

Salina Airport Authority Board of Directors Regular Meeting

October 17, 2018



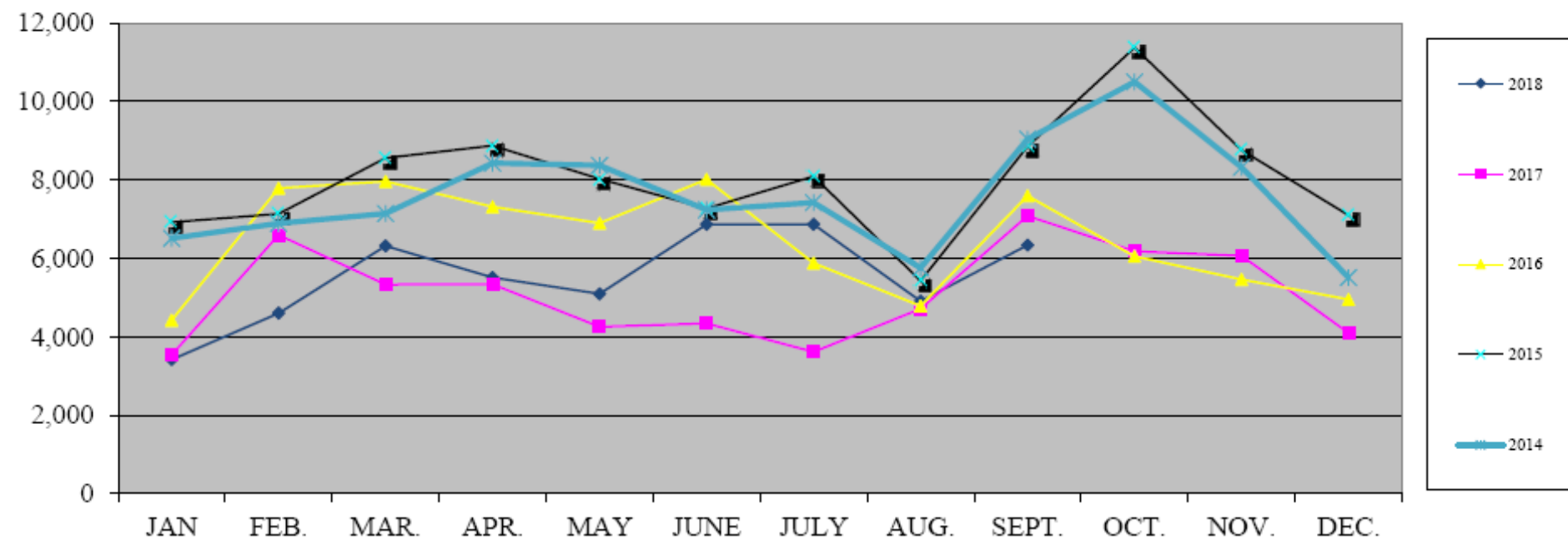
Review of Airport Activity & Financial Reports

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



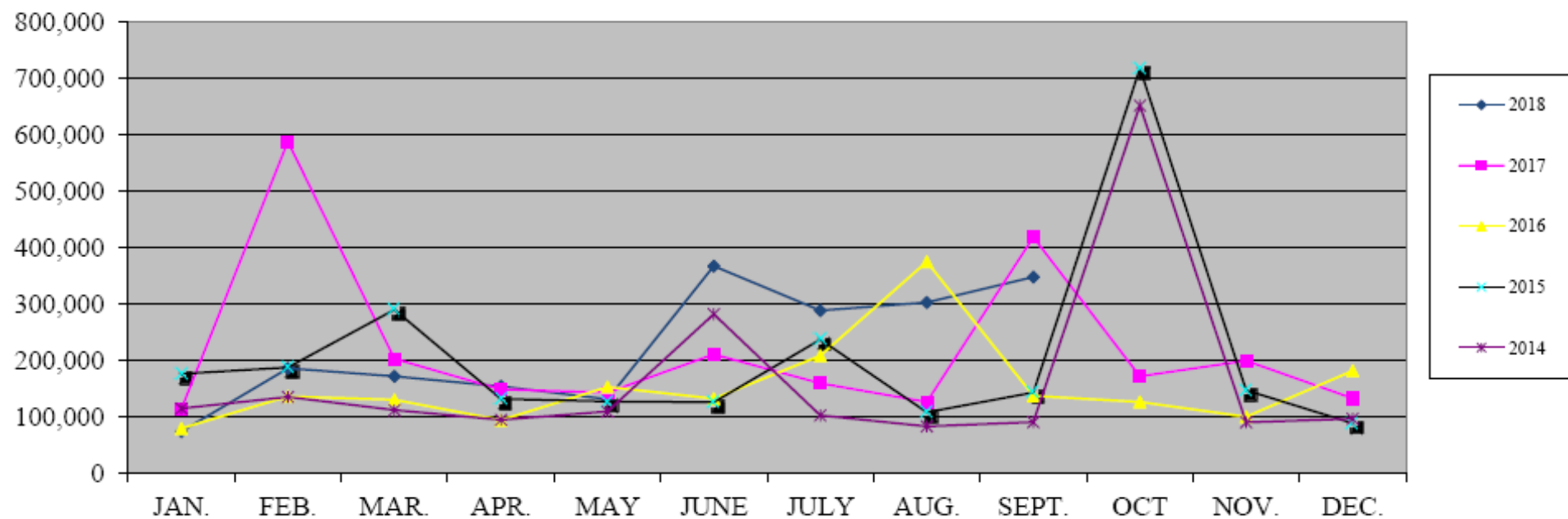
Air Traffic



SAFECON 2018

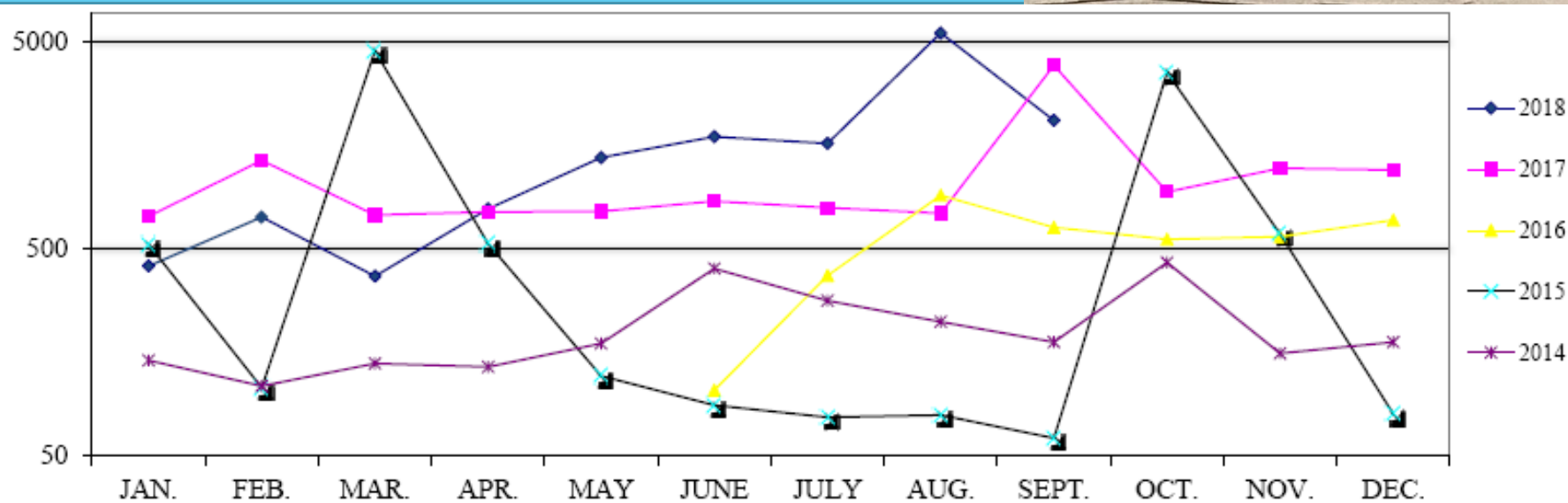


Fuel Flowage

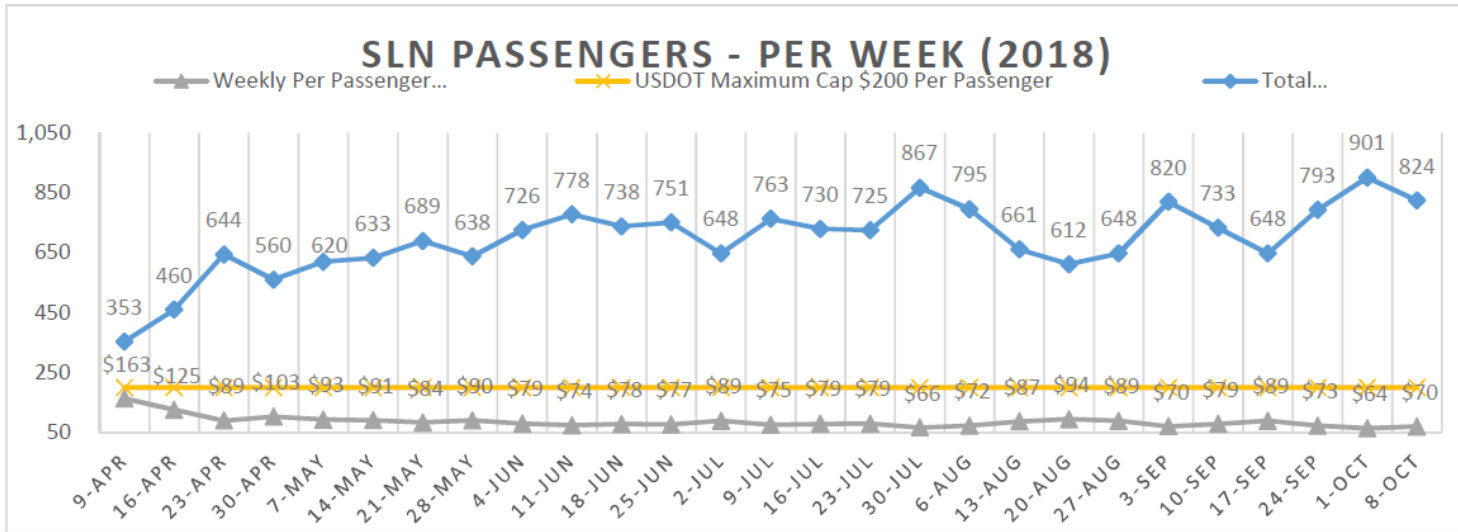




Enplanements

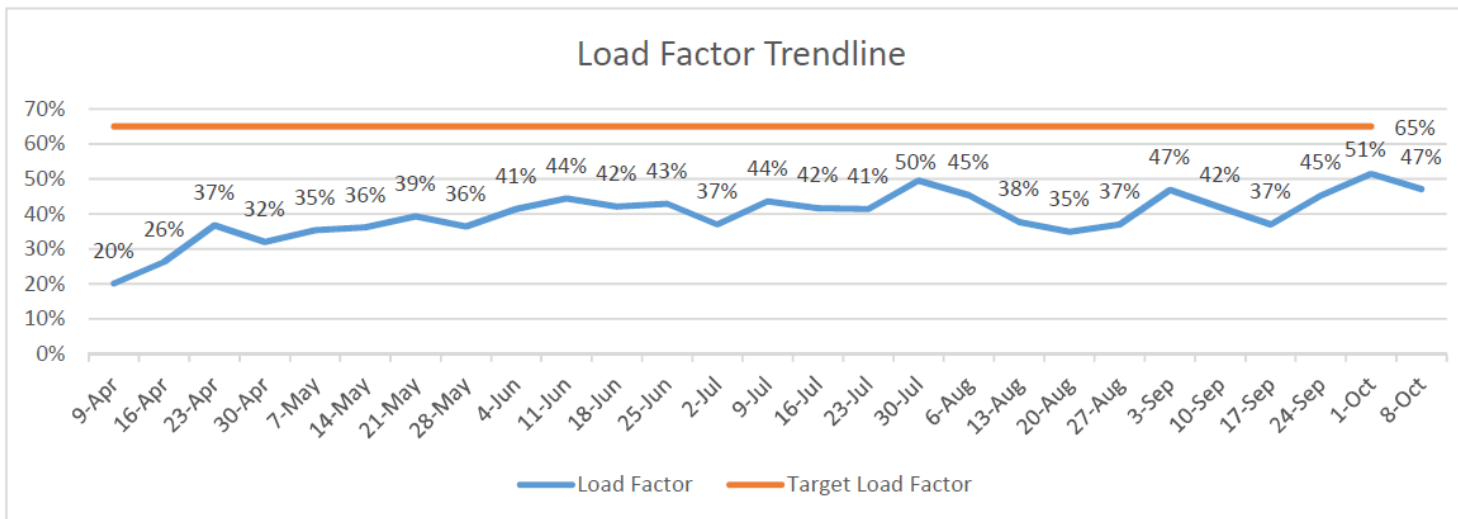


Weekly Enplanements and Load Factor



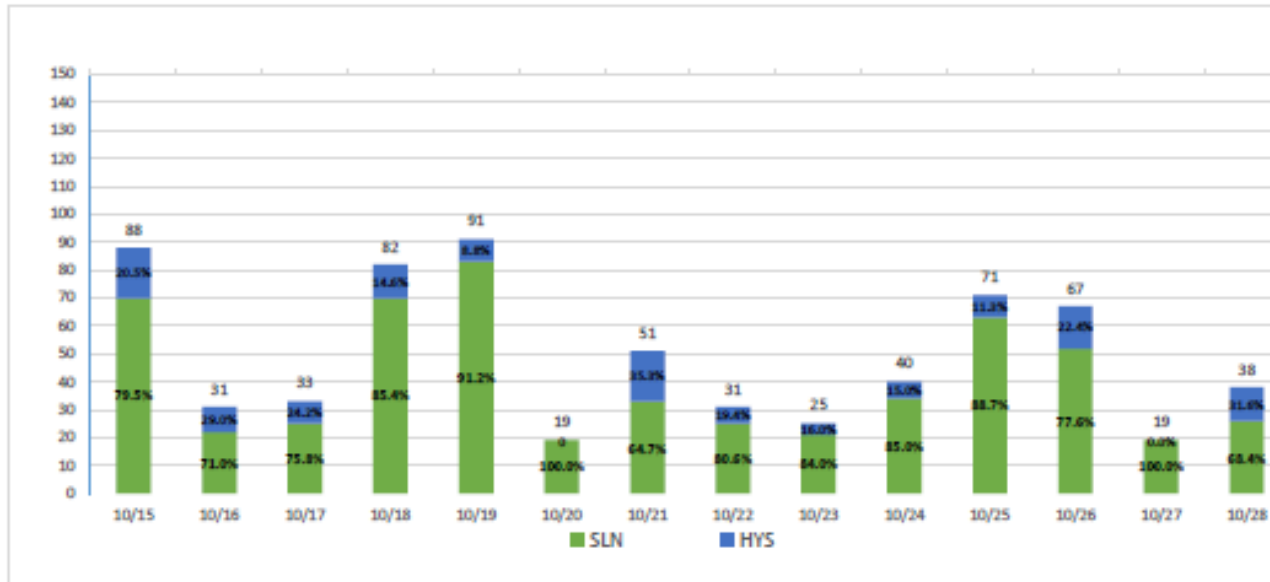
* Subsidy per passenger based on \$57,597/week

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

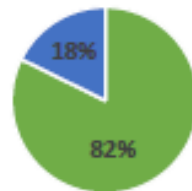


Advanced Bookings

	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	10/15	10/16	10/17	10/18	10/19	10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27	10/28
SLN	70	22	25	70	83	19	33	25	21	34	63	52	19	26
HYS	18	9	8	12	8	0	18	6	4	6	8	15	0	12
Total Pax per day	88	31	33	82	91	19	51	31	25	40	71	67	19	38
Load Factor	58.67%	20.67%	22.00%	54.67%	60.67%	38.00%	51.00%	20.67%	16.67%	26.67%	47.33%	44.67%	38.00%	38.00%



Advanced Bookings
October 15 - October 28



■ SLN ■ HYS

Advanced Bookings
History YTD



■ SLN ■ HYS

Financial Reports

Salina Airport Authority Profit & Loss Budget Performance September 2018

8:04 AM

10/12/2018

Accrual Basis

	Sep 18	Jan - Sep 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Total Airfield revenue	103,535	599,697	523,499	76,198	115%	698,000
Total Building and land rent	115,827	1,047,811	1,010,588	37,223	104%	1,347,450
Total Other revenue	45,544	280,492	133,875	146,617	210%	178,500
Uncategorized Income	0	0	0	0	0%	0
Total Income	<u>264,906</u>	<u>1,928,000</u>	<u>1,667,962</u>	<u>260,038</u>	<u>116%</u>	<u>2,223,950</u>
Gross Profit	<u>264,906</u>	<u>1,928,000</u>	<u>1,667,962</u>	<u>260,038</u>	<u>116%</u>	<u>2,223,950</u>
Expense						
Total Administrative expenses	138,896	1,141,922	1,074,789	67,133	106%	1,433,050
Total Maintenance expenses	63,701	598,724	564,003	34,721	106%	750,670
Total Expense	<u>202,597</u>	<u>1,740,646</u>	<u>1,638,792</u>	<u>101,854</u>	<u>106%</u>	<u>2,183,720</u>
Net Ordinary Income	<u>62,309</u>	<u>187,354</u>	<u>29,170</u>	<u>158,184</u>	<u>642%</u>	<u>40,230</u>
Other Income/Expense						
Total Other Income	401,395	3,092,467	2,630,697	461,770	118%	3,519,262
Total Other Expense	287,140	2,584,259	2,584,259	0	100%	3,445,679
Net Other Income	<u>114,255</u>	<u>508,208</u>	<u>46,438</u>	<u>461,770</u>	<u>1,094%</u>	<u>73,583</u>
Net Income	<u><u>176,564</u></u>	<u><u>695,562</u></u>	<u><u>75,608</u></u>	<u><u>619,954</u></u>	<u><u>920%</u></u>	<u><u>113,813</u></u>

Financial Reports

Salina Airport Authority Capital Additions Budget vs. Actual As of September 30, 2018

8:20 AM

10/12/2018

Accrual Basis

		Jan - Sept 18	Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
	Total Airfield	1,597,151	1,742,391	-145,240	92%
	Total Buildings & Improvements	53,573	45,000	8,573	119%
	Total Equipment	155,231	56,650	98,581	274%
	Total Land	806,570	1,203,000	-396,430	67%
	Total Fixed assets at cost	2,612,525	3,047,041	-434,516	86%

Review of the September 30, 2018 (Q3) Ten Year Financial Trend Analysis Report.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Q3 - Ten Year Trend Analysis

				Jan-Sep 09	Jan-Sep 10	Jan-Sep 11	Jan-Sep 12	Jan-Sep 13	Jan-Sep 14	Jan-Sep 15	Jan-Sep 16	Jan-Sep 17	Jan-Sep 18
Ordinary Income/Expense													
Income													
Airfield revenue													
Fuel Flowage Fees				122,880	136,198	127,525	139,492	97,983	85,808	115,915	113,033	163,501	162,608
Hangar rent				273,457	457,040	428,379	379,185	288,776	347,324	354,725	390,060	315,286	352,094
Landing fees				6,400	3,796	2,898	2,534	2,473	2,413	4,200	5,435	37,007	50,504
Ramp rent				76,606	65,264	62,319	38,448	36,000	38,616	37,269	39,596	35,730	34,491
Total Airfield revenue				479,343	662,298	621,120	559,659	425,232	474,161	512,109	548,124	551,524	599,697
Building and land rent													
Agri land rent				34,478	38,032	29,932	37,497	54,843	56,826	45,275	56,354	55,774	41,750
Building rents				821,663	894,805	881,064	787,593	859,584	625,440	597,024	665,754	773,328	831,048
Land rent													
Basic Land Rent				79,161	89,921	86,256	85,140	104,089	100,291	55,883	52,412	78,207	75,592
Property tax - tenant share				99,473	99,473	99,473	127,336	96,885	105,876	117,000	97,497	90,000	90,169
Total Land rent				178,634	189,394	185,729	212,477	200,974	206,167	172,883	149,909	168,207	165,761
Tank rent				6,297	5,957	6,730	7,283	6,937	6,591	7,116	7,272	7,272	9,252
Total Building and land rent				1,041,071	1,128,189	1,103,454	1,044,850	1,122,137	895,024	822,297	879,289	1,004,581	1,047,811
Other revenue													
ARFF Training				6,650	6,390	0	0	0	0	0	0	0	0
Airport Marketing				0	0	0	0	0	0	0	0	41,439	122,728
Commissions				11,997	9,500	10,154	13,045	17,891	22,901	14,568	15,784	32,344	17,342
Other income				3,474	34,067	32,040	46,029	59,504	14,496	55,337	45,419	53,136	140,422
Total Other revenue				22,122	49,956	42,194	59,075	77,285	37,397	69,904	61,203	126,919	280,492
Total Income				1,542,536	1,840,443	1,766,769	1,663,583	1,624,654	1,406,581	1,404,310	1,488,616	1,683,024	1,928,000
Cost of Goods Sold													
Cost of Goods Sold				0	16,998	13,326	15,771	31,495	7,653	0	0	0	0
Total COGS				0	16,998	13,326	15,771	31,495	7,653	0	0	0	0
Gross Revenue				1,542,536	1,823,446	1,753,443	1,647,812	1,593,159	1,398,928	1,404,310	1,488,616	1,683,024	1,928,000
Expense													
Administrative expenses													
A/E, consultants, brokers				45,000	42,017	37,939	28,747	10,587	1,365	4,135	33,076	850	21,072
Airport promotion				23,322	51,366	22,243	8,057	17,544	17,398	9,055	16,687	47,134	135,267
Bad Debt Expense				0	0	0	0	0	0	3,422	0	0	2,480
Computer/Network Admin.				13,650	12,917	11,144	12,808	8,943	7,585	7,260	11,855	12,225	10,029
Dues and subscriptions				20,332	20,602	24,021	26,200	23,168	17,356	15,283	16,125	20,586	16,059
Employee retirement				34,837	47,320	53,323	50,381	49,929	52,392	54,069	47,361	46,728	55,665
FICA and medicare tax expense				44,465	44,996	46,779	46,909	43,338	40,984	39,713	39,146	42,321	44,796
Industrial development				22,500	22,500	22,500	11,250	11,250	11,250	0	11,250	19,750	37,500
Insurance , property				116,649	94,640	111,859	119,731	118,015	108,635	113,876	109,204	109,929	101,919
Insurance, medical				152,649	160,793	152,727	137,462	127,591	119,700	134,897	122,927	146,040	158,244
Kansas unemployment tax				398	827	611	613	568	8,625	336	512	553	386
Legal and accounting				29,268	27,338	44,884	31,192	29,708	30,274	37,271	13,750	13,471	36,854
Office salaries				328,092	326,420	377,280	335,140	320,899	317,573	312,834	333,959	332,960	368,830
Office Supplies				7,479	9,160	11,051	5,412	5,808	4,862	5,000	5,822	4,833	9,468
Other administrative expense													
Merchant Processing Fees				0	512	447	568	1,155	424	565	432	589	2,482
Other administrative expense - Other				11,425	10,717	12,757	8,957	9,998	3,113	3,357	4,283	7,470	4,612
Total Other administrative expense				11,425	11,229	13,203	9,525	11,153	3,538	3,922	4,715	8,059	7,094
Postage				2,827	3,491	2,652	1,450	2,886	2,242	1,467	1,668	1,666	2,816
Property appraisal expense				0	0	0	0	0	7,750	0	0	0	0
Property tax expense				116,312	116,931	116,312	116,312	110,077	109,723	116,250	123,750	120,000	108,750
Special Events				3,427	2,798	4,784	5,550	0	516	0	0	0	0
Telephone				15,197	14,583	14,455	12,865	12,314	13,102	12,380	12,087	13,519	13,818
Training				0	0	0	0	6,261	2,593	4,580	1,411	40	4,888
Travel and meetings				17,690	17,432	24,810	13,479	8,240	8,374	7,659	7,906	7,920	5,987
Total Administrative expenses				1,005,520	1,027,359	1,092,579	973,085	918,078	885,838	893,408	913,010	947,584	1,141,922

**Salina Airport Authority
Profit Loss
Q3 - Ten Year Trend Analysis
2009-2017**

						Jan-Sep 09	Jan-Sep 10	Jan-Sep 11	Jan-Sep 12	Jan-Sep 13	Jan-Sep 14	Jan-Sep 15	Jan-Sep 16	Jan-Sep 17	Jan-Sep 18
					Maintenance expenses										
				Airfield maintenance		49,591	13,727	20,888	19,158	13,885	25,390	13,505	29,142	22,887	23,084
				Airport Security		1,468	-1,848	305	401	17	779	793	0	801	2,091
				Building maintenance		38,566	42,612	26,598	44,668	41,657	45,503	27,339	36,013	77,690	58,372
				Equipment fuel and repairs		81,048	68,122	70,601	57,801	89,786	65,218	50,930	43,904	89,435	70,621
				Fire Services		30,244	25,945	283	2,085	0	0	250	250	750	596
				Grounds maintenance		1,547	1,655	410	5,577	902	3,617	1,743	2,959	3,392	1,856
				Maintenance salaries		281,364	284,045	275,046	277,925	273,821	248,749	234,297	204,889	251,313	249,291
				Other maintenance expenses		16,332	21,105	16,330	15,001	16,161	12,722	10,315	10,278	11,595	11,210
				Snow removal expense		5,003	0	28,934	0	11,910	4,476	0	540	514	3,439
				Utilities		150,115	166,554	160,618	237,690	240,322	241,942	191,534	163,835	188,183	178,164
				Total Maintenance expenses		655,278	621,917	600,013	660,305	688,460	648,395	530,706	491,809	646,560	598,724
				Total Expense		1,660,798	1,649,276	1,692,593	1,633,390	1,606,538	1,534,232	1,414,114	1,404,820	1,594,144	1,740,646
				Net Ordinary Income		-118,262	174,170	60,850	14,422	-13,379	-135,304	-9,803	83,796	88,880	187,354
				Other Income/Expense											
				Other Income											
				Capital contributed		1,040,885	668,929	177,730	1,755,598	253,322	168,842	92,414	35,050	852,224	1,317,286
				Gain on sale of assets		0	15,052	19,039	0	0	52,576	8,371	0	0	5,375
				Interest income											
				Finance lease income		42,153	42,153	2,731	0	0	0	0	0	0	
				Interest income on deposits		13,882	7,200	6,520	1,276	567	384	238	403	791	3,445
				Total Interest income		56,035	49,353	9,252	1,276	567	384	238	403	791	3,455
				Mill levy income		961,060	1,388,265	1,387,468	1,371,769	1,341,555	1,494,650	1,504,949	1,494,383	1,555,002	1,766,361
				Total Other Income		2,057,979	2,121,599	1,593,489	3,128,643	1,595,445	1,716,452	1,605,972	1,529,836	2,408,017	3,092,477
				Other Expense											
				Debt interest expense net											
				Bond issue cost		19,165	21,684	17,916	0	0	0	41,533	8,329	135,085	0
				Interest Expense on Debt		791,870	860,417	560,765	867,129	835,220	810,494	799,367	719,198	700,976	560,159
				Total Debt interest expense net		811,036	882,100	578,681	867,129	835,220	810,494	840,899	727,527	836,061	560,159
				Depreciation expense		1,125,000	1,325,000	1,125,000	1,829,998	1,856,250	1,859,583	1,923,750	1,981,463	2,021,085	2,024,100
				Total Other Expense		1,936,036	2,207,100	1,703,681	2,697,127	2,691,470	2,670,077	2,764,649	2,708,990	2,857,146	2,584,259
				Net Other Income		121,943	-85,501	-110,192	431,516	-1,096,025	-953,625	-1,158,677	-1,179,153	-449,129	508,218
				Net Income		3,682	88,668	-49,342	445,938	-1,109,404	-1,088,929	-1,168,480	-1,095,357	-360,249	695,572
				Notes: Agri land rental income was reported under "land rental" until 2005											
				Property tax collected as additional land rental was reported under total land rental until 2007											
				The SAA did not begin selling avgas until 2010; therefore this was the first year for COGS and merchant processing fees; Income was reported in "other income during 2010-2013											
				In 2010, a significant source of hangar income was Learjet's occupancy in H600											
				In 2015, the operation and sale of avgas (self-fuel station) was transferred to Avflight.											
				2012 was the first year in the past ten for the SAA to utilize an FAA grant for in-house construction observation providing the contra account under office salaries.											
				The KSU Direct Finance Lease was paid off in 2010.											
				During 2013, the SAA began segregating the expenditures associated with employee training in a separate gl account.											
				During 2015, the SAA began reporting separately, short-term leasing activity.											

Consideration of the Renewal of the Salina Airport Authority and Kansas State University Agreement for Access to and Use of the Salina Regional Airport.

Tim Rogers, A.A.E.

NOTE:
All pavements accessing the ramp from runway 17-35 have the same strengths as the runway with the exception of taxiway's C & D which are as follows:
55,000 lbs (SW)
60,000 lbs (DHW)
125,000 lbs (STW)

1 BUILDING 120, M.J. KENNEDY AIR TERMINAL
SAA / UNITED AIRLINES / HERTZ CAR RENTAL / TSA
BLUE BEACON HANGAR
SALINA AIRCRAFT SERVICES HANGAR
SELF FUELING TANK, 100LL AV GAS
ARMY AVIATION SUPPORT FACILITY #2
HANGAR 409 - SCHILLING AVIATION
BUILDING 500 - AIRFIELD LIGHTING VAULT
HANGAR 504
HANGAR 506-1 - MILLER PIPELINE
HANGAR 506-2
AIR TRAFFIC CONTROL TOWER (ATCT)
HANGAR 509
HANGAR 600
HANGAR 606
BUILDING 614 - SAA SHOP
BUILDING 700 - AVLIGHT SALINA
HANGAR 703
BUILDING 702 - ARFF STATION
KANSAS STATE POLYTECHNIC SALINA APRON
KSUS AERONAUTICAL CENTER
PLAINS ENVIRONMENTAL HANGAR
HANGAR 959, Bombarrier
WIND SOCK
AUTOMATED SURFACE OBSERVATION SYSTEM
SUPPLEMENTARY AVIATION WEATHER SYSTEM
MILITARY TRAINING ORDNANCE STORAGE
BUILDING 1415 - RADIO AIRGROUND COMMUNICATIONS, RCAG
BUILDING 500 W - AIRFIELD LIGHTING VAULT

RWY 35 Takeoff Length From:
TWY B 10,318
TWY C 8,151
TWY D 5,570
TWY E 5,771
TWY F 2,334

RWY 17 Takeoff Length From:
TWY F 9,960
TWY E 6,529
TWY D 5,732
TWY C 4,119
TWY B 1,982

RWY 30 Takeoff Length From:
RWY 4 4,078
RWY 18 2,130

RWY 12 Takeoff Length From:
RWY 18 4,300
RWY 4 2,432

Drawing Number 2058A-08-16

SALINA Airport Authority

3327 ARNOLD, SALINA, KS 67401
(785-627-3914 FAX:785-627-2221)

None REVISIONS
KRB DESIGNED BY
KRB DRAWN BY

1" = 1200' (11x17 Sheet) SCALE
5/9/18, 07.01 DATE

SALINA REGIONAL AIRPORT
KSLN Tenant And Airfield Diagram

1 OF 1

Review and Discussion of Forecasted 2019 Operating Expenses.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

**Salina Airport Authority
2019
Budget Summary**

10/16/2018

	2015 Actual	2016 Actual	2017 Actual	2018 Budget	2019 Preliminary Budget	2018/2019	
						+/-	%
Operating Income							
Airfield revenue							
Fuel Flowage Fees	\$ 189,532	\$ 145,280	\$ 202,728	\$ 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	8,545	46,873	15,000	25,000	\$ 10,000	66.7%
Ramp rent	49,851	52,518	46,572	50,000	50,000	\$ -	0.0%
Total Airfield revenue	719,505	676,169	712,991	698,000	851,307	\$ 153,307	22.0%
Building and land rent							
Agri land rent	53,673	56,354	55,774	55,000	56,000	\$ 1,000	1.8%
Building rents	815,922	919,606	1,028,932	1,072,950	1,126,660	\$ 53,710	5.0%
Land rent	189,200	188,897	216,391	210,000	220,920	\$ 10,920	5.2%
Tank rent	9,540	9,696	9,736	9,500	11,970	\$ 2,470	26.0%
Total Building and land rent	1,068,335	1,174,553	1,310,833	1,347,450	1,415,550	\$ 68,100	5.1%
Other revenue							
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	54,064	88,980	65,000	80,000	\$ 15,000	23.1%
Total Other revenue	88,663	106,144	189,476	178,500	180,000	\$ 1,500	0.8%
Gross Operating Income	\$ 1,876,503	\$ 1,956,866	\$ 2,213,300	\$ 2,223,950	\$ 2,446,857	\$ 222,907	10.1%
Operating Expense							
Administrative expenses							
A/E, consultants, brokers	\$ 19,904	\$ 33,076	\$ 10,307	28,000	75,000	\$ 47,000	167.9%
Airport promotion	9,722	44,998	72,558	86,500	90,000	\$ 3,500	4.0%
Bad Debt Expense	3,422	2,191	-	-	15,000	\$ 15,000	100.0%
Computer/Network Admin.	12,096	16,049	15,298	13,750	15,000	\$ 1,250	9.1%
Dues and subscriptions	20,781	23,047	26,970	25,500	27,000	\$ 1,500	5.9%
Employee retirement	185,676	31,386	41,605	75,307	77,566	\$ 2,259	3.0%
FICA and medicare tax expense	50,468	51,886	57,094	60,576	62,393	\$ 1,817	3.0%
Industrial development	-	15,000	25,000	50,000	30,000	\$ (20,000)	-40.0%
Insurance, medical	176,485	164,895	191,254	224,634	225,000	\$ 366	0.2%
Insurance, property/liability	145,433	142,859	142,721	144,862	166,591	\$ 21,729	15.0%
Kansas unemployment tax	684	709	769	1,000	1,000	\$ -	0.0%
Legal and accounting	41,905	31,129	19,274	32,500	33,000	\$ 500	1.5%
Office salaries	389,267	431,540	462,291	488,020	497,780	\$ 9,760	2.0%
Office Supplies	6,487	8,394	8,125	7,000	9,000	\$ 2,000	28.6%
Other administrative expense	4,444	6,216	9,523	5,000	8,000	\$ 3,000	60.0%
Postage	2,030	1,769	2,165	3,000	3,000	\$ -	0.0%
Property appraisal expense	-	-	-	-	-	\$ -	0.0%
Property tax expense	154,466	151,003	151,239	145,000	153,700	\$ 8,700	6.0%
Special Events	-	-	389	1,000	1,000	\$ -	0.0%
Telephone	16,565	16,318	17,608	17,500	18,375	\$ 875	5.0%
Training	4,824	1,411	175	5,000	7,000	\$ 2,000	40.0%
Travel and meetings	8,386	9,805	9,770	11,500	12,000	\$ 500	4.3%
Total Administrative expenses	\$ 1,253,045	\$ 1,183,681	\$ 1,264,135	\$ 1,425,649	\$ 1,527,406	\$ 101,757	7.1%
Maintenance expenses							
Airfield maintenance	16,812	33,712	23,071	30,000	30,900	\$ 900	3.0%
Airport Security	793	582	997	500	4,000	\$ 3,500	700.0%
Building maintenance	34,998	75,786	106,497	47,500	71,250	\$ 23,750	50.0%
Equipment fuel and repairs	63,791	64,407	123,747	65,000	91,000	\$ 26,000	40.0%
Fire Services	14,511	14,952	16,718	20,000	25,000	\$ 5,000	25.0%
Grounds maintenance	2,117	3,396	4,481	4,000	4,500	\$ 500	12.5%
Maintenance salaries	308,435	277,613	349,681	341,670	362,170	\$ 20,500	6.0%
Other maintenance expenses	13,716	15,403	16,602	20,000	20,000	\$ 0	0.0%
Snow removal expense	1,936	3,163	514	22,000	20,000	\$ -2,000	-9.1%
Utilities	241,064	225,174	254,180	200,000	240,000	\$ 40,000	20.0%
Total Maintenance expenses	698,173	714,188	896,488	750,670	868,820	\$ 118,150	15.7%
Total Expense	1,951,218	1,897,869	2,160,623	2,176,319	\$ 2,396,226	\$ 219,907	10.1%
Total Operating Net Before Depreciation	\$ (74,715)	\$ 58,997	\$ 52,677	\$ 47,631	\$ 50,631	\$ 3,000	6.3%

The background of the slide features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. These shapes are primarily located on the right side and bottom of the slide, creating a modern, dynamic feel.

Report on the Airport Authority's Options for the Supplemental Airport Improvement Program Grant Funding

Tim Rogers, A.A.E.

Options for the Supplemental Airport Improvement Program Grant Funding

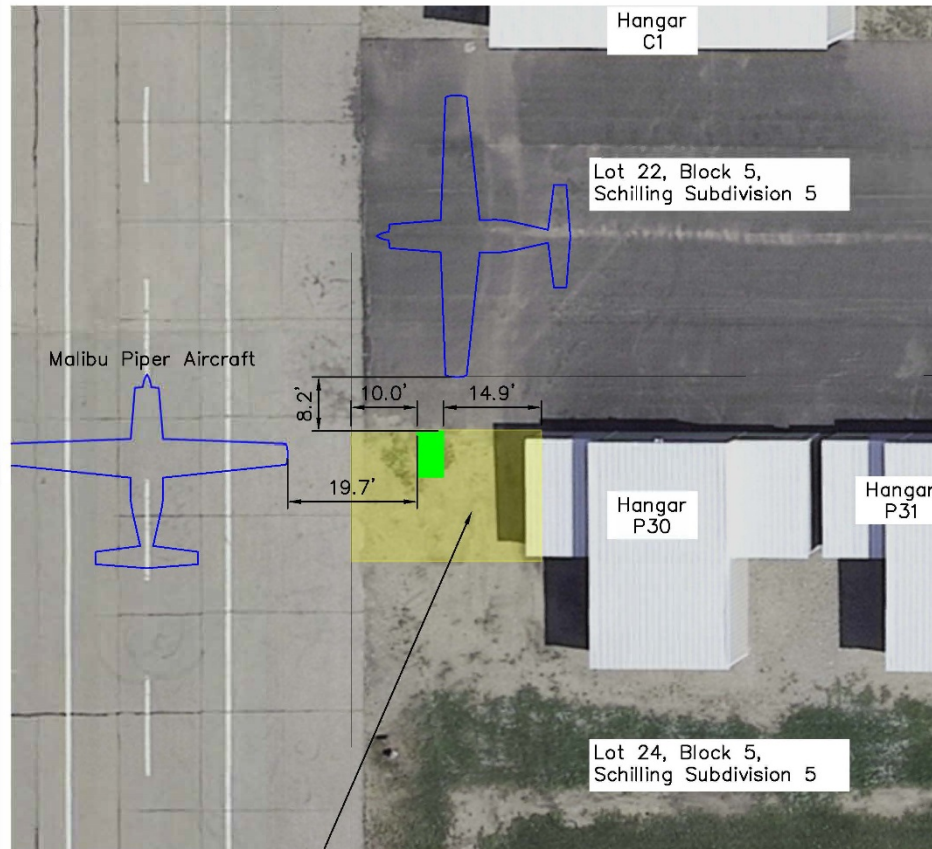
- Runway 17/35 Rehabilitation
- Taxiway Delta Extension
- M.J. Kennedy Air Terminal Parking Lot Expansion

Consideration of a Land Lease with TRR, Inc. of Salina, KS

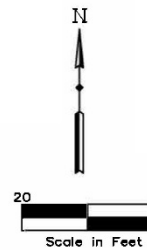
Tim Rogers, A.A.E.

Shelli Swanson, C.M.

A Malibu Piper is stored in hangar C1 and is shown in the center of the taxilanes to illustrate the clearances to the fuel tank.



650 gallon fuel tank
(4'x7') to be located as
shown west of Hangar
P30.
Lease Area = 580 S.F.



Drawing Number 2494-08-18



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)

None : REVISIONS
KTB : DESIGNED BY
KTB : DRAWN BY
1" = 20' : SCALE
8/23/18, 08:14 : DATE

SALINA AIRPORT AUTHORITY
T and R Dirt 650 Gallon Fuel Tank Lease Exhibit A

1
OF
1

Staff Reports

- K-State Aviation's Global Aeronautics Initiative

Tim Rogers, A.A.E.

Global Aeronautics Initiative

Background

- ▶ Recognition of opportunities
- ▶ Creation of vision for University & Community
- ▶ Pathway to niche identification & feasibility

**Industry Trends
Analysis:
35 company
interviews**

• March - November 2017



**External Market
Study: RSA niche
identification
analysis**

• November 2017 - April 2018



**Federal
Research
Opportunity
Assessment**

• Ongoing



**Leadership Team
Formation:
Business &
financial plan
development**

• August 2018 - December 2018



**Implementation
Decision**

• Spring 2019

Initial Market Opportunities

- ▶ **Manned Aeronautics**
 - ▶ **Talent Pipeline Development of Pilots, Technicians, & Airport Management**
 - ▶ 500,000+ 10-year demand*
 - ▶ Corporate strategic partnership opportunities
 - ▶ KSLN Airport Complex - A competitive advantage
- ▶ **Unmanned Aeronautics**
 - ▶ **Training & Operations for State and Local Law Enforcement/First Responders**
 - ▶ Most accessible initial market (\$1.1B total market)*

* Findings from Renaissance Strategic Advisor Aeronautic Market Study

Next Steps to Assess and Address Initial Market Opportunities

- ▶ Create Leadership Teams:
 - ▶ Manned
 - ▶ Unmanned Law Enforcement/First Responders
- ▶ Team Charge:
 - ▶ Recommend goals/metrics/strategies
 - ▶ Highlight capability gaps and solutions
 - ▶ Identify private, state and federal funding opportunities
- ▶ Plan delivery to KSU President, Dick Myers in December 2018

Announcements

Kasey Windhorst

October 24, 2018 Study Session

Salina to Denver, Chicago and Beyond—a 6 Month Review

Featuring Gary Foss, Managing Member
The Arkstar Group

Wednesday, October 24th, 2018
4:00 PM

Hangar 600, 2720 Arnold Court
Second Floor Conference Room

UNITED



Operated by SkyWest Airlines



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



Upcoming Board Study Session

November 7, 2018

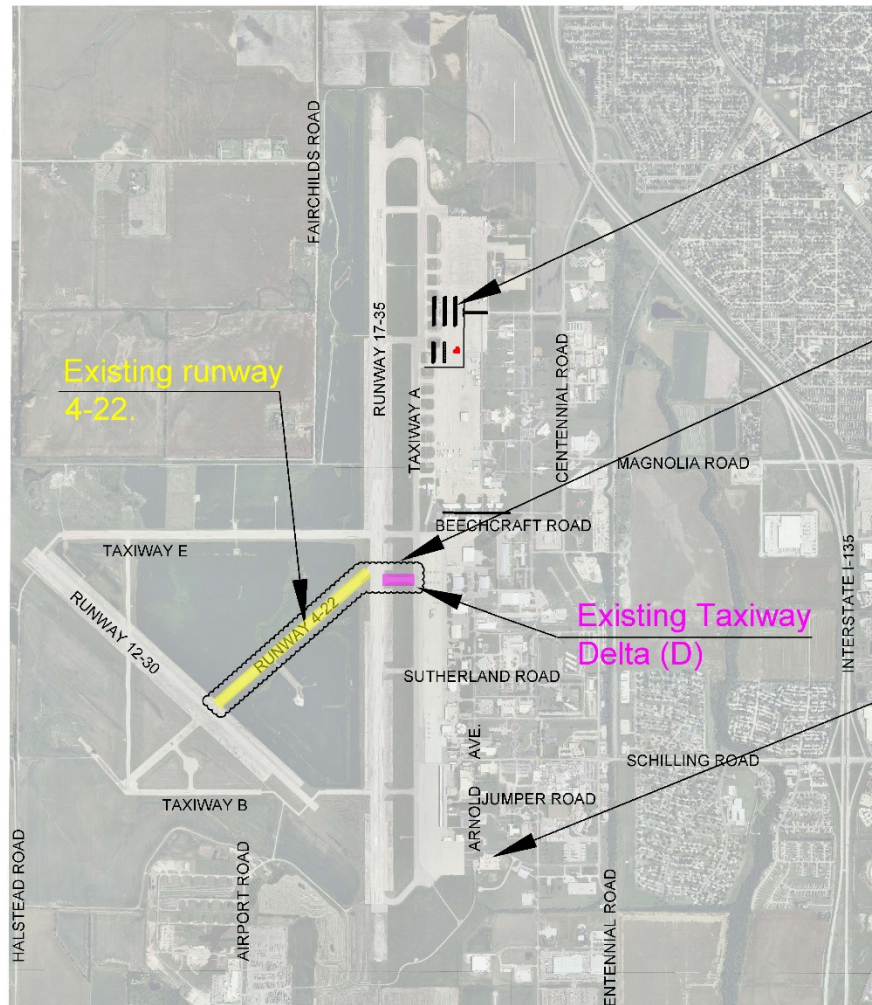
4:00 P.M.



Adjournment

Location Maps

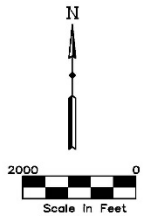
Tim Rogers, A.A.E.



North Ramp Stage I
T-Hangar Planning
Review.

Convert Runway
4-22 to Taxiway
Delta Extension.

M. J. Kennedy
Airport Terminal
Planning Review
Project.



Drawing Number 2512-10-18



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
None REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" = 2000' : SCALE
10/10/18, 08:44 : DATE

SALINA AIRPORT AUTHORITY
October 2018 Board Meeting Location Map

1
OF
1



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 Rd.
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 Bershel?)	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., SUITE 100
 SALINA, KS 67401
 PHONE: (785) 825-1100
 FAX: (785) 825-1101
 WWW: WWW.SALINAAPORT.ORG
 1" = 1000', 8 1/2" X 11" DRAWING (10/11)
 9/18/18, 09/18, DATE

SHEET

SALINA AIRPORT AUTHORITY STAFF PLANS
 Buildings Owned By SAA

5

