

Salina Airport Authority Board of Directors Regular Meeting

NOVEMBER 17, 2021



Agenda Review

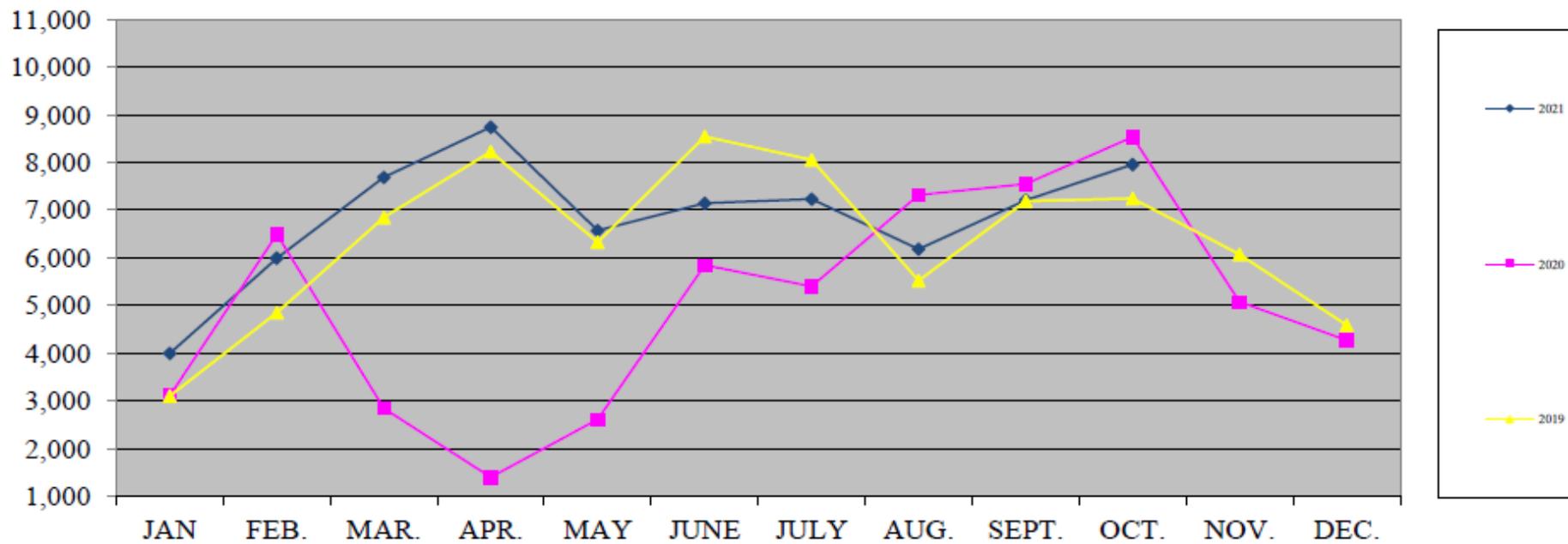
- Salina Airport Authority financial goals and objectives
- Airport Industrial Center development lot leasing.
- Airport Industrial Center facility leasing.
- M.J. Kennedy Air Terminal expansion and renovation.

Review of Airport Activity and Financial Reports for the Month ending October 31, 2021

TIM ROGERS, A.A.E.

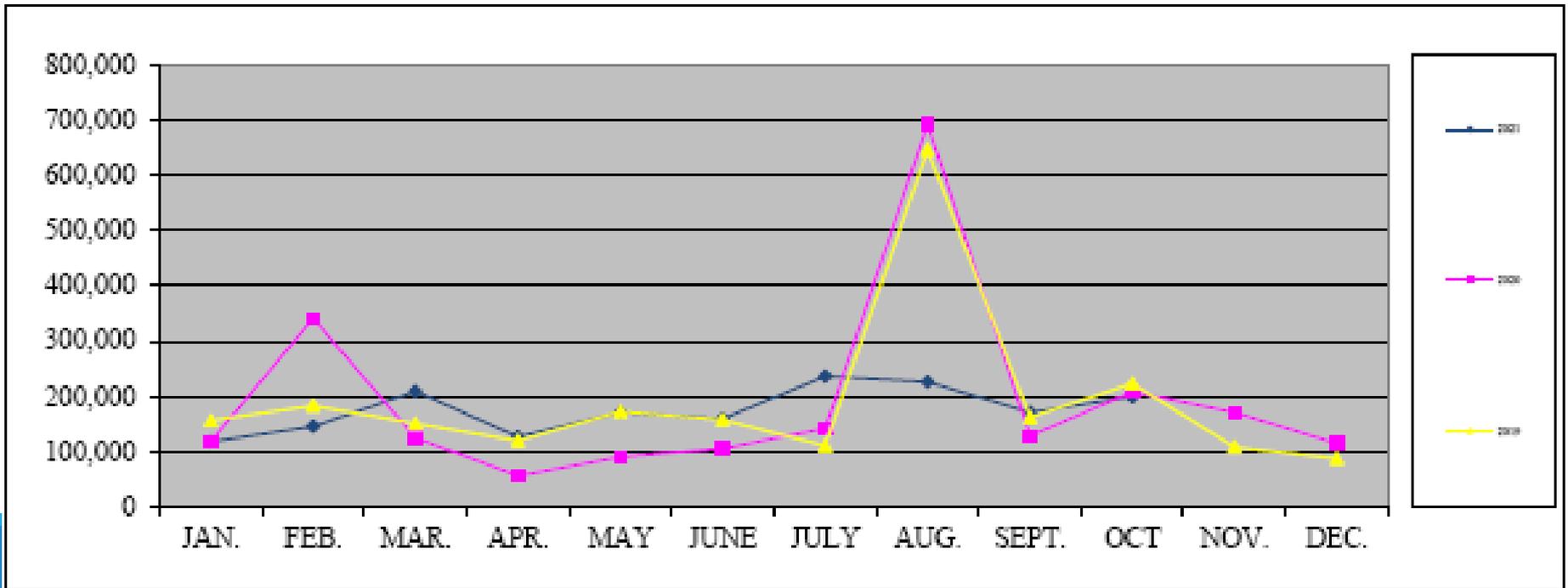
SHELLI SWANSON, C.M.





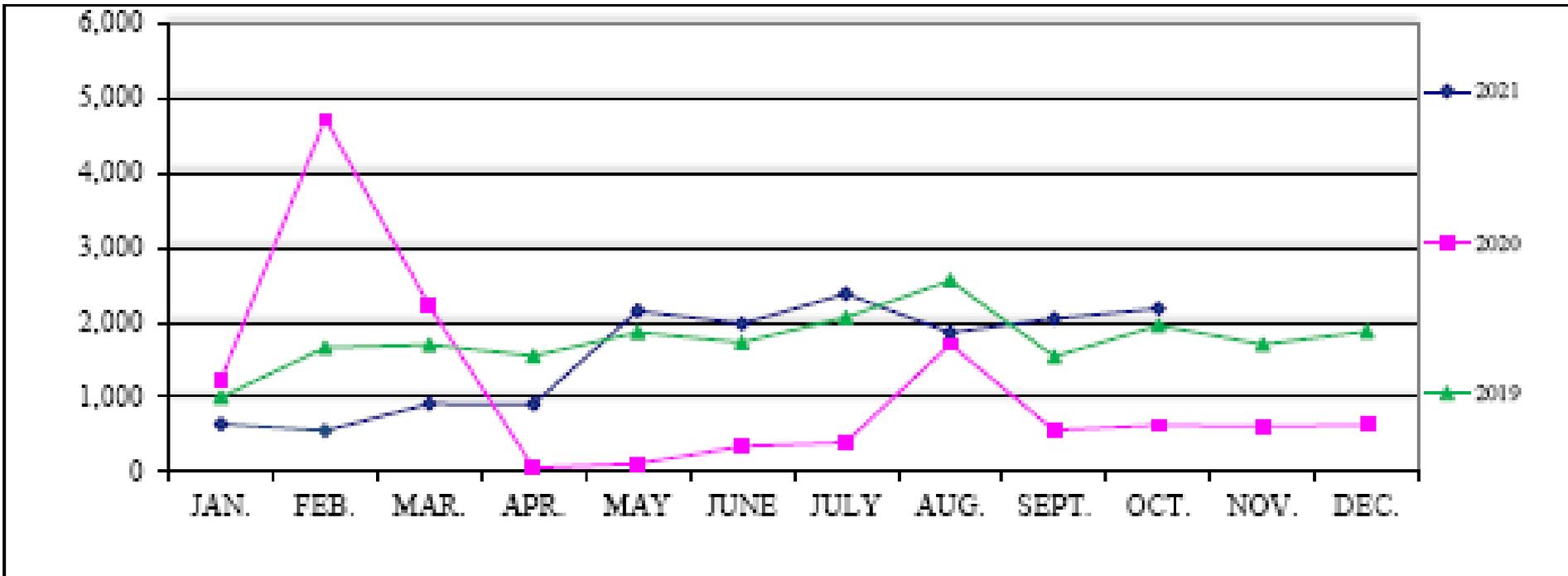


Fuel Flowage



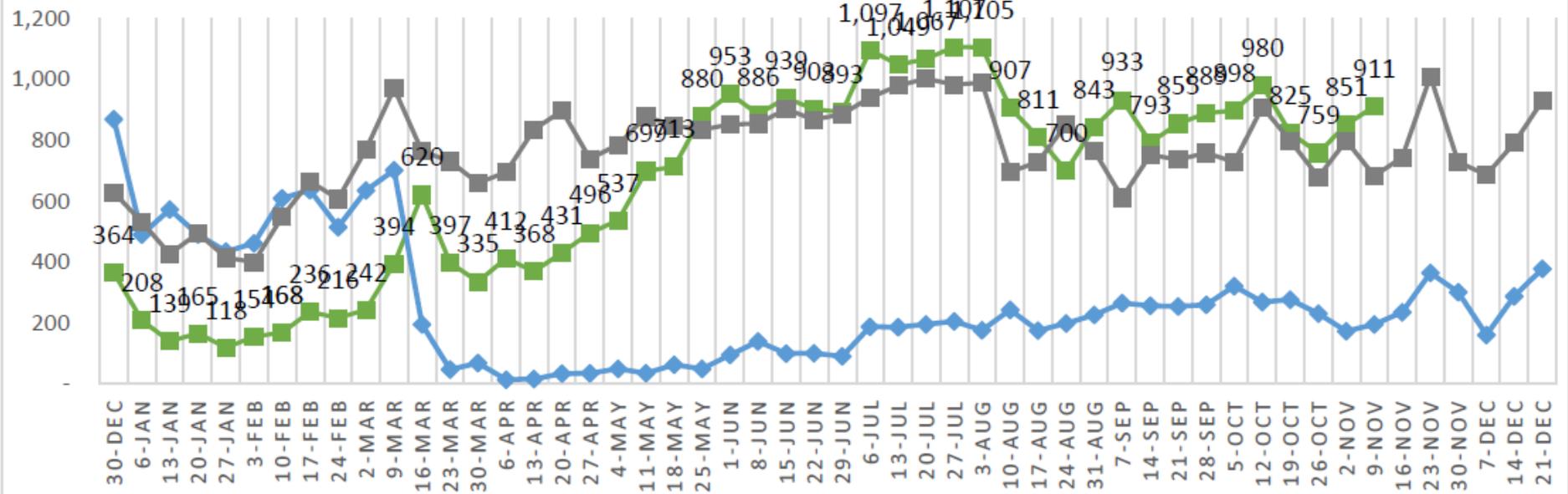


Enplanements



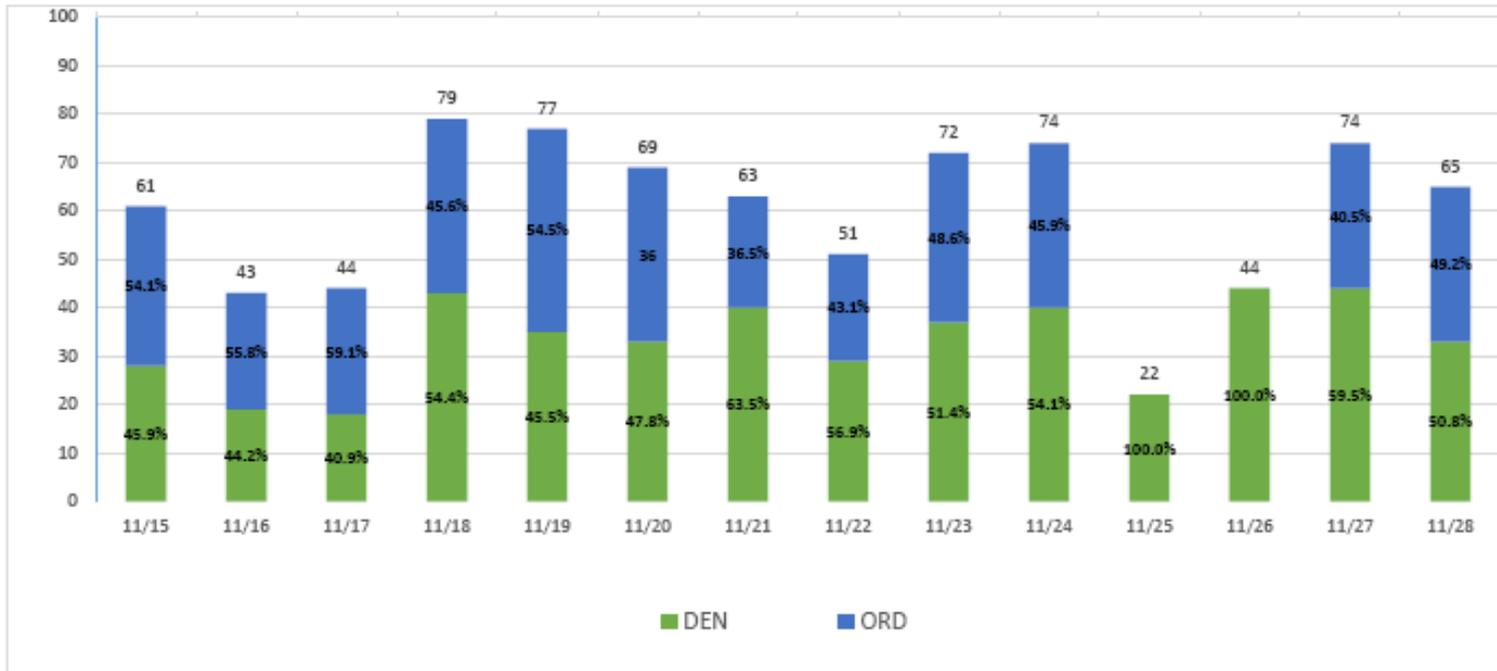
TOTAL SLN PASSENGERS - PER WEEK

■ 2021 TOTAL
 ◆ 2020 TOTAL
 ■ 2019 TOTAL

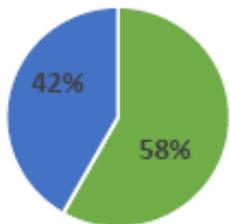


* Passenger numbers reported are unaudited by SKW and subject to change

Advanced Bookings

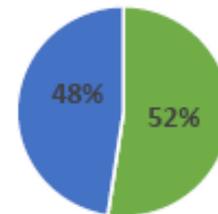


Advanced Bookings
November 15- November 28



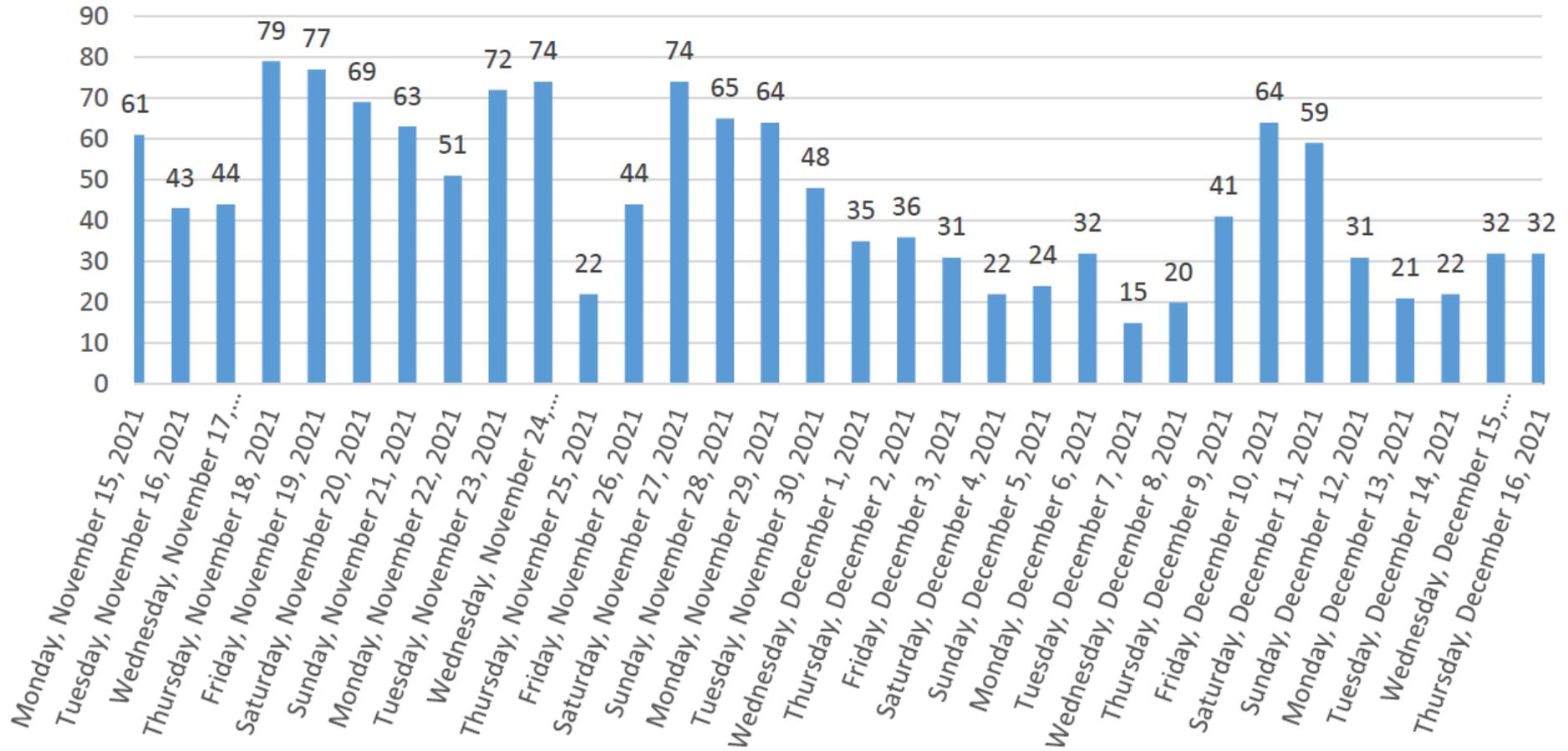
■ DEN ■ ORD

Advanced Bookings
Year-To-Date



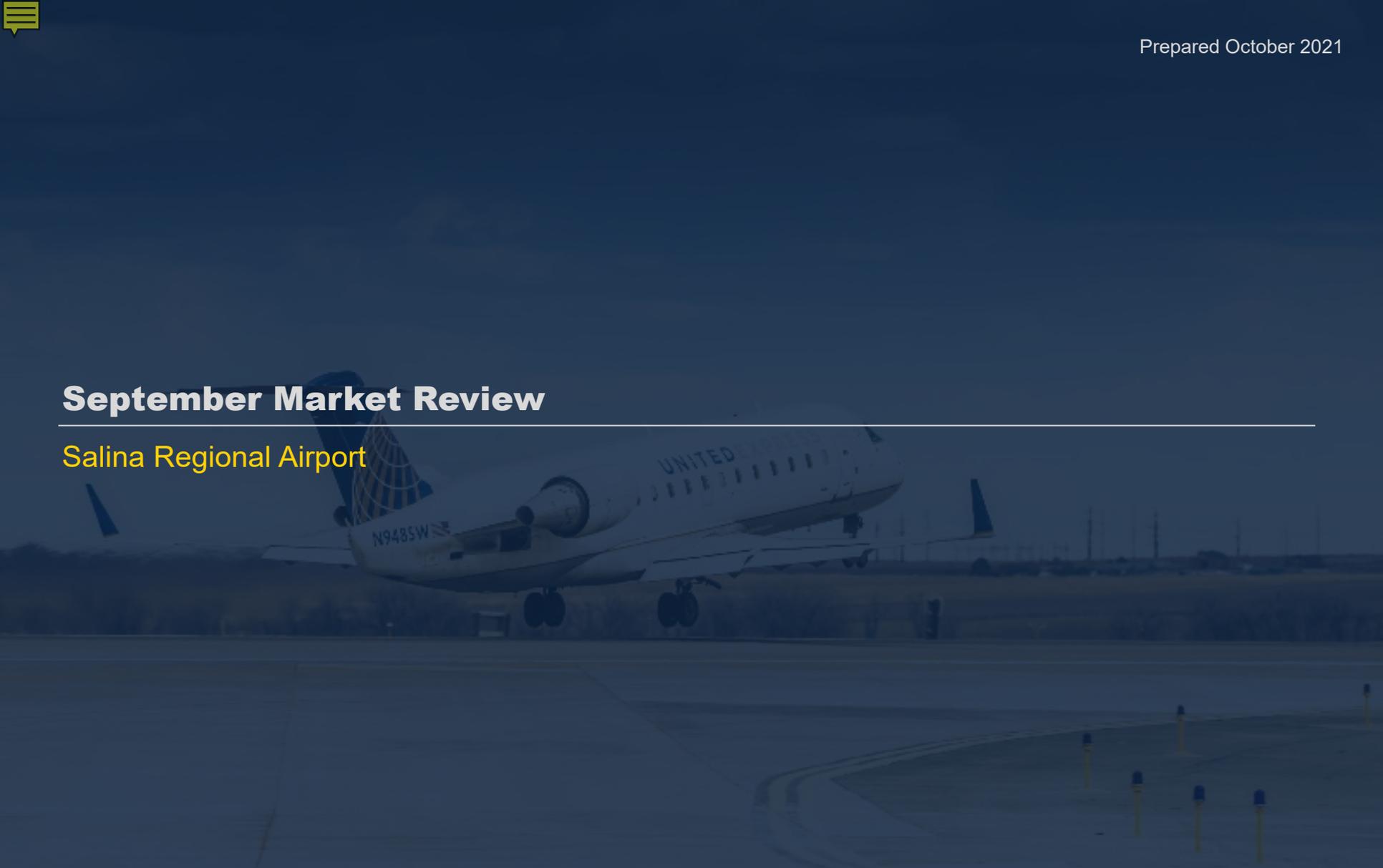
■ DEN ■ ORD

SLN Pax per day



September Market Review

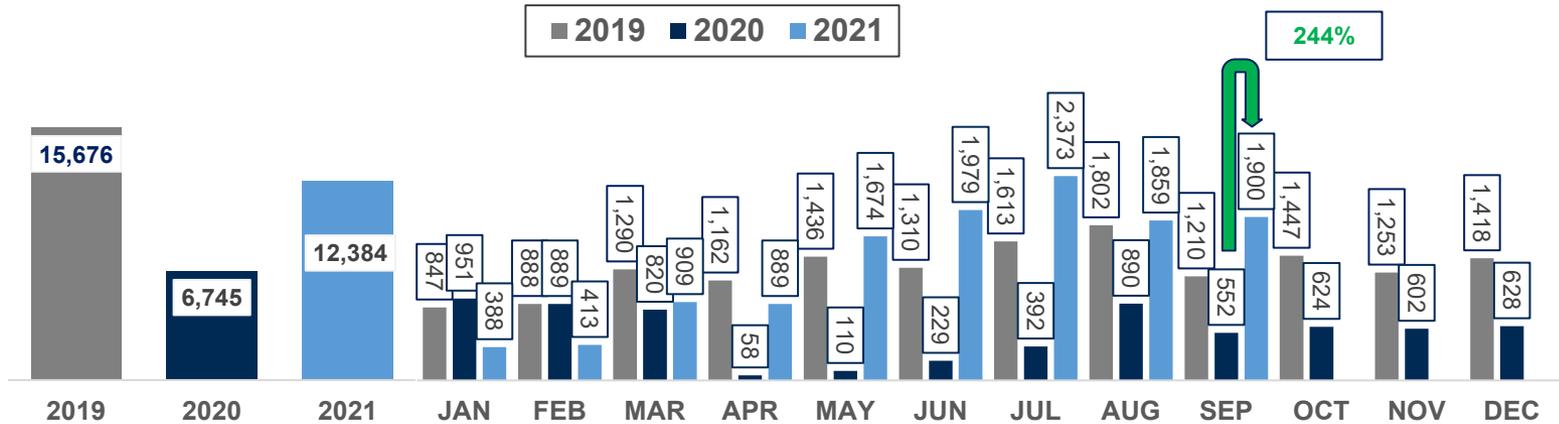
Salina Regional Airport



Key Performance Indicators – Salina Regional Airport

Airport Board Dashboard

1 Salina Outbound Passenger Enplanements

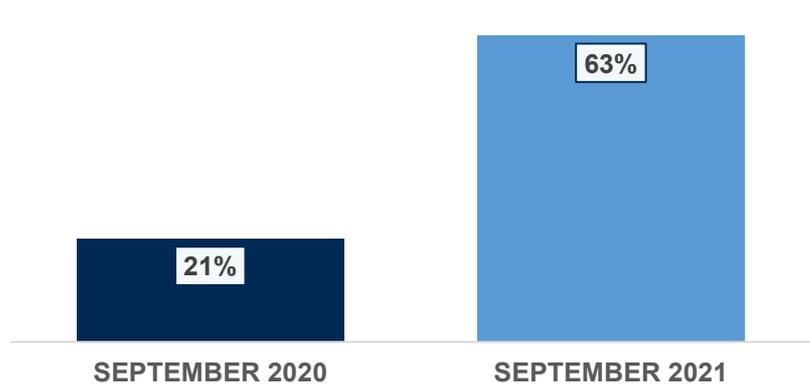


Source: Jan 2019 – Dec 2020: US Department of Transportation, 2021: SkyWest

2 Salina Outbound Operated Departures and Seats: September 2021 vs. September 2020



3 Salina Load Factor: September 2021 vs. September 2020

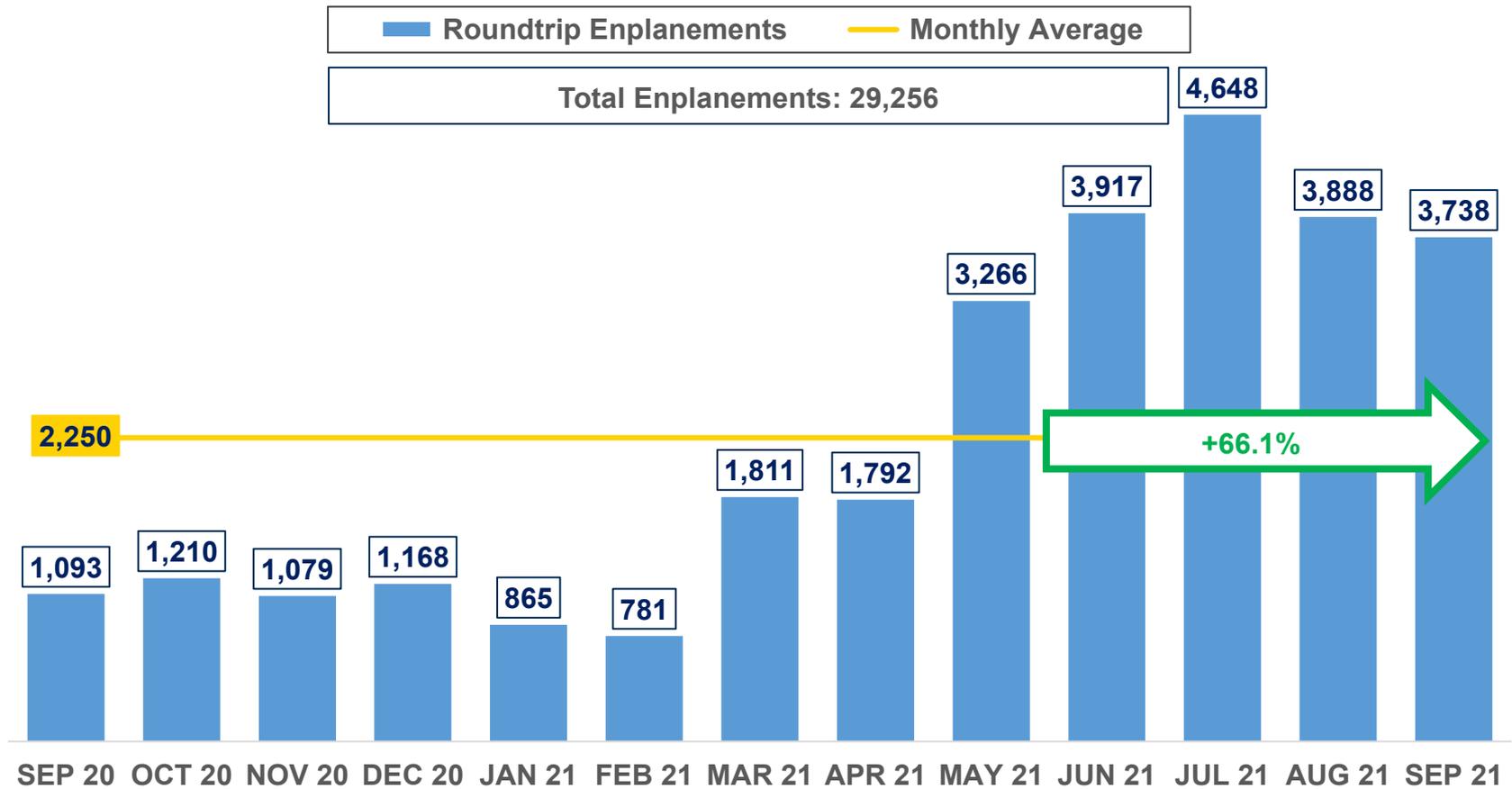


Source: 2020 – US Department of Transportation. 2021 – SkyWest

Traffic and Capacity

On a roundtrip basis, enplanements for September 2021 remain strong following the pandemic, up 66% versus the 13-month average as seen below:

Salina Total Roundtrip Passengers 13 Months Ending September 2021

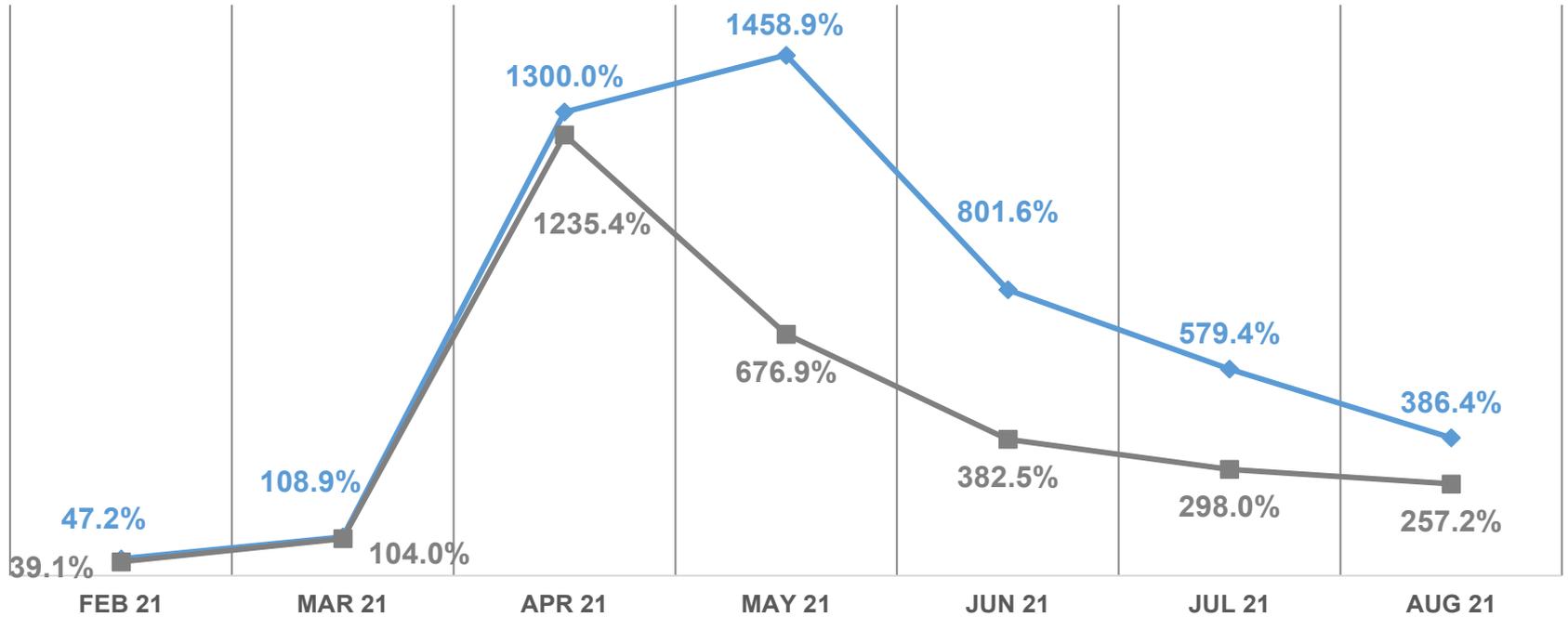


Traffic and Capacity

For the February through August 2021 reporting period, the average for the Salina TSA passenger traffic has returned at a faster rate than the National average

Return of Traffic at Salina vs. Nationally As a Percentage of Last Year

◆ Salina TSA Screenings % of Last Year ■ National TSA Screenings % of Last Year



Key Performance Indicators – Salina Regional Airport

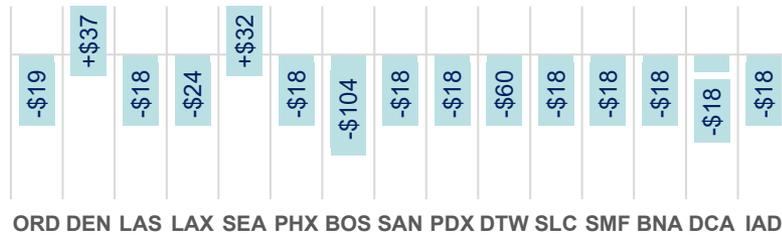
Airport Board Dashboard

4

Leisure Market Fare Differential

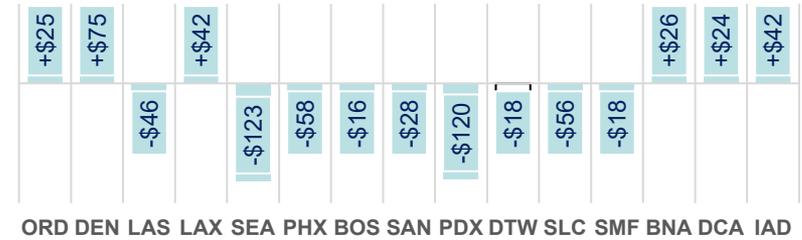
Salina vs. United at Wichita

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Wichita, with thirteen cheaper



Salina vs. United at Kansas City

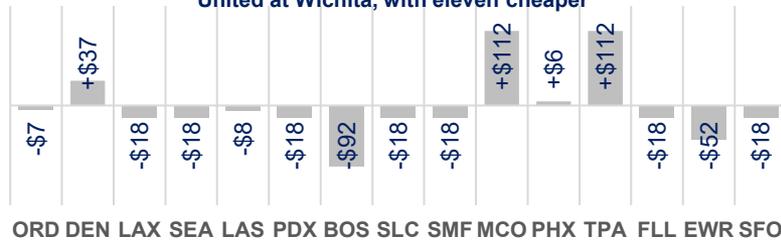
→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with nine cheaper



Source: itasoftware.com as of 10/13/21 - Roundtrip Fare for Travel 11/11/21 returning 11/18/21

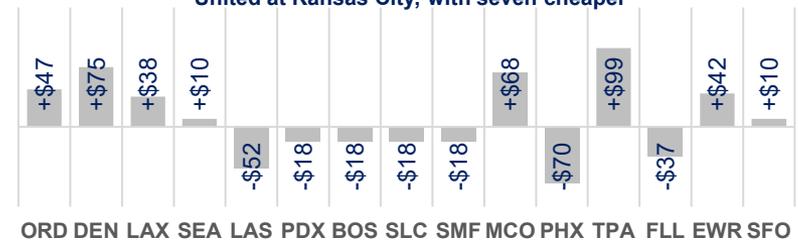
Last Month - Salina vs. United at Wichita

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Wichita, with eleven cheaper



Last Month - Salina vs. United at Kansas City

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with seven cheaper

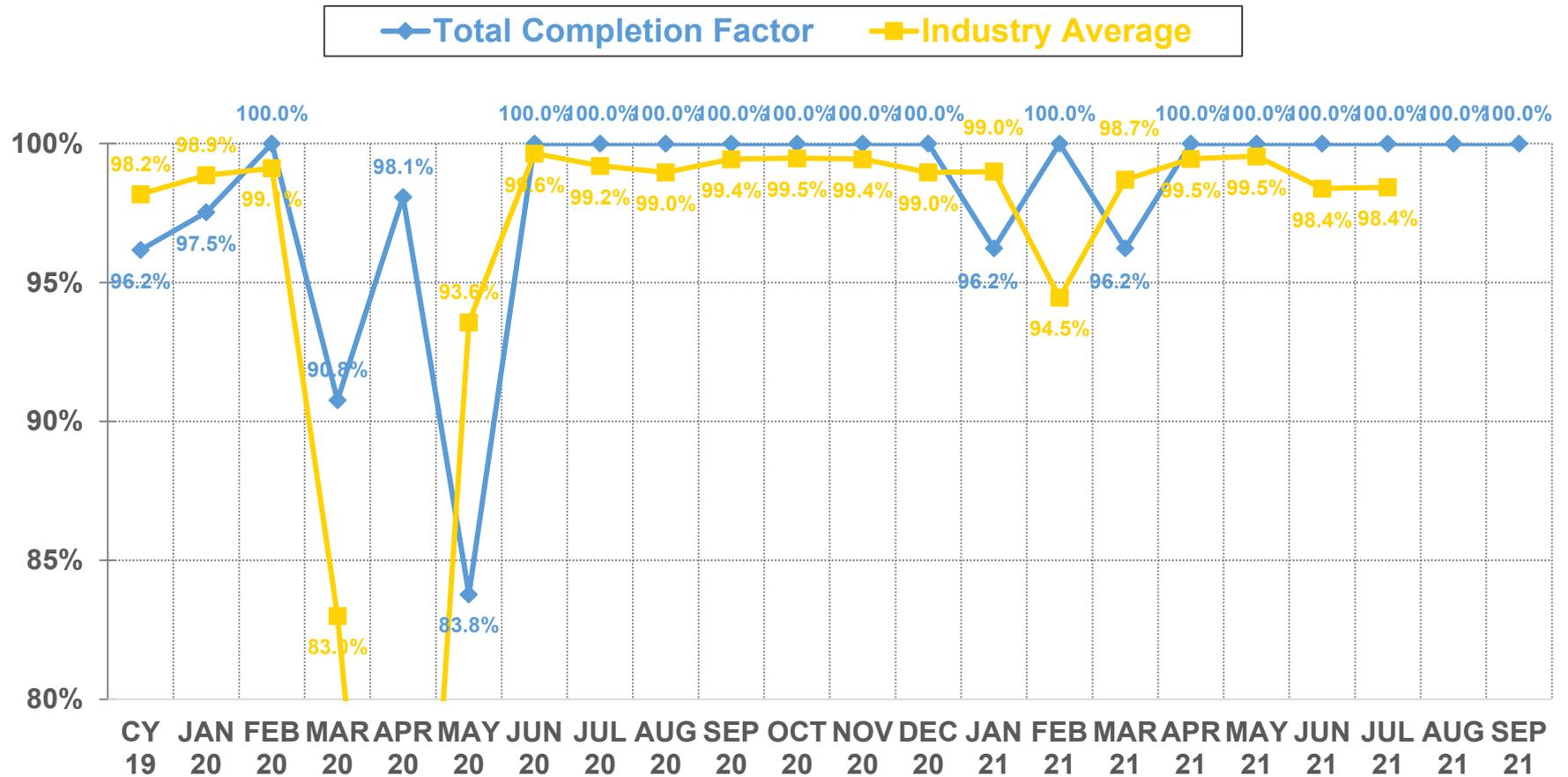


Source: itasoftware.com as of 09/09/21 - Roundtrip Fare for Travel 10/14/21 returning 10/21/21

Key Performance Indicators – Salina Regional Airport

Airport Board Dashboard

5 Total Completion Factor (Including Weather) at Salina



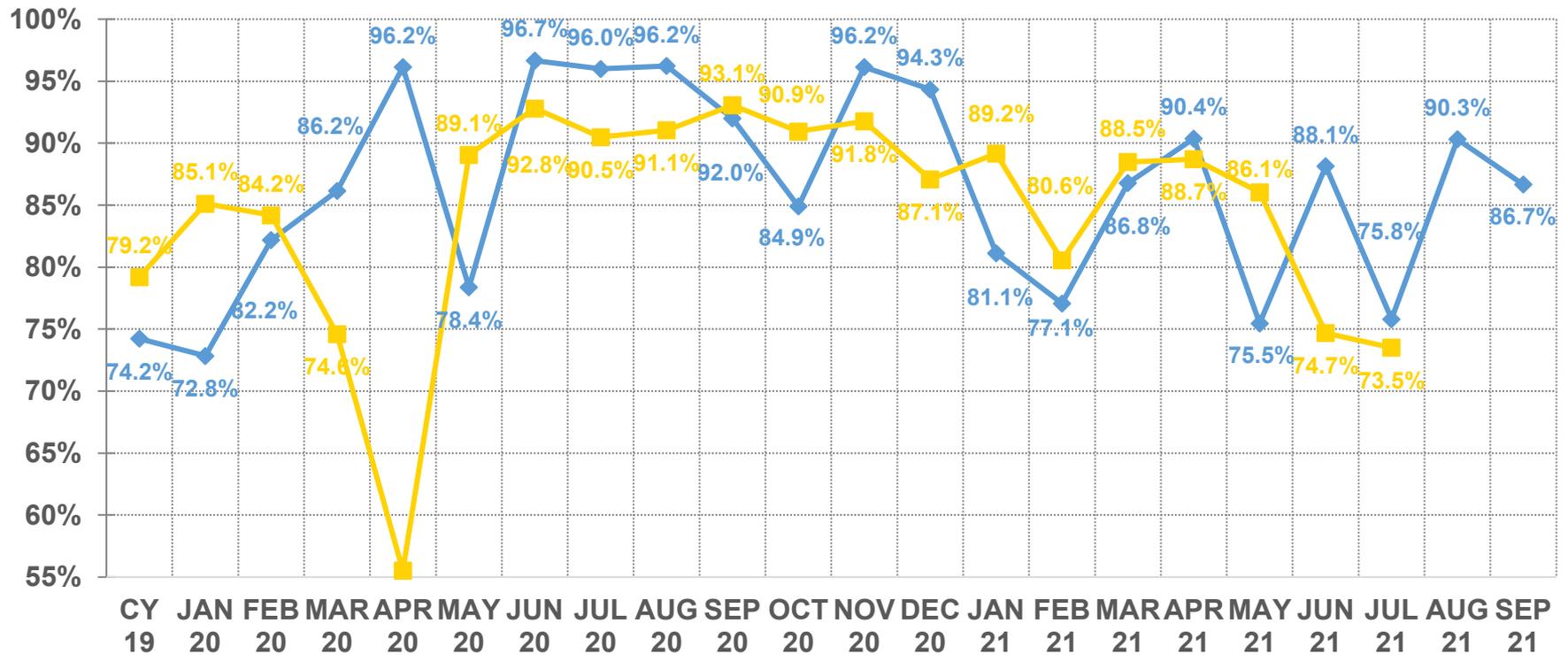
Key Performance Indicators – Salina Regional Airport

Airport Board Dashboard

6

Arrivals at Salina within 14 Minutes

—◆— A14 Percent —■— Industry Average

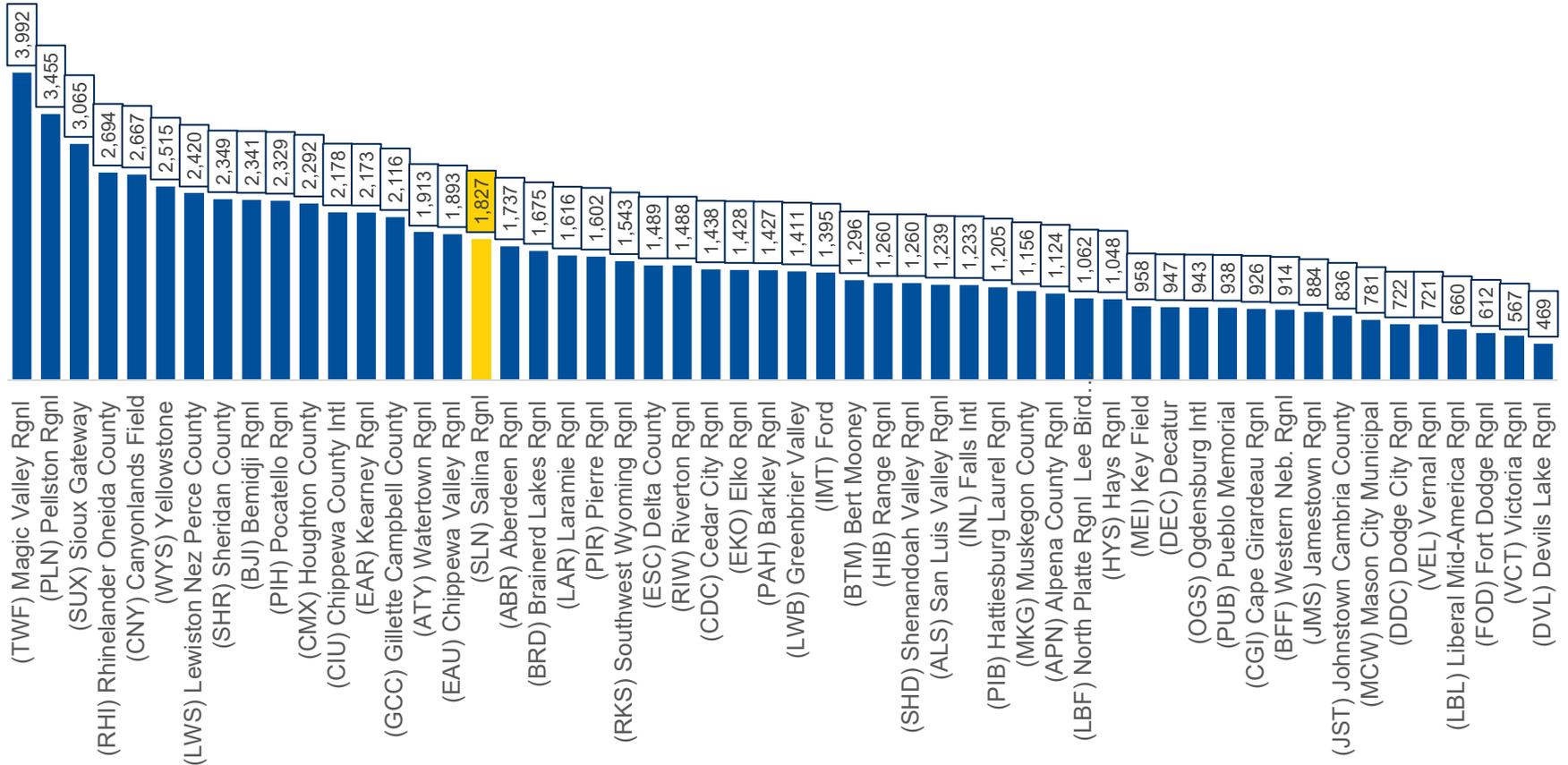


SkyWest Prorate Market Traffic

In the 28-day period ending October 2, Salina recorded 1,827 passenger screenings, placing it **17th** among the 54 prorated markets shown – placing it in the second quartile

TSA Throughput in SkyWest Prorate Markets (Where SkyWest is Sole Operator)

28 Days Between September 5 and October 2, 2021 (Latest 28 Days of Data Available as of October 21, 2021)

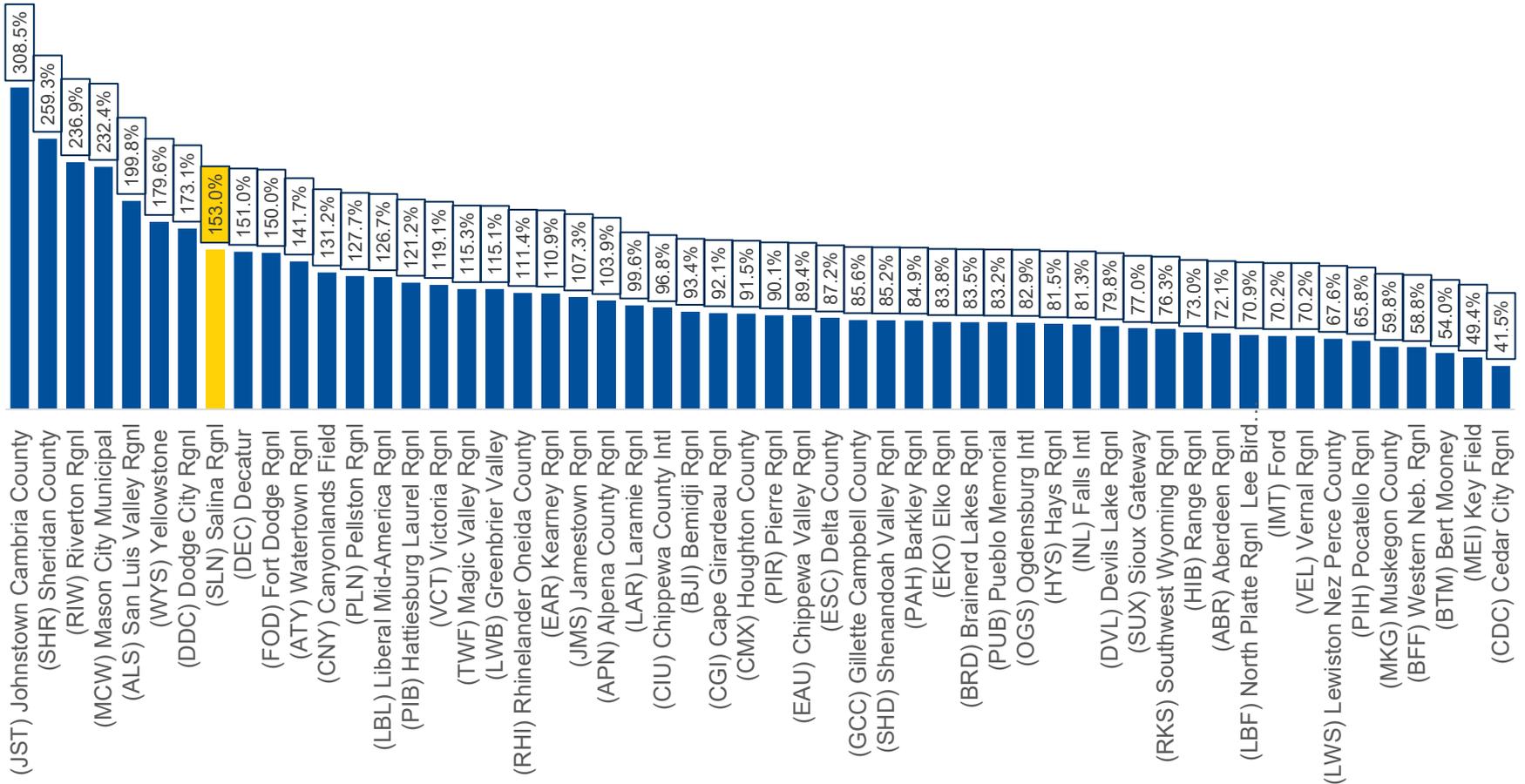


SkyWest Prorate Market Traffic vs. 2019

Salina is the 8th most improved market shown when compared to the same 28 days in 2019 – up from 11th last week – placing it in the first quartile

TSA Throughput as a % of 2019 in SkyWest Prorate Markets (Where SkyWest is Sole Operator)

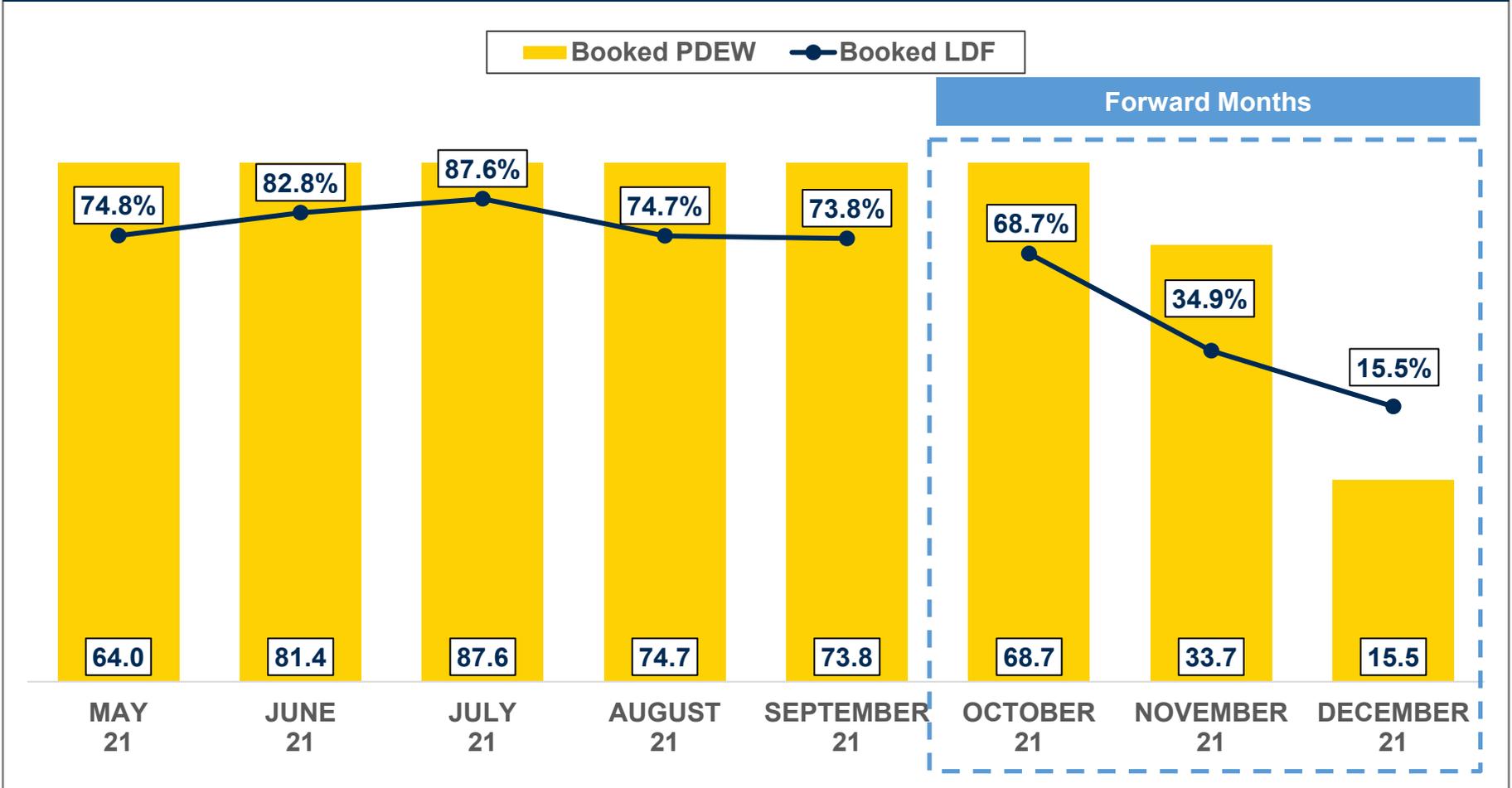
28 Days Between September 5 and October 2, 2021 vs. Same 28 Days in 2019



Bookings

Advance booking data for the early fall travel period remains very strong

Booked Passengers and Load Factor at Salina, as of October 12
May 2021 to December 2021



Market Analysis

West Coast destinations of Las Vegas and Los Angeles were Salina's top connecting markets for September 2021, representing 9% of the airport traffic

Salina Top 15 Markets September 2021

Destination	Direction	%
ORD	-	16%
DEN	-	15%
LAS	West	5%
LAX	West	4%
SEA	West	3%
PHX	West	3%
BOS	East	2%
SAN	West	2%
PDX	West	2%
DTW	East	2%
SLC	West	1%
SMF	West	1%
BNA	East	1%
DCA	East	1%
IAD	East	1%



- ➔ Eight of the Salina's Top 15 markets flowed to the west of connecting market Denver, representing 21% of total Salina traffic; five flowed to the east, representing 7%
- ➔ Three of Salina's west-flowing markets were in California, representing 7% of total traffic

Fare Comparison

All 45 of 45 Salina business fares are within a \$75 threshold of United at Wichita and Kansas City, and American at Manhattan

Comparison of Salina Top Market Fares to Wichita, Kansas City and Manhattan Airports One-Way Fare for Travel Thursday, November 11, 2021

MARKET	SLN	ICT/UA	CHANGE	MCI/UA	CHANGE	MHK/AA	CHANGE
ORD	90	156	-66	78	+12	160	-70
DEN	96	78	+18	59	+37	190	-94
LAS	110	119	-9	128	-18	176	-66
LAX	129	141	-12	108	+21	153	-24
SEA	113	97	+16	108	+5	153	-40
PHX	99	108	-9	128	-29	186	-87
BOS	100	152	-52	108	-8	203	-103
SAN	132	141	-9	146	-14	191	-59
PDX	143	152	-9	141	+2	186	-43
DTW	100	130	-30	109	-9	202	-102
SLC	101	110	-9	117	-16	213	-112
SMF	143	152	-9	152	-9	197	-54
BNA	100	109	-9	87	+13	122	-22
DCA	132	141	-9	120	+12	165	-33
IAD	132	141	-9	111	+21	171	-39
AVERAGE	115	128	-14	113	+1	178	-63

Fare Comparison

Leisure fares at Salina are much lower than American Airlines at Manhattan, and continue to be competitive with United Airlines at Wichita and Kansas City

Comparison of Salina Top Market Fares to Wichita, Kansas City and Manhattan Airports Roundtrip Fare for Travel Thursday, November 11 returning Thursday, November 18, 2021

MARKET	SLN
ORD	180
DEN	192
LAS	209
LAX	257
SEA	225
PHX	197
BOS	199
SAN	263
PDX	285
DTW	199
SLC	201
SMF	285
BNA	199
DCA	263
IAD	263
AVERAGE	228

ICT/UA	CHANGE
199	-19
155	+37
227	-18
281	-24
193	+32
215	-18
303	-104
281	-18
303	-18
259	-60
219	-18
303	-18
217	-18
281	-18
281	-18
248	-20

MCI/UA	CHANGE
155	+25
117	+75
255	-46
215	+42
348	-123
255	-58
215	-16
291	-28
405	-120
217	-18
257	-56
303	-18
173	+26
239	+24
221	+42
244	-17

MHK/AA	CHANGE
187	-7
380	-188
352	-143
306	-49
306	-81
372	-175
308	-109
382	-119
372	-87
308	-109
348	-147
394	-109
244	-45
330	-67
330	-67
328	-100

Fare Comparison

The Salina average fares for the Second Quarter were lower than the competition at Wichita, Kansas City and Manhattan

Comparison of the Salina Average One Way Fare to Wichita, Kansas City and Manhattan Airports Second Quarter 2021 Post-Departure Results – All Carriers

AVG \$	SLN
DOMO	118
INT	213
TOTAL	120

ICT	CHANGE
150	-32
373	-160
163	-43

MCI	CHANGE
131	-13
258	-45
139	-19

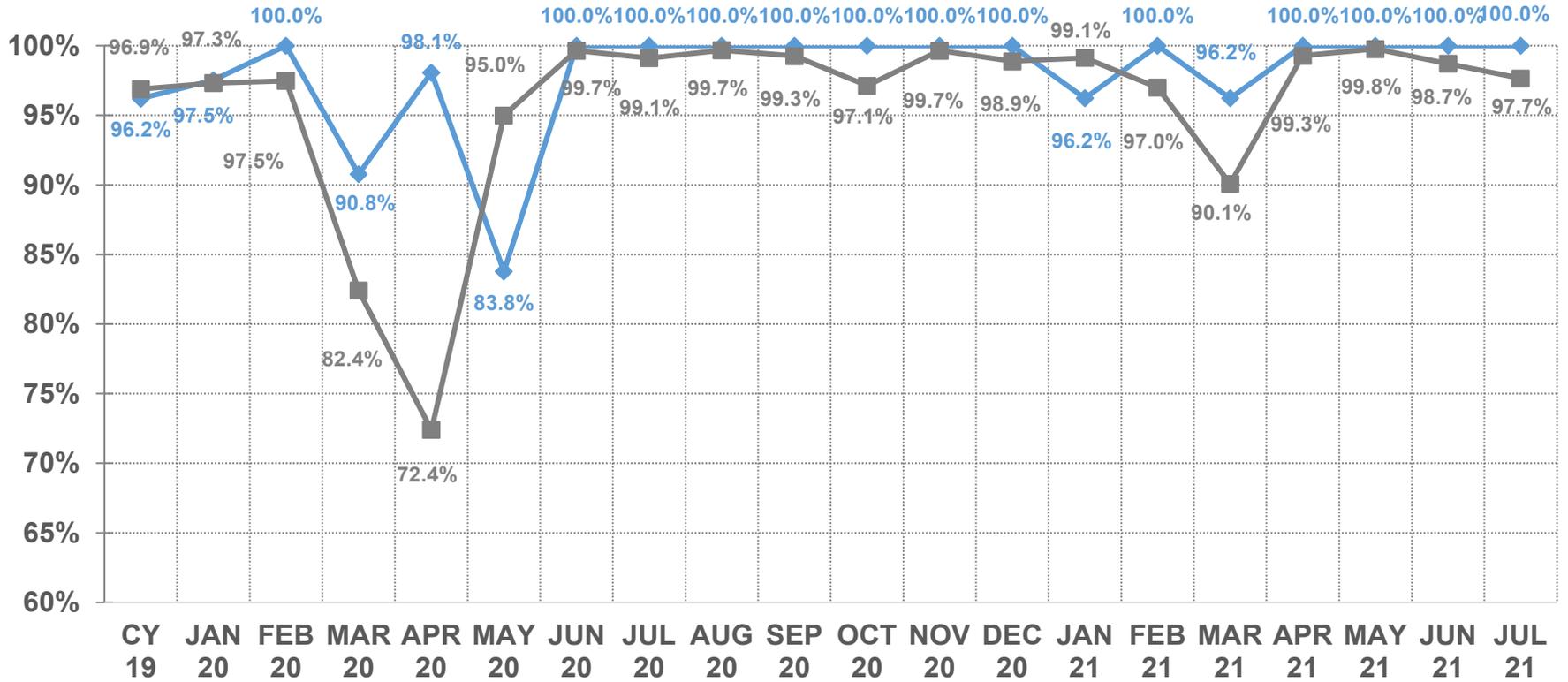
MHK	CHANGE
216	-98
349	-136
223	-103

Operating Performance

Salina has continued to outperform SkyWest at Denver for Total Completion Factor in 13 of the last 14 comparable months

Total Completion Factor
Salina vs. SkyWest at Denver

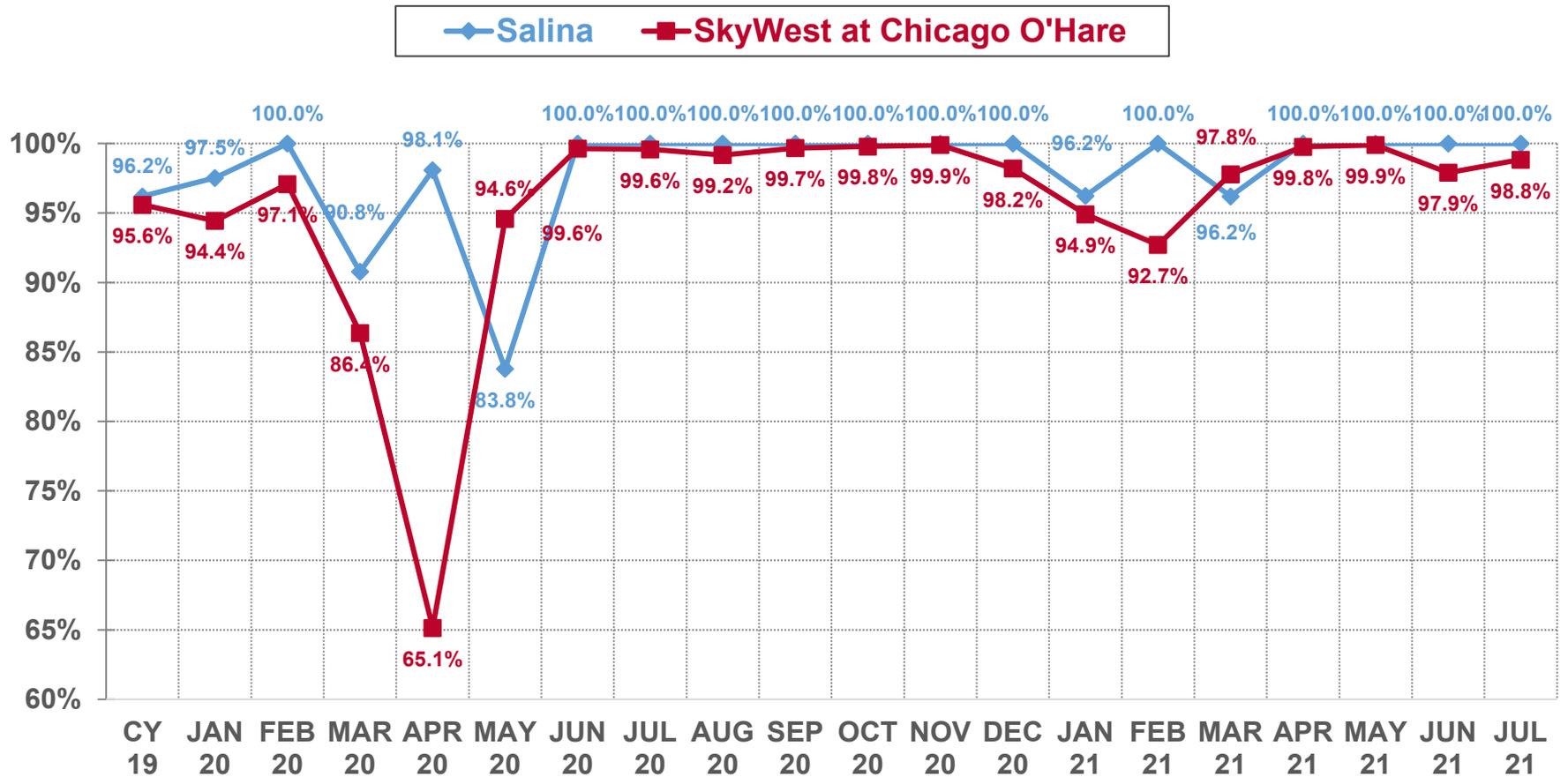
◆ Salina ■ SkyWest at Denver



Operating Performance

Like Denver, Salina has continued to outperform SkyWest at Chicago O'Hare for Total Completion Factor in 13 of the last 14 comparable months

Total Completion Factor
Salina vs. SkyWest at Chicago O'Hare

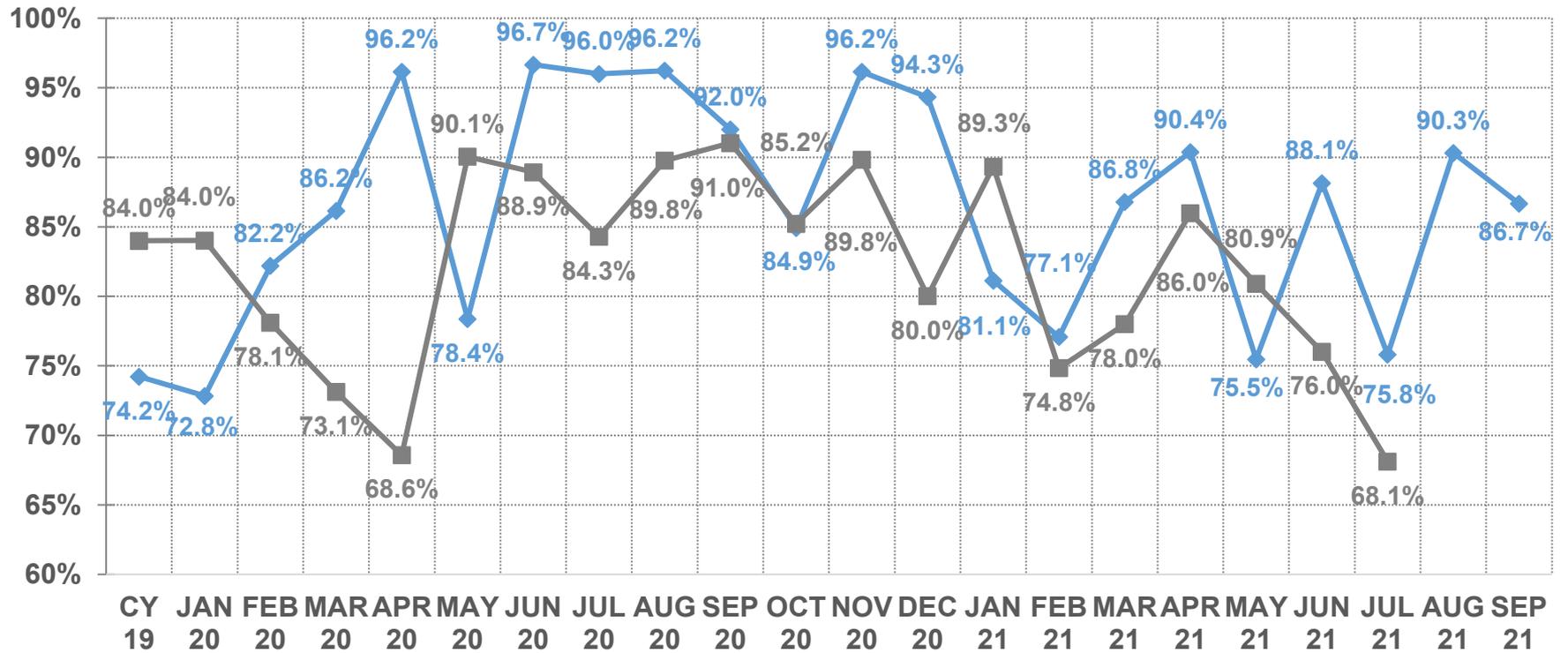


Operating Performance

SkyWest for July, the last comparable month, was 7.7 points higher than the On-Time Arrivals results for SkyWest at Denver

On-Time Arrivals (% Within 14 Minutes)
Salina vs. SkyWest at Denver

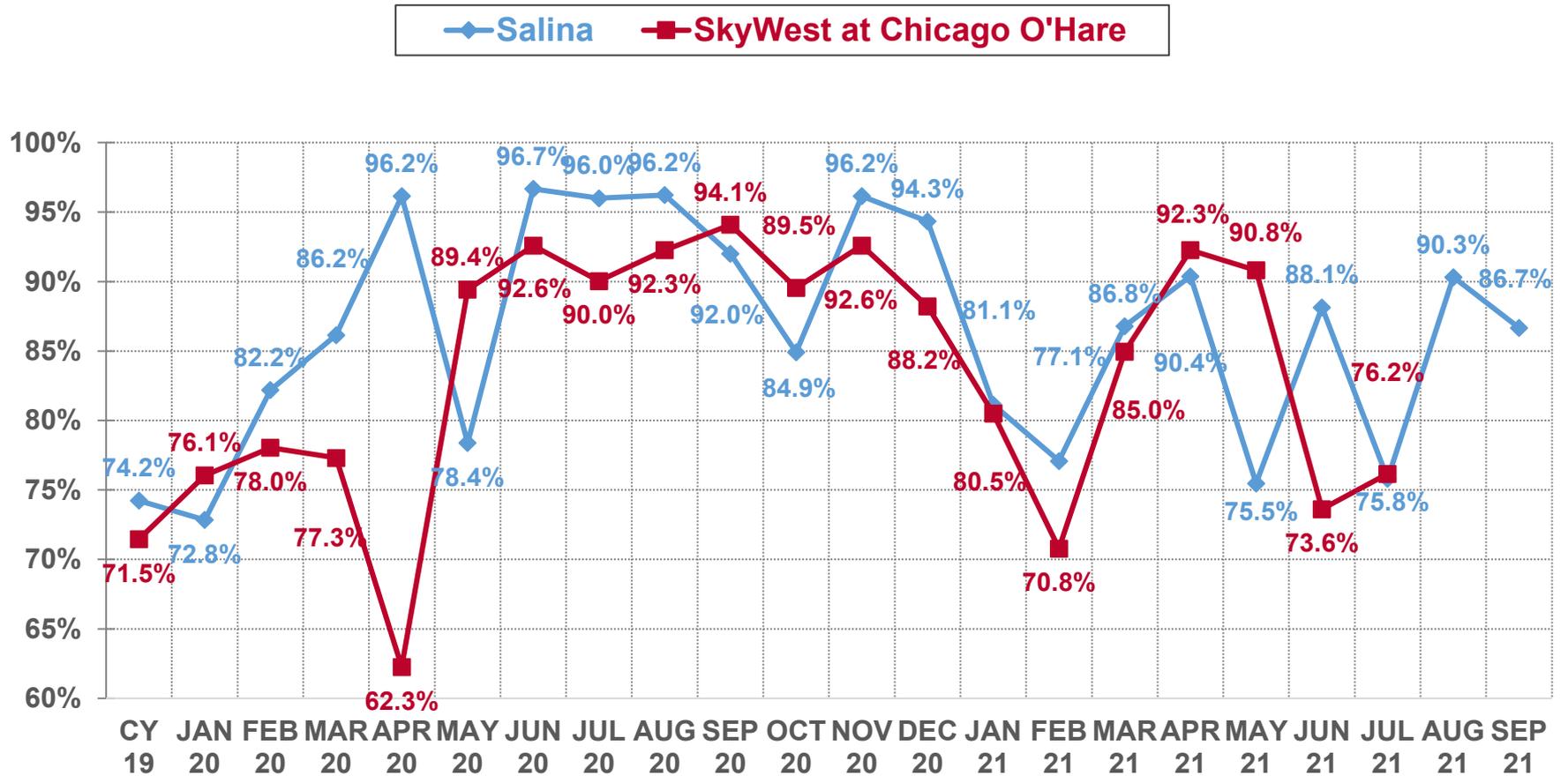
◆ Salina ■ SkyWest at Denver



Operating Performance

SkyWest for July, the last comparable month, was 0.4 points lower than the On-Time Arrivals results for SkyWest at Chicago O'Hare

On-Time Arrivals (% Within 14 Minutes)
Salina vs. SkyWest at Chicago O'Hare



Financial Reports

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through October 2021

1:08 PM
 11/14/2021
 Accrual Basis

	<u>Jan - Oct 21</u>	<u>Jan - Oct 20</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	928,201.36	806,033.42	122,167.94	15.16%
Total Other revenue	87,134.68	156,010.95	-68,876.27	-44.15%
Total Income	<u>2,441,988.78</u>	<u>2,263,190.67</u>	<u>178,798.11</u>	<u>7.9%</u>
Gross Profit	2,441,988.78	2,263,190.67	178,798.11	7.9%
Expense				
Total Administrative expenses	1,445,105.18	1,294,200.86	150,904.32	11.66%
Total Maintenance expenses	819,858.64	678,611.81	141,246.83	20.81%
Total Expense	<u>2,264,963.82</u>	<u>1,972,812.67</u>	<u>292,151.15</u>	<u>14.81%</u>
Net Ordinary Income	177,024.96	290,378.00	-113,353.04	-39.04%
Total Other Income	3,605,347.84	1,335,748.14	2,269,599.70	169.91%
Total Other Expense	3,025,790.93	2,901,867.80	123,923.13	4.27%
Net Other Income	579,556.91	-1,566,119.66	2,145,676.57	137.01%
Net Income	<u><u>756,581.87</u></u>	<u><u>-1,275,741.66</u></u>	<u><u>2,032,323.53</u></u>	<u><u>159.31%</u></u>

Financial Reports

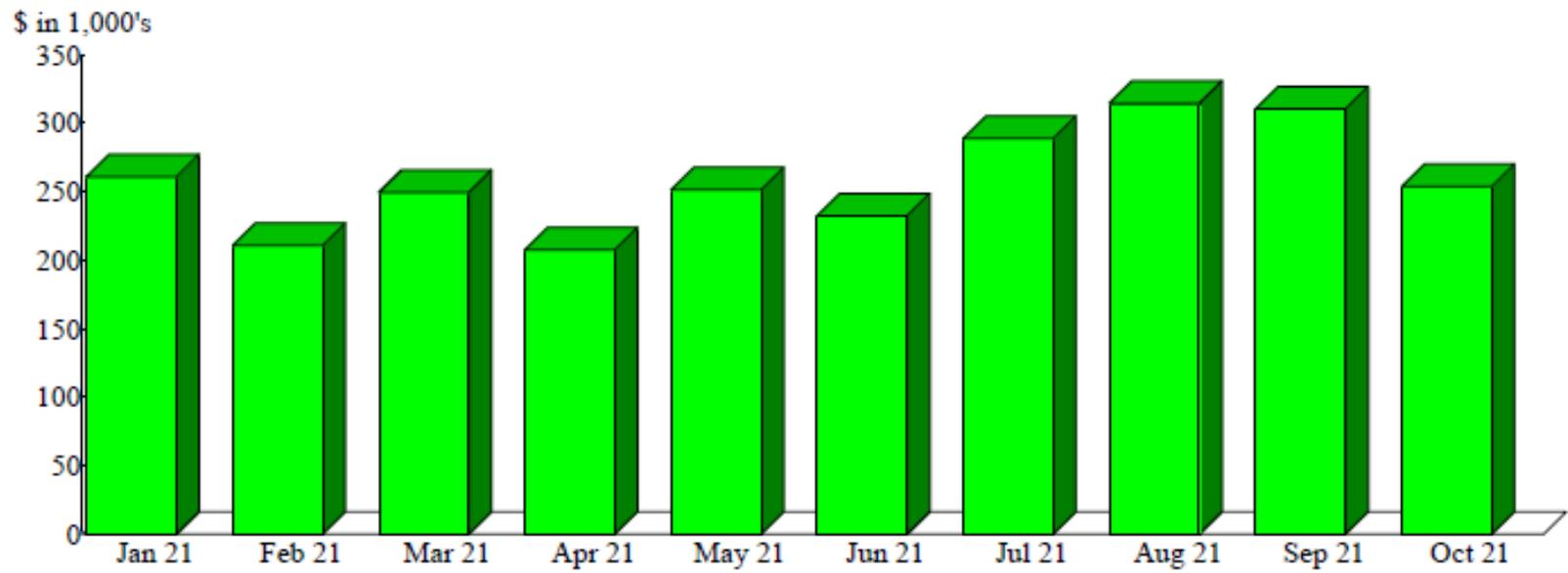
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of October 31, 2021

1:02 PM
 11/14/2021
 Accrual Basis

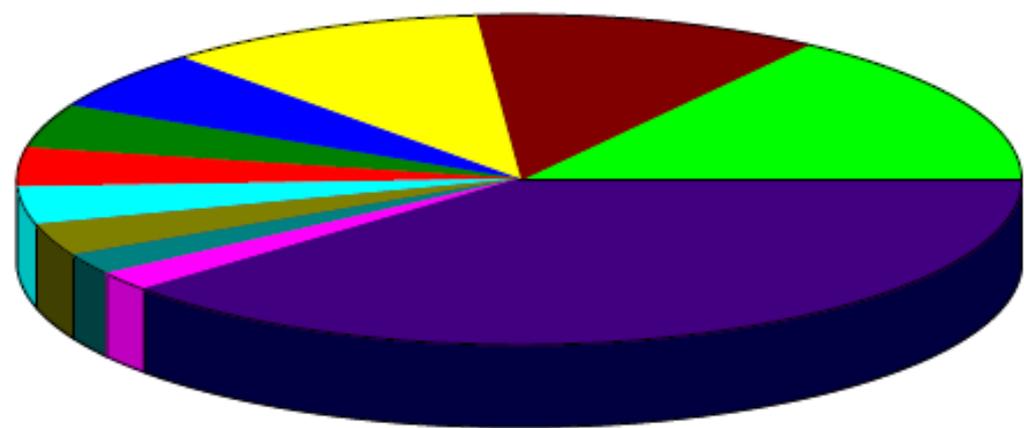
	<u>Oct 21</u>	<u>Jan - Oct 21</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	6,233	633,527	1,785,000	-1,151,473	35%
Total Buildings & Improvements	286,021	938,371	3,454,242	-2,515,871	27%
Total Equipment	60,630	700,577	1,118,185	-417,608	63%
Total Land	0	46,198	25,000	21,198	185%
Total Fixed assets at cost	<u>352,884</u>	<u>2,318,673</u>	<u>6,382,427</u>	<u>-4,063,754</u>	<u>36%</u>

Sales by Month
January through October 2021

Dollar Sales



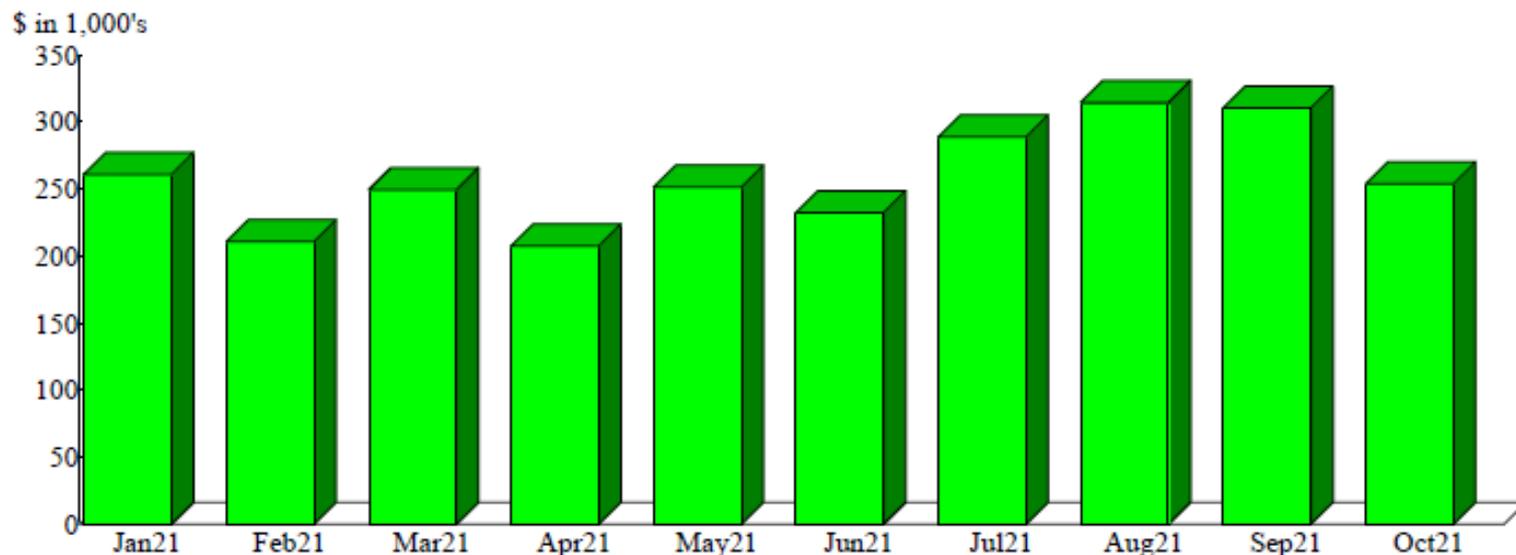
Sales Summary
January through October 2021



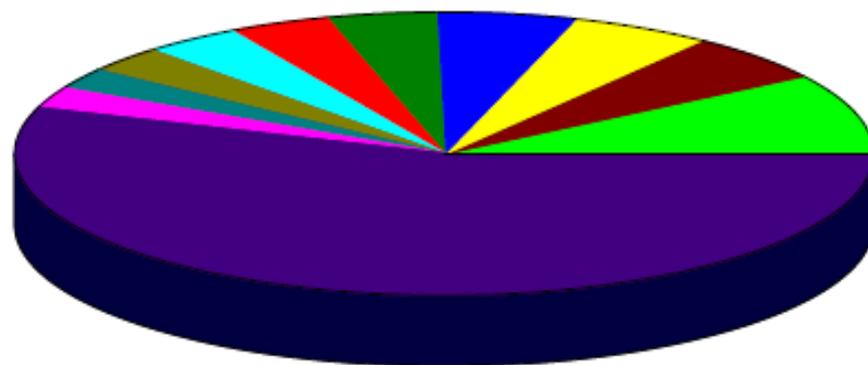
Kansas Erosion Products, LLC.	15.36%
1 Vision Aviation, PLLC	11.17
Avflight Salina	10.50
SFC Global Supply Chain	5.95
Stryten Salina, LLC	4.43
Universal Forest Products (UFP)	3.93
NASA	3.76
Kansas State Polytechnic - Salina	3.29
Durham School Service, L.P.	2.09
Nellis AFB	2.00
Other	37.53
Total	\$2,580,177.26

Sales by Month
January through October 2021

Dollar Sales



Sales Summary
January through October 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.27%
B-01021 (Building #1021 located at 3600	5.58
Utility Reimbursement (Utility Reimburse	5.28
FFF-Avflight Salina (Fuel Flowage Fee @	5.26
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	4.28
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	3.86
B-00620-1 (Building #620 (30,000 SF) an	3.70
B-00626-1 (Manufacturing facility #626 (3.14
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.53
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.49
Other	54.61
Total	\$2,580,177.26

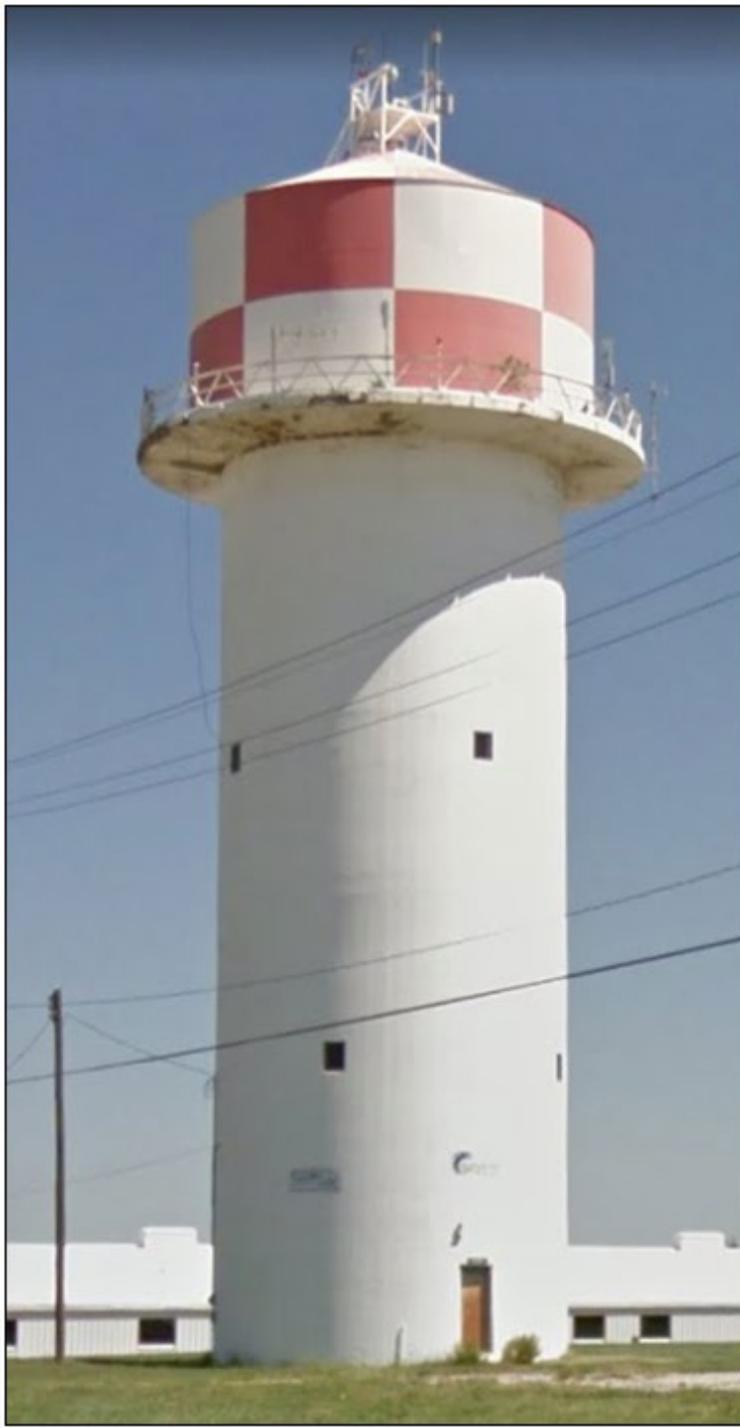
Final action on the Triplett Self Storage, LLC land lease for a portion of Lot 4, Block 1, Schilling Subdivision No. 7 consisting of 3.73 acres

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

Consideration of a lease with Nex-Tech Wireless for antenna space on the Airport Authority's former water tower located at 2725 Arnold Ave

SHELLI SWANSON, C.M.



Consideration of lease addendum #1
with Stryten Salina, LLC for Unit A,
building B655 located at 2656 Arnold
Ave.

SHELLI SWANSON, C.M.

Consideration of SAA Resolution No. 21-11 recognizing Kenny Bieker for 13-years of service as the Salina Airport Authority's director of facilities and construction

TIM ROGERS, A.A.E.

Directors' Forum

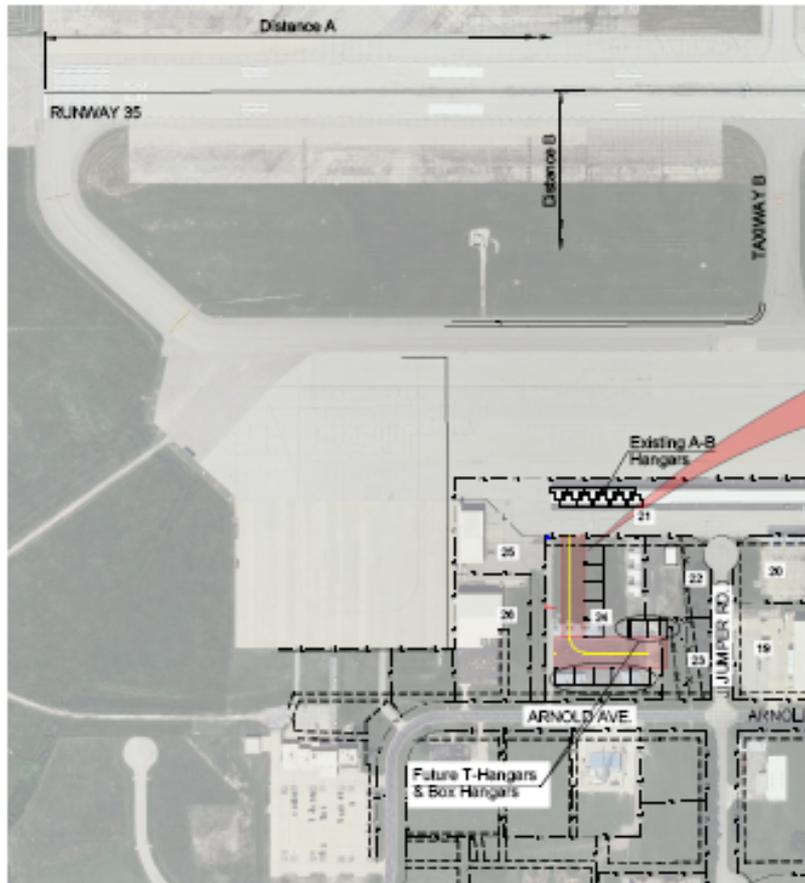
KRISTIN GUNN, CHAIR

Visitor's Questions & Comments



Staff Reports

TIM ROGERS, A.A.E.

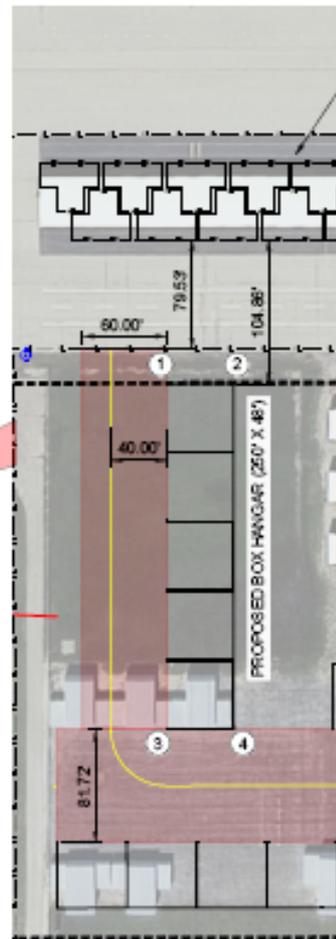


Airfield Box Hanger Location Map



LEGEND

- Property Line
- Easement



Airfield Box Hanger Site Map

Existing A-B Hangars

Point No.	1	2	3	4
Dist A	1447	1495	1447	1495
Dist B	1233	1233	1483	1483
Latitude	38-46-50.22n	38-46-50.69n	38-46-50.22n	38-46-50.68n
Longitude	97-38-29.88w	97-38-29.86w	97-38-28.52w	97-38-28.52w
R/W Centerline El.	1266	1266	1266	1266
100.1 Elevation	1278	1278	1281	1281
Structure Top El.	1283	1279	1283	1279
Ground El.	1281	1281	1280	1280
Structure Height	22	18	23	19

Notes:

Distance A is from the 35 threshold to the building corner parallel with the runway.

Distance B is from the runway centerline to the building corner perpendicular to the runway

A 250'x48' hangar will be constructed in Lot 24 of Schilling Subdivision No. 5 that was acquired by a GSA Quit Claim Deed. Also a new taxiway (275'x80') will be constructed. Lot 24 is owned by the Salina Airport Authority. The hangar will be divided into 5 units and serve ADG I aircraft for aeronautical use. The existing T-Hangars will be relocated or demolished at the east end of the project. Design was done by Hutton Builds Contractor & the construction will also be by Hutton Builds. There will be no water or sewer serving the hangar. Electrical service will be provided. The project is funded with SAA operating cash and General Obligation Bond proceeds

Drawing Number 3009-11-21

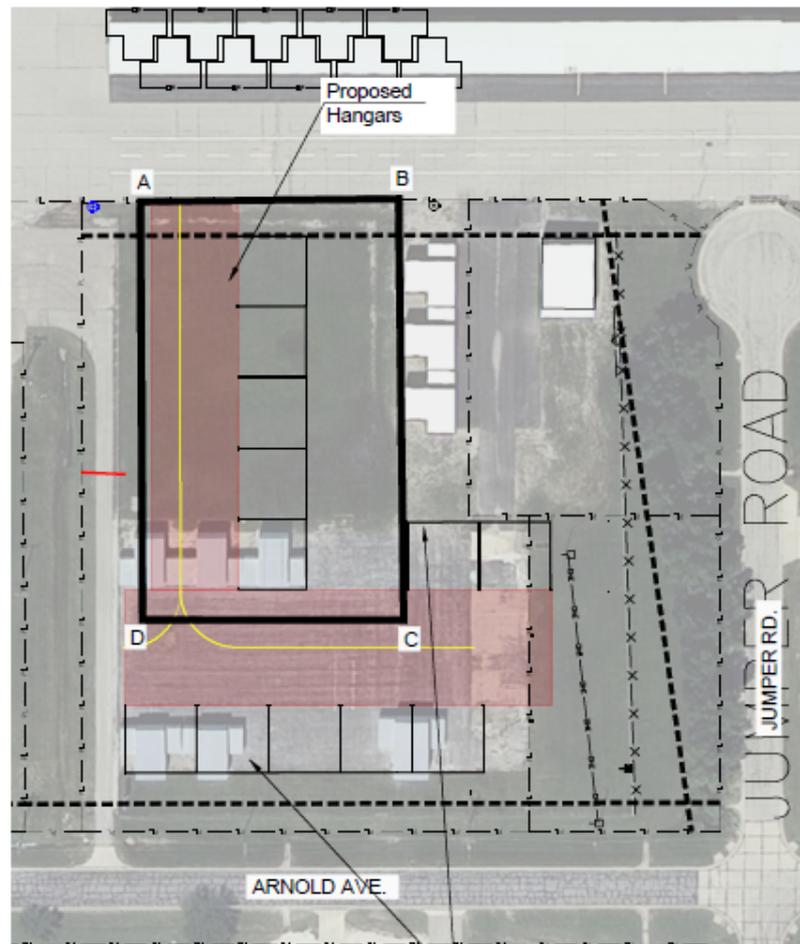


3017 ARNOLD SALINA, KS 67401
 (785)-827-3614 FAX (785)-827-2201

REVISIONS
 DESIGNED BY
 DRAWN BY
 SCALE
 DATE

SALINA AIRPORT AUTHORITY (FAA 7460)
5-Unit Box Hanger Building

1
 OF
 1



Point	Latitude	Longitude	SE	AGL	AMSL
A	38-46-49.58n	97-38-29.96w	1262	60	1322
B	38-46-51.36n	97-38-29.96w	1261	60	1321
C	38-46-49.58n	97-38-26.15w	1260	60	1320
D	38-46-51.36n	97-38-26.15w	1259	60	1319

Future
Hangars

Drawing Number 3010-11-21



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

None : REMISIONS
KPB : DESIGNED BY
KPB : DRAWN BY
T = 100' : SCALE
8/09/21, 10:05 : DATE

SALINA AIRPORT AUTHORITY
Temp. Const. Equipment Work Area

1
OF
1



R:\Public\Facility\water\buildings\main\report\salina\H500-600-606\salina\drawing.dwg



Hangar Areas
 H500 = 27,872 S.F.
 H600 = 42,052 S.F.
 H606 = 34,932 S.F.
 H950 = 80,513 S.F.

Total Hangar Space = 194,189 S.F.

Total Facility Areas
 H500 = 45,532 S.F.
 H600 = 68,308 S.F.
 H606 = 49,222 S.F.
 H950 = 127,734 S.F.

Total Facility Space = 290,798 S.F.

Drawing Number 1906-1-13



2237 ARNOLD, SALINA, KS 67401
 (785-822-5814) FAX: 785-822-3221
 WWW: WWW.SALINA-KS.GOV
 DRAWN BY: [Signature]
 SCALE: 1"=400'
 DATE:

SALINA AIRPORT AUTHORITY
Hangar's 509, 600, 606 and 959 Aerial

1
 OF
 1

Announcements

 Warren Air Force Base (582nd Helicopter Group)
Hangar 509
November 13-20, 2021

 Dynamic Aviation
Hangar 600 – 2nd Floor Conference Room
November 17-20, 2021



Adjournment