

Salina Airport Authority Board of Directors Regular Meeting

JUNE 15, 2022



Call to order and determine
that a quorum is present and
confirm that the meeting
notice has been published

KENT BUER, CHAIR

Recognition of guests

TIM ROGERS, A.A.E.

Additions to the agenda and agenda overview

TIM ROGERS, A.A.E.

Agenda Review

- MRO business development at the Salina Regional Airport
- Air service development
- Salina Regional Airport airfield improvements project funding

Approval of the minutes of the May 18, 2022 regular board meeting

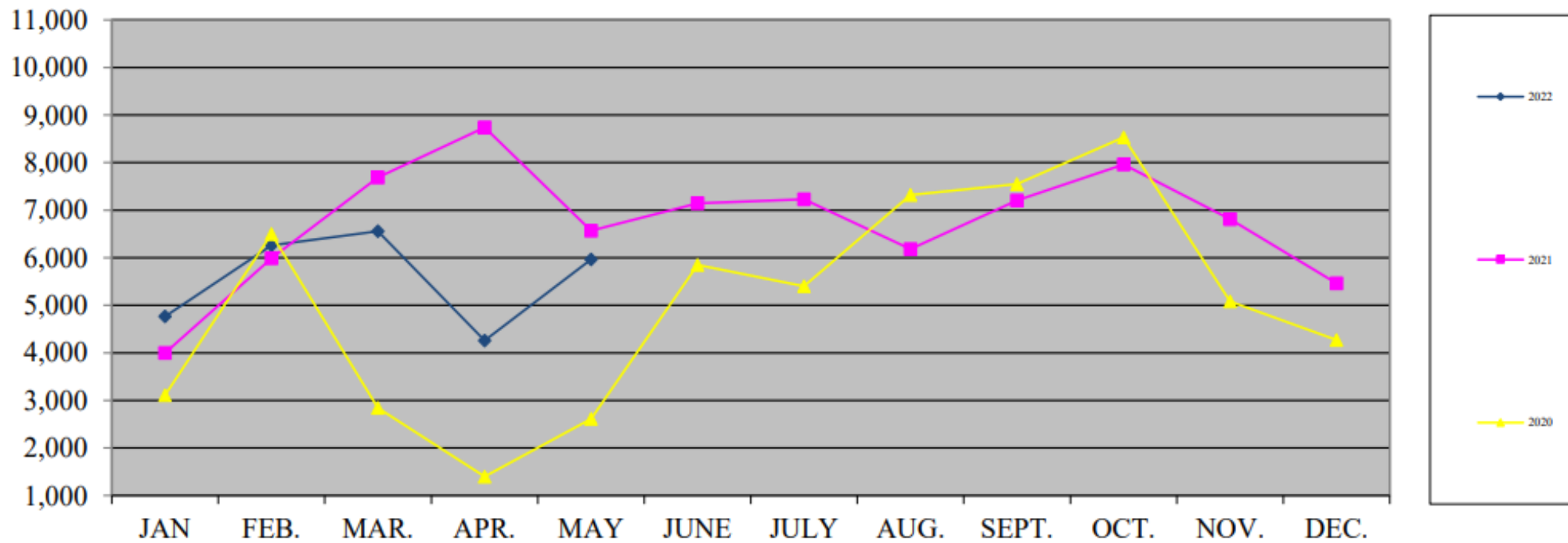
KENT BUER, CHAIR

Review of Airport Activity and Financial Reports for the month ending May 31, 2022

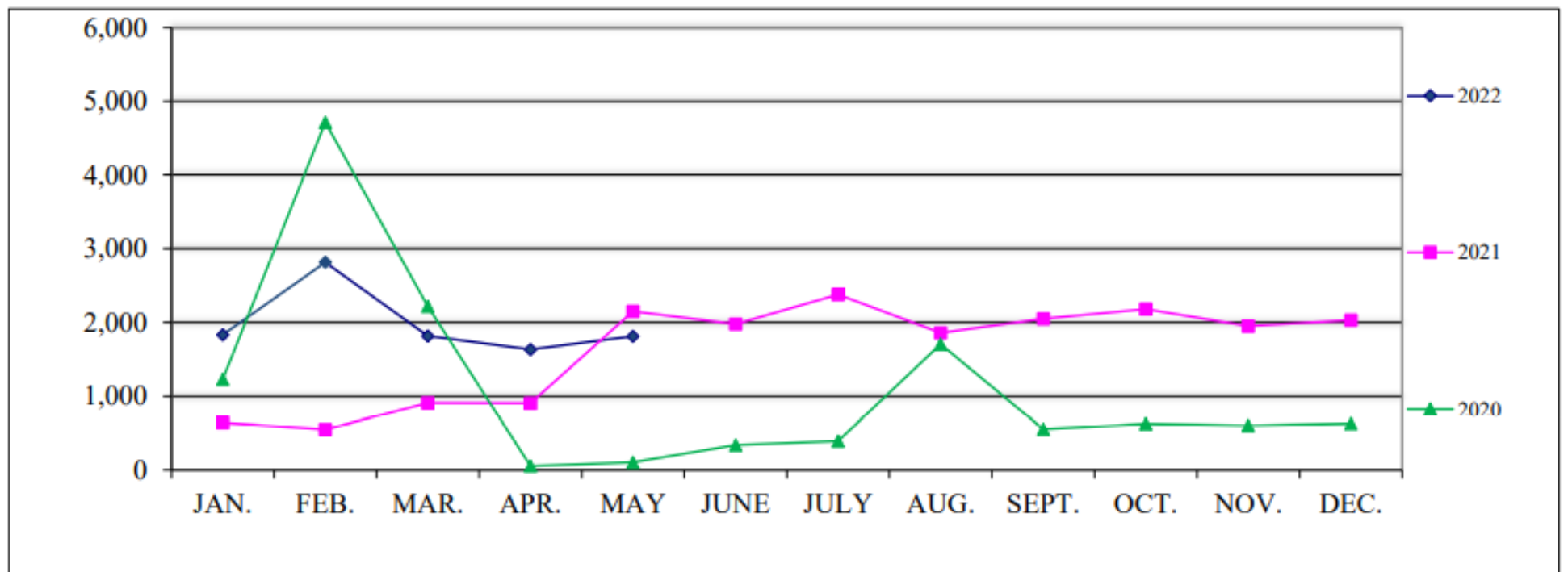
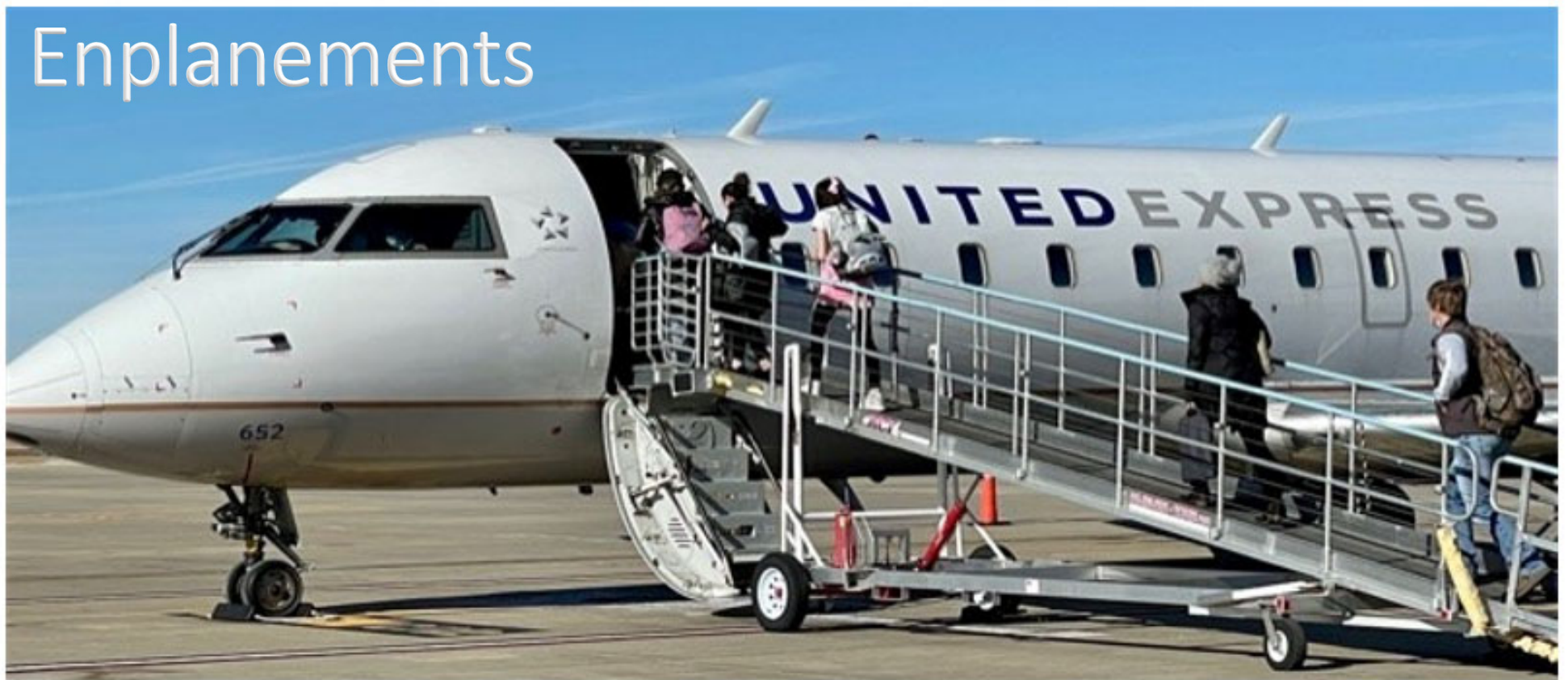
TIM ROGERS, A.A.E.

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Air Traffic



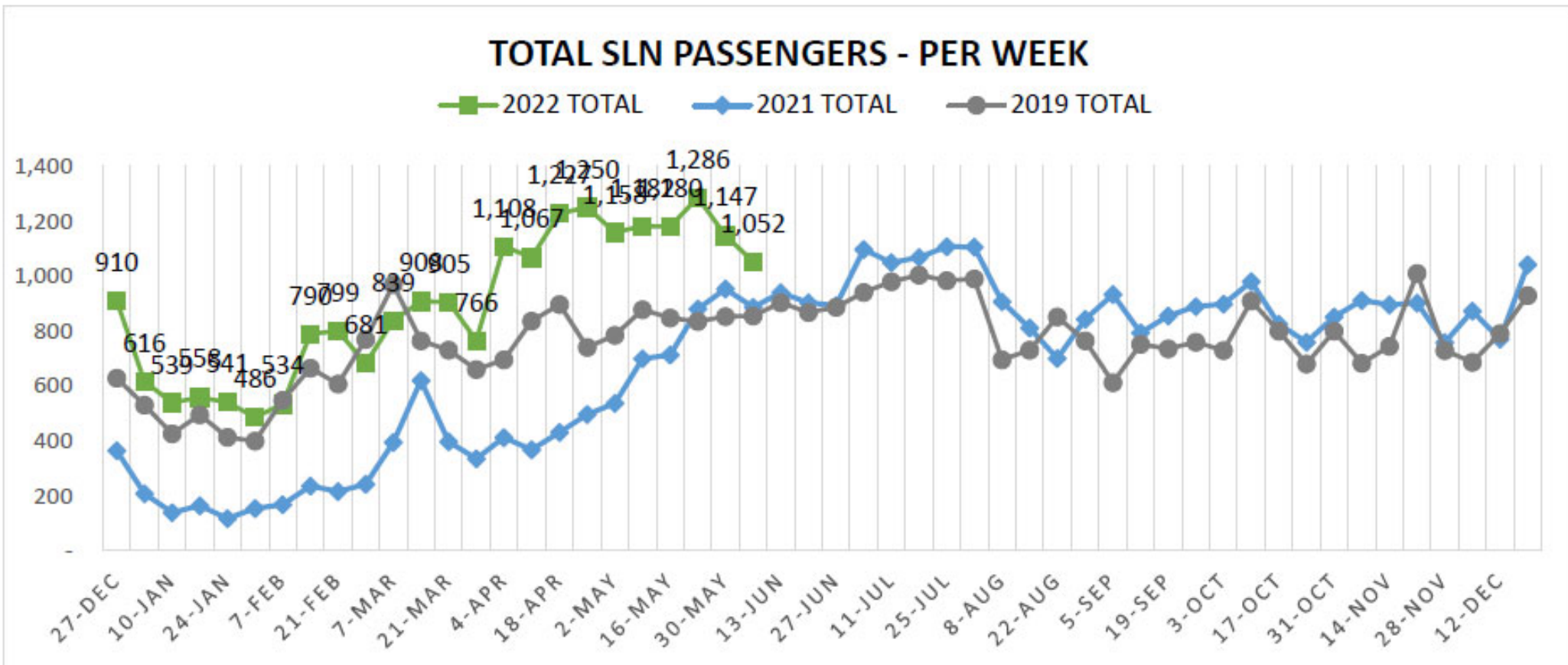
Enplanements



2021 - 2022 SkyWest Airlines

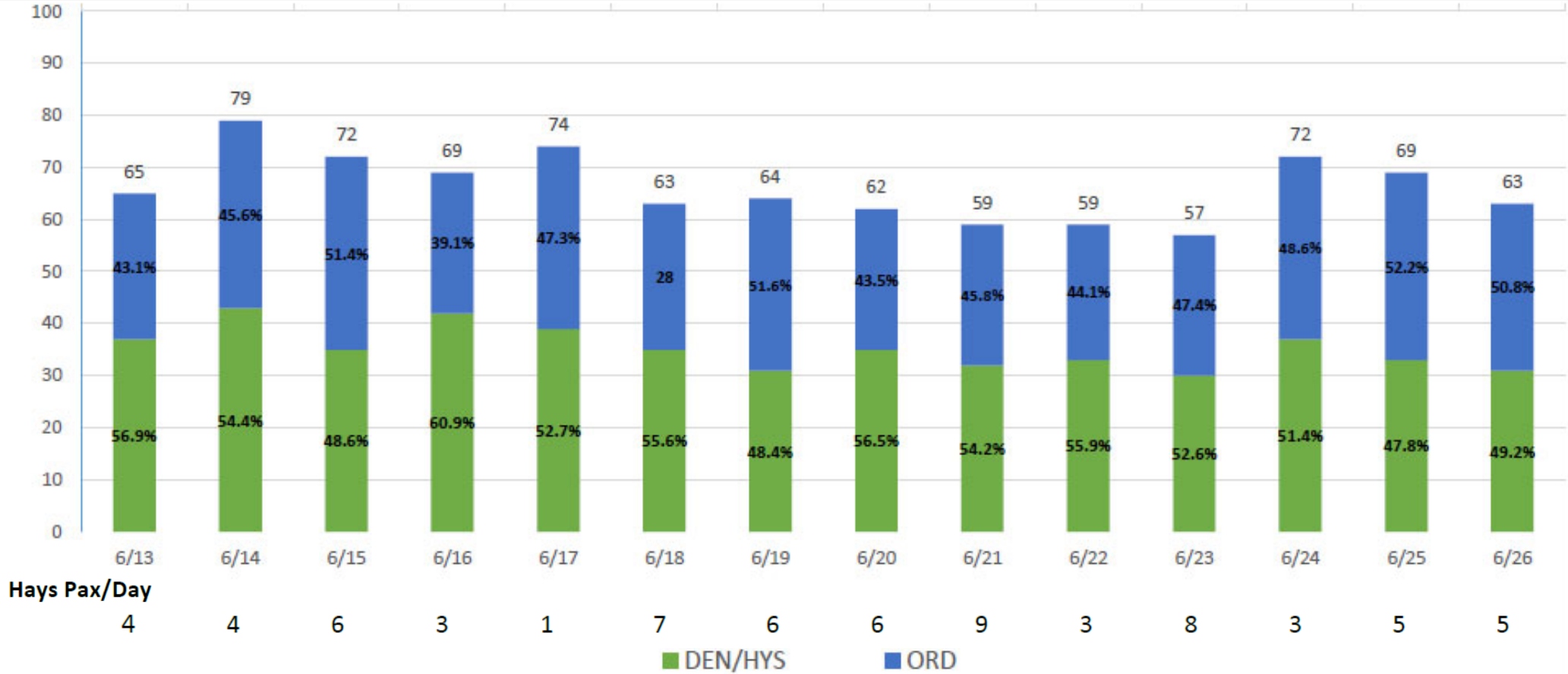
Weekly Enplane and Deplane (Monday thru Sunday)

Note: SKW EAS service at SLN started on April 9, 2018

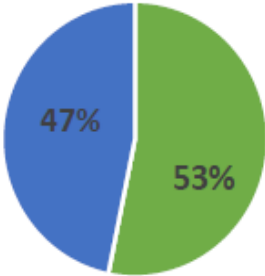


* Passenger numbers reported are unaudited by SKW and subject to change

ADVANCED BOOKINGS

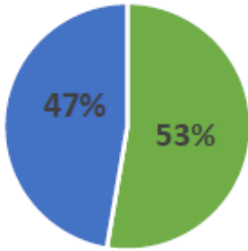


Advanced Bookings
June 13 - June 26



■ DEN/HYS ■ ORD

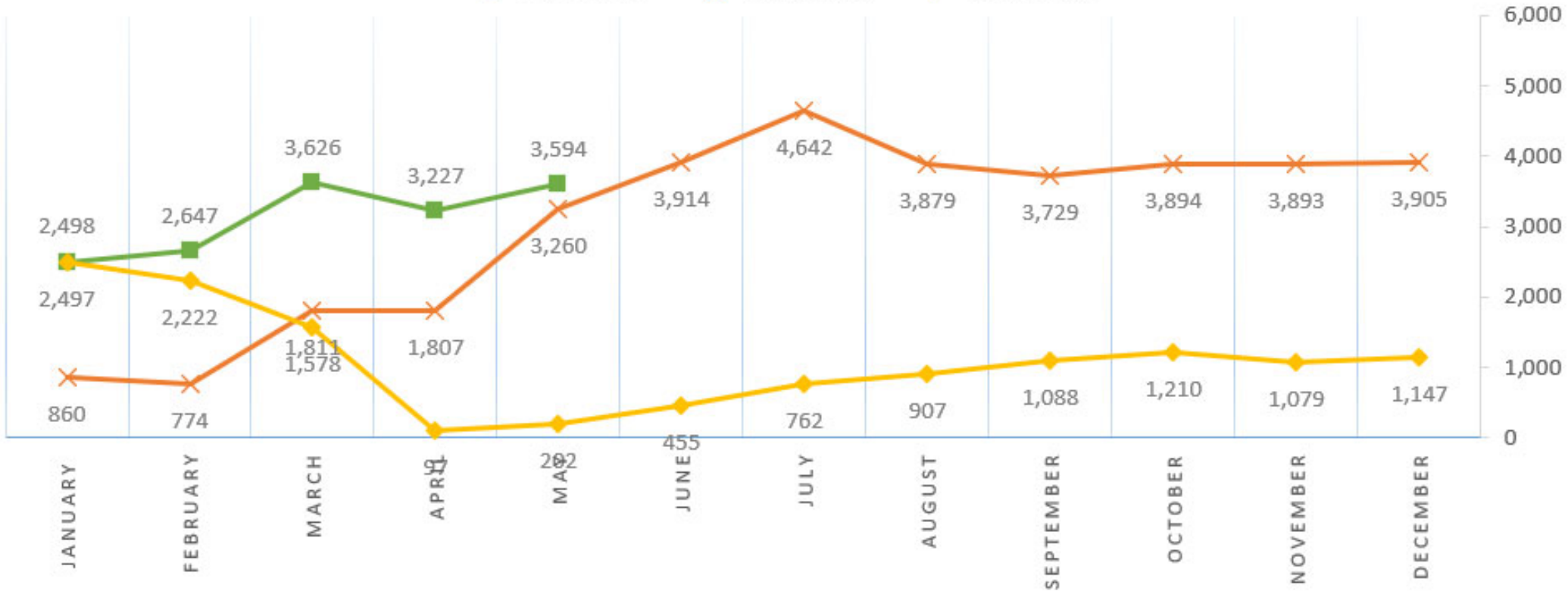
Advanced Bookings
Year-To-Date



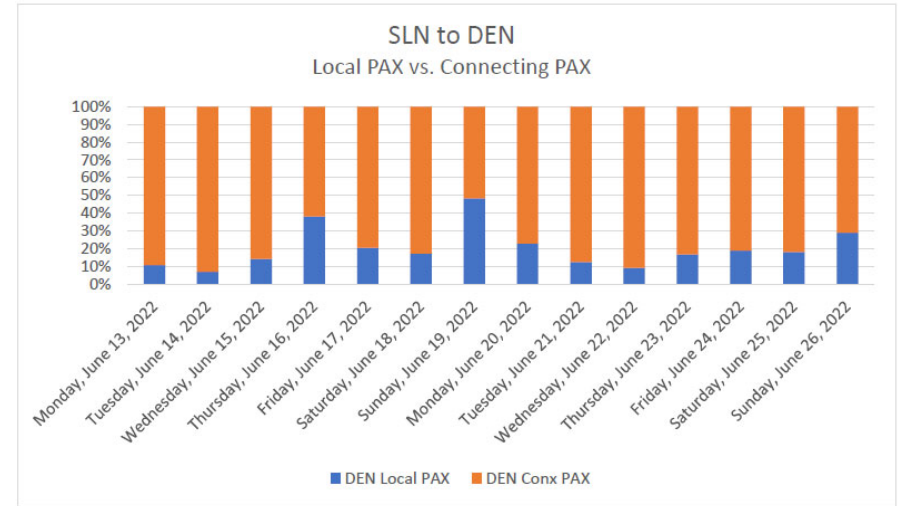
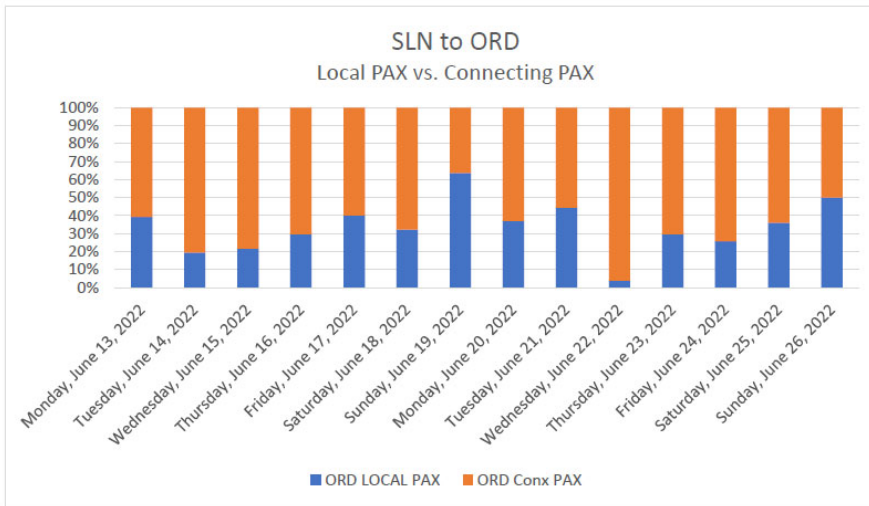
■ DEN/HYS ■ ORD

SLN PASSENGERS - PER MONTH

■ 2022 TOTAL × 2021 TOTAL ◆ 2019 TOTAL



- *Per Pax subsidy based on prior 12 months: \$68.63*
- *Subsidy amount based on \$230,388/month*
- *Total passengers- the total of enplaned and deplaned passengers at SLN*
- *Passenger numbers reported are unaudited by SKW and subject to change.*



Salina Regional Airport Local Passengers vs. Connecting Passengers

Financial Reports

Salina Airport Authority
Statement of Net Position Prev Year Comparison
 As of May 31, 2022

06/09/2022

	<u>May 31, 22</u>	<u>Apr 30, 22</u>	<u>\$ Change</u>	<u>May 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	6,185,068	6,345,488	-160,420	4,193,658	1,991,410	47%
Total Accounts Receivable	54,419	114,603	-60,184	87,427	-33,008	-38%
Total Other Current Assets	<u>2,562,946</u>	<u>1,386,826</u>	<u>1,176,120</u>	<u>453,357</u>	<u>2,109,589</u>	<u>465%</u>
Total Current Assets	8,802,433	7,846,917	955,516	4,734,442	4,067,991	86%
Total Fixed Assets	<u>43,889,904</u>	<u>42,438,014</u>	<u>1,451,890</u>	<u>42,191,347</u>	<u>1,698,557</u>	<u>4%</u>
Total Other Assets	<u>1,085,654</u>	<u>1,085,654</u>	<u>0</u>	<u>1,232,712</u>	<u>-147,058</u>	<u>-12%</u>
TOTAL ASSETS	<u>53,777,991</u>	<u>51,370,585</u>	<u>2,407,406</u>	<u>48,158,501</u>	<u>5,619,490</u>	<u>12%</u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	<u>5,234,330</u>	<u>4,001,678</u>	<u>1,232,652</u>	<u>5,778,355</u>	<u>-544,025</u>	<u>-9%</u>
Total Long Term Liabilities	<u>24,754,241</u>	<u>24,754,241</u>	<u>0</u>	<u>20,638,497</u>	<u>4,115,744</u>	<u>20%</u>
Total Liabilities	29,988,571	28,755,919	1,232,652	26,416,852	3,571,719	14%
Equity						
Total Equity	<u>23,789,420</u>	<u>22,614,667</u>	<u>1,174,753</u>	<u>21,741,650</u>	<u>2,047,770</u>	<u>9%</u>
TOTAL LIABILITIES & EQUITY	<u>53,777,991</u>	<u>51,370,586</u>	<u>2,407,405</u>	<u>48,158,502</u>	<u>5,619,489</u>	<u>12%</u>

Financial Reports

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

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06/09/2022

Accrual Basis

	Jan - May 22	Jan - May 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	498,895.16	395,471.40	103,423.76	26.15%
Total Building and land rent	723,680.65	702,348.53	21,332.12	3.04%
Total Other revenue	47,380.08	28,552.84	18,827.24	65.94%
Total Income	1,269,955.89	1,126,372.77	143,583.12	12.75%
Gross Profit	1,269,955.89	1,126,372.77	143,583.12	12.75%
Expense				
Total Administrative expenses	681,905.12	683,369.49	-1,464.37	-0.21%
Total Maintenance expenses	490,488.02	541,503.51	-51,015.49	-9.42%
Total Expense	1,172,393.14	1,224,873.00	-52,479.86	-4.29%
Net Ordinary Income	97,562.75	-98,500.23	196,062.98	199.05%
Total Other Income	2,303,307.86	2,097,693.08	205,614.78	9.8%
Total Other Expense	1,446,081.30	1,454,725.85	-8,644.55	-0.59%
Net Other Income	857,226.56	642,967.23	214,259.33	33.32%
Net Income	954,789.31	544,467.00	410,322.31	75.36%

Financial Reports

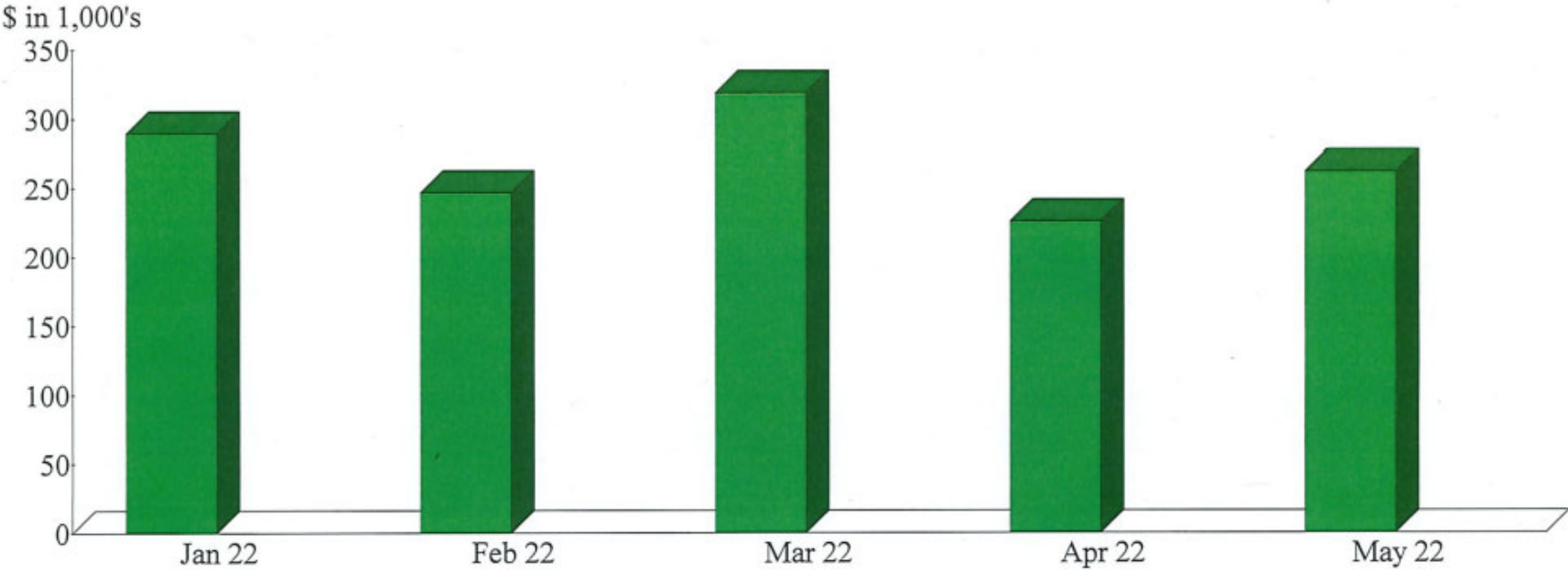
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of May 31, 2022

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 06/09/2022
 Accrual Basis

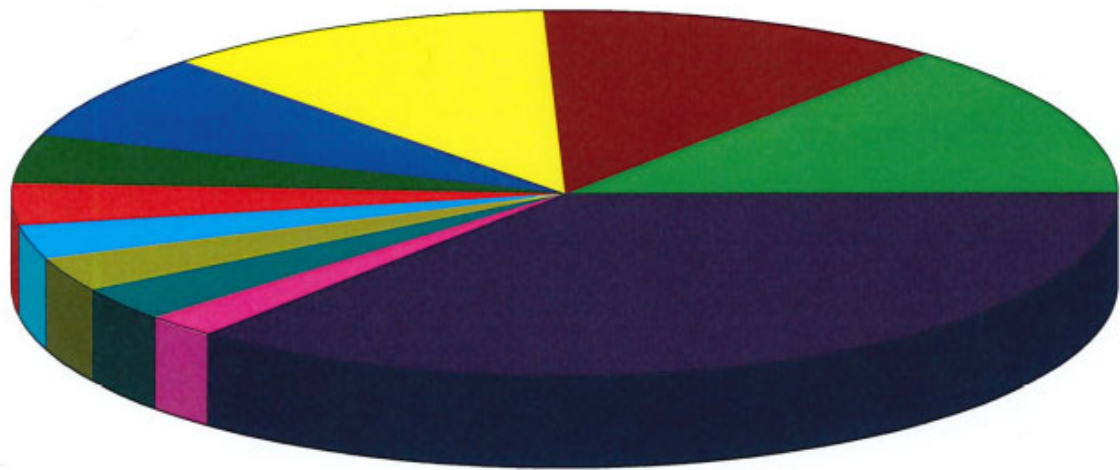
	<u>May 22</u>	<u>Jan - May 22</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	1,561,812	1,675,282	9,278,875	-7,603,593	18%
Total Buildings & Improvements	130,729	905,582	3,822,583	-2,917,001	24%
Total Equipment	1,437	-8,045	167,500	-175,545	-5%
Total Land	<u>0</u>	<u>0</u>	<u>38,000</u>	<u>-38,000</u>	<u>0%</u>
Total Fixed assets at cost	1,693,978	2,572,819	13,306,958	-10,734,139	19%

Sales by Month
January through May 2022

Dollar Sales



Sales Summary
January through May 2022

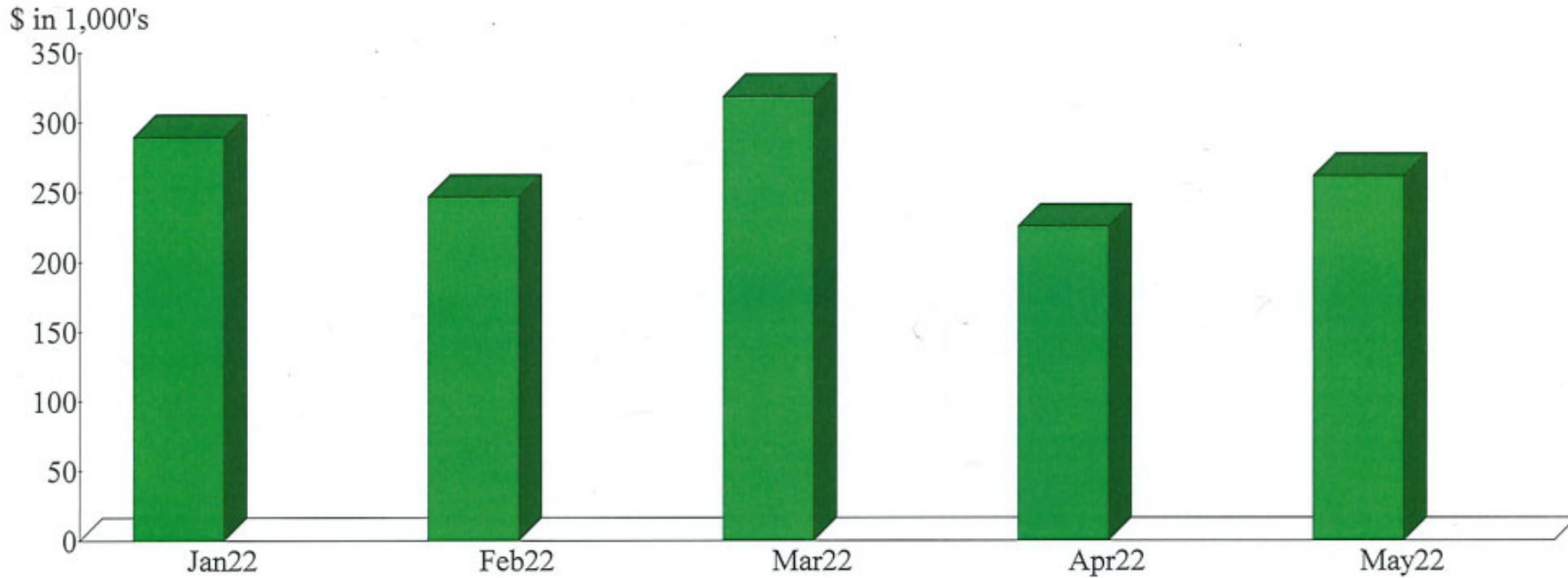


Kansas Erosion Products, LLC.	13.77%
Avflight Salina	12.04
1 Vision Aviation, PLLC	11.49
Stryten Salina, LLC	7.75
SFC Global Supply Chain	4.32
Universal Forest Products (UFP)	3.81
K-State Salina	3.18
Marine Forces Reserve MAG-49	3.10
108th Aviation Regiment	3.07
Nellis AFB	2.11
Other	35.36
Total	\$1,341,169.88

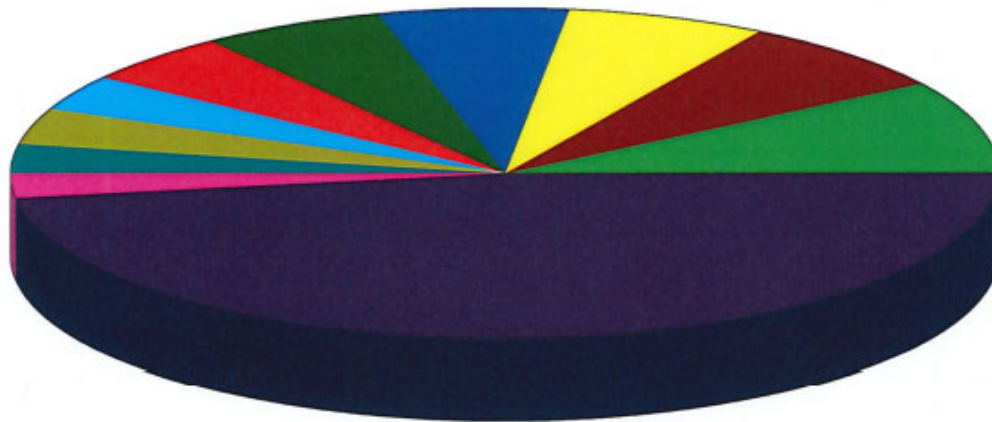
By Customer

Sales by Month
January through May 2022

Dollar Sales



Sales Summary
January through May 2022



H-00959-1 (Hangar Facility H959 - 2044 S	9.14%
B-01021 (Building #1021 located at 3600	7.35
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.55
FFF-Avflight Salina (Fuel Flowage Fee @	6.35
Utility Reimbursement (Utility Reimburse	6.05
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	5.02
Insurance(CP) (Insurance Reimbursement)	3.65
B-00620-1 (Building #620 (30,000 SF) an	3.56
B-00626-1 (Manufacturing facility #626 (3.02
H-0509-2 (Hangar 509 Rental - Overnight	2.46
Other	46.84
Total	\$1,341,169.88



U.S. Department
of Transportation
**Federal Aviation
Administration**

Airports Division
Central Region
Iowa, Kansas, Missouri, Nebraska

FAA ACE-621E
901 Locust
Kansas City, MO 64106

June 2, 2022

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

Dear Mr. Rogers:

Salina Regional Airport
AIP No 3-20-0072-042-2021
UEI No U52XQG5AF6N9
Multi-Year Letter Amendment (Amendment No. 1)

This letter transmits the Federal Aviation Administration's (FAA) fiscal year (FY) 2022 statement of the maximum obligation for the multi-year Grant Agreement for Airport Improvement Project No. 3-20-0072-042-2021.

The above-captioned grant agreement commits the United States to the obligation of additional amounts to this project, as authorized by Title 49, U.S.C., Section 47108(b), as amended. For FY2022, this additional amount is \$1,111,111.

The current maximum obligation, including FY2022 funds, for this agreement is now \$4,227,132. For the purposes of any future grant amendments which may increase the maximum obligation of the United States under the provisions of Title 49, U.S.C., Section 47108(b), as amended, the following amounts are being specified for this purpose.

\$ 0.00 for planning
\$ 4,227,132 for airport development or noise program implementation

All other terms and conditions of the Grant Agreement remain in full force and effect.

Under the terms of the Grant Agreement, this document is incorporated into and constitutes Amendment No. 1 to the above referenced Grant Agreement.

Sincerely,

Jim A. Johnson
Manager, Airports Division

PROJECT BUDGET

**SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS
Rehabilitate South 7500' Rwy 17/35
F.A.A. A.I.P. P.N 3-20-0072-42-2021**

Updated 6/10/2022

Multi-Year Grant

COSTS:

	<u>Sponsor Funding</u>	<u>FAA Funding</u>	<u>TOTAL</u>
ADVERTISING AND ADMINISTRATION			
Advertisement-Construction	\$ 3.92	\$ 1,791.08	\$ 1,795.00
Legal	0.73	335.69	336.42
Advertising and Administration Sub-Total =	\$4.66	\$ 2,126.76	\$2,131.42
ENGINEERING SERVICES			
Basic Services	\$ 781.91	\$ 357,130.67	\$ 357,912.58
Special Services	647.94	295,941.06	296,589.00
Engineering Services Sub-Total =	1,429.85	653,071.73	654,501.58
CONSTRUCTION COST			
Construction Eligible	\$ 8,005.49	\$ 3,656,891.51	\$ 3,664,897.00
Construction Ineligible (SAA Insurance)	1.00	-	1.00
Construction Cost Sub-Total =	\$ 8,006.49	\$ 3,656,891.51	\$ 3,664,898.00
TOTAL PROJECT COST =	\$ 9,441.00	\$ 4,312,090.00	\$ 4,321,531.00
Truncate cents (fed share)			
	\$9,441.00	\$4,312,090.00	\$ 4,321,531.00
In FFY 2021, ARPA grant funded local match	FY 2021 \$ 1.00	\$ 3,116,021.00	\$ 3,116,022.00
In FFY 2022, ARPA grant funded local match	FY 2022 -	1,111,111.00	1,111,111.00
It is unknown if ARPA funds will be available for 2023 for local match	FY 2023 9,440.00	84,958.00	94,398.00
	\$ 9,441.00	\$ 4,312,090.00	\$ 4,321,531.00



Runway 17/35 Rehabilitation Funding Summary

Costs

17/35 - North 4,800 Ft	\$	1,782,887
17/35 - South 7,500 Ft	\$	4,321,531
Total Design and Construction	\$	6,104,418

Funding

Federal	71%	\$	4,312,090
State	22%	\$	1,352,948
Local	7%	\$	439,380
	100%	\$	6,104,418

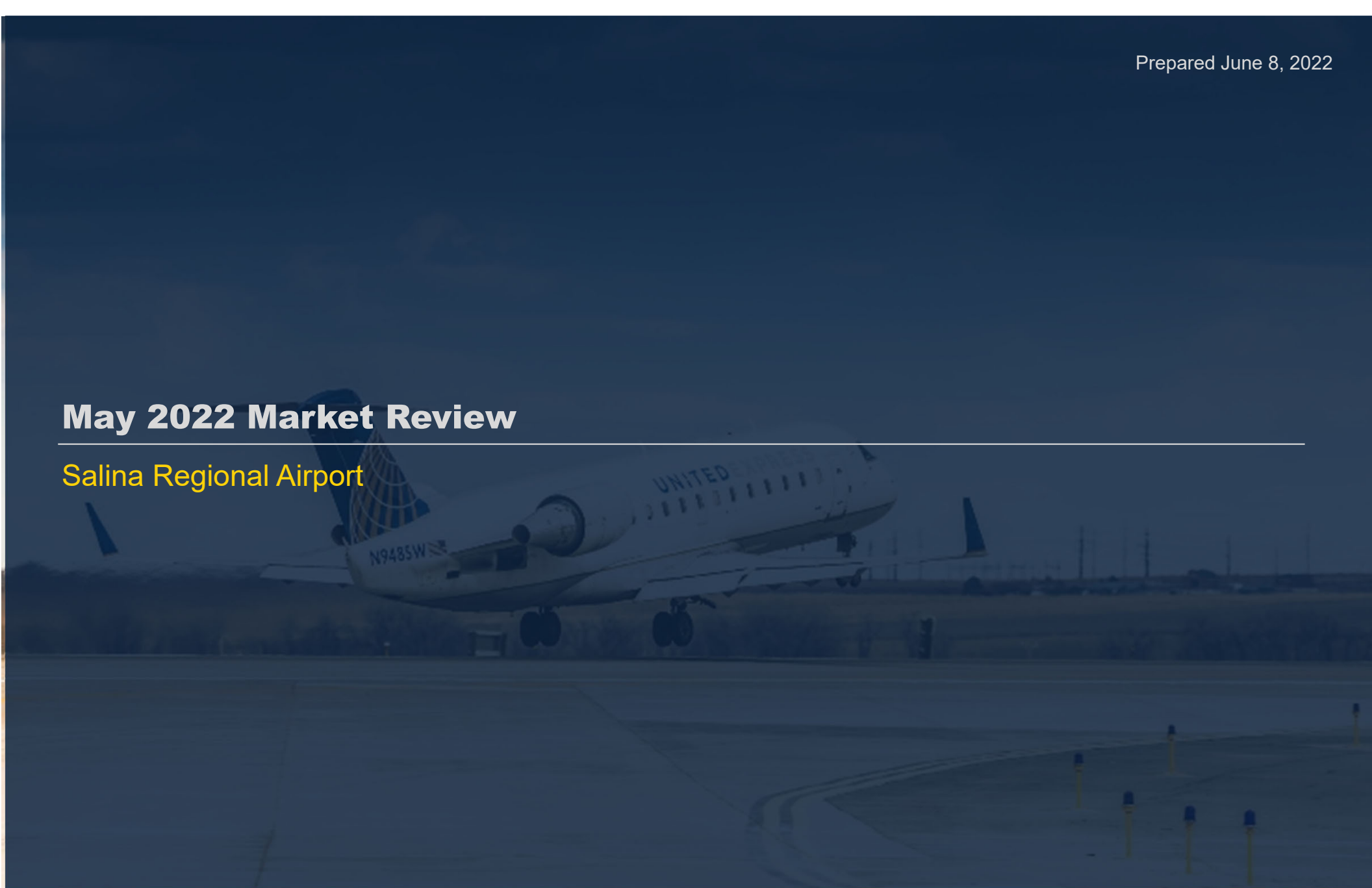
Review and update of the EAS Program air carrier selection process.

TIM ROGERS, A.A.E.

GARY FOSS, ARKSTAR

May 2022 Market Review

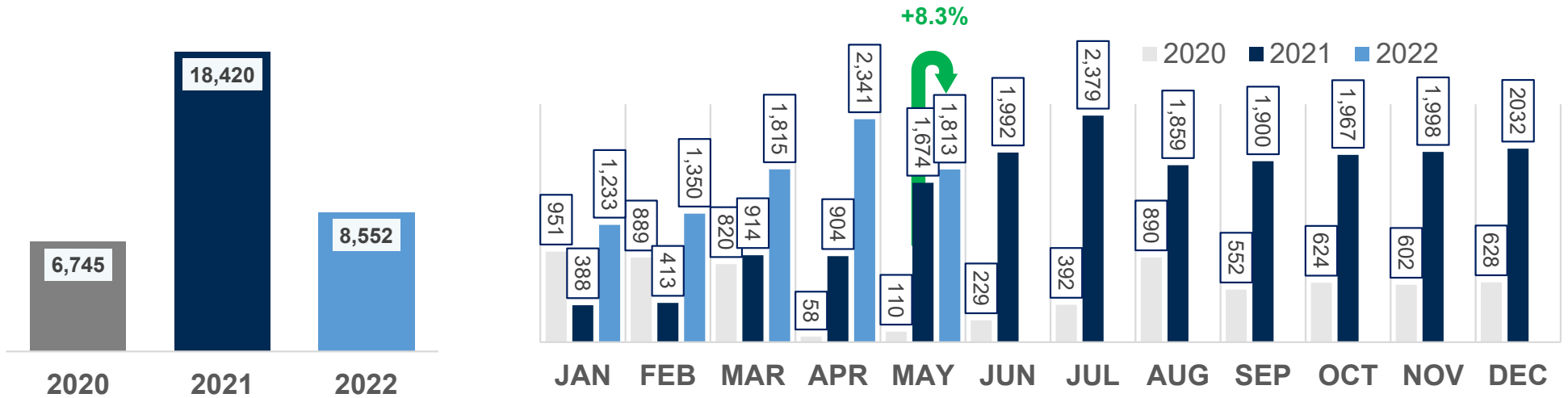
Salina Regional Airport



Key Performance Indicators

May 2022 enplanements increased 8.3% yr/yr departing Salina

Salina Outbound Passenger Enplanements January 2020 to May 2022



Key Performance Indicators

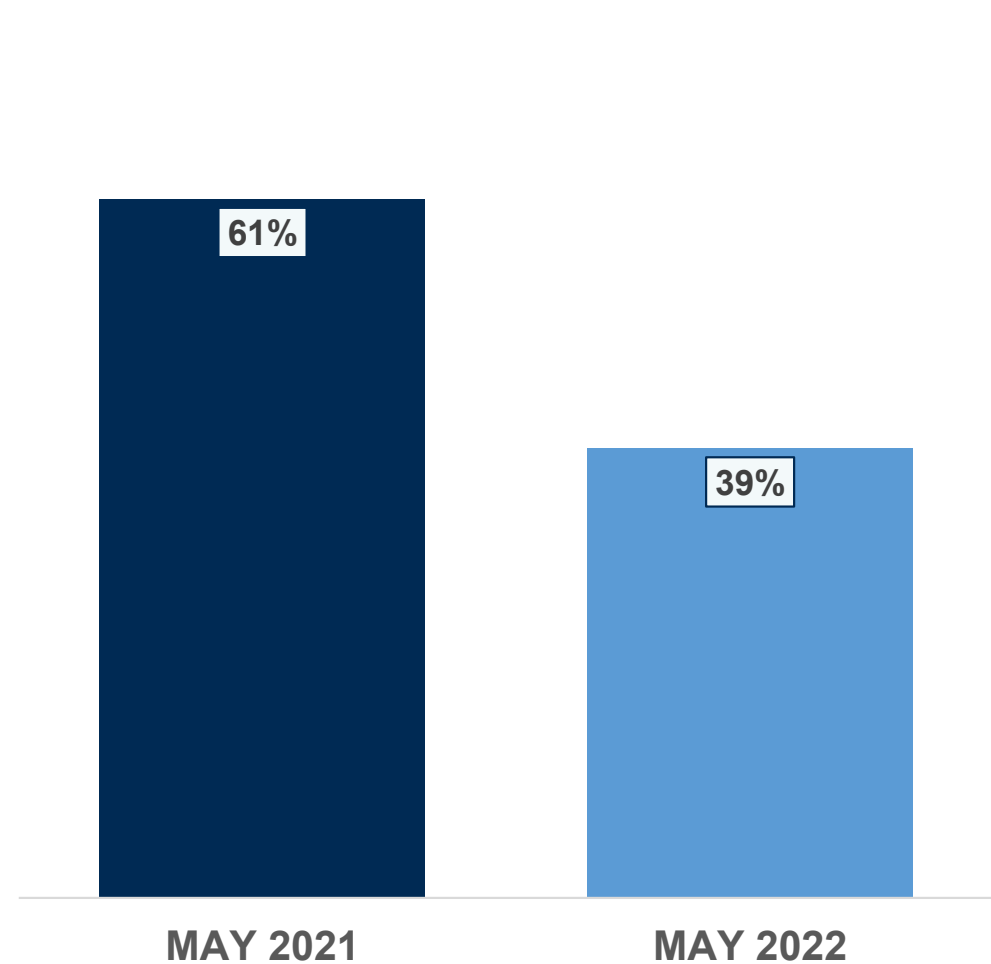
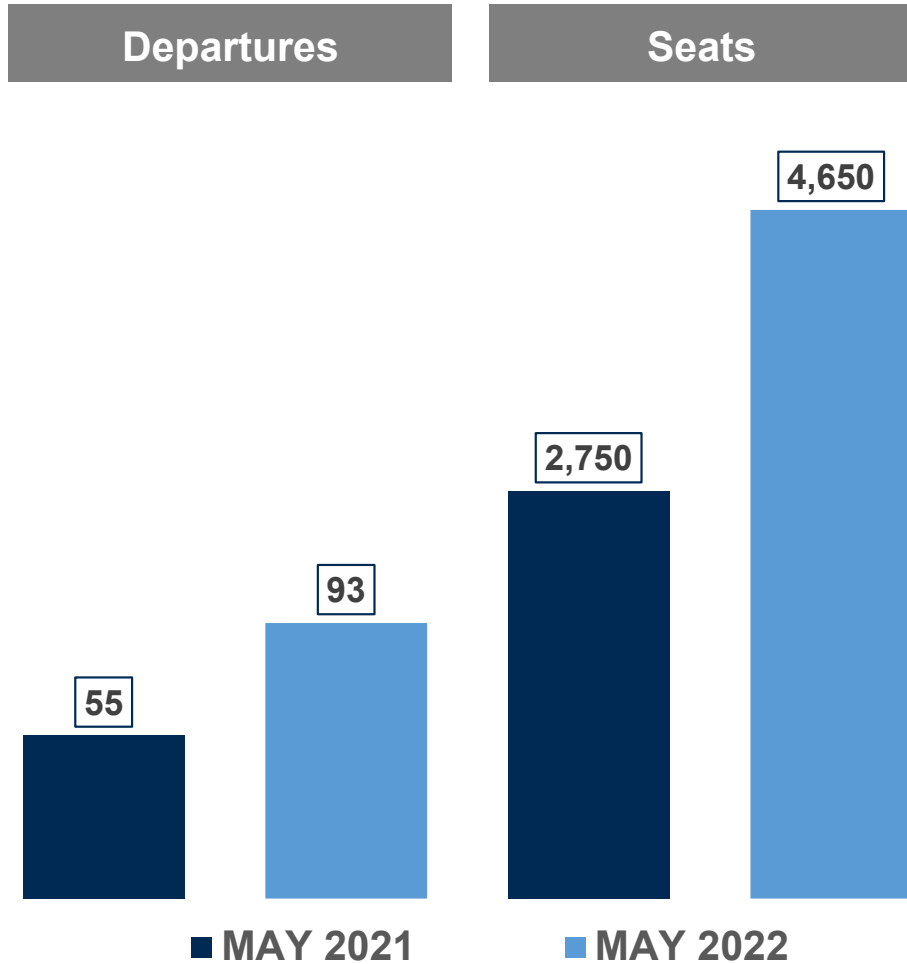
Salina reported a Load Factor of 39% for May. The reduction compared to last year is primarily due to a new daily flight departing Salina for Hays at/around 630pm that terminated at Hays with no local Salina demand (the flight originated from DEN)

Salina Outbound Operated Capacity

May 2022 vs. May 2021

Salina Load Factor

May 2022 vs. May 2021



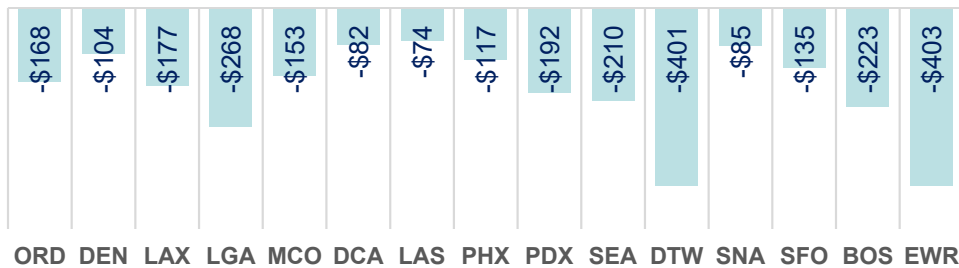
Key Performance Indicators

Leisure fares in SLN's Top Markets are cheaper in 24 of 30 comparisons than fares from either ICT or MCI

Leisure Market Fare Differential

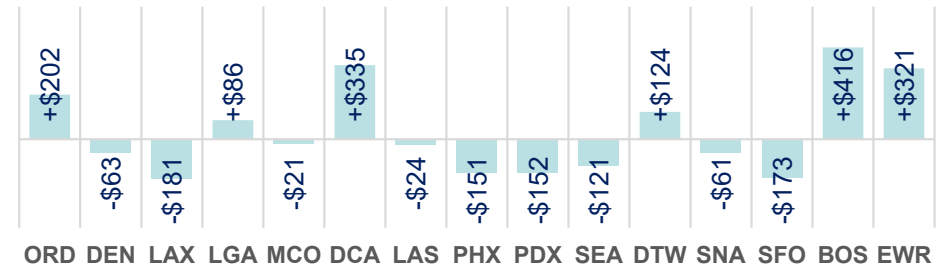
Salina vs. United at Wichita

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



Salina vs. United at Kansas City

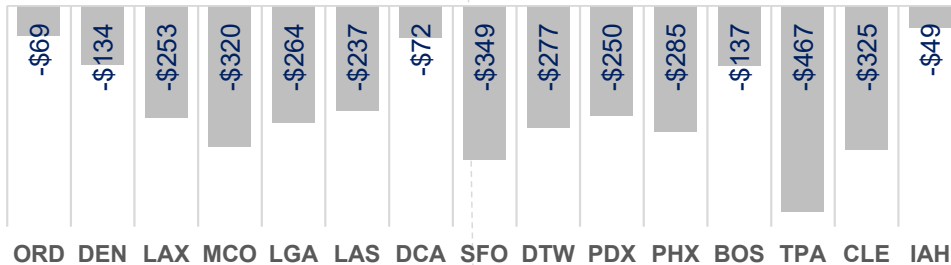
→ 11 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with nine cheaper



Source: itasoftware.com as of 06/08/22 - Roundtrip Fare for Travel 08/11/22 returning 08/18/22

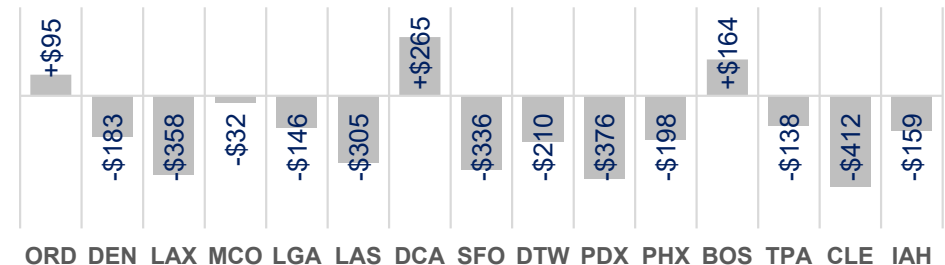
Last Month - Salina vs. United at Wichita

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



Last Month - Salina vs. United at Kansas City

→ 13 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with twelve cheaper




Source: itasoftware.com as of 05/06/22 - Roundtrip Fare for Travel 06/16/22 returning 06/23/22

The lowest SLNDEN roundtrip fare available on any given day in July is \$180, while the “highest” daily low is \$410

Salina to Denver Roundtrip Fare Calendar July 2022

Search summary: Salina, KS, US → Denver, CO, US

i Fares listed are for the entire trip, per person, and include taxes and fees. Additional bag charges may apply.

Calendar start date: Jul 01, 2022  Cabin: Economy/Premium E... Length of stay: 7 days

< Jul 1 - 30, 2022 >


Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	1 from \$180 Lowest	2 from \$180 Lowest
3 from \$330	4 from \$280	5 from \$280	6 from \$380	7 from \$330	8 from \$330	9 from \$230
10 from \$330	11 from \$280	12 from \$410	13 from \$280	14 from \$280	15 Not available	16 from \$230
17 from \$230	18 from \$230	19 from \$230	20 from \$410	21 from \$280	22 from \$230	23 from \$180 Lowest
24 from \$230	25 from \$230	26 from \$230	27 from \$280	28 from \$230	29 from \$230	30 from \$330

The lowest SLNORD roundtrip fare available on any given day in July is also \$180, while the “highest” daily low is \$689

Salina to Chicago Roundtrip Fare Calendar July 2022

Search summary: Salina, KS, US → Chicago, IL, US

i Fares listed are for the entire trip, per person, and include taxes and fees. Additional bag charges may apply.

Calendar start date: Jul 01, 2022  Cabin: Economy/Premium E... Length of stay: 7 days Update

< Jul 1 - 30, 2022 >

Flexible calendar +/- 3-day matrix

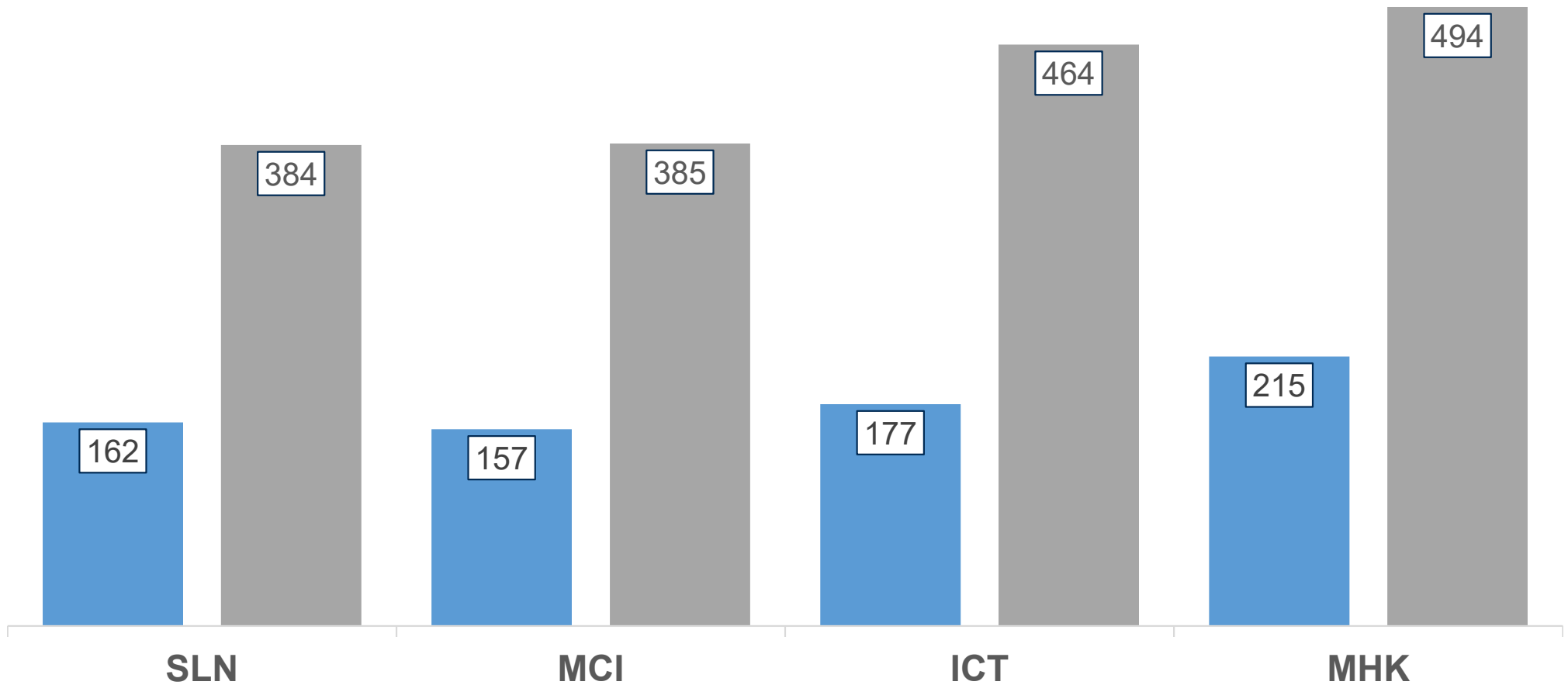
Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	1 from \$432	2 from \$222
3 from \$326	4 from \$180 Lowest	5 from \$236	6 from \$442	7 from \$318	8 from \$272	9 from \$203
10 from \$303	11 from \$303	12 from \$236	13 from \$525	14 from \$550	15 from \$318	16 from \$222
17 from \$442	18 from \$286	19 from \$236	20 from \$236	21 from \$550	22 from \$303	23 from \$318
24 from \$284	25 from \$560	26 Not available	27 from \$689	28 from \$326	29 from \$423	30 from \$395

Key Performance Indicators

Salina's average domestic fare was lower than the competition at Wichita and Manhattan in 4Q 2021

Comparison of the Salina Average Fare vs. Wichita, Kansas City and Manhattan Airports Four Quarter 2021 Post-Departure Results – All Carriers

■ Average Domestic Fare ■ Average International Fare



Consideration of SAA Resolution No. 22-05

Declaring the Salina Airport Authority's intent to levy a one mill tax to provide funds to match federal or state grants relating to the development, improvement, operation, or maintenance of the Salina Regional Airport.

TIM ROGERS, A.A.E.

Local Funds

Balance as of 03/11/2022		\$ 951,355	
Anticipated tax receipts through 12-31-2022		175,620	
		<u>1,126,975</u>	
Expenditures			
2022	Runway 17/35, South 7,500 ft construction	120,552	
2022	Runway 17/35, North 4,800 ft construction	375,787	
2022	Construct/improve/repair fuel farm (design)	36,976	
2022	Terminal Bldg. Expansion (design)	69,665	
2022	Terminal Bldg. Parking south overflow (design)	18,500	Non participating costs
2022	Terminal Bldg. Parking south overflow (construction)	150,000	Non participating costs
2022	Construct or improve Terminal Bldg. parking lot (design)	23,400	
2022	Rehabilitate Runway 12/30 (design)	33,882	
2022	North Ramp MRO study (alternatives assessment and updated ALP)	7,500	Non participating costs
2022	North Ramp MRO environmental evaluation (NEPA categorical exclusi	7,500	Non participating costs
2022	Runways 17/35 and 12/30 LED lighting	175,000	Non participating costs
2022	Pre-Tank Removal Environmental Site Assessment Work Plan	11,200	Non participating costs
2022	Rwy 12/30 pavement investigation	75,000	Non participating costs
2022 Total Anticipated Match Required		<u>1,104,962</u>	
Projected Balance at 12-31-2022		<u>22,013</u>	
Anticipated 2023 tax receipts		455,000	
2023	Construct/improve/repair fuel farm	243,099	
2023	Terminal Bldg. construction phase 1	118,234	
2023	Construct or improve Terminal Bldg. parking lot - Phase 1 (construction	137,750	
2022	Acquire snow removal equipment	143,000	
2023 Total Anticipated Match Required		<u>642,083</u>	
Projected Balance at 12-31-2023		<u>(165,070)</u>	
SAA Operating Cash Required		165,070	
Anticipated 2024 tax receipts		461,825	
2024	Terminal Bldg. construction phase 2	118,234	
2024	Construct or improve Terminal Bldg. parking lot - Phase 2 (construction	137,750	
2024	Rehabilitate Runway 12/30 (construction)	389,643	
2024 Total Anticipated Match Required		<u>645,627</u>	
Projected Balance at 12-31-2024		<u>(183,802)</u>	
SAA Operating Cash Required		183,802	
Anticipated 2025 tax receipts		468,752	
2025	Terminal Bldg. construction phase 3	118,234	
2025	Rehabilitate T/W's A, B, C, D, E & from Rwy 35 to T/W G (Phase 1)	244,488	
2025 Total Anticipated Match Required		<u>362,722</u>	
Projected Balance at 12-31-2025		<u>106,031</u>	
Anticipated 2026 tax receipts		475,784	
2026	Rehabilitate T/W's A, B, C, D, E & from Rwy 35 to T/W G (Phase 2)	244,488	
2026 Total Anticipated Match Required		<u>244,488</u>	
Projected Balance at 12-31-2026		<u>337,327</u>	
Anticipated 2027 tax receipts		482,920	
2027	Upgrade Runways 17-35 lighting systems	71,595	
2027	Upgrade Runways 12-30 lighting systems	43,500	
2027 Total Anticipated Match Required		<u>115,095</u>	
Projected Balance at 12-31-2027		<u>705,152</u>	

Review and consideration of bids received for the sale of Salina Airport Authority taxable general obligation temporary notes, Series 2022-1.

TIM ROGERS, A.A.E.

\$1,000,000
Salina Airport Authority
Taxable General Obligation Temporary Notes
Series 2022-1

Bid Tabulation Sheet

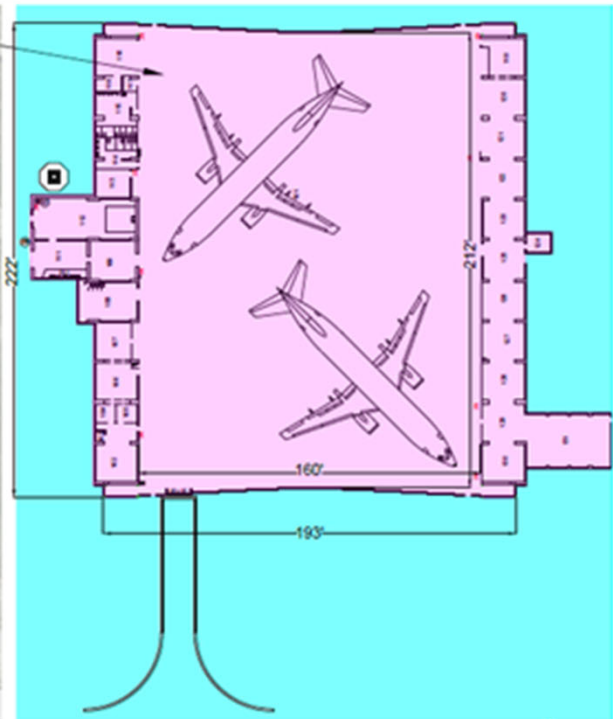
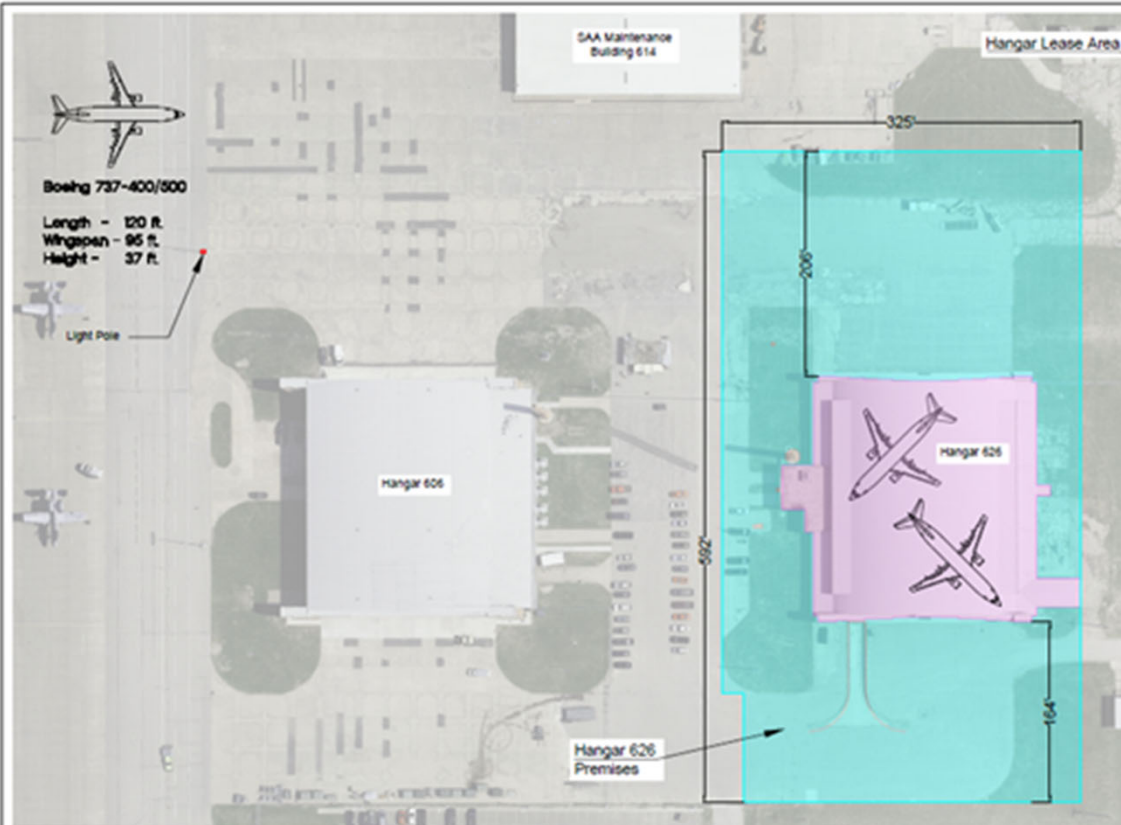
Bid Date: June 3, 2022
Dated and Delivery: July 7, 2022
Maturity Date: July 1, 2023
First Call Date: December 1, 2022

Bidder	Average Coupon	Total Interest to Maturity
1. Bennington State Bank	2.2500%	\$22,125.00
2. First Bank Kansas	2.3600%	\$23,206.67
3. The Plains State Bank	3.4100%	\$33,531.67

Consideration of SAA Resolution No. 22-06

Directing the issuance, sale and delivery of taxable, general obligation temporary notes, Series 2022-1, in the amount of \$1,000,000 of the Salina Airport Authority.

TIM ROGERS, A.A.E.



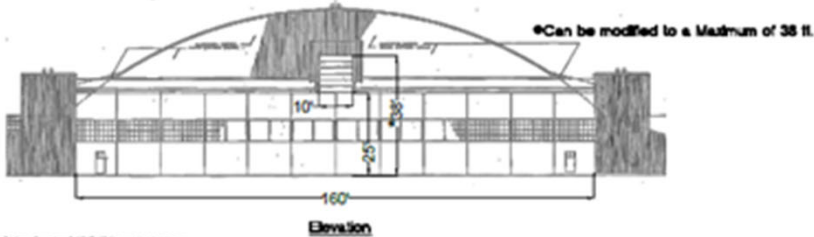
Hangar 626
 2625 Arnold Court
 Hangar Area - 85,867 S.F.
 Shop Space East Area - 5,588 S.F.
 Office West Area - 5793 S.F.
 Total Hangar Area - 47,988 S.F.

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



Scale in Feet
 Drawing Number 3033-02-22

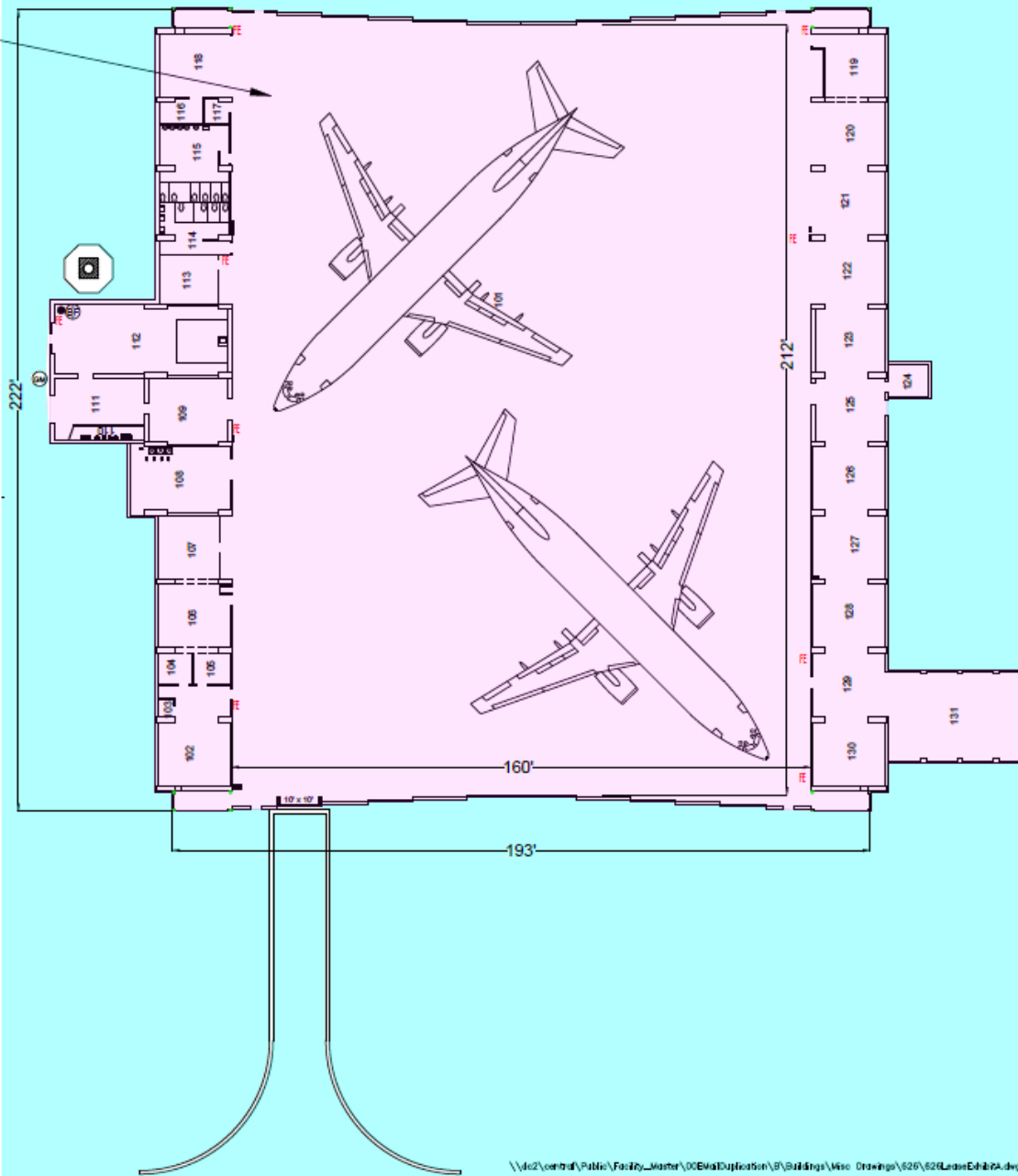
3227 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX 785-827-2221)
 Name: REVISIONS
 Date: DESIGNED BY
 Scale: DRAWN BY
 As Shown: SCALE
 Date: 08/06/12, 1460

SALINA AIRPORT AUTHORITY
Hangar 626 Lease Exhibit A

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#1:\Users\j\work\salina\3033-02-22\3033-02-22.dwg (Drawing) 3/27/12 10:58:58 AM

Hangar Lease Area



Hangar 626
 2625 Arnold Court
 Hangar Area - 35,867 S.F.
 Shop Space East Area - 5,588 S.F.
 Office 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



3257 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None :REVISIONS
 MWC :DESIGNED BY
 MWC :DRAWN BY
 As Shown :SCALE
 04/28/22, 955 :DATE

SALINA AIRPORT AUTHORITY
 1 Vision Aviation Hangar 626 Lease Exhibit A

1
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 1

Directors' Forum

KENT BUER - CHAIR

A solid blue horizontal bar spans the width of the slide at the bottom.

Visitor's Questions & Comments



Staff Reports

TIM ROGERS, A.A.E.

Announcements



Gunslinger 22 (Hangar 600)
June 1 - July 1



Runway 17/35 Rehab (South 7,500')
July 5 – September 7



Adjournment