft MRO	TBD	TBD	Multi-Year	TBD, Site visit pending
18-006	Inactive	H959	20,000	Flight Test	N/A	N/A	Short-Term	N/A
18-002	Dark	H506-2	4,900	Helicopter Service Center; Avionics install and service; Part 135 charter; Ag aviation; helicopter flight training	3	150,000	Multi-Year	Prospect was looking only for business address. Was not interested in paying even as much as \$300/\$500 a month in rent.
17-004	Dark	H600	68,308	Flight training	10	550,000	Multi-Year	
18-001	Dark	H606	20,000	Aircraft modification – business jets	TBD	TBD	Short-Term	Company was not awarded project (by NASA). Will keep SLN in mind for future projects.

**SLN Aviation Service Center Priorities**

- Regional Jet MRO
- Business jet MRO
- Unmanned aircraft MRO
- Avionics sales, installations, and service
- Aircraft modification and service center
- Aircraft flight test and certification
- Aircraft interiors completion center
- Aircraft manufacturing, assembly, and delivery center

**Salina Airport Authority  
2019  
Budget Summary**

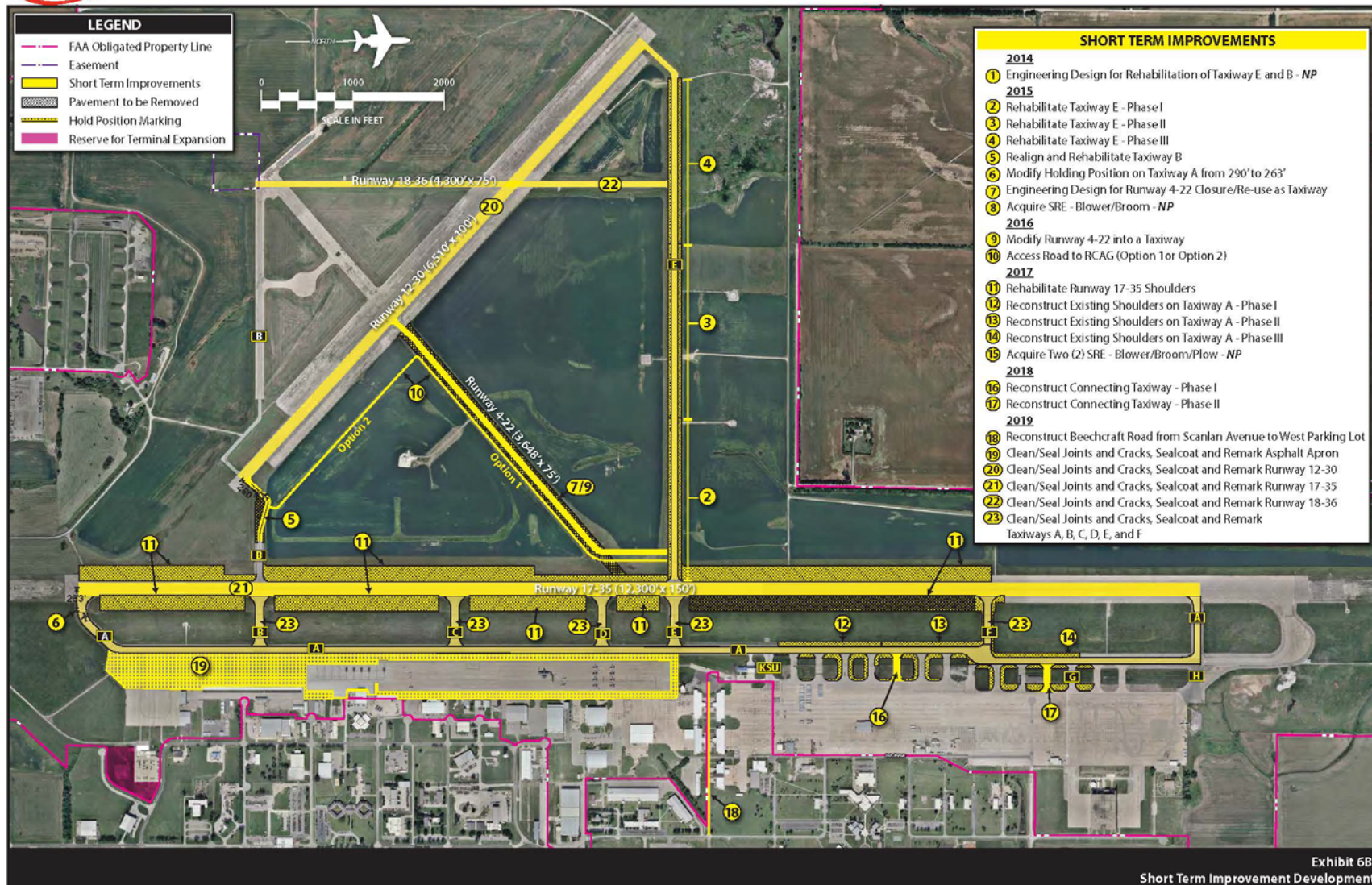
9/10/2018

	2015 Actual	2016 Actual	2017 Actual	2018 Budget	2019 Preliminary Budget	2018/2019	
						+/-	%
<b>Operating Income</b>							
<b>Airfield revenue</b>							
Fuel Flowage Fees	\$ 189,532	\$ 145,280	\$ 202,727	\$ 198,000	\$ 200,000	\$ 2,000	1.0%
Hangar rent	472,454	469,826	416,818	435,000	576,307	\$ 141,307	32.5%
Landing fees	7,668	8,546	46,873	15,000	25,000	\$ 10,000	66.7%
Ramp rent	49,851	52,518	46,572	50,000	50,000	\$ -	0.0%
<b>Total Airfield revenue</b>	719,505	676,170	712,990	698,000	851,307	\$ 153,307	22.0%
<b>Building and land rent</b>							
Agri land rent	53,673	56,354	55,774	55,000	56,000	\$ 1,000	1.8%
Building rents	815,923	919,606	1,028,932	1,072,950	1,126,660	\$ 53,710	5.0%
Land rent	189,200	188,541	215,680	210,000	220,920	\$ 10,920	5.2%
Tank rent	9,540	9,696	9,736	9,500	11,970	\$ 2,470	26.0%
<b>Total Building and land rent</b>	1,068,336	1,174,197	1,310,122	1,347,450	1,415,550	\$ 68,100	5.1%
<b>Other revenue</b>							
Airport Promotion	-	31,185	63,952	78,500	65,000	\$ (13,500)	-17.2%
Commissions	20,710	20,895	36,544	35,000	35,000	\$ -	0.0%
Other income	67,953	54,025	88,980	65,000	80,000	\$ 15,000	23.1%
<b>Total Other revenue</b>	88,663	106,105	189,476	178,500	180,000	\$ 1,500	0.8%
<b>Gross Operating Income</b>	\$ 1,876,504	\$ 1,956,472	\$ 2,212,588	\$ 2,223,950	\$ 2,446,857	\$ 222,907	10.1%

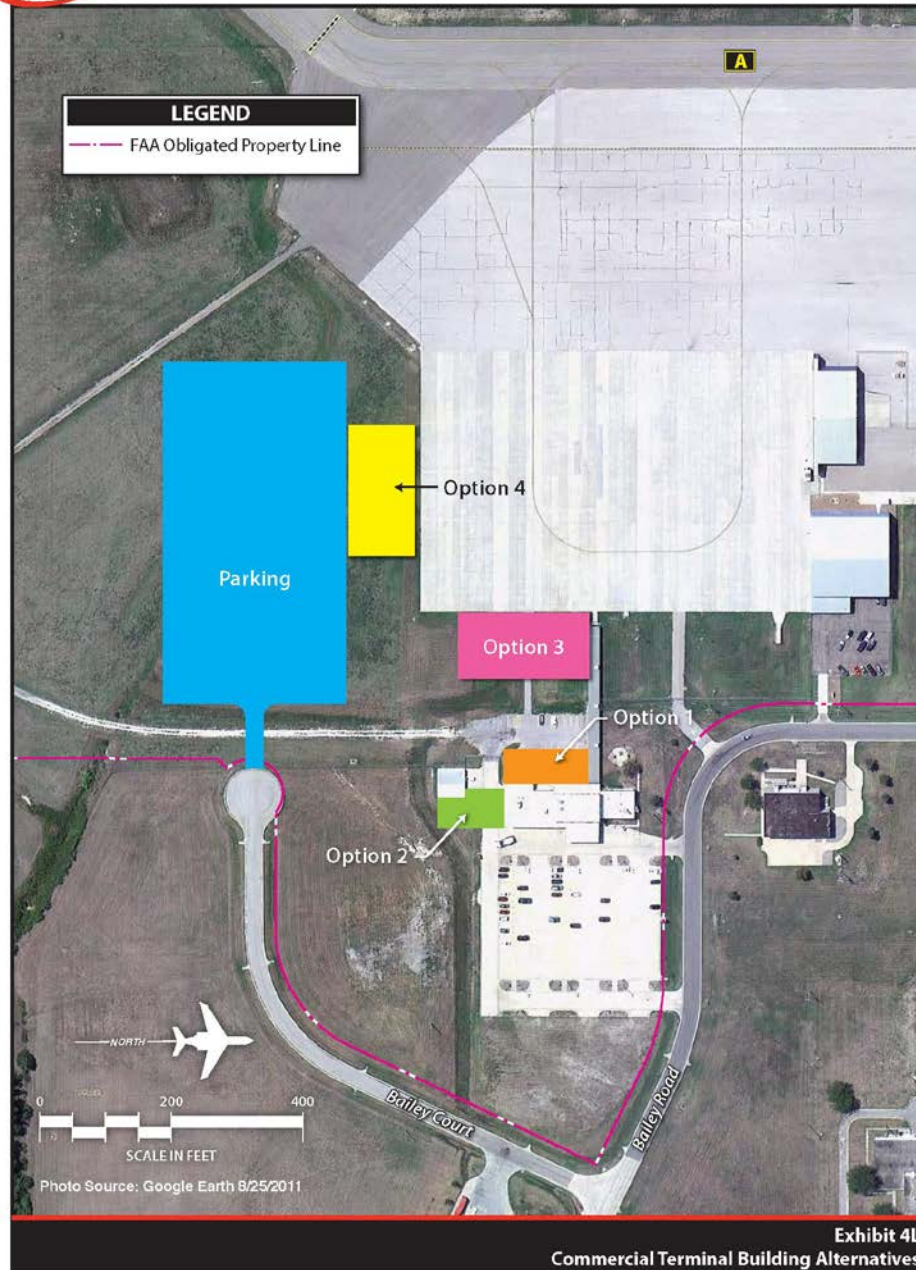


# Presentation of the Results of Consulting Firm Interviews for the Completion of an Airport Terminal Building Requirements Study

Tim Rogers, A.A.E.







**Firm Name** \_\_\_\_\_

	<b>Criteria - Airport Planning Consultant Selection</b>	<b>Max Score</b>	<b>Score</b>
1	Capability to perform all aspects of the proposed project.	15	_____
2	Quality of terminal area planning projects previously completed.	20	_____
3	Familiarity with Salina Regional Airport and the proposed project.	10	_____
4	Recent experience in comparable airport planning projects.	15	_____
5	Demonstrated ability to meet schedules and deadlines.	15	_____
6	Current workload.	10	_____
7	Key personnel's professional background and qualifications.	15	_____
8	Qualifications and experience of outside consultants regularly engaged, if applicable.	10	_____
9	Knowledge of FAA regulations, policies and procedures.	15	_____
10	Evidence that the consulting firm has established and implemented an Affirmative Action Plan.	10	_____
11	Evidence that the consultant has made good faith efforts in meeting Disadvantaged Business Enterprise (DBE) goals.	10	_____
	<b>Total Score</b>	<b>145</b>	=====

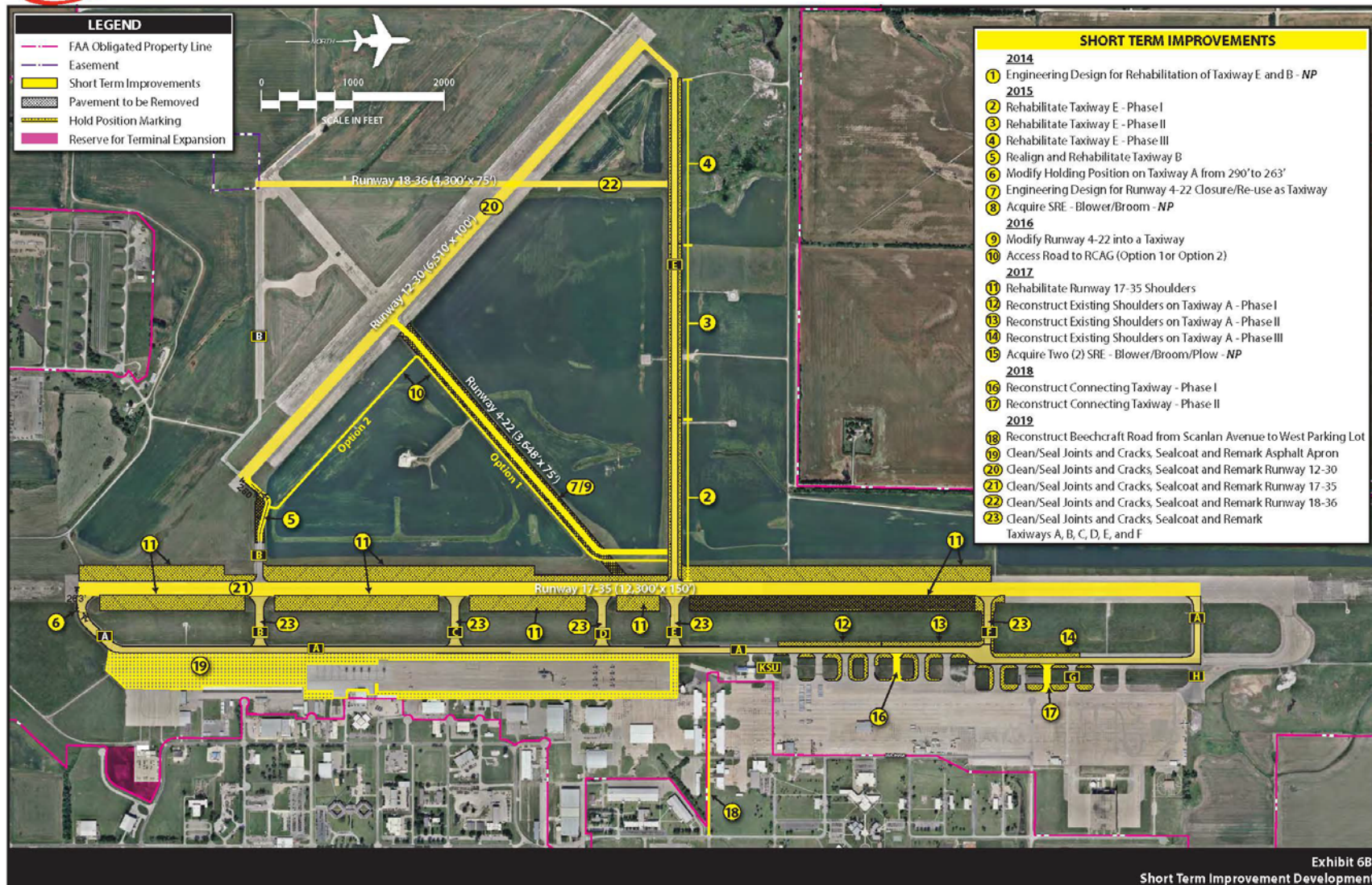
**Selection Committee Member:** \_\_\_\_\_

**Date** \_\_\_\_\_

# Presentation of the Results of Consulting Firm Interviews for the Design and Construction of Certain Airport Improvement Projects

Tim Rogers, A.A.E.





**Firm Name** \_\_\_\_\_

	<b>Criteria - Airport Engineering Consultant Selection</b>	<b>Max Score</b>	<b>Score</b>
1	Capability to perform all aspects of the proposed projects.	15	_____
2	Quality of projects previously completed.	20	_____
3	Ingenuity, experience and capabilities with projects involving significant pavement removal and recycling.	20	_____
4	Familiarity with Salina Regional Airport and the proposed project.	10	_____
5	Demonstrated understanding of the project's potential problems and the SAA's concerns as to project phasing and time to construct.	20	_____
6	Recent experience in comparable airport construction projects.	15	_____
7	Demonstrated ability to meet schedules and deadlines.	15	_____
8	Current workload.	10	_____
9	Capability to furnish qualified inspectors for construction inspection.	15	_____
10	Key personnel's professional background and qualifications.	15	_____
11	Qualifications and experience of outside consultants regularly engaged, if applicable.	10	_____
12	Knowledge of FAA regulations, policies and procedures.	15	_____
13	Evidence that the consulting firm has established and implemented an Affirmative Action Plan.	10	_____
14	Evidence that the consultant has made good faith efforts in meeting Disadvantaged Business Enterprise (DBE) goals.	10	_____
	<b>Total Score</b>	<b>200</b>	_____

**Selection Committee Member:** \_\_\_\_\_

Date \_\_\_\_\_

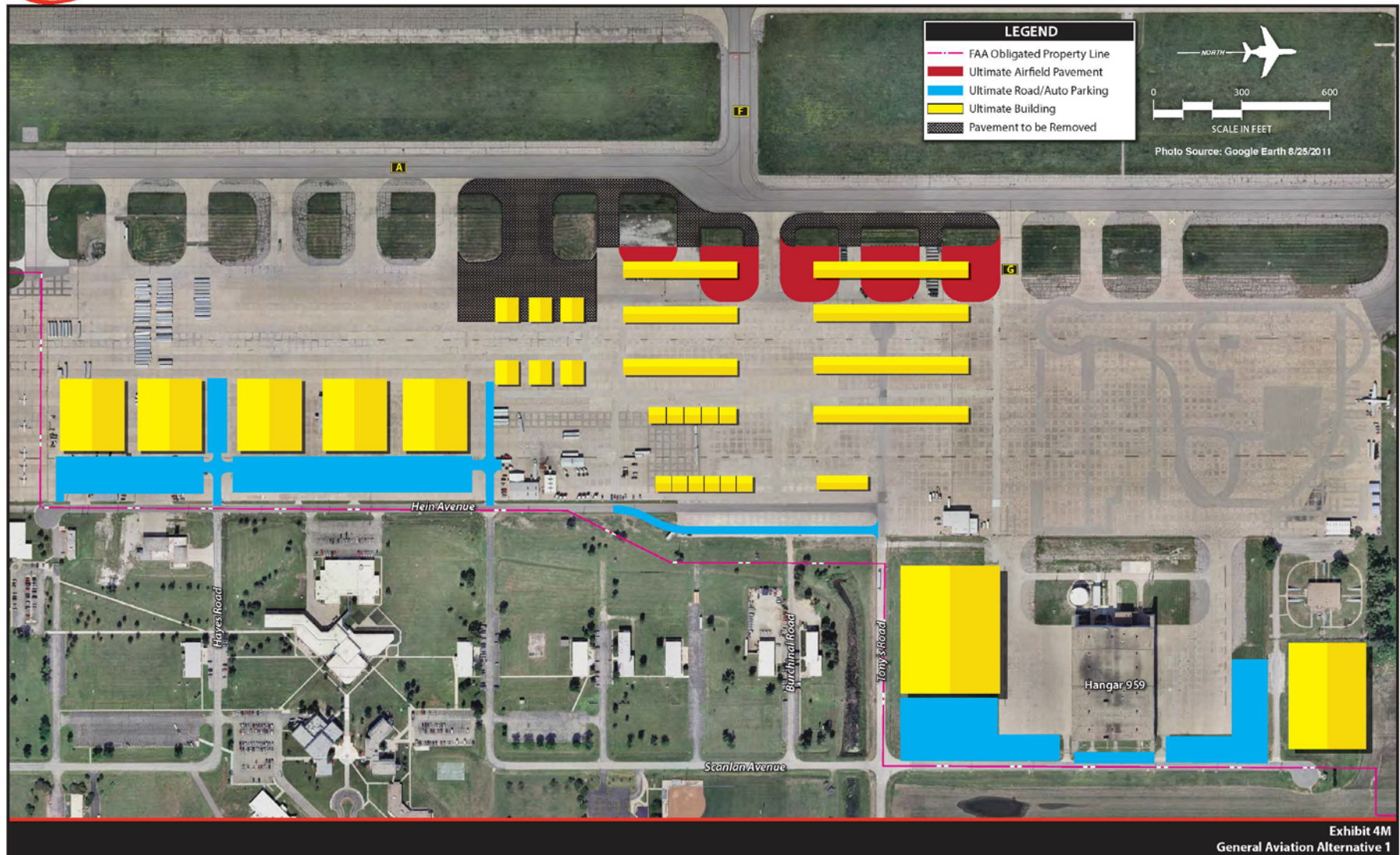
# Staff Reports

Tim Rogers, A.A.E.

# 2019 Priorities - On Course for Success

- Schilling Project Next Steps
- Hangar H724 Renovation and K-State Global Aeronautics Initiative
- Taxiway Delta Extension, Runway 12/30 and Runway 17/35 design
- Air Service Development and Marketing
- M.J. Kennedy Air Terminal Building Requirements and Study Plan
- Airport and Airport Industrial Center Leasing
- FOL Activity
- Staffing Requirements
- Finance and Administration Priorities
- T-Hangar Construction Feasibility Study







The contractor shall remove the existing parking curbs and store on site. Salina Airport Authority shall place the curbs back into position.

Soil Excavation to 6" Average Depth  
Volume = 150 Cubic Yards  
Base rock backfill to be 6" depth.

Base rock borrow site. It is anticipated that enough base rock can be bladed across the existing parking lot to fill the excavation area. Previous test holes show that the existing base rock is 17" thick.

Soil Excavation Waste Site  
North of Builders Choice Concrete Products.  
Contractor shall grade and slope the wasted soil to a mowable condition.

Haul route to soil waste site. Distance = 1.5 Miles.

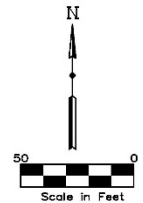
Haul route to soil waste site. Distance = 1.6 Miles.

Cut 12" at this joint.

Cut 0" at this joint.

Grade existing base rock to approximately 0.4'/100' slope to the East.

Building 120 Parking Lot Construction site.



Drawing Number 2504-09-18



3237 ARNOLD, SALINA, KS 67401  
(785-827-3914 FAX: 785-827-2221)  
None REVISIONS  
KRB : DESIGNED BY  
KRB : DRAWN BY  
T = 50 : SCALE  
9/12/18, 14:51 : DATE

**SALINA AIRPORT AUTHORITY**  
**Building 120 Parking Lot Extension Rehab**

1  
OF  
1



September 2018

### In This Issue



- \* From the XD's Desk: Tim Unruh - Reporting Points Contributing Writer
- \* Schilling Aviation Services - Salina's General Aviation Hub
- \* Schilling Aviation Services Open House and Fly-In
- \* "BHAGs" - Key to Success at Vortex
- \* United Meetings
- \* Wheels Up
- \* 2018 Fly Kansas Air tour
- \* Available Properties
- \* Feature Facility
- \* FAA Safety Video
- \* On the Flightline
- \* Fly Salina

### From the XD's Desk:

#### Tim Unruh - Reporting Points Contributing Writer



I'm pleased to announce that veteran reporter Tim Unruh has agreed to bring his considerable talents to **Reporting Points** as a contributing writer. Tim will follow and write about events and people at the Salina Regional Airport and Airport Industrial Center. His first two stories feature the Salina Airport's Schilling Aviation Services and the Airport Industrial Center's Salina Vortex Corporation. Both businesses are industry leaders.

Enjoy Tim's unique ability to feature both the business and people sides of Schilling Aviation and Salina Vortex.

*"Once you have tasted flight, you will forever walk the earth with your eyes turned skyward, for there you have been, and there you will always long to return." - Leonardo da Vinci*

### Tower Update



Midwest ATC Service excels at providing air traffic control services that reach new heights in safety and customer satisfaction.

Tim Rogers, A.A.E.  
Executive Director  
Salina Airport Authority  
Salina Regional Airport & Airport Industrial Center



We have found that comments and feedback from the flying community, which utilize the airports we serve,

are invaluable to our facility evaluation process, permitting us to recognize excellent individual performance and to address areas where improvement may be necessary.

We always welcome any opinions, suggestions, or observations you may have on ways we may be able to enhance the operational efficiency of our facility. We appreciate you taking a moment to complete the survey online at <http://atctower.com/service-survey/>

Please be as specific as possible in your responses and comments, including dates and times. The more specific you are in your feedback better allows us to address your comments, both positive and negative.

Best Wishes,

Cary Adcock  
Air Traffic Manager  
KSLN FCT

### In the Spotlight



**Andreas Leiblein and  
Tyler Griem  
Celebrates One Year  
Anniversary**

### Schilling Aviation Services - Salina's General Aviation Hub

Tim Unruh  
September 2018

Fixing airplanes is the money reason - Bob Pahls has spent more than three decades working at Salina's airport. Perhaps more important are the people he serves and the area's rich aviation heritage.

"We've got history. I've been here since the early 1980s. I've worked for five different companies and haven't moved out of my office," Pahls said. "The other part is that I'm a history nut. The (company) name comes from Schilling Air Force Base."

Every Saturday morning, a group of men and women - primarily flying enthusiasts, also current and former customers - gather in Schilling Aviation Services' portion of a hangar at 2010 Rogers Court, for coffee, consultation and fun chatter. Topics are mostly about flying and the individuals who share a passion for the profession, pastime, and-or their duty during military service.

"People interested in airplanes are a unique breed. They're adventurers," said Dr. Bart Bycroft, a Salina oral surgeon and a pilot.

They saunter into the large building, exchange pleasantries or barbs, and approach a business-size coffee maker. To the right is a tray full of ceramic mugs, each bearing either a name, aircraft identification number, nickname, or all the above. They slurp eye-opening caffeine-laced elixir and perch in folding chairs positioned around rectangular tables. For two or more hours, members of the small and exclusive club



# Reporting Points

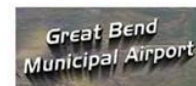
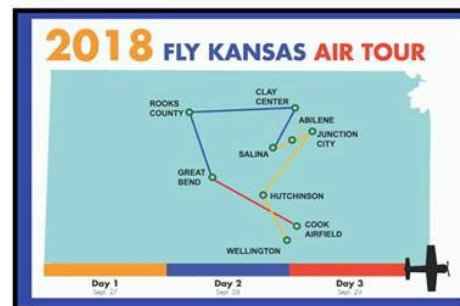
# Announcements

Kasey Windhorst



# General Aviation Fun at SLN

## FLY KANSAS



*Join in... "Wings 'n Wheels" in Junction City and Rose Hill; Smoky Hill Vineyards in Salina; Grumman Tigers in Hutch and the great Great Bend Airfest, meeting air show pilots; and a cookout at Cook Field. It's all the best when you "Fly Kansas!"*



Registration Today

<https://2018flykansasairtour.eventbrite.com>

# **Fly-In Breakfast at Schilling Aviation**

**Saturday, October 27, 2018**

**7:00 a.m.-12:00 p.m.**

**Civil Air Patrol Aircraft**

**Classic and Vintage Aircraft**

**K-State Aviation Aircraft**

**Experimental Aircraft**

**Public invited to attend**





# Location Maps

Tim Rogers, A.A.E.



Number	Address	Number	Address
120	3237 Arnold Ave.	713	1935 Beechcraft Rd.
122	3213 Arnold	723	1915 Beechcraft Rd.
127	3119 Arnold	724	1910 Beechcraft Rd.
138	Jumper	730	2425 Hein Ave.
207	2034 Schilling Rd.	782	2503 Centennial Rd.
217	3024 Arnold	785	2503 Centennial
219	2910 Arnold Ave.	786	2503 Centennial Rd.
305	2004 Schilling Rd.	808	2328 Hein Ave.
310	2048 Arnold	809	2328 Hein Ave.
313	2934 Arnold	814	2328 B Hein Ave.
384	2841 Centennial	816	2328 Hein Ave.
409	2010 Rogers Ct.	820	2413 Hein
412	2804 Arnold Ave.	824	2359 Hein
496	2845 Centennial	939	1932 Scanlan
498	2816 Centennial	957	2044 Scanlan
500	Night Lighting Vault	958	2044 Scanlan
504	2013 Kneubuhl Ct.	959	2044 Scanlan
506	2010 B Kneubuhl Ct.	1021	3600 Airport Rd
509	2734 Arnold Ct.	1027	3334 Airport Rd
510	2713 Hein	1029	3308 Airport Rd
512	2782 Arnold	1037	3334 Airport Rd
517	1985 Kneubuhl Ct.	1039	3313 Airport Rd
520	2775 A Arnold Ave.	1047	3334 Airport Rd
520	2775 B Arnold Ave.	1049	3313 Airport Rd
520	2775 C Arnold Ave.	1057	3334 Airport Rd
520	2775 D Arnold Ave.	1059	3313 Airport Rd
520	2775 E Arnold Ave.	1067	3334 Airport Rd
520	2775 F Arnold Ave.	1069	3313 Airport Rd
520	2775 G Arnold Ave.	1079	3313 Airport Rd
528	Water Tower, 2725 Arnold Avenue	1100	3275 Airport Rd
595	2760 Centennial (should be Bershell?)	1101	3275 Airport Rd
600	2720 Arnold Court	1103	3313 Airport Rd
606	2630 Arnold Court	1105	3232 Airport Rd
614	2560 Arnold Court	1127	3222 Airport Rd
620	1940 Arnold Ave.		
626	2625 Arnold Court		
628	628 Lucas Ave.		
635	1905 Ganey Rd.		
655	2655 Arnold Ave.		
673	1725 Scanlan Ave.		
700	2035 Beechcraft Rd.		
702	2040 Beechcraft Rd.		
703	1939 Beechcraft Rd.		



Drawing Number 2005



SALINA AIRPORT AUTHORITY  
 1000 N. 10th St., Salina, KS 67401  
 (785) 823-2944 FAX (785) 823-2945  
 WWW.SALINA-KS.GOV  
 KRS: 10-20-00-010  
 KRS: 10-20-00-010  
 1" = 1000', 10" X 34" GRAPHIC SCALE  
 9/18/05, 09/18/05 DATE

SHEET

SALINA AIRPORT AUTHORITY STAFF PLANS  
 Buildings Owned By SAA

5







Adjournment