

Salina Airport Authority Board of Directors Regular Meeting

APRIL 20, 2022



Agenda Review

- MRO Business Development at the Salina Regional Airport
- M.J. Kennedy Air Terminal Building Improvements
- General Aviation Hangar Construction
- Salina Regional Airport Airfield Improvements

Approval of the minutes of the March 16, 2022 annual board meeting and April 7, 2022 special board meeting

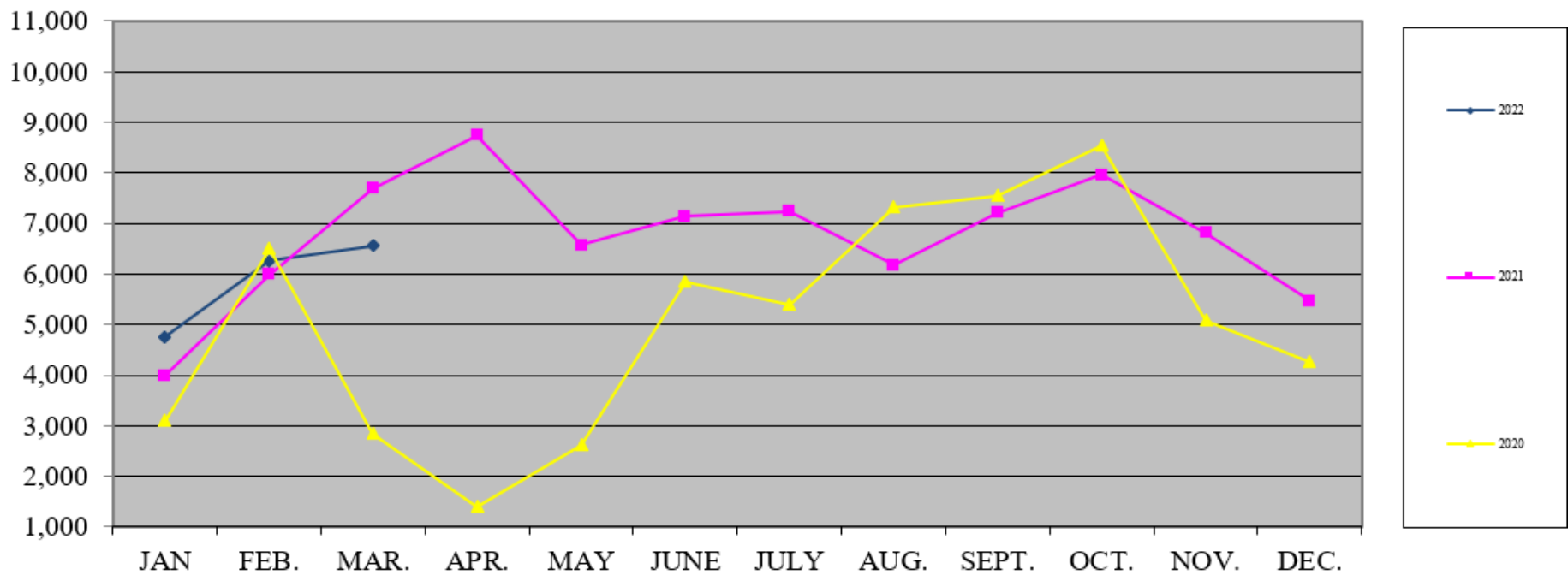
KENT BUER, CHAIR

Review of Airport Activity and Financial Reports for the Month ending March 31, 2022

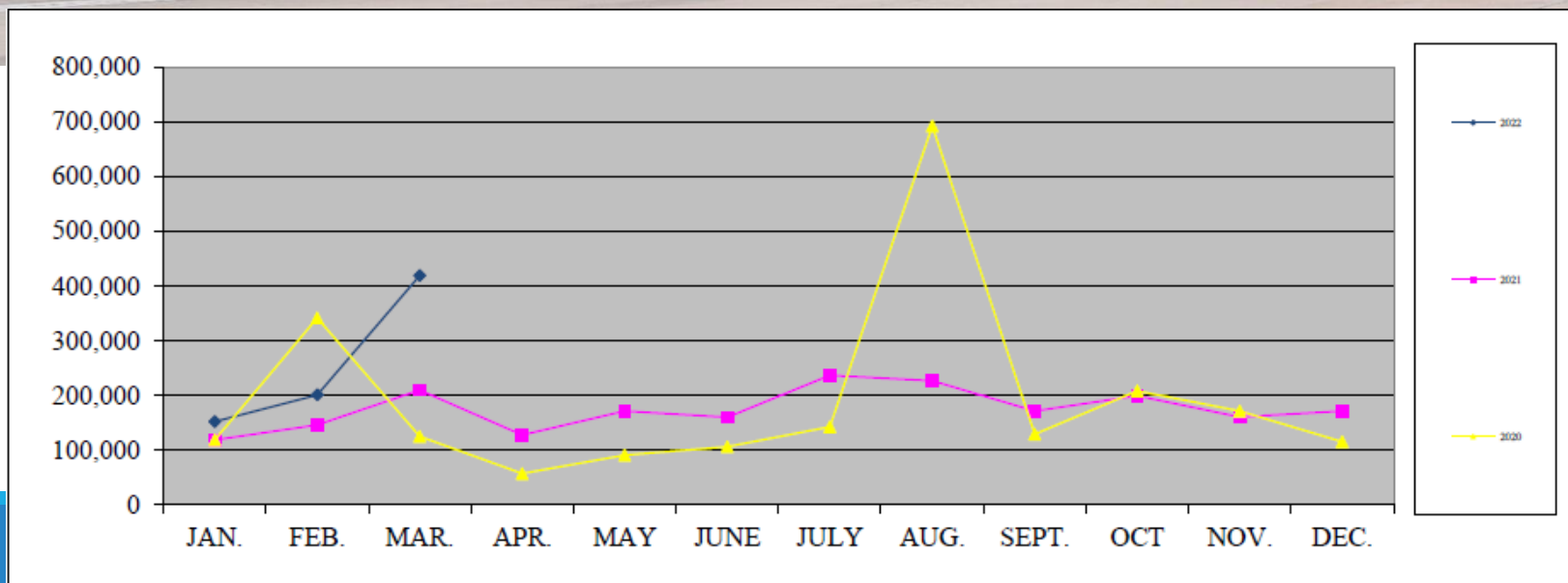
TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

Air Traffic

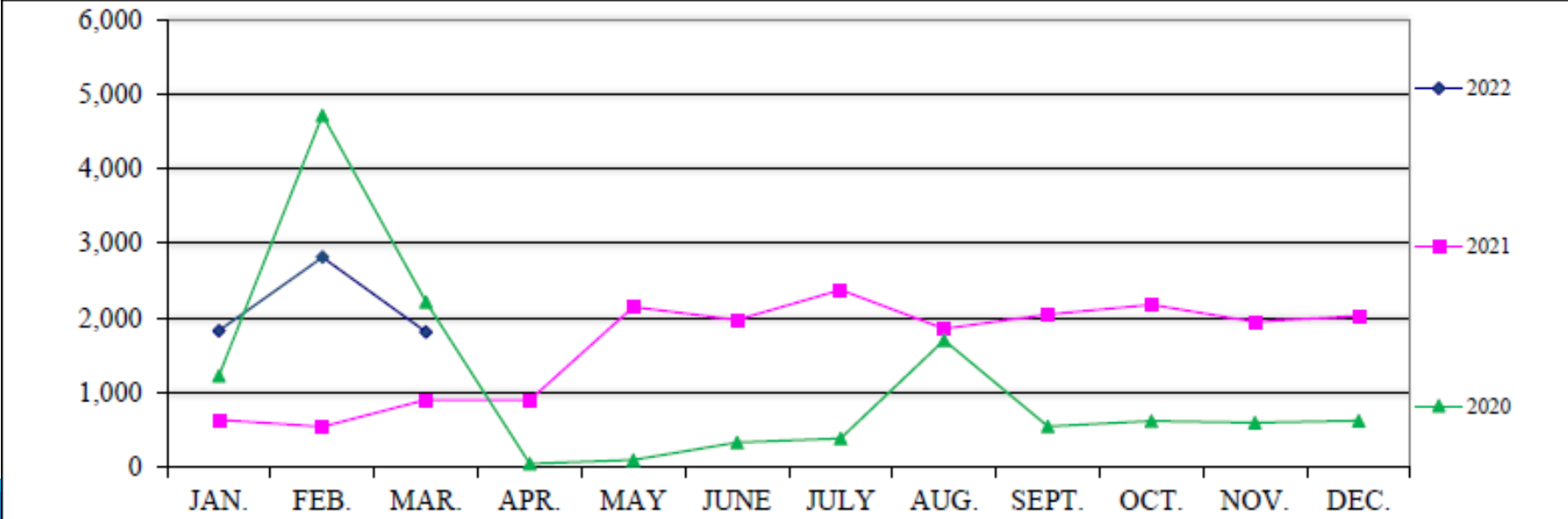


Fuel Flowage

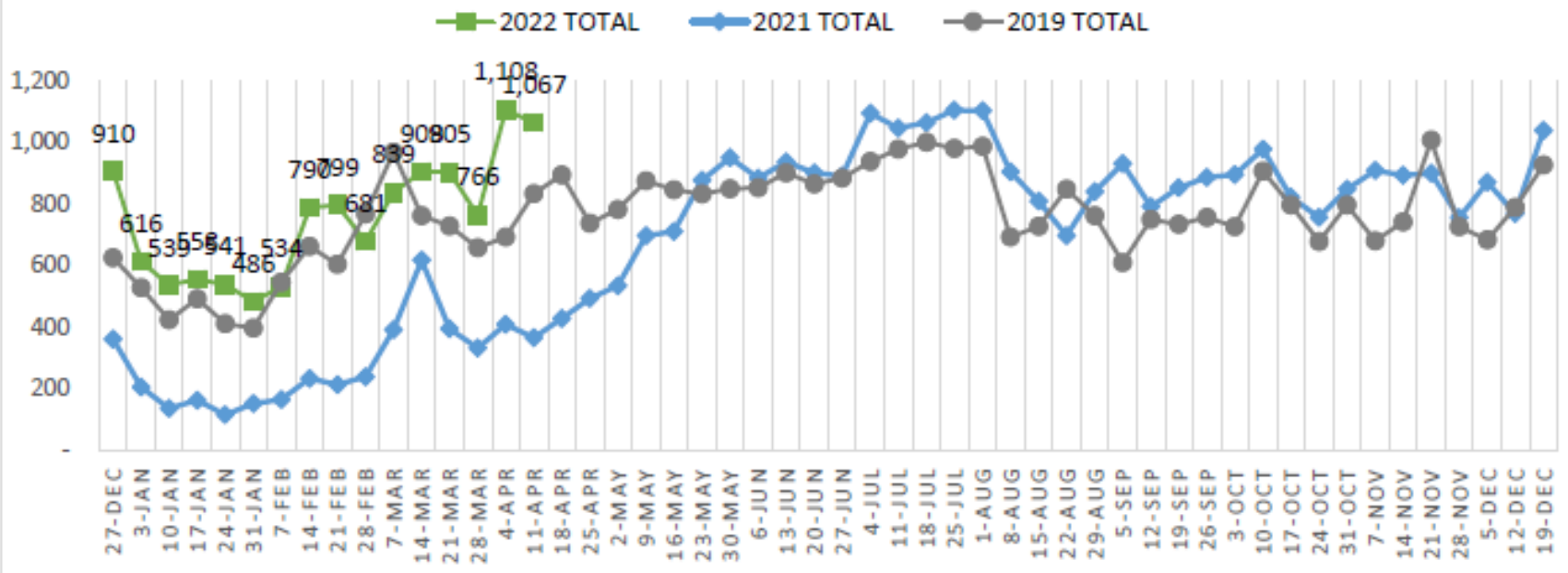




Enplanements

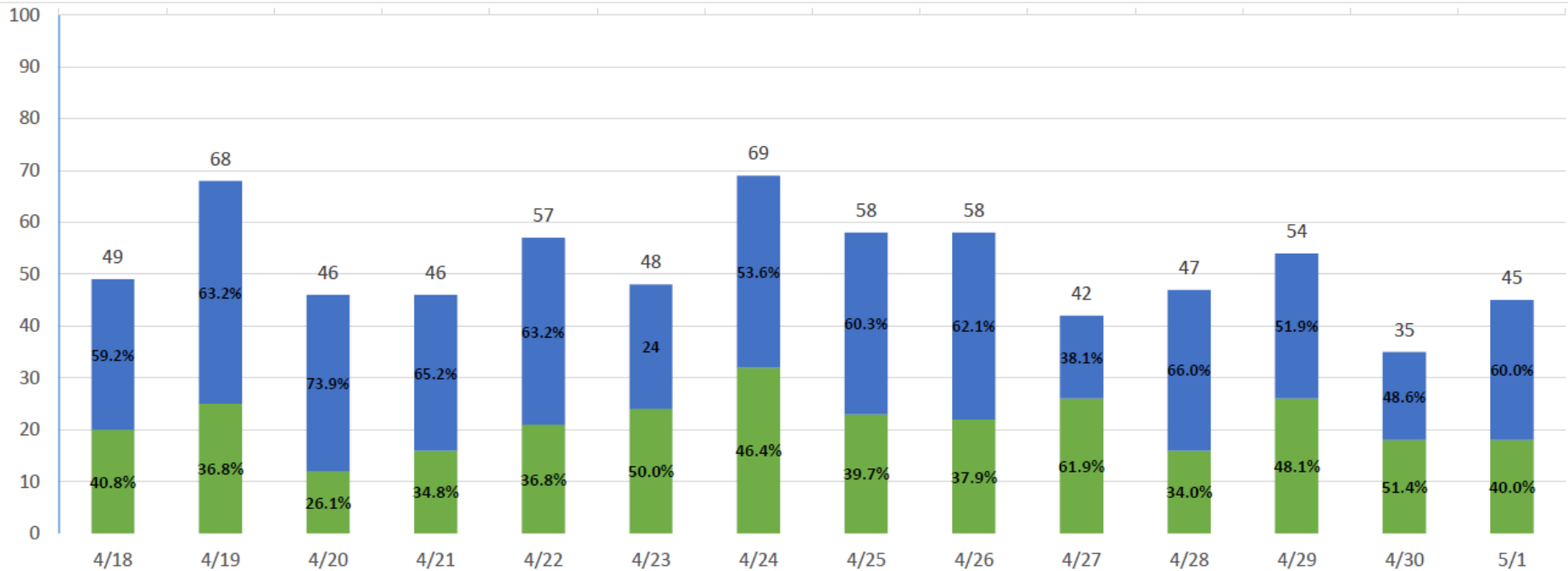


TOTAL SLN PASSENGERS - PER WEEK

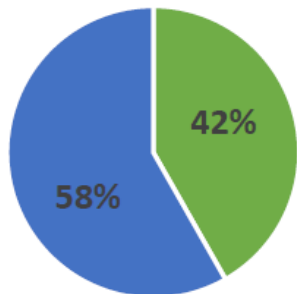


* Passenger numbers reported are unaudited by SKW and subject to change

Advanced Bookings



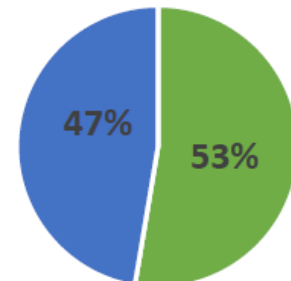
Advanced Bookings
April 18 - May 1



■ DEN/HYS ■ ORD

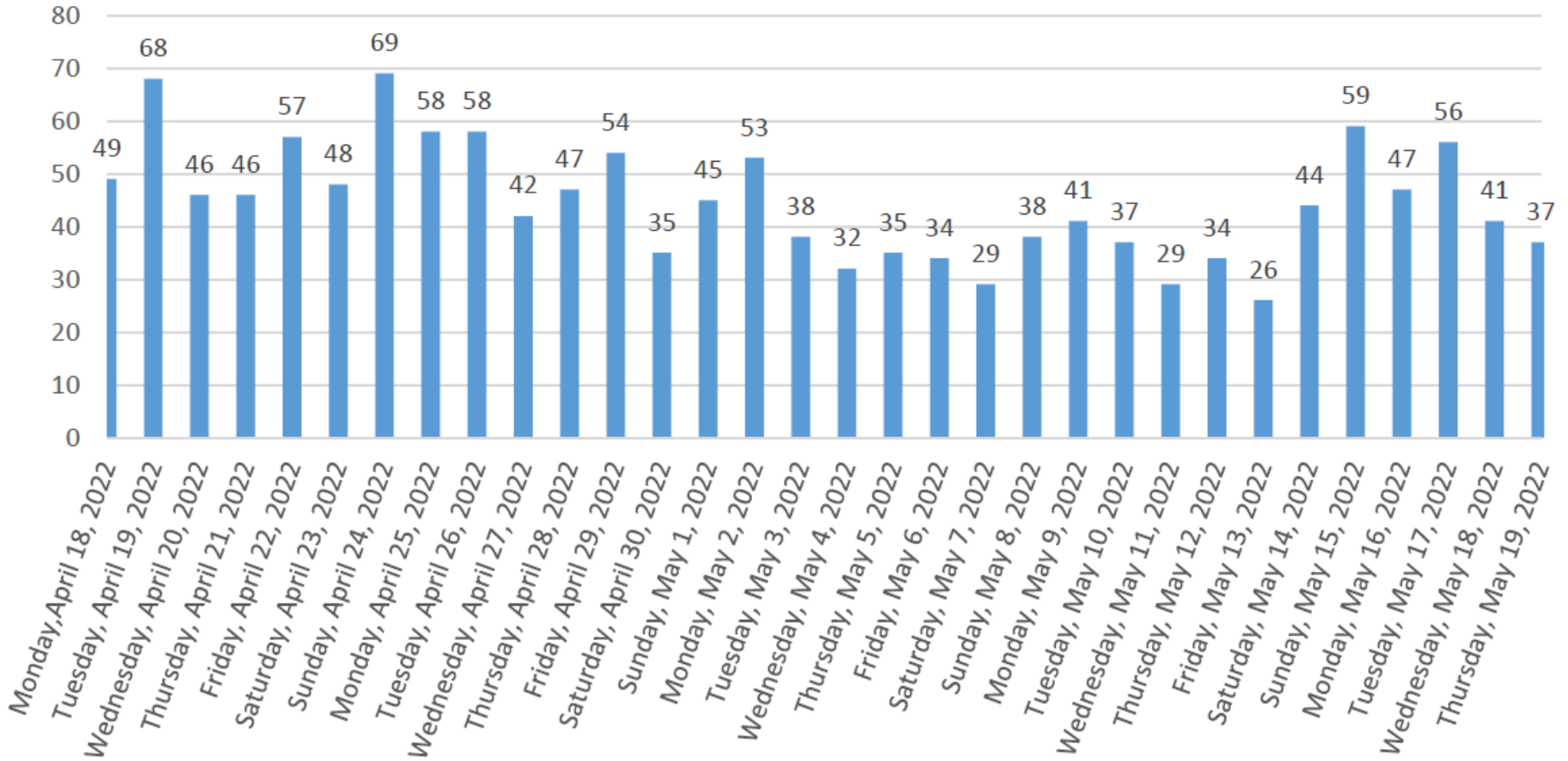
■ DEN/HYS ■ ORD

Advanced Bookings
Year-To-Date



■ DEN/HYS ■ ORD

SLN Pax per day



Financial Reports

Salina Airport Authority Profit & Loss Prev Year Comparison January through March 2022

10:49 AM

04/15/2022

Accrual Basis

	Jan - Mar 22	Jan - Mar 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	320,029.77	236,560.37	83,469.40	35.29%
Total Building and land rent	429,115.18	418,662.52	10,452.66	2.5%
Total Other revenue	33,657.92	17,169.38	16,488.54	96.04%
Total Income	782,802.87	672,392.27	110,410.60	16.42%
Gross Profit	782,802.87	672,392.27	110,410.60	16.42%
Expense				
Total Administrative expenses	386,498.17	373,557.78	12,940.39	3.46%
Total Maintenance expenses	288,412.67	391,628.55	-103,215.88	-26.36%
Total Expense	674,910.84	765,186.33	-90,275.49	-11.8%
Net Ordinary Income	107,892.03	-92,794.06	200,686.09	216.27%
Total Other Income	690,499.22	887,722.11	-197,222.89	-22.22%
Total Other Expense	867,411.98	872,835.51	-5,423.53	-0.62%
Net Other Income	-176,912.76	14,886.60	-191,799.36	-1,288.4%
Net Income	-69,020.73	-77,907.46	8,886.73	11.41%

Financial Reports

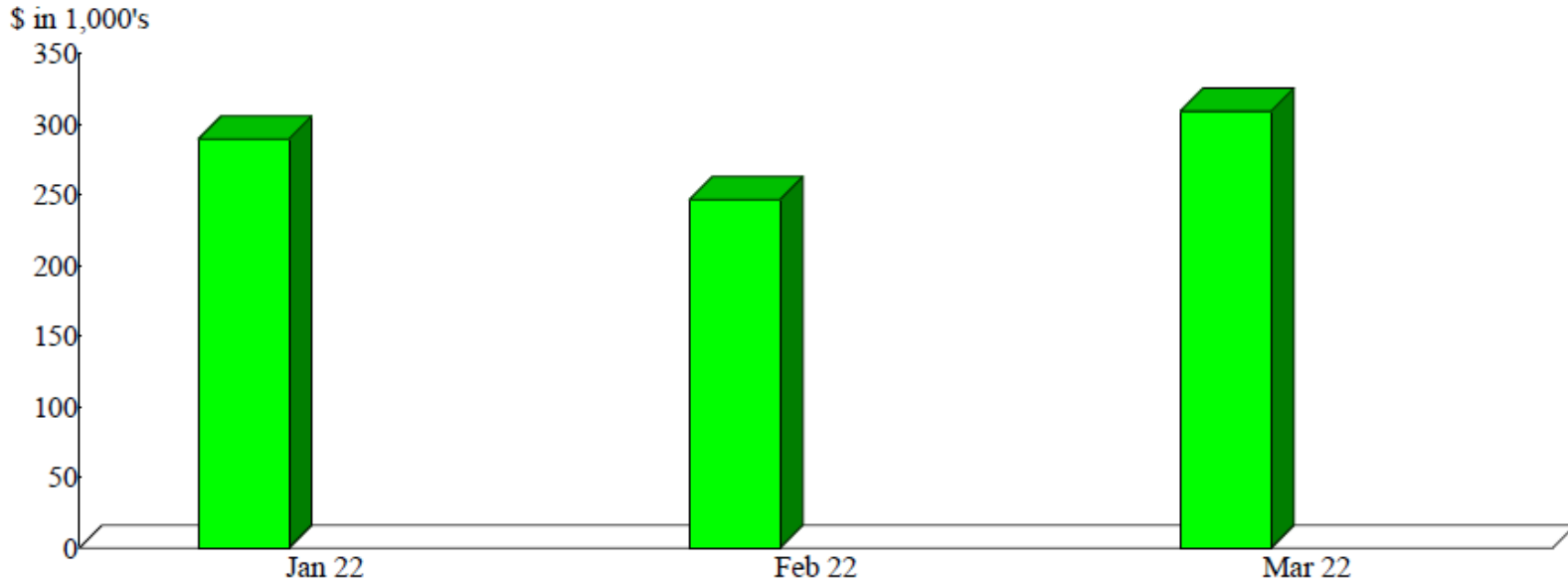
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of March 31, 2022

11:05 AM
 04/15/2022
 Accrual Basis

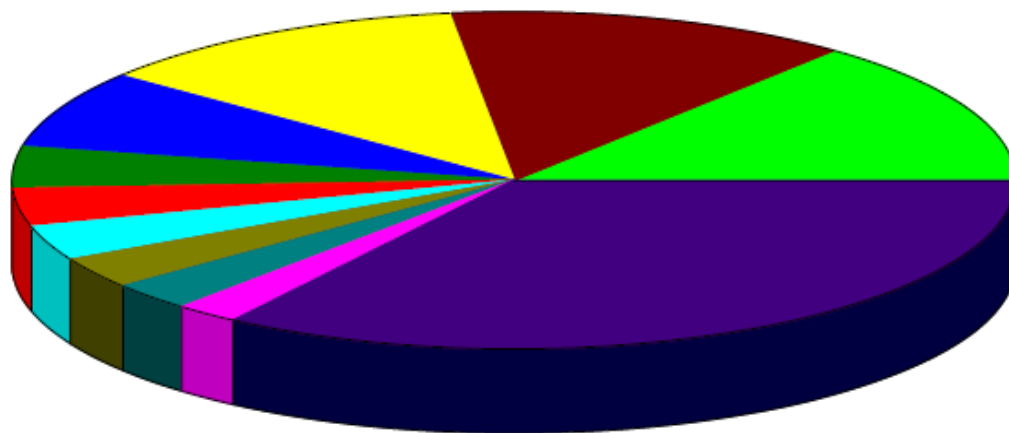
	<u>Mar 22</u>	<u>Jan-Mar 22</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	15,300	66,273	7,885,573	-7,819,300	1%
Total Buildings & Improvements	51,408	558,047	3,822,583	-3,264,536	15%
Total Equipment	10,519	14,818	167,500	-152,682	9%
Total Land	0	0	38,000	-38,000	0%
Total Fixed assets at cost	<u>77,227</u>	<u>639,138</u>	<u>11,913,656</u>	<u>-11,274,518</u>	<u>5%</u>

Sales by Month
January through March 2022

Dollar Sales



Sales Summary
January through March 2022

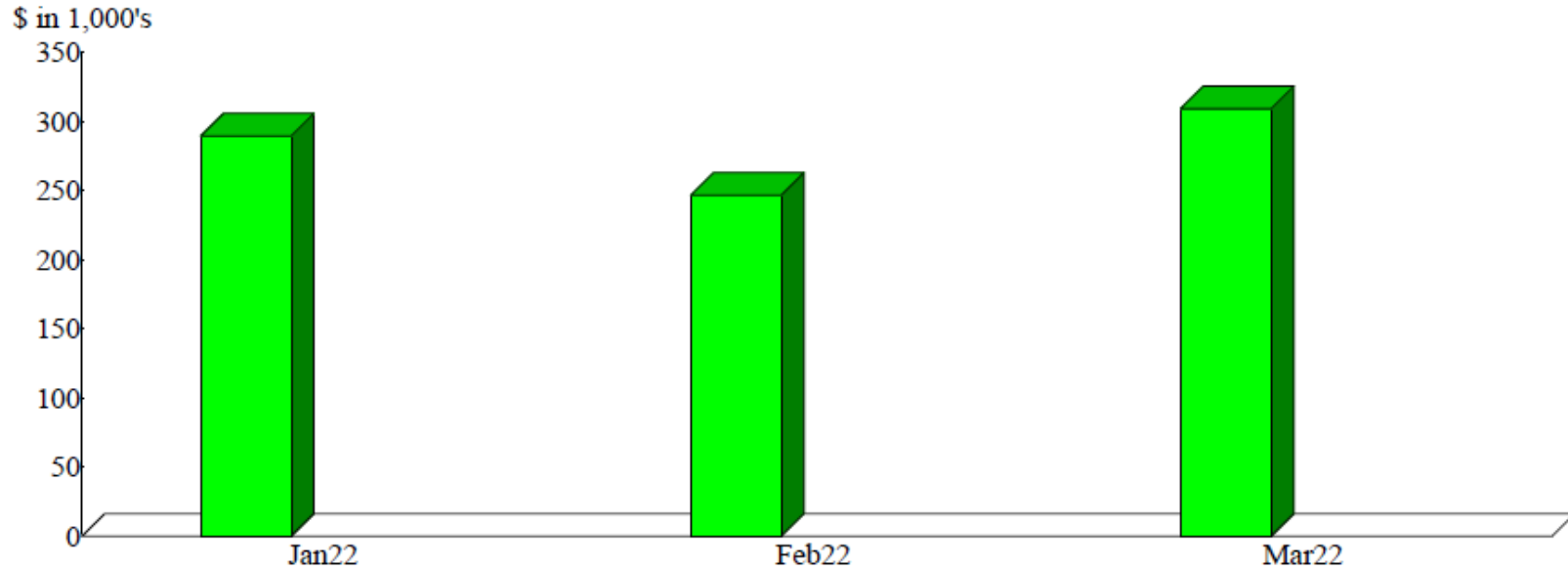


Kansas Erosion Products, LLC.	14.01%
Avflight Salina	13.16
1 Vision Aviation, PLLC	12.39
Stryten Salina, LLC	7.60
SFC Global Supply Chain	4.10
Universal Forest Products (UFP)	3.79
Nellis AFB	3.35
K-State Salina	3.06
108th Aviation Regiment	2.83
Eastern Airlines	2.14
Other	33.58
Total	\$845,156.94

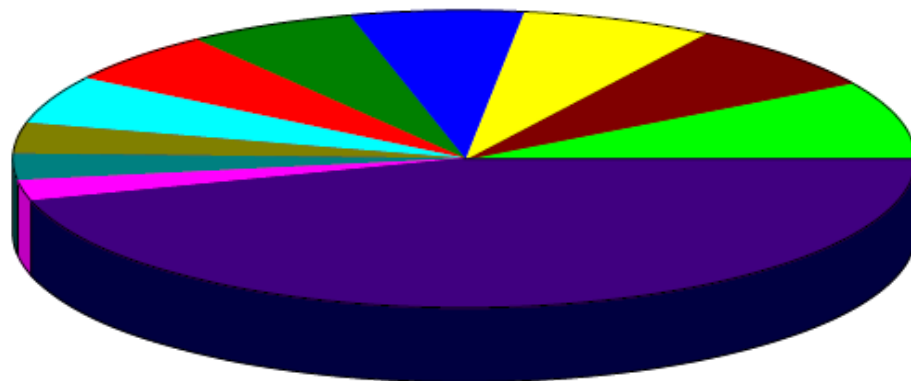
By Customer

Sales by Month
January through March 2022

Dollar Sales



Sales Summary
January through March 2022



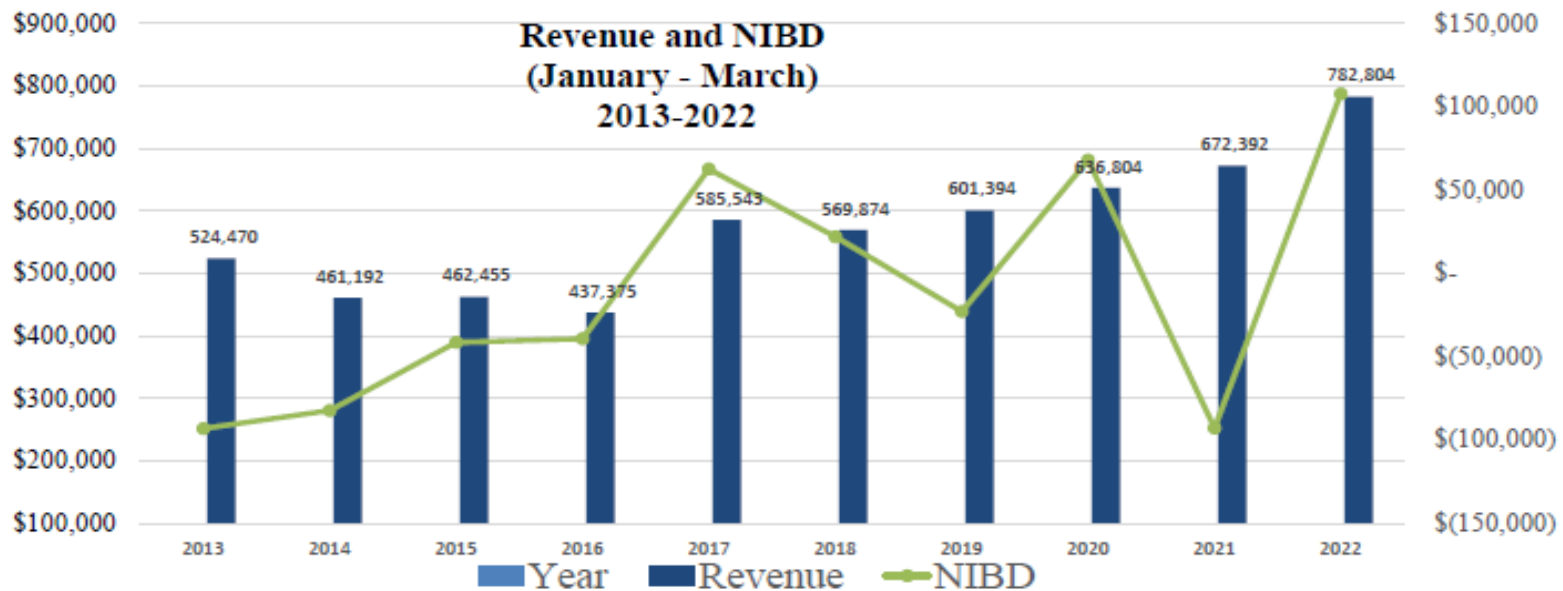
H-00959-1 (Hangar Facility H959 - 2044 S	8.70%
FFF-Avflight Salina (Fuel Flowage Fee @	7.57
B-01021 (Building #1021 located at 3600	7.00
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.24
Utility Reimbursement (Utility Reimburse	6.18
Insurance(CP) (Insurance Reimbursement)	5.80
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	5.28
B-00620-1 (Building #620 (30,000 SF) an	3.39
B-00626-1 (Manufacturing facility #626 (2.87
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.29
Other	44.69
Total	\$845,156.94

10-Year Operating Revenue and Expense Analysis

January - March

2013-2022

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
TOTAL REVENUES										
OPERATING REVENUES										
Airfield	\$ 110,020	\$ 106,029	\$ 134,358	\$ 121,940	\$ 152,293	\$ 143,895	\$ 209,431	\$ 159,438	\$ 197,355	\$ 251,841
Fuel flowage fees	31,145	27,556	49,411	27,557	69,380	36,979	39,068	48,753	39,206	68,189
Building and land rent	378,164	314,631	262,658	271,868	324,697	344,143	327,818	361,345	418,662	429,116
Other revenue	5,141	12,977	16,028	16,010	39,174	44,857	25,077	67,268	17,169	33,658
TOTAL OPERATING REVENUES	524,470	461,192	462,455	437,375	585,543	569,874	601,394	636,804	672,392	782,804
TOTAL EXPENSES										
OPERATING EXPENSES										
Administrative	313,366	273,084	286,259	300,315	297,800	326,765	373,719	362,355	373,558	386,497
Maintenance	304,101	270,242	217,473	176,208	224,990	221,048	250,416	206,378	391,628	288,414
TOTAL OPERATING EXPENSES	617,467	543,327	503,732	476,524	522,790	547,813	624,135	568,733	765,186	674,911
OPERATING INCOME BEFORE DEPRECIATION	\$ (92,998)	\$ (82,134)	\$ (41,277)	\$ (39,149)	\$ 62,753	\$ 22,061	\$ (22,741)	\$ 68,071	\$ (92,794)	\$ 107,893



Consideration of an airport engineering and consulting contract with Aviation for the design of a new Salina Regional Airport Fuel Farm

TIM ROGERS, A.A.E.



U.S. Department
of Transportation

**Federal Aviation
Administration**

Central Region
Iowa, Kansas,
Missouri, Nebraska

901 Locust
Kansas City, Missouri 64108
(816) 329-2600

April 13, 2022

Mr. Timothy Rogers
Executive Director
Salina Regional Airport
M.J. Kennedy Air Terminal
3237 Arnold Avenue
Salina, KS 67401

Re: Salina Regional Airport (SLN); Salina, KS
AIP No. 3-20-0072-047
Construct/Improve/Repair Fuel Farm [MAP]

Subject: Engineering Agreement Acceptance

Dear Mr. Rogers:

FAA Determination

Based upon our review of the subject agreement between Jviation, Inc. and Salina Airport Authority we find the engineering agreement acceptable for use on the subject project. This engineering agreement includes the following compensation:

Services	Contract Amount	Fee Type
Design Services	\$128,875.00	Lump Sum
Bidding	\$28,214.00	Lump Sum
Fuel System Consultant	\$212,668.00	Lump Sum
Construction Services	TBD	Not-To-Exceed
Closeout	TBD	Lump Sum
Total Compensation	\$369,757.00	

What you need to submit now

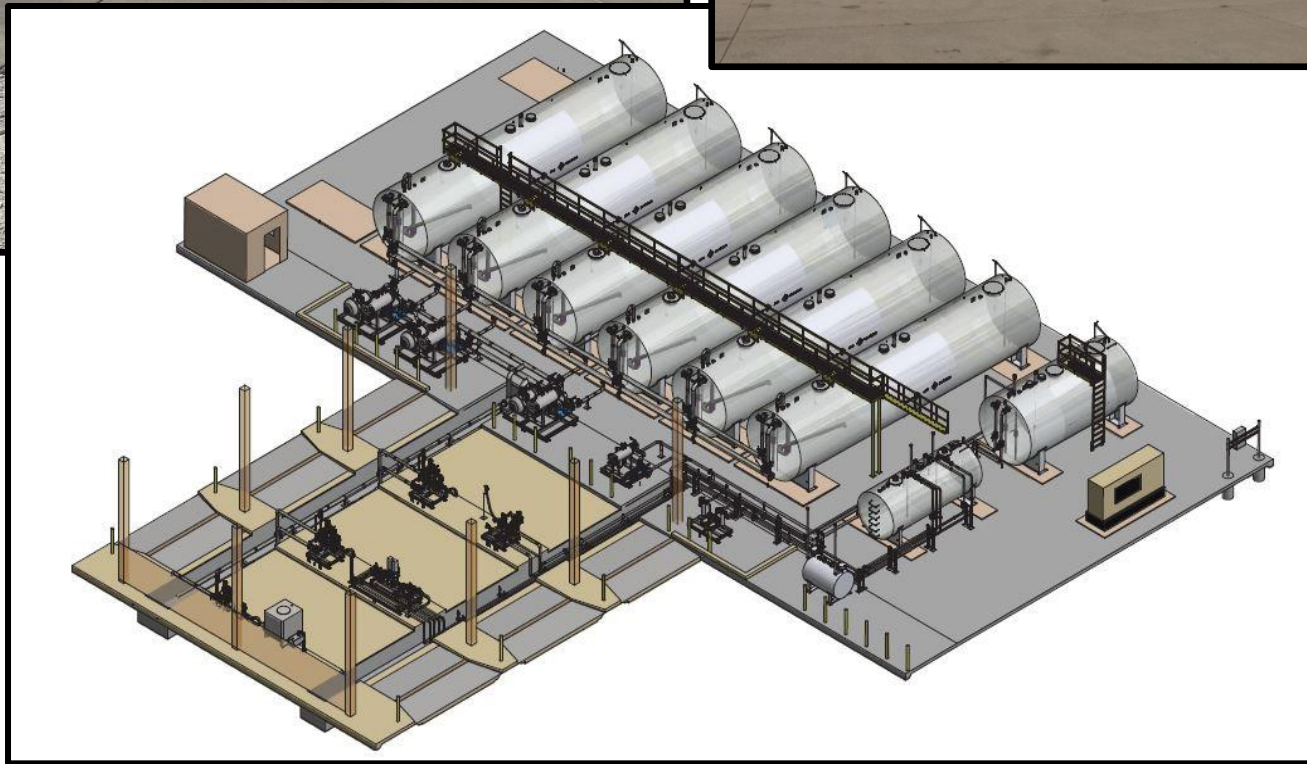
If you have not done so, please submit a copy of the executed engineering agreement for our file.

Questions

If you have any questions, please contact me at (816) 329-2627 or todd.rastorfer@faa.gov.

Sincerely,

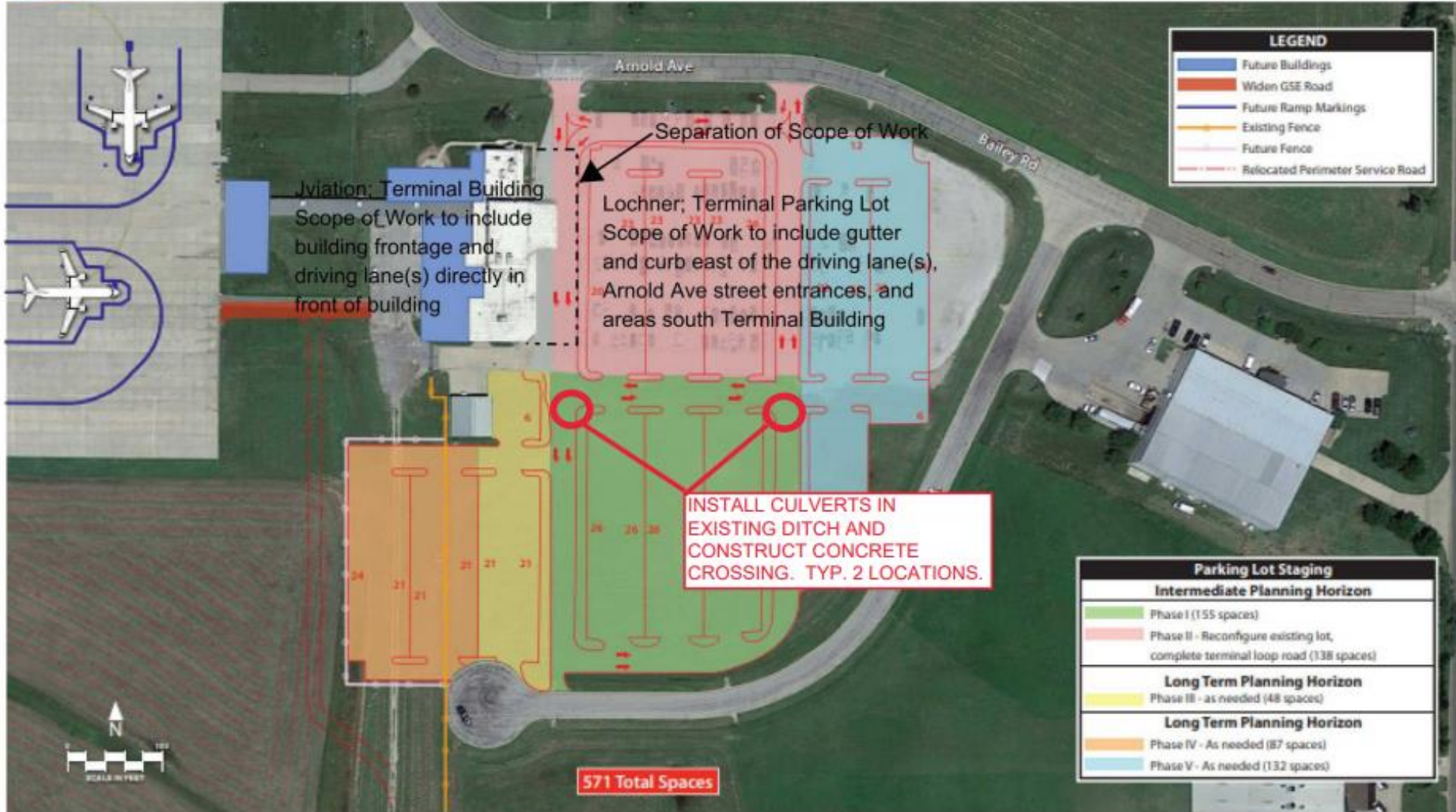
Todd Rastorfer, P.E.
State Airport Engineer - Kansas

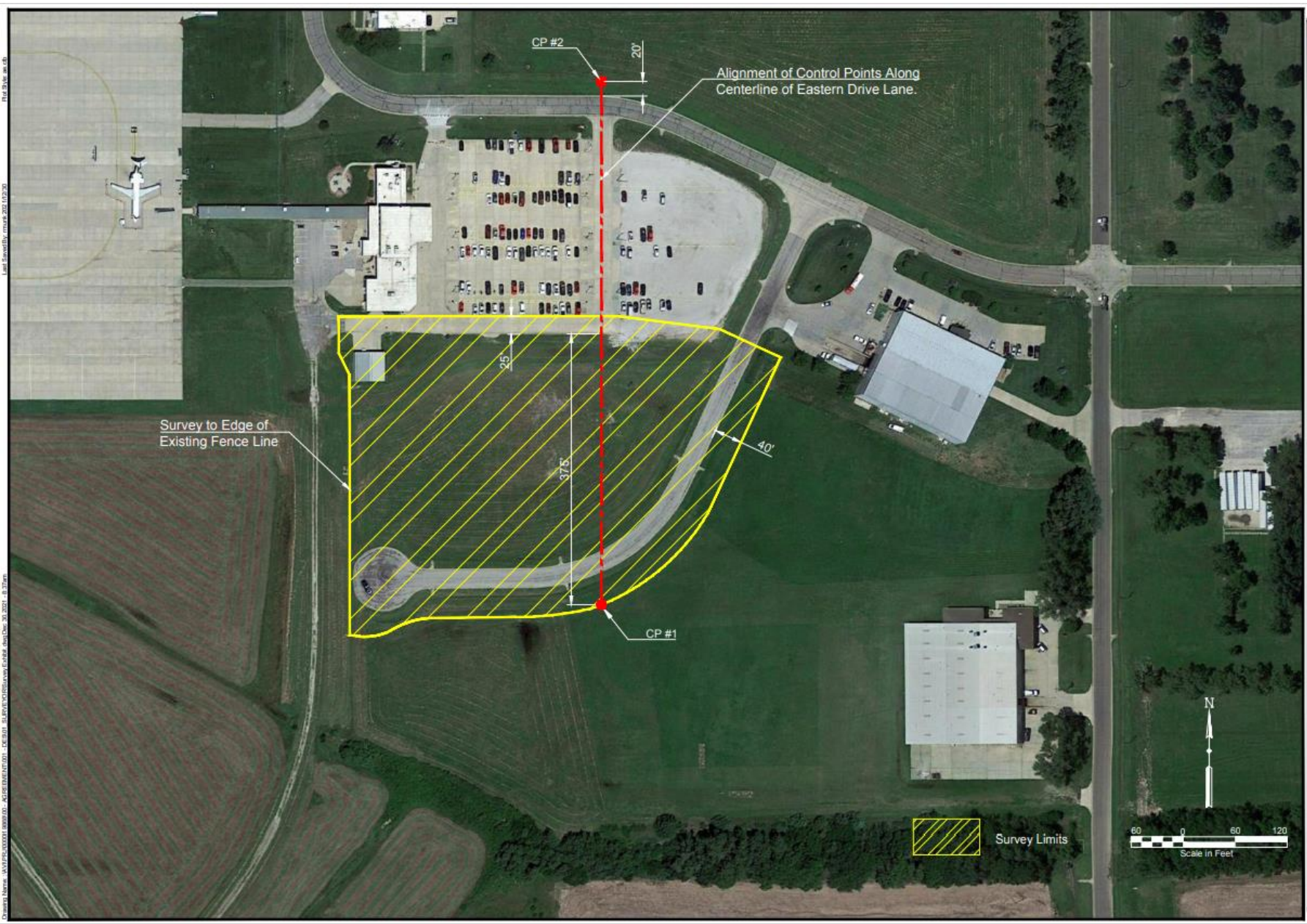


Consideration of bids received for the construction of an overflow parking lot at the M.J. Kennedy Air Terminal.

TIM ROGERS, A.A.E.

MAYNARD CUNNINGHAM





Project Name: SALINA AIRPORT AUTHORITY - SALINA REGIONAL AIRPORT (SLN) - EXHIBIT A - SURVEY LIMITS - 12/30/2021 - 8:37AM
 File Path: \\sawtooth\projects\2021\123021\123021_01.dwg
 User: jhickner

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

LOCHNER

18105 W. 113th Street | Suite 107 | Lenexa, Kansas 66219
P. 816.945.5840 | www.lochner.com

SALINA AIRPORT AUTHORITY
SALINA REGIONAL AIRPORT (SLN)
SALINA, KANSAS

PROJECT NO:	000019888
DESIGNED BY:	REM 12/30/2021
CHECKED BY:	MAJ 12/30/2021
DESIGNED BY:	REM 12/30/2021
DATE:	12/30/2021

EXHIBIT A
SURVEY LIMITS

NOTICE TO BIDDERS
SALINA AIRPORT AUTHORITY

Sealed bids will be received until 2 PM CDT on April 11, 2022, and then publicly opened and read at Salina Airport Authority, Hangar 600, 1st floor Conference Room, 2720 Arnold Ct., Salina, Kansas 67401, for furnishing all labor, materials and equipment and performing all work necessary to construct the Terminal Building South Overflow Parking Lot.

Plans and Specifications are on file and may be examined at the office of the **Executive Director, Salina Airport Authority, M.J. Kennedy Air Terminal Building No. 120, 3237 Arnold, Salina, KS 67401**. For questions concerning the Plans and Specifications or to schedule a walk-through of the property contact Maynard Cunningham with the Salina Airport Authority, 785-827-3914.

A complete set of bid documents may be obtained from the Salina Airport Authority, 3237 Arnold Avenue, Salina, KS 67401 for no fee. To receive a set of documents electronically, visit the business opportunities link at www.salinaairport.com or email maynardc@salair.org. To receive a paper copy, call the SAA Administrative Offices at 785-827-3914.

Each proposal must be accompanied by a bid guaranty in the amount of five (5) percent of the total amount of the bid. The bid guaranty may be by certified check or bid bond made payable to **Salina Airport Authority**.

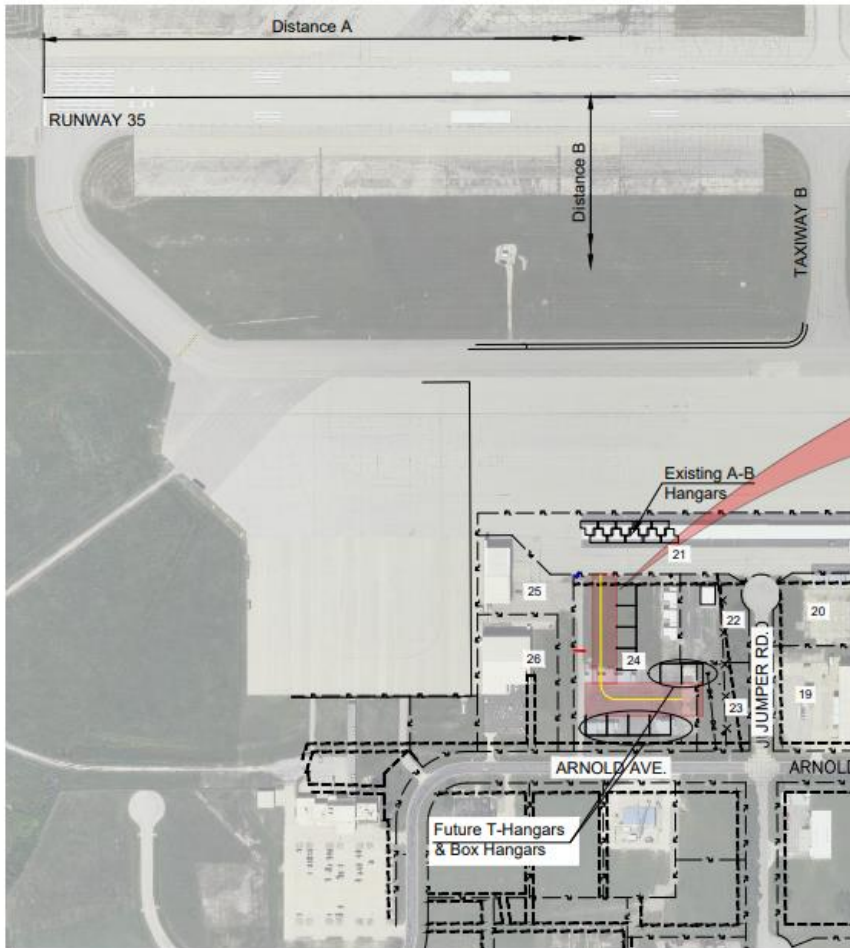
Award of contract will be based on the lowest aggregate sum proposal submitted from those bidders that are confirmed as being responsive and responsible. The right is reserved, as the **Salina Airport Authority** may require, to reject any and all bids and to waive any informality in the bids received.

Salina Regional Airport, Hangar H600 Conference Room, 2720 Arnold Court, Salina, KS			
April 11, 2022 - 2:00 p.m.			
Bid Tabulation			
<hr/>			
Project:	Terminal Bldg. South Overflow Parking		
Sponsor:	Salina Airport Authority		
<hr/>			
Contractor:	T&R Construction	Smoky Hill, LLC	Engineer's Estimate (3/4/2022)
<hr/>			
Bid Security Enclosed:	Yes	Yes	
Insurance Certificate Enclosed	N/A	N/A	N/A
Bid	\$ 141,649.46	\$ 192,118.00	\$ 146,288.00
Acknowledgement Addendum No. 1	Yes	Yes	
Bid Signed	Yes	Yes	
Calendar Days to Complete Project	45	45	
<hr/>			

Consideration and discussion of updated general aviation hangar construction costs.

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

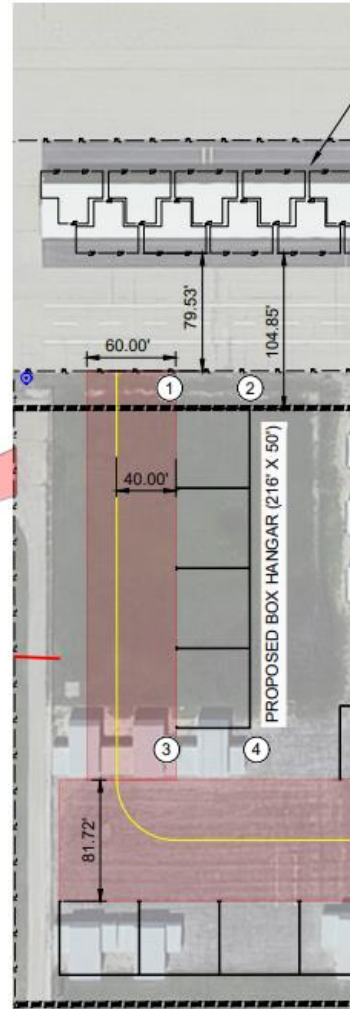


Airfield Box Hangar Location Map



LEGEND

- Property Line
- - - Easment



Airfield Box Hangar Site Map



Existing A-B Hangars

Point No.	1	2	3	4
Dist A	1447	1497	1447	1497
Dist B	1233	1233	1449	1449
Latitude	38-46-50.22n	38-46-50.71n	38-46-50.22n	38-46-50.71n
Longitude	97-38-29.68w	97-38-29.66w	97-38-26.92w	97-38-26.92w
R/W Centerline El.	1266	1266	1266	1266
100:1 Elevation	1278	1278	1281	1281
Structure Top El.	1280	1278	1280	1278
Ground El.	1261	1261	1260	1260
Structure Height	19	17	20	18

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 216'x50' hangar will be constructed in Lot 24 of Schilling Subdivision No. 5 that was acquired by a GSA Quit Claim Deed. Also a new taxilane (275'x80') will be constructed. Lot 24 is owned by the Salina Airport Authority. The hangar will be divided into 4 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. 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 3009-04-22



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

MAN: REVISIONS

MWC: DESIGNED BY

MWC: DRAWN BY

As Shown SCALE

04/18/22, 1055 DATE

SALINA AIRPORT AUTHORITY (FAA 7460)
4-Unit Box Hangar Building

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OF
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**SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS**

General Aviation Box Hangar Project

Revised as of April 18, 2022

DESCRIPTION	Budget
4-Unit Box Hangar (sealed building and foundation drawings included)	\$464,261
Concrete Slab/Footings	101,736
Concrete Apron	15,034
Concrete Perimeter (18" recommended)	1,742
Asphalt Taxiway (4-Unit)	73,093
Electrical	100,000
Contingency (5.5%)	44,134
TOTAL PROJECT BUDGET	<u>\$800,000</u>

4 Box Hangar Unit and Taxiway (including 5.5% contingency) 800,000

*15-year bank financing - estimated borrowing at 3.50%

Total Estimated Construction Cost

	\$	800,000
Issuance costs		30,000
SAA cash		<u>-400,000</u>
Estimated borrowing		430,000

Scenario 4

D/S per year		37,160
Annual revenue needed for D/S		3,097

Hangar rental to amortize D/S	\$	774
Monthly operating costs		<u>100</u>
Total monthly hangar rental	\$	874

4 Box Hangar Unit and Taxiway (including 5.5% contingency) 800,000

*15-year bank financing - estimated borrowing at 3.50%

Total Estimated Construction Cost

	\$	800,000
Issuance costs		30,000
SAA cash		<u>-430,000</u>
Estimated borrowing		400,000

Scenario 3

D/S per year		34,565
Annual revenue needed for D/S		2,880

Hangar rental to amortize D/S	\$	720
Monthly operating costs		<u>100</u>
Total monthly hangar rental	\$	820

4 Box Hangar Unit and Taxiway (including 5.5% contingency) 800,000

*20-year bank financing - estimated borrowing at 3.75%

Total Estimated Construction Cost	\$	800,000
Issuance costs		30,000
SAA cash		<u>-430,000</u>
Estimated borrowing		400,000
D/S per year		28,680
Annual revenue needed for D/S		2,390
Hangar rental to amortize D/S	\$	598
Monthly operating costs		<u>100</u>
Total monthly hangar rental	\$	698

Scenario 2

Project Development Budget 4-18-2022

4 Box Hangar Unit and Taxiway (including 5.5% contingency) 800,000

*20-year bank financing - estimated borrowing at 3.75%

Total Estimated Construction Cost \$ 800,000

Issuance costs 30,000

SAA cash -458,000

Estimated borrowing 372,000

Scenario 1

D/S per year 26,655

Annual revenue needed for D/S 2,221

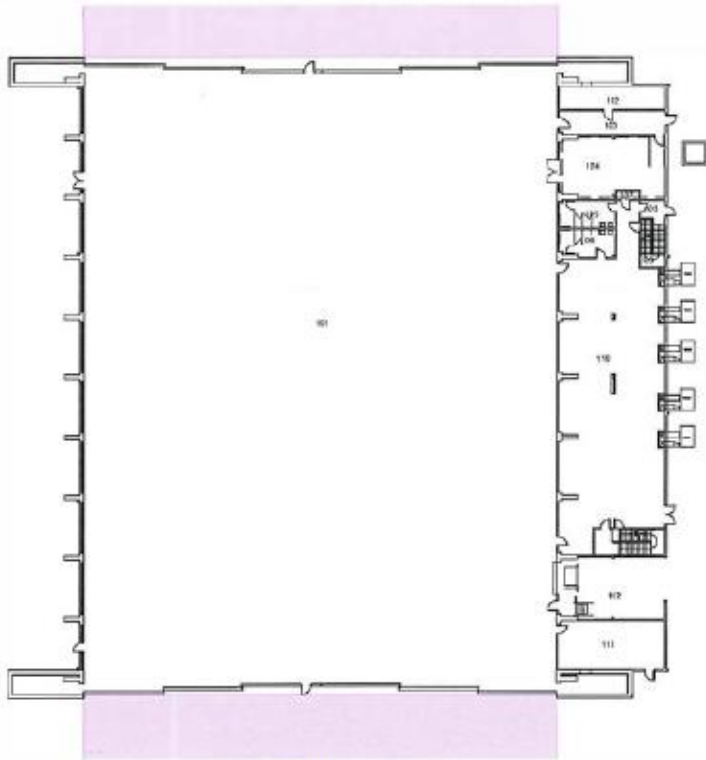
Hangar rental to amortize D/S \$ 555

Monthly operating costs 100

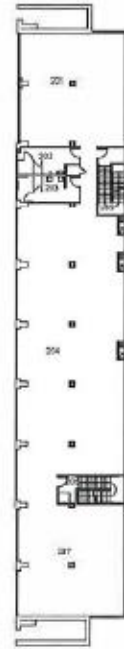
Total monthly hangar rental \$ 655

Hangar H606 and H626 construction update.

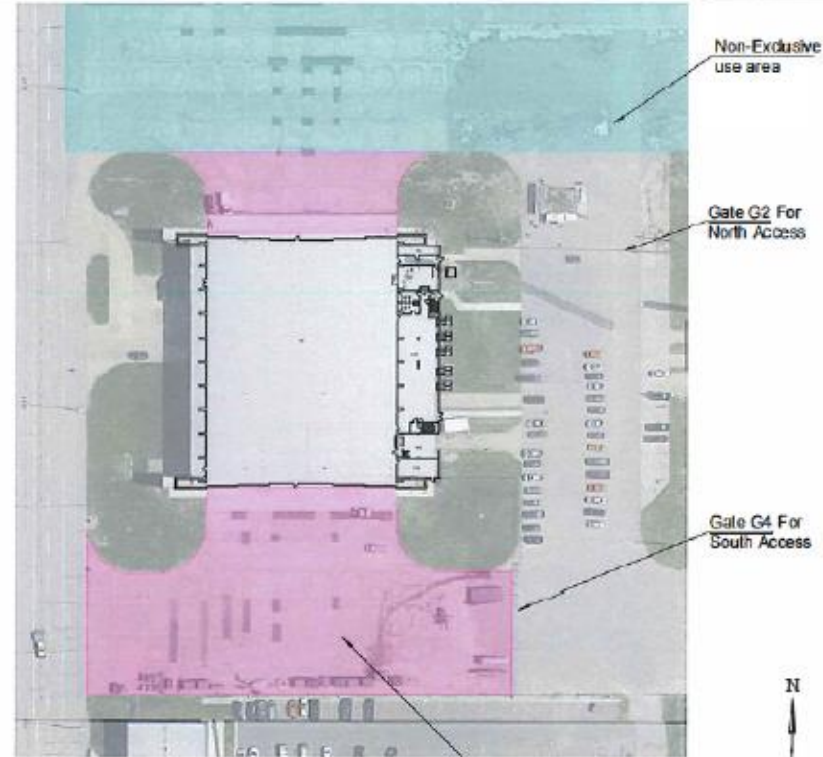
TIM ROGERS, A.A.E.



Hangar 606 First Floor Layout
Scale: 1/8"=1'-0"



Hangar 606 Second Floor Layout
Scale: 1/8"=1'-0"



Hangar 606 Site Layout
Scale: 1/8"=1'-0"

Hangar Area.....	34,932 S.F.
1st Floor Office Area.....	7,145 S.F.
2nd Floor Office Area.....	7,145 S.F.
Total Lease Area.....	49,222 S.F.

Hangar 606 Exclusive Use #603

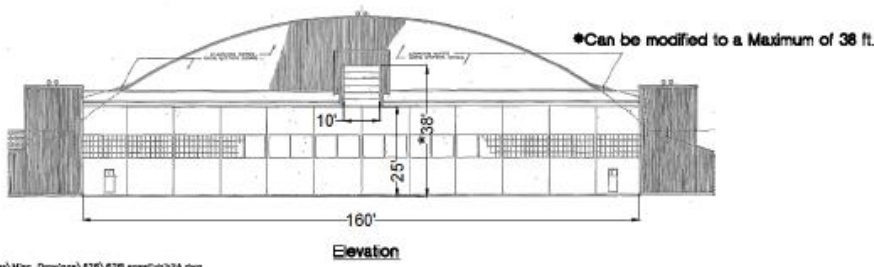
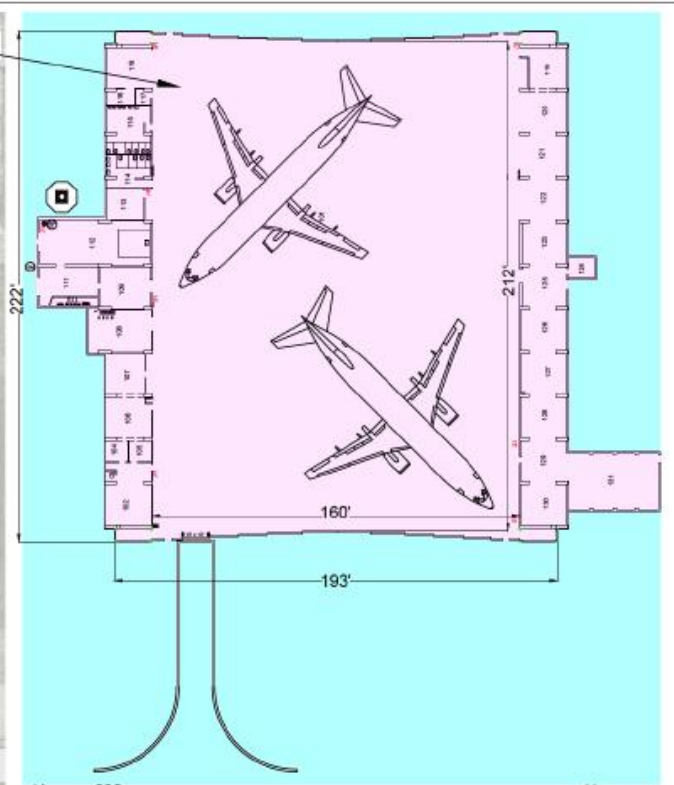
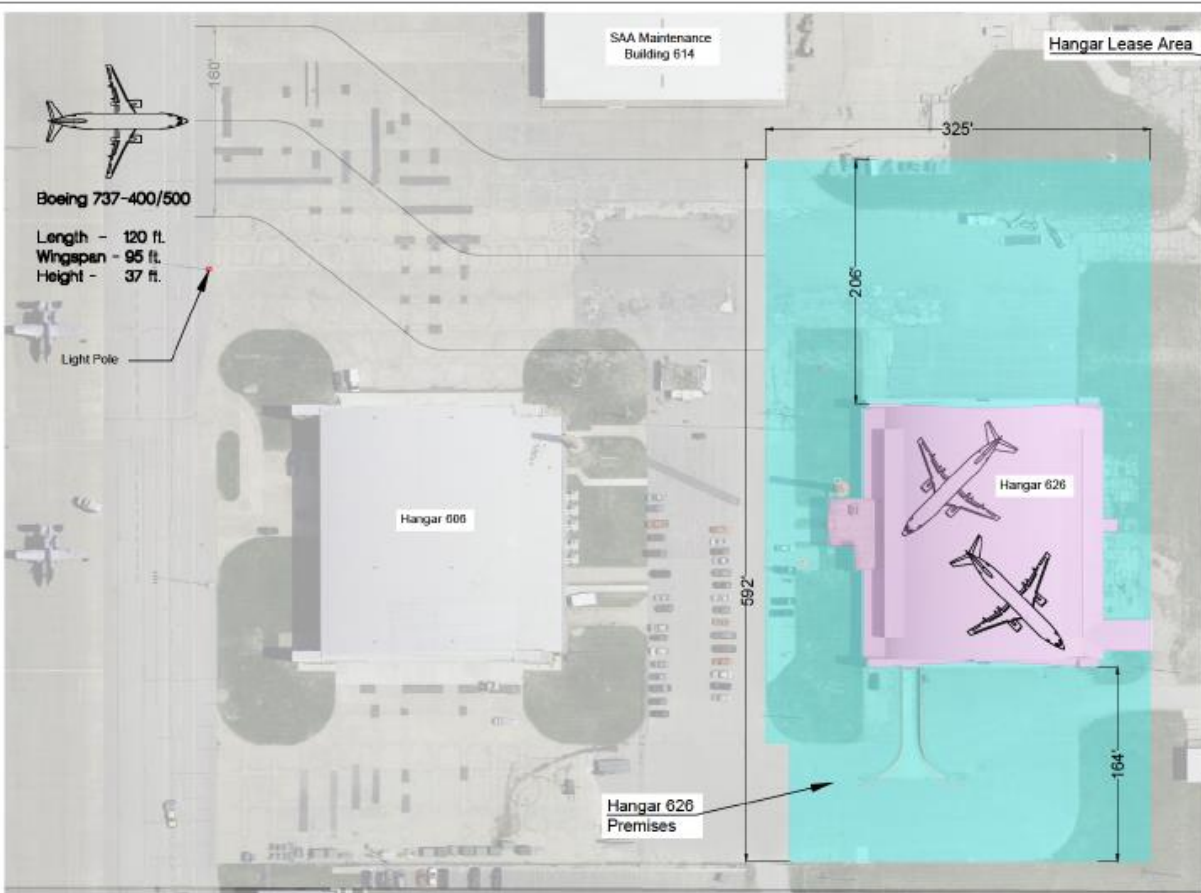
Drawing Number 3035-02-22



3037 AIRFIELD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)
 Note: REVISIONS
 LWD: DESIGNED BY
 LWD: DRAWN BY
 As Shown: SCALE
 03/03/23, 9:05: DATE

SALINA AIRPORT AUTHORITY
Hangar 606 Lease Exhibit A

1
 OF
 1



Hangar 626
 2625 Arnold Court
 Hangar Area - 35,867 S.F.
 Shop Space East Area - 5,588 S.F.
 Offices West Area - 5733 S.F.
 Total Hangar Area - 47,188 S.F.

Maximum Facility Tail Height - 38 ft.*
 Maximum Facility Wingspan - 160 ft.

Power
 600A 480V 3 Phase

Gas
 1 1/4" Service

Water
 2" Service
 No Fire Suppression

0 100
 Scale in Feet
 Drawing Number 3033-02-22

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

None REVISIONS
 MWC DESIGNED BY
 As Shown DRAWN BY
 02/18/22, 08:20 SCALE
 DATE

SALINA AIRPORT AUTHORITY
Hangar 626 Lease Exhibit A

1
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Review of military, federal agency and civilian aviation events scheduled for 2022

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.



Directors' Forum

KENT BUER, 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.

Announcements



NASA - DCOTSS (Hangar 606)

May 10 – June 30

- Open House/Media Day - TBD



Lawrence Livermore National Laboratory
(Hangar 600, Room 119)

May 22 – June 15



Sierra Nevada Corp (Hangar 509)

May 18 – June 17



Adjournment