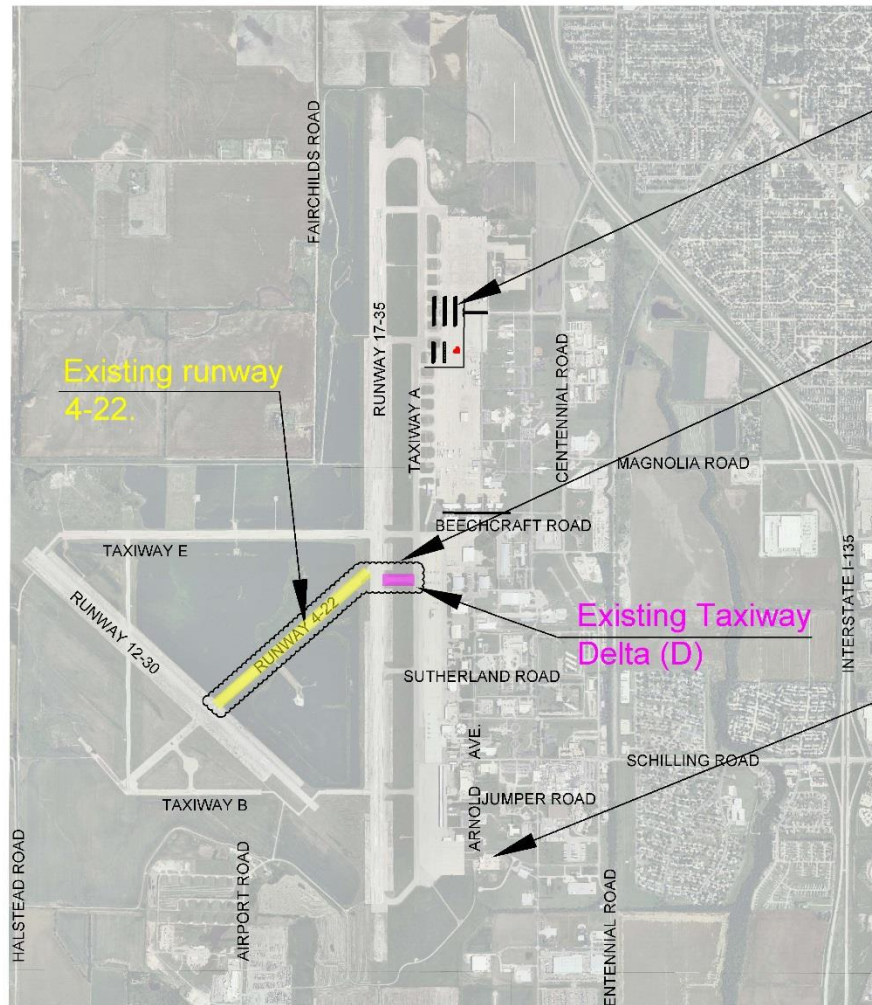# Salina Airport Authority
Board of Directors
Regular Meeting

March 20, 2019
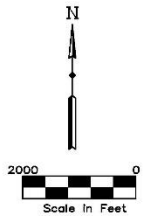
North Ramp Stage I T-Hangar Planning Review.

Convert Runway 4-22 to Taxiway Delta Extension.

Existing runway 4-22.

Existing Taxiway Delta (D)

M. J. Kennedy Airport Terminal Planning Review Project.

FAIRCHILDS ROAD

RUNWAY 17-35

RUNWAY A

TAXIWAY A

CENTENNIAL ROAD

MAGNOLIA ROAD

BEECHCRAFT ROAD

TAXIWAY E

RUNWAY 12-30

RUNWAY 4-22

SUTHERLAND ROAD

INTERSTATE I-135

ARNOLD AVE.

SCHILLING ROAD

JUMPER ROAD

TAXIWAY B

HALSTEAD ROAD

AIRPORT ROAD

ENTENNIAL ROAD

N

2000   0
Scale In Feet

Drawing Number 2512-10-18

SALINA Airport
Authority

3237 ARNOLD, SALINA, KS 67401
(785-827-3914   FAX: 785-827-2221)
None : REVISIONS
KRB : DESIGNED BY
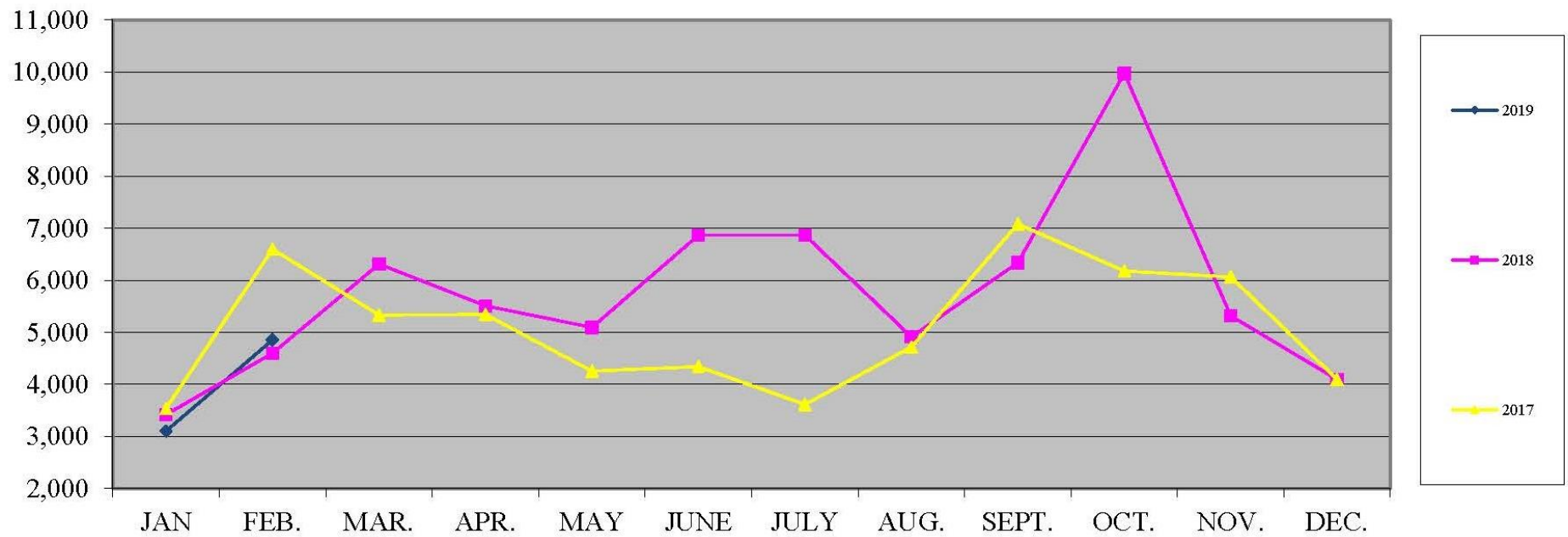KRB : DRAWN BY
1" = 2000' : SCALE
10/10/18, 0844 : DATE

SALINA AIRPORT AUTHORITY
October 2018 Board Meeting Location Map

1
OF
1

\\dc1\central\Public\Facility_Master\00EMailDuplication\B\BoardMeetings\LocationMap\181019BoardLocationMap.dwg

Review of Airport Activity & Financial Reports

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Air Traffic

Fuel Flowage
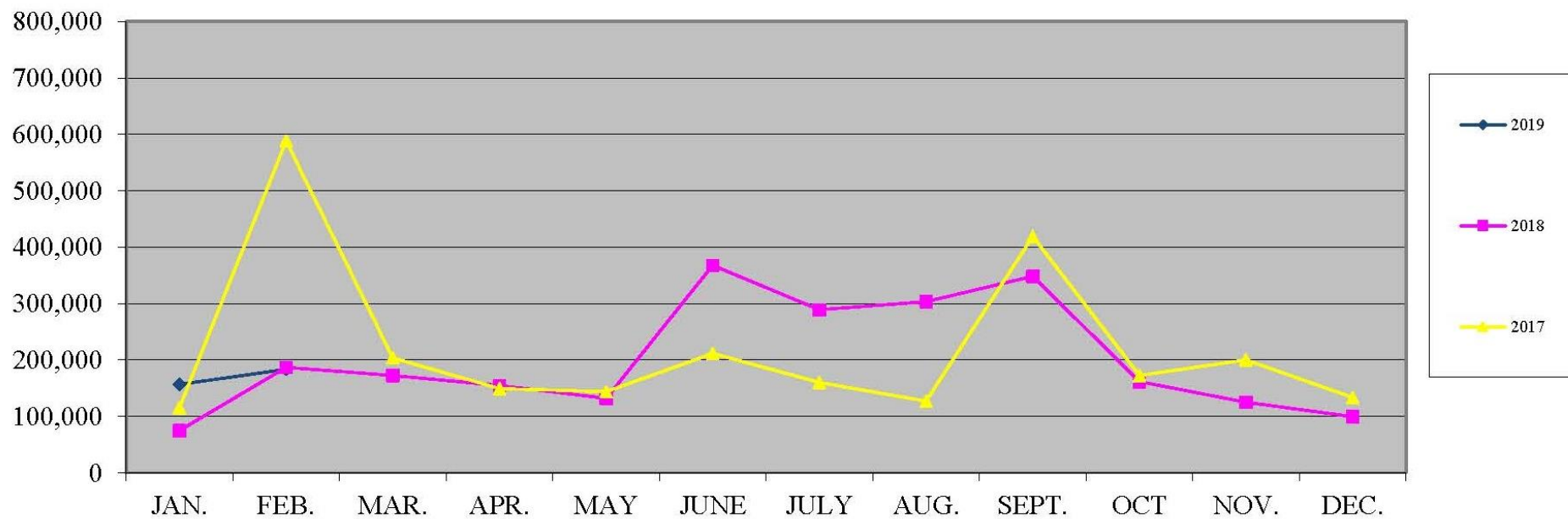
Enplanements
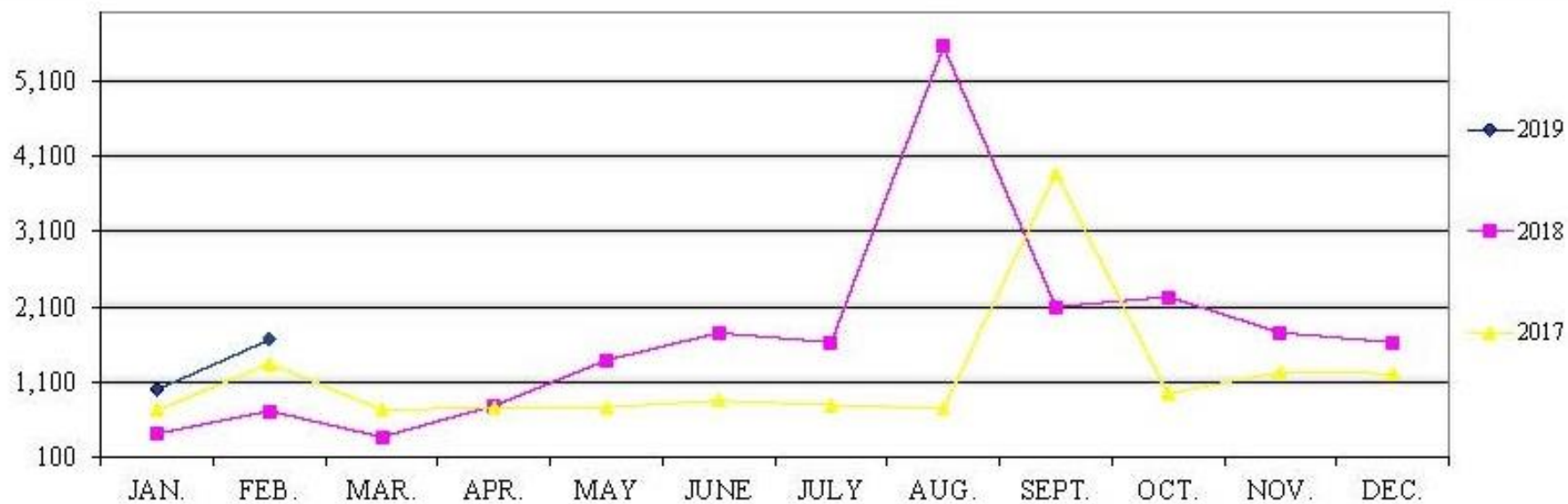
Weekly Enplanements and Load Factor

2018 - 2019 SkyWest Airlines

SLN PASSENGERS - PER WEEK

Legend: Weekly Per Passenger... / USDOT Maximum Cap $200 Per Passenger / Total...
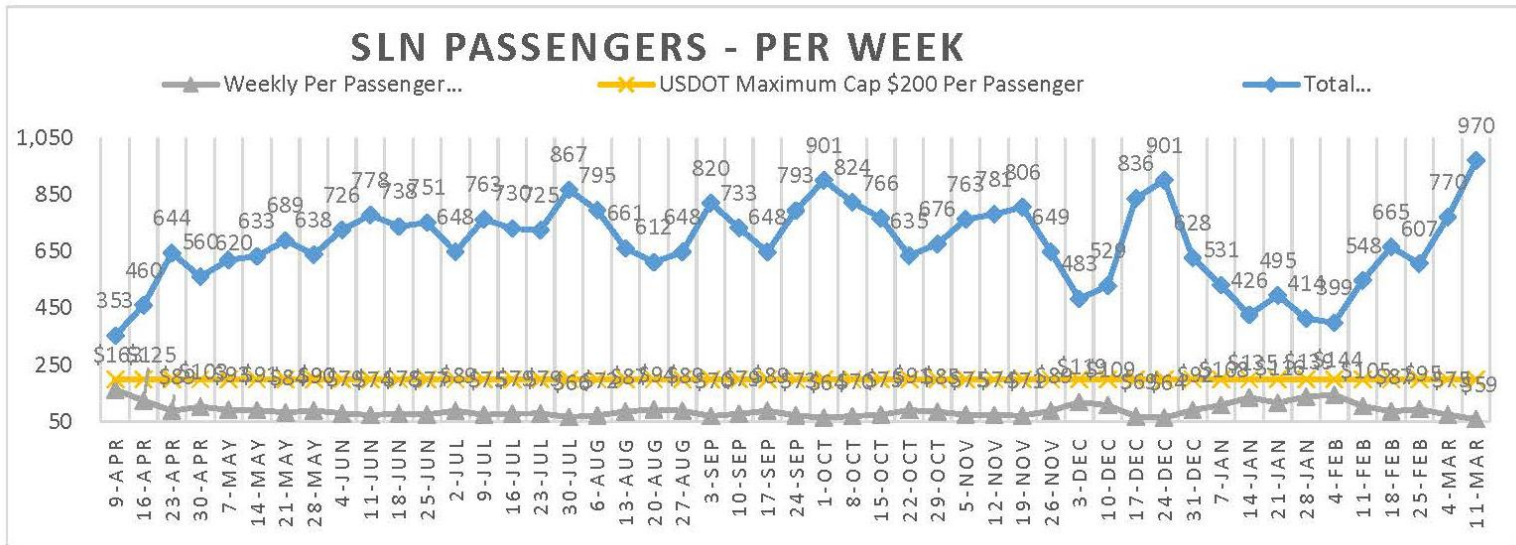
* Subsidy per passenger based on $57,597/week
* Passenger numbers reported are unaudited by SKW and subject to change
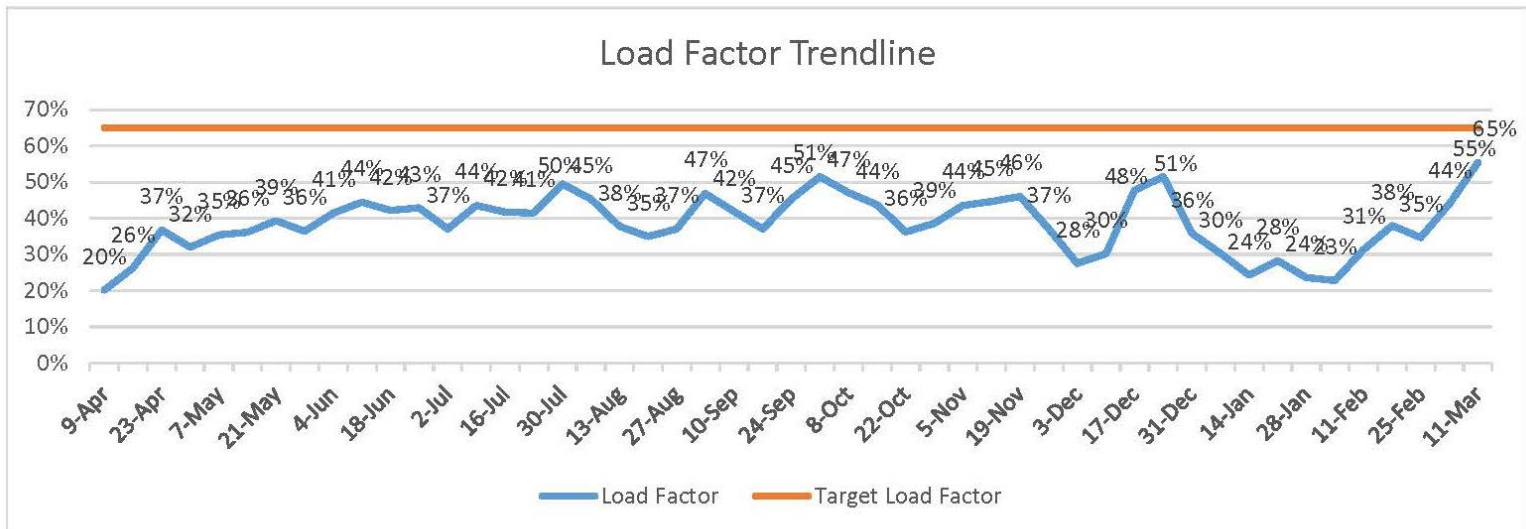
Load Factor Trendline

Legend: Load Factor / Target Load Factor

Are you enjoying the valuable benefits of United's Travel Programs?

With fast and easy enrollment, great rewards are available to individual travelers and organizations with the following programs:

→ **MileagePlus Program** (for individuals)
https://www.united.com/ual/en/US/account/account/signin

→ **PerksPlus Program** (for organizations)
https://unitedperksplus.united.com/

→ **United Meetings** (designed for travel when ten or more people are flying from different cities to a single destination for a specific conference, training class, or event)
https://united.business/meetings

For additional questions, contact Kasey Windhorst with the Salina Airport Authority at:
(785) 827-3914
or
kaseyw@salinaairport.com

Financial Reports

Salina Airport Authority
Profit & Loss Budget Performance
February 2019

	Feb 19	Jan - Feb 19	YTD Budget	$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Total Airfield revenue	99,203	175,467	141,884	33,583	124%	851,307
Total Building and land rent	102,304	222,819	236,610	-13,791	94%	1,419,660
Total Other revenue	6,747	14,097	37,499	-23,402	38%	225,000
Total Income	208,254	412,383	415,993	-3,610	99%	2,495,967
Gross Income	208,254	412,383	415,993	-3,610	99%	2,495,967
Expense						
Total Administrative expenses	115,783	233,717	269,290	-35,573	87%	1,615,722
Total Maintenance expenses	38,199	123,717	140,500	-16,783	88%	843,000
Total Expense	153,982	357,434	409,790	-52,356	87%	2,458,722
Net Ordinary Income	54,272	54,949	6,203	48,746	886%	37,245
Net Income	54,272	54,949	6,203	48,746	886%	37,245

Financial Reports

Salina Airport Authority
Capital Additions Budget vs. Actual
As of February 28, 2019

9:50 PM
03/13/2019
Accrual Basis

	Feb 19	Jan-Feb 19	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Total Airfeld	2,600	783,470	903,521	-120,051	87%
Total Buildings & Improvements	23,625	26,132	20,000	6,132	131%
Total Equipment	6,900	8,603	7,500	1,103	115%
Total Land	0	4,509	50,000	-45,491	9%
Total Fixed assets at cost	33,125	822,714	981,021	-158,307	84%

Review and Discussion of the Results of the February 2019, Salina Regional Airport and Airport Industrial Center Economic Impact Study

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

The Report

- Prepared by Preston Gilson, Ph.D., Senior Policy Fellow, Docking Institute of Public Affairs, Fort Hays State University.

- More than 100 businesses and organizations surveyed.

- Data collected from survey responses, private data sources.

- Calendar year 2017 is the most recent year for all available economic data.

- The economic impact model used was IMPLAN. IMPLAN software and its data base calculates appropriate industry level multipliers at the county level.

- Total economic activity is reported a gross regional product (GRP).

About the Salina Regional Airport and Airport Industrial Center.

- Site of the former Schilling AFB.
- Since 1965 the Salina Airport and Airport Industrial Center has been used to support private businesses, educational institutions, military units, governmental entities, and nonprofits.
- Home for more than 100 businesses and organizations.

About Saline County

- Population – 55,142
- Total Jobs – 42,052
- Households – 22,295
- Gross Regional Product (GRP) - $2,850,919,771

Total Economic Impact on Saline County

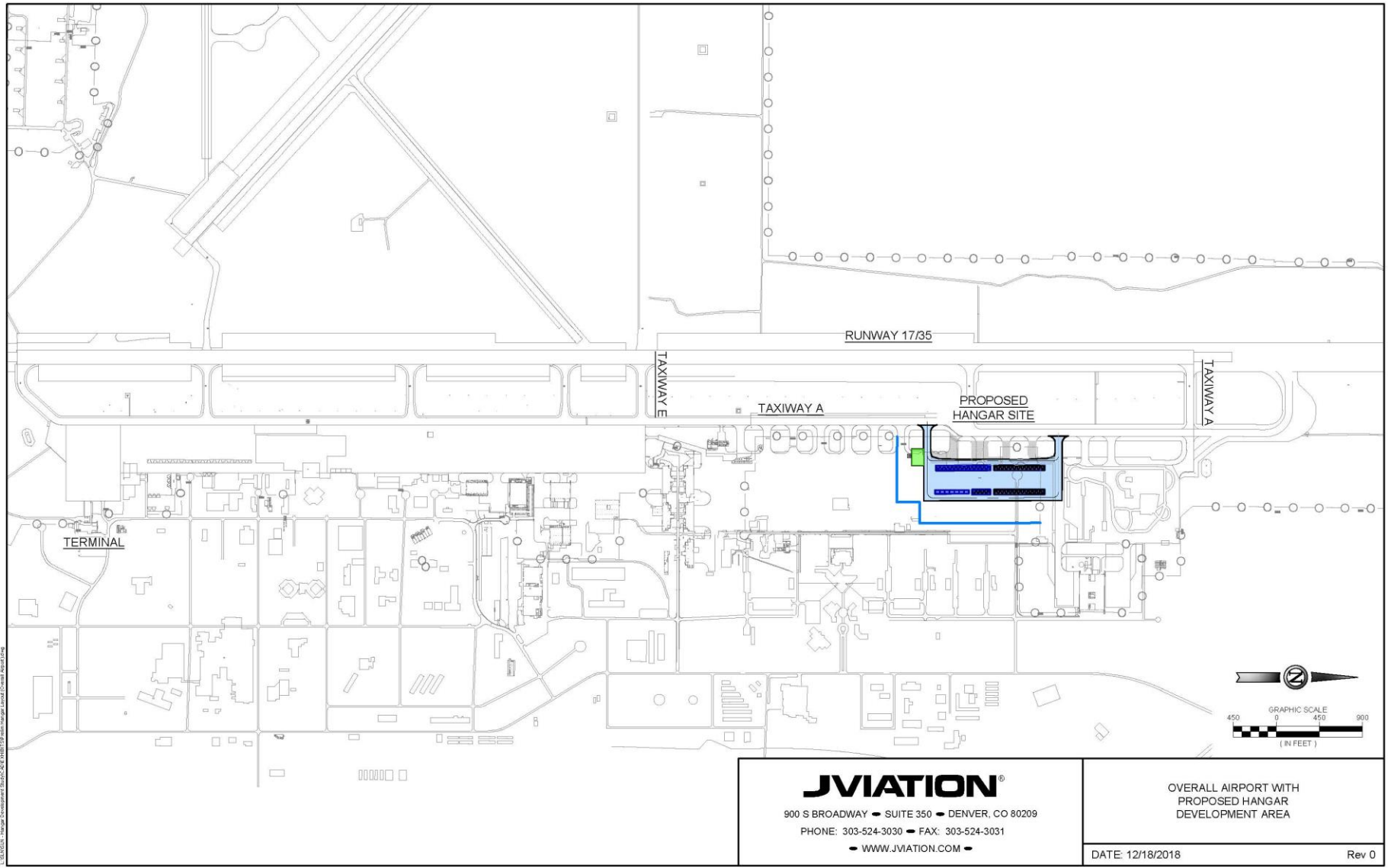|	
Total Economic Impact Private businesses, public education institutions, military units, governmental units, and nonprofits.	**$1,168,468,360**
Percent of Saline County GRP	**41%**
Total Employment Direct, indirect, and induced	**5,996 jobs**
Percent of Saline County Employment	**14%**
Average Annual Wage/Salary	**$58,000**
Average Hourly Wage	**$28.00**

Review of the Estimated Cost to Construct and Finance new Salina Regional Airport T-Hangars.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

RUNWAY 17/35

TAXIWAY E

TAXIWAY A

TAXIWAY A

TAXIWAY A

PROPOSED
HANGAR SITE

TERMINAL

GRAPHIC SCALE
450   0   450   900

(IN FEET)

JVIATION®

900 S BROADWAY ☞ SUITE 350 ☞ DENVER, CO 80209

PHONE: 303-524-3030 ☞ FAX: 303-524-3031

☞ WWW.JVIATION.COM ☞

OVERALL AIRPORT WITH
PROPOSED HANGAR
DEVELOPMENT AREA

DATE: 12/18/2018   Rev 0

PROPOSED HANGAR DEVELOPMENT AREA

JVIATION®

900 S BROADWAY — SUITE 350 — DENVER, CO 80209
PHONE: 303-524-3030 — FAX: 303-524-3031
— WWW.JVIATION.COM —

DATE: 1/15/2019   Rev 3

Review of the Scope of Work for the M.J. Kennedy Air Terminal Requirements Study.

Tim Rogers, A.A.E.

Our Leadership
Direct Involvement by Our Owners

Principal-In-Charge
Steven G. Benson, PE

- 42 Years Experience
- Prepared 300+ Airport Planning Studies

Project Manager
Mike Dmyterko, C.M.

- 23 Years of Experience
- Prepared 130+ Airport Planning Studies

Airport Planner
Eric Pfeifer, C.M., LEED GA

- 14 Years of Experience
- Prepared 60+ Airport Planning Studies

Environmental Planner
Kory Lewis

- 14 Years of Experience
- Prepared 50+ Airport Planning Studies

Airport Planner
Patrick Taylor, C.M.

- 17 Years of Experience
- Prepared 50+ Airport Planning Studies

Geospatial Data Manager
Tim Kahmann

- 16 Years of Experience
- Involved in 50+ Airport Planning Studies

Working Relationship of nearly 40 Years with the FAA Central Region

Terminal Area Plans Resulting in Implemented Projects

- Buchanan Field Airport – Concord, California
- Chippewa Valley Regional Airport - Eau Claire, Wisconsin
- Des Moines International Airport, Iowa
- Dubuque Regional Airport, Iowa
- East Texas Regional Airport, Texas
- Eppley Airfield – Omaha, Nebraska
- Flagstaff Airport, Arizona
- Grand Canyon National Park Airport, Arizona
- Lawton-Fort Sill International Airport, Oklahoma
- Lea County Regional Airport – Hobbs, New Mexico

- Manhattan Regional Airport, Kansas
- Meadows Field Airport – Bakersfield, California
- Phoenix-Mesa Gateway Airport, Arizona
- Portland International Jetport, Maine
- San Luis Obispo County Regional Airport, California
- Santa Fe Regional Airport, New Mexico
- Southwest Florida International Airport - Fort Myers, Florida
- Valley International Airport - Harlingen, Texas
- Waco Regional Airport, Texas
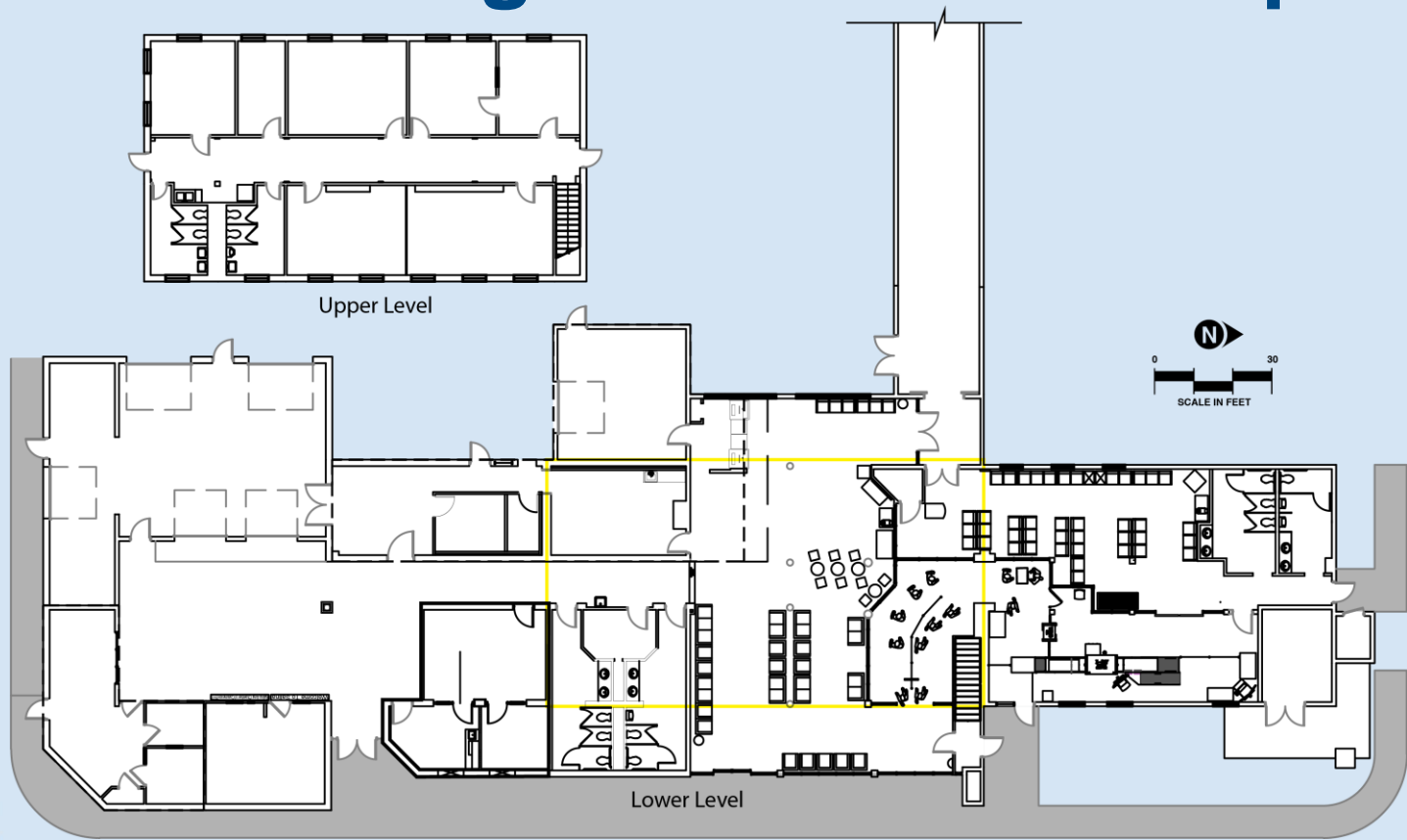- Yuma International Airport, Arizona

Salina Regional SLN Airport

Coffman Associates
AIRPORT CONSULTANTS

Terminal Area Master Plan Project Schedule

Element	Months 1	2	3	4	5	6	7	8	9	10
Notice to Proceed →										
1 Project Management	▉	▉	▉	▉	▉	▉	▉	▉	▉	▉
2 Inventory Existing Terminal	▉	▉								
3 Terminal Forecast Update	▉	▉	▉							
4 Terminal Capacity & Facility Requirements			▉	▉						
5 Terminal Area Alternatives Anaylsis				▉	▉	▉				
6 Recommended Concept/Financial Feasibility						▉	▉			

7 Meetings/Final Documentation

	1	2	3	4	5	6	7	8	9	10
Staff Review/Coordinations Meetings (3)			MTG			MTG		MTG		
Airport Authority Update/ Approval Meetings (4)	MTG	VC	VC	MTG	VC	VC	MTG	VC	MTG	
Terminal Area Plan Technical Report									DF	F
Update ALP and Terminal Area Plan Drawings									▉	▉

KEY:
MTG - Meeting
VC - Video Conference
DF - Draft Final
F - Final

Salina Regional
SLN Airport

Coffman Associates
AIRPORT CONSULTANTS

Arnold Ave.

Bailey Rd.

Bailey Ct.

N

Salina Regional
SLN Airport

Coffman Associates
AIRPORT CONSULTANTS

SLN Passenger Terminal Floorplan

Upper Level

Lower Level

SCALE IN FEET
0   30

Terminal Area Master Plan Project Schedule

Element	Months 1	2	3	4	5	6	7	8	9	10
Notice to Proceed →										
1 Project Management	██	██	██	██	██	██	██	██	██	██
2 Inventory Existing Terminal	██	██								
3 Terminal Forecast Update	██	██	██							
4 Terminal Capacity & Facility Requirements			██	██						
5 Terminal Area Alternatives Anaylsis				██	██	██				
6 Recommended Concept/Financial Feasibility						██	██			

7 Meetings/Final Documentation

	1	2	3	4	5	6	7	8	9	10
Staff Review/Coordinations Meetings (3)			MTG			MTG		MTG		
Airport Authority Update/ Approval Meetings (4)	MTG	VC	VC	MTG	VC	VC	MTG	VC	MTG	
Terminal Area Plan Technical Report									DF	F
Update ALP and Terminal Area Plan Drawings									██	██

KEY:
MTG - Meeting
VC - Video Conference
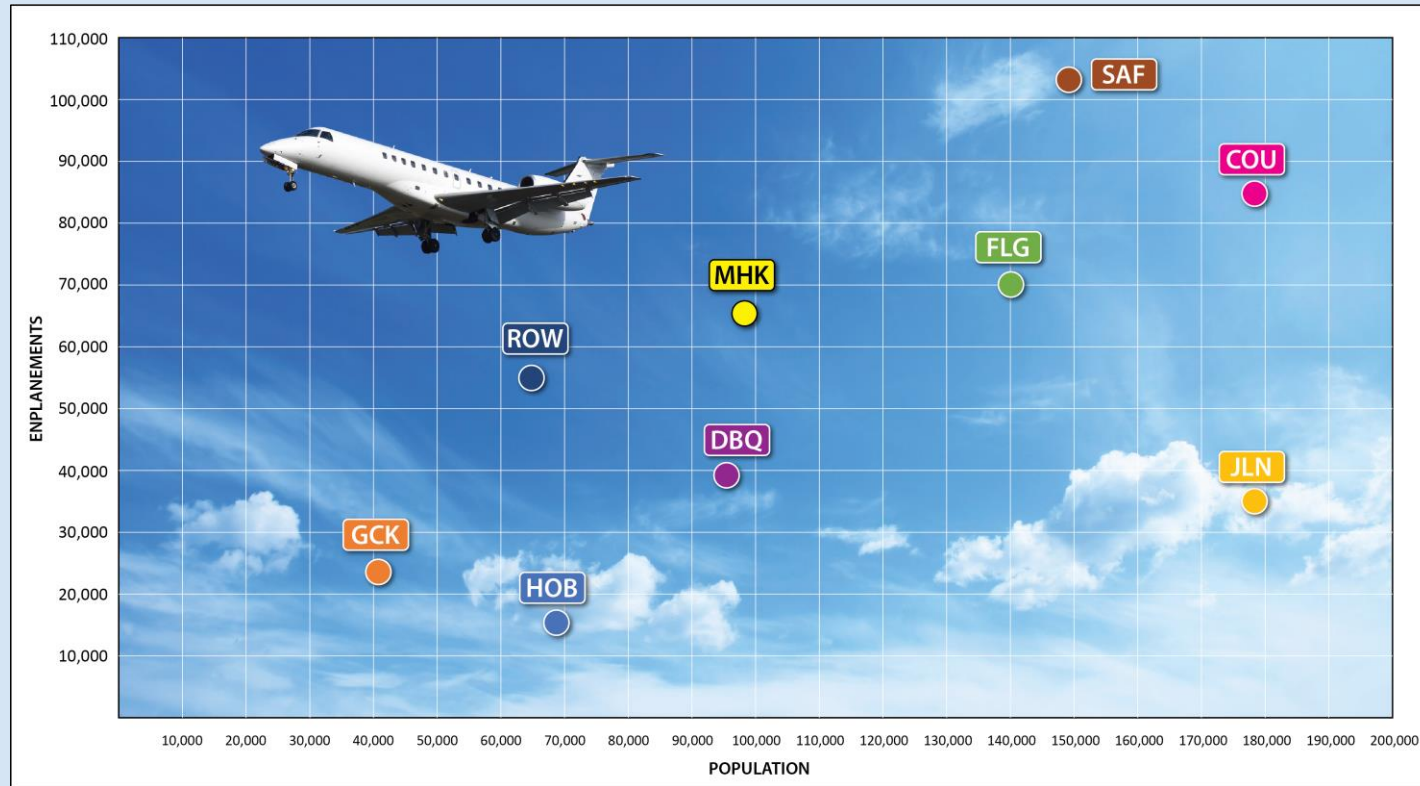DF - Draft Final
F - Final

Salina Regional SLNAirport

SLN Enplanement History

Regional Jet Airports

Regional Jet Airports

Terminal Area Master Plan Project Schedule

Notice to Proceed →

Element	1	2	3	4	5	6	7	8	9	10
1 Project Management	▮	▮	▮	▮	▮	▮	▮	▮	▮	▮
2 Inventory Existing Terminal	▮	▮								
3 Terminal Forecast Update	▮	▮	▮							
4 Terminal Capacity & Facility Requirements			▮	▮						
5 Terminal Area Alternatives Anaylsis				▮	▮	▮				
6 Recommended Concept/Financial Feasibility						▮	▮			
7 Meetings/Final Documentation										
Staff Review/Coordinations Meetings (3)			MTG			MTG		MTG		
Airport Authority Update/Approval Meetings (4)	MTG	VC	VC	MTG	VC	VC	MTG	VC	MTG	
Terminal Area Plan Technical Report									DF	F
Update ALP and Terminal Area Plan Drawings									▮	▮

KEY:
MTG - Meeting
VC - Video Conference
DF - Draft Final
F   - Final

Salina Regional SLN Airport

Coffman Associates
AIRPORT CONSULTANTS

Commercial Terminal Facilities Summary

Santa Fe Regional Airport

	Available	Current Need	Short Term	Intermediate Term	Long Term
Annual Enplanement Horizon		75,000	85,000	95,000	120,000
Airline Operations/Ticketing					
Counter Area (s.f.)	150	180	240	240	240
Ticket Queue (s.f.)	350	360	480	480	480
Airline Operations/Makeup (s.f.)	1,100	1,620	1,900	2,050	2,200
Subtotal (s.f.)	**1,600**	**2,160**	**2,620**	**2,770**	**2,920**
Counter Frontage (l.f.)	40	50	50	60	70
Security Spaces					
Checkpoint/Queue Area (s.f.)	600	1,000	1,500	1,800	2,500
Office Space (s.f.)	--	400	400	400	400
Subtotal (s.f.)	**600**	**1,400**	**1,900**	**2,200**	**2,900**

Commercial Terminal Facilities Summary

Santa Fe Regional Airport

	Available	Current Need	Short Term	Intermediate Term	Long Term
Departure Facilities					
Holdroom Area (s.f.)	620	2,000	2,300	2,500	3,000
Baggage Claim					
Makeup and Handling (s.f.)	--	500	600	700	900
Claim Lobby Area (s.f.)	350	1,700	2,000	2,200	2,600
Subtotal (s.f.)	350	2,200	2,600	2,900	3,500
Rental Car Counters					
Counter Office Area (s.f.)	510	600	640	680	720
Counter Queue Area (s.f.)	120	180	200	210	230
Subtotal (s.f.)	630	780	840	890	950

Commercial Terminal Facilities Summary

Santa Fe Regional Airport

	Available	Current Need	Short Term	Intermediate Term	Long Term
Food and Beverage Concessions					
Total Concessions (s.f.)	2,200	2,600	3,100	3,400	3,900
Public Waiting Lobby					
Lobby Area (s.f.)	300	900	1,100	1,200	1,400
Restrooms					
Men's/Women's Restrooms (s.f.)	600	600	650	700	900
Administration Offices					
Administration Space (s.f.)	700	700	750	800	900
Internal Facilities					
Circulation/Building Support (s.f.)	2,100	5,300	6,400	6,800	7,700
Total Terminal Building Space (s.f.)	9,700	18,640	22,260	24,160	28,070

Terminal Area Master Plan Project Schedule

Element	Months									
Notice to Proceed →	1	2	3	4	5	6	7	8	9	10
1 Project Management	███	███	███	███	███	███	███	███	███	███
2 Inventory Existing Terminal	███	███								
3 Terminal Forecast Update	███	███	███							
4 Terminal Capacity & Facility Requirements			███	███						
5 Terminal Area Alternatives Anaylsis				███	███	███				
6 Recommended Concept/Financial Feasibility						███	███			

7 Meetings/Final Documentation

	1	2	3	4	5	6	7	8	9	10
Staff Review/Coordinations Meetings (3)			MTG			MTG		MTG		
Airport Authority Update/ Approval Meetings (4)	MTG	VC	VC	MTG	VC	VC	MTG	VC	MTG	
Terminal Area Plan Technical Report									DF	F
Update ALP and Terminal Area Plan Drawings									███	███

KEY:
MTG - Meeting
VC - Video Conference
DF - Draft Final
F - Final

Salina Regional SLNAirport
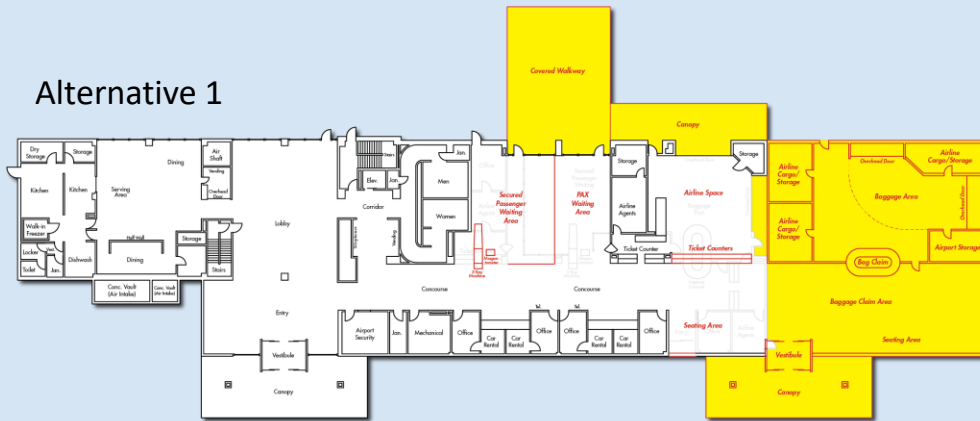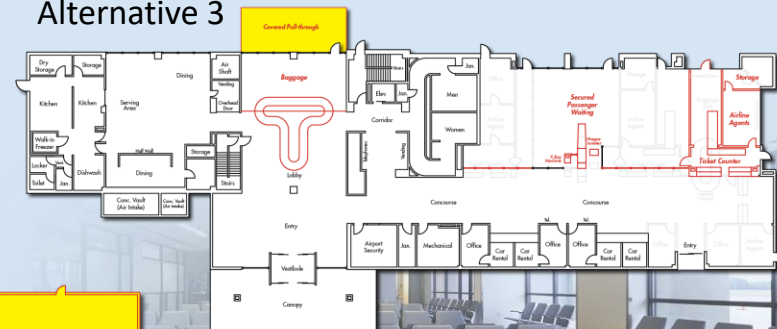
SLN Master Plan Terminal Alternatives
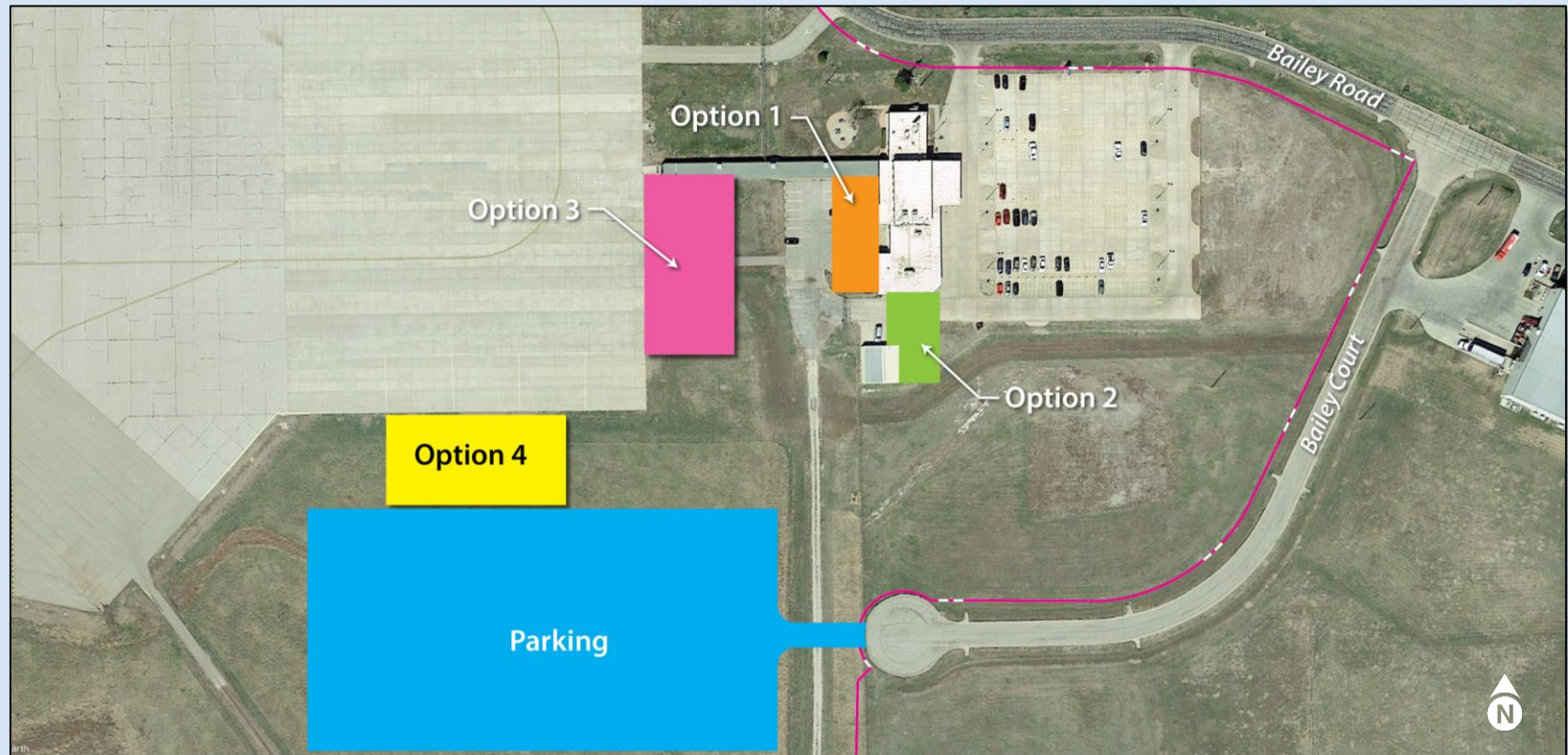
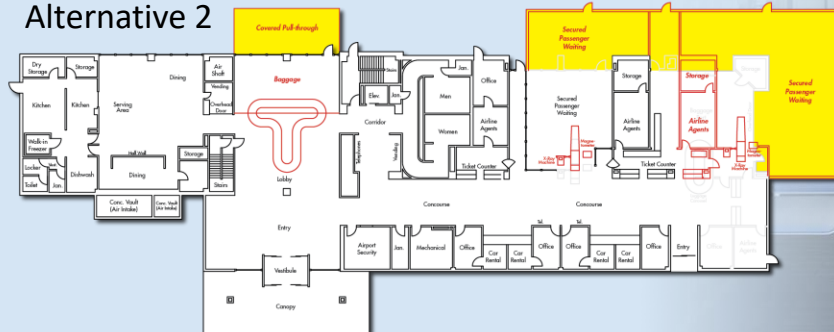# Santa Fe Regional Airport
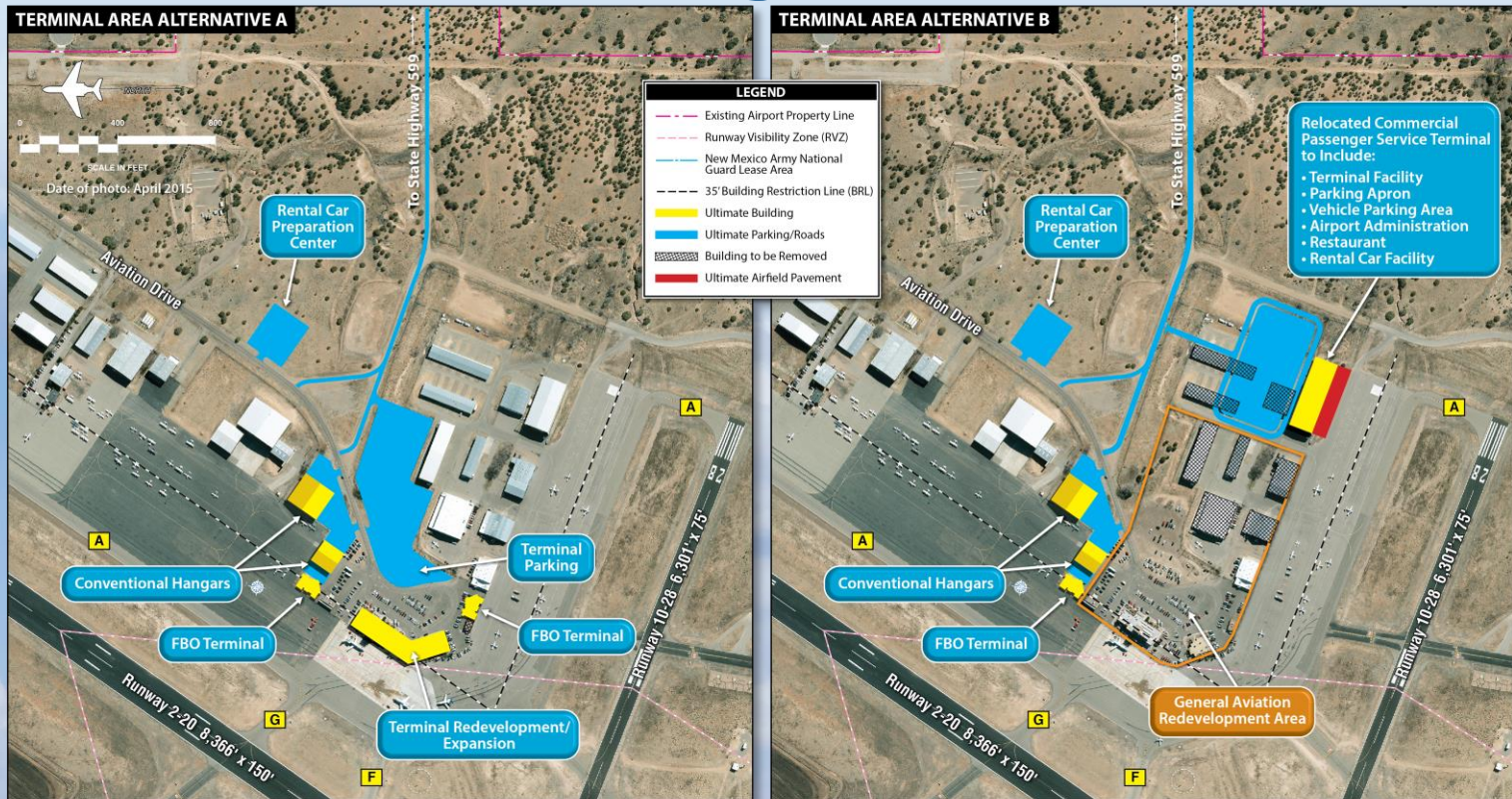
East Texas Regional Airport
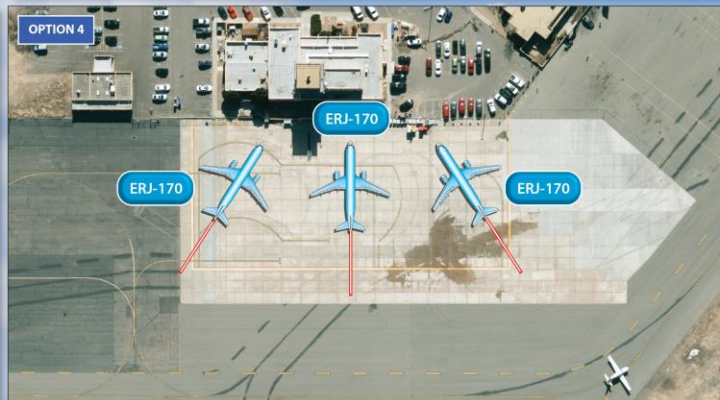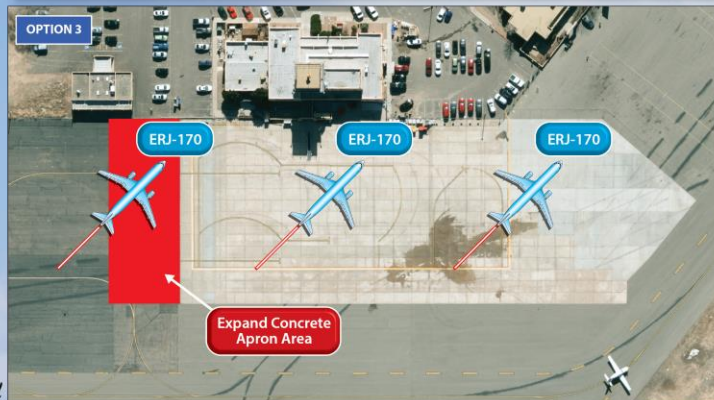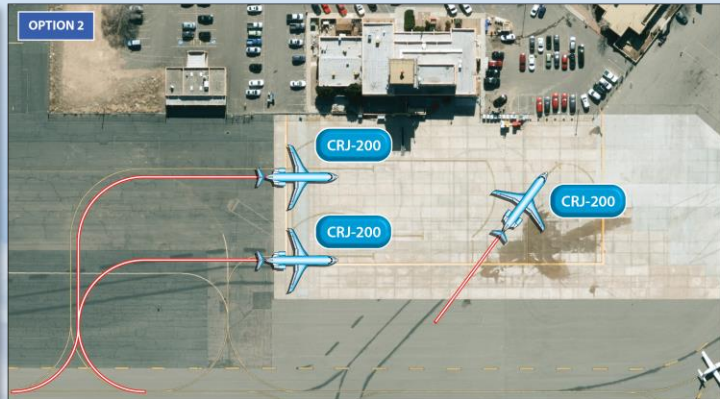

Alternative 1

Alternative 2

Alternative 3
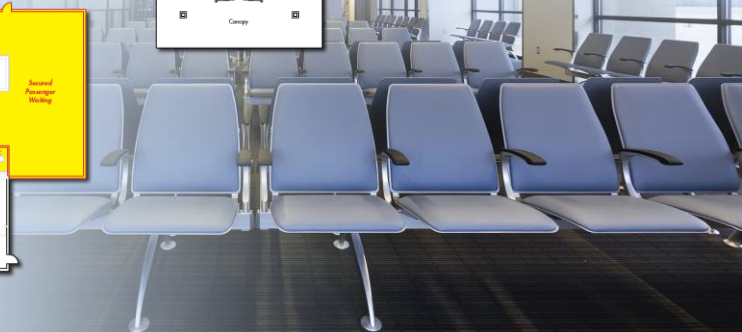
Santa Fe Regional Airport

Lea County Regional Airport

Drive-Through Configuration

Drive-Through + Pushback Configuration

Pushback Configuration

Terminal Area Master Plan Project Schedule

Notice to Proceed →

Element	Month 1	2	3	4	5	6	7	8	9	10
1 Project Management	██	██	██	██	██	██	██	██	██	██
2 Inventory Existing Terminal	██	██								
3 Terminal Forecast Update	██	██	██							
4 Terminal Capacity & Facility Requirements			██	██						
5 Terminal Area Alternatives Anaylsis				██	██	██				
6 Recommended Concept/Financial Feasibility						██	██	██		

7 Meetings/Final Documentation

	Month 1	2	3	4	5	6	7	8	9	10
Staff Review/Coordinations Meetings (3)			MTG			MTG		MTG		
Airport Authority Update/ Approval Meetings (4)	MTG	VC	VC	MTG	VC	VC	MTG	VC	MTG	
Terminal Area Plan Technical Report									DF	F
Update ALP and Terminal Area Plan Drawings									██	██

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Santa Fe Regional Airport
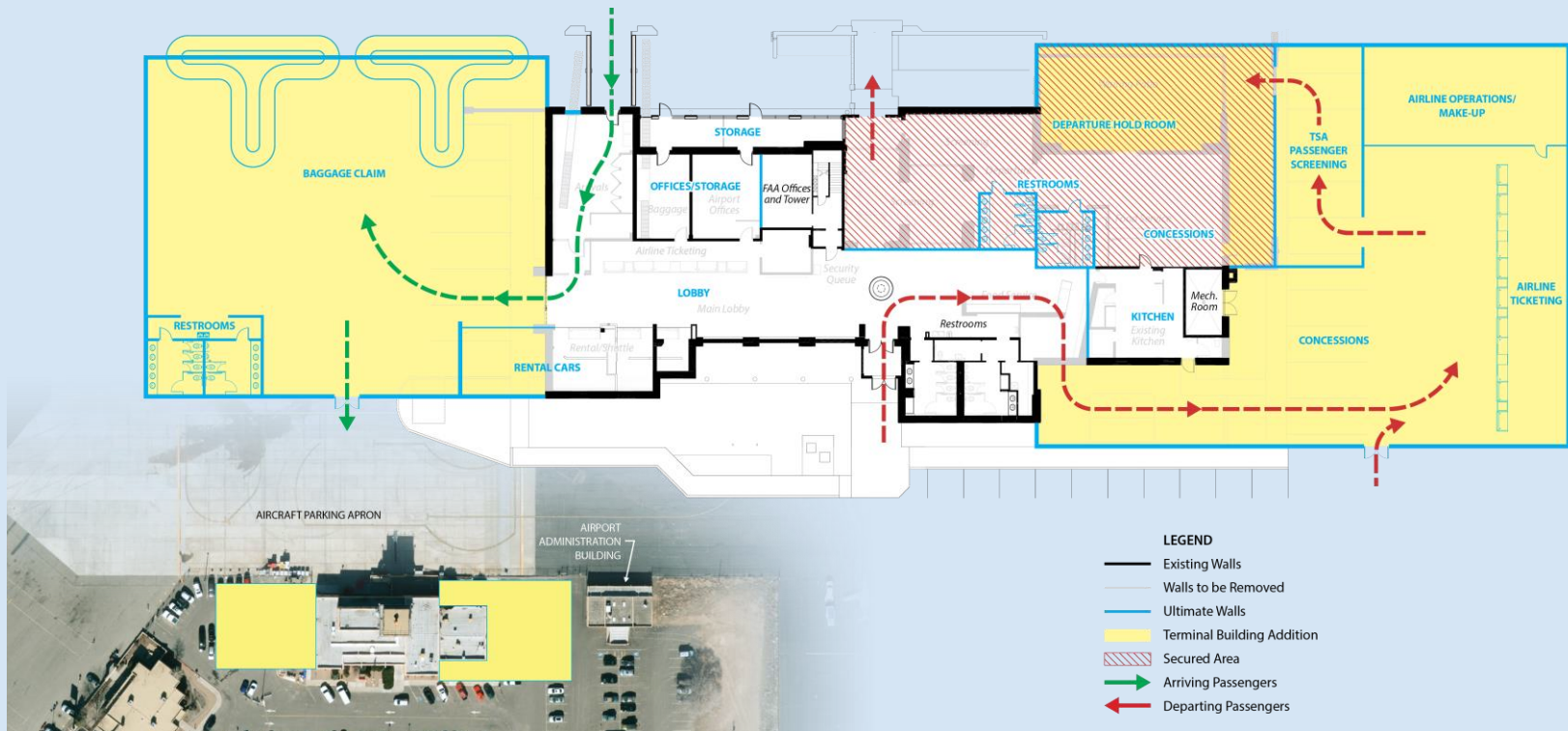
Former Schilling AFB Project Briefing and Update.

Tim Rogers, A.A.E.

Greg Bengtson

Election of Officers and Board Member Committee Assignments for 2019-2020.

Brian Weisel

Recommended Slate of Officers for 2019-2020

Board Member	Board Assignment
Kent Buer	Chair
Alan Eichelberger	Vice Chair
Kristin Gunn	Secretary
Troy Vancil	Treasurer
Brian Weisel	Past Chairman

Recommended Committee Assignments for 2019-2020

Committee	Board Member
Salina Area Chamber of Commerce Board of Directors	Kent Buer
SAA Finance and Audit Committee	Kristin Gunn Troy Vancil
Air Service Working Group	Kent Buer Alan Eichelberger
Salina Community Economic Development Organization	Brian Weisel

Consideration of SAA Resolution 19-01 Designating the Various Bank Depositories of the Salina Airport Authority.

Shelli Swanson, C.M.

Distribution of the Salina Airport Authority's 2017 and 2016 Audited Financial Statements and Consideration of an Engagement Letter for the Audit of the Airport Authority's 2018 Financial Statements.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Staff Reports
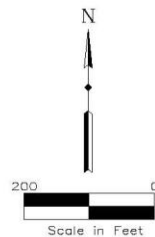
Adjournment

Location Maps

Tim Rogers, A.A.E.

KSLN Tenant and Airfield Diagram

SALINA REGIONAL AIRPORT
KSLN Tenant And Airfield Diagram

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

N

200   0

Scale in Feet

Drawing Number 2541-01-19

SALINA Airport
Authority

3237 ARNOLD, SALINA, KS 67401
(785-827-3914   FAX: 785-827-2221)
None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" - 3000' : SCALE
1/11/19, 13:01 : DATE

1
OF
7

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

F:\Public\Facility_Master\00EMailDuplication\M\Marketing\100000SFFacilityForKEP.dwg

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*
	3/18	*3/19*	*3/20*	*3/21*	*3/22*	*3/23*	*3/24*	*3/25*	*3/26*	*3/27*	*3/28*	*3/29*	*3/30*	*3/31*
SLN	40	25	38	47	43	8	35	31	16	16	52	58	5	32
HYS	16	11	11	14	14	0	19	8	9	15	15	26	0	18
Total Pax per day	56	36	49	61	57	8	54	39	25	31	67	84	5	50
Load Factor	37.33%	24.00%	32.67%	40.67%	38.00%	16.00%	54.00%	26.00%	16.67%	20.67%	44.67%	56.00%	10.00%	50.00%