

Salina Airport Authority Board of Directors Regular Meeting

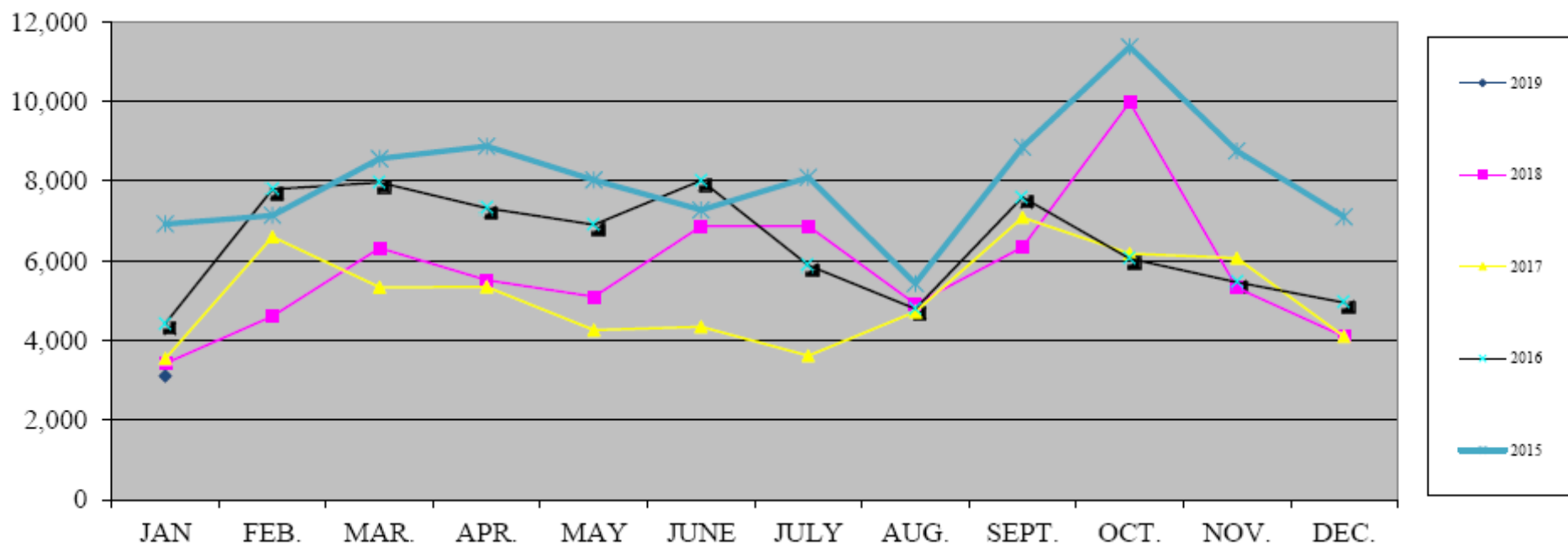
February 20, 2019



Review of Airport Activity & Financial Reports

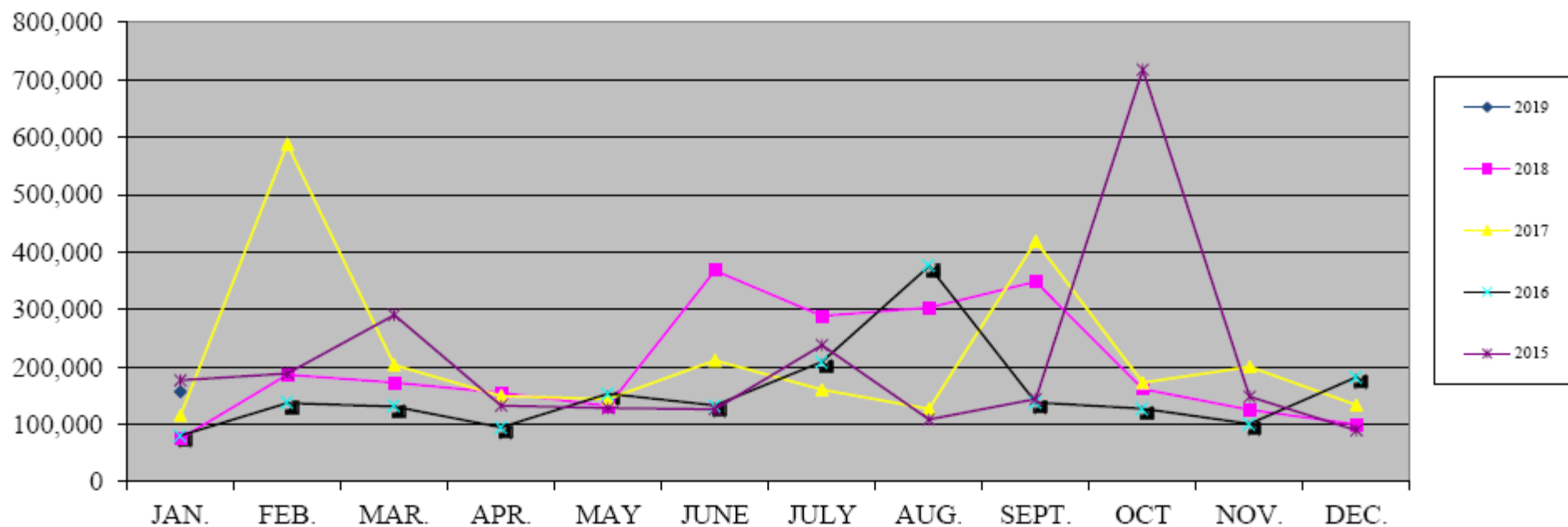
Tim Rogers, A.A.E.

Shelli Swanson, C.M.



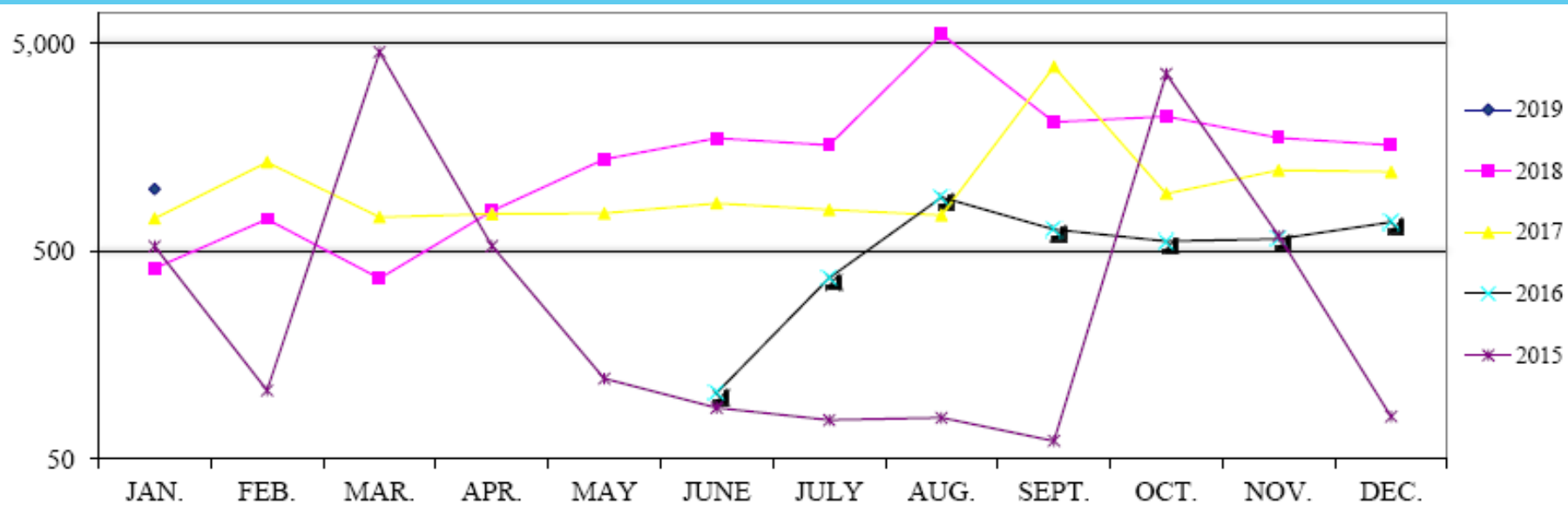


Fuel Flowage



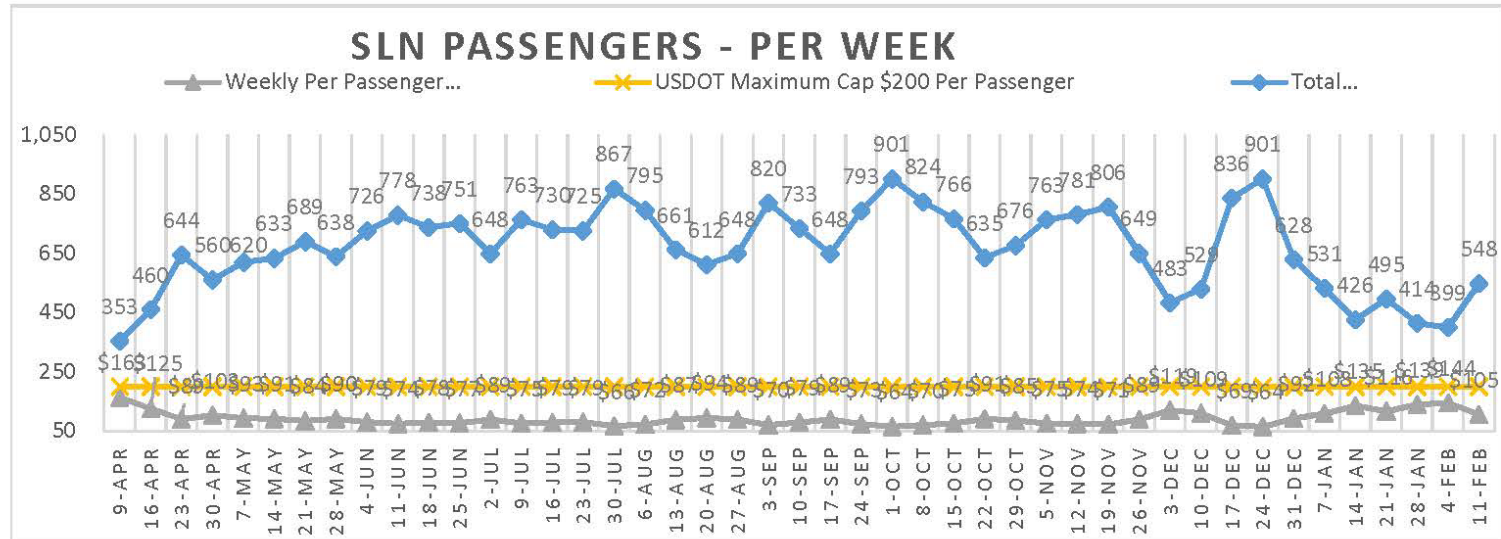


Enplanements



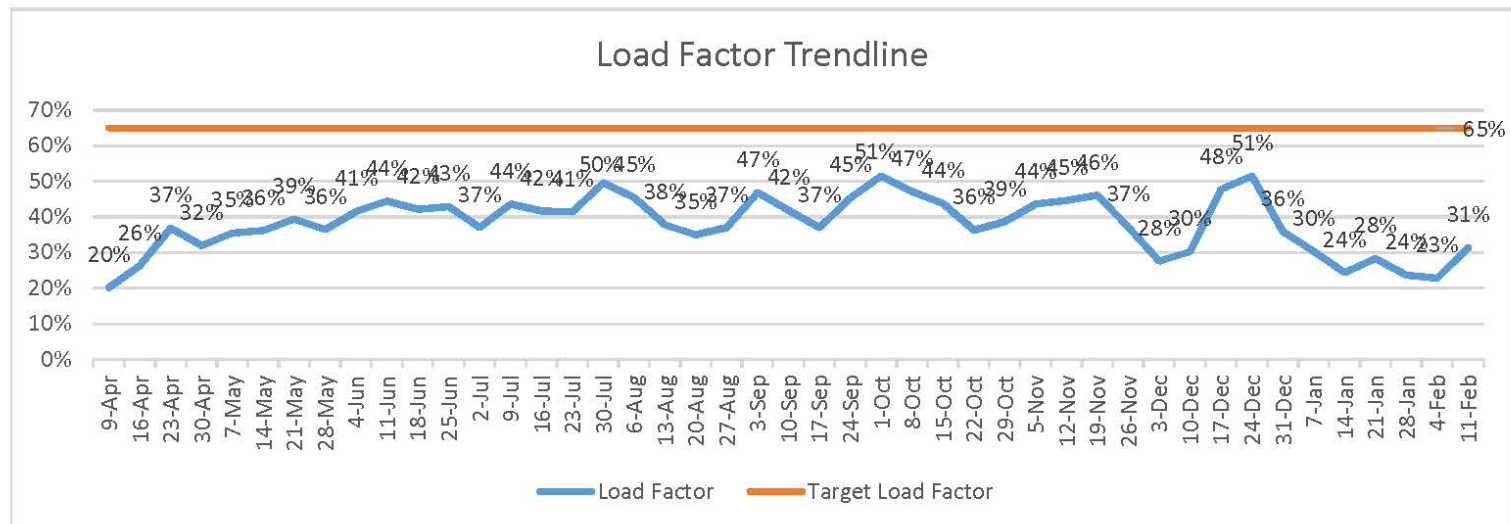
Weekly Enplanements and Load Factor

2018 - 2019 SkyWest Airlines



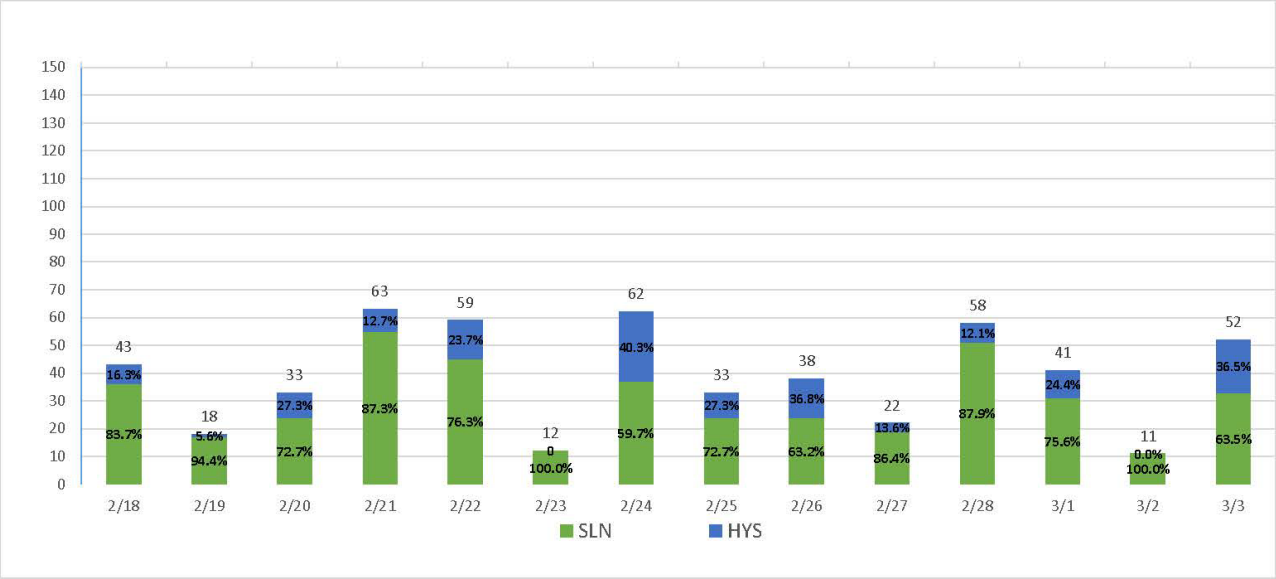
* Subsidy per passenger based on \$57,597/week

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

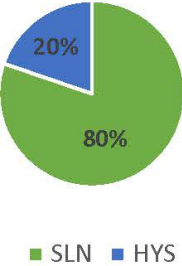


Advanced Bookings

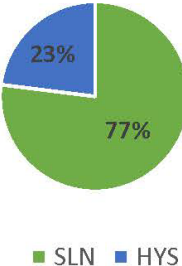
2019 SkyWest Airlines														
Advance Bookings - Enplanements														
Pax Composition (SLN and HYS)														
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	2/18	2/19	2/20	2/21	2/22	2/23	2/24	2/25	2/26	2/27	2/28	3/1	3/2	3/3
SLN	36	17	24	55	45	12	37	24	24	19	51	31	11	33
HYS	7	1	9	8	14	0	25	9	14	3	7	10	0	19
Total Pax per day	43	18	33	63	59	12	62	33	38	22	58	41	11	52
Load Factor	28.67%	12.00%	22.00%	42.00%	39.33%	24.00%	62.00%	22.00%	25.33%	14.67%	38.67%	27.33%	22.00%	52.00%



Advanced Bookings
February 18 - March 3



Advanced Bookings
History YTD



Total Operations and Fuel Flowage

Total Operations and Fuel Flowage at Selected Airports 2016 ~ 2018

OPERATIONS	AIRPORT	2016 TOTAL OPERATIONS	2017 TOTAL OPERATIONS	2018 TOTAL OPERATIONS	2017 ~ 2018 Percentage Change
	Salina Regional Airport SLN	77,111	61,141	69,293	13%
	Newton EWK	70,200	70,229	67,500	-4%
	New Century IXD	50,243	55,499	57,661	4%
	Johnson County Executive OJC	49,179	37,050	39,677	7%
	Hutchinson HUT	36,397	34,167	31,898	-7%
	Manhattan MHK	22,349	24,260	30,933	28%
	Topeka Billard TOP	33,730	25,004	22,239	-11%
	Garden City GCK	18,191	16,803	16,881	0%
	Topeka Forbes FOE	23,396	13,476	10,256	-24%
TOTALS		380,796	337,629	346,338	3%

FUEL FLOWAGE		2016 TOTAL FUEL FLOWAGE	2017 TOTAL FUEL FLOWAGE	2018 TOTAL FUEL FLOWAGE	2017 ~ 2018 Percentage Change
	Salina Regional Airport SLN	1,860,912	2,622,257	2,414,824	-8%
	New Century IXD	1,300,555	1,062,062	1,356,862	28%
	Jabara Airport AAO	1,012,749	1,019,033	1,096,491	8%
	Manhattan MHK	877,463	1,007,412	1,016,938	1%
	Garden City GCK	870,727	759,487	817,432	8%
	Topeka Forbes FOE	1,268,642	740,592	618,365	-17%
	Johnson County Executive OJC	639,479	559,961	595,959	6%
	Hutchinson HUT	214,300	208,130	202,450	-3%
	Newton EWK	214,834	218,147	167,008	-23%
	Topeka Billard TOP	143,707	133,849	144,029	8%
	TOTALS	8,403,368	8,330,930	8,430,358	1%

Financial Reports

Salina Airport Authority Profit & Loss Budget Performance January 2019

3:38 PM

02/15/2019

Accrual Basis

	<u>Jan 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
Total Airfield revenue	76,264	70,943	5,321	108%	851,307
Total Building and land rent	120,517	118,306	2,211	102%	1,419,660
Total Other revenue	7,349	18,751	-11,402	39%	225,000
Total Income	<u>204,130</u>	<u>208,000</u>	<u>-3,870</u>	<u>98%</u>	<u>2,495,967</u>
Gross Income	204,130	208,000	-3,870	98%	2,495,967
Expense					
Total Administrative expenses	113,605	134,641	-21,036	84%	1,615,722
Total Maintenance expenses	60,622	70,251	-9,629	86%	843,000
Total Expense	<u>174,227</u>	<u>204,892</u>	<u>-30,665</u>	<u>85%</u>	<u>2,458,722</u>
Net Ordinary Income	<u>29,903</u>	<u>3,108</u>	<u>26,795</u>	<u>962%</u>	<u>37,245</u>
Net Income	<u>29,903</u>	<u>3,108</u>	<u>26,795</u>	<u>962%</u>	<u>37,245</u>

Financial Reports

Salina Airport Authority Capital Additions Budget vs. Actual As of January 31, 2019

4:06 PM

02/15/2019

Accrual Basis

ASSETS

	<u>Jan 31, 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total Airfield	718,097	903,521	-185,424	79%
Total Buildings & Improvements	-418	20,000	-20,418	-2%
Total Equipment	1,703	7,500	-5,797	23%
Total Land	0	50,000	-50,000	0%
Total Fixed assets at cost	<u>719,382</u>	<u>981,021</u>	<u>-261,639</u>	<u>73%</u>

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

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Prospect ID	Baker Donelson ID	Status	Hangar	SF	Proposed Aeronautical Use	Est. Jobs		Est. Payroll	Lease Term	Notes
19-004		New	H504	5,617	Air ambulance	3		TBD	Long-Term	Site visit complete, prospect meeting scheduled 2/22/2019
19-001	BD-003	New	H600, H606, H959	TBD	DoD MRO facility for surveillance and general transport.	TBD		TBD	Long-Term	Information submitted on SAA hangars; follow-up
19-003	BD-005	New	H600, H606, H959	TBD	Manned/Unmanned simulation center	TBD		TBD	Long-Term	Joint SAA, SCEDO & KSU Aviation effort
19-002	BD-004	New	Portion of H959	TBD	MRO - AH 64 Apache helicopter rotorblades	TBD		TBD	2 years	Information submitted on SAA hangars; follow-up
18-010		Active	H600-606	25,000	Base of flight operations - Agriculture remote sensing	TBD		TBD	Multi-Year	Information submitted; site visiting pending
18-009		Active	H600-606	50,000	Business Jet MRO/final assembly	50		1,976,000	Multi-Year	TBD, information submitted; follow-up
17-005		Active	H724	30,664	Global Aeronautics Initiative/AARC	TBD		TBD	Multi-Year	Sales tax grant, rent abatement, EDA grant, St. KS grant
18-011		Active	H959	129,733	MRO facility	TBD		TBD	TBD	Information submitted; Ark star contacted
18-008		Active	H959	66,000	MRO facility - tactical aircraft	N/A		TBD	Multi-Year	KDOC Project Shell
17-006		Active	H959	129,733	Aircraft sub-components and structures production	35		2,100,000	Multi-Year	Sales tax grant; all available state; follow-up
18-004		Active	H959	129,733	Regional aircraft MRO	TBD		TBD	Multi-Year	TBD, Site visit pending; follow-up
18-005		Inactive	H504	5,617	Ground/Air Ambulance Service	4		TBD	Multi-Year	TBD, Site visit pending
18-002		Inactive	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.
17-008		Inactive	H600	68,308	Military flight training (tactical aircraft)	10		650,000	Multi-Year	
17-002		Inactive	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A		N/A	Multi-Year	
17-004		Inactive	H600	68,308	Flight training	10		550,000	Multi-Year	
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	
18-001		Inactive	H606	20,000	Aircraft modification - business jets	TBD		TBD	Short-Term	Company was not awarded project (by NASA). Will keep SUN in mind for future projects.
18-007	BD-001	Inactive	H959	80,000	Unmanned Aircraft MRO	25		1,040,000	Long-Term	
18-006		Inactive	H959	20,000	Flight Test	N/A		N/A	Short-Term	N/A



Consideration of the Proposed Agreement with the Salina Area Chamber of Commerce for Economic Development Services

Tim Rogers, A.A.E.

Talent Recruitment, Development, and Training

Short-term

Awareness

Recruitment

Support

Long-term

Pipelines

Development

Training

Talent Recruitment, Development, and Training

Long-term

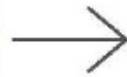
Pipelines

Development

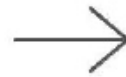
Training



INDUSTRY
DEFINITION



DEMAND
ANALYSIS



SUPPLY
ANALYSIS



TALENT
PIPELINE

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

Talent Recruitment, Development, and Training

Long-term

Pipelines

Development

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

Real-World Career Experiences
Exploring®

You will...

- Participate in hands-on medical experiences
- Develop leadership skills
- Build team work
- Network with professional mentors
- Learn career educational requirements
- Build your resume with work experience

Hands-on experience in:

- Emergency Medicine
- Robotic Surgery
- Trauma
- Cancer Treatment
- Nursing
- Physicians
- Pharmacy
- Physical Therapy
- Sports Medicine
- Hospital Administration
- Lab Tech
- X-ray Tech

Come to our open house night:
Thursday September 25
7-8 PM
Front Desk
Salina Regional Health Center

Want to learn more?
Contact Kelsey Houston at 827- 4461,
Eric Brown at 827-9301 or USD 305's Deb Kohn at 309-3500

Medical Career Experiences sponsored by:

Salina Regional Health Center
Confidence for the Good Life

Salina
Area Chamber of Commerce

SALINA PUBLIC SCHOOLS

Talent Recruitment, Development, and Training

Long-term

Pipelines

Development

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

Talent Recruitment, Development, and Training



Short-term

Awareness

Recruitment

Support

- Community and Career Awareness
 - Raising Salina's profile across the state and region.
(in a positive way)
 - School Bond
 - River Renewal
 - Downtown Revitalization
 - Healthcare
 - Airport

Talent Recruitment, Development, and Training



- Talent Recruitment Funnel
 - Marketing
 - Digital and Traditional
 - Employment Fairs, Targeting of high unemployment areas & complimentary workforce demographic, Plant Closure/Reduction in force
 - University and Certificate Program Recruitment
 - Regent Schools and other school in the midwest

Talent Recruitment, Development, and Training



Short-term

Awareness

Recruitment

Support

- Talent Recruitment Funnel cont.
 - Military Recruitment
 - Over 200,000 Annually Transition from service
 - Ft. Riley has an estimated 400 per month
 - Ft. Riley, National Guard, McConnell Air Force Base, US Army Reserve, etc.
 - Soldier for Life – Transition Assistance Program, USO Pathfinder Program, US Army Reserve P3, KEEP (Kansas Employment Exploration Program), HEROES Make America

Talent Recruitment, Development, and Training

Short-term

Awareness

Recruitment

Support

- Talent Recruitment Funnel cont.
 - Partnerships
 - Wrap around relocation service
 - Housing, childcare, healthcare


Salina
Area Chamber of Commerce

Right place. Right reason. Right *now*.

**Trailing
Spouse Program**

**Customized Tours for
Prospective Employees**

Review of the Coffman Associates Scope of Work for Completing a FAA Funded Terminal Building Requirements Study.

Tim Rogers, A.A.E.



Consideration of a Termination Agreement with AAL Organic Matters, LLC and Associated Promissory Note

Shelli Swanson, C.M.

Greg Bengtson



Staff Reports

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. The main text, 'Staff Reports', is positioned on the left side against a plain white background.

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.

International Aerobatic Club U.S. National Aerobatic Championships - Scheduled for September 21-29, 2019

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



Results of the Annual 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 13, 2019

File Number: 2019CE800015

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 7-8, 2019. 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:

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.

1. 139.7- Methods and procedures for compliance.

During the inspection of the Runway Holding Position Signs (RHPS) it was found that all the RHPS intensity would fluctuate along with the runway edge lights. AC 150/5340-18 Paragraph 15 states, "Lighted signs are installed with a power source that will ensure consistent illumination and eliminate varying illumination when runway/taxiway lights are activated at all brightness steps." The airport will need to install isolation transformers that will not allow the sign intensity fluctuate along with the runway lighting.

Correction Date: **May 1, 2019**

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.

2. 139.321(c) – Handling and Storing of Hazardous Substances & Materials.

During the inspection of the fuel storage area Pump 6 was leaking from under the tank. NFPA 407, 5.2.1 Fuel servicing equipment shall comply with the requirements of this standard and shall be maintained in safe operating condition. Leaking or malfunctioning equipment shall be removed from service." The airport must contact the fueling agent and have them fix the leak as soon as possible.

Correction Date: **March 7, 2019**

3. 139.321(c) – Handling and Storing of Hazardous Substances & Materials.

During the inspection of all the fueling hoses on the fueling servicing vehicles and fuel storage tanks, several hoses were found to be past the 10-year certification date. NFPA 407 4.2.9.2 states, "Aircraft fueling hose shall be removed from service after 10 years from the date of manufacture." The airport must contact the fueling provider on the airfield and have them replace all hoses passed the 10-year certification date.

Correction Date: **March 7, 2019**



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,

John N. Fotiadis
Airport Certification Safety Inspector

Airfield Snow removal and Deicing Measures and Associated Costs

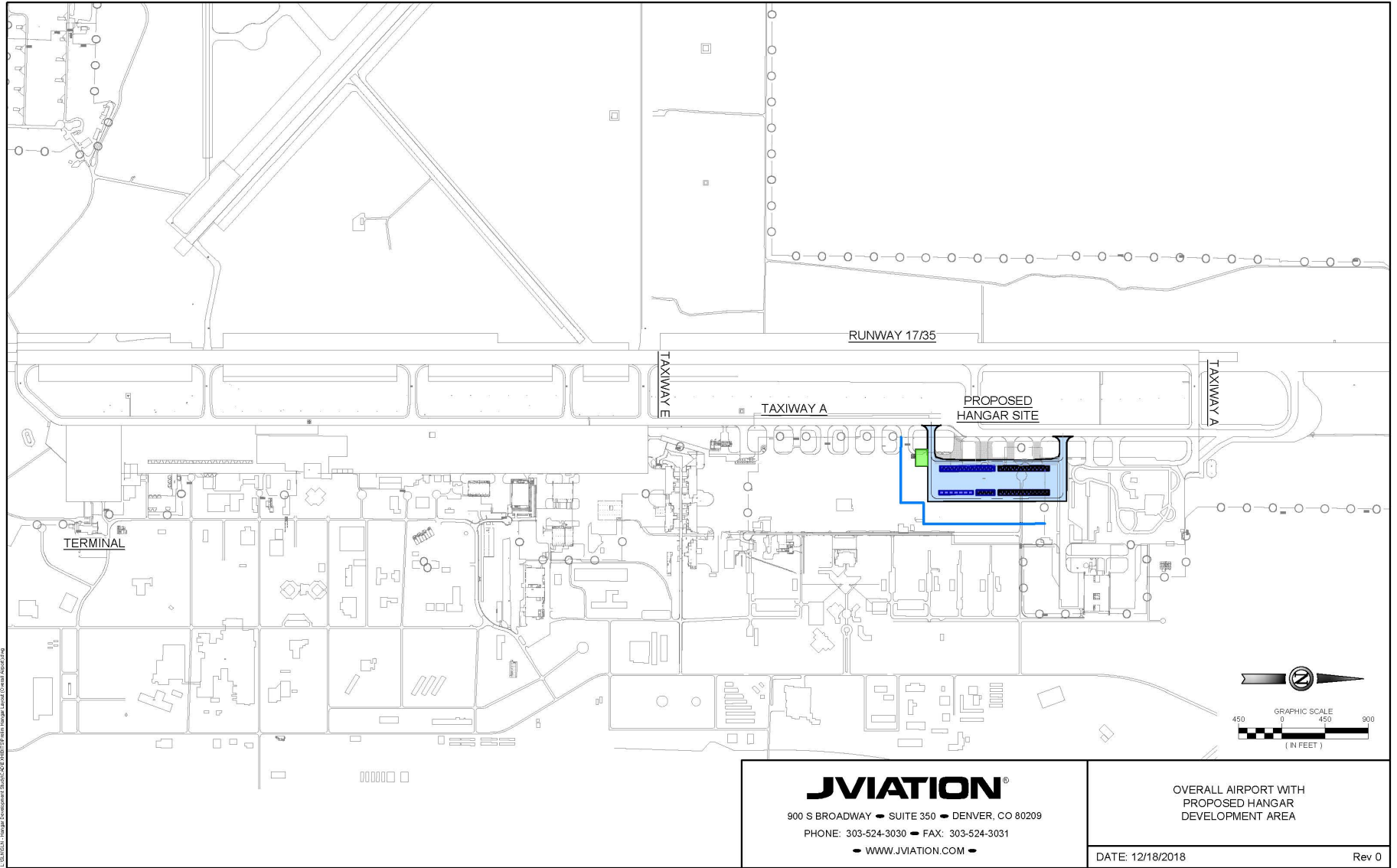
Tim Rogers, A.A.E.



Concept Layout for T-Hangar Construction

Tim Rogers, A.A.E.

Kenny Bieker



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OVERALL AIRPORT WITH
PROPOSED HANGAR
DEVELOPMENT AREA

DATE: 12/18/2018

Rev 0



Schedule for Hangar H409 Lobby Improvements

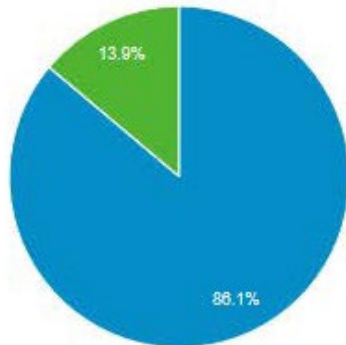
Project	Cost
Replace Lobby Carpeting with Commercial Grade Tile	\$4,267.13
Install Water Meter	\$928.00
Install Restroom/Lobby Glass Partitions	\$4,348.00

March 20, 2019 Board Meeting Agenda Preview

- Report on Salina Regional Airport and Airport Industrial Center Impact on Salina and Saline County
- Review of New T-Hangar Construction Estimated Costs and Project Financing Options
- Terminal Building Requirements Study from Coffman and Associates

Fly Salina Marketing

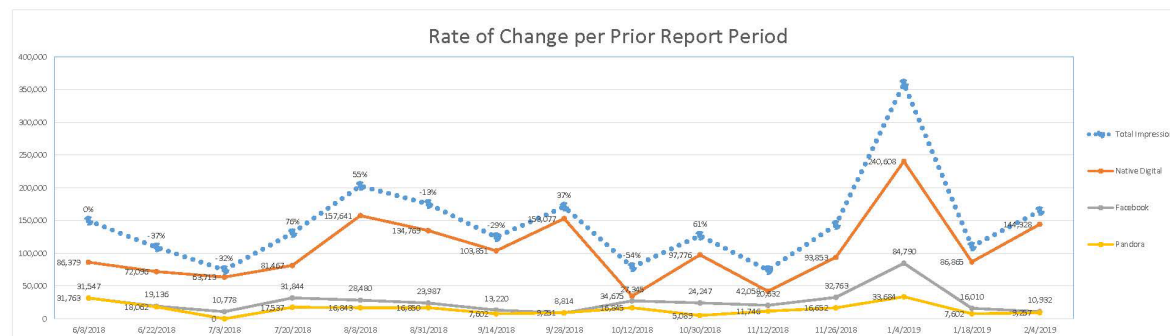
■ New Visitor ■ Returning Visitor



City	Acquisition		
	Users	New Users	Sessions
	4,429 % of Total 9.28% (4,429)	4,091 % of Total 8.46% (4,091)	5,583 % of Total 11.81% (5,583)
1. Salina	669 (14.60%)	556 (13.09%)	993 (17.79%)
2. Coffeyville	509 (11.11%)	509 (12.41%)	503 (9.12%)
3. Kansas City	425 (9.38%)	379 (9.23%)	547 (9.78%)
4. Manhattan	174 (3.88%)	139 (3.38%)	200 (3.58%)
5. Wichita	154 (3.46%)	129 (3.13%)	183 (3.28%)

Salina Regional Airport (SLN)
SKW/UAL Marketing
Digital, Facebook & Pandora Results

Period Impressions																			
Media	As of 09/14/18	(t/-)	As of 09/28/18	(t/-)	As of 10/12/18	(t/-)	As of 10/30/18	(t/-)	As of 11/12/18	(t/-)	As of 11/26/18	(t/-)	As of 1/4/19	(t/-)	As of 1/18/19	(t/-)	As of 2/4/19	(t/-)	Total Cumulative Impressions
Native Digital	103,851	-23%	153,077	47%	34,675	-77%	97,776	182%	42,058	-57%	93,853	123%	240,608	156%	86,865	-64%	144,328	66%	1,993,160
Facebook	13,220	-45%	8,814	-33%	27,345	210%	24,247	-11%	20,632	-15%	32,763	59%	84,790	159%	16,010	-81%	10,932	-32%	466,768
Pandora	7,602	-55%	9,251	22%	16,845	82%	5,089	-70%	11,746	131%	16,652	42%	33,684	102%	7,602	-77%	9,257	22%	235,622
Total	124,673	-29%	171,142	37%	78,865	-64%	127,112	61%	74,436	-41%	143,268	92%	359,082	151%	110,477	-69%	164,517	49%	2,695,550



Executive Session

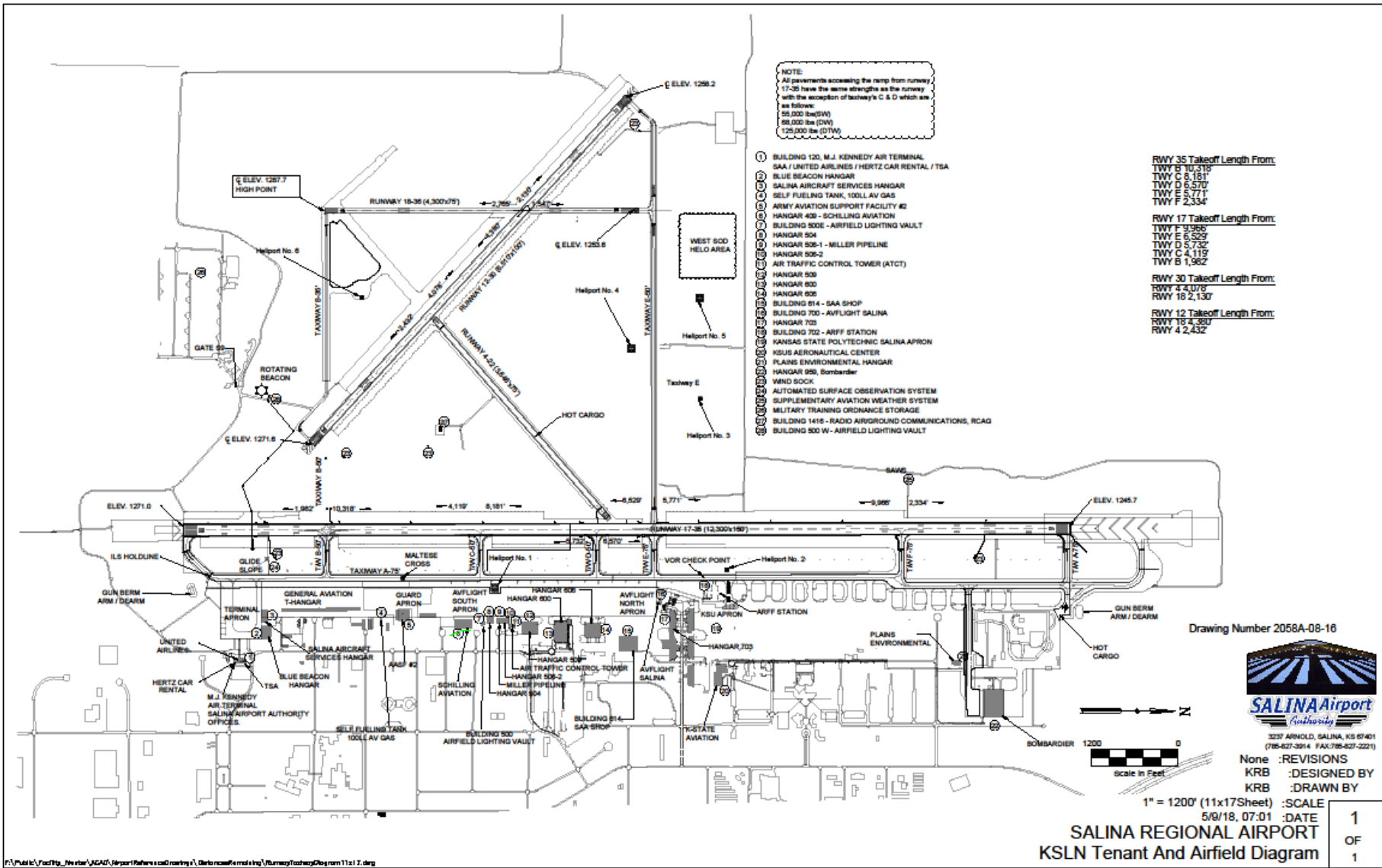


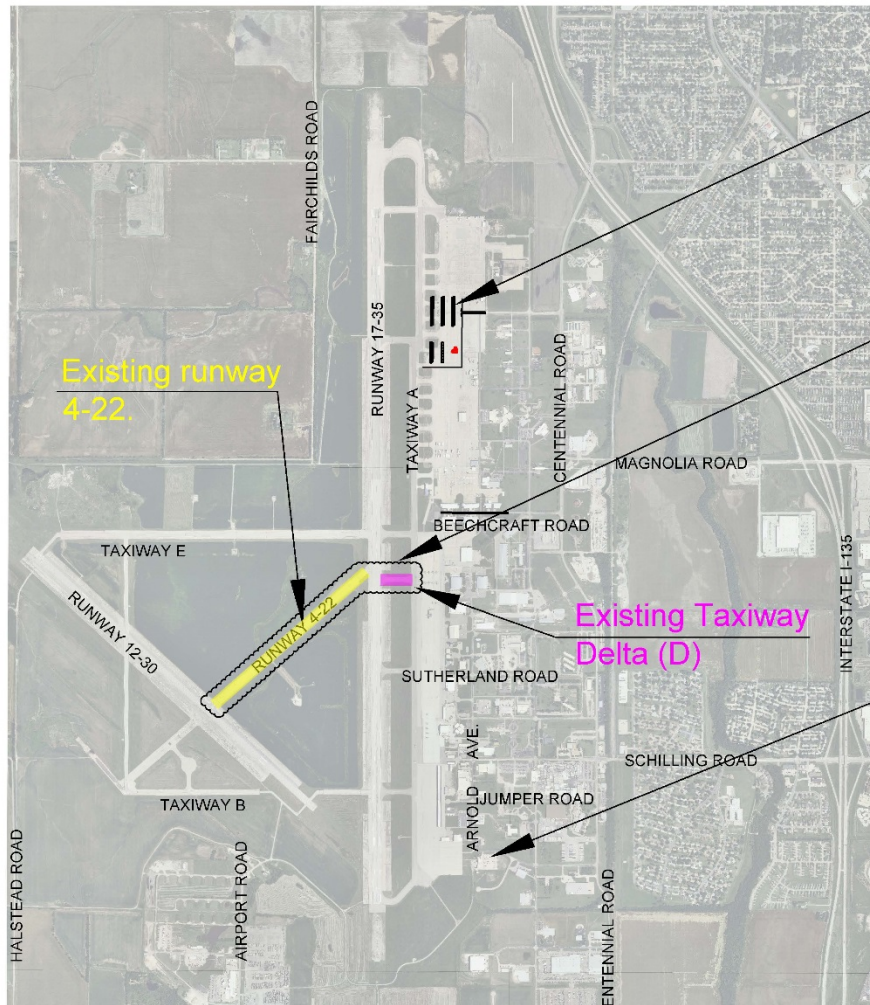
Adjournment

Location Maps

Tim Rogers, A.A.E.

KSLN Tenant and Airfield Diagram

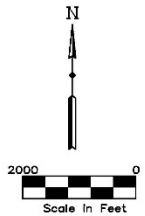




North Ramp Stage I
T-Hangar Planning
Review.

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



Site 6
6 Acres
Sheet 3

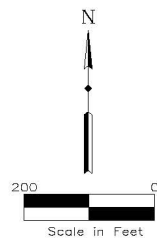
Site 5
10 Acres
Sheet 3

Site 1
9.5 Acres
Sheet 2

Site 2
13 Acres
Sheet 3

Site 3
9 Acres
Sheet 3

Site 4
80 Acres
Sheet 3



Drawing Number 2541-01-19



3237 ARNOLD, SALINA, KS 67401
(785-827-3814 FAX: 785-827-2221)

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" = 3000' : SCALE
1/11/19, 13:01 : DATE

SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Location Map

1
OF
7

Short-term

Awareness

Recruitment

Support

TURNING WHAT IF INTO WHAT IS

**Imagine
Salina**


Salina
Area Chamber of Commerce

5-Year Strategy

WORKFORCE DEVELOPMENT

\$190,000

ANNUAL ALLOCATION

\$950,000

5-YEAR ALLOCATION

BUSINESS EXPANSION & RETENTION

\$130,000

ANNUAL ALLOCATION

\$650,000

5-YEAR ALLOCATION

TOTAL

\$320,000

ANNUAL ALLOCATION

\$1,600,000

5-YEAR ALLOCATION

Goal
\$1,600,000

\$1,446,100
Raised

"Collaborating together, the community can creatively and aggressively face the challenges of both attracting skilled workers to the Salina area and ensuring that skills are grown and retained within the local workforce."

- Linda Salem, President, Great Plains Manufacturing

Imagine
Salina

TURNING WHAT IF
INTO WHAT IS

"As the Salina Regional Healthcare System continues to grow, we believe a collaborative community effort to grow the workforce is paramount to the Salina area's continued success."

- Michael Terry, President/CEO, Salina Regional Health Center

WATSON
STIEFFEL THEATRE

\$0



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.”