

Salina Airport Authority Board of Directors Regular Meeting

JANUARY 19, 2022



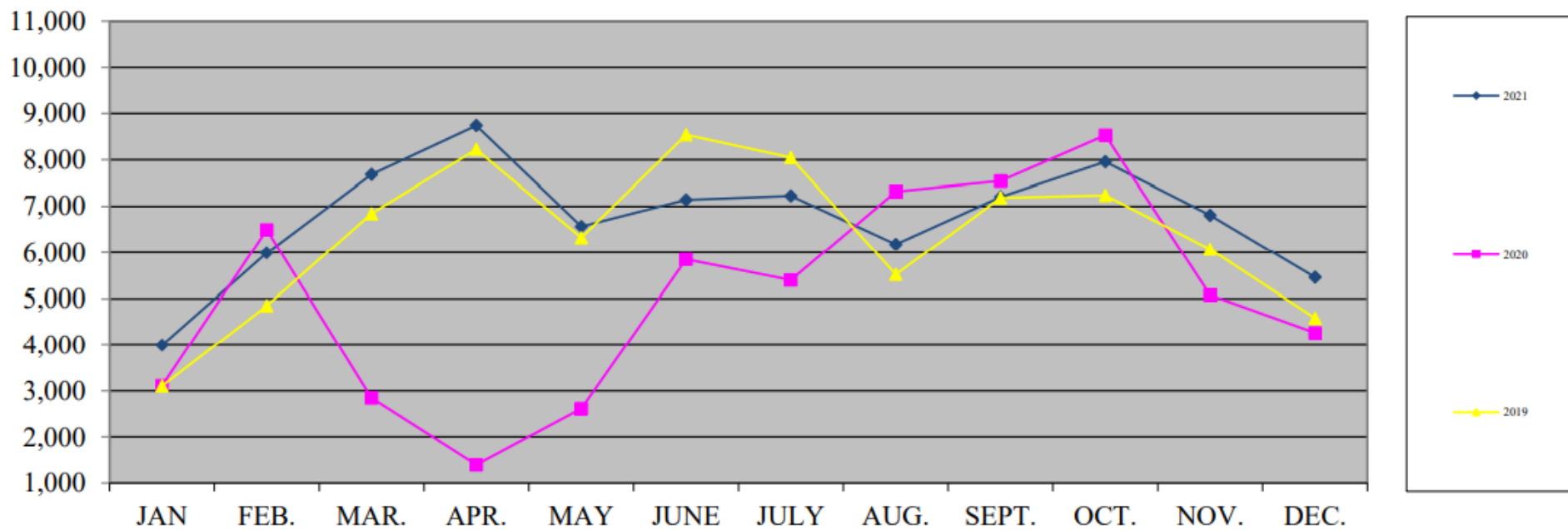
Agenda Review

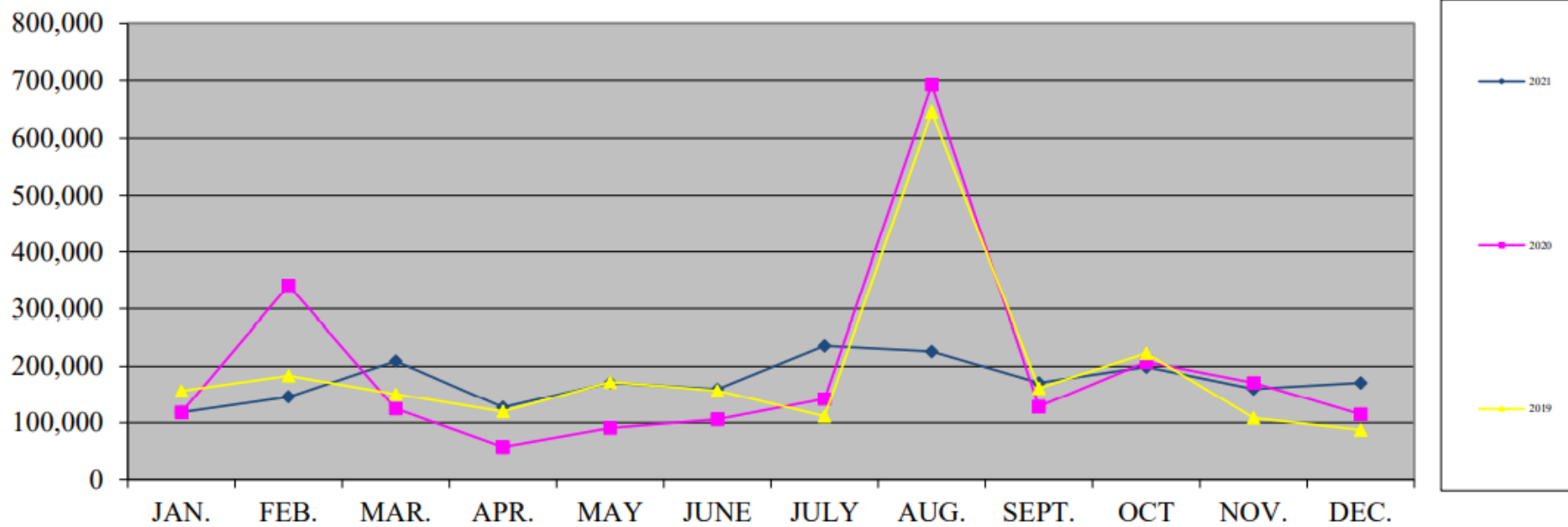
- Scheduled air service growth and development
- Provide adequate terminal building space and parking for passengers
- Leasing available Airport Authority office space

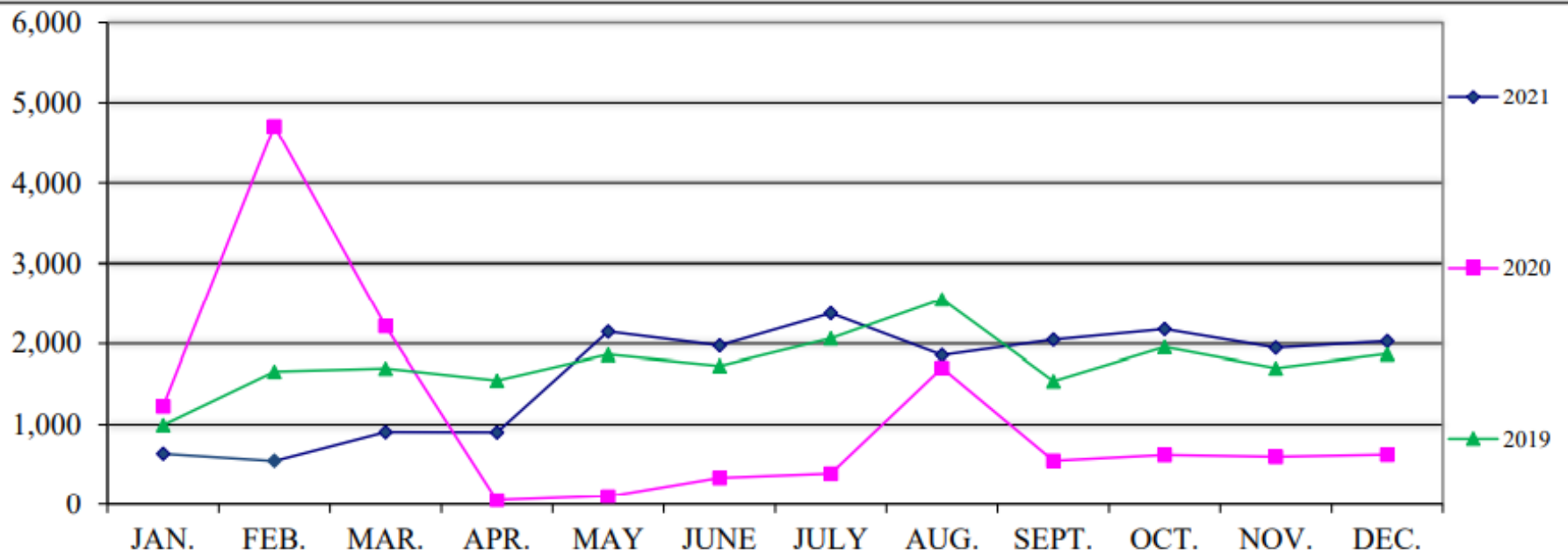
Review of Airport Activity and Financial Reports for the Month and Calendar Year ending December 31, 2021

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.



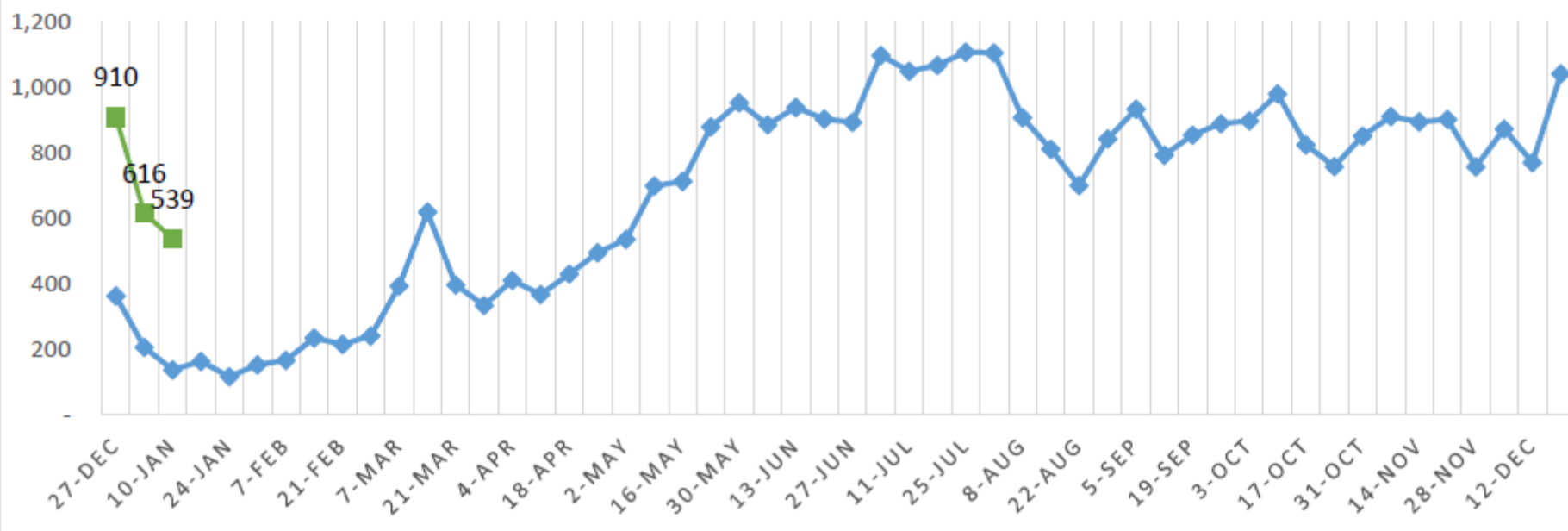




TOTAL SLN PASSENGERS - PER WEEK

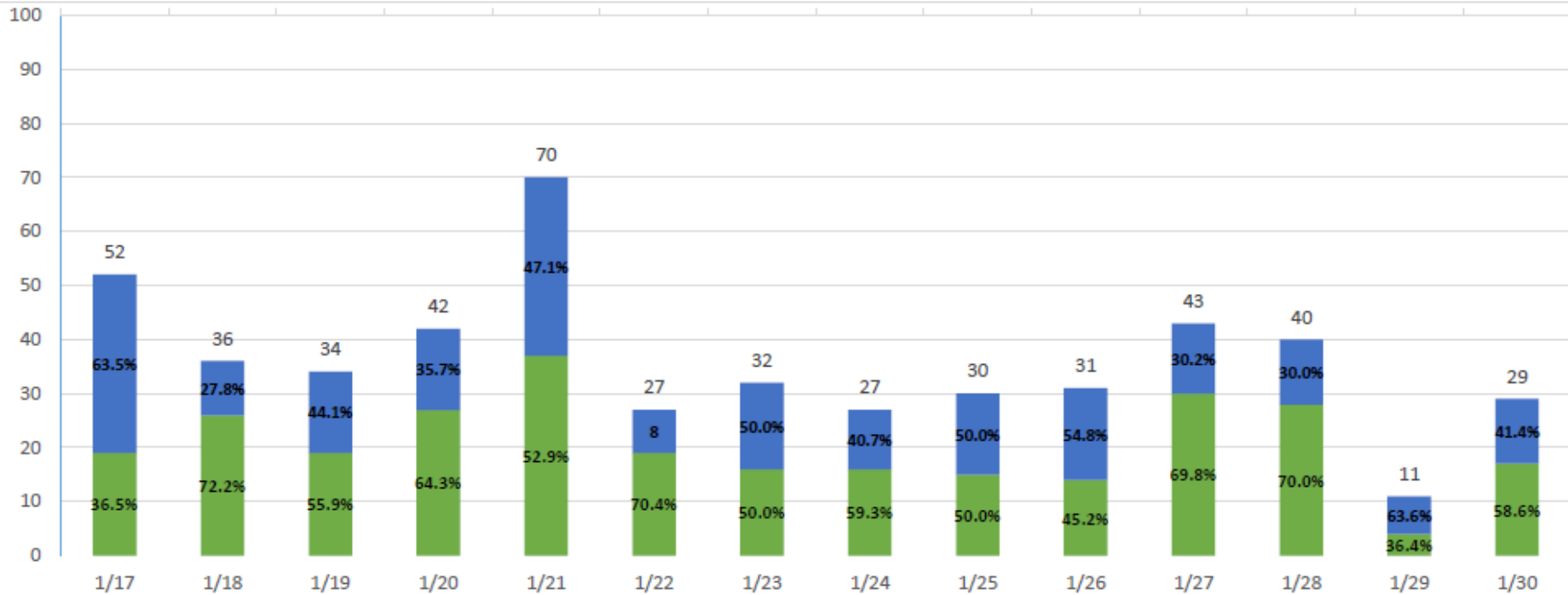
2022 TOTAL

2021 TOTAL

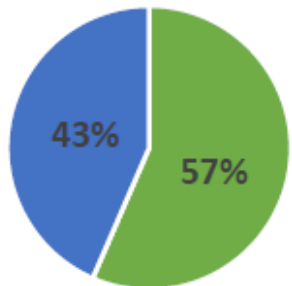


* Passenger numbers reported are unaudited by SKW and subject to change

Advanced Bookings

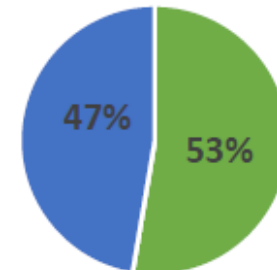


Advanced Bookings
January 17 - January 30



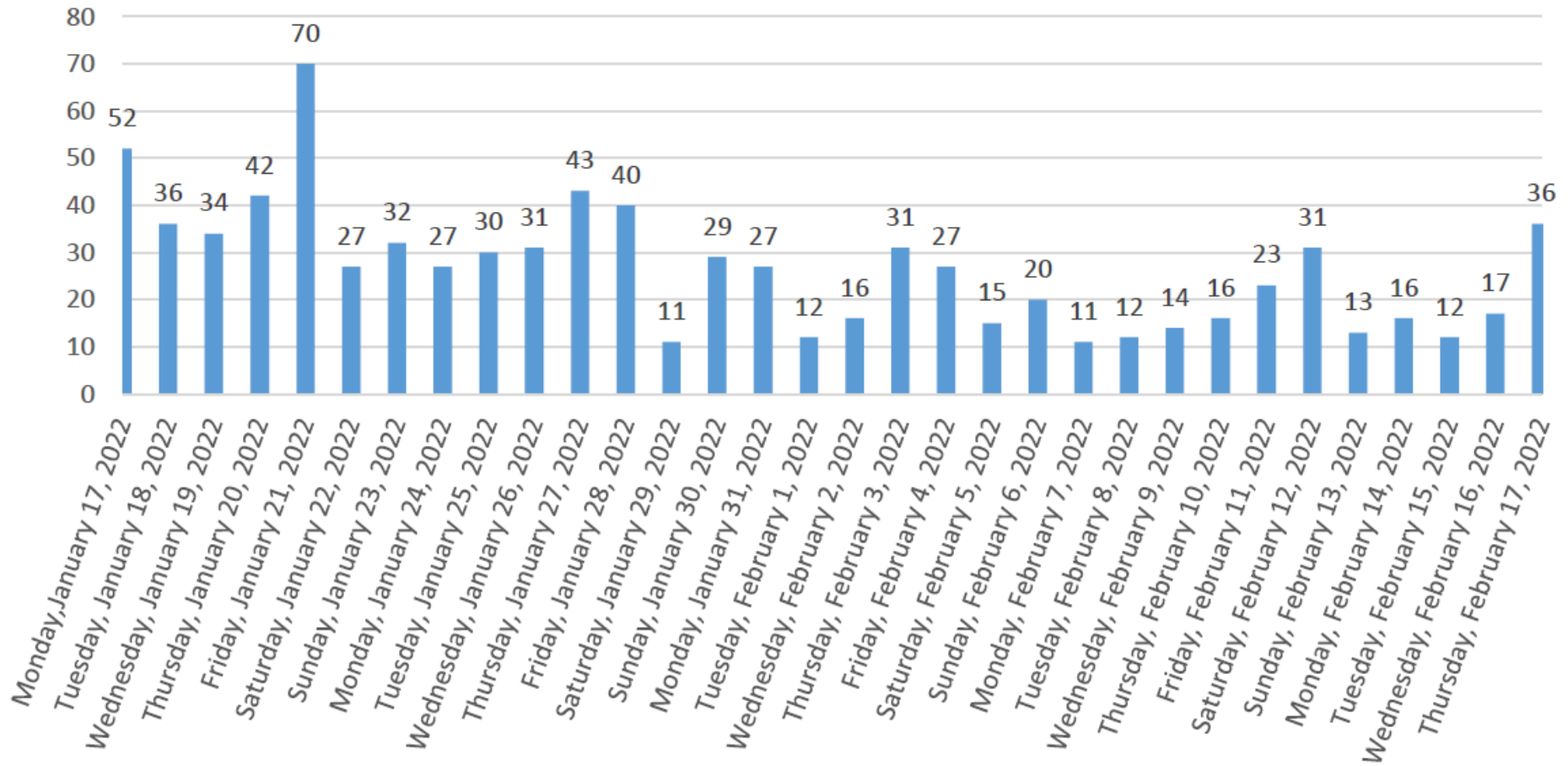
■ DEN ■ ORD

Advanced Bookings
Year-To-Date



■ DEN ■ ORD

SLN Pax per day



Financial Reports

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

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01/18/2022

Accrual Basis

	Jan - Dec 21	Jan - Dec 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	1,083,642.20	941,238.40	142,403.80	15.13%
Total Building and land rent	1,687,913.11	1,543,756.16	144,156.95	9.34%
Total Other revenue	119,167.04	167,351.91	-48,184.87	-28.79%
Uncategorized Income	0.00	0.00	0.00	0.0%
Total Income	2,890,722.35	2,652,346.47	238,375.88	8.99%
Gross Profit	2,890,722.35	2,652,346.47	238,375.88	8.99%
Expense				
Total Administrative expenses	1,737,867.58	1,630,020.15	107,847.43	6.62%
Total Maintenance expenses	1,071,444.47	841,704.64	229,739.83	27.3%
Total Expense	2,809,312.05	2,471,724.79	337,587.26	13.66%
Net Ordinary Income	81,410.30	180,621.68	-99,211.38	-54.93%
Total Other Income	4,029,455.13	2,346,749.93	1,682,705.20	71.7%
Total Other Expense	3,671,296.48	3,832,974.05	-161,677.57	-4.22%
Net Other Income	358,158.65	-1,486,224.12	1,844,382.77	124.1%
Net Income	439,568.95	-1,305,602.44	1,745,171.39	133.67%

Financial Reports

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

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01/18/2022

Accrual Basis

ASSETS

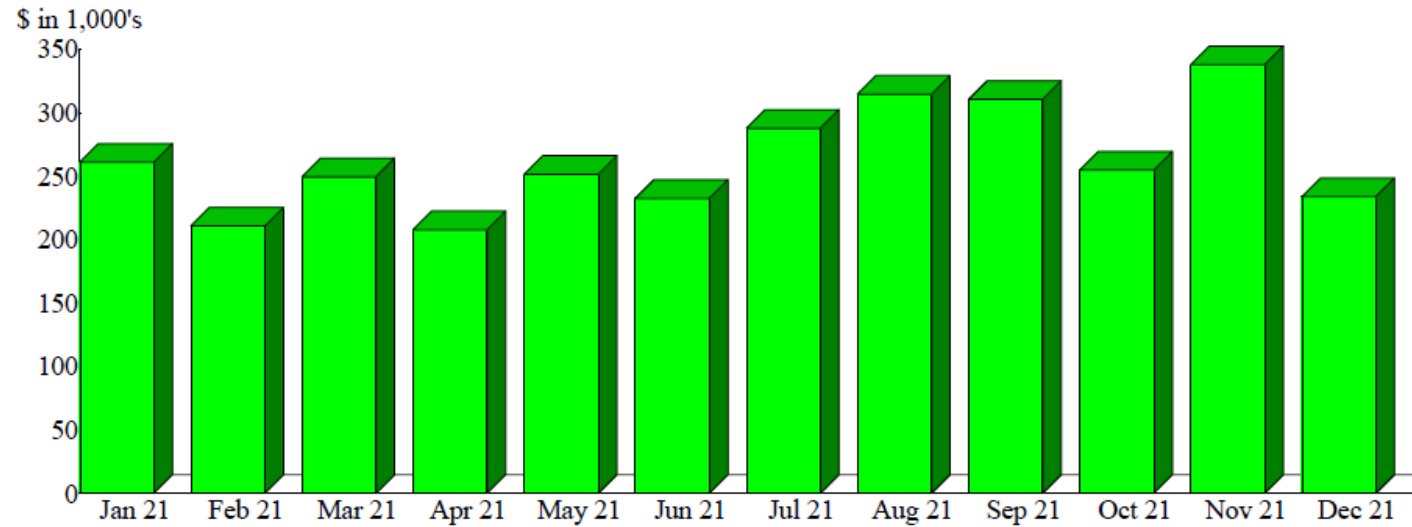
Fixed Assets

Fixed assets at cost

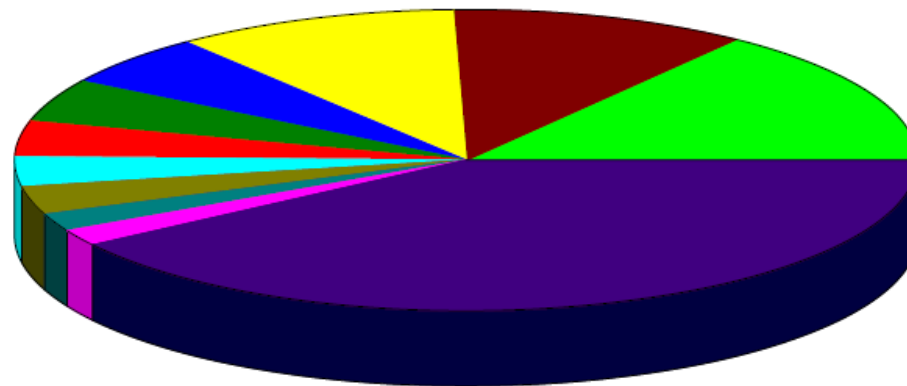
	Dec 21	Jan - Dec 21	Annual Budget	+/- Annual Budget	% of Annual Budget
Total Airfield	35,371	674,823	1,785,001	-1,110,178	38%
Total Buildings & Improvements	332,587	1,572,815	3,454,244	-1,881,429	46%
Total Equipment	68,107	768,685	1,118,185	-349,500	69%
Total Land		46,198	25,000	21,198	185%
Total Fixed assets at cost	436,065	3,062,521	6,382,430	-3,319,909	48%

Sales by Month
January through December 2021

Dollar Sales



Sales Summary
January through December 2021

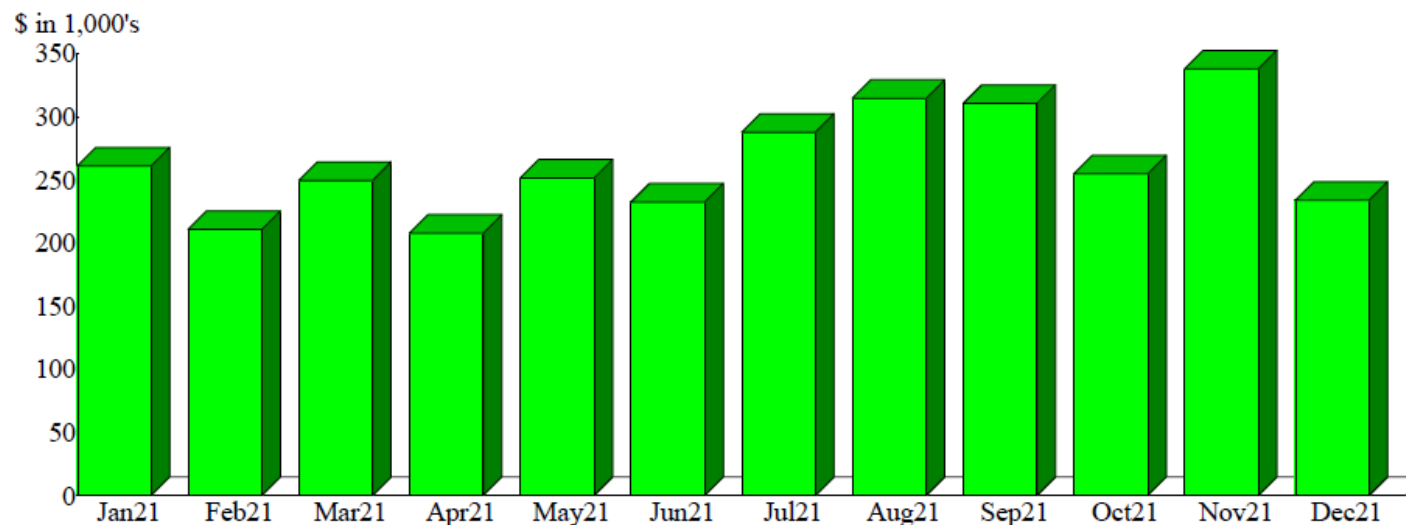


Kansas Erosion Products, LLC.	14.86%
1 Vision Aviation, PLLC	10.70
Avflight Salina	10.29
SFC Global Supply Chain	5.62
Stryten Salina, LLC	4.66
Universal Forest Products (UFP)	3.82
K-State Salina	3.20
NASA	3.08
Durham School Service, L.P.	2.05
AGCO Corporation	1.91
Other	39.81
Total	\$3,151,454.23

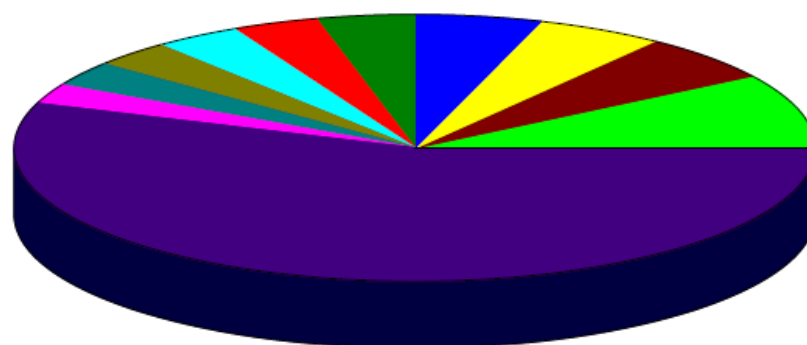
By Customer

Sales by Month
January through December 2021

Dollar Sales



Sales Summary
January through December 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.15%
B-01021 (Building #1021 located at 3600	5.82
Utility Reimbursement (Utility Reimburse	5.21
FFF-Avflight Salina (Fuel Flowage Fee @	5.17
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	4.04
B-00620-1 (Building #620 (30,000 SF) an	3.63
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	3.54
pptx (2021 Real Estate Taxes (see attach	3.22
B-00626-1 (Manufacturing facility #626 (3.08
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.45
Other	54.70
Total	\$3,151,454.23

By Item

Demand & Capture Study: Calendar Year 2021

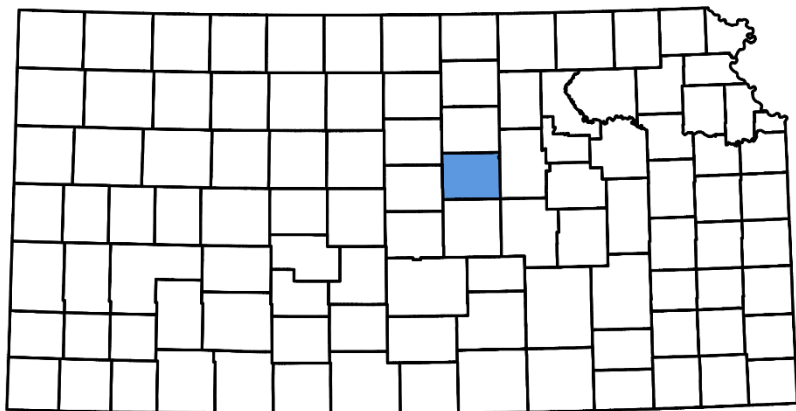
Salina Regional Airport

Prepared November 2021 – January 2022



Location, Demographics and Economy

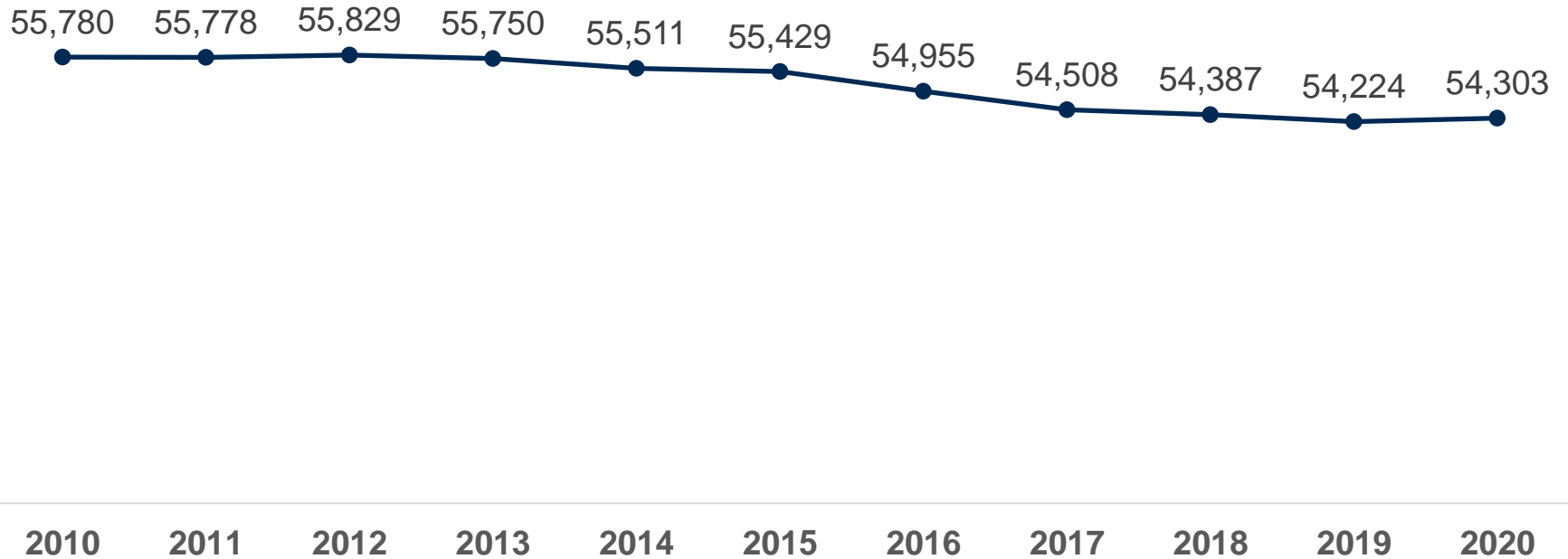
Saline County – Key Demographics



*The location of the Salina MSA (shown
in blue) within the state of Kansas*

Population	54,303
Square Miles	720.2
Population per Square Mile	75.4
Median Age	38.6
Per Capita Income	\$28,813
Number of Households	21,959
Median Household Income	\$52,200

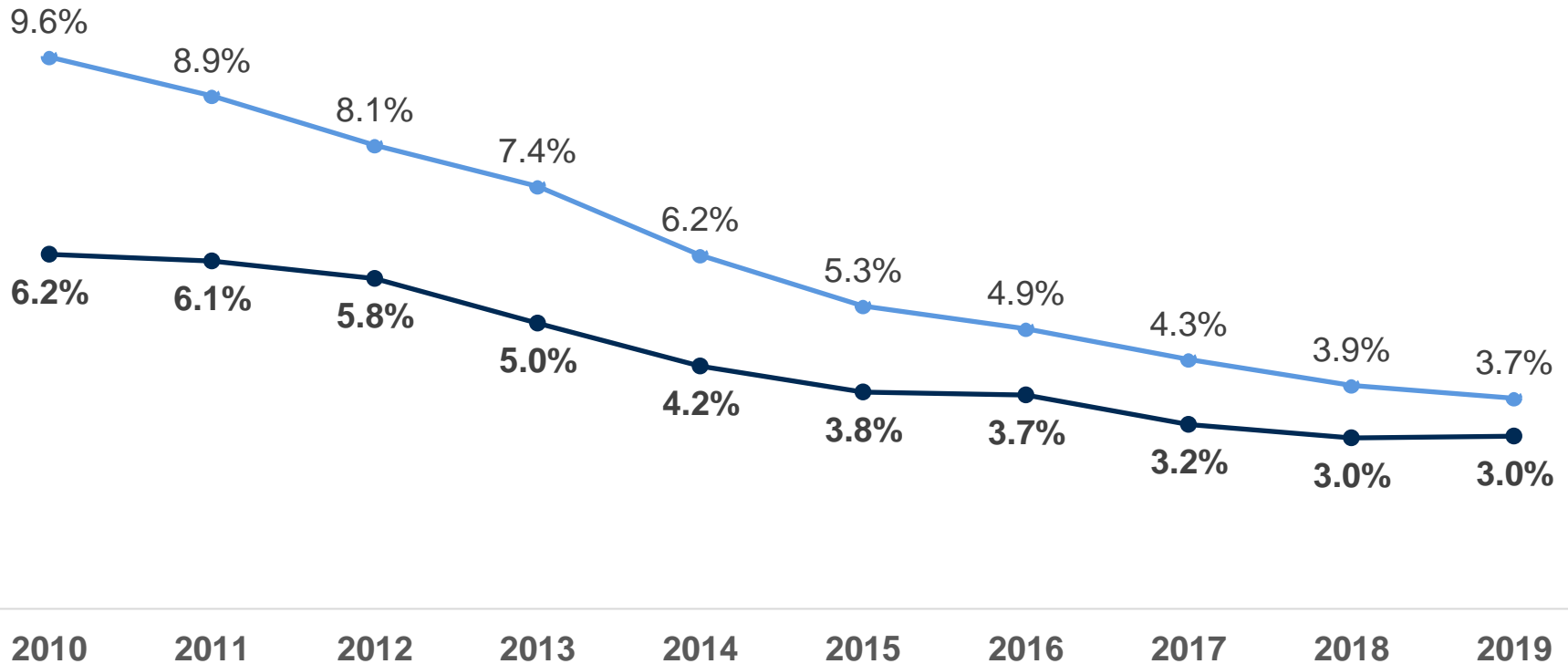
Saline County – Population, 2010-2020



Saline County enjoys a lower unemployment rate than the nation at large and is at full employment by many economists' measures

Saline County vs. National Average – Unemployment Rate, 2020-2019

● Saline County ● National Average

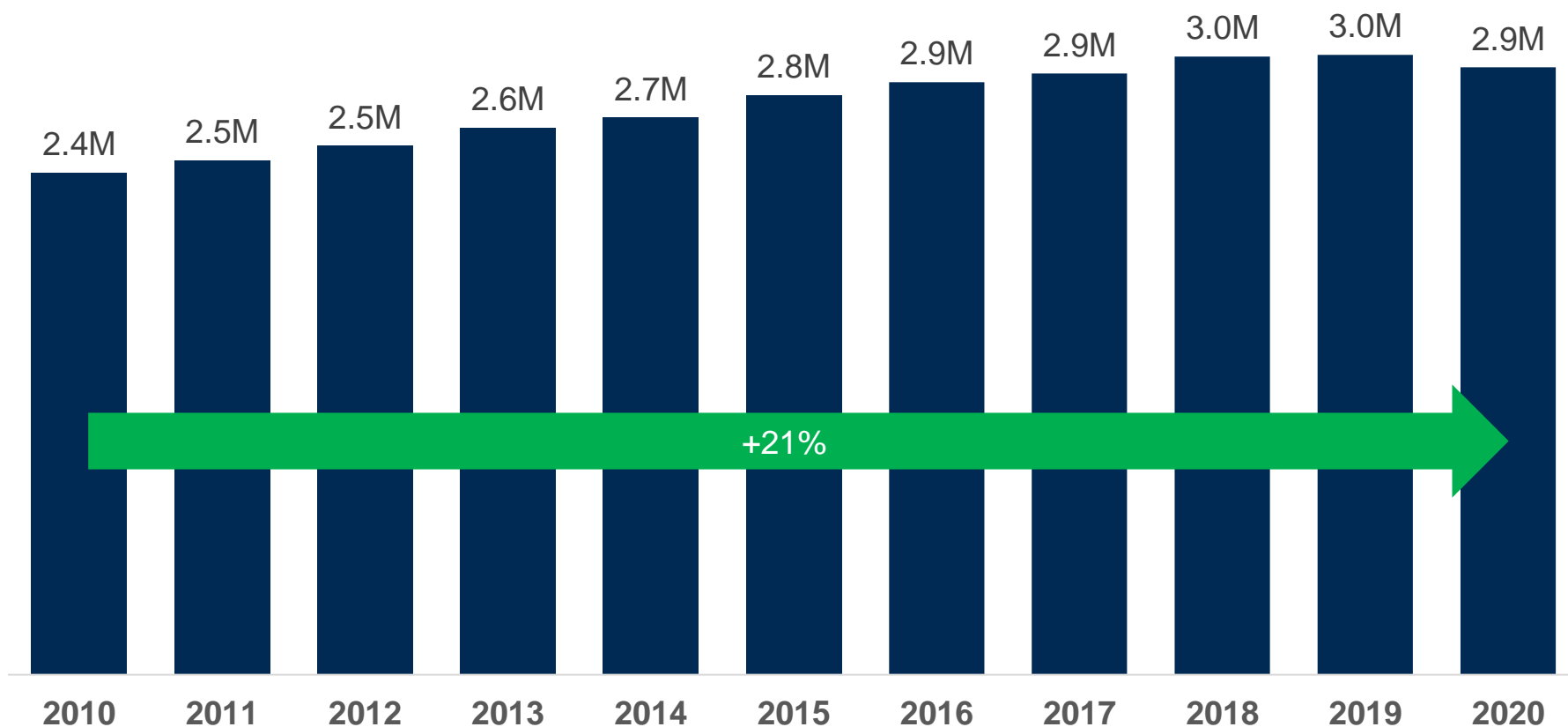


Gross Domestic Product (GDP)

Saline County's GDP grew almost 21% between 2010 and 2020

Saline County – Gross Domestic Product (All Industries), 2010-2020

Thousands of Chained 2012 Dollars

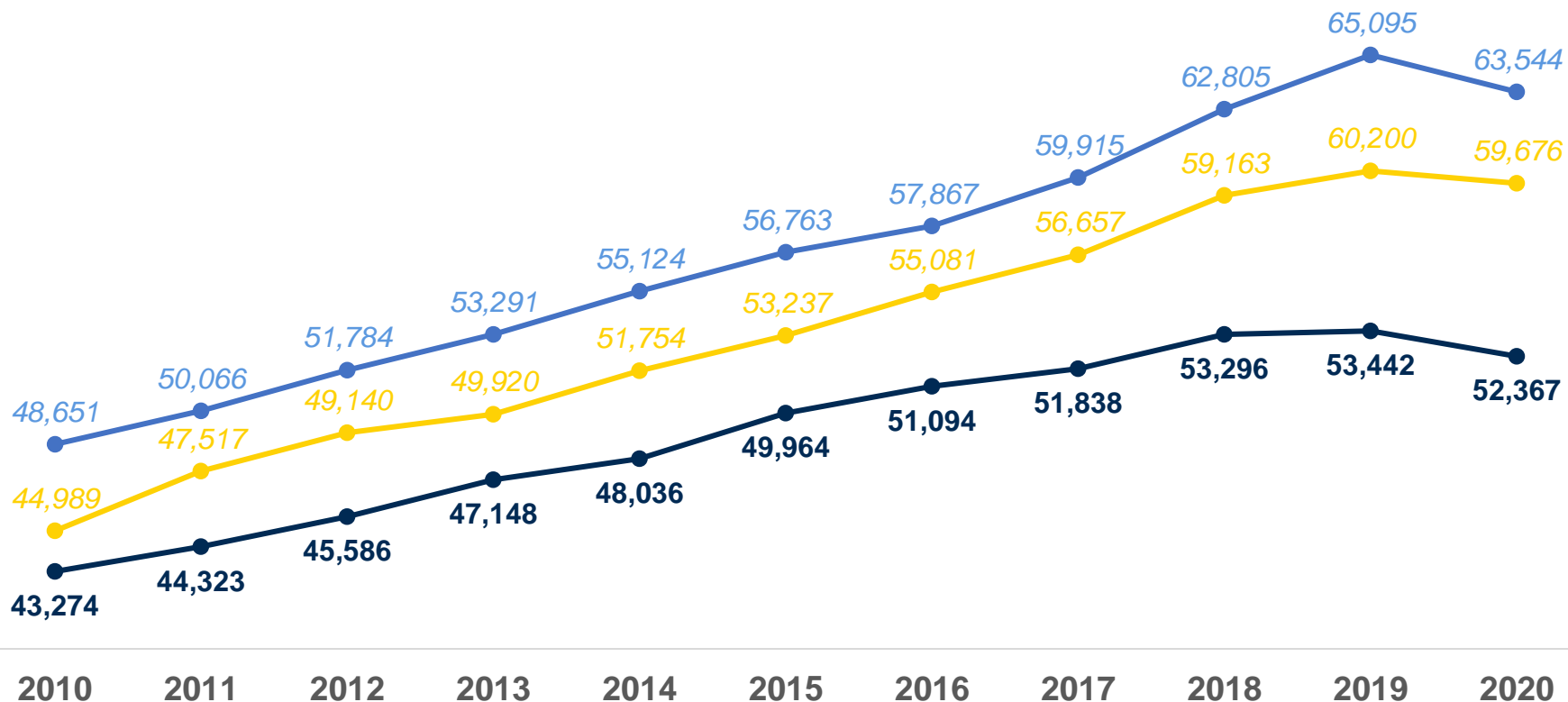


Per Capita GDP

Per Capita GDP grew consistently between 2010 and 2019.
The county and state experienced less of a dip in 2020 than the
nation at large

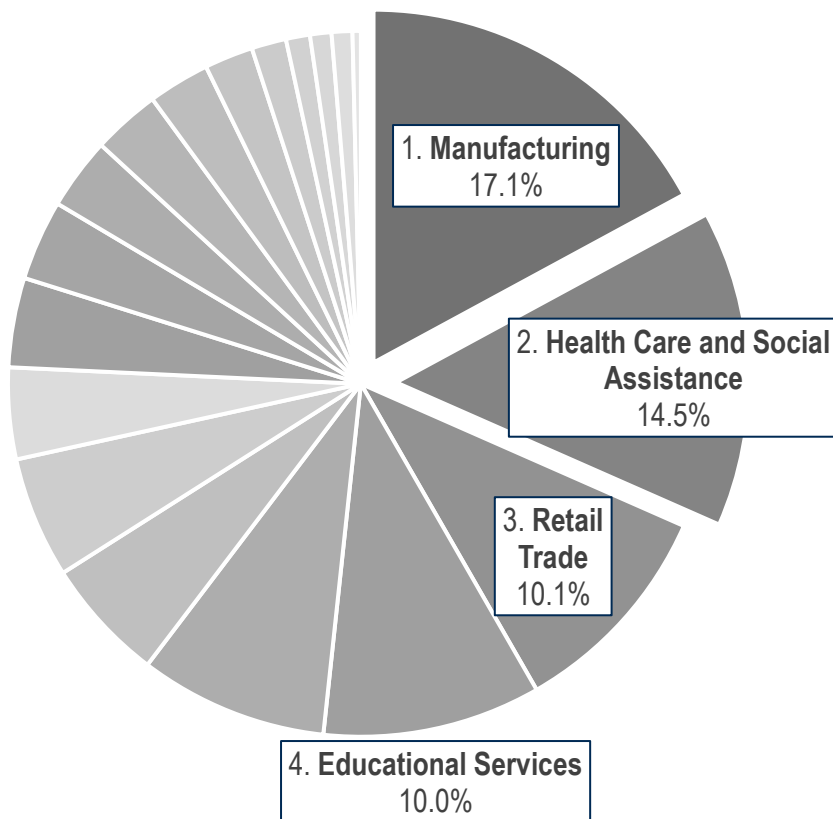
Saline County; State of Kansas and United States – Per Capita Gross Domestic Product (All Industries), 2010-2020 Chained 2012 Dollars

—●— United States —●— Saline County —●— State of Kansas



Manufacturing, Health Care, Retail Trade and Education account for 52% of all Saline County employment

Saline County – Civilian Employment by Industry



5. Accommodation and Food Service	8.6%
6. Other Services	5.7%
7. Construction	5.6%
8. Public Administration	4.2%
9. Professional, Scientific and Technical Services	4.1%
10. Finance and Insurance	3.7%
11. Transportation and Warehousing	3.3%
12. Waste Management Services	3.1%
13. Wholesale Trade	2.8%
14. Arts, Entertainment and Recreation	2.2%
15. Agriculture, Forestry, Fishing and Hunting	1.6%
16. Real Estate and Rental	1.1%
17. Utilities	1.0%
18. Information	1.0%
19. Mining, Quarrying, Oil and Gas Extraction	0.4%

Top Employers

These four categories are concentrated at the largest employers

Saline County – Top Employers



Underscoring Salina's role as an outsized regional center for trade, Saline County has the fifth highest Trade Pull Factor of the 105 counties of Kansas

Saline County vs. State of Kansas – Trade Pull Factor

FY 2021

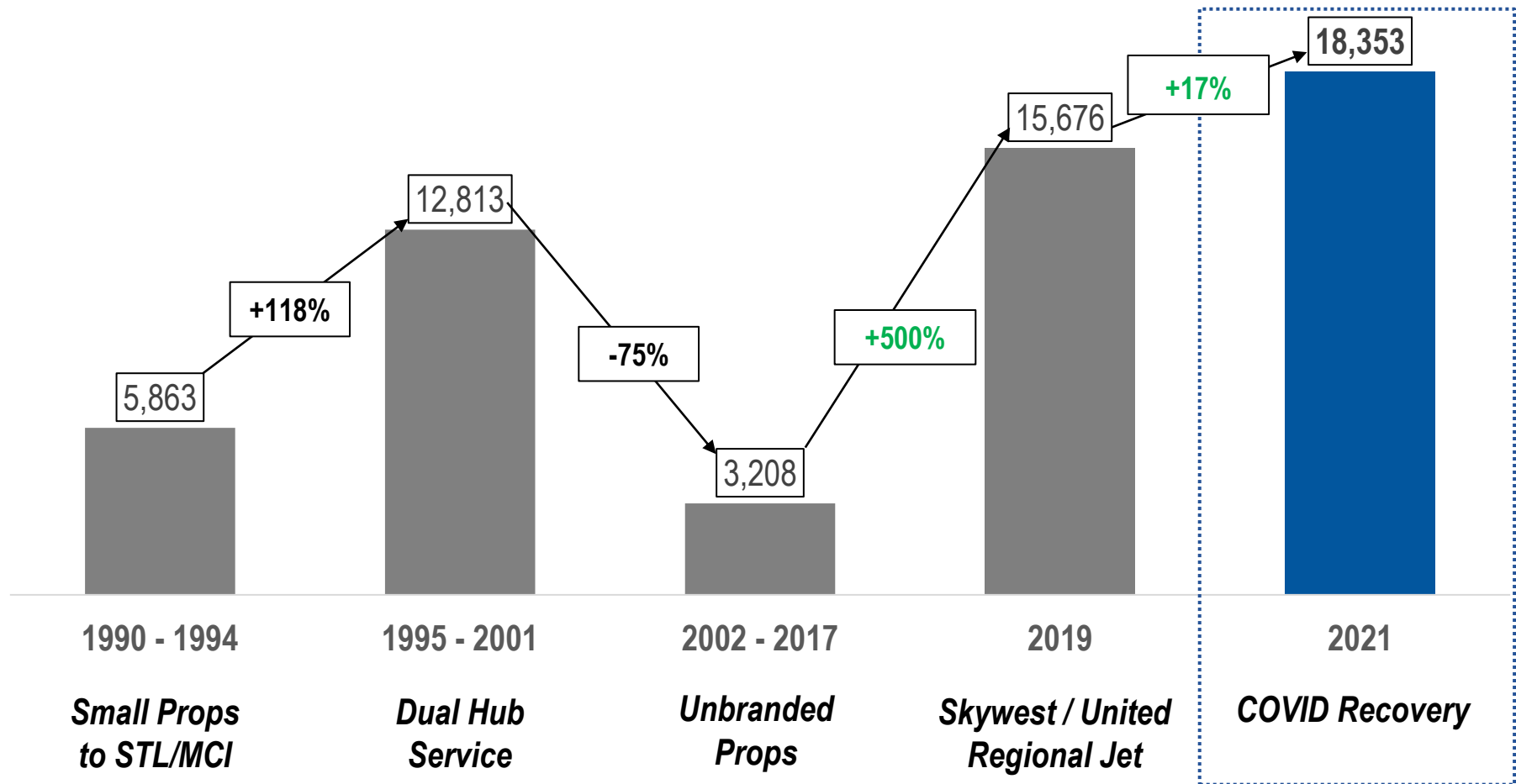
- Trade Pull Factors measure the relative strength of a city's ability to attract retail shoppers
- A Trade Pull Factor greater than 1 means that non-residents of Saline County spend more within Saline County than Saline County residents spend outside of the county
- Saline County was 36% higher than the average Kansas county in FY 2021



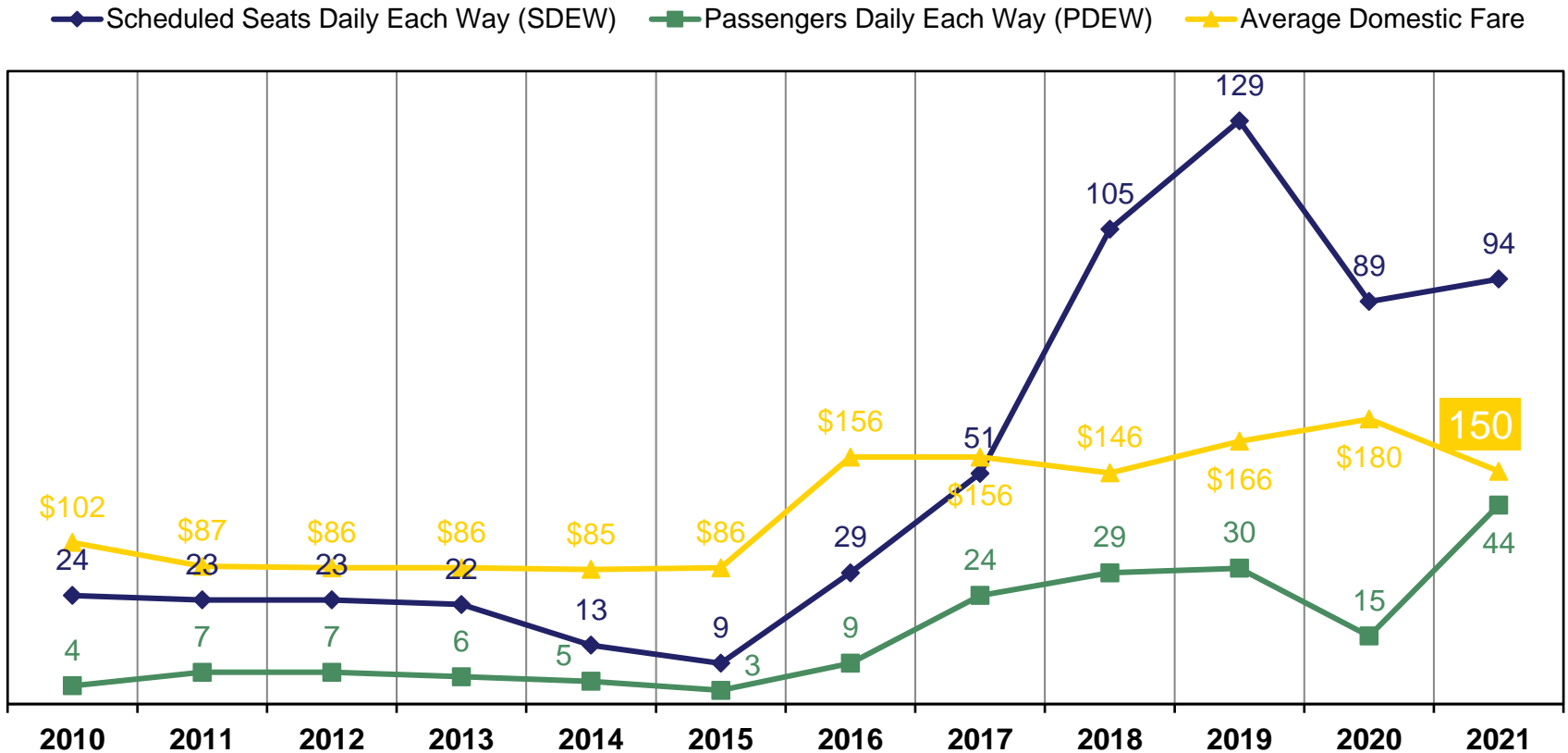
Air Service History and Current Performance

Despite pandemic-related challenges, Salina enplaned 17% more passengers in 2021 than in 2019, a record that goes back 43 years to 1979

Average Annual Outbound Enplanements by Era of Service at SLN



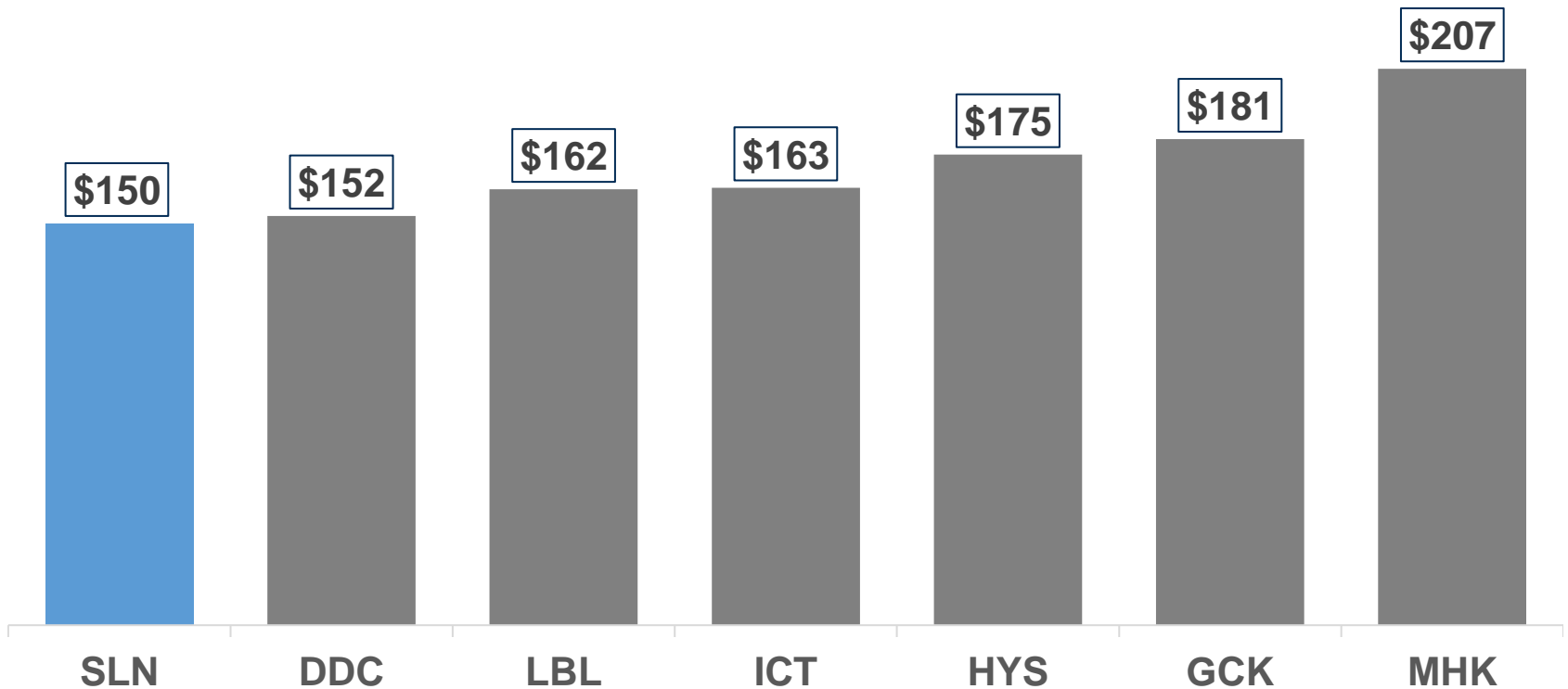
Overview of Salina (SLN) Air Service History Calendar Year 2004 – 2021



*Average Domestic Fare for 2021 is a weighted average of Q1 through Q3, as Q4 data is not yet available

Average One-Way Domestic Fares Paid by Origin Airports in Kansas

Average of Q1, Q2 and Q3 2021



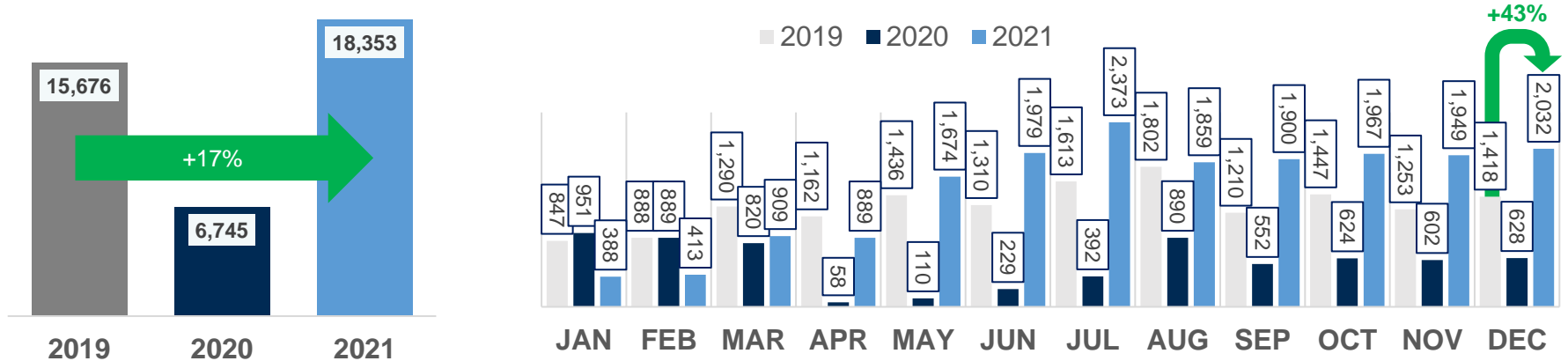
*Average Domestic Fare for 2021 is an average of Q1 through Q3, as Q4 data is not yet available

Enplanements

The 17% gain versus 2019 for the full year has been increasing recently. December enplanements were up over 40% versus the same month in 2019 one-way and roundtrip

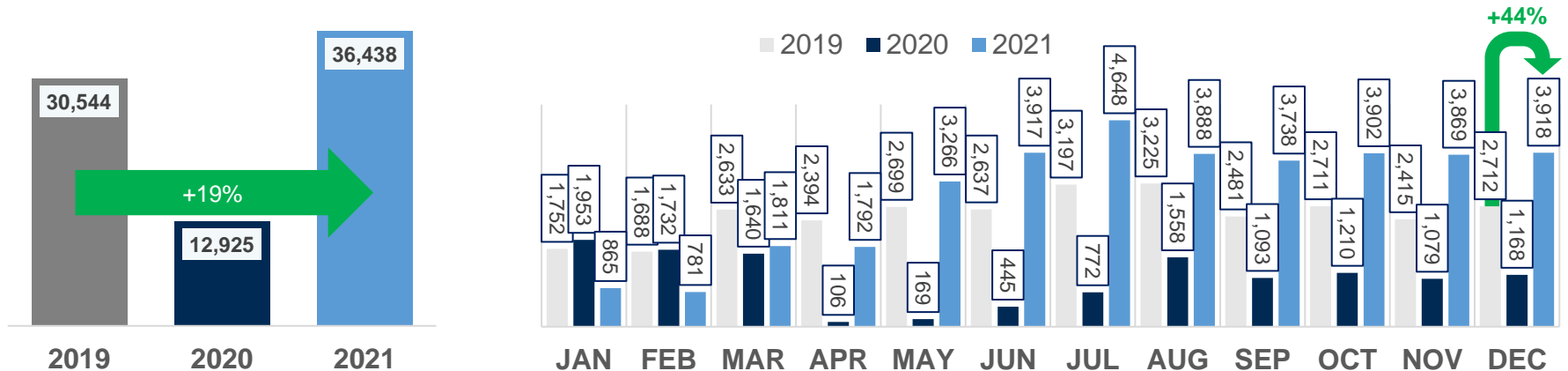
Salina Outbound Passenger Enplanements

January 2019 to December 2021



Salina Roundtrip Passenger Enplanements

January 2019 to December 2021



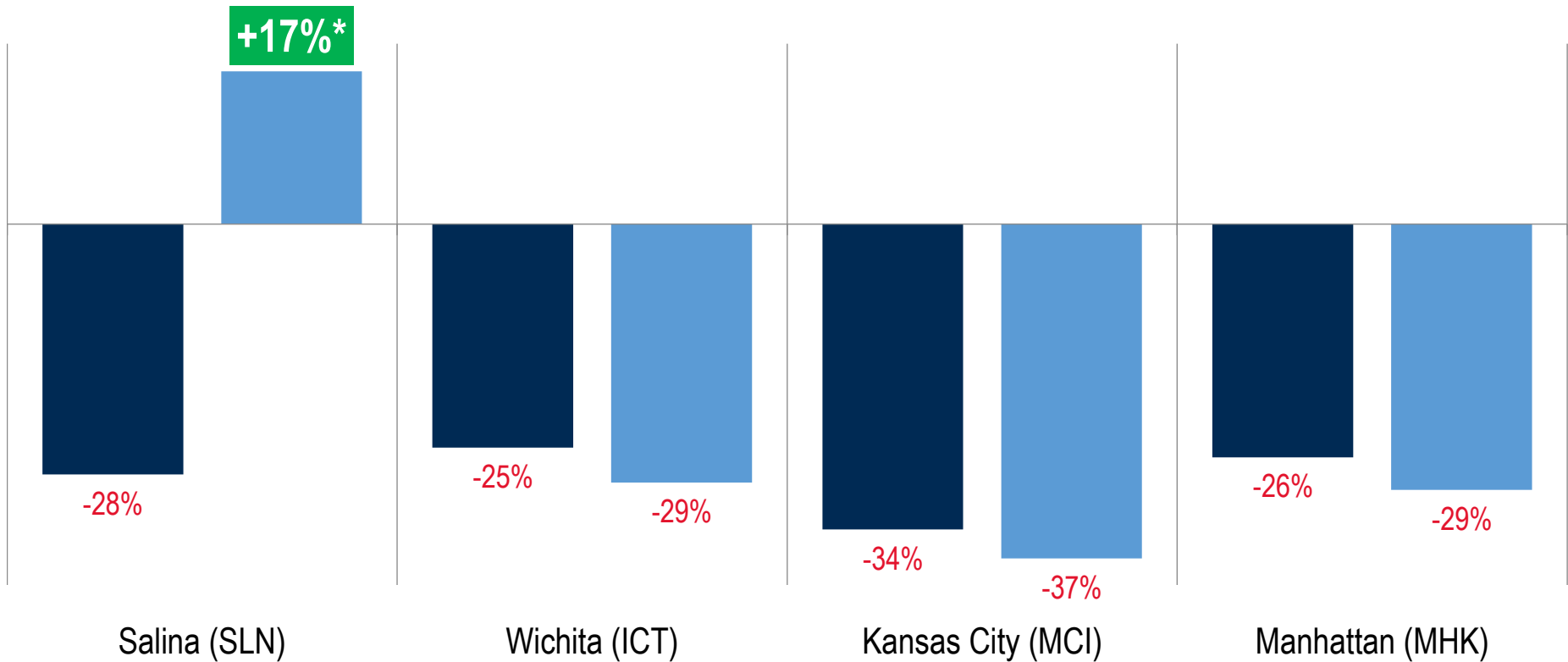
While 2021 capacity was reduced similarly at ICT, MCI and MHK, traffic plummeted at the others versus 2019 - - underscoring the strength of the Salina marketing strategy supported by lower fares

Capacity and Traffic vs. ICT, MCI and MHK

January through October 2019, vs. January through October 2021

■ Difference in Operated Seats vs. 2019

■ Difference in Enplaned Passengers vs. 2019

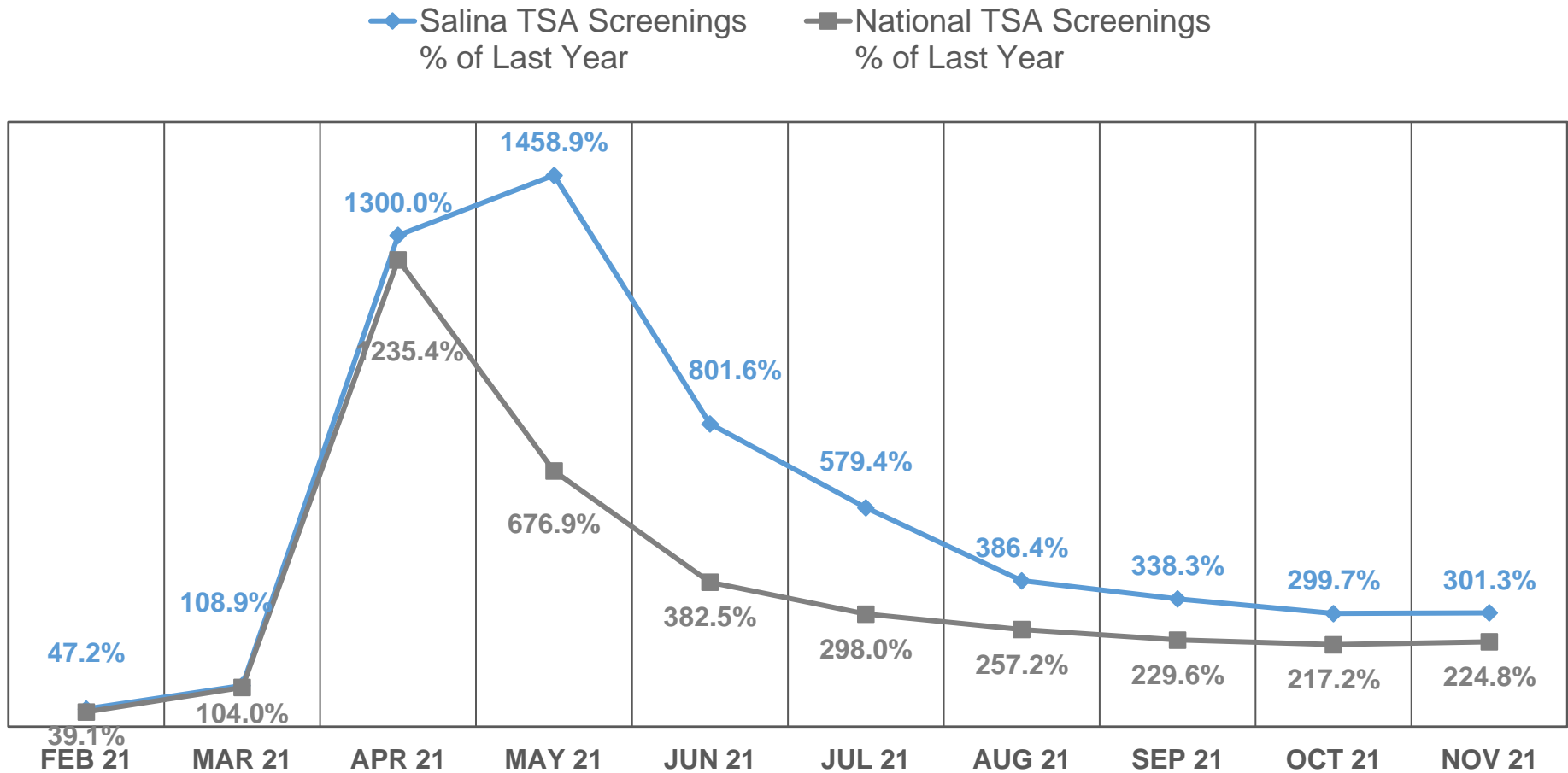


**Note: SLN enplanement figures are for the full year, as data is available and ties to prior slide.*

Traffic Recovery

SLN is likewise outperforming airports across the country as traffic has returned at a faster rate than the national average

TSA Screenings at SLN vs. All Airports Nationally As a Percentage of 2020

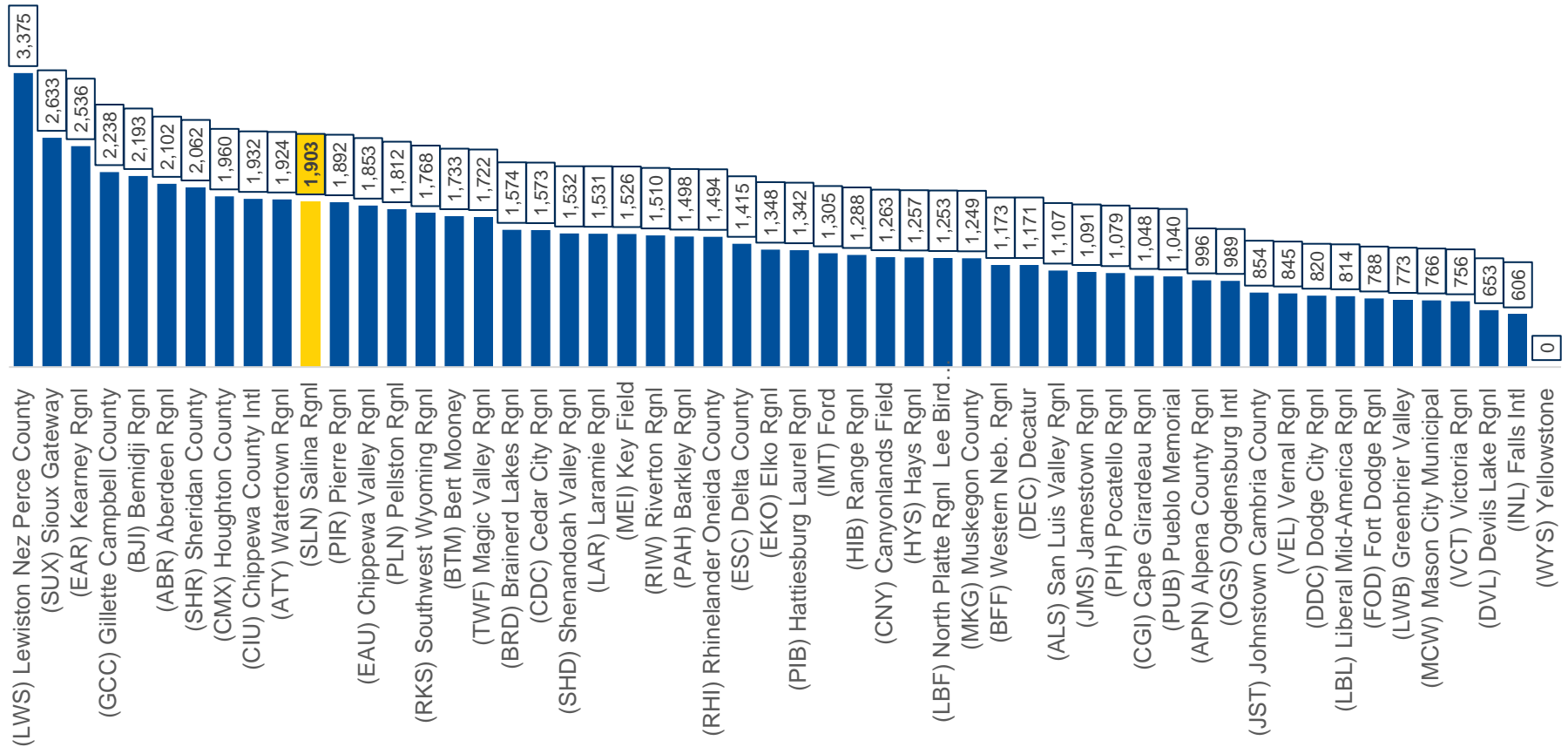


Traffic vs. Other “At Risk” Markets

In the 28-day period ending December 18, Salina recorded 1,903 passenger screenings, placing it **11th** among the 54 SkyWest “At Risk” markets – placing it in the first quartile

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

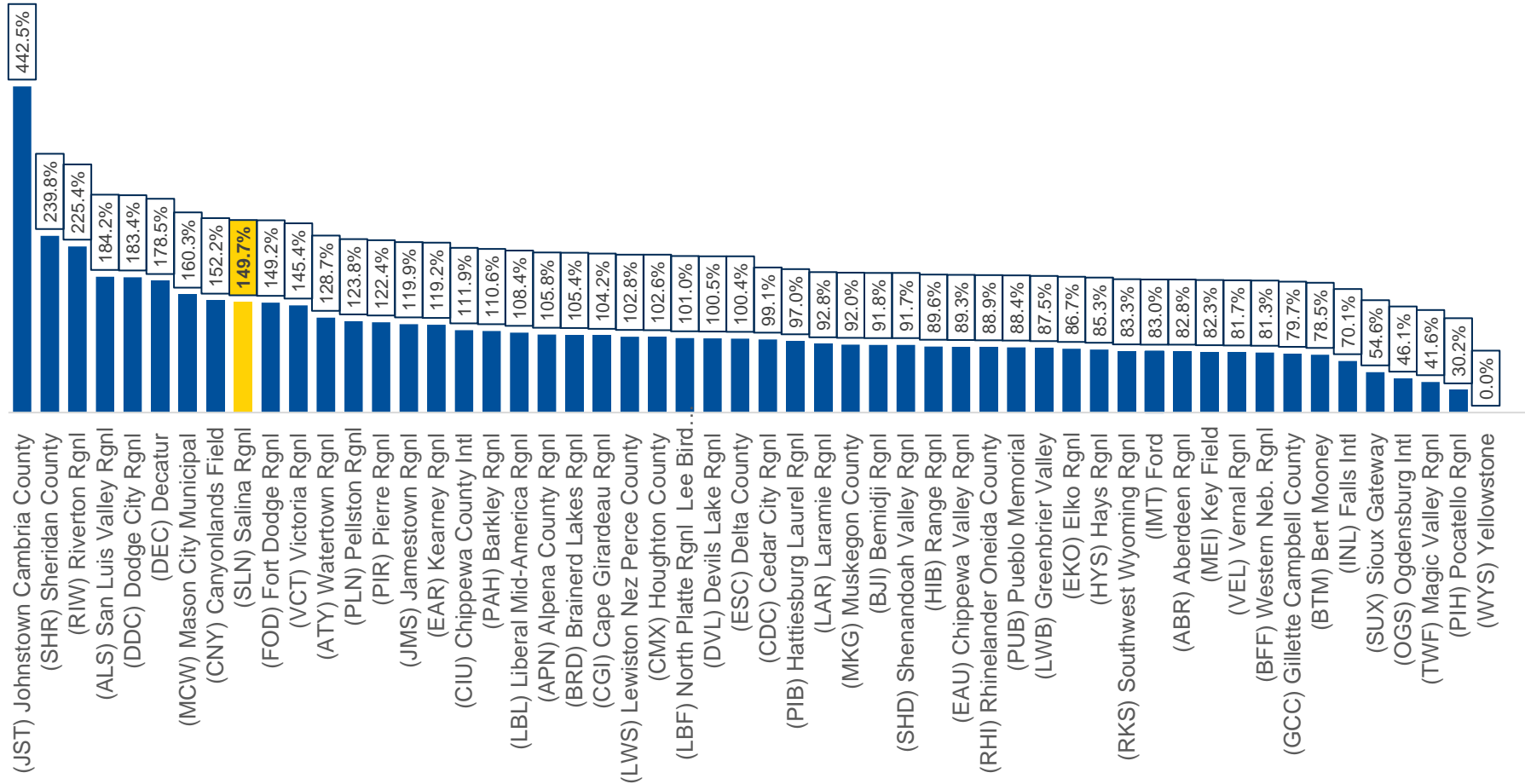
28 Days Between November 21 and December 18, 2021 (Latest 28 Days of Data Available as of January 6, 2022)



Traffic vs. Other “At Risk” Markets

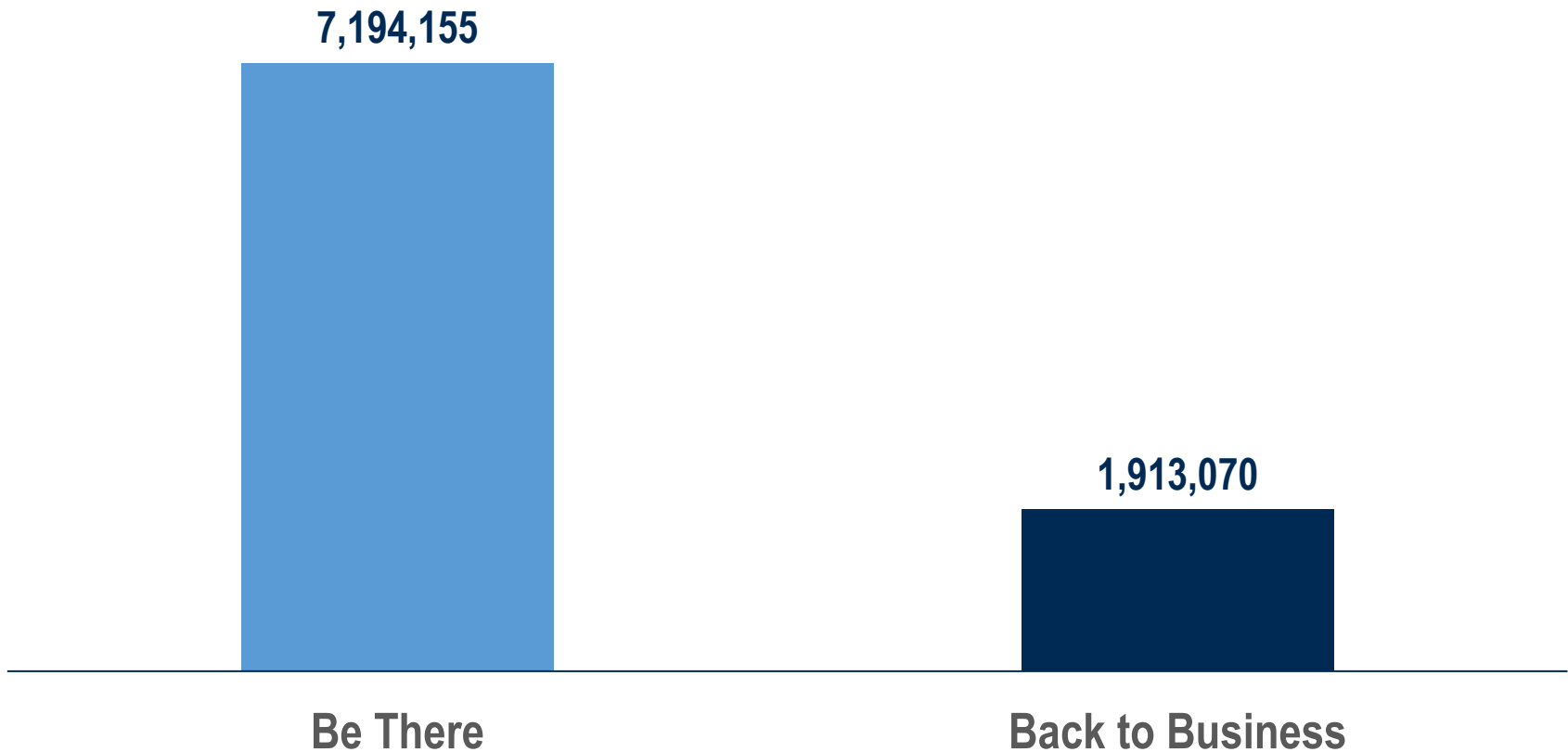
Salina is the **9th** most improved SkyWest “At Risk” market when compared to the same 28 days in 2019, placing it Likewise in the first quartile

TSA Throughput as a % of 2019 in SkyWest Prorate Markets (Where SkyWest is Sole Operator) 28 Days Between November 21 and December 18, 2021 vs. Same 28 Days in 2019



Media Campaign Performance – Impressions by Campaign

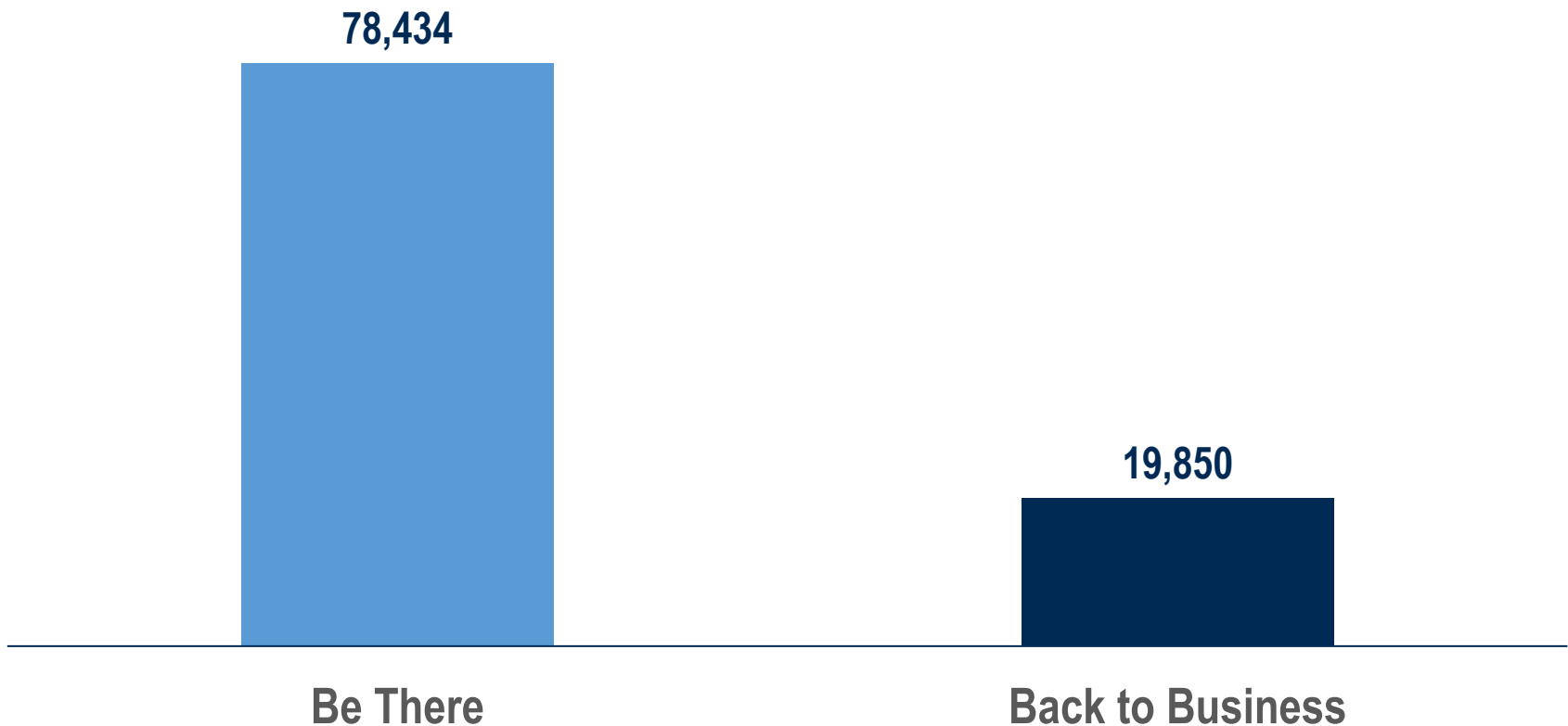
April 1, 2021 – December 31, 2021



...with 98k click-throughs to united.com. If just one out of every four made a purchase, this would have resulted in roughly 25,000 bookings

Media Campaign Performance – Click-Throughs by Campaign

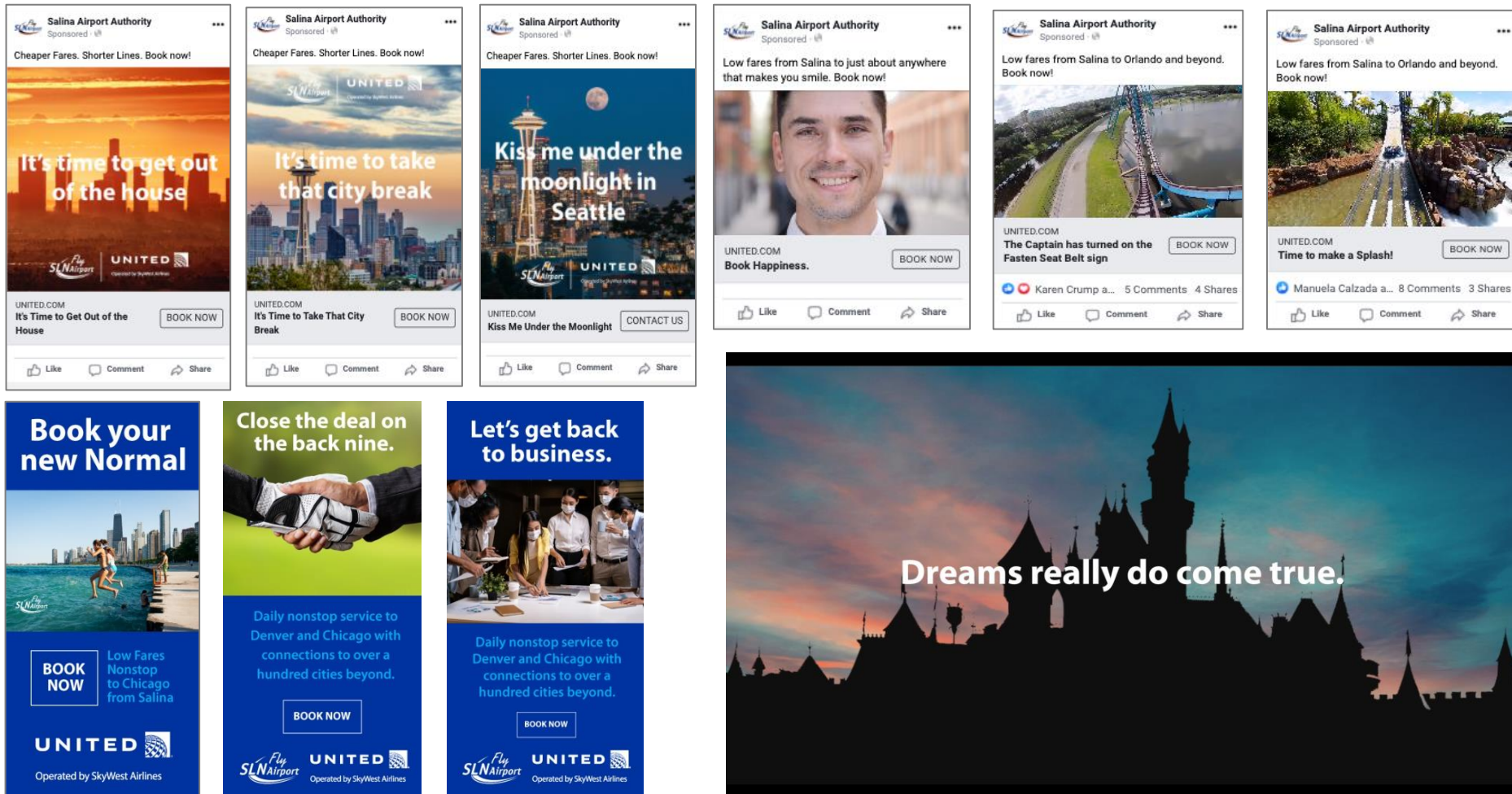
April 1, 2021 – December 31, 2021



142 ads and 12 television commercials were produced and distributed over five mediums to keep the marketing messages fresh

A Selection of SLN Media

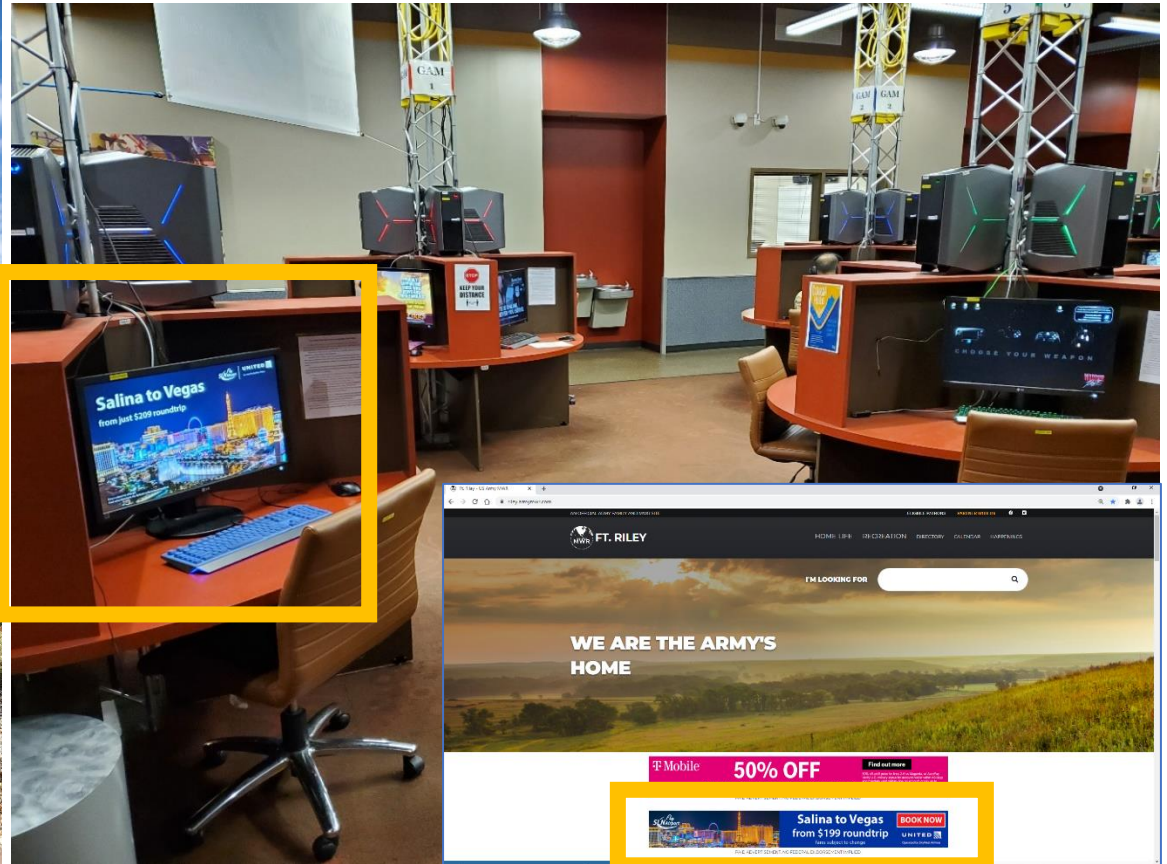
April 1, 2021 – December 31, 2021



A targeted campaign was also launched at Fort Riley which saw SLN ads on digital screens in public and recreational areas, and on the garrison's Morale, Welfare and Recreation site

A Selection of SLN Media

April 1, 2021 – December 31, 2021



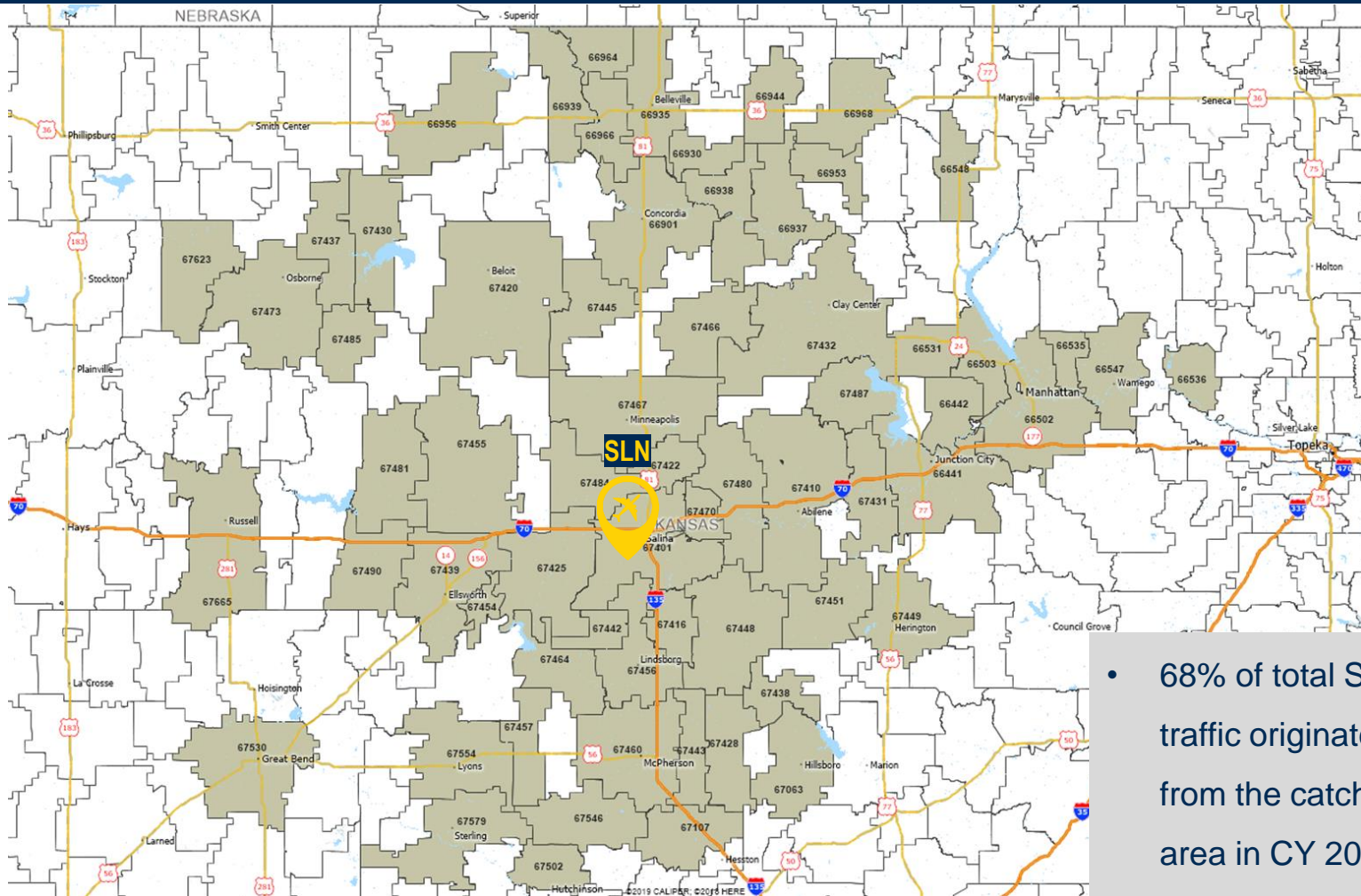
Catchment Area Demographics and Retention

Catchment Area Contours

SLN's catchment area includes 67 zip codes with a combined population of approximately 321,000

Catchment Area – Contours

Calendar Year 2021



- 68% of total SLN traffic originated from the catchment area in CY 2021

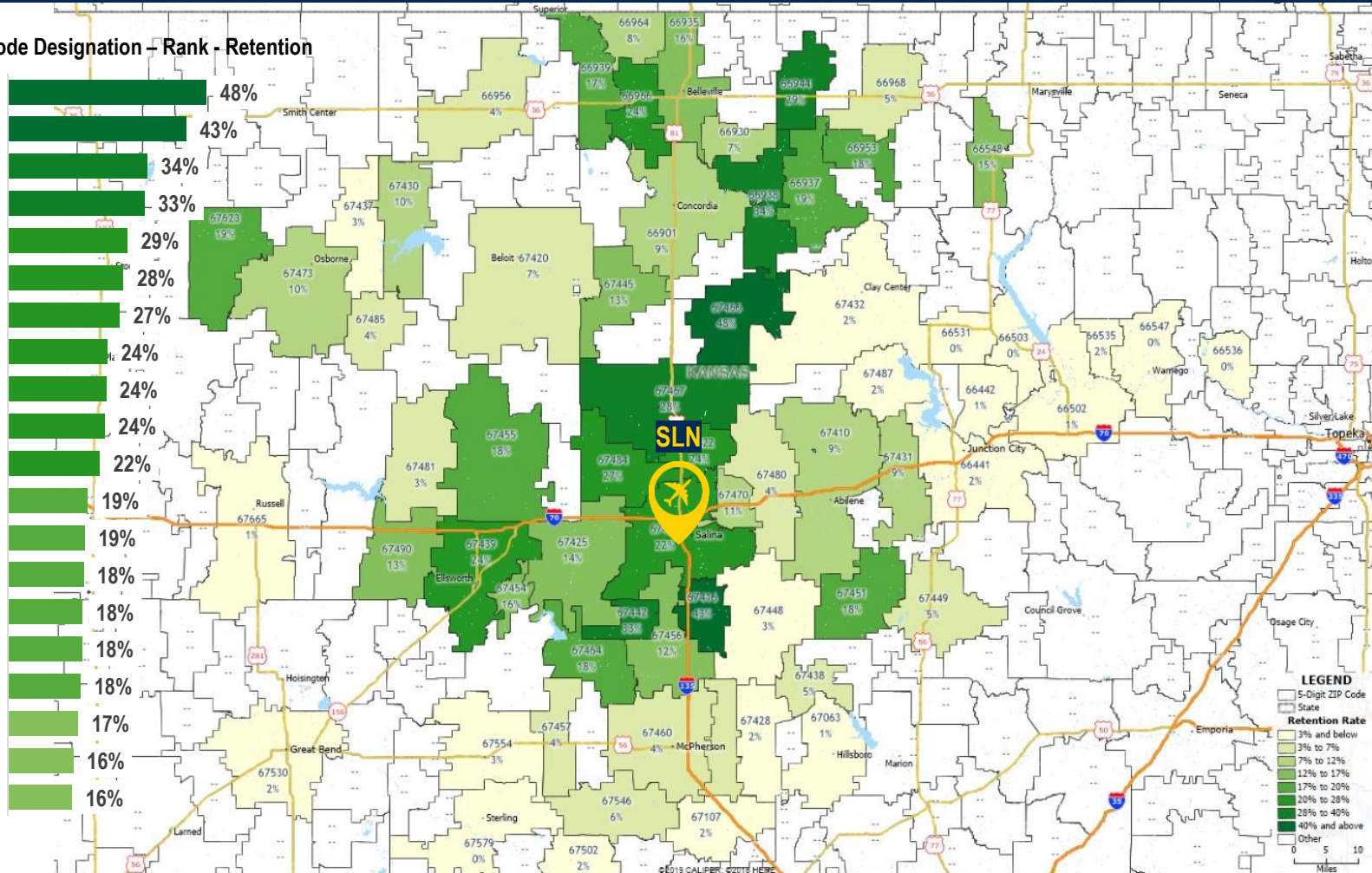
Catchment Area Retention

The heaviest percentage concentration of passengers by zip code is within 35 miles of the airport and to the north

Catchment Area – ZIP Code Retention Calendar Year 2021

ZIP Code - USPS ZIP Code Designation – Rank - Retention

67466 - Miltonvale - 1	48%
67416 - Assaria - 2	43%
66938 - Clyde - 3	34%
67442 - Falun - 4	33%
66944 - Haddam - 5	29%
67467 - Minneapolis - 6	28%
67484 - Tescott - 7	27%
66966 - Scandia - 8	24%
67422 - Bennington - 9	24%
67439 - Ellsworth - 10	24%
67401 - Salina - 11	22%
67623 - Alton - 12	19%
66937 - Clifton - 13	19%
67455 - Lincoln - 14	18%
66953 - Linn - 15	18%
67464 - Marquette - 16	18%
67451 - Hope - 17	18%
66939 - Courtland - 18	17%
67454 - Kanopolis - 19	16%
66935 - Belleville - 20	16%



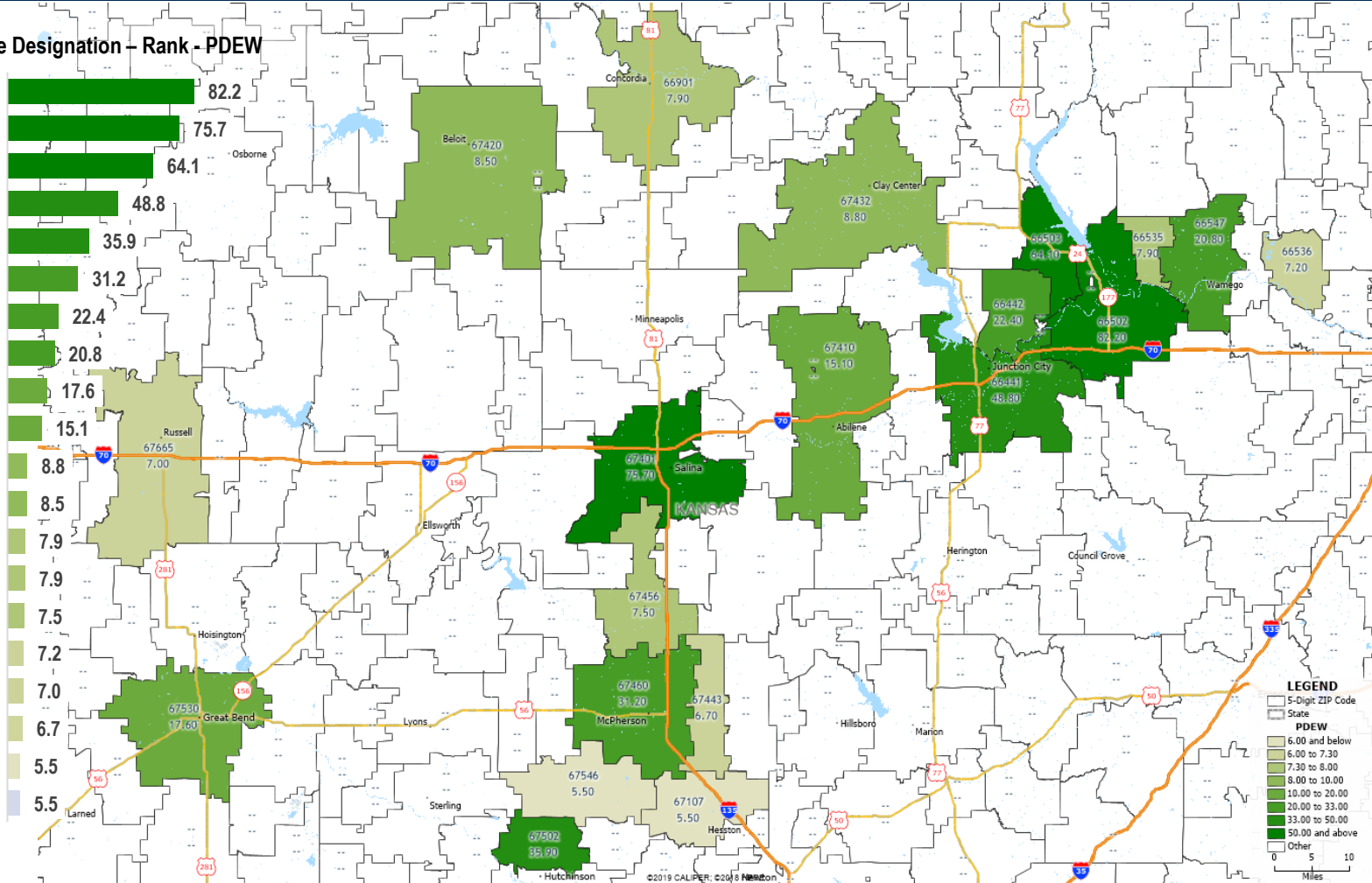
Top Passenger Zip Codes

40% of catchment area traffic comes from just three zip codes –
Salina's 67401, and 66502 and 66503 in Manhattan

Catchment Area – Top 20 ZIP Codes by PDEW

ZIP Code - USPS ZIP Code Designation - Rank - PDEW

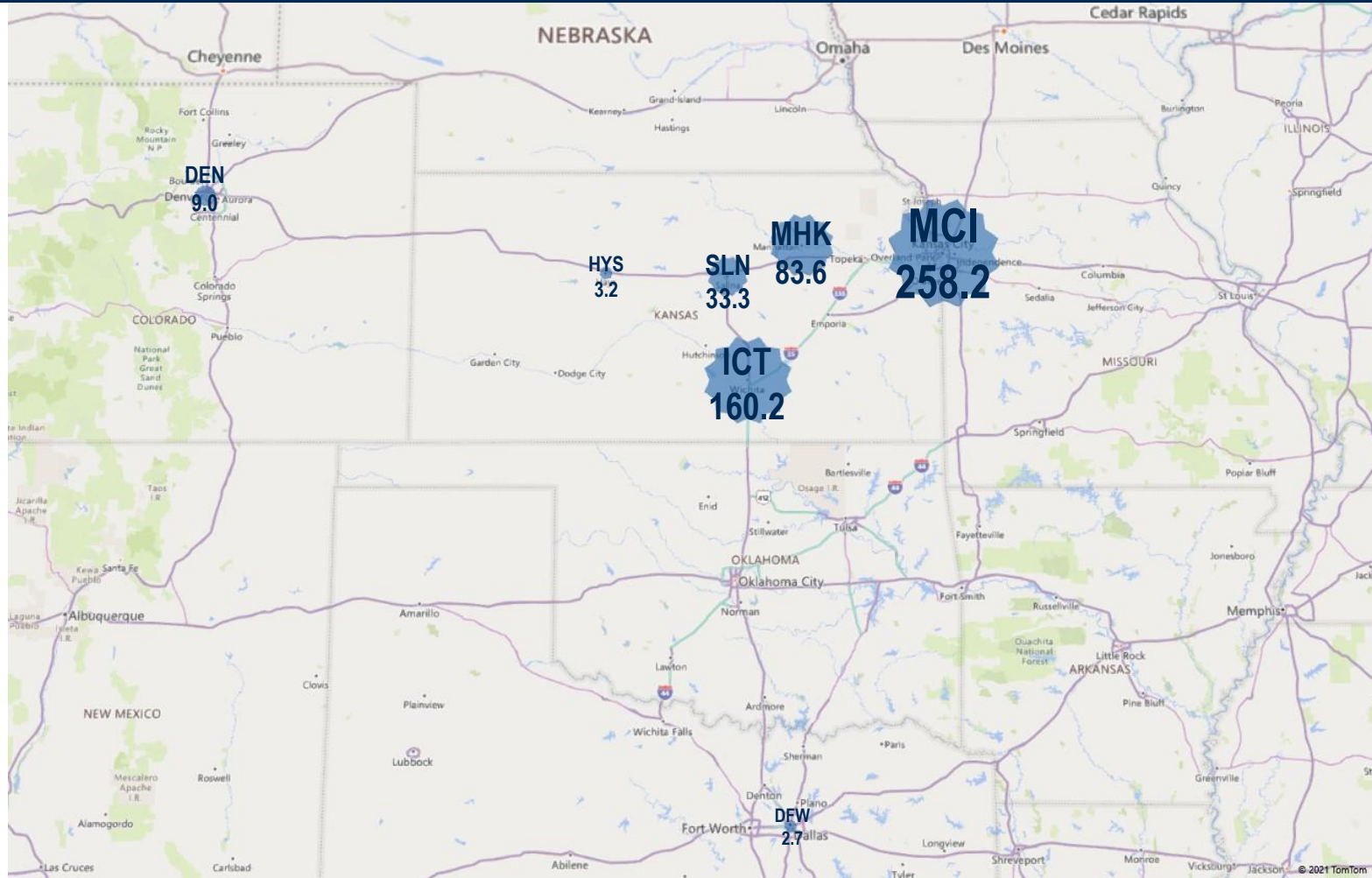
66502 - Manhattan	1
67401 - Salina	2
66503 - Manhattan	3
66441 - Junction City	4
67502 - Hutchinson	5
67460 - Mcpherson	6
66442 - Fort Riley	7
66547 - Wamego	8
67530 - Great Bend	9
67410 - Abilene	10
67432 - Clay Center	11
67420 - Beloit	12
66535 - Saint George	13
66901 - Concordia	14
67456 - Lindsborg	15
66536 - Saint Marys	16
67665 - Russell	17
67443 - Galva	18
67546 - Inman	19
67107 - Moundridge	20



Catchment Area Airport Usage

The catchment area generated 550 passengers per day each way, or 401,603 passengers in 2021, departing from 7 airports.

Catchment Area – Airport Usage – Passengers per Day Each Way (PDEW) Calendar Year 2021

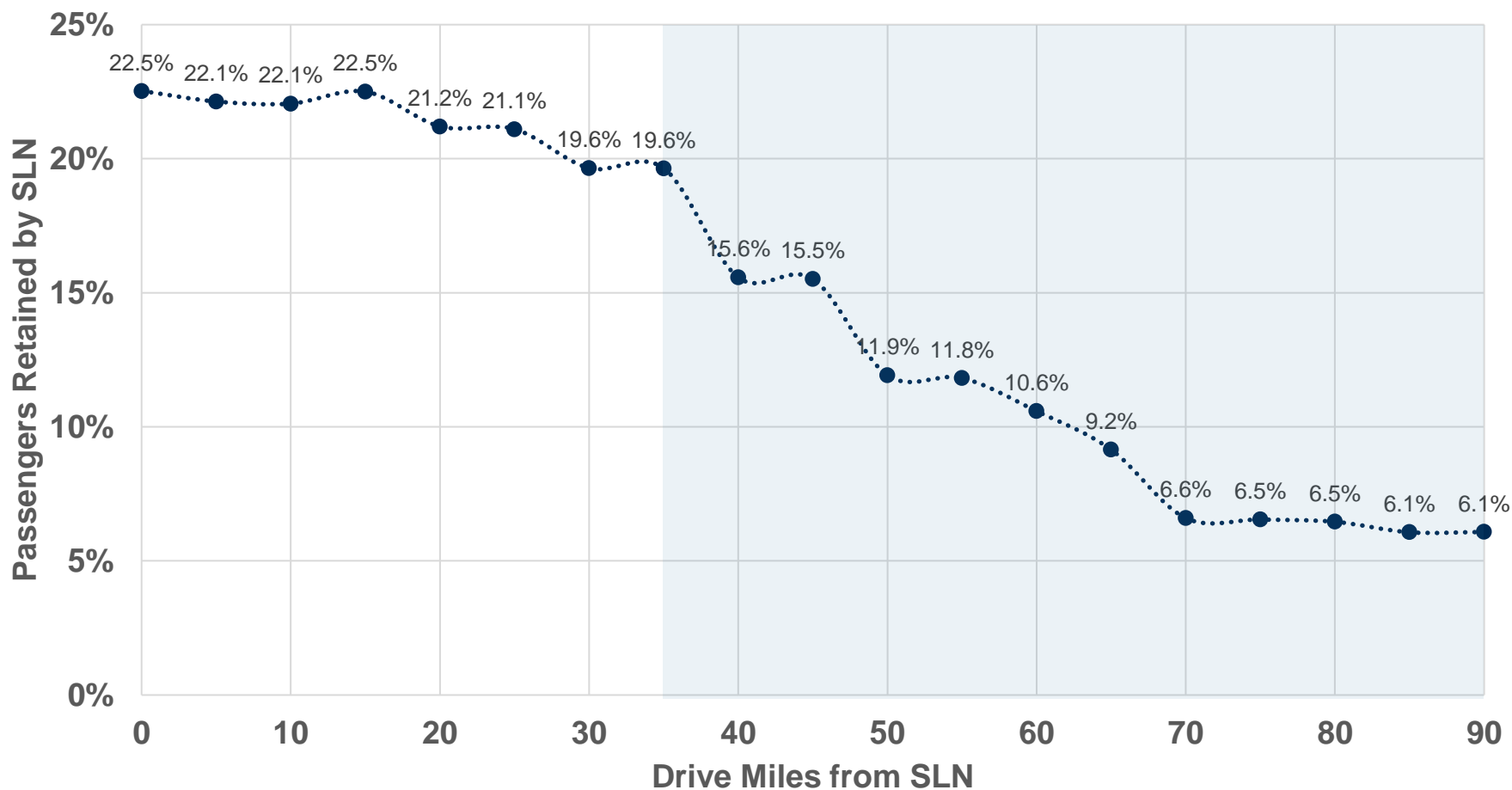


Catchment Area Retention

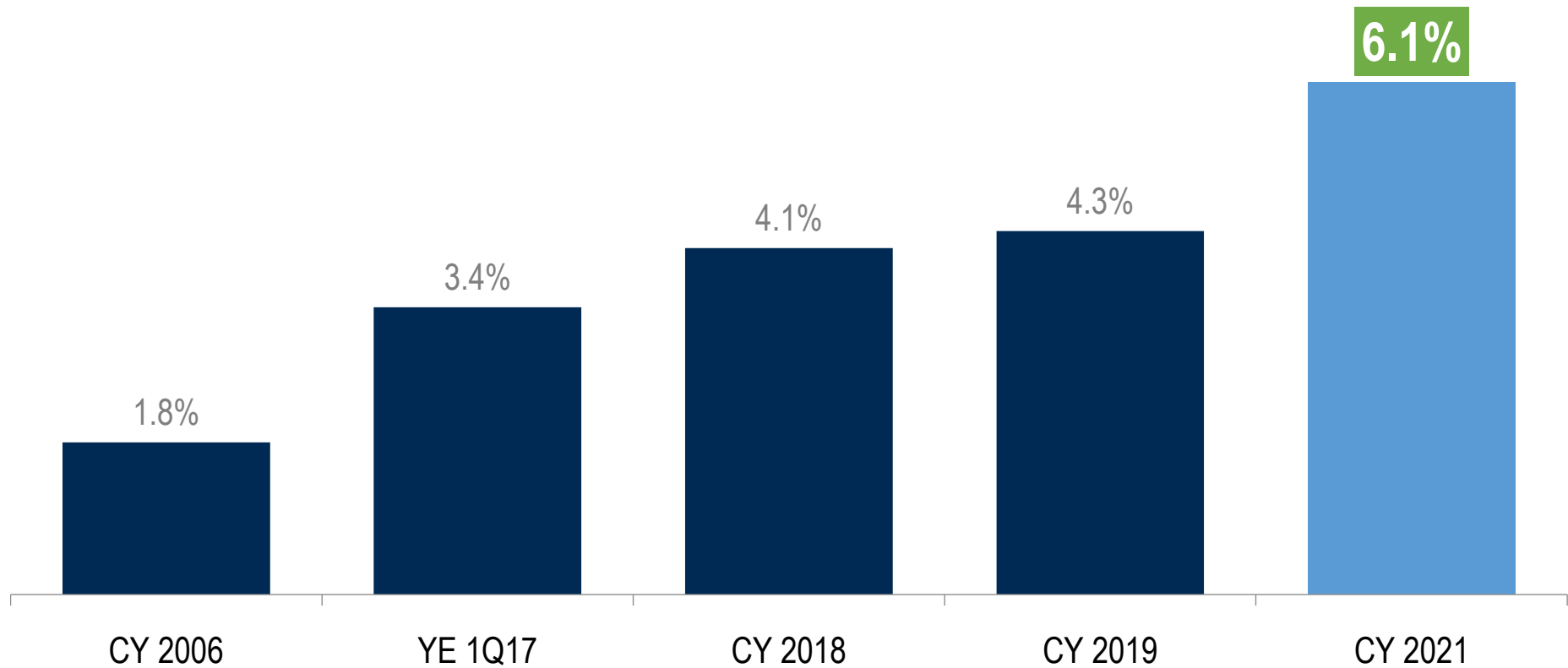
SLN retained roughly 20% of traffic within a 35-mile drive radius which dropped off sharply thereafter

Catchment Area – Cumulative Passenger Retention Rate

Calendar Year 2021



Catchment Area – Capture Rates
2006 - 2021



Catchment Area Airport Usage

SLN's traffic gains came largely at the expense of ICT, which fell from capturing 35% of the catchment area in 2019 to 29% in 2021

Catchment Area – Airport Usage Breakdown

Calendar Year 2021

→ 32% of SLN traffic, or 12,051 passengers originated from ZIP codes outside of the airport catchment area

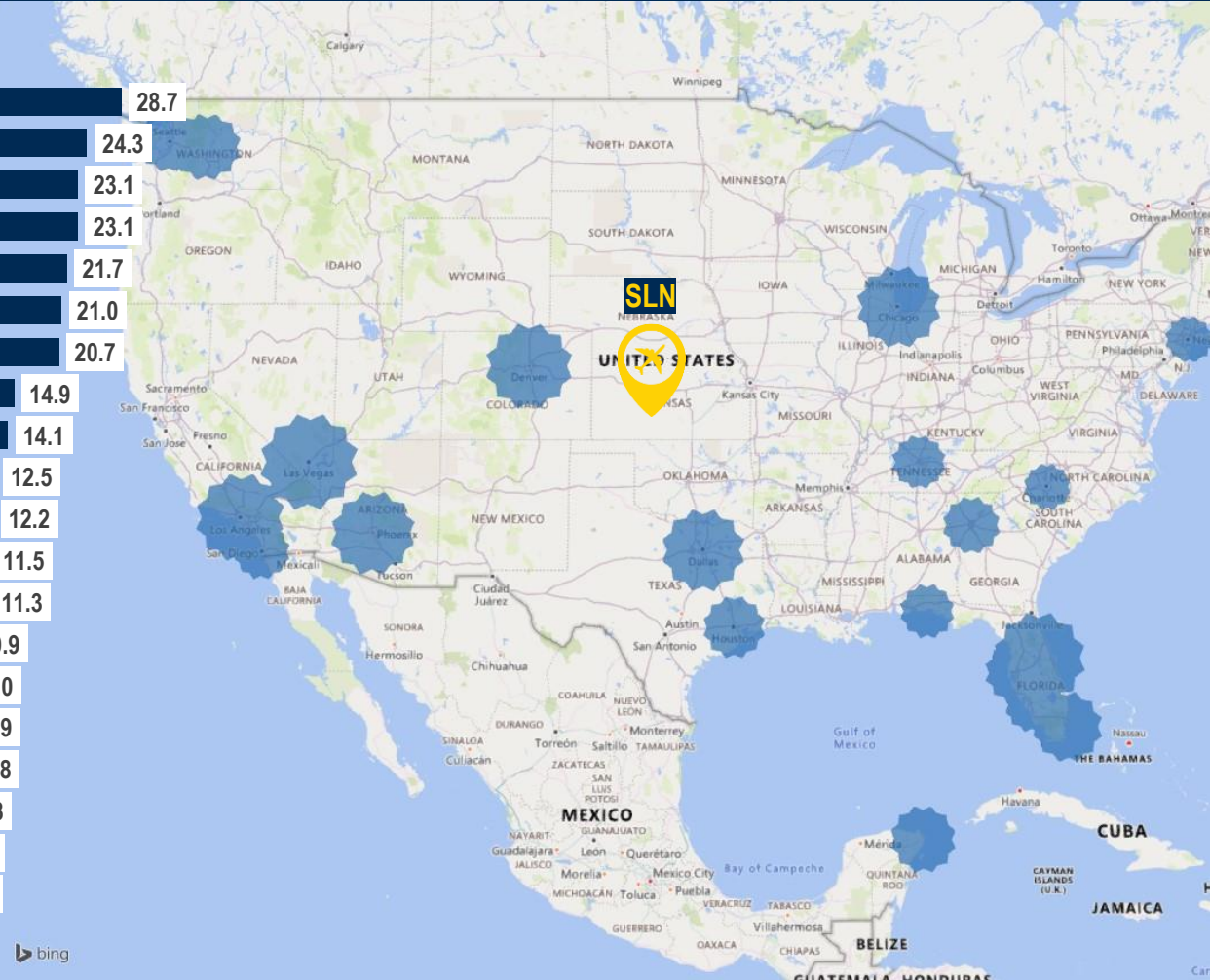
Rank	Airport	Annual Passengers	PDEW	2021 Share	2019 Share
1	Kansas City (MCI)	188,502	258.2	47%	46%
2	Wichita Eisenhower (ICT)	116,941	160.2	29%	35%
3	Manhattan (MHK)	61,020	83.6	15%	10%
4	Salina (SLN)	24,344	33.3	6%	4%
5	Denver (DEN)	6,549	9.0	2%	3.5%
6	Hays (HYS)	2,304	3.2	1%	0.5%
7	Dallas-Fort Worth (DFW)	1,942	2.7	0.5%	0.2%
Grand Total		401,603	550.1		

Salina Area Top 20 Markets

The top 5 markets for traffic residing in SLN's catchment area were Las Vegas, Orlando, Los Angeles Basin, Denver and Chicago

Catchment Area Traffic – Top 20 Markets

Las Vegas-Henderson, NV - 1	28.7
Orlando-Lakeland-Deltona, FL - 2	24.3
Los Angeles-Long Beach, CA - 3	23.1
Denver-Aurora, CO - 4	23.1
Chicago-Naperville, IL-IN-WI - 5	21.7
Phoenix-Mesa, AZ - 6	21.0
Dallas-Fort Worth, TX-OK - 7	20.7
Washington-Baltimore-Arlington, DC-MD-VA-PA - 8	14.9
Miami-Fort Lauderdale-Pompano Beach, FL - 9	14.1
Seattle-Tacoma-Bellevue, WA - 10	12.5
Cancun, Mexico - 11	12.2
Houston-The Woodlands-Sugar Land, TX - 12	11.5
Tampa-St. Petersburg-Clearwater, FL - 13	11.3
Atlanta-Athens-Clarke County-Sandy Springs, GA - 14	9.9
San Diego-Carlsbad, CA - 15	9.0
Nashville-Davidson-Murfreesboro-Franklin, TN - 16	8.9
Crestview-Fort Walton Beach-Destin, FL - 17	8.8
Cape Coral-Fort Myers, FL - 18	7.8
New York-Newark-Jersey City, NY-NJ-PA - 19	6.9
Charlotte-Concord-Gastonia, NC-SC - 20	6.6

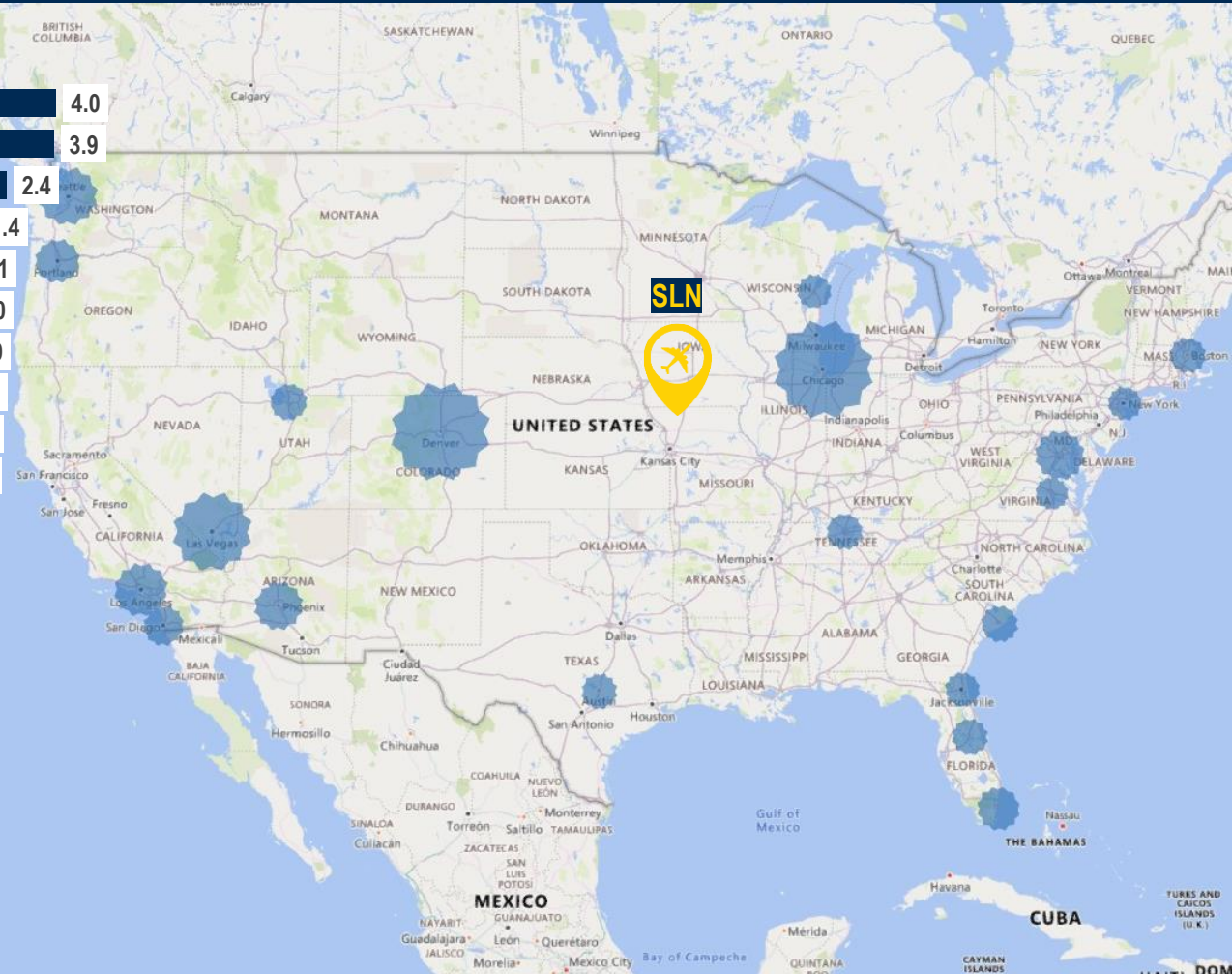


Salina Area Top Markets Captured

The top 5 markets actually captured were Chicago, Denver, Las Vegas, Seattle and Los Angeles

SLN Traffic – Top 20 Markets

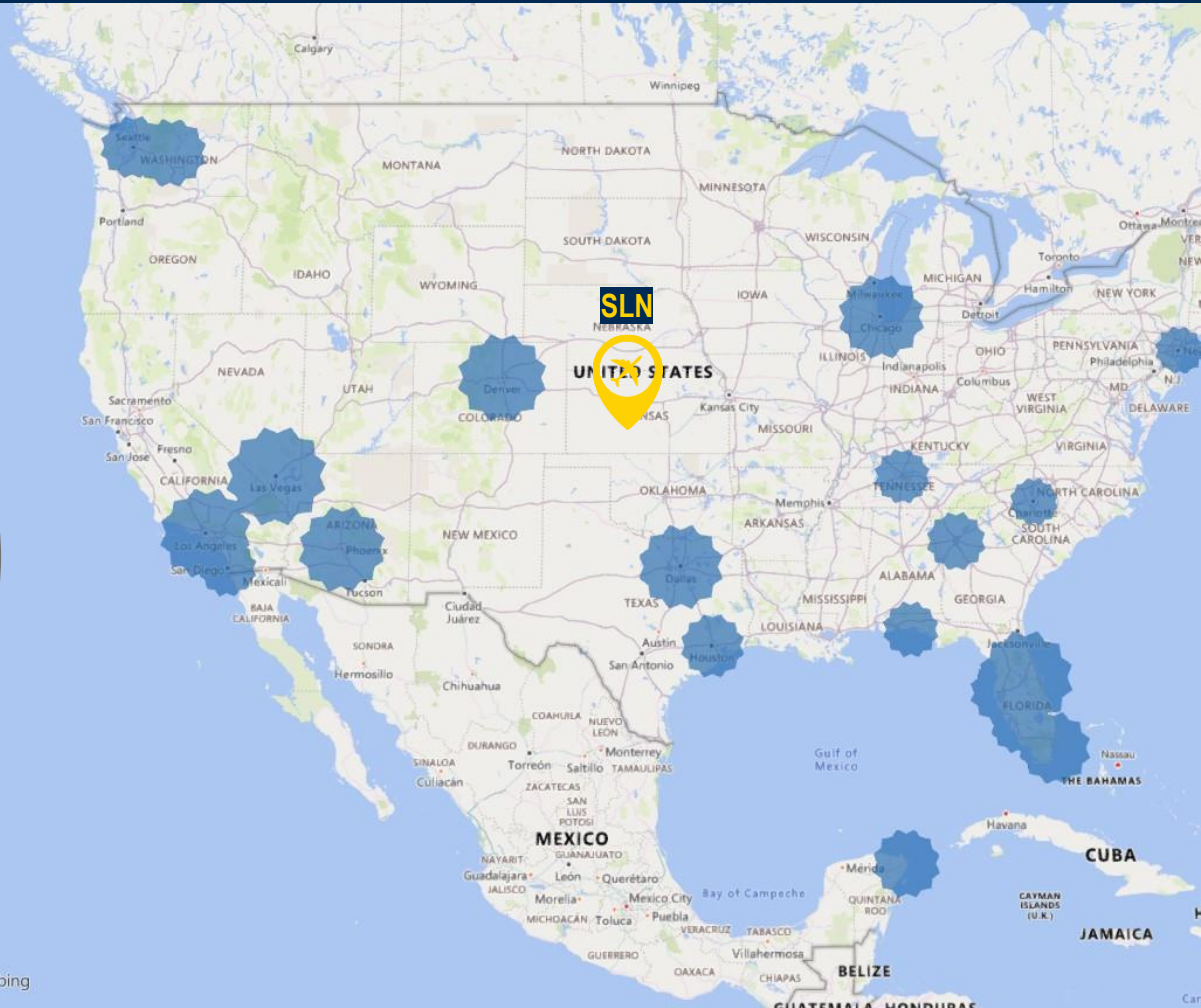
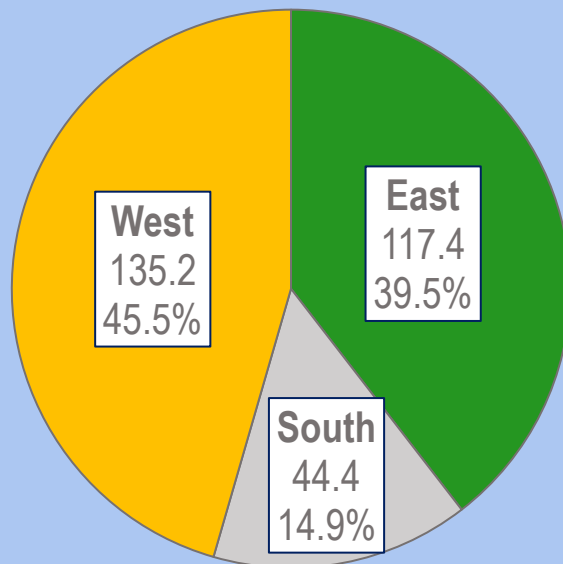
Chicago-Naperville, IL-IN-WI - 1	4.0
Denver-Aurora, CO - 2	3.9
Las Vegas-Henderson, NV - 3	2.4
Seattle-Tacoma-Bellevue, WA - 4	1.4
Los Angeles-Long Beach, CA - 5	1.1
Washington-Baltimore-Arlington, DC-MD-VA-PA - 6	1.0
Phoenix-Mesa, AZ - 7	0.9
Portland-Vancouver-Hillsboro, OR-WA - 8	0.8
Miami-Fort Lauderdale-Pompano Beach, FL - 9	0.7
San Diego-Carlsbad, CA - 10	0.6
Salt Lake City, UT - 11	0.6
Boston-Cambridge-Newton, MA-NH - 12	0.5
Nashville-Davidson-Murfreesboro-Franklin, TN - 13	0.5
Charleston-North Charleston-Summerville, SC - 14	0.5
Orlando-Lakeland-Deltona, FL - 15	0.5
Green Bay, WI - 16	0.5
Austin-Round Rock-Georgetown, TX - 17	0.5
Jacksonville, FL - 18	0.5
New York-Newark-Jersey City, NY-NJ-PA - 19	0.5
Richmond, VA - 20	0.4



Salina Area Traffic Direction

46% of the catchment area's Top 20 Market traffic was westbound, while 40% was eastbound

Catchment Area Traffic – Top 20 Markets – Directional Split

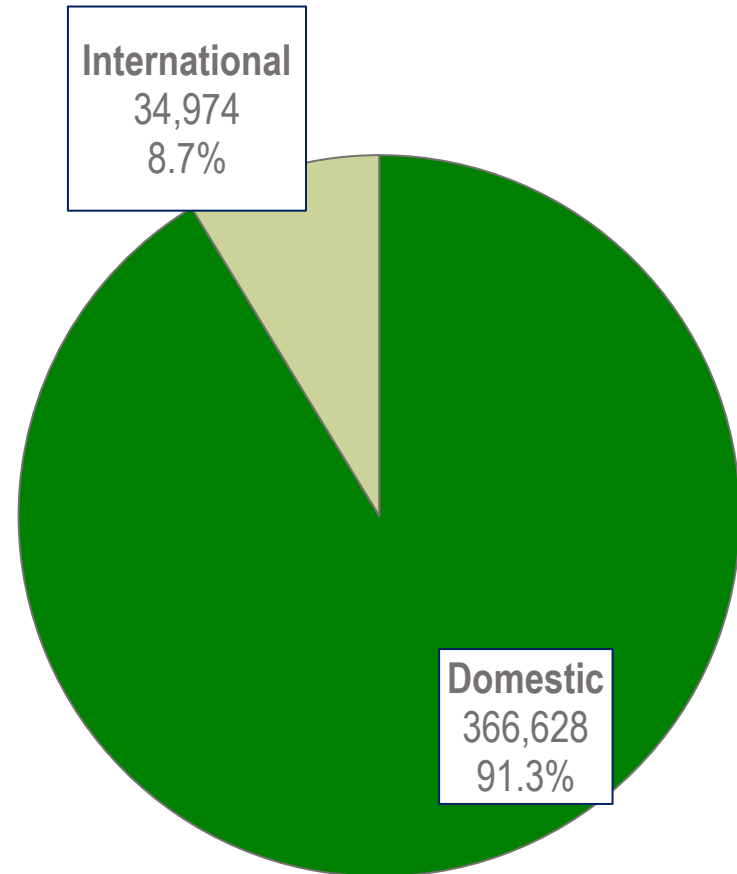


91% of total catchment area traffic was domestic, while 9% was international

Catchment Area Traffic – Domestic/International Split Calendar Year 2021

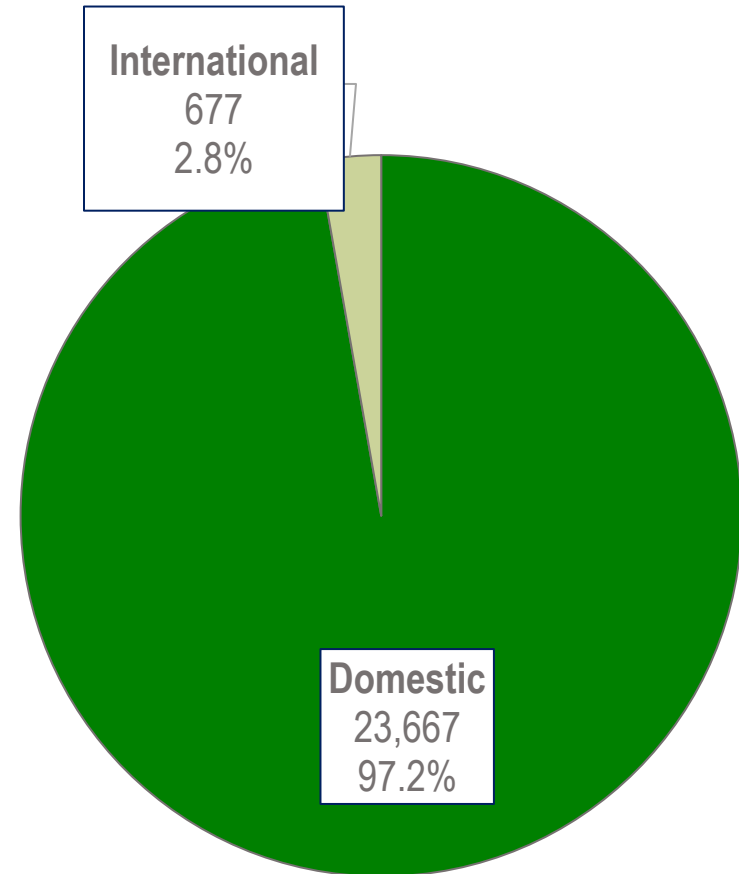
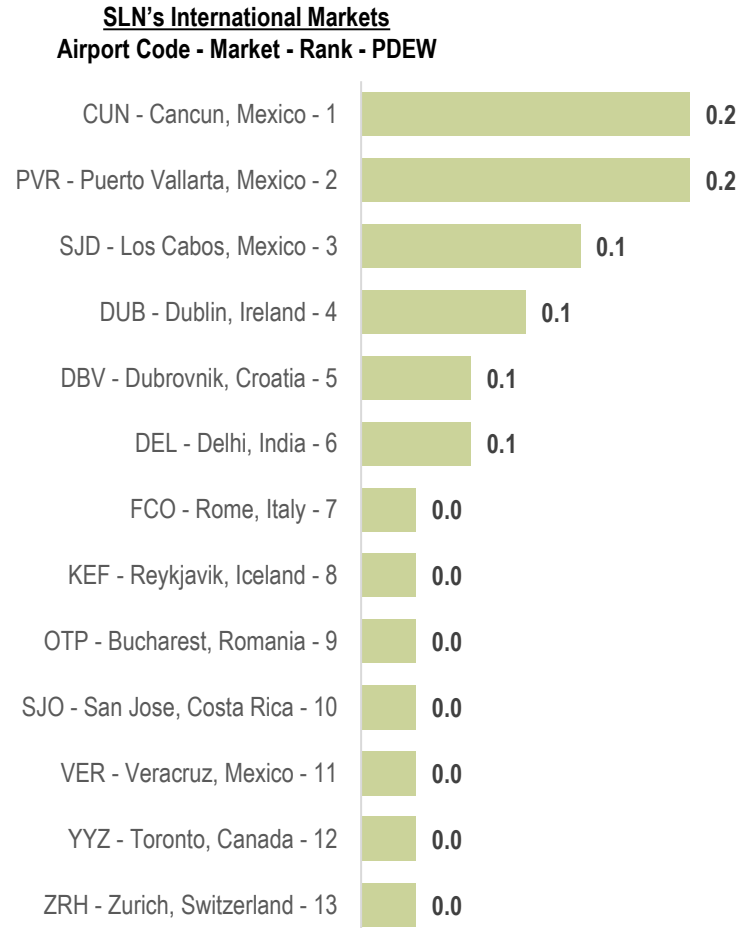
Top 20 International Catchment Area Markets Airport Code - Market - Rank - PDEW

CUN - Cancun, Mexico - 1	12.2
SJU - San Juan, Puerto Rico - 2	3.0
SJD - Los Cabos, Mexico - 3	2.1
PVR - Puerto Vallarta, Mexico - 4	2.1
SJO - San Jose, Costa Rica - 5	1.7
PUJ - Punta Cana, Mexico - 6	1.5
CZM - Cozmel, Mexico - 7	1.4
BZE - Belize City, Belize - 8	0.9
STT - St. Thomas, US Virgin Islands - 9	0.9
PLS - Providenciales, Turks and Caicos Islands - 10	0.6
UVF - St. Lucia Hewanorra, Saint Lucia - 11	0.6
NAS - Nassau, The Bahamas - 12	0.6
LIR - Liberia, Costa Rica - 13	0.6
SDQ - Santo Domingo, Dominican Republic - 14	0.5
MEX - Mexico City, Mexico - 15	0.4
MTY - Monterrey, Mexico - 16	0.4
AUA - Oranjestad, Aruba - 17	0.4
BJX - Leon, Mexico - 18	0.4
GDL - Guadalajara, Mexico - 19	0.3
BON - Bonaire, Netherlands Antilles - 20	0.3



97% of SLN traffic was domestic, while 3% was international

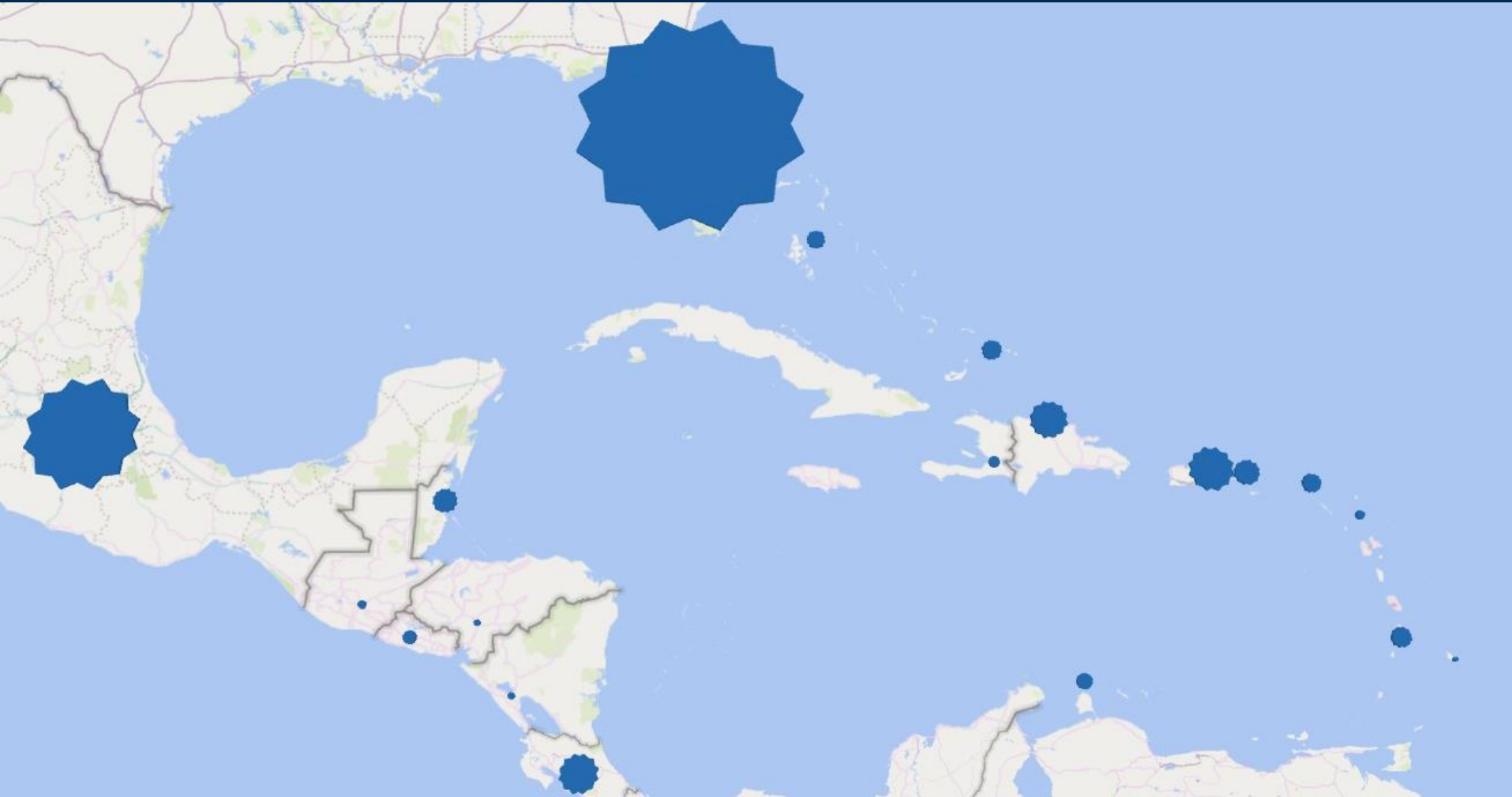
SLN Traffic – Domestic/International Split Calendar Year 2021



Catchment Area Traffic South

Hot weather/beach destination traffic exploded in 2021 as people looked to take a break from the pandemic. 89 catchment area PDEW flew to Florida, while 34 passengers flew to the Caribbean, Latin America or South America

Catchment Area Traffic – Florida and Latin America



SLN Capture in Top 20 Area Markets

SLN retains 17% and 18% of catchment area traffic to the Denver and Chicago hubs respectively. It also retains an outsized share of Area traffic at key markets Las Vegas, Washington, DC, Seattle and San Diego

Catchment Area Traffic – 20 Largest True Markets with SLN Retention

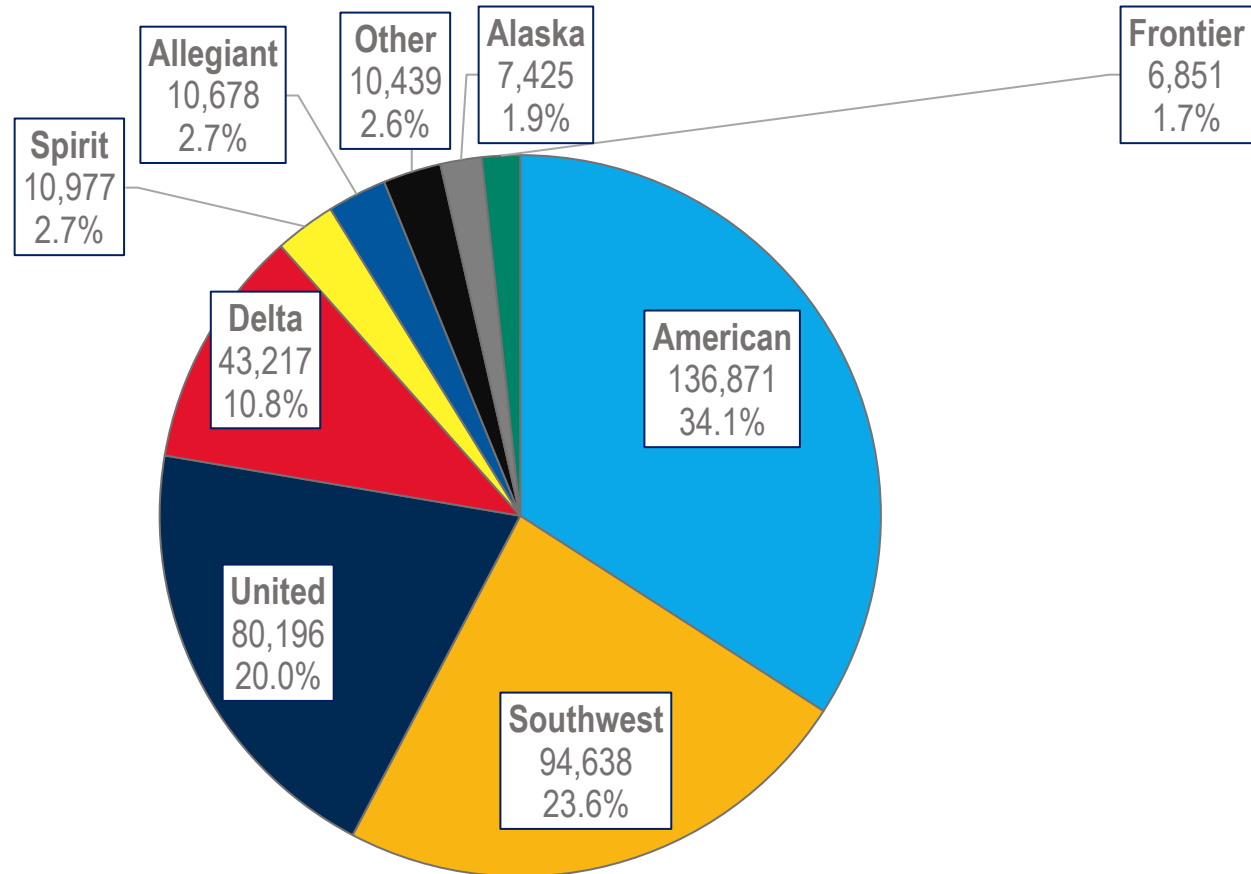
Market (Metro Area)	Catchment Area Rank	SLN Rank	Difference	SLN Retention
Las Vegas-Henderson, NV	1	3	▼ -2	8%
Orlando-Lakeland-Deltona, FL	2	10	▼ -8	2%
Los Angeles-Long Beach, CA	3	4	▼ -1	5%
Denver-Aurora, CO	4	2	▲ +2	17%
Chicago-Naperville, IL-IN-WI	5	1	▲ +4	18%
Phoenix-Mesa, AZ	6	6	-- 0	4%
Dallas-Fort Worth, TX-OK	7	24	▼ -14	1%
Washington-Baltimore-Arlington, DC-MD-VA-PA	8	7	▲ +1	7%
Miami-Fort Lauderdale-Pompano Beach, FL	9	9	-- 0	5%
Seattle-Tacoma-Bellevue, WA	10	5	▲ +5	11%
Cancun, Mexico	11	22	▼ -11	2%
Houston-The Woodlands-Sugar Land, TX	12	21	▼ -9	4%
Tampa-St. Petersburg-Clearwater, FL	13	12	▲ +1	2%
Atlanta-Athens-Clarke County-Sandy Springs, GA-AL	14	26	▼ -11	2%
San Diego-Carlsbad, CA	15	11	▲ +4	7%
Nashville-Davidson-Murfreesboro-Franklin, TN	16	20	▼ -4	6%
Crestview-Fort Walton Beach-Destin, FL	17	N/A		0%
Cape Coral-Fort Myers, FL	18	N/A		0%
New York-Newark-Jersey City, NY-NJ-PA	19	17	▲ +2	7%
Charlotte-Concord-Gastonia, NC-SC	20	99	▼ -79	0%

Catchment Area Airline Share

American is capturing the largest share of catchment area traffic by some margin due to its dominance at nearby MHK and ICT airports, along with a large share of capacity at MCI

Catchment Area Traffic – Market Share by Airline

Calendar Year 2021

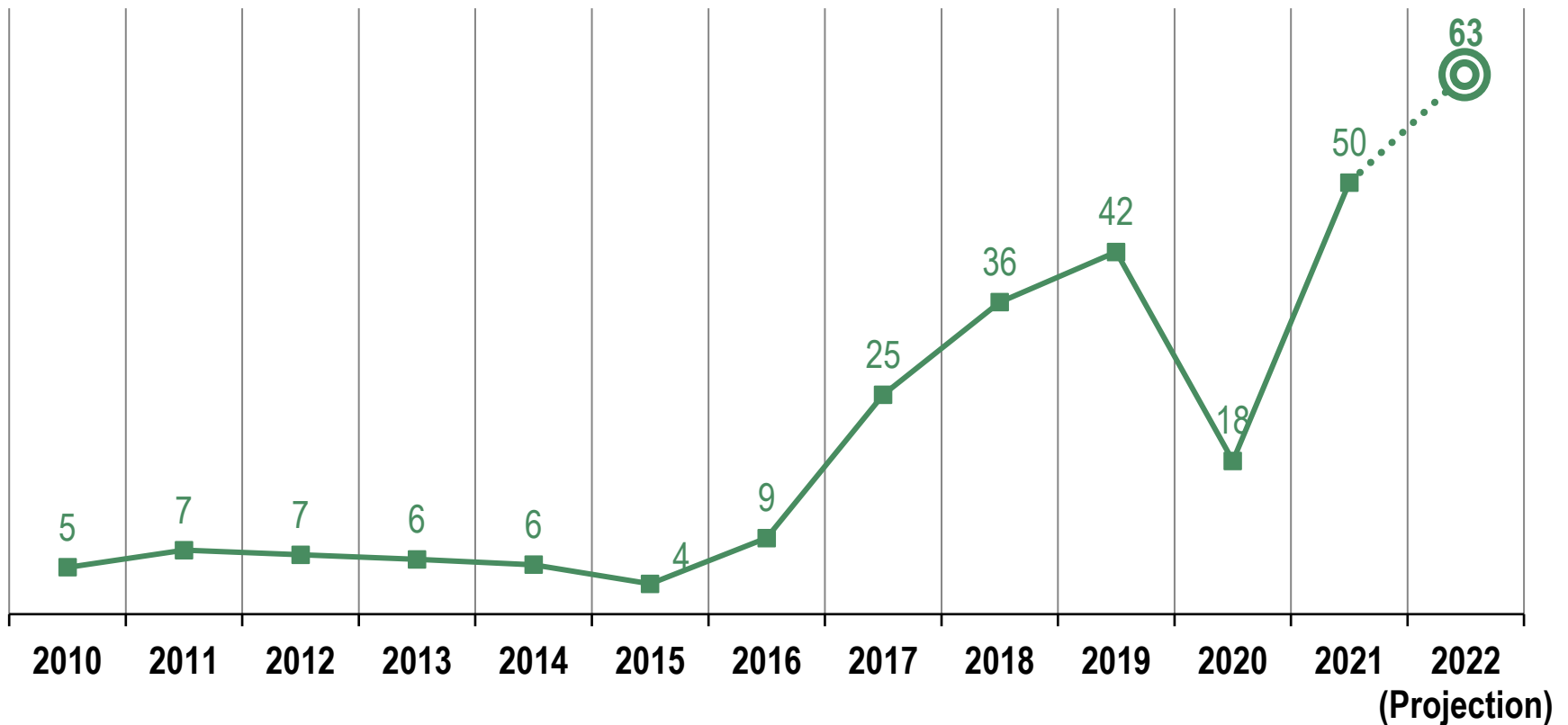


Projections and Going Forward

2022 Projection

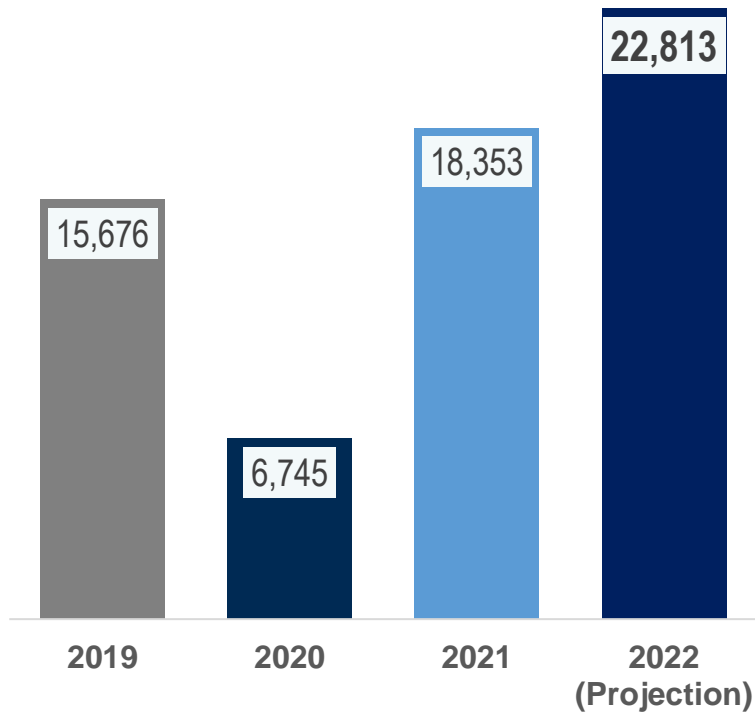
With the return of business traffic, a continuation of the attractive fare environment and aggressive marketing, we project 2022 to generate 62.5 passengers per day each way

2022 Projection of SLN Passengers per Day Each Way

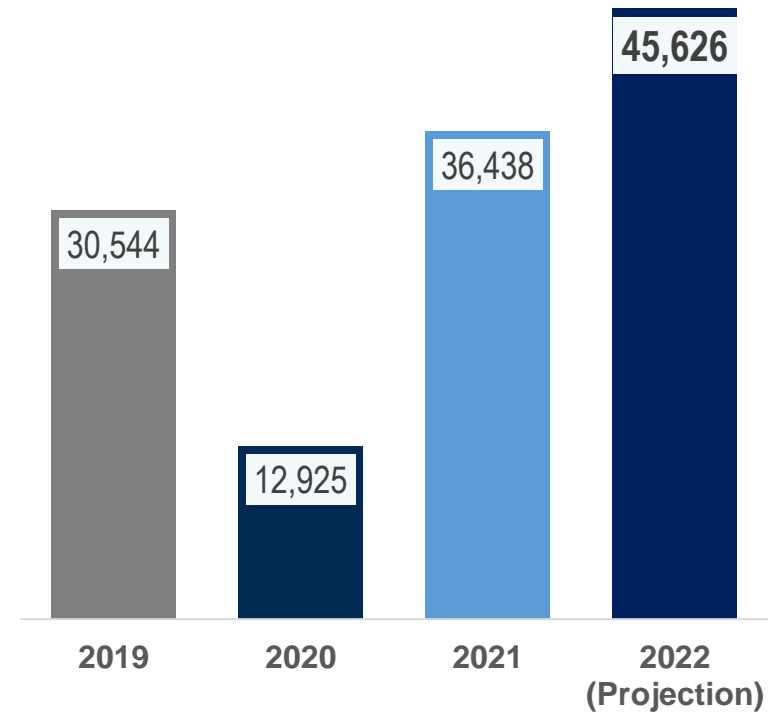


2022 Projection of Outbound and Roundtrip Enplanements

Outbound



Roundtrip

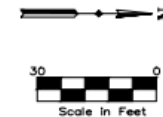
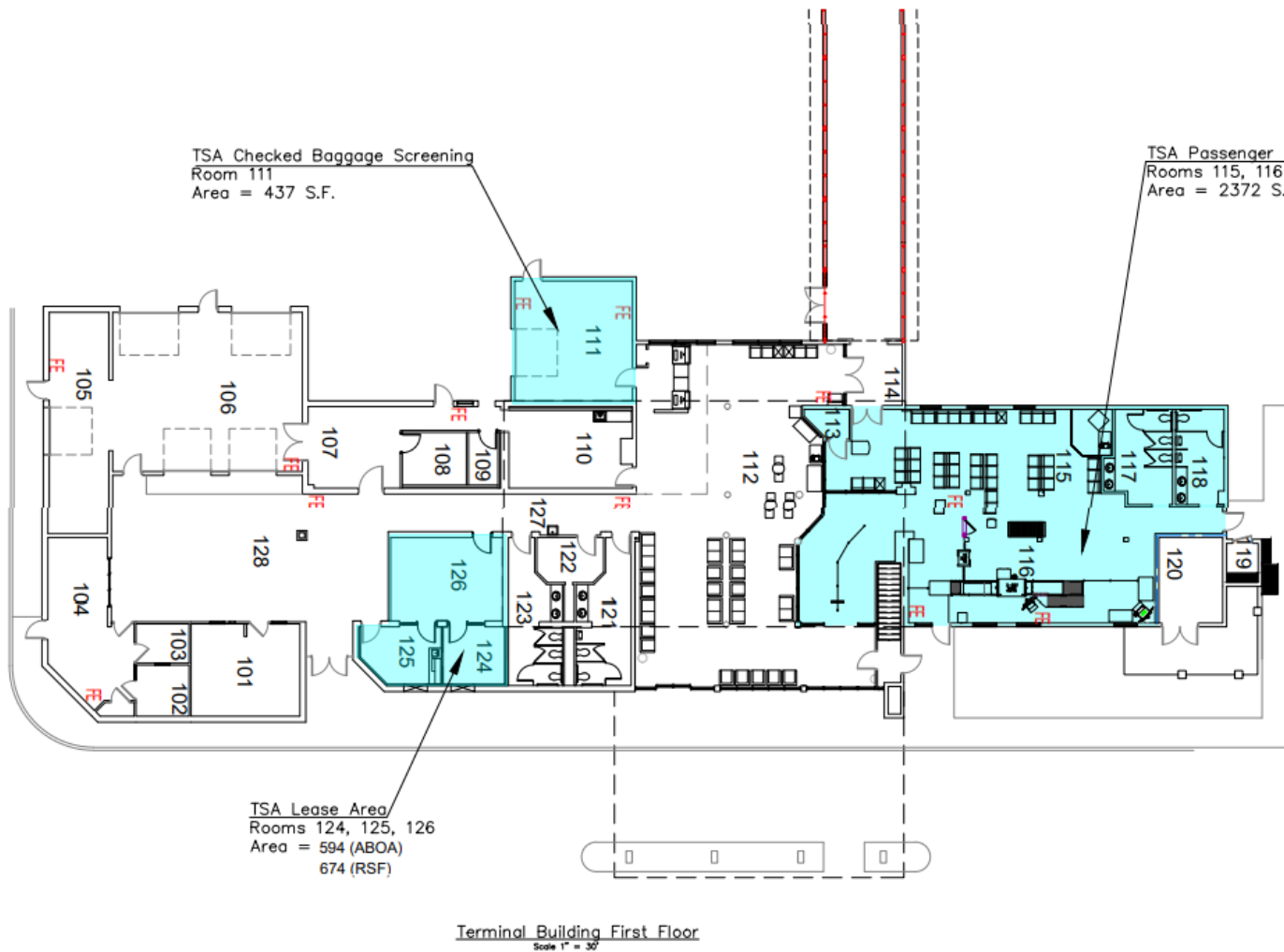


2022 Opportunities

- ➔ **Prepare for return of business traffic**
 - Ensure high awareness of United Airlines discount and loyalty programs
- ➔ **Continue to monitor and iterate with United Airlines Pricing department to attempt to maintain the fare advantage relative to other Kansas airports**
- ➔ **Capitalize on the fare advantage relative to Manhattan Regional Airport for Fort Riley soldier's personal travel through aggressive on-base advertising**
- ➔ **Refine the 2022 media campaign**
 - More B-2-B ads as the business market returns
 - Production of digital banner ads with “Lowest Fares in Kansas” catch-phrase
 - More top producing google search and Facebook video ads
- ➔ **Meeting with SkyWest in late February to discuss IAH**
 - The industry has run into pilot-shortage and supply chain headwinds

Approval of GSA lease No. GS-06P-LK00464 for office space provided to the TSA in the M.J. Kennedy Air Terminal

SHELLI SWANSON, C.M.



Drawing Number 3016-11-21



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

None : REVISIONS
KWB : DESIGNED BY
KWB : DRAWN BY
1" = 30' (11' x 17" Sheet) : SCALE
11/28/21, 10:40 : DATE

GS-06P-LKS00464

LESSOR _____ GOVERNMENT _____

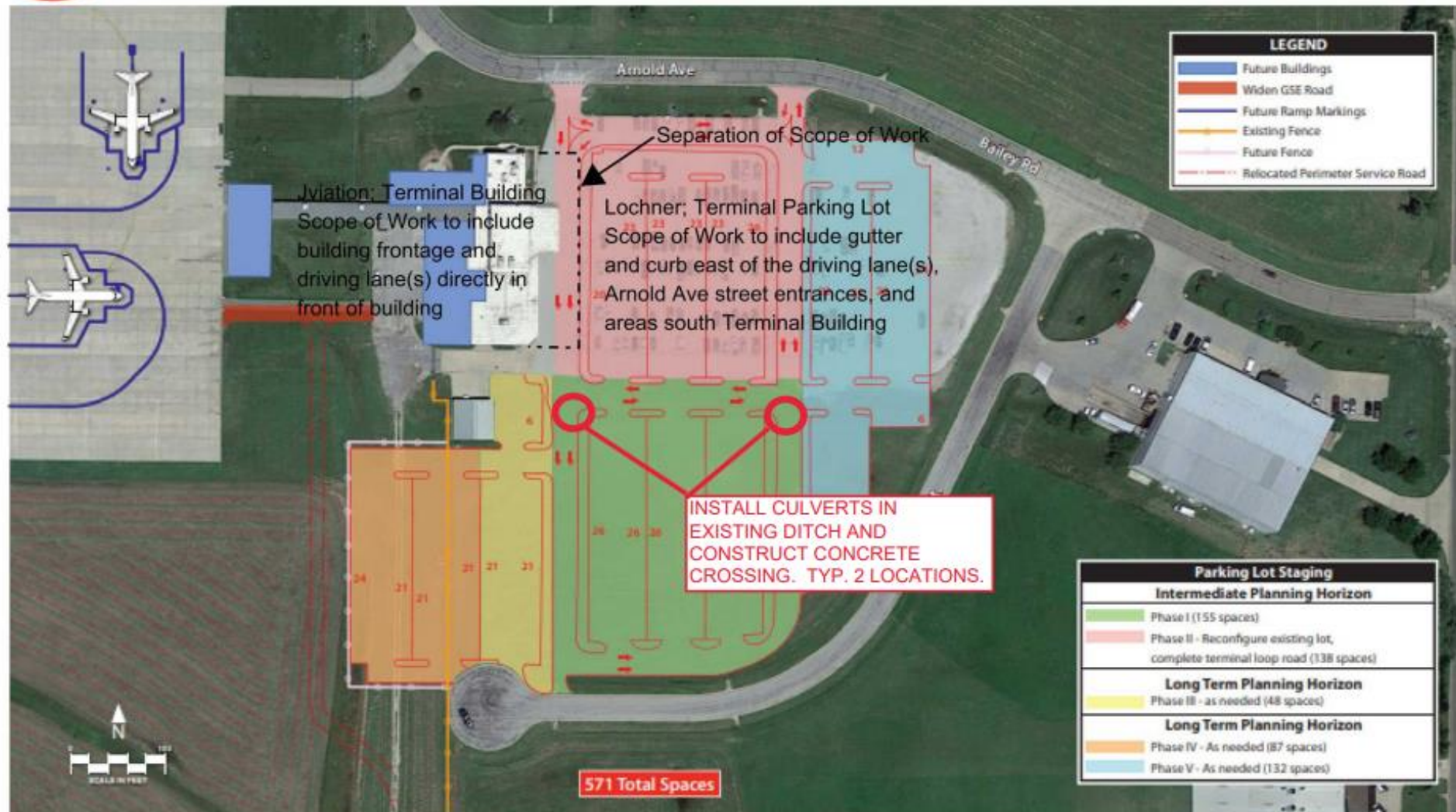
SALINA AIRPORT AUTHORITY
GSA / TSA Lease Exhibit A - April 2022

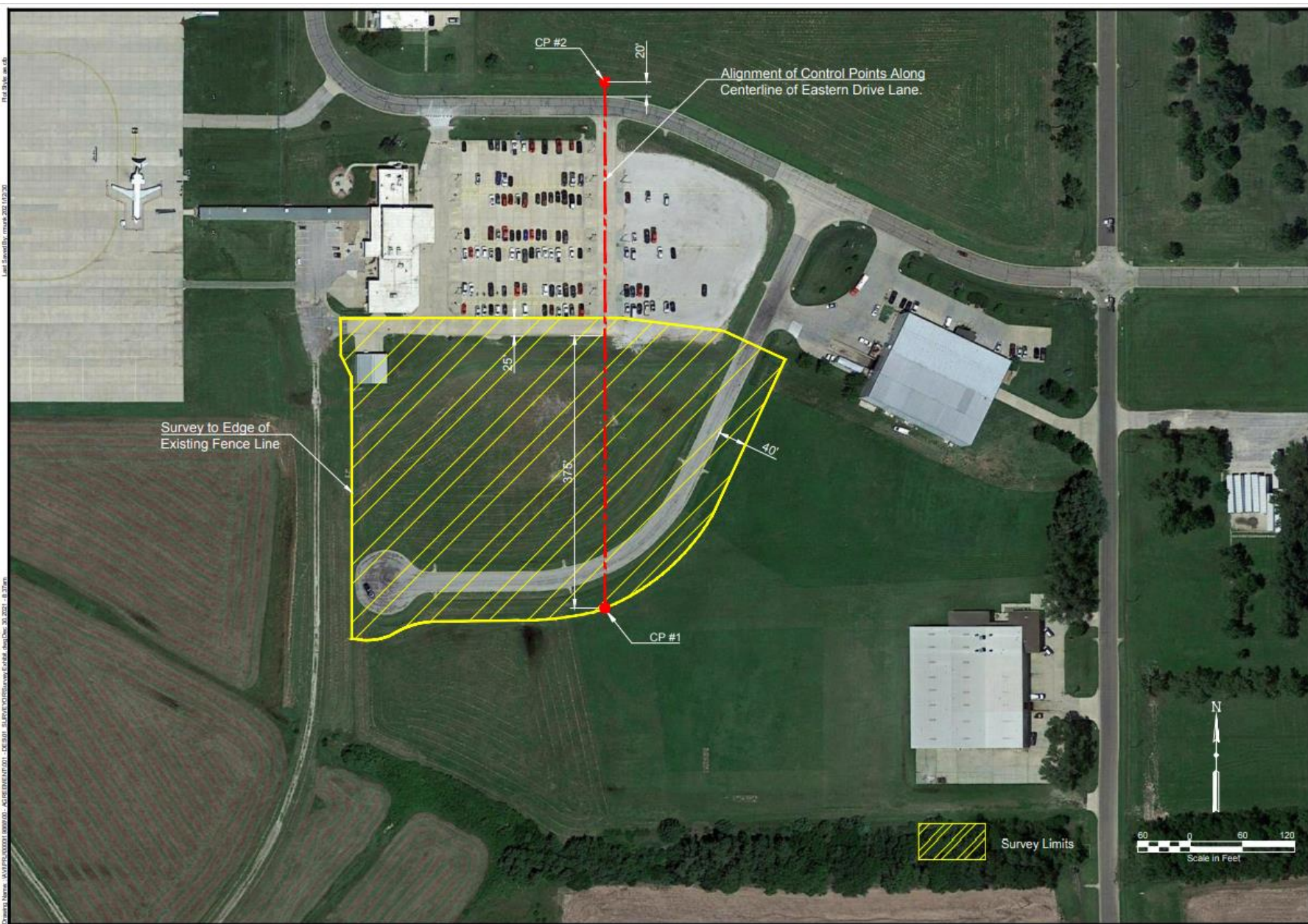
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OF
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Approval of an engineering
contract with H.W. Lochner, Inc.
for the design of M.J. Kennedy
Air Terminal overflow parking.

TIM ROGERS, A.A.E.

MAYNARD CUNNINGHAM





This document is preliminary in nature and is not a final signed and sealed document.

LOCHNER

16105 W. 113th Street | Suite 107 | Lenexa, Kansas 66219
P 816 945 5840 | www.hwlochner.com

SALINA AIRPORT AUTHORITY

SALINA REGIONAL AIRPORT (SLN)

SALINA, KANSAS

PROJECT NO.	000019868
DESIGNED BY	REM
CHECKED BY	MAJ
APPROVED BY	REM
DATE	12/30/2021

EXHIBIT A
SURVEY LIMITS

Directors' Forum

KRISTIN GUNN, CHAIR

Visitor's Questions & Comments









Staff Reports







TIM ROGERS, A.A.E.








Review of December 15, 2021, windstorm damage to SAA buildings.




MAYNARD CUNNINGHAM

SHELLI SWANSON, C.M.

SAA Property ID No.	Bldg No.	SAA or Tenant Insured	Assessment Date	Inspection Notes	Photos	Street No	Street Address	Year built	Construction	Repair bids
E-00120-1	120	SAA	12/27/2021	Roof damage under vinyl material, 3 rooftop HVAC units; (2) damaged heat exchangers, (1) damaged electrical components		1057	Arnold Ave	1954	Masonry	
E-00305-1	305	SAA	12/29/2021	Self fuel station west siding and sign damage		1004	Schilling Road	1992	Masonry	
E-00315-1	315	SAA	12/22/2021	Back door sustained damage, the pane of glass broke and the door handle no longer locks properly		1854	Arnold Ave Garbar	1980	Masonry	
E-00394-1	394	SAA	1/11/2022	Tear/rip in roofing material, ceiling tiles damaged from water leak		1841	Cathedral	1988	Frame	
E-00412-1	412	SAA	1/5/2022	Fasteners protruding through roofing material.		1804	Arnold Ave	1974	Masonry	
E-00517-1	517	SAA	12/16/2021	Shingles blown off of east and west sides of roof.		1980	1500 Block Ct Scientific Engineering		Frame	

SAA Property ID No.	Bldg No.	SAA or Tenant Insured	Assessment Date	Inspection Notes	Photos	Street No	Street Address	Year built	Construction	Repair bids
E-00595-1	595	SAA	12/16/2021	Exterior siding, soffit, and fascia damage.		2760	Centennial	1951	Frame	
E-00620-1	620-A	SAA	12/21/2021	Chain link fence blown off of posts. Some posts damaged.		1940	General Jim Rd Universal Forest Products	1942	Masonry	
E-00655-1	655	SAA	12/16/2021	Semi-trailer tipped over and damaged exterior of building.		1696	Scamlan Stryten Mfg.	1954	Frame	
E-00713-1	713	SAA	12/16/2021	Siding panels blown off of building exterior.		1656	Woodcraft Rd	1954	Metal	
E-00939-1	939	SAA	12/16/2021	Exterior soffit, fascia, and gutter damage, and roof damage		1952	Scamlan	1956	W2 S-C	
H-0000D-1		SAA	12/16/2021	Structural and hangar door damage. Hangars D7, D8.			Arnold Ave		Metal	

SAA Property ID No.	Bldg No.	SAA or Tenant Insured	Assessment Date	Inspection Notes	Photos	Street No.	Street Address	Year built	Construction	Repair bids
H-0000P-1		SAA	12/16/2021	Structural and hangar door damage. Hangars P1, P2, P3, P13.			Arnold Ave		Metal	
H-0000P-2		SAA	12/16/2021	Structural and hangar door damage. Hangars P1, P2, P3, P13.			Arnold Ave		Metal	
H-000AB-1		SAA	12/16/2021	Structural and hangar door damage. Hangars A6, A7, A8.		1780	Arnold Ave		Metal	
H-00504-1	504	SAA	12/16/2021	Interior bathroom and living area ceiling grid, tiles, and insulation blown down. Insulation on the interior of the hangar door blown out. Southeast exterior siding panels blown down, insulation blown out. East exterior wall siding and window trim damaged, insulation blown out.	 	1015	Kneebuhl Ct. LifeSave	1977	Metal	
H-00606-1	606	SAA	12/20/2021	Roof edge lifted.		1630	Arnold Ct.	1944	Masonry	
H-00626-1	626	SAA	12/16/2021	Exterior siding blown off, windows broken.		1626	Arnold Ct. Schwartz's	1944	Masonry	

SAA Property ID No.	Bldg No.	SAA or Tenant Insured	Assessment Date	Inspection Notes	Photos	Street No	Street Address	Year built	Construction	Repair Info
H-00724-1	724	SAA	12/22/2021	Siding and Trim damage, north side		1810	Weschcraft Rd Agco	1964	Metal	
H-00959-1	959	SAA	12/20/2021	Roof material damaged. Underlayment redistributed.		2044	Scamlin Vinson	1955	Metal	
L-00002-1	Fence	SAA	12/16/2021	Multiple locations; 300' Chain link fence blown off of posts and posts damaged. Multiple locations; Gates required repair or adjustment, Gate G1 inoperable.					Metal	
L-00003-1	Fence	SAA	1/6/2022	Airport Rd storage gate S4 damaged.		3600	Airport Rd			

Review of the preliminary plat for the Aero Plains Addition to the City of Salina.

TIM ROGERS, A.A.E.

Announcements

- ✈ Dynamic Aviation – (Targeted Aerial Spraying)
Hangar 600
February 12-15, 2022



Adjournment