

Salina Airport Authority Board of Directors Special Board Meeting

APRIL 7, 2022



Air Service Update

TIM ROGERS, A.A.E.

GARY FOSS, ARKSTAR

EAS Regional Operator Overview

Salina Regional Airport

EAS Operator Fleet Overview

12 airlines are active in the Essential Air Service (EAS) program. Aside from SkyWest, only Key Lime (Denver Air Connection) and Contour operate jets. Contour will only participate in the AEAS program

EAS Operator Fleet Overview

Carrier	Equipment	Equipment Type	Seats	Quantity	Total Fleet Size	# EAS Awards	Commercial Relationships
SkyWest Airlines (minus United flying)	E-175 CRJ900 CRJ700 CRJ200	Jet Jet Jet Jet	70-76 70-76 65-70 50	211 44* 114* 140*	509*	30 (does not include United flying)	Full codeshare/branded agreements with American, Delta, United, Alaska
Cape Air	Cessna 402 Tecnam Traveller Britten-Norman Islander	Twin Engine Prop Twin Engine Prop Twin Engine Prop	9 11 9	70 26 4	100	18	Codeshare agreements with American, Delta, United, Alaska, JetBlue
Southern Airways Express	Cessna 208 Piper PA-31 Cessna Citation	Single Engine Prop Twin Engine Prop Jet	9 7 6-8	30 2 1	33	9	Interline agreements with American, United, Alaska
Contour Airlines	ERJ-145	Jet	30	10	10	9 (AEAS)	Interline agreement with American
Boutique Air	Pilatus King Air 300 Piaggio Avanti	Single Engine Turboprop Twin Engine Turboprop Twin Engine Turboprop	8 9 7	26 3 2	31	7	Codeshare agreement with United in connecting markets and interline with American
Denver Air Connection	Fairchild Swearingen Domier 328JET ERJ-145 Fairchild Metro EMB-120	Twin Engine Turboprop Jet Jet Twin Engine Turboprop Twin Engine Turboprop	9 30 50 9 30	17 7 3 2 30	30	7	Interline agreement with United. Interline agreement with American in process
American Eagle (Envoy Air)	E-175 ERJ-145 E-170	Jet Jet Jet	76 66 50	98 57 8	163	4	Subsidiary of American Airlines
Advanced Air	Super King Air 350	Twin Engine Turboprop	9	7	7	2	No notable commercial relationships
Air Choice One	Cessna Grand Caravan Beechcraft 1900C	Single Engine Prop Twin Engine Turboprop	8 9	9 9	9	1	No notable commercial relationships
United Airlines (CommutAir)	ERJ-145	Jet	50	79	79	1	Full codeshare/branded agreements with United
United Airlines (GoJet)	CRJ-550	Jet	50	52	52	1	Full codeshare/branded agreements with United
Silver Airways	ATR 42-600 ATR 72-600 Saab 340	Twin Engine Turboprop Twin Engine Turboprop Twin Engine Turboprop	46 70 34	8 4 4	16	0	Codeshare agreements with American, Delta, United, JetBlue. Interline agreement with Alaska

Cape Air Operations

Cape Air operates in the northeast at BOS, in the Northwest out of BIL; the Midwest out of STL; and the Caribbean out of SJU – a total of 36 destinations

Overview of Cape Air Operations

Including non-EAS routes



Southern Airways Express Operations

Southern Airways operates primarily in the Northeast and Hawaii (Mokulele not shown), but also has service out of major hubs DEN, LAX and DFW. It flies to 39 destinations

Overview of Southern Airways Express Operations

Including non-EAS routes, Excluding Hawaii Routes



Contour Airlines Operations

Contour operates at major hubs BWI, DFW and PHX, flying to a total of 16 destinations. Most of its flying is done out of BNA

Overview of Contour Airlines Operations

Including non-EAS routes



Boutique Air Operations

Boutique codeshares with United and operates 18 destinations nationwide

Overview of Boutique Air Operations

Including non-EAS routes



Denver Air Operations

Denver Air Connection interlines with United connecting at DEN and ORD. They serve 12 destinations

Overview of Denver Air Connection Operations

Including non-EAS routes



Advanced Air Operations

Advanced Air operates point-to-point service across 10 destinations in CA and across the Southwest United States

Overview of Advanced Air Operations

Including non-EAS routes



Air Choice One Operations

Air Choice One flies scheduled service to just 3 destinations –
STL, JBR and BNA

Overview of Air Choice One Operations

Including non-EAS routes



Silver Airways Operations

Silver operates hubs at FLL, MCO, TPA and SJU to 28 destinations in the South and the Caribbean

Overview of Silver Airways Operations

Including non-EAS routes



Thank you!



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Managing Partner

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Overview of EAS Awards by Carrier

Domestic 48 Only, Excluding SkyWest Airlines

State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
CA	Merced Regional Airport	Merced	Las Vegas (LAS)	Advanced Air	Platus	8	1998-3521	2021-09-13	Dec 31, 2025
CA	Merced Regional Airport	Merced	Los Angeles (LAX)	Advanced Air	Platus	8	1998-3521	2021-09-13	Dec 31, 2025
NM	Grant County Airport	Silver City / Hurley / Deming	Albuquerque (ABQ)	Advanced Air	King Air 350	9	1996-1903	2021-02-10	Jan 31, 2023
NM	Grant County Airport	Silver City / Hurley / Deming	Phoenix (PHX)	Advanced Air	King Air 350	9	1996-1903	2021-02-10	Jan 31, 2023

State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
AR	Jonesboro Municipal Airport	Jonesboro	Nashville (BNA)	Air Choice One	Cessna Caravan	9	1997-2935	2021-12-21	Feb 28, 2026
AR	Jonesboro Municipal Airport	Jonesboro	St. Louis (STL)	Air Choice One	Cessna Caravan	9	1997-2935	2021-12-21	Feb 28, 2026

State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
IA	Waterloo Regional Airport	Waterloo	Chicago-O'Hare (ORD)	American	ERJ-145	50	2011-0132	2022-01-16	Apr 30, 2024
KS	Garden City Regional Airport	Garden City	Dallas/Fort Worth (DFW)	American	ERJ-145	45	1998-3503	2020-06-11	Jul 31, 2022
NE	Central Nebraska Regional Airport	Grand Island	Dallas/Fort Worth (DFW)	American	ERJ-145	50	2002-13883	2021-03-09	Jun 30, 2023
NY	Watertown International Airport	Watertown	Philadelphia (PHL)	American	ERJ-145	50	2013-0188	2021-12-04	Jan 31, 2024

State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
AZ	Show Low Regional Airport	Show Low	Phoenix (PHX)	Boutique Air	Platus	8	1998-4409	2018-05-05	Jun 30, 2022
CO	Cortez Municipal Airport	Cortez	Denver (DEN)	Boutique Air	Platus	8	1998-3508	2018-08-01	Sep 30, 2022
CO	Cortez Municipal Airport	Cortez	Phoenix (PHX)	Boutique Air	Platus	8	1998-3508	2018-08-01	Sep 30, 2022
NM	Cavern City Air Terminal	Carlsbad	Albuquerque (ABQ)	Boutique Air	Platus	8/9	2002-12802	2021-03-11	May 31, 2025
NM	Cavern City Air Terminal	Carlsbad	Dallas/Fort Worth (DFW)	Boutique Air	Platus	8/9	2002-12802	2021-03-11	May 31, 2025
NY	Massena International Airport	Massena	Baltimore/Washington (BWI)	Boutique Air	Platus	8/9	2012-0163	2021-03-21	Mar 31, 2023
NY	Massena International Airport	Massena	Boston (BOS)	Boutique Air	Platus	8/9	2012-0163	2021-03-21	Mar 31, 2023
OR	Eastern Oregon Regional Airport	Pendleton	Portland (PDX)	Boutique Air	Platus	8/9	2004-19934	2018-11-04	Dec 31, 2022
PA	Altoona-Blair County Airport	Altoona	Baltimore/Washington (BWI)	Boutique Air	Platus	8/9	2002-11446	2020-09-07	Dec 31, 2022
PA	Altoona-Blair County Airport	Altoona	Pittsburgh (PIT)	Boutique Air	Platus	8/9	2002-11446	2020-09-07	Dec 31, 2022
TN	McKellar-Sipes Regional Airport	Jackson	Atlanta (ATL)	Boutique Air	Platus	8/9	2000-7857	2021-03-19	May 31, 2023

State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
IA	Southeast Iowa Regional Airport	Burlington	Chicago-O'Hare (ORD)	Cape Air	Tecnam Traveller	9	2001-8731	2021-11-09	Jan 31, 2026
IA	Southeast Iowa Regional Airport	Burlington	St. Louis (STL)	Cape Air	Tecnam Traveller	9	2001-8731	2021-11-09	Jan 31, 2026
IL	Veterans Airport of Southern Illinois	Marion / Hermin	Nashville (BNA)	Cape Air	Cessna / Tecnam Traveller	8/9	2000-7881	2021-09-22	Nov 30, 2023
IL	Veterans Airport of Southern Illinois	Marion / Hermin	St. Louis (STL)	Cape Air	Cessna / Tecnam Traveller	8/9	2000-7881	2021-09-22	Nov 30, 2023
IL	Quincy Regional Airport	Quincy, IL / Hannibal, MO	Chicago-O'Hare (ORD)	Cape Air	Tecnam Traveller	9	2002-14492	2019-10-13	Nov 30, 2025
IL	Quincy Regional Airport	Quincy, IL / Hannibal, MO	St. Louis (STL)	Cape Air	Tecnam Traveller	9	2002-14492	2019-10-13	Nov 30, 2025
KY	Owensboro-Daviess County Regional Airport	Owensboro	Nashville (BNA)	Cape Air	Tecnam Traveller	9	2000-7855	2021-11-09	Dec 31, 2023
KY	Owensboro-Daviess County Regional Airport	Owensboro	St. Louis (STL)	Cape Air	Tecnam Traveller	9	2000-7855	2021-11-09	Dec 31, 2023
ME	Augusta State Airport	Augusta / Waterville	Boston (BOS)	Cape Air	Cessna or Tecnam Traveller	9	1997-2784	2018-09-04	Oct 31, 2021
ME	Hancock County-Bar Harbor Airport	Bar Harbor	Boston (BOS)	Cape Air	Cessna or Tecnam Traveller	9	2011-0185	2020-09-23	Oct 14, 2024
ME	Knox County Regional Airport	Rockland	Boston (BOS)	Cape Air	Cessna or Tecnam Traveller	9	1997-2784	2018-09-04	Oct 31, 2021
MI	Marquette County Blacker Airport	Marquette / Ludington	Chicago-O'Hare (ORD)	Cape Air	Cessna or Tecnam Traveller	9	1996-1711	2020-07-04	Sep 30, 2022
MO	Kirkville Regional Airport	Kirkville	St. Louis (STL)	Cape Air	Cessna / Tecnam Traveller	9	1997-2515	2020-09-03	Sep 30, 2024
MT	Glasgow Valley County Airport	Glasgow	Billings (BIL)	Cape Air	Cessna / Tecnam Traveller	9	1997-2605	2019-10-11	Dec 31, 2023
MT	Dawson Community Airport	Glendive	Billings (BIL)	Cape Air	Cessna / Tecnam Traveller	9	1997-2605	2019-10-11	Dec 31, 2023
MT	Haystack County Airport	Haystack	Billings (BIL)	Cape Air	Cessna / Tecnam Traveller	9	1997-2605	2019-10-11	Dec 31, 2023
MT	Sidney-Richland Municipal Airport	Sidney	Billings (BIL)	Cape Air	Cessna / Tecnam Traveller	9	1997-2605	2019-10-11	Dec 31, 2023
MT	L. M. Clayton Airport	Wolf Point	Billings (BIL)	Cape Air	Cessna / Tecnam Traveller	9	1997-2605	2019-10-11	Dec 31, 2023
NH	Lebanon Municipal Airport	Lebanon, NH / White River Junction, VT	Boston (BOS)	Cape Air	Cessna / Tecnam Traveller	9	2003-14822	2018-09-14	Nov 30, 2022
NH	Lebanon Municipal Airport	Lebanon, NH / White River Junction, VT	White Plains (HPN)	Cape Air	Cessna / Tecnam Traveller	9	2003-14822	2018-09-14	Nov 30, 2022
NY	Adirondack Regional Airport	Saranac Lake / Lake Placid	Boston (BOS)	Cape Air	Cessna / Tecnam Traveller	9	2000-8025	2022-01-14	Feb 28, 2026
NY	Adirondack Regional Airport	Saranac Lake / Lake Placid	New York-JFK (JFK)	Cape Air	Cessna / Tecnam Traveller	9	2000-8025	2022-01-14	Feb 28, 2026
PR	Eugenio Maria de Hostos Airport	Mayaguez	San Juan (SJU)	Cape Air	Cessna / Britten-Norman Islander / Tecnam Traveller	8/9	2004-19622	2021-03-22	Apr 30, 2026
VT	Rutland-Southern Vermont Regional Airport	Rutland	Boston (BOS)	Cape Air	Cessna / Tecnam Traveller	9	2005-21681	2021-07-14	Oct 31, 2023

Overview of EAS Awards by Carrier

Domestic 48 Only, Excluding SkyWest Airlines

State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
AL	Muscle Shoals (AEA8)	Northwest Alabama Regional Airport	Charlotte (CLT)	Contour Airlines	Embraer ERJ-135	30	2000-7856	2022-01-21	Sep 30, 2024
AZ	Page (AEA8)	Page Municipal Airport	Phoenix (PHX)	Contour Airlines	Embraer ERJ-135	30	1997-2654	2022-02-22	Sep 30, 2026
CA	Crescent City (AEA8)	Del Norte County Airport	Oakland (OAK)	Contour Airlines	Embraer ERJ-135	30	1997-2649	2020-09-20	Sep 30, 2024
GA	Macon (AEA8)	Middle Georgia Regional Airport	Baltimore/Washington (BWI)	Contour Airlines	Embraer ERJ-135	30	2007-28671	2019-04-09	Sep 30, 2023
MS	Greenville (AEA8)	Greenville Mid-Delta Airport	Dallas/Fort Worth (DFW)	Contour Airlines	Embraer ERJ-135	30	2008-0209	2021-07-23	Sep 30, 2025
MS	Greenville (AEA8)	Greenville Mid-Delta Airport	Nashville (BNA)	Contour Airlines	Embraer ERJ-135	30	2008-0209	2021-07-23	Sep 30, 2025
MS	Tupelo (AEA8)	Tupelo Regional Airport	Nashville (BNA)	Contour Airlines	Embraer ERJ-135	30	2009-0305	2020-09-14	Sep 30, 2022
WV	Beckley (AEA8)	Raleigh County Memorial Airport	Charlotte (CLT)	Contour Airlines	Embraer ERJ-135	30	1997-2761	2021-09-07	Sep 30, 2025
WV	Parkersburg, WV / Marietta, OH (AEA8)	Mid-Ohio Valley Regional Airport	Charlotte (CLT)	Contour Airlines	Embraer ERJ-135	30	2005-20734	2021-09-07	Sep 30, 2025
State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
MI	Gogebic-Iron County Airport	Ironwood, MI / Ashland, WI	Chicago-O'Hare (ORD)	Denver Air Connection	ERJ-145	50	1996-1266	2021-08-18	Sep 30, 2023
MI	Gogebic-Iron County Airport	Ironwood, MI / Ashland, WI	Minneapolis/Saint Paul (MSP)	Denver Air Connection	ERJ-145	50	1996-1266	2021-08-18	Sep 30, 2023
MI	Thief River Falls Regional Airport	Thief River Falls	Minneapolis/Saint Paul (MSP)	Denver Air Connection	Domier 328JET / ERJ-145	30/50	2001-10642	2022-02-21	May 31, 2027
NE	Alliance Municipal Airport	Alliance	Denver (DEN)	Denver Air Connection	Metroliner 23	9	2000-6322	2021-04-05	May 31, 2023
NE	McCook Ben Nelson Regional Airport	McCook	Denver (DEN)	Denver Air Connection	Metroliner 23	9	1997-3005	2022-02-23	May 31, 2024
NM	Clovis Municipal Airport	Clovis	Dallas/Fort Worth (DFW)	Denver Air Connection	Domier 328JET	30	1996-1902	2022-02-18	Apr 30, 2026
NM	Clovis Municipal Airport	Clovis	Denver (DEN)	Denver Air Connection	Domier 328JET	30	1996-1902	2022-02-18	Apr 30, 2026
SD	Pierre Regional Airport	Pierre	Denver (DEN)	Denver Air Connection	ERJ-145	50	2011-0138	2019-04-07	May 31, 2023
SD	Watertown Regional Airport	Watertown	Chicago-O'Hare (ORD)	Denver Air Connection	ERJ-145	50	2001-10644	2021-04-07	May 31, 2023
SD	Watertown Regional Airport	Watertown	Denver (DEN)	Denver Air Connection	ERJ-145	50	2001-10644	2021-04-07	May 31, 2023
State	Airport	Community	Destination	Operator	Aircraft	Maximum Seats	Docket	Order	Expires
AR	South Arkansas Regional Airport at Goodwin Field	El Dorado / Camden	Dallas/Fort Worth (DFW)	Southern Airways Express	Cessna Caravan	9	1997-2935	2021-02-02	Feb 28, 2023
AR	South Arkansas Regional Airport at Goodwin Field	El Dorado / Camden	Memphis (MEM)	Southern Airways Express	Pilatus	9	1997-2935	2021-02-02	Feb 28, 2023
AR	Boone County Airport	Harrison	Dallas/Fort Worth (DFW)	Southern Airways Express	Cessna Caravan	9	1997-2935	2021-02-02	Feb 28, 2023
AR	Memorial Field Airport	Hot Springs	Dallas/Fort Worth (DFW)	Southern Airways Express	Cessna Caravan	9	1997-2935	2021-02-02	Feb 28, 2023
AR	Memorial Field Airport	Hot Springs	Memphis (MEM)	Southern Airways Express	Pilatus	9	1997-2935	2021-02-02	Feb 28, 2023
CA	Imperial County Airport	El Centro	Los Angeles (LAX)	Southern Airways Express	Cessna Caravan	9	2008-0799	2022-02-19	Apr 30, 2026
NE	Chadron Regional Airport	Chadron	Denver (DEN)	Southern Airways Express	Beechcraft King Air 200	9	2000-6322	2021-04-06	May 31, 2023
PA	Bradford Regional Airport	Bradford	Pittsburgh (PIT)	Southern Airways Express	Cessna Caravan	9	2003-14528	2020-10-10	Oct 31, 2022
PA	Bradford Regional Airport	Bradford	Washington-Dulles (IAD)	Southern Airways Express	Cessna Caravan	9	2003-14528	2020-10-10	Oct 31, 2022
PA	DuBois Regional Airport	DuBois	Pittsburgh (PIT)	Southern Airways Express	Cessna Caravan	9	2004-17617	2020-12-03	Oct 31, 2024
PA	DuBois Regional Airport	DuBois	Washington-Dulles (IAD)	Southern Airways Express	Cessna Caravan	9	2004-17617	2020-12-03	Oct 31, 2024
PA	Lancaster Airport	Lancaster	Pittsburgh (PIT)	Southern Airways Express	Cessna Caravan	9	2002-11450	2021-10-13	Dec 31, 2025
PA	Lancaster Airport	Lancaster	Washington-Dulles (IAD)	Southern Airways Express	Cessna Caravan	9	2002-11450	2021-10-13	Dec 31, 2025
WV	Morgantown Municipal Airport	Morgantown	Pittsburgh (PIT)	Southern Airways Express	Cessna Caravan	9	2005-20735	2020-12-03	Oct 31, 2024
WV	Morgantown Municipal Airport	Morgantown	Washington-Dulles (IAD)	Southern Airways Express	Cessna Caravan	9	2005-20735	2020-12-03	Oct 31, 2024

At a Glance

Supported by an enthusiastic community and bustling industrial business center, Salina is one of the most improved EAS markets vs 2019 and a Top 10 producer

SLN at a Glance

- ➔ Traffic at SLN is ahead of 2019 by around 20% despite capacity being down a third
- ➔ SLN has spent close to \$375k marketing its jet service through the pandemic over the last three years
 - SLN's digital media campaign alone generated over 9M impressions in 2021 and an estimated 25,000 bookings

- **Area Overview**
- **Air Service Market**
- **True Market**
- **Going Forward**
- **Questions and Discussion**



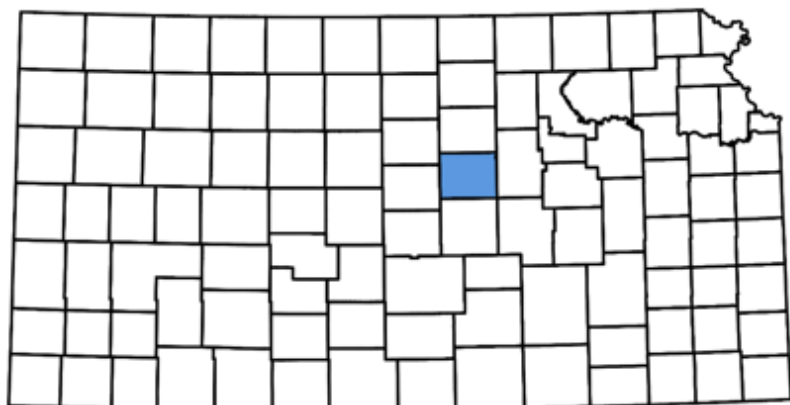
Area Overview



Key Demographics

Salina is 85 miles southeast from the geographic center of the United States, at the crossroads of I-70 and I-135

Saline County – Key Demographics



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

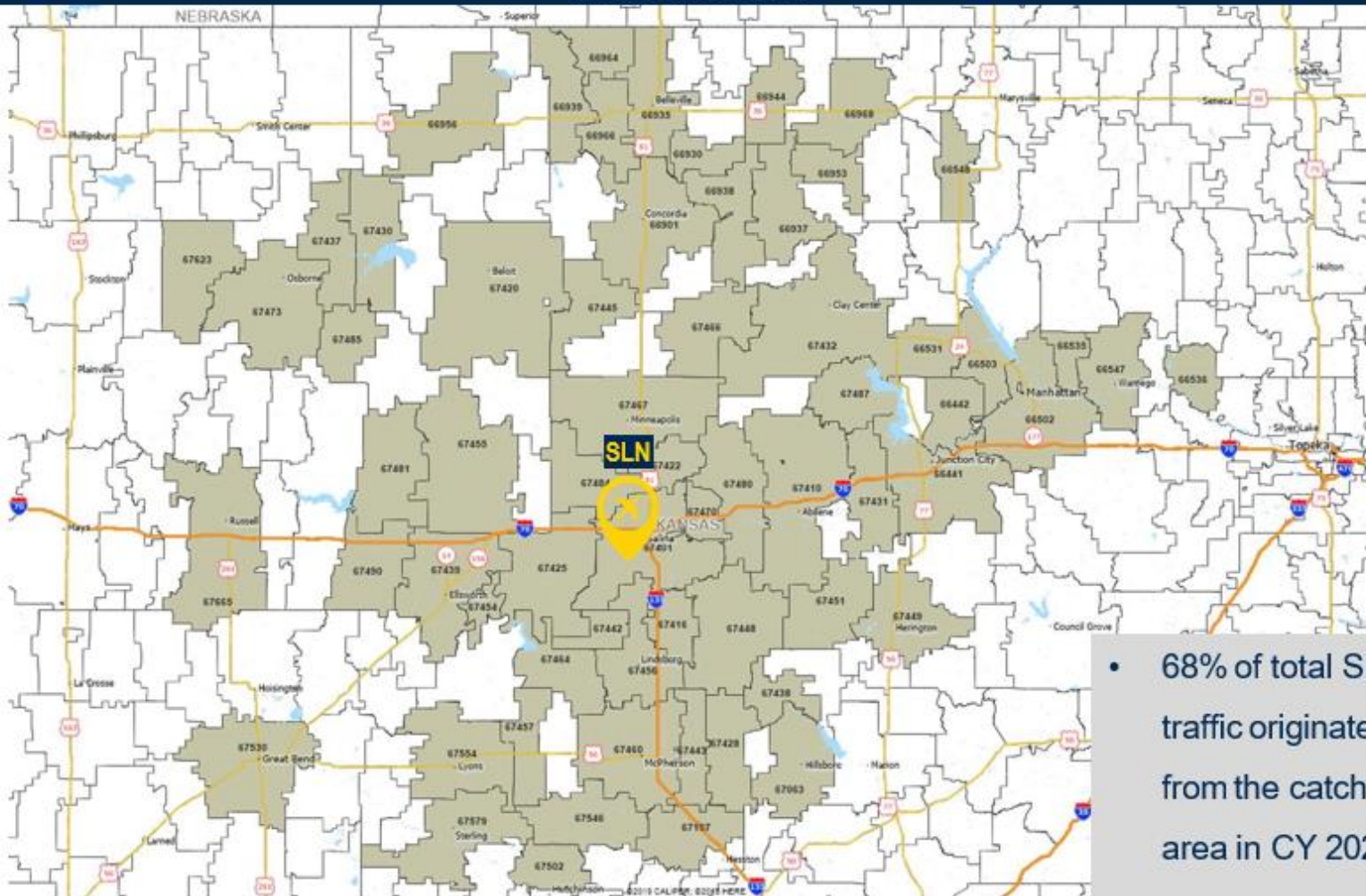
Population	54,303
Square Miles	720.2
Population per Square Mile	75.4
Median Age	38.6
Per Capita Income	\$28,813
Number of Households	21,959
Median Household Income	\$52,200

SLN Catchment Area

SLN's catchment area includes 67 zip codes with a combined population of approximately 321,000. It includes Manhattan, KS with only service to DFW and ORD

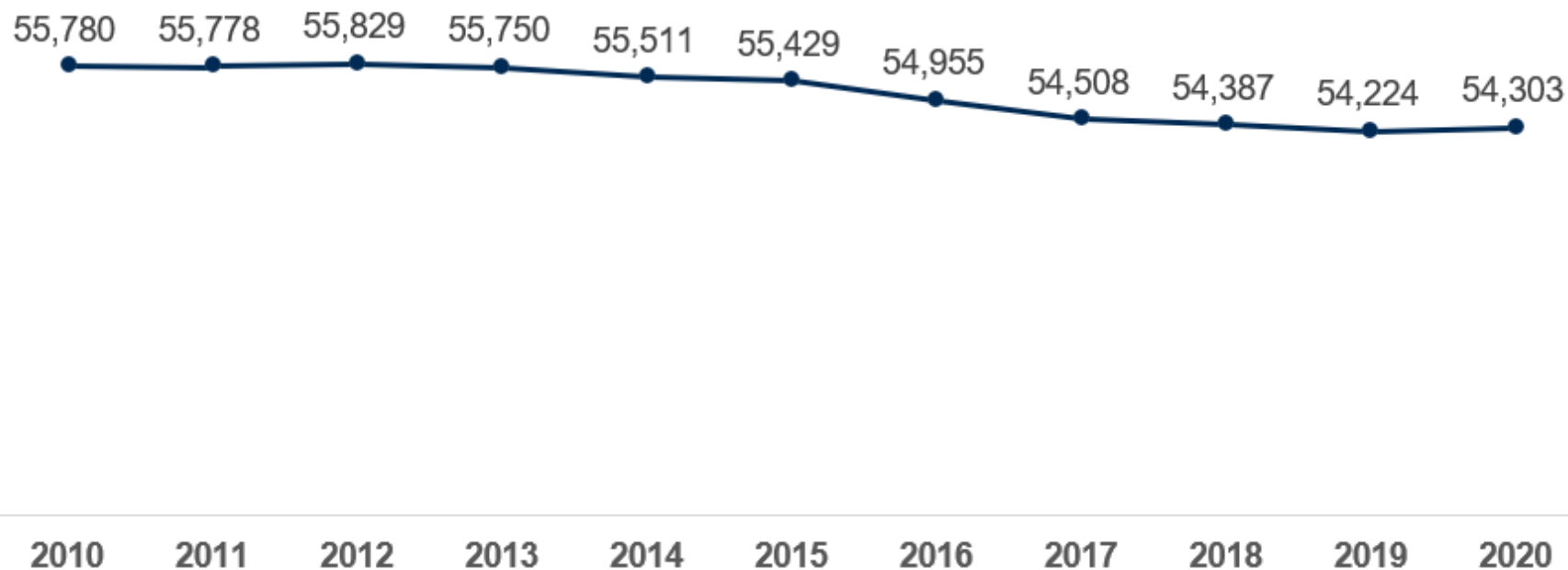
Catchment Area – Contours

Calendar Year 2021



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

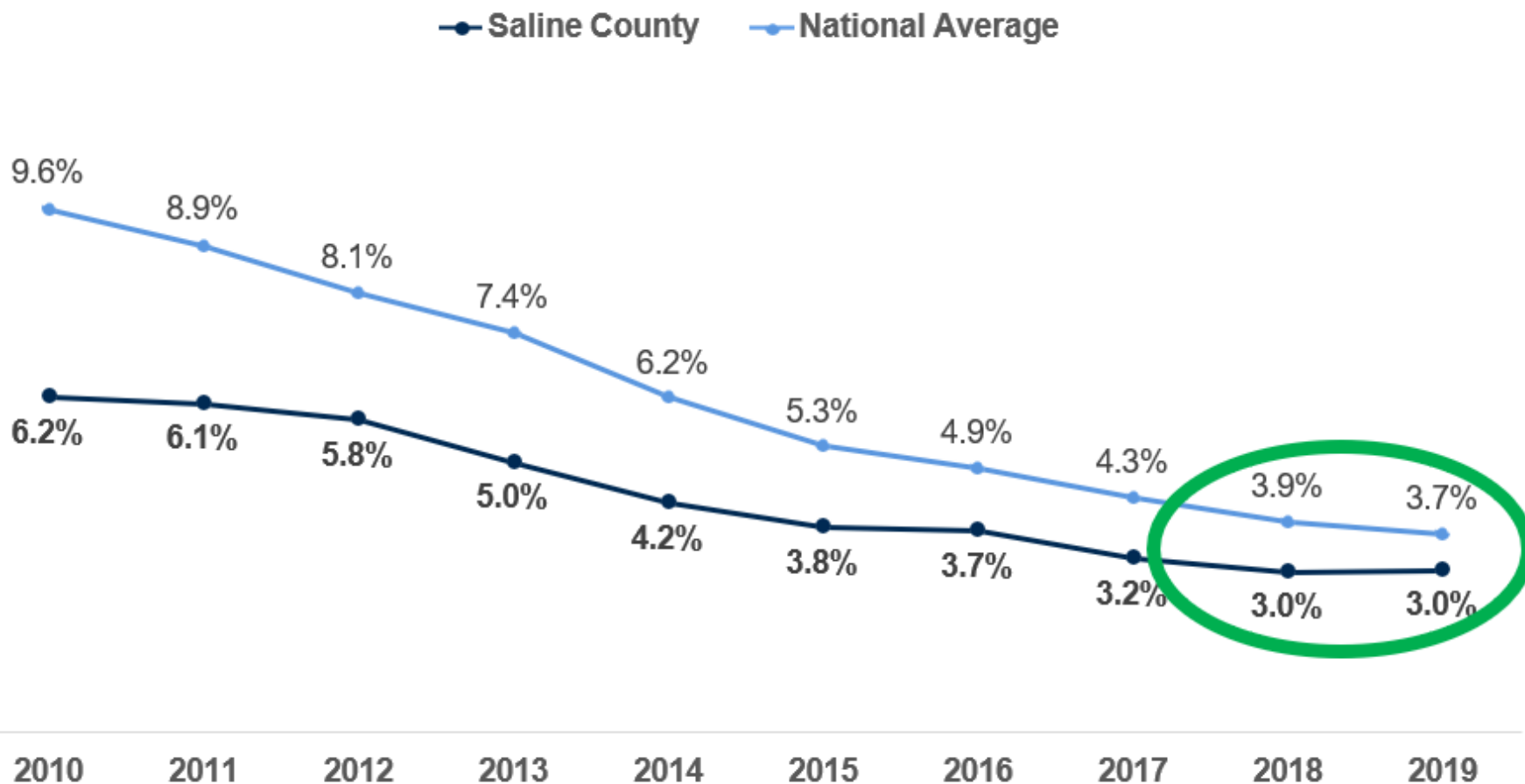
Saline County – Population, 2010-2020



Employment

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

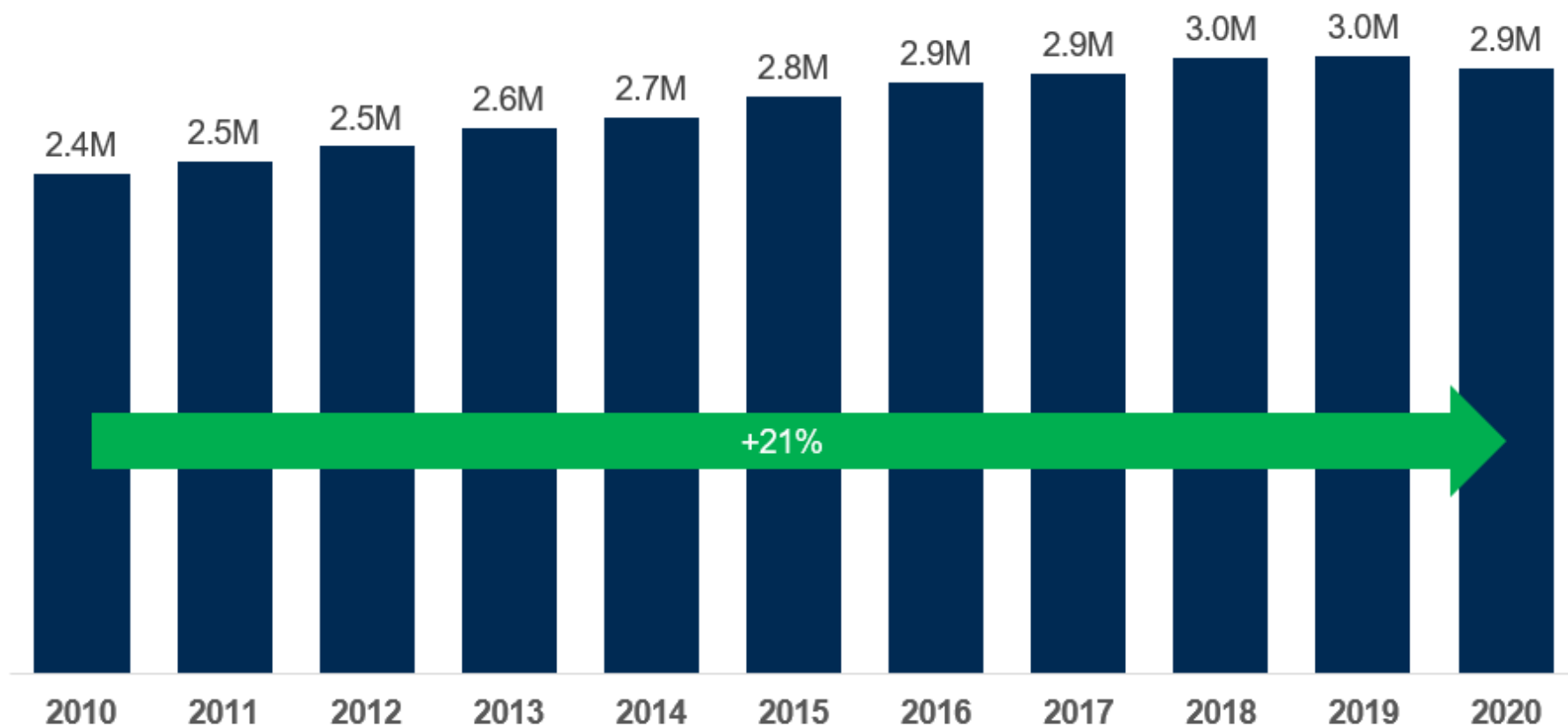


Gross Domestic Product (GDP)

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

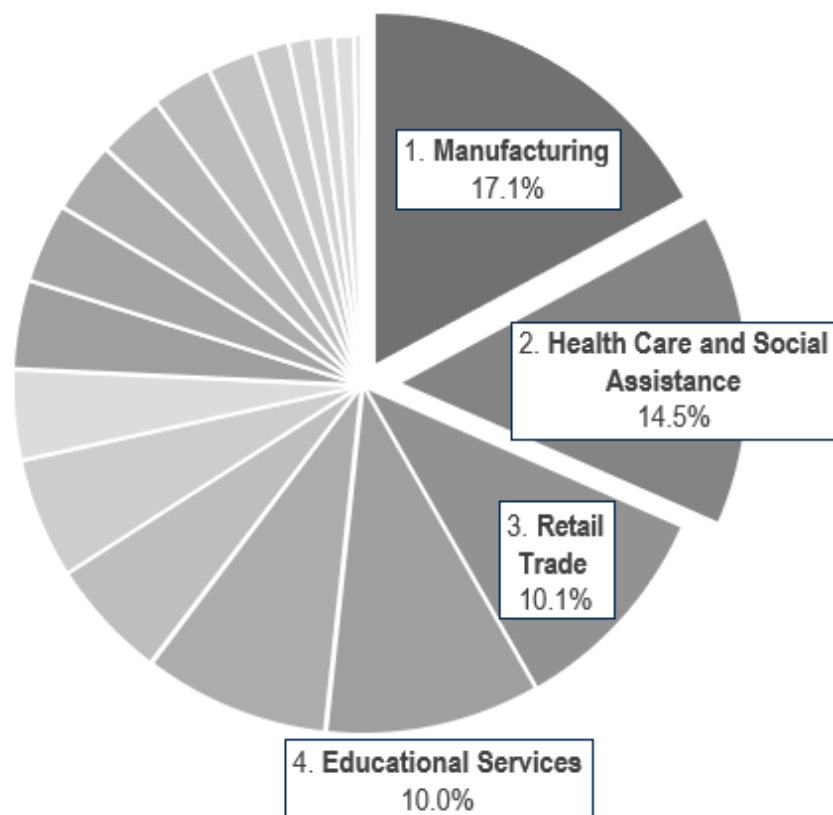
Saline County – Gross Domestic Product (All Industries), 2010-2020

Thousands of Chained 2012 Dollars



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, to include a number with international travel

Saline County – Top Employers



Salina Regional
Health Center
Confidence for the Good Life



KANSAS STATE
UNIVERSITY



Kubota



Trade Pull Factor

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 Market



Airport Overview

SLN is a part 139 airport with one of the longest runways in the country, making it an attractive mid-continent fuel stop

The Salina Regional Airport

- ➔ Because of the airport's heritage as a former Air Force Base and its central location, the airport has four runways and has been converted into an industrial center



The Salina Regional Airport from above

- ➔ The longest, at 12,300', was instrumental in its selection by pilot and adventurer Steve Fossett to be the starting and end point of the first solo "Around the World Fixed Wing Flight" in 2005



Steve Fossett and Sir Richard Branson celebrate at SLN after the former's successful around-the-world flight



Steve Fossett Plaza – a monument to the late record-breaking pioneer – overlooking SLN

- ➔ Given its geography and infrastructure, many corporate and private jets stop to refuel and allow their passengers a break
- ➔ It will be the only airport in the region when MHK closes for runway construction May – July 2023

Salina's Industrial, Military and Governmental Activities

- The Center hosts over 100 businesses accounting for 7,005 Saline County jobs, or 17.6% of total county employment
- With an average salary of \$58k, these are high paying jobs that will continue to generate additional commercial demand for SLN



An aerial view of the sprawling Salina Airport Industrial Center

- The total economic impact of the Center is \$1,297,934,889, or 42% of Saline County GRP

- SLN is the home airport for the nearby Kansas Air National Guard's Smoky Hill Weapons Range which trains US Military forces from all branches



A B-2 Spirit Stealth Bomber dropping 500-lb practice bombs over Smoky Hill Bombing Range

- The National Oceanic and Atmospheric Administration (NOAA) and the National Aeronautics and Space Administration (NASA) conduct seasonal operations at the airport

1 Vision, a Part 145 Maintenance Repair Organization (MRO) – is situated at SLN. The National Institute for Aviation Research (NIAR) is requesting \$15M to modify 12 777-300s per year at SLN

SLN as an Engineering and Maintenance Center

- SLN is sought after due to its a central location and talented labor pool of aviation mechanics courtesy of the strong military presence in the area
- 1 Vision works on many fleet types and is certified for avionics, airframe, GPS and routine maintenance
- It has contracts with Delta and SkyWest, for whom it maintains CRJ-900 aircraft, among others



1 Vision's SLN maintenance base, with Delta CRJs parked



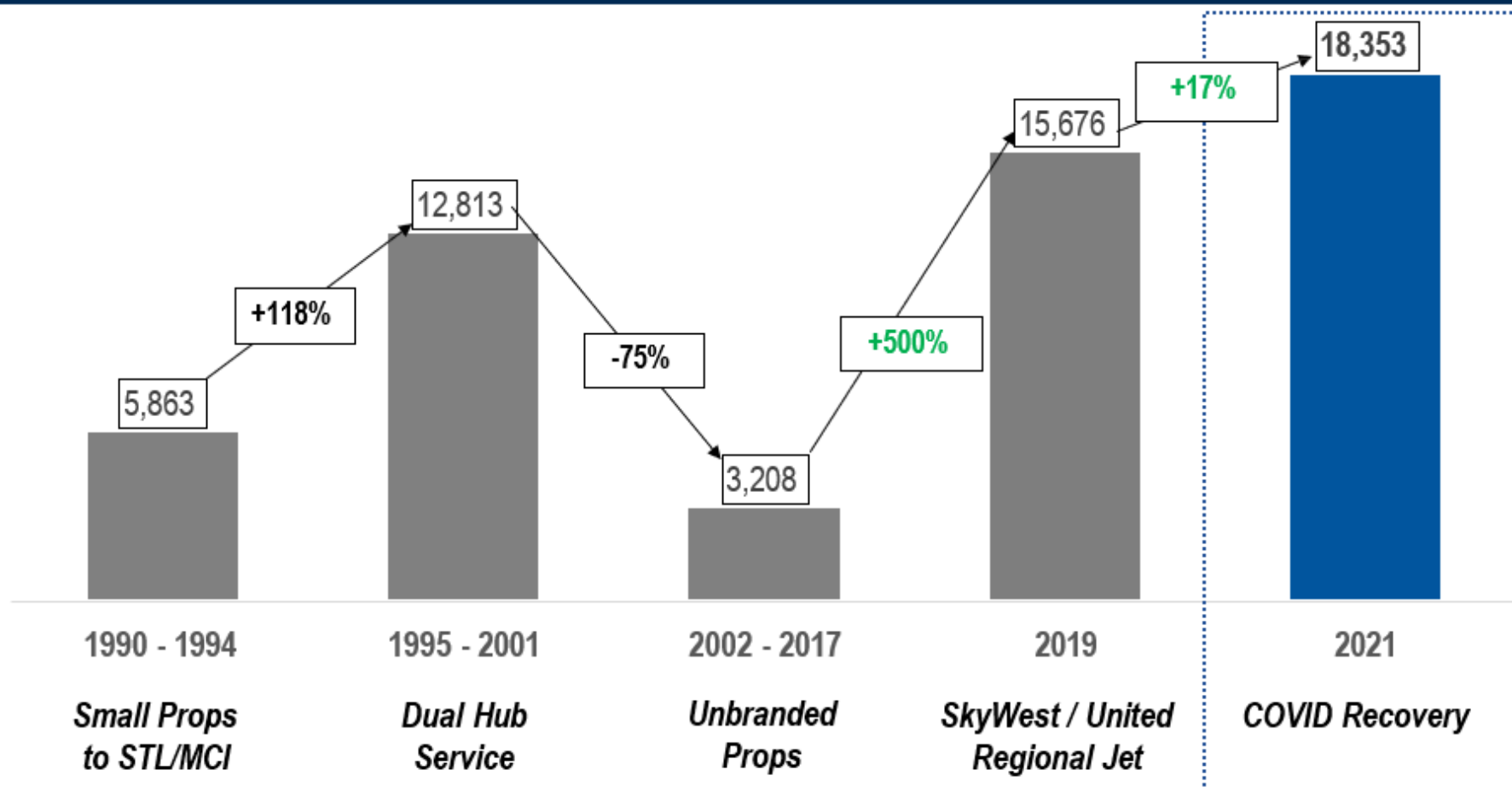
WICHITA STATE
UNIVERSITY

NATIONAL INSTITUTE
FOR AVIATION RESEARCH

- NIAR was established at Wichita State University in 1985 in an effort to increase research and development capabilities, particularly in Kansas
- It provides research, design, testing, certification and training to the aviation manufacturing industries and government agencies including the Department of Defense
- NIAR has a \$190 million annual budget, a staff of 1,000, and 1.6M square feet of laboratory and office space in six locations across the city of Wichita
- NIAR has submitted plans to modify 12 777-300s from passenger configuration to freighter per year at SLN
- NIAR's SLN footprint would include two hangars totaling 177k square feet

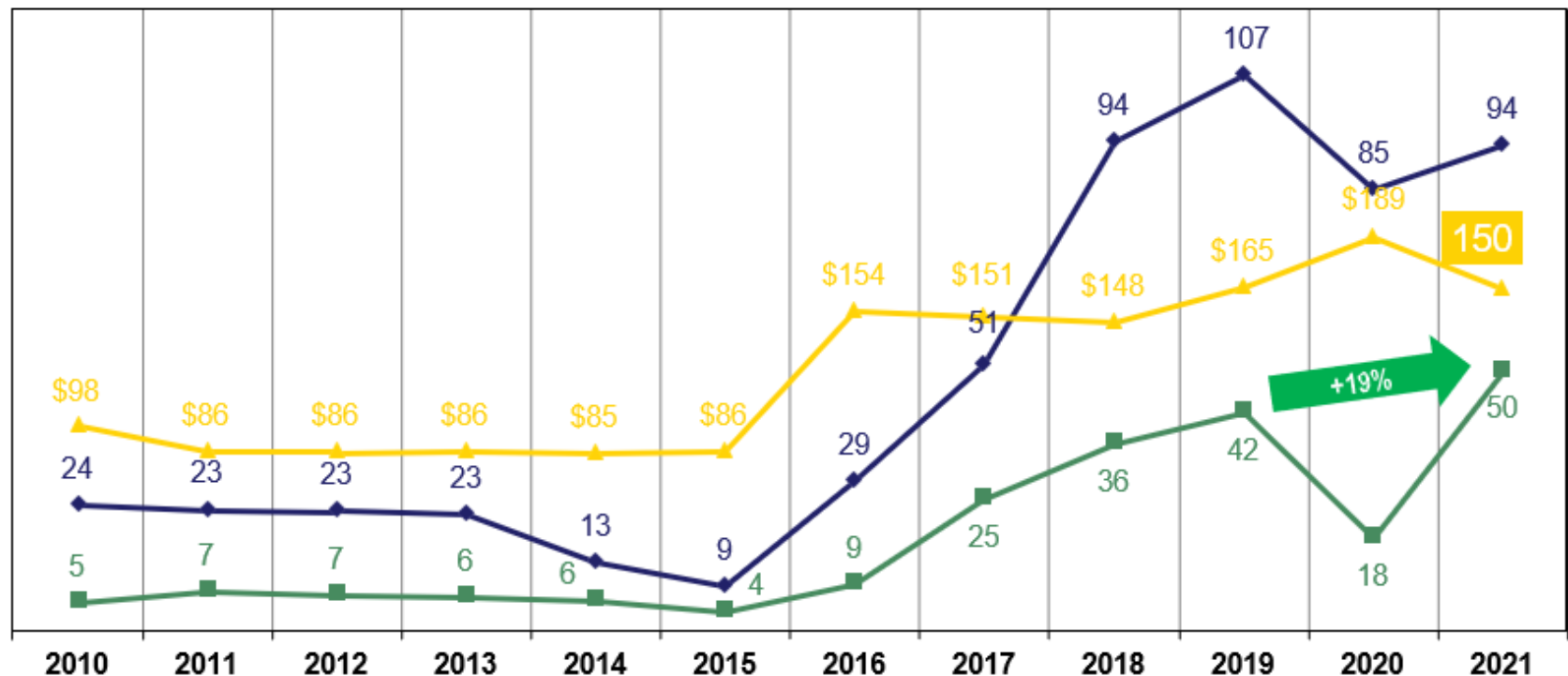
Despite pandemic-related challenges, Salina enplaned 17% more passengers in 2021 than in 2019, a record that goes back 43 years to 1979

Average Annual Outbound Enplanements by Era of Service at SLN



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

◆ Scheduled Seats Daily Each Way (SDEW)
 ■ Passengers Daily Each Way (PDEW)
 ▲ Average Domestic Fare (Fared Fare)



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

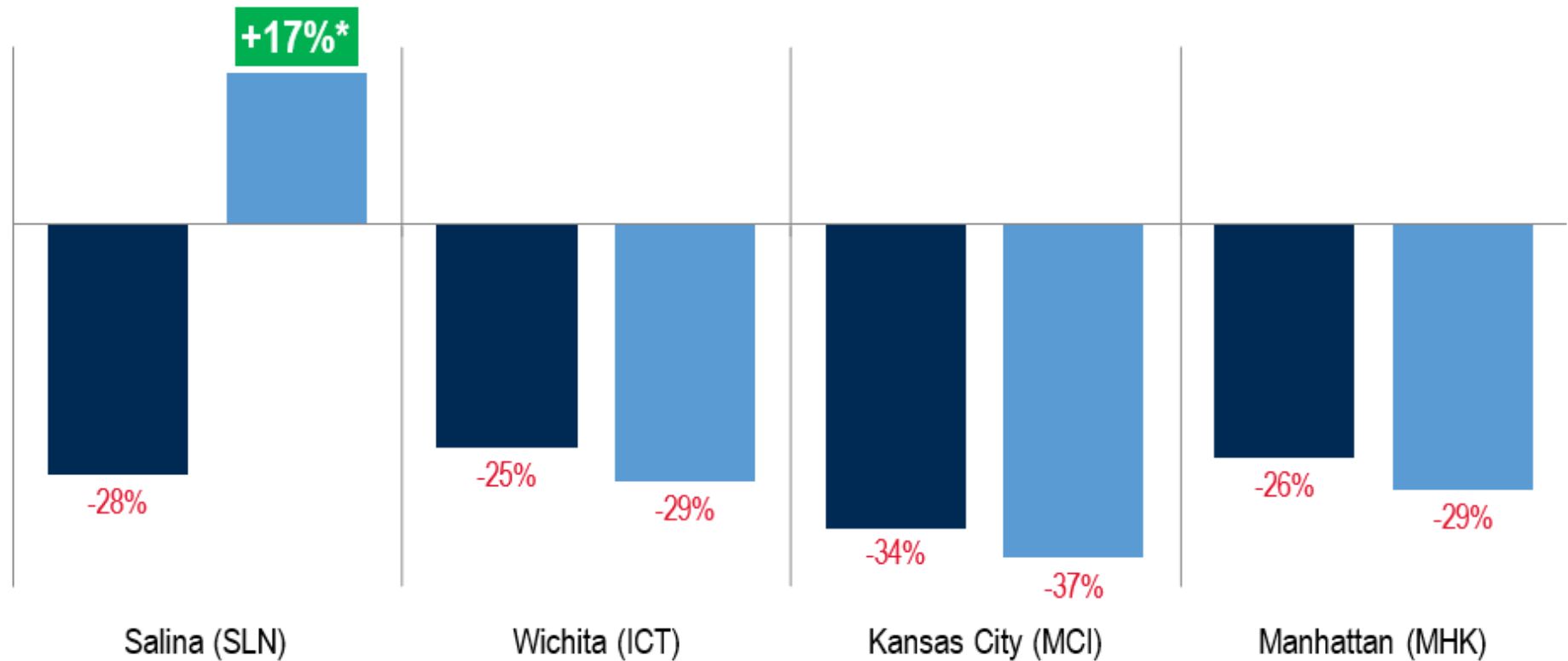
While 2021 capacity was reduced similarly at ICT, MCI and MHK, traffic plummeted at the others versus 2019 - - underscoring the strength of the Salina marketing strategy

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.

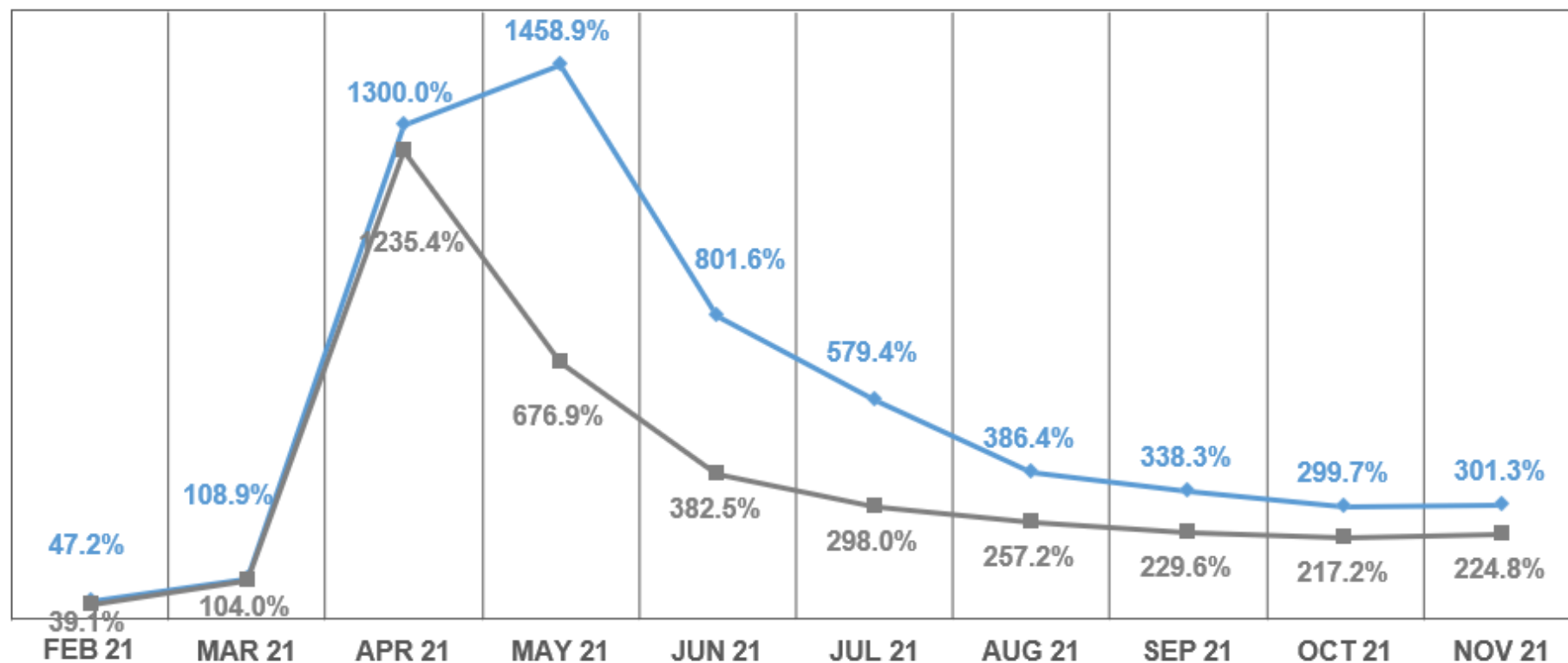
Traffic Recovery

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

— Salina TSA Screenings
% of Last Year

— National TSA Screenings
% of Last Year

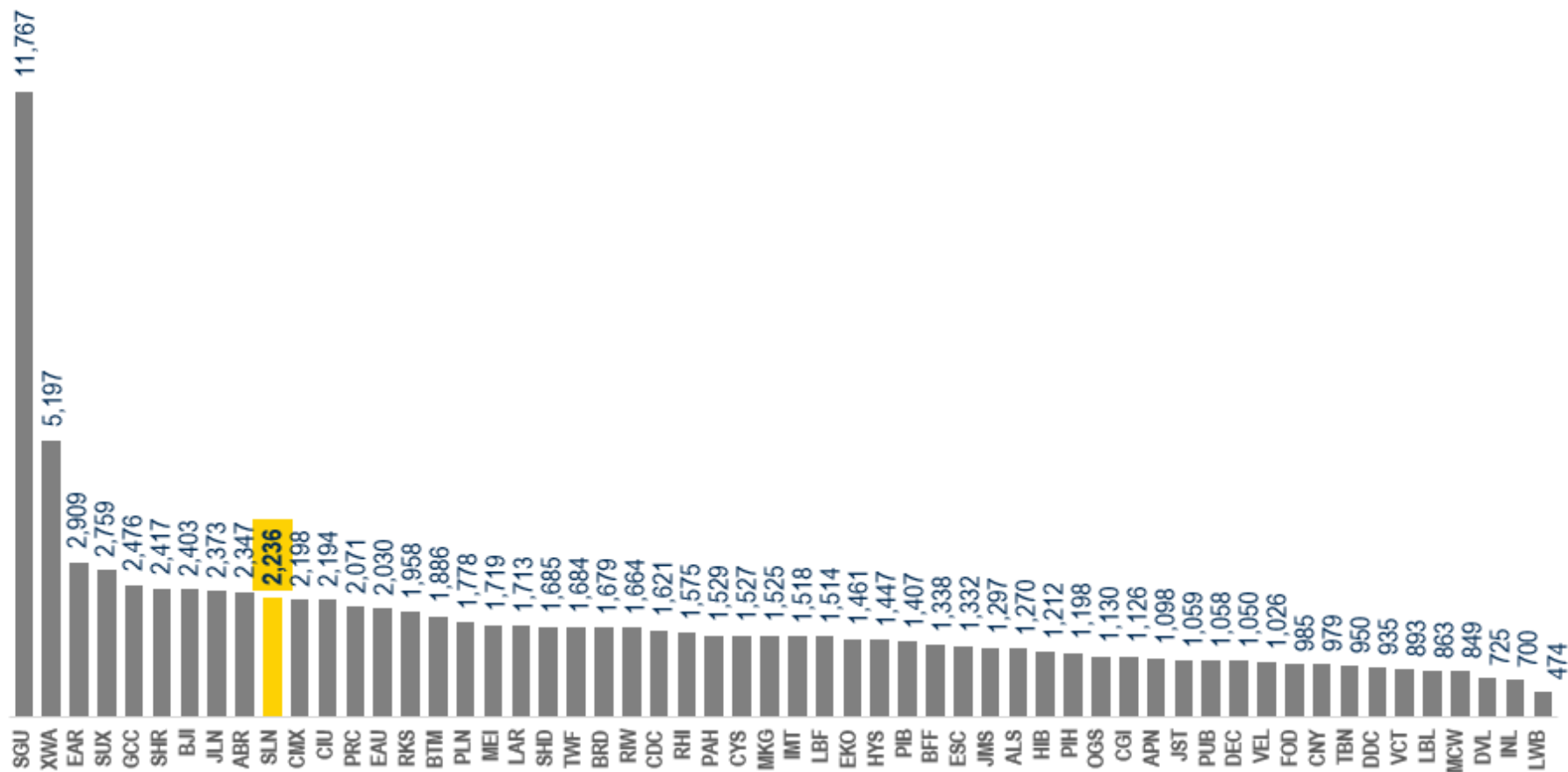


Traffic Context

In December 2021, SLN was **10th** of the 57 prorate markets shown in traffic production and the **9th** most improved versus 2019, placing it in the first quartile for both metrics

December 2021 TSA Throughput in SkyWest Prorate Markets

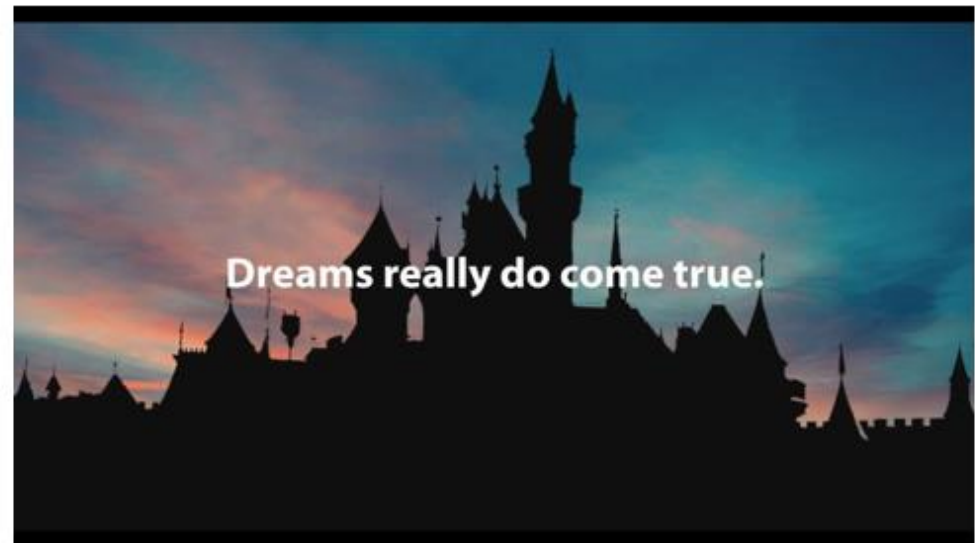
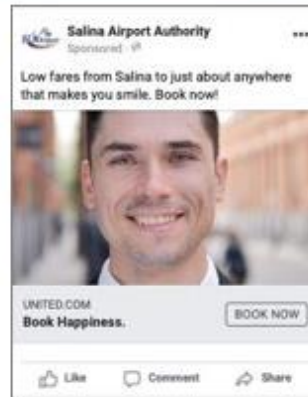
Where SkyWest is the Sole Operator as of February 2022



Promoting Jet Service

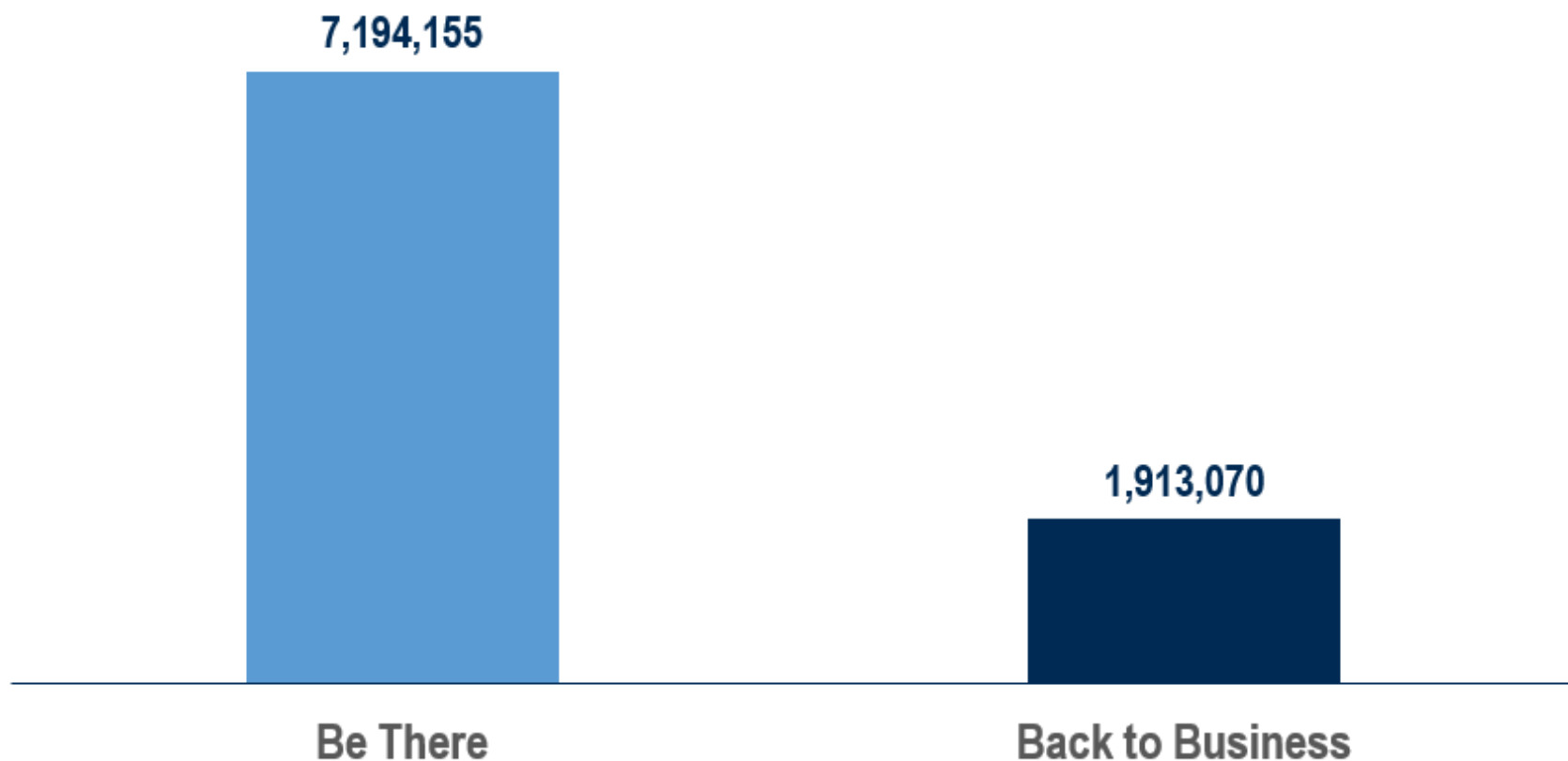
SLN has spent close to \$375k marketing jet service over the last three years

A Selection of SLN Media April 1, 2021 – December 31, 2021



Media Campaign Performance – Impressions by Campaign

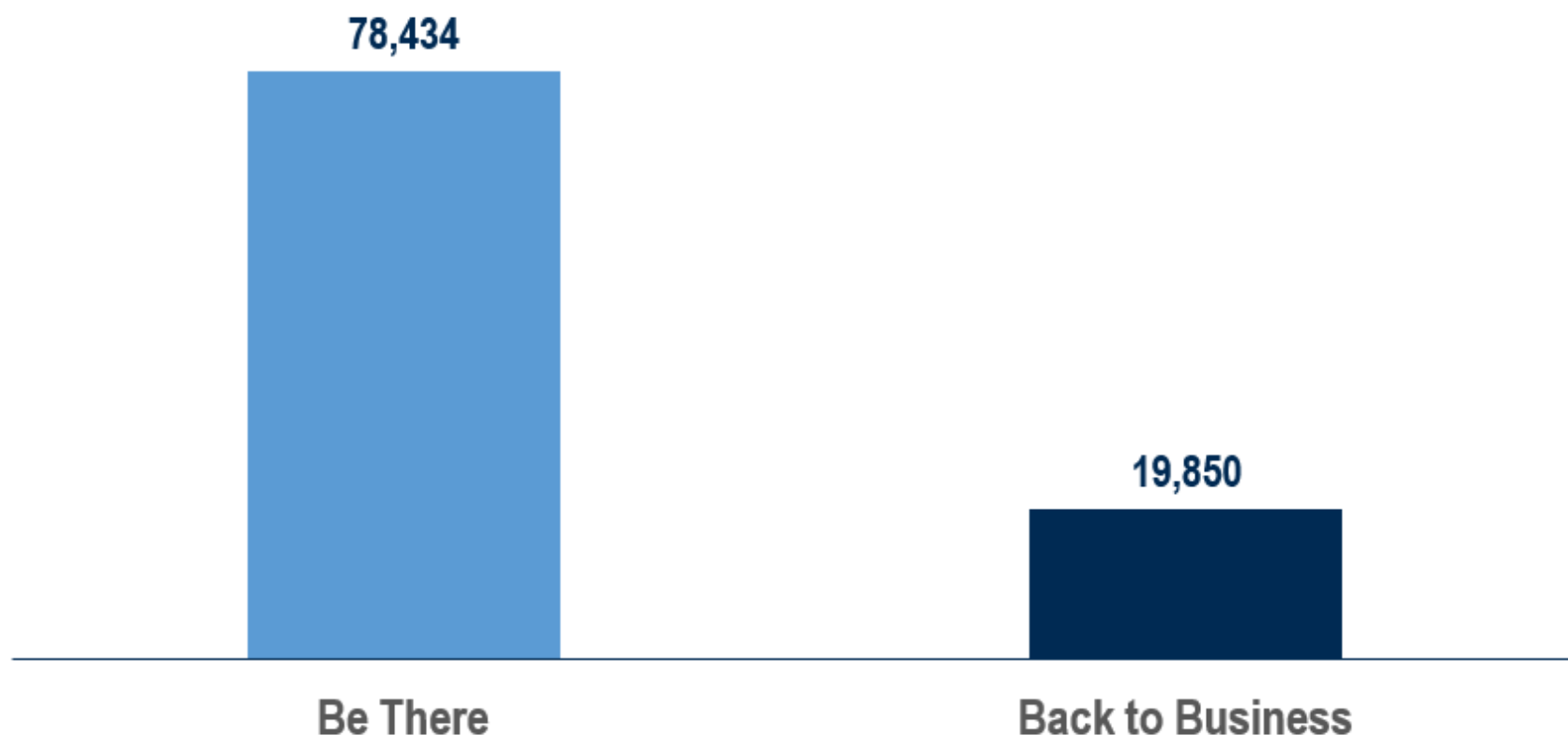
April 1, 2021 – December 31, 2021



...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

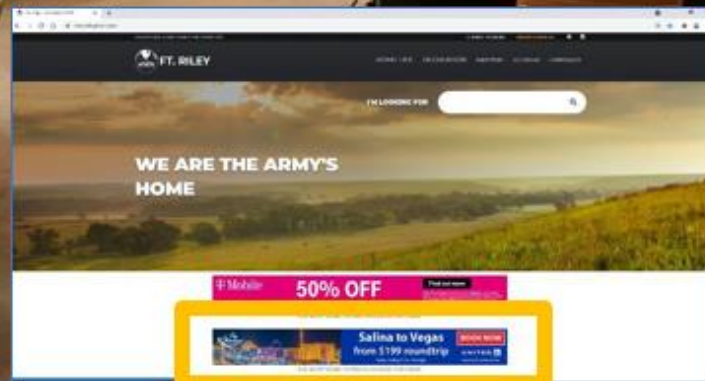
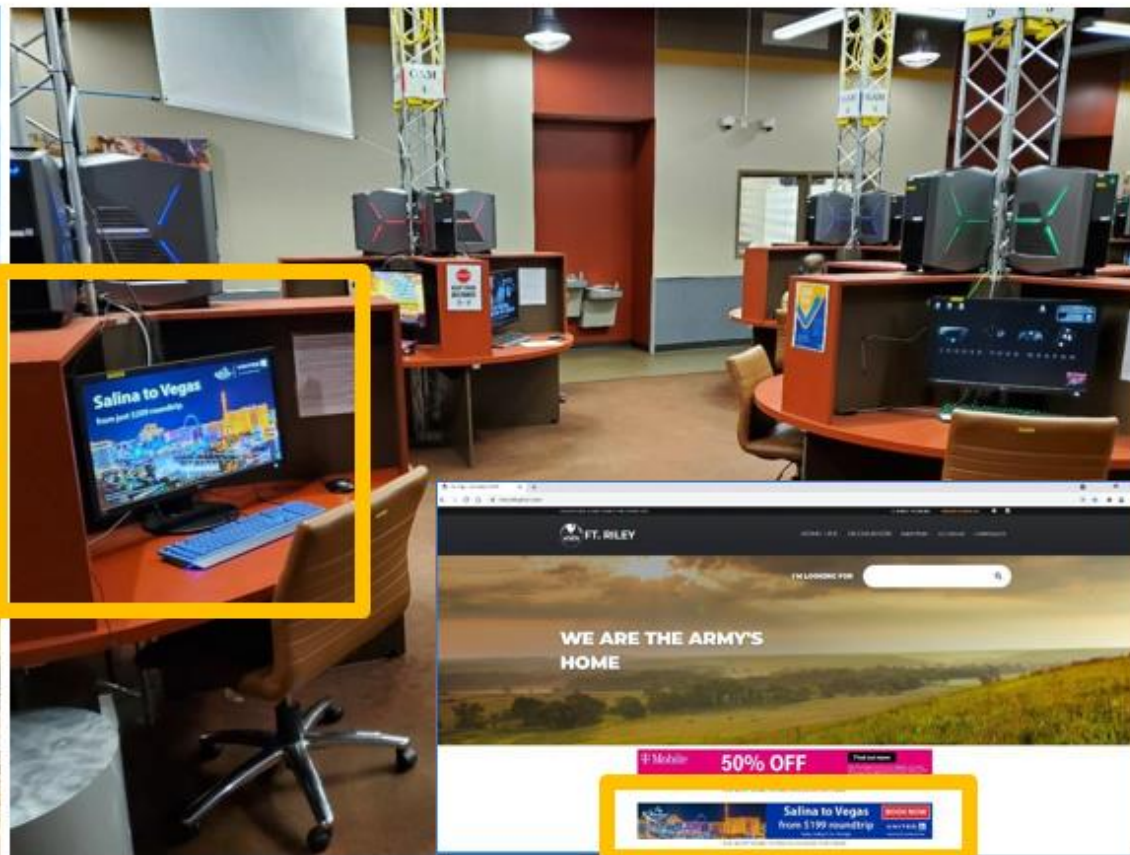


Promoting Jet Service

A creative approach to marketing is through the military's Morale, Welfare and Recreation centers for soldiers and their families. This is an example from Fort Riley

A Selection of SLN Media at US Army Base Fort Riley

April 1, 2021 – December 31, 2021



A photograph of the Earth from space, showing the Americas and surrounding clouds. The Earth is partially illuminated, with the left side in shadow. The text "Let's get reunited, world." is overlaid on the image.

Let's get reunited, world.



True Market

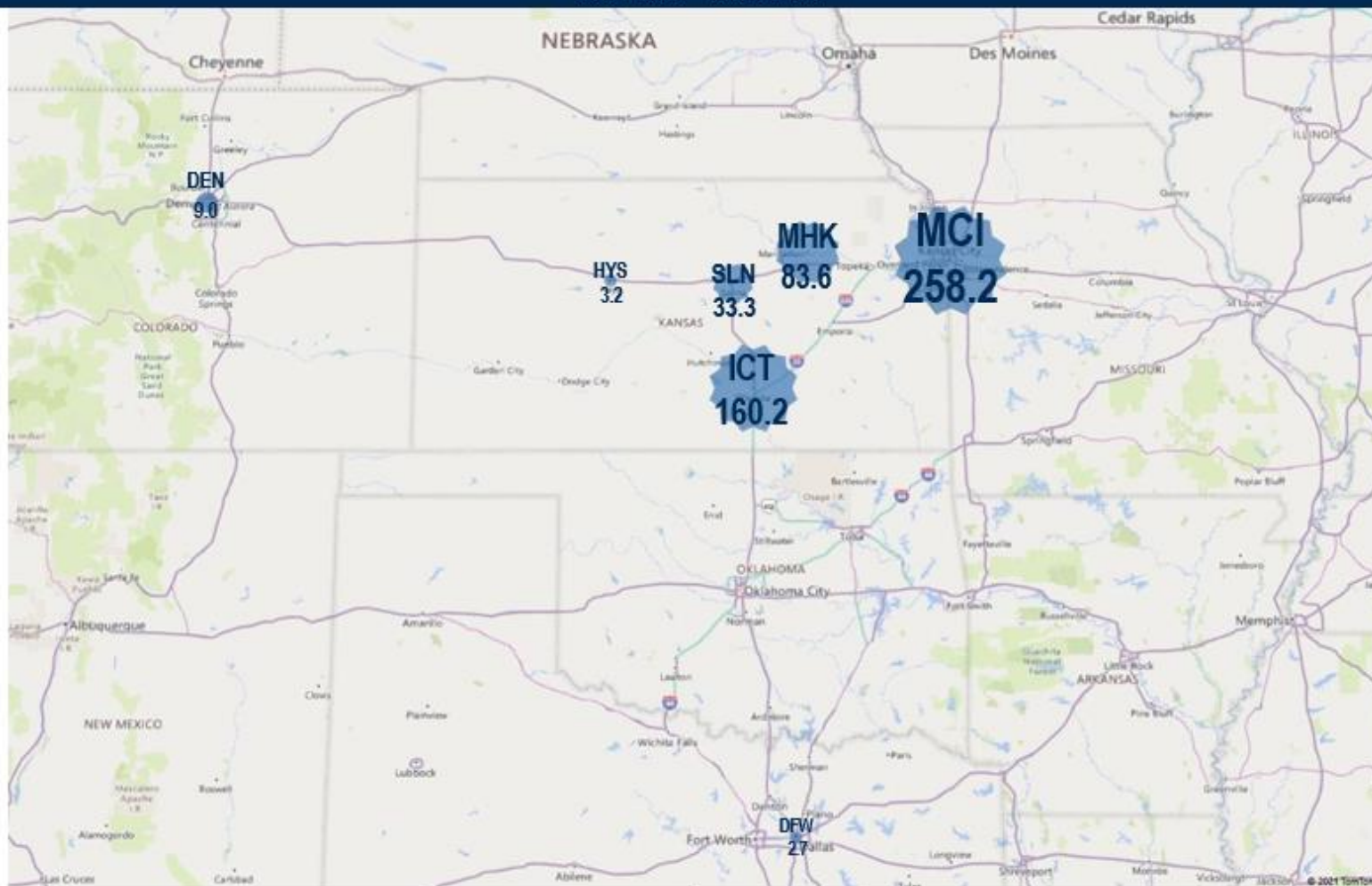


ArkStar

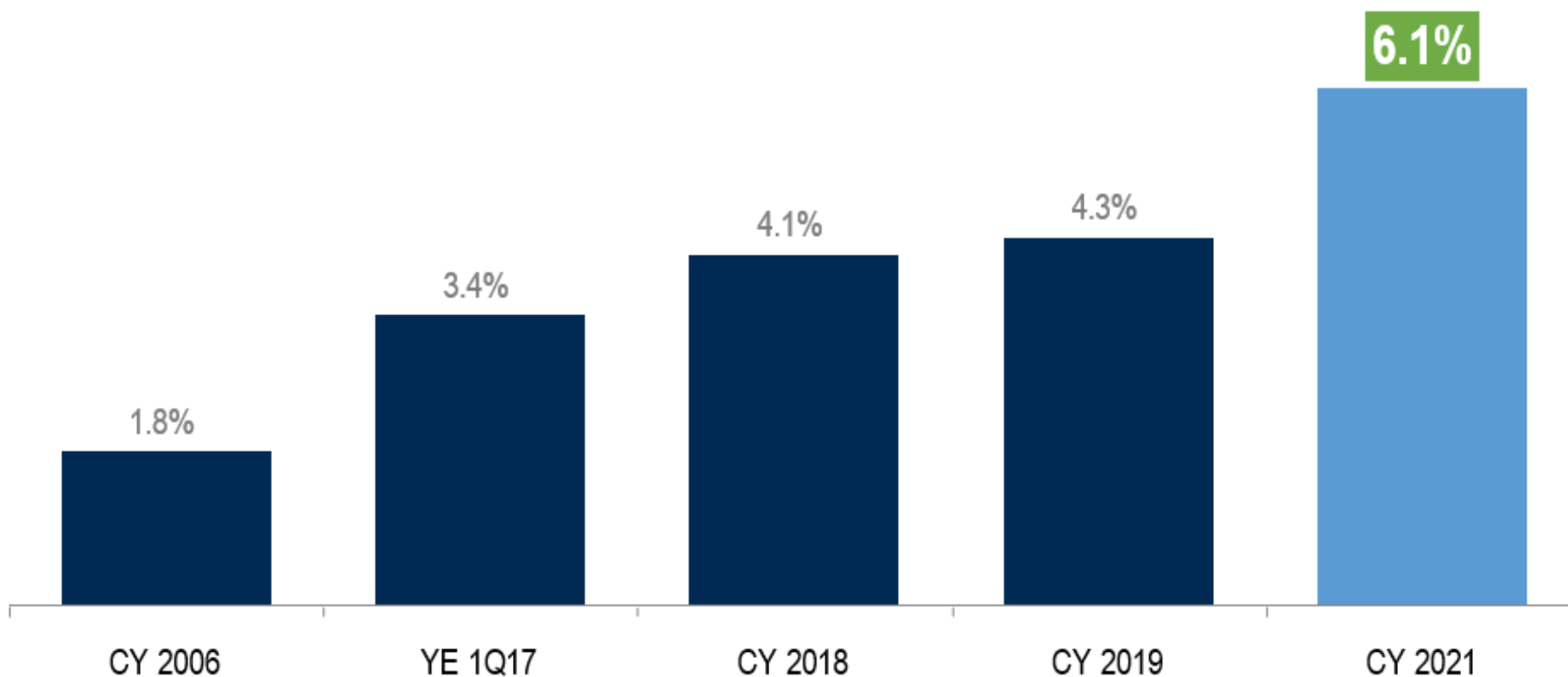
Catchment Area Airport Usage

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 – 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		

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

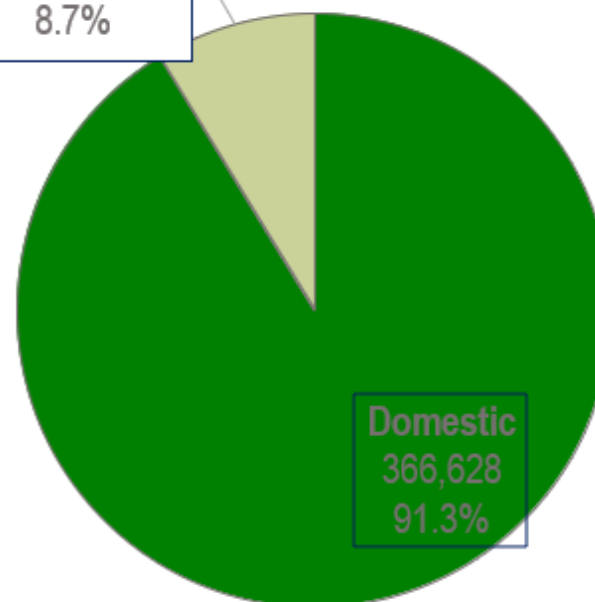
Catchment Area Traffic – Domestic/International Split
Calendar Year 2021

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

International
34,974
8.7%



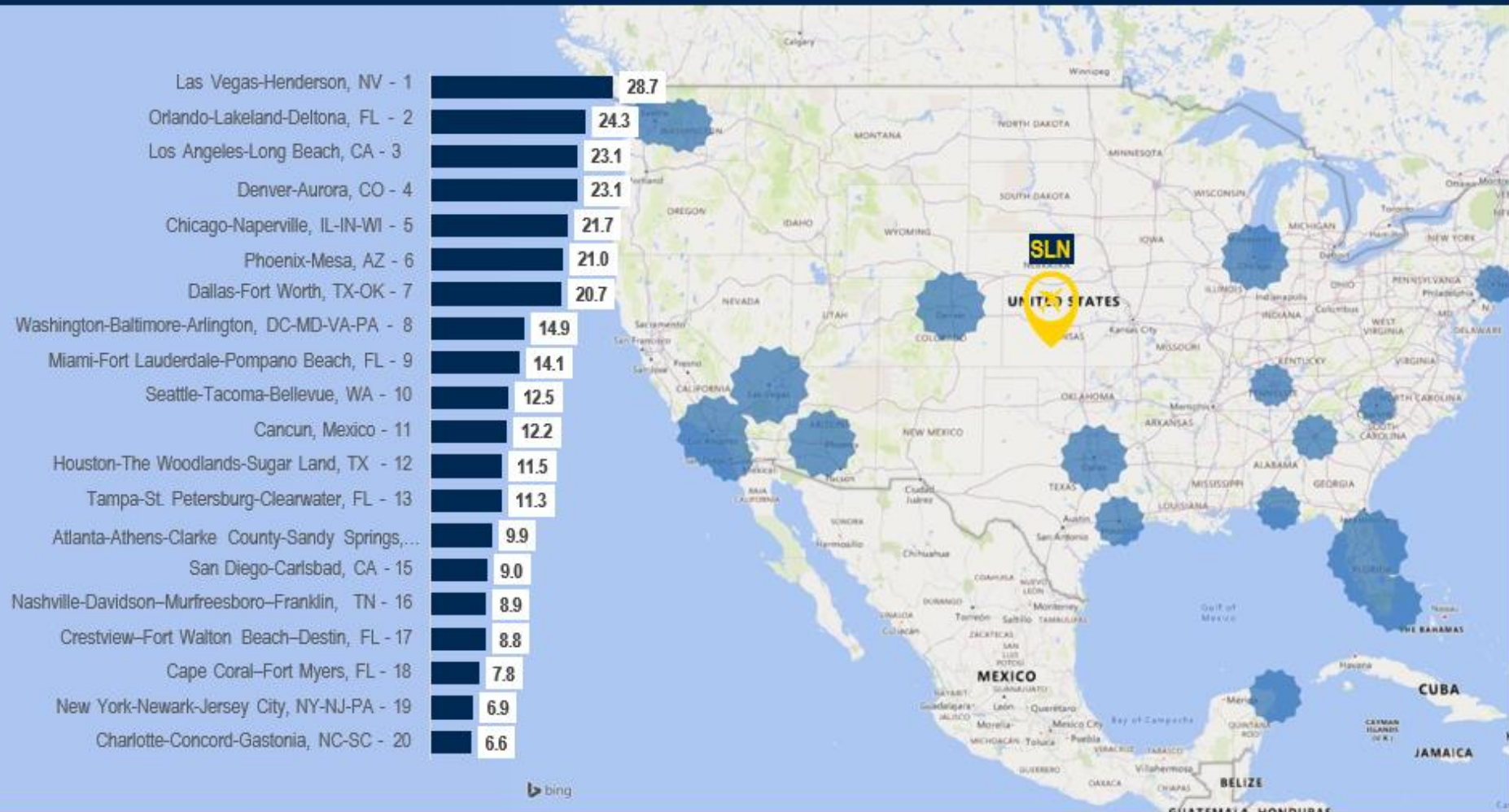
Domestic
366,628
91.3%

Of the Top 20 catchment area international markets, 18 would route more efficiently through IAH than DEN or ORD

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



Salina Area Top Markets Captured

SLN captured four out of these five as top markets - - Las Vegas, Los Angeles, Denver and Chicago only not capturing Orlando to any great degree

SLN Traffic – Top 20 Markets

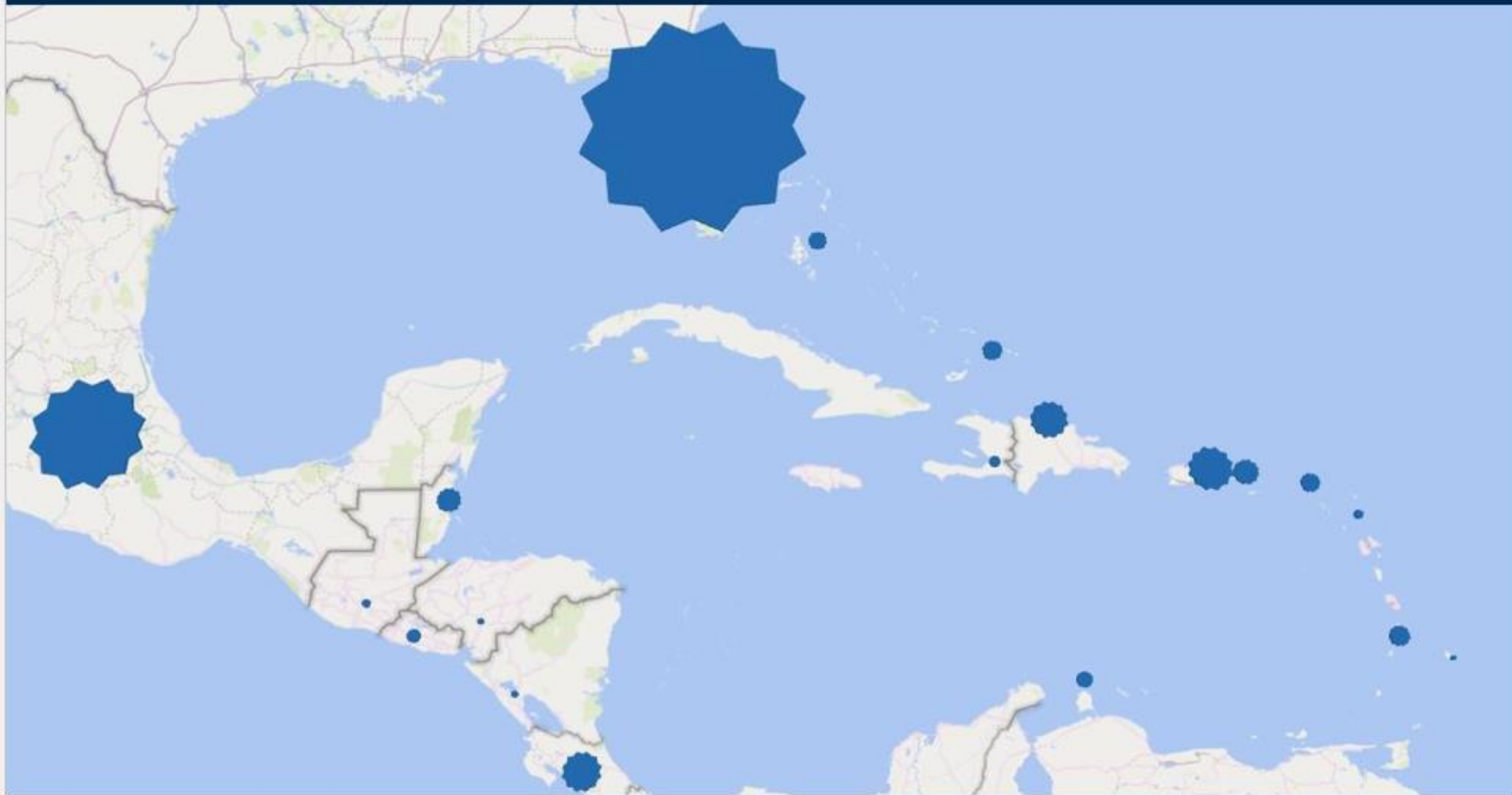
Chicago-Naperville, IL-IN-WI - 1	4.0
Denver-Aurora, CO - 2	3.9
Las Vegas-Henderson, NV - 3	2.4
Seattle-Tacoma-Bellevue, WA - 4	1.4
Los Angeles-Long Beach, CA - 5	1.1
Washington-Baltimore-Arlington, DC-MD-VA-PA - 6	1.0
Phoenix-Mesa, AZ - 7	0.9
Portland-Vancouver-Hillsboro, OR-WA - 8	0.8
Miami-Fort Lauderdale-Pompano 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



Catchment Area Traffic South

89 catchment area PDEW flew to Florida, while 34 passengers flew to the Caribbean, Latin America or South America

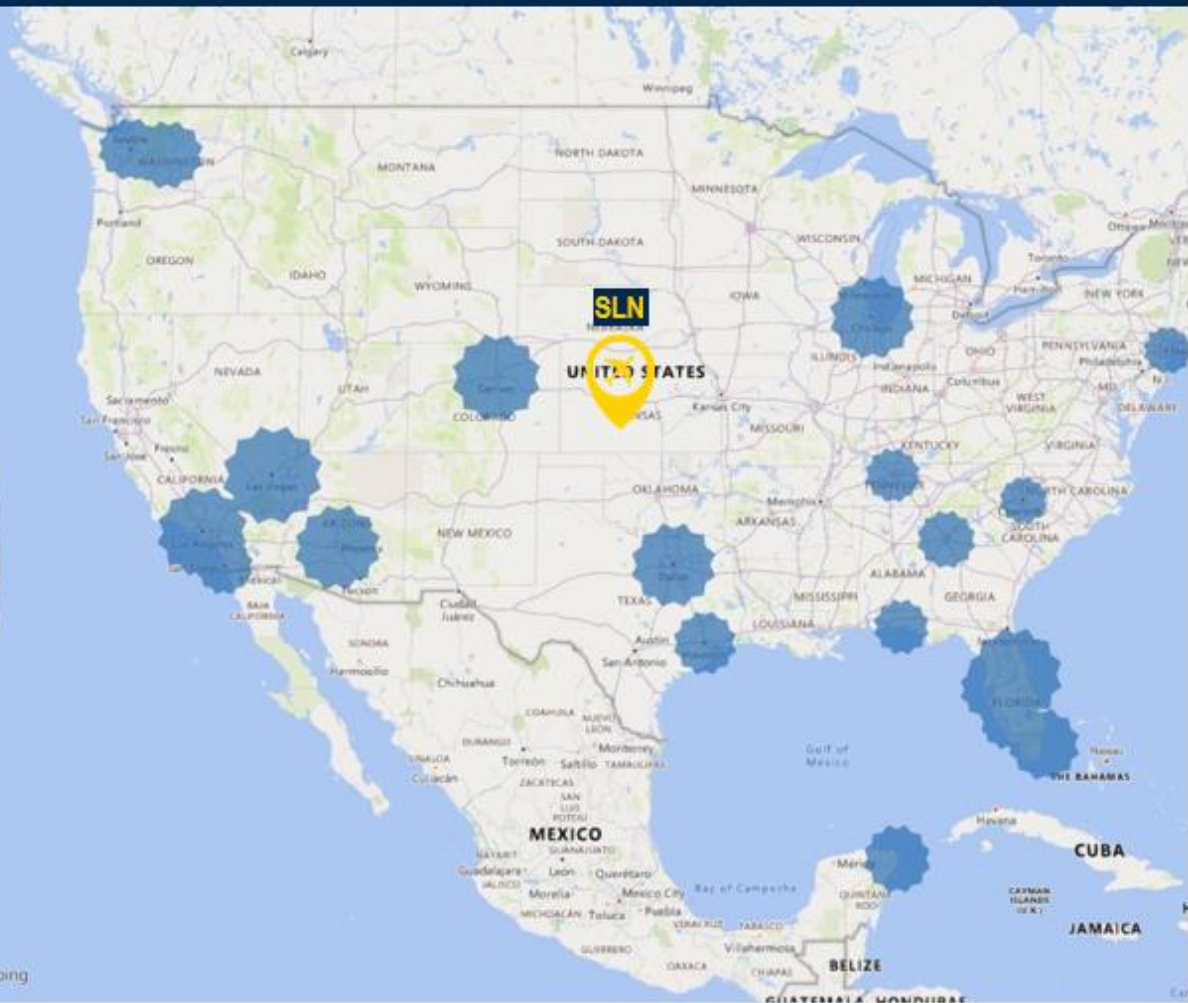
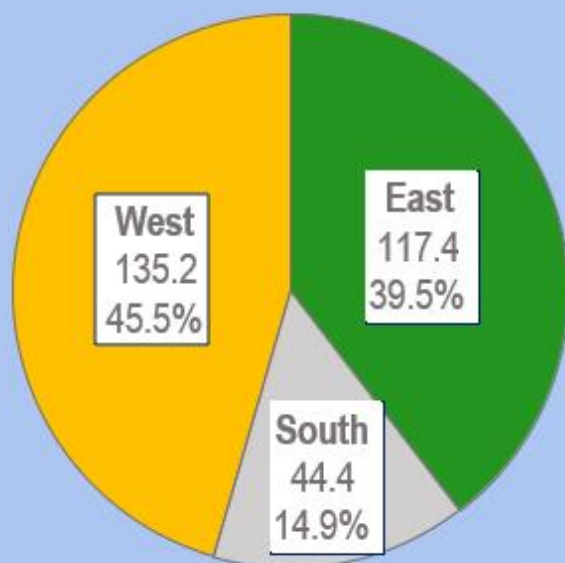
Catchment Area Traffic – Florida and Latin America



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

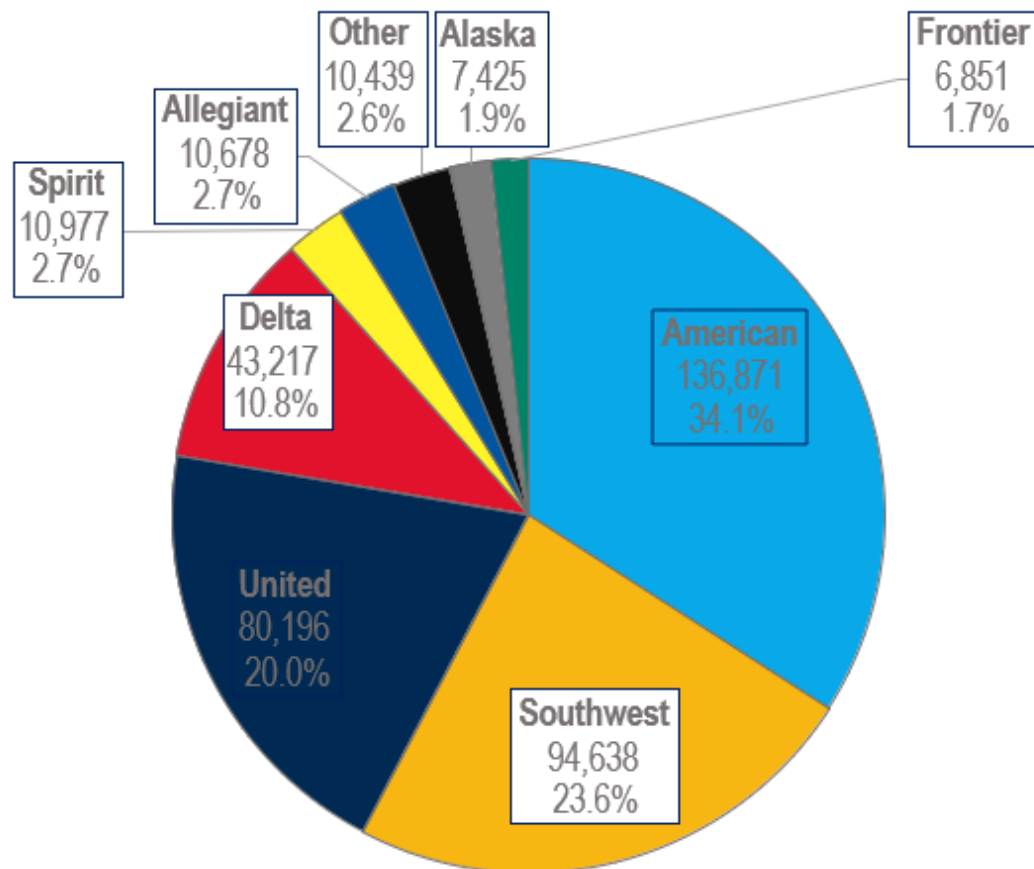


Catchment Area Airline Share

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





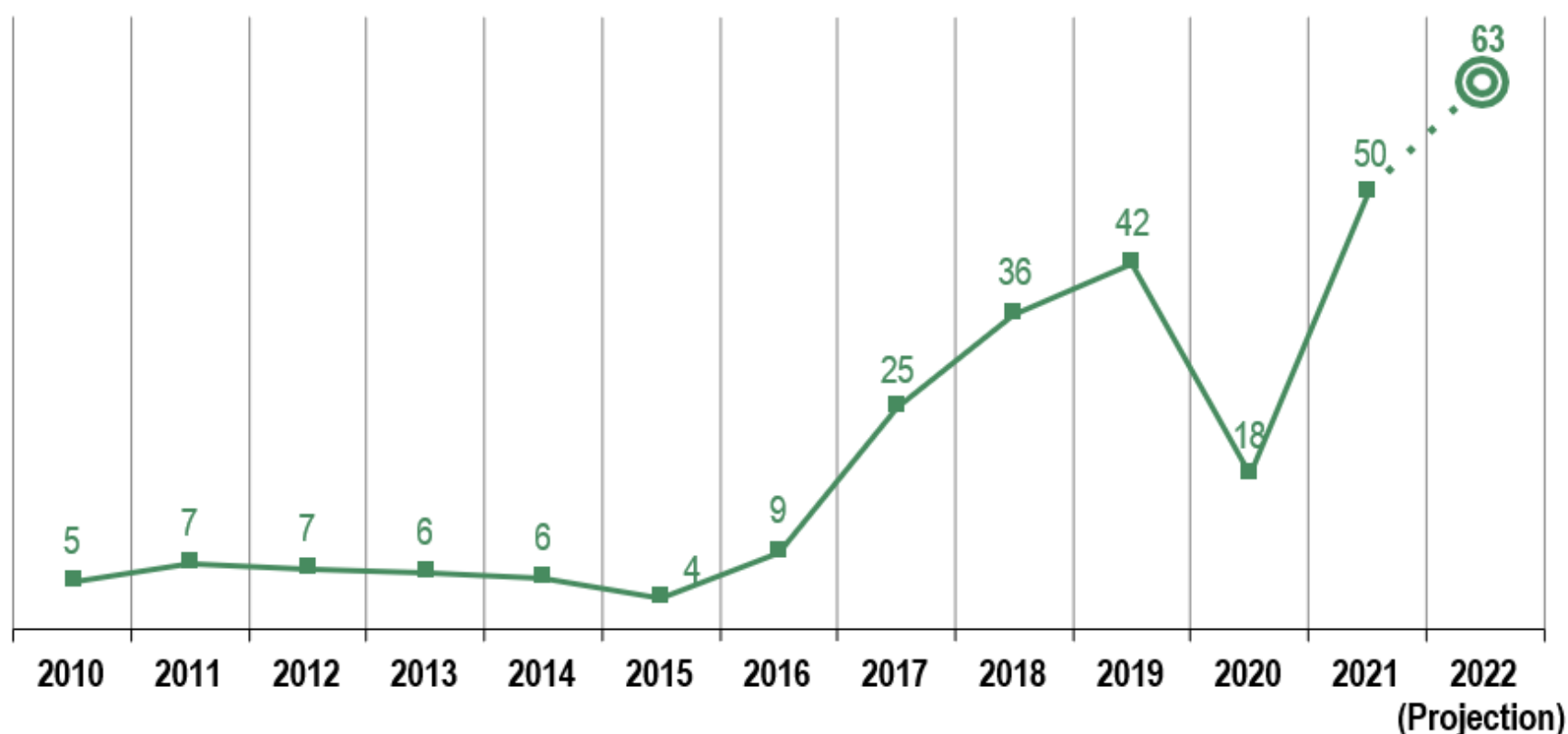
Salina Tomorrow



2022 Projection

With the return of business traffic and aggressive marketing, we projected 2022 to generate 62.5 passengers per day each way or a 63% load factor for SkyWest prior to their announcement to pull out of the market

2022 Projection of SLN Passengers per Day Each Way, Proir to Pullout

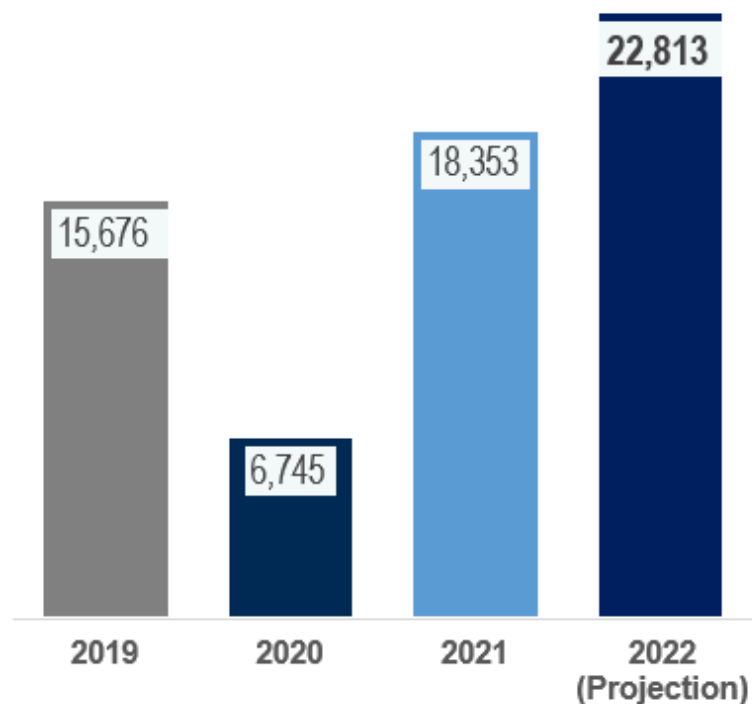


2022 Projection

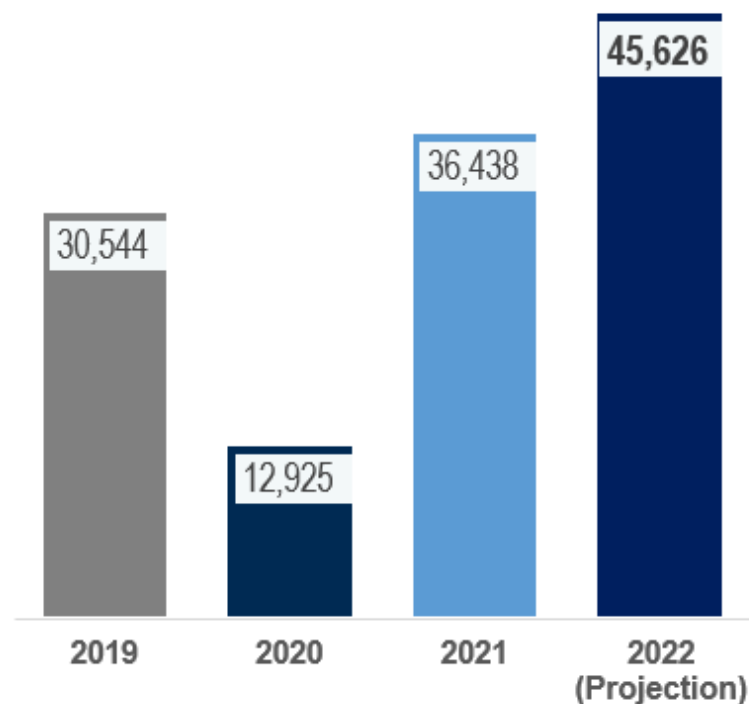
This would have resulted in 2022 enplanements of around 45,600

2022 Projection of Outbound and Roundtrip Enplanements, Prior to Pullout

Outbound



Roundtrip



2022 Opportunities

- ➔ **A new operator presents new opportunities, and a means to offer a more unique product relative to other nearby competitor airports**
- ➔ **Prepare for return of business traffic**
 - **Ensure high awareness of discount and loyalty programs of the new operator, or the new operator's commercial partners**
 - **Push said programs amongst local international producers, such as CJ Foods of Korea (Tony's and Red Baron's frozen Pizza) and Kubota/Great Plains**
- ➔ **Capitalize on Fort Riley soldier's personal travel through aggressive on-base advertising**
- ➔ **Produce a brand new 2022 media campaign in conjunction with our new operator**
 - **More B-2-B ads as the business market returns**
 - **More top producing Google Search and Facebook video ads**

Discussion



Sample EAS Proposals



September 30, 2019

Michael Martin
United States Department of Transportation
Office of Aviation Analysis
1200 New Jersey Ave SE
Washington, DC 20590

SkyWest Airlines' Essential Air Service Proposal for Salina, KS

Dear Mr. Martin:

Attached is SkyWest Airlines' proposal to provide air service from Salina, KS to Chicago O'Hare International Airport (ORD) and Denver International Airport (DEN).

SkyWest welcomes the opportunity to continue offering service to the community in Salina. Our combination of safe and reliable aircraft, well-timed schedules, and access to one of the world's largest airline networks will provide passengers with quality air service and stimulate economic growth in the region.

As directed by the RFP, we will offer 12 direct flights per week for a three year term to ORD/DEN. All flights will depart and arrive to facilitate seamless connections to United's large and diverse flight schedules in ORD/DEN which will make the service convenient for both business and leisure travelers. With more than 620 United or United Express departures per day at Chicago O'Hare International Airport to over 175 unique destinations, as well as over 500 United or United Express departures per day at DEN to over 150 unique destinations, our proposal makes it easy to get to destinations across the country and around the world. All flights are subject to gate availability and don't have up line scheduling restrictions.

SkyWest believes this combination of direct air service to two hubs from Salina will maximize the usefulness of air service to the community by allowing convenient connections both eastbound and westbound, with excellent connectivity to the national transportation system.

Thank you for your consideration.

A handwritten signature in black ink, appearing to read "Greg Atkin", written in a cursive style.

Greg Atkin
Managing Director – Market Development
SkyWest Airlines

About SkyWest Airlines

With over 13,000 aviation professionals operating nearly 2,400 daily flights, SkyWest Airlines connects millions of passengers each month to 258 destinations across North America. SkyWest operates in partnership with Alaska Airlines, American Airlines, Delta Air Lines, and United Airlines and has a fleet of 484 aircraft. SkyWest has been connecting small communities to the national transportation system for its entire 47 year history.

Headquartered in St. George, Utah, SkyWest's industry-leading workforce and excellent leadership team have consistently generated top tier operational reliability, setting the standard for excellence in the regional airline industry.



- Fortune World's Most Admired Companies 2019
- ATW *Regional Airline of the Year* three times
- Bombardier's top reliability award for the CRJ200 six times
- The FAA's AMT Employer Gold Award for Excellence multiple times



Critical Attributes of SkyWest's Proposal



50 Seat Twinjet Service

The CRJ-200 is a quiet and modern twinjet that is both safe and fast. All SkyWest CRJ200 aircraft are serviced by a highly-trained flight attendant and each plane features a restroom, further adding to the comfort and convenience of each passenger's flying experience. SkyWest operates 200 CRJ-200 aircraft and plans to keep this aircraft in its fleet for many years to come.



Superior Traffic Generation

SkyWest 50 seat jets provide the best opportunity for passenger growth. SkyWest service provides significantly higher seat capacity than other regional operators and delivers industry leading reliability. Passengers also benefit greatly from seamless connectivity to one the largest global airlines in the world.



SkyWest
AIRLINES

Critical Attributes of SkyWest's Proposal



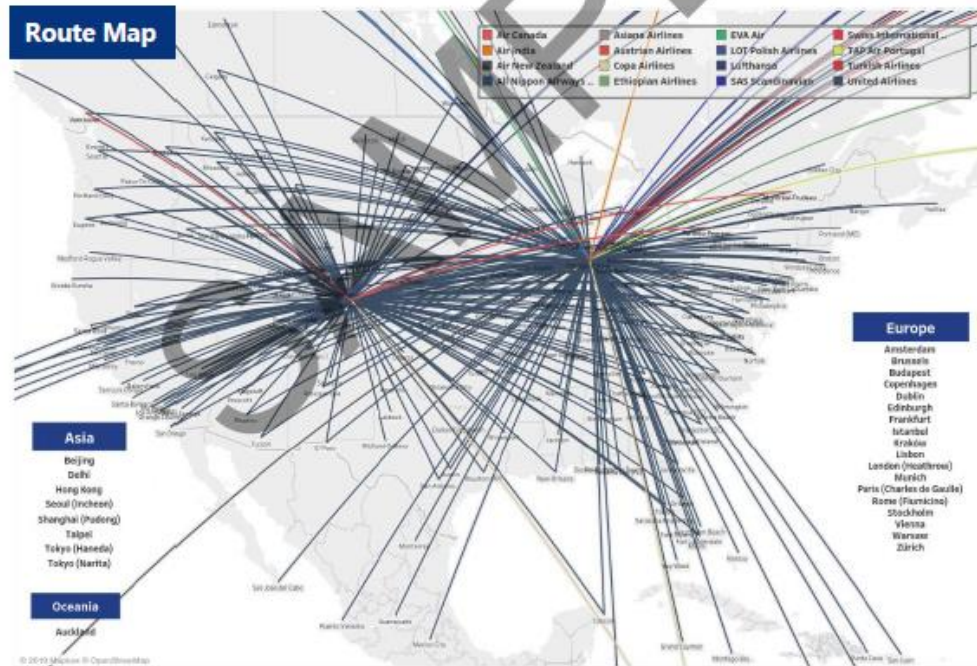
Superior Network and Connectivity

This service will be marketed as United Express and will feature seamless bookings, connections, and baggage transfers that will access United Airlines' vast global network. This includes over 5,400 daily flights to more than 370 airports. United is also the largest member of the Star Alliance network, which allows travelers to connect to more than 22,000 daily flights to nearly all parts of the globe. This full codeshare and connectivity makes it simple for passengers to plan their travel and to effortlessly fly to their destination.



Superior Airports and Terminals

Chicago is among the largest cities in the country. In addition, it is also the chief hub for United Airlines. Denver is also a key hub and is United's 'gateway to the West'. Flights will arrive and depart from United's main terminal in both locations. This means passengers will not have to re-clear security or hop on a bus to make a connection.



Critical Attributes of SkyWest's Proposal



Superior Reliability

SkyWest has been named the most reliable CRJ-200 operator in North America five times since 2007. We have also been named the #1 On Time carrier for contiguous 48 states several times.



Subsidy Cap Compliant

All applicable SkyWest EAS communities are comfortably compliant with the DOT's passenger subsidy cap. In Salina, our proposal is also well within compliance of the subsidy cap. The SkyWest proposal will provide measurable assurance in complying with DOT regulations and ensure that Salina is well positioned for continued future air service.



Marketing Plan

SkyWest will actively market the service with a variety of promotions. We will dedicate \$20,000 per year for marketing support. We advertise in print, digital, radio, online, and other means necessary. This effort will assist in generating awareness of the flight options offered.



EAS Bid

SkyWest Airlines
Essential Air Service Bid
10/1/2019

	SLN DEN/ORD
Number of round trips per week	12
Aircraft type	CRJ
Passenger Revenue	
Passengers	31,000
Average fare	\$ 107.00
Revenue	\$ 3,323,000
Block Time	
Trip block time (minutes)	106
Total scheduled block time	2,156
Total completed block time	2,092
RPMS	
Passengers	31,000
Stage length	471
Total RPMs	14,865,000
ASMs	
Scheduled departures	1,248
Completed departures	1,211
Stage length	471
Available Seats	50
Total ASMs	28,475,200
Revenue	\$ 3,323,000
Marketing Costs	\$ 20,000
Direct operating expenses	\$ 4,767,593
RPM related	\$ 127,078
Departure related	\$ 1,164,708
ASM related	\$ 265,389
Total expenses	\$ 6,344,767
Operating income (loss)	\$ (3,021,767)
5% profit margin	\$ 288,399
Annual subsidy requirement	\$ 3,310,166
Effective Subsidy rate per unit	
Subsidy per trip	\$ 2,734
Subsidy per passenger	\$ 107
Load factor	52%

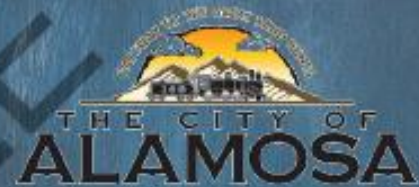


Denver Air Connection is:



- Based in Englewood, CO
- In Concourse A, at Denver International Airport
- In Concourse B, at Minneapolis International
- In Concourse L, at Chicago O'hare
- In Concourse D, at Dallas Fort Worth International
- In Terminal 3, at Phoenix Sky Harbor
- The only airline in the world that has daily jet service to Telluride, CO (KTEX)
- Responsible for transport of a multitude of sports teams, celebrities, oil companies and media
- Flying scheduled routes in the U.S., and charters throughout North and South America

Just the Facts

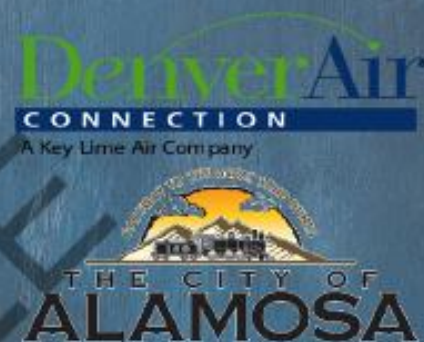


- Founded in 1996
- Passenger service started 1998 with Learjet, to Metroliner, to
- Embraer Brasilia to Dornier 328 and Embraer 145
- Part 121 Airline and part 135 scheduled/charter services
- United Interline
- Our aircraft are the 30 seat Dornier Jet, 50 seat Embraer 145, & 9 seat Metro
- Exceptionally skilled pilot pipeline from our Cargo Operation and pilot pathways
- We've been flying the Rockies for 25 years!

The Routes:



The Numbers:



- 2020 – 99.75% completion rate on passenger ops
- 2020 – 97.10% on time arrivals
- 1 maintenance cancel in all of 2019 and 2020
- 2 Pax Metros, 17 Cargo Metros, 1 Cargo Embraer Brasilia
- 5 Embraer, and 7 Dornier Jets with fleet additions in process

Alamosa's Airplanes

Embraer 145



DenverAir

CONNECTION

A Key Lime Air Company



- Twin Engine Jet
- 600 MPH
- 50 Seats - no middle
- Flight Attendant
- Beverage/Snack Service
- Lavatory
- Large Baggage Capacity

Alamosa's Airplanes



Dornier 328 - 30 Seats, same amenities

Want snacks?

Denver Air
CONNECTION
A Key Lime Air Company



Chloe

Bags Fly Free!*

And check through
to United connections

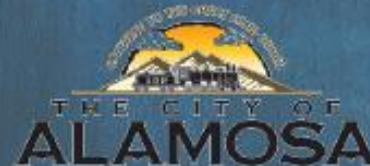


The Proposal:

12 Roundtrips to Denver each week
Embraer 145 50 Seat or Dornier 328 30 Seat Jets

Federal Subsidy Year \$5,242,836

\$20,000 Minimum Advertising
Budget in Alamosa Markets



Why do we fly?



DenverAir
CONNECTION
A Key Lime Air Company

PRE-FLIGHT CHECKLIST

1. Exceptional on-time/completion record ☒
2. Multi-Engine Aircraft ☒
3. Pressurized ☒
4. No baggage issues ☒
5. Pilot Experience ☒
6. Heroic Recovery Plan ☒
7. Local Mx Base/
Experience on Aircraft ☒
8. United Network/GDS ☒



9. Community Renewal
Record ☒



GATEWAY TO THE GREAT SAND DUNES



THE CITY OF
ALAMOSA

DenverAir

CONNECTION

A Key Lime Air Company

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Contacts



Denver Air

CONNECTION

A Key Lime Air Company

Directors' Forum

KENT BUER, CHAIR

Visitor's Questions & Comments



Staff Reports

TIM ROGERS, A.A.E.

Announcements



Adjournment