

Salina Airport Authority Board of Directors Regular Meeting

SEPTEMBER 21, 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

KENT BUER, CHAIR

Additions to the agenda and agenda overview

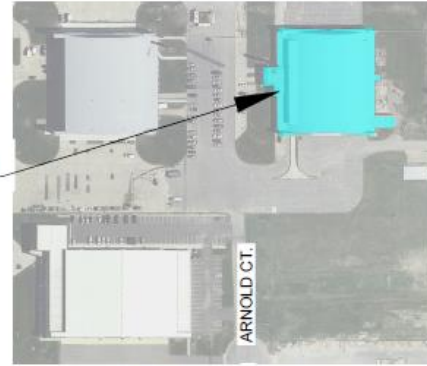
TIM ROGERS, A.A.E.

Agenda Review

- Consideration of an architectural and engineering agreement for H626 rehabilitation project
- Consideration of a Lease Agreement for Unit A in the Salina Development Center
- Consideration of a Lease Agreement for Unit A of Building B595
- Review of the SAA's building and hangar lease plan for 2022 and 2023

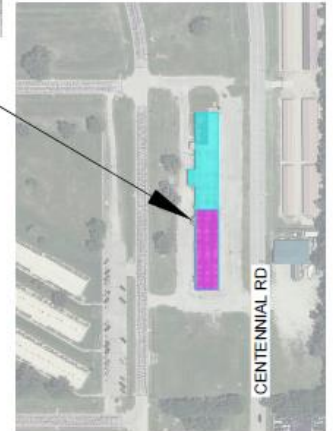
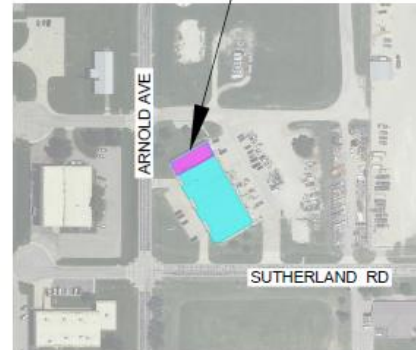


Hangar 626



Building 595
(Hentzen Coatings)

Building 520
Development Center
(Flotation Technology)



Drawing Number 3091-09-22



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

None REVISIONS
MWC DESIGNED BY
MWC DRAWN BY
↑ - 2000' SCALE
09/18/22, 10:50 DATE



Approval of the minutes of the August 17, 2022 regular board meeting, August 31, 2022 special board meeting, and the September 14, 2022 special board meeting

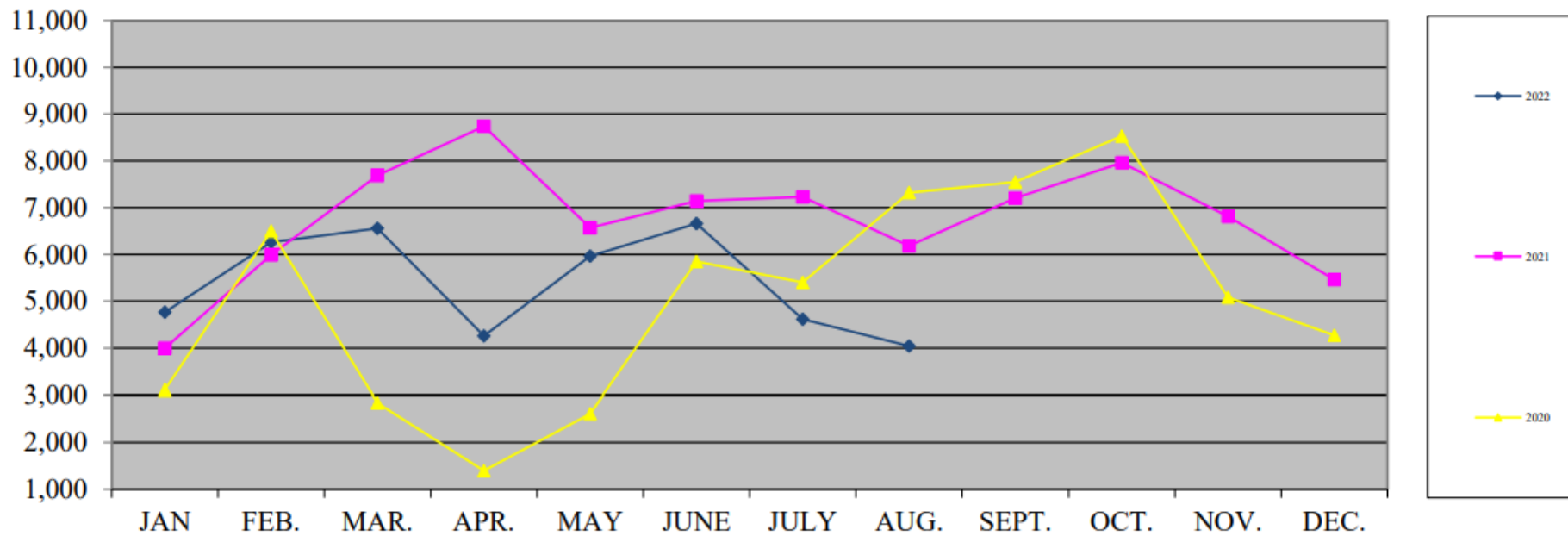
KENT BUER, CHAIR

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

TIM ROGERS, A.A.E.

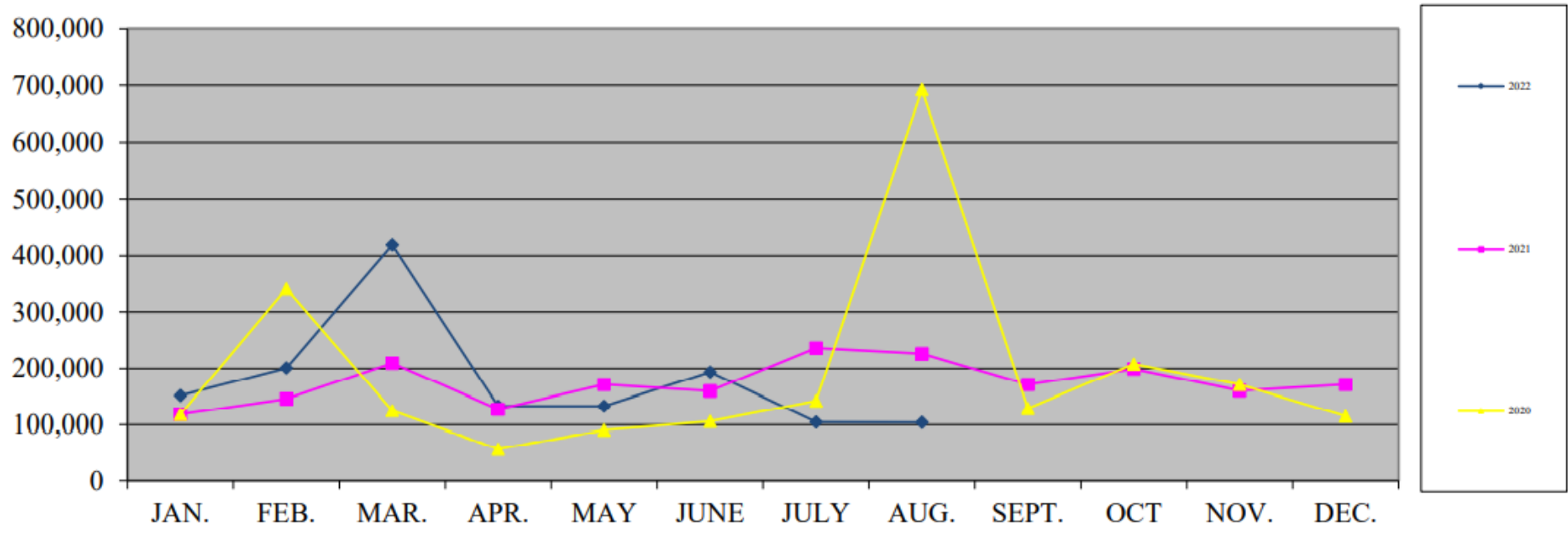
SHELLI SWANSON, C.M.

Air Traffic

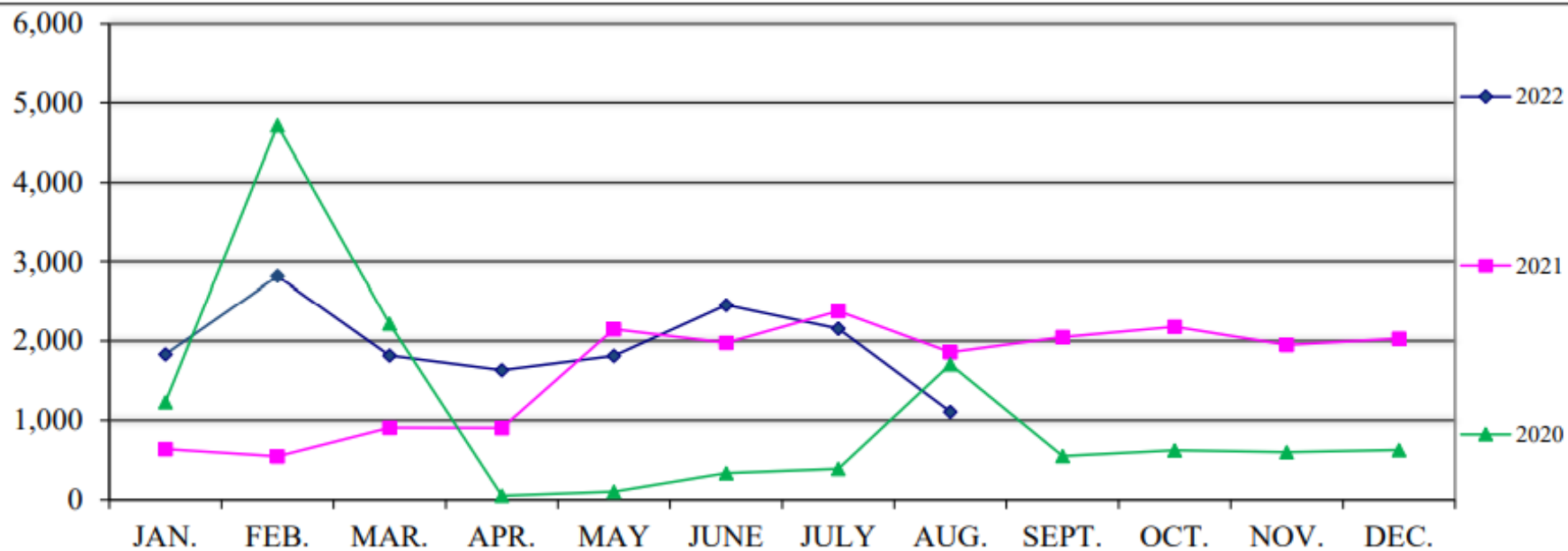




Fuel Flowage



Enplanements



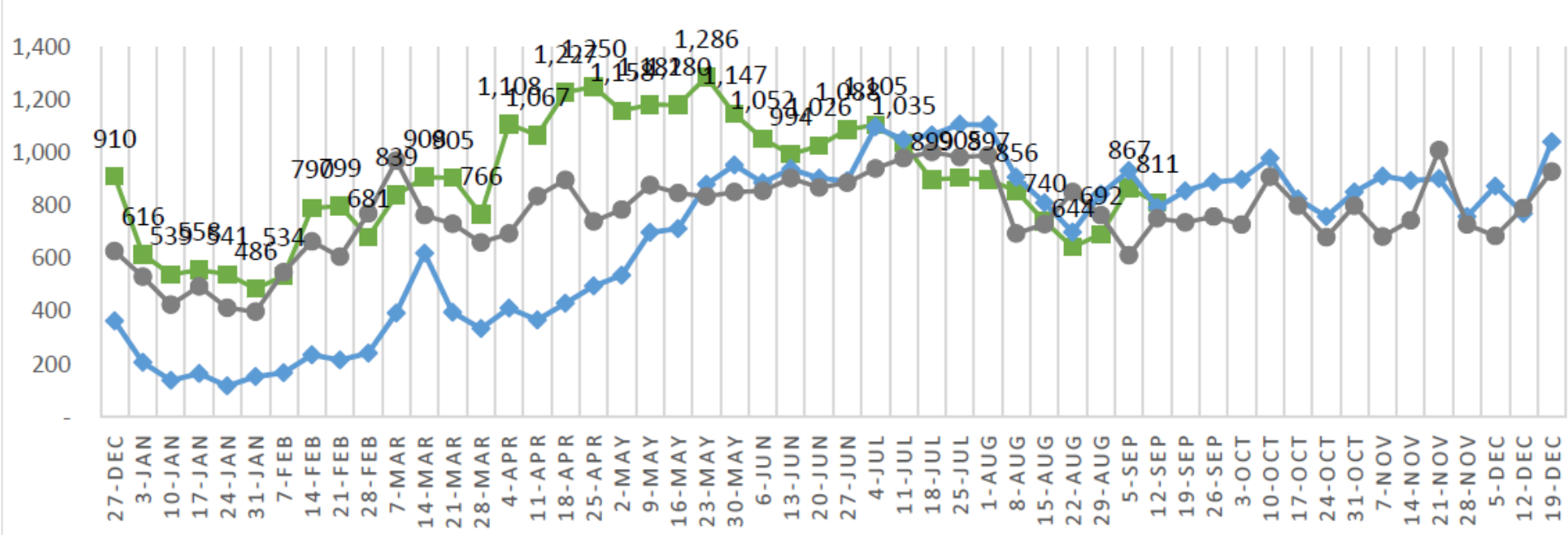
2021 - 2022 SkyWest Airlines

Weekly Enplane and Deplane (Monday thru Sunday)

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

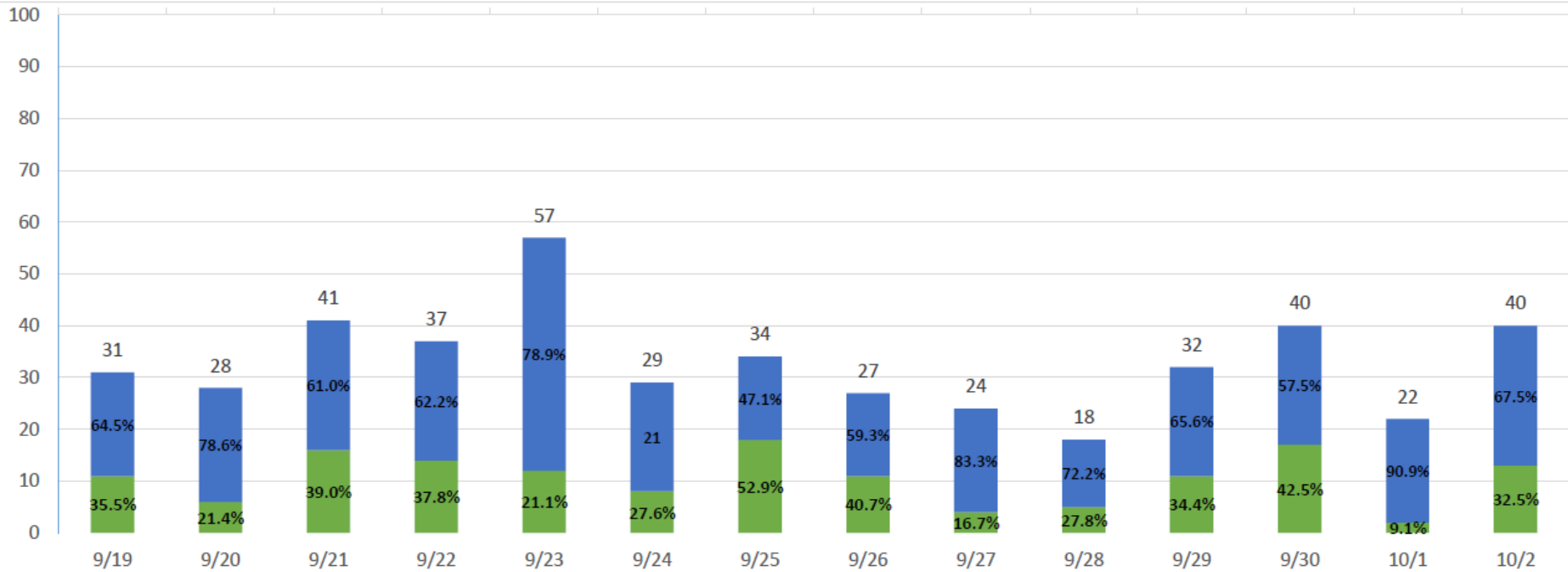
TOTAL SLN PASSENGERS - PER WEEK

2022 TOTAL 2021 TOTAL 2019 TOTAL

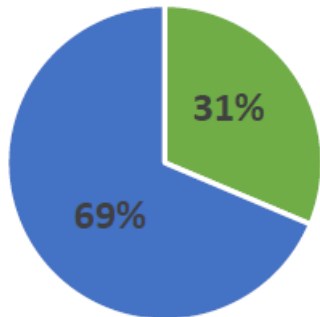


* Passenger numbers reported are unaudited by SKW and subject to change

ADVANCED BOOKINGS



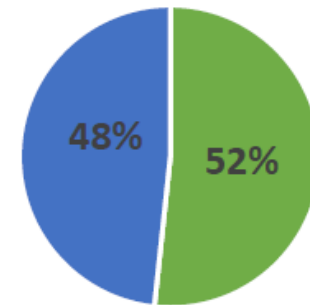
Advanced Bookings
September 19 - October 2



■ DEN ■ ORD

■ DEN ■ ORD/HYS

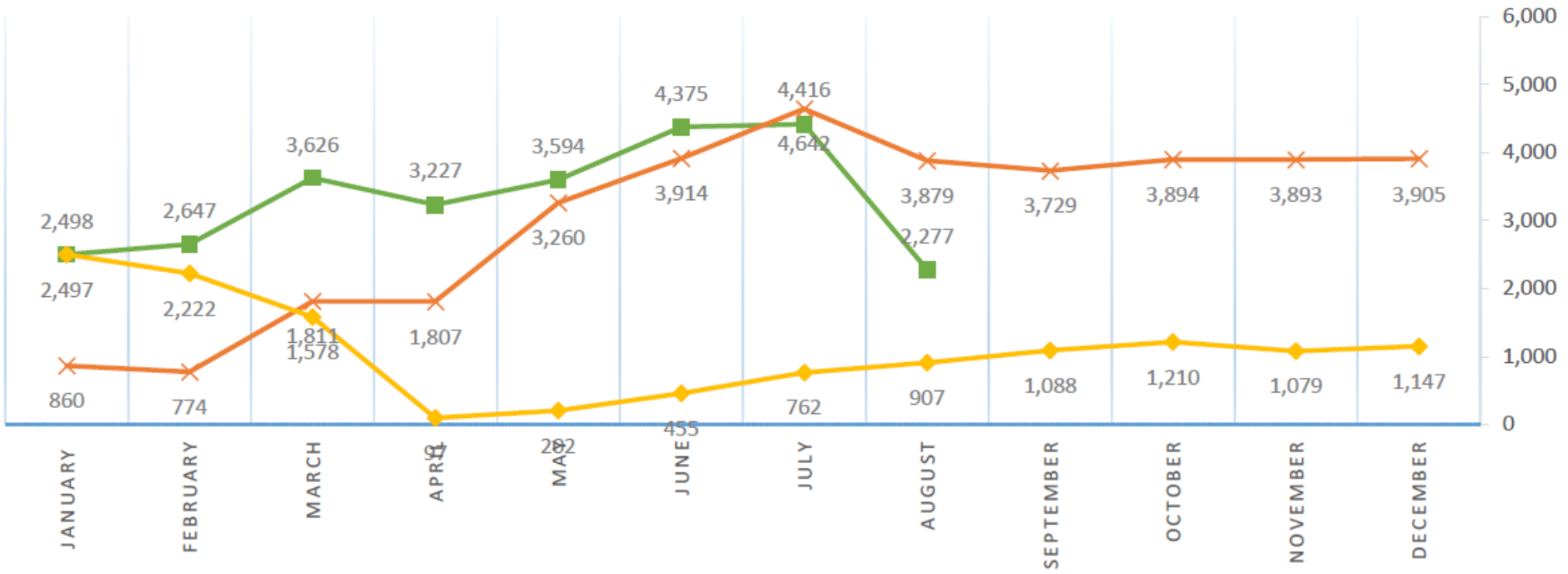
Advanced Bookings
Year-To-Date



■ DEN ■ ORD

SLN PASSENGERS - PER MONTH

■ 2022 TOTAL × 2021 TOTAL ◆ 2019 TOTAL



\$78.66

- * Per Pax subsidy based on prior 12 months
- * Subsidy amount based on \$275,848/month
- * Total passengers - the total of enplaned and deplaned passengers at SLN
- * Passenger numbers reported are unaudited by SKW and subject to change

August 2022 Market Review

Salina Regional Airport



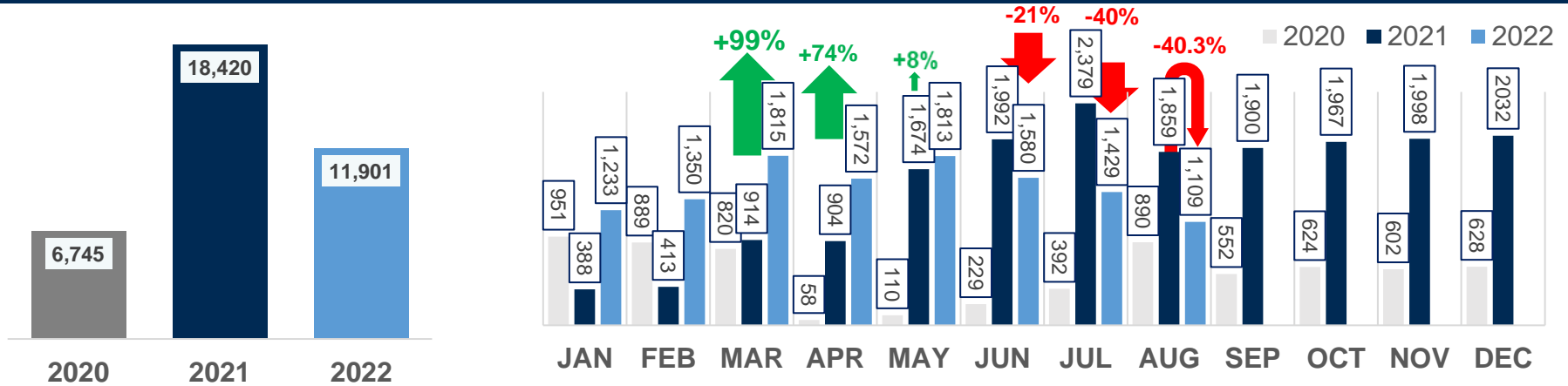


Key Performance Indicators

Enplanements have slowed each month since the advent of tag flying on April 3 falling yr/yr starting in June. The rate of decline is slowing, perhaps related to recission of the Notice of Termination on June 24

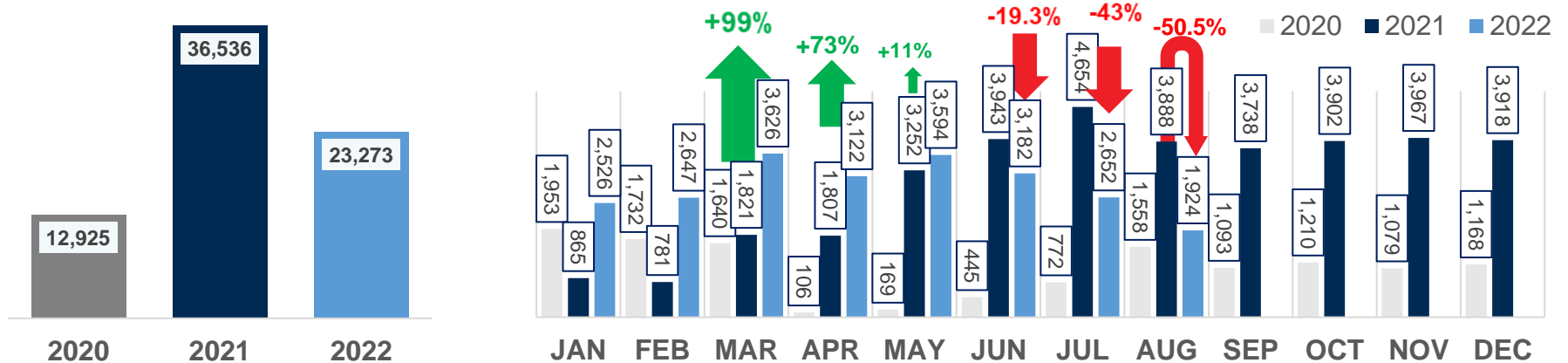
Salina Outbound Passenger Enplanements

January 2020 to August 2022



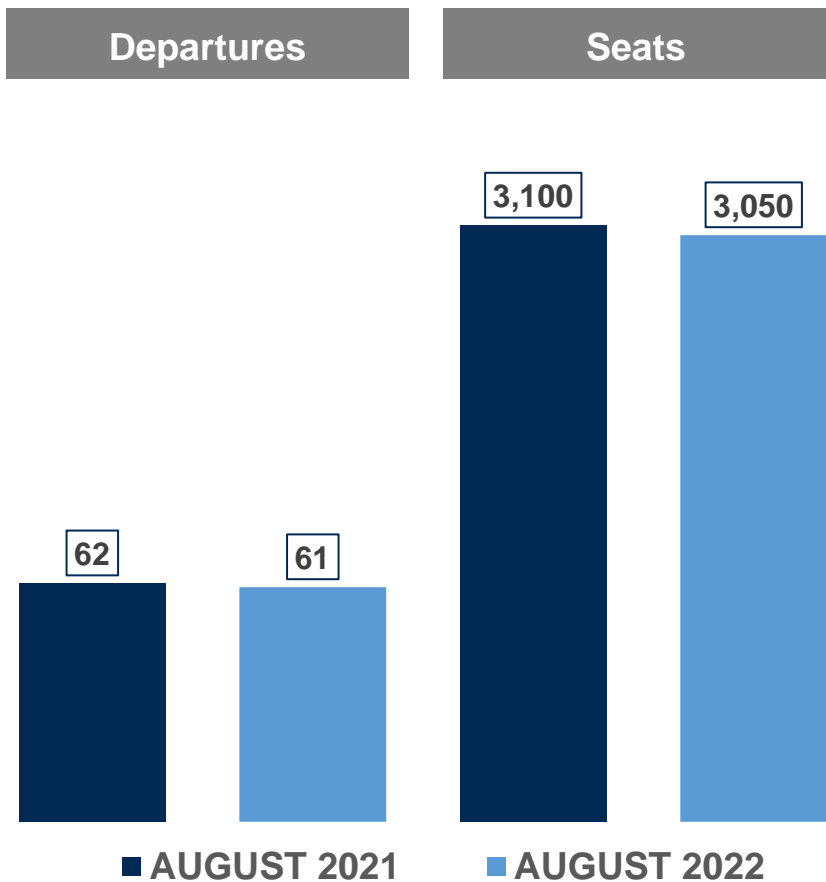
Salina Roundtrip Passenger Enplanements

January 2020 to August 2022



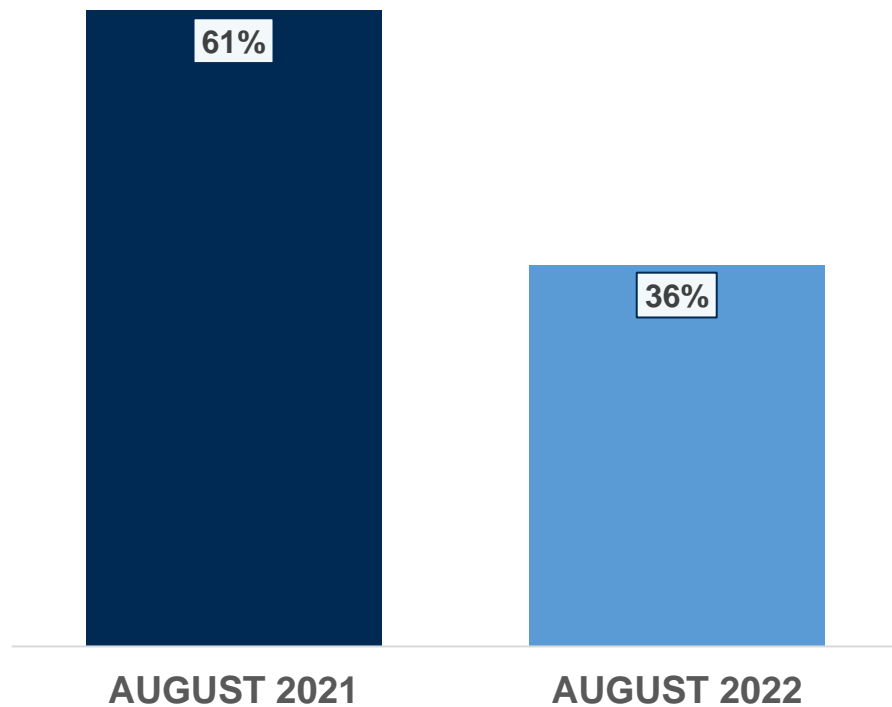
Salina Outbound Operated Capacity

August 2022 vs. August 2021



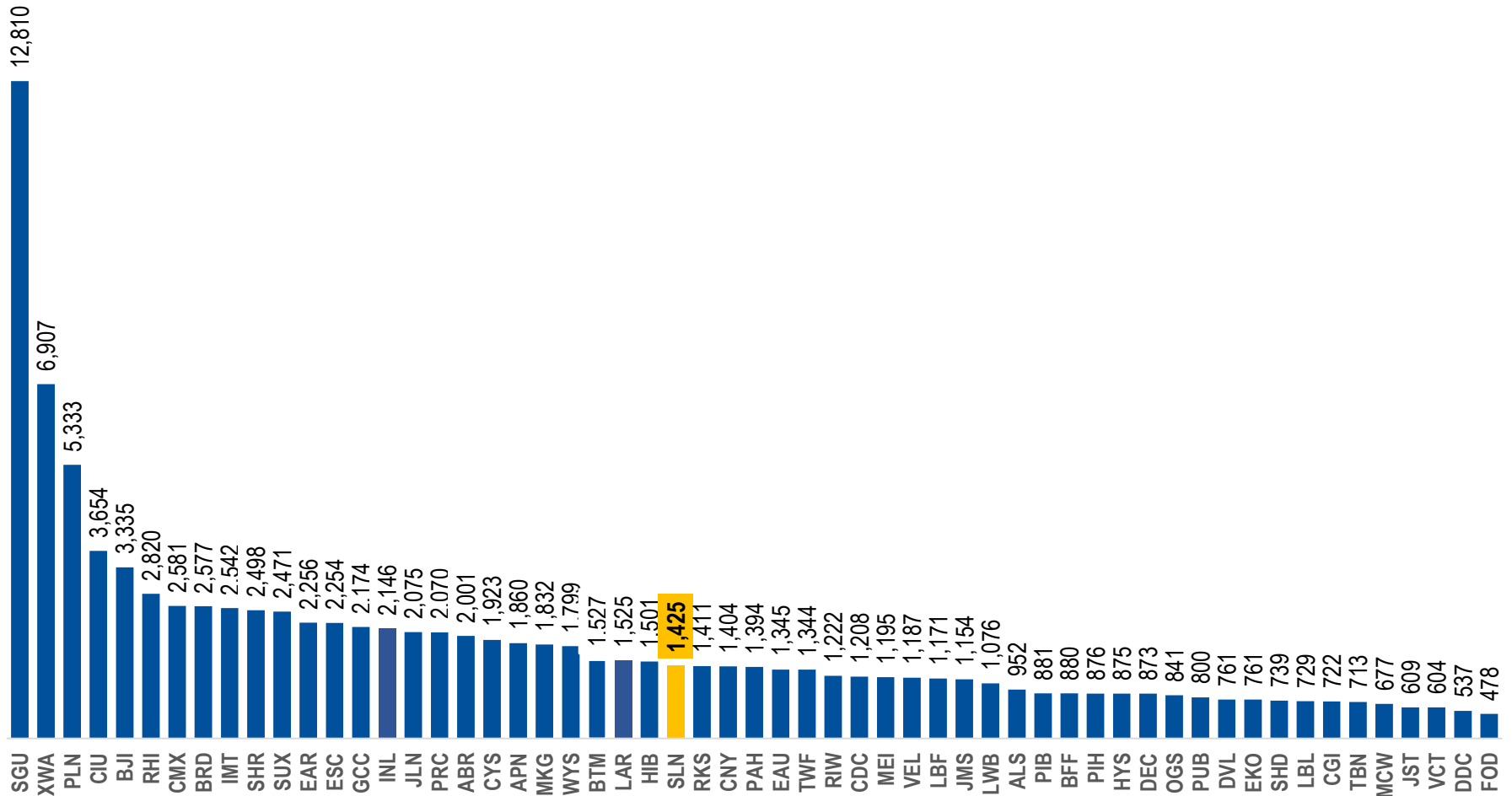
Salina Load Factor

August 2022 vs. August 2021



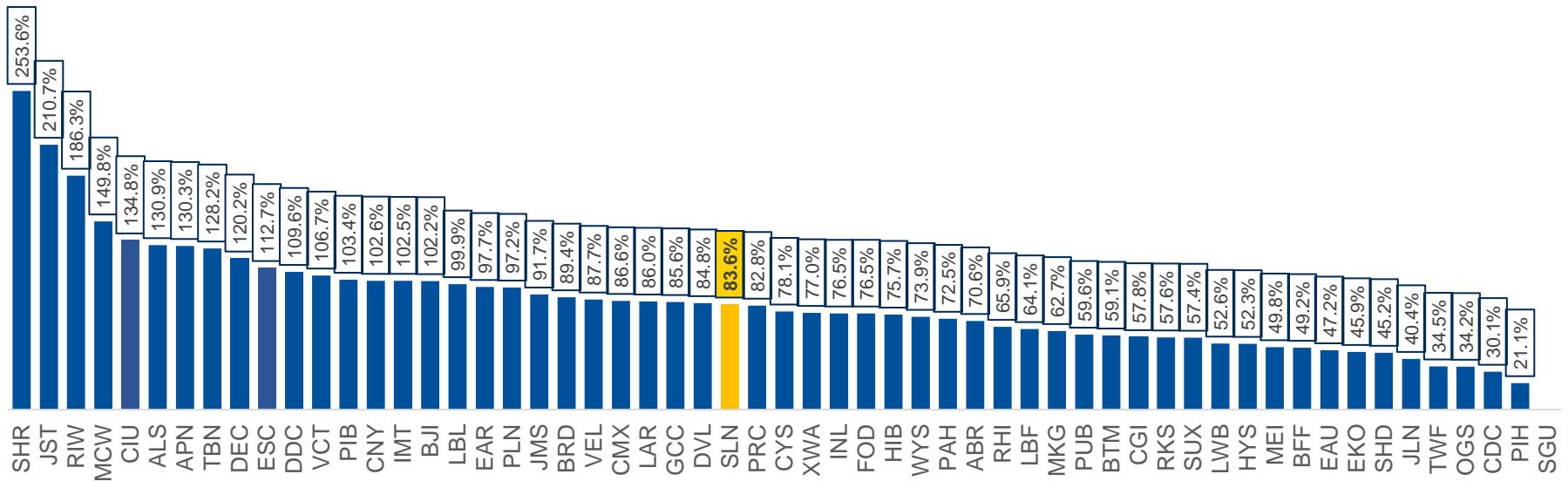
For July 2022, Salina recorded 1,425 TSA screenings, placing it 26TH of the 57 prorated markets shown, or within the second quartile. Prior to implementation of the tag flight, SLN was always in the 1st quartile

July 2022 TSA Throughput in SkyWest Prorate Markets Where SkyWest is the Sole Operator as of September 2022



Salina is the 27th most improved market for July 2022 when compared to July 2019 (three years prior), placing it in the second quartile

TSA Throughput as a % of 2019 in SkyWest Prorate Markets (Where SkyWest is Sole Operator)
 July 2022 vs. July 2019 - three years prior (Pre-covid)

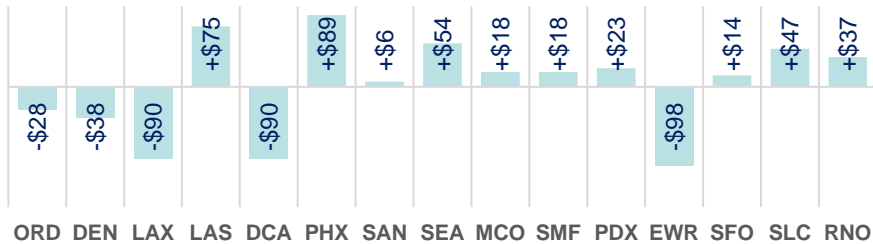


Advance purchase fares are within \$75 of ICT and MCI in SLN's top markets 28 of 30 cases. Fares are lower in 8 of the 30 comparisons

Roundtrip Market Fare Differential

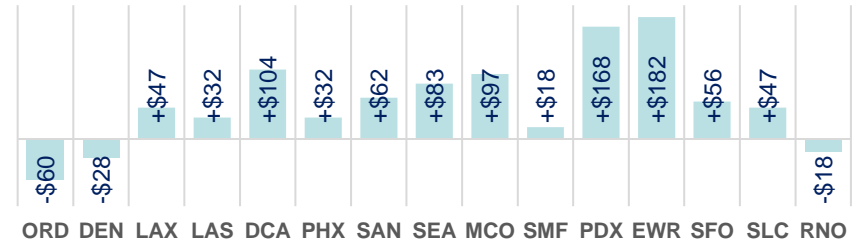
Salina vs. United at Wichita

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



Salina vs. United at Kansas City

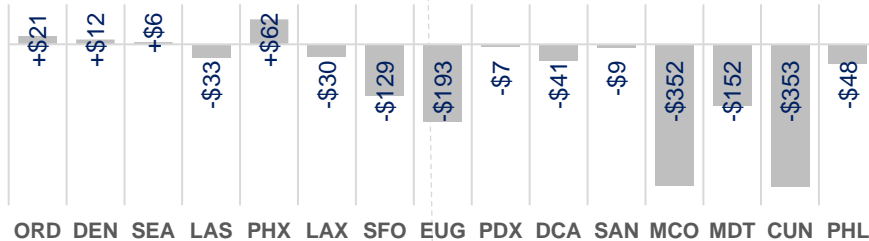
→ 13 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with three of fifteen cheaper



Source: itasoftware.com as of 09/09/22 - Roundtrip Fare for Travel 11/10/22 returning 11/17/22

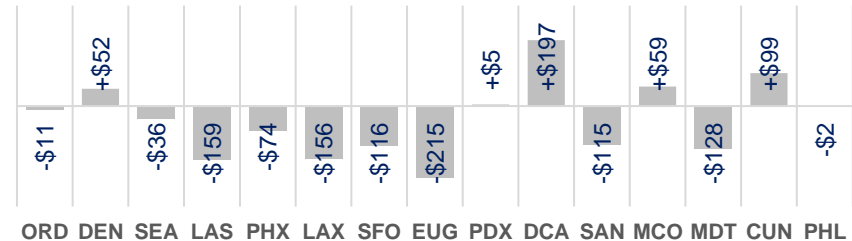
Last Month - Salina vs. United at Wichita

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



Last Month - Salina vs. United at Kansas City

→ 14 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with ten of fifteen cheaper



Source: itasoftware.com as of 08/04/22 - Roundtrip Fare for Travel 10/20/22 returning 10/27/22

The lowest SLN-DEN roundtrip fare available on any given day in November is \$180, while the “highest” daily low is \$230. The mode is \$180, available 21 days

Salina to Denver Roundtrip Fare Calendar


November 2022 as of September 9, 2022

Calendar start date		Cabin		Length of stay				
Nov 01, 2022		Economy/Premium E...		7 days		Update		
< Nov 1 - 30, 2022 >							Flexible calendar	+/- 3-day matrix
Sun	Mon	Tue	Wed	Thu	Fri	Sat		
30	31	1 from \$180 Lowest	2 from \$180 Lowest	3 from \$180 Lowest	4 from \$180 Lowest	5 from \$180 Lowest		
6 from \$230	7 from \$180 Lowest	8 from \$180 Lowest	9 from \$180 Lowest	10 from \$180 Lowest	11 from \$180 Lowest	12 from \$180 Lowest		
13 from \$230	14 from \$230	15 from \$230	16 from \$230	17 from \$180 Lowest	18 from \$180 Lowest	19 from \$230		
20 from \$230	21 from \$180 Lowest	22 from \$180 Lowest	23 from \$180 Lowest	24 from \$180 Lowest	25 from \$230	26 from \$180 Lowest		
27 from \$230	28 from \$180 Lowest	29 from \$180 Lowest	30 from \$180 Lowest	1	2	3		

Chicago roundtrip fares range from \$180 to \$740 in November, with a mode of \$180, available 15 days

Salina to Chicago Roundtrip Fare Calendar

November 2022 as of September 9, 2022

Calendar start date: Nov 01, 2022  Cabin: Economy/Premium E... Length of stay: 7 days [Update](#)

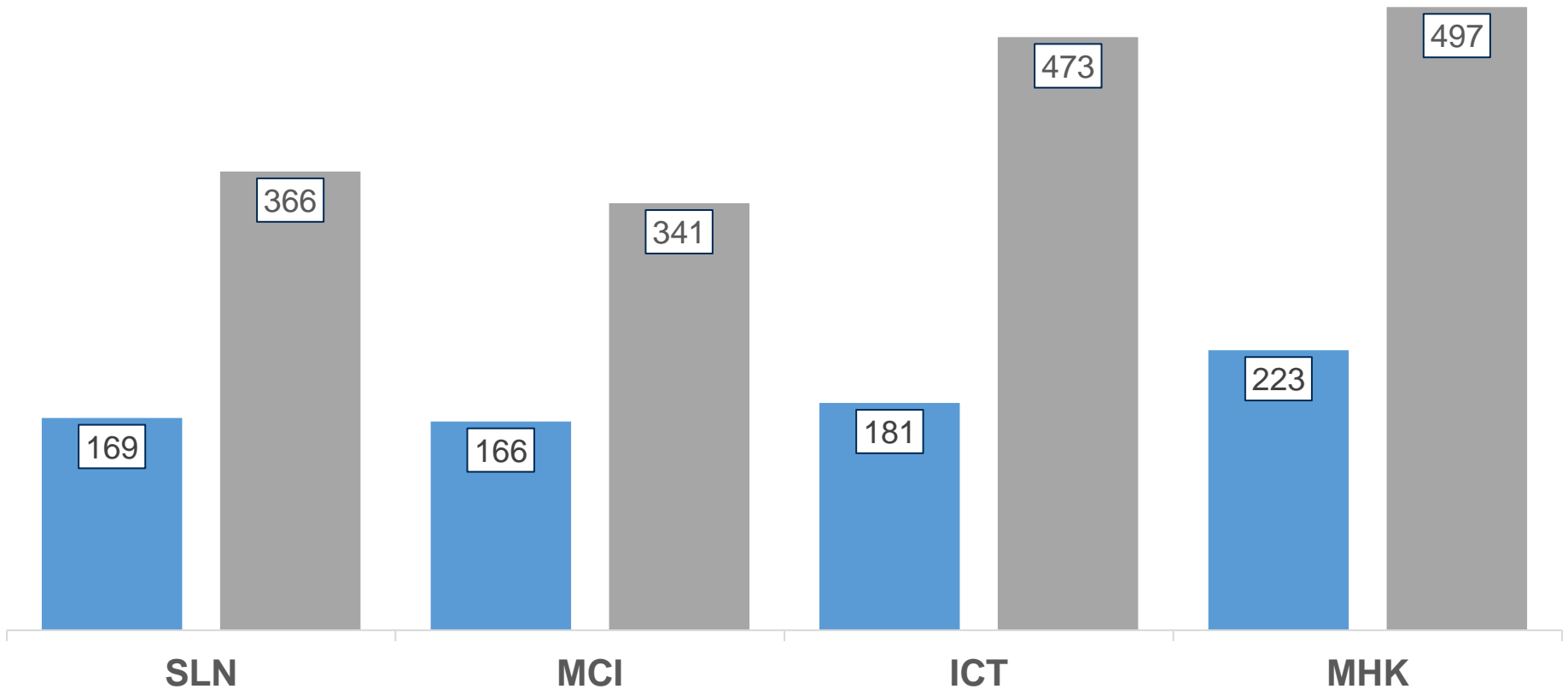
< Nov 1 - 30, 2022 > [Flexible calendar](#) [+/- 3-day matrix](#)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
30	31	1 from \$180 Lowest	2 from \$180 Lowest	3 from \$180 Lowest	4 from \$180 Lowest	5 from \$596
6 from \$201	7 from \$201	8 from \$180 Lowest	9 from \$180 Lowest	10 from \$180 Lowest	11 from \$210	12 from \$596
13 from \$180 Lowest	14 from \$201	15 from \$180 Lowest	16 from \$221	17 from \$201	18 from \$201	19 from \$682
20 from \$303	21 from \$221	22 from \$180 Lowest	23 from \$201	24 from \$180 Lowest	25 from \$180 Lowest	26 from \$740
27 from \$258	28 from \$180 Lowest	29 from \$180 Lowest	30 from \$180 Lowest	1	2	3

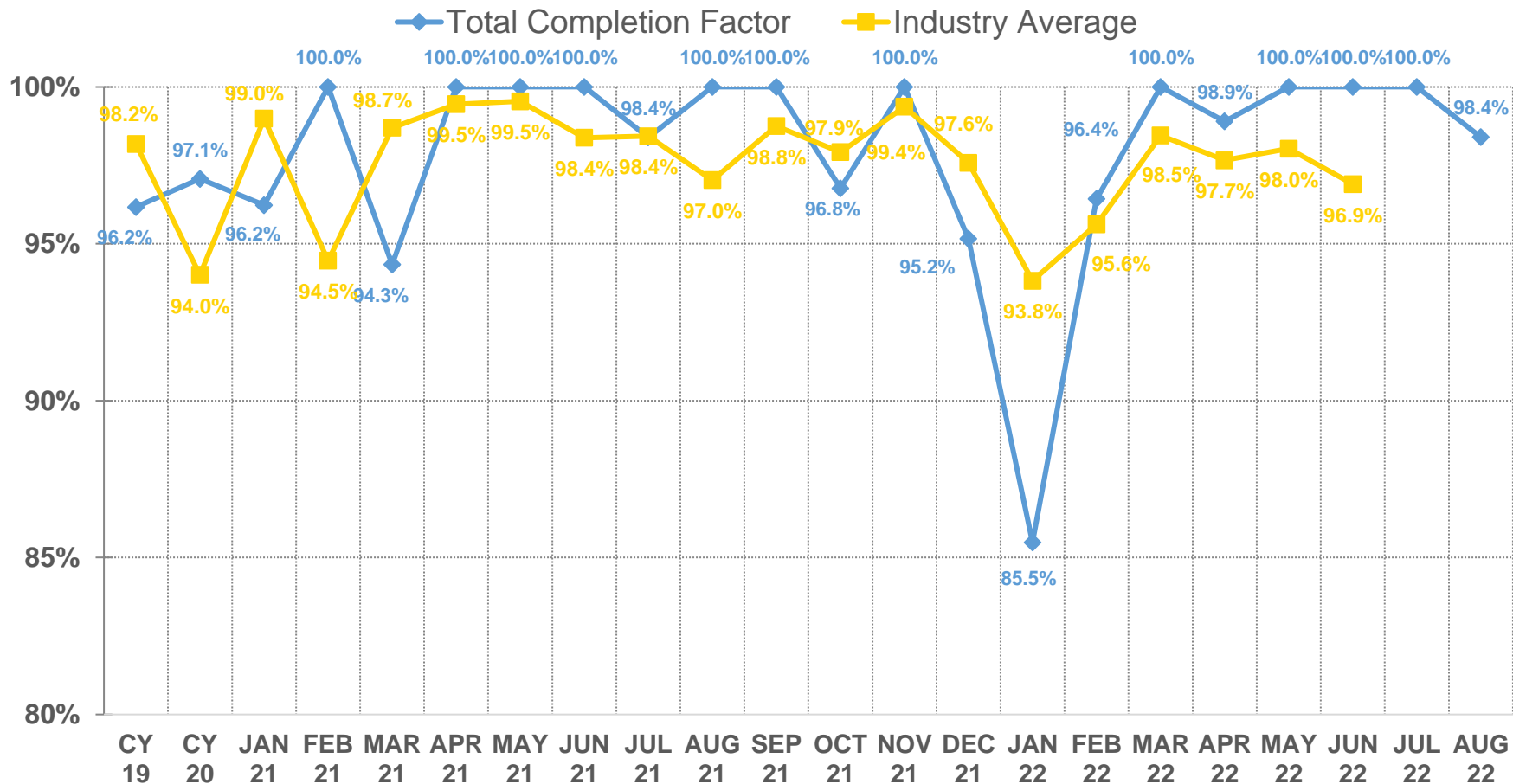
Salina's average domestic fare was lower than the competition at Wichita and Manhattan in 1Q 2022

Comparison of the Salina Average Fare vs. Wichita, Kansas City and Manhattan Airports First Quarter 2022 Post-Departure Results – All Carriers

■ Average Domestic Fare ■ Average International Fare



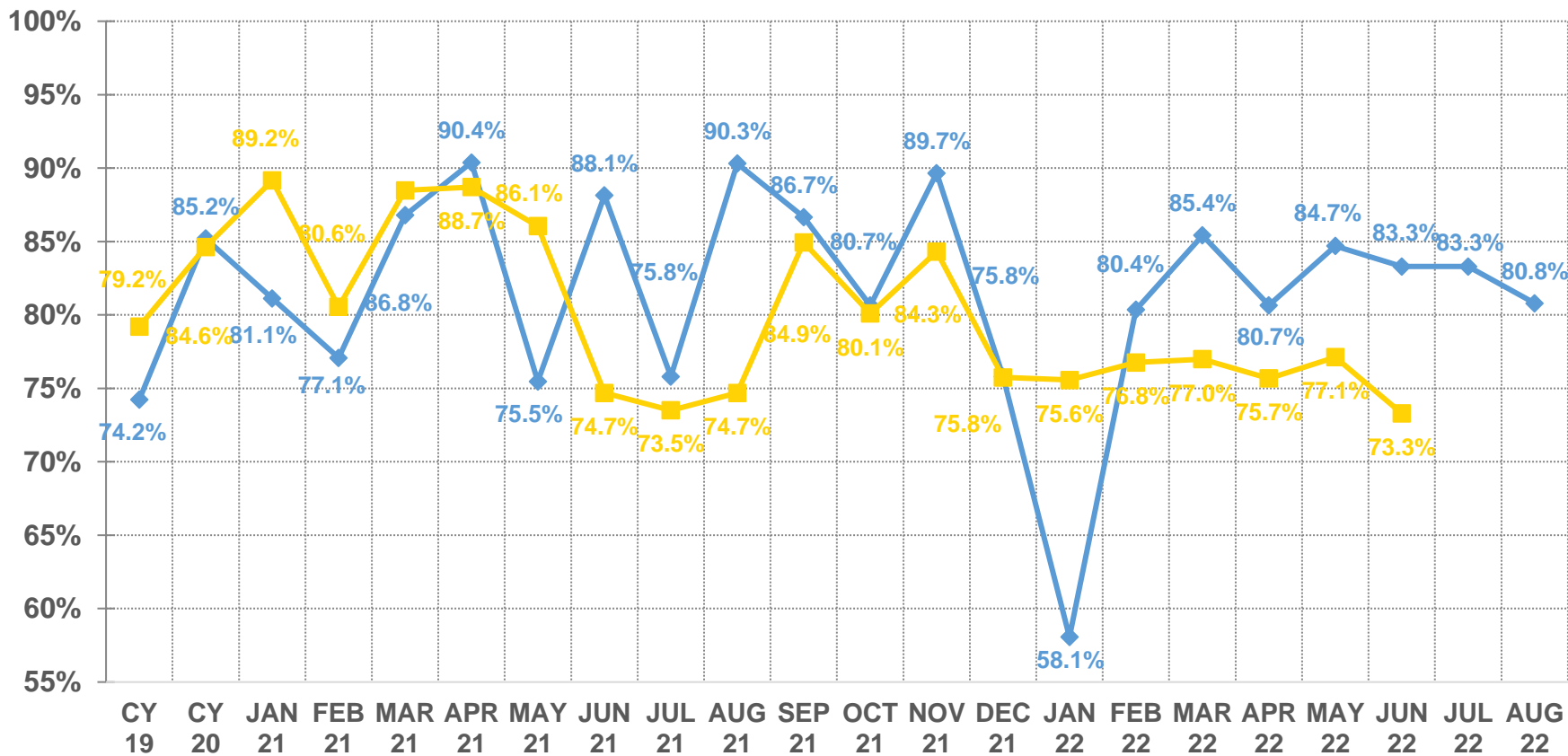
Total Completion Factor (Including Weather) at Salina



81% of SkyWest's arrivals were within 14 minutes of the schedule in August

On-Time Arrivals at Salina (within 14 Minutes)

◆ A14 Percent ■ Industry Average



Financial Reports

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

09/16/2022

	<u>Aug 31, 22</u>	<u>Jul 31, 22</u>	<u>\$ Change</u>	<u>Aug 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	4,795,726	7,133,099	-2,337,373	2,188,540	2,607,186	119%
Total Accounts Receivable	45,234	65,404	-20,170	181,381	-136,147	-75%
Total Other Current Assets	510,564	523,034	-12,470	470,276	40,288	9%
Total Current Assets	<u>5,351,524</u>	<u>7,721,537</u>	<u>-2,370,013</u>	<u>2,840,197</u>	<u>2,511,327</u>	<u>88%</u>
Total Fixed Assets	44,364,146	44,209,813	154,333	42,086,444	2,277,702	5%
Total Other Assets	1,085,654	1,085,654	0	1,232,712	-147,058	-12%
TOTAL ASSETS	<u>50,801,324</u>	<u>53,017,004</u>	<u>-2,215,680</u>	<u>46,159,353</u>	<u>4,641,971</u>	<u>10%</u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	2,925,898	3,605,558	-679,660	3,030,256	-104,358	-3%
Total Long Term Liabilities	24,063,950	25,733,675	-1,669,725	21,318,709	2,745,241	13%
Total Liabilities	<u>26,989,848</u>	<u>29,339,233</u>	<u>-2,349,385</u>	<u>24,348,965</u>	<u>2,640,883</u>	<u>11%</u>
Equity						
Total Equity	23,811,477	23,677,771	133,706	21,810,388	2,001,089	9%
TOTAL LIABILITIES & EQUITY	<u>50,801,325</u>	<u>53,017,004</u>	<u>-2,215,679</u>	<u>46,159,353</u>	<u>4,641,972</u>	<u>10%</u>

Financial Reports

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

12:00 PM

09/16/2022

Accrual Basis

	Jan - Aug 22	Jan - Aug 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	835,267.83	743,103.25	92,164.58	12.4%
Total Building and land rent	1,159,487.30	1,129,602.71	29,884.59	2.65%
Total Other revenue	98,859.77	63,693.08	35,166.69	55.21%
Total Income	2,093,614.90	1,936,399.04	157,215.86	8.12%
Gross Profit	2,093,614.90	1,936,399.04	157,215.86	8.12%
Expense				
Total Administrative expenses	1,187,297.64	1,119,181.44	68,116.20	6.09%
Total Maintenance expenses	729,029.89	754,652.81	-25,622.92	-3.4%
Total Expense	1,916,327.53	1,873,834.25	42,493.28	2.27%
Net Ordinary Income	177,287.37	62,564.79	114,722.58	183.37%
Mill levy income	1,637,370.00	1,689,779.36	-52,409.36	-3.1%
Total Other Income	3,124,007.62	2,925,033.74	198,973.88	6.8%
Total Other Expense	2,324,448.78	2,374,393.18	-49,944.40	-2.1%
Net Other Income	799,558.84	550,640.56	248,918.28	45.21%
Net Income	976,846.21	613,205.35	363,640.86	59.3%

Financial Reports

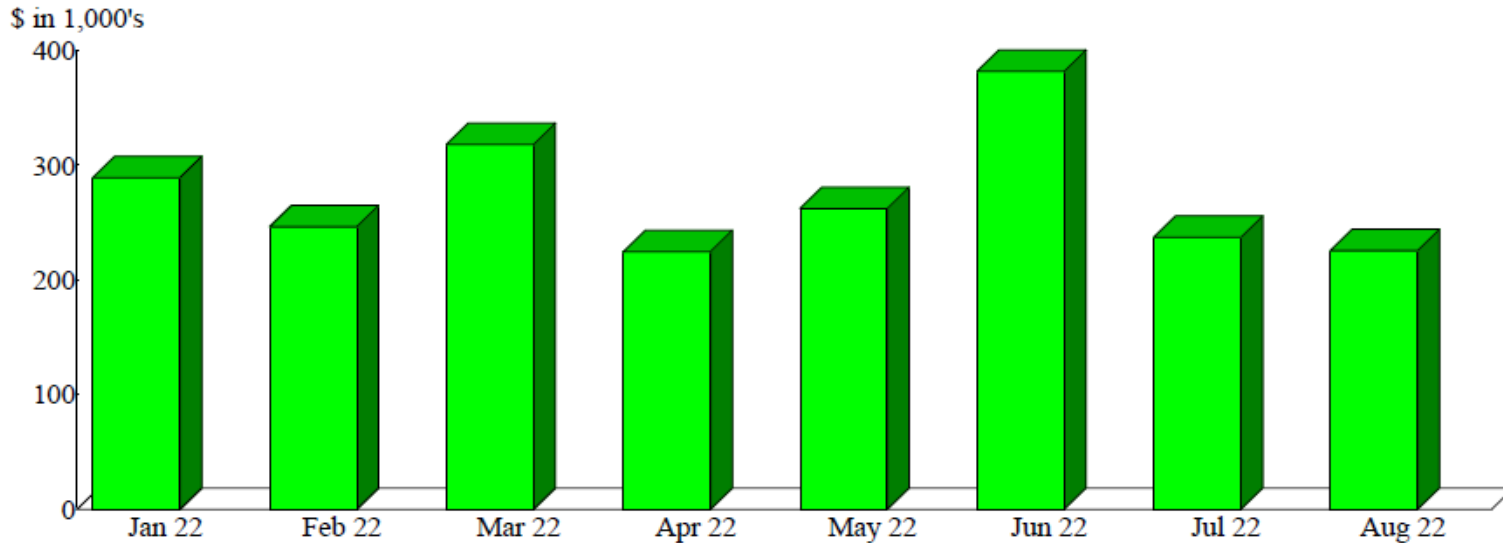
Salina Airport Authority
Capital Additions Budget vs. Actual
 As of August 31, 2022

12:07 PM
 09/16/2022
 Accrual Basis

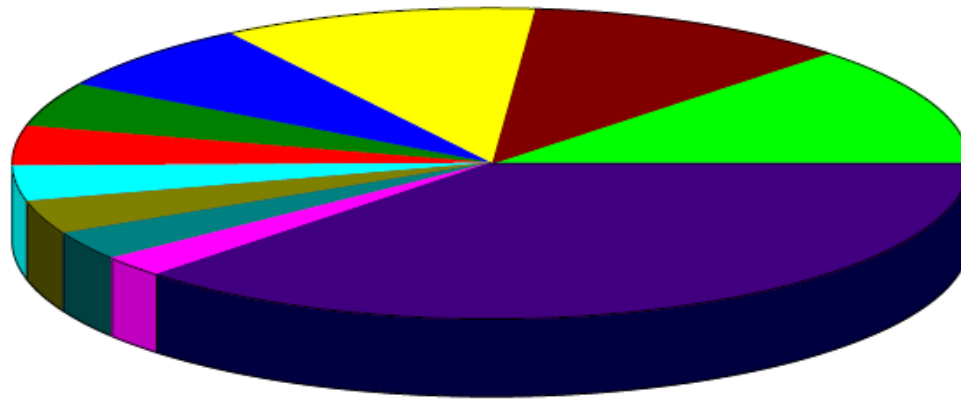
	<u>Aug 31</u>	<u>Jan - Aug 31</u>	<u>Annual Budget</u>	<u>+/- Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	199,170	1,949,789	9,278,875	-7,329,086	21%
Total Buildings & Improvements	193,940	1,798,419	3,841,583	-2,043,164	47%
Total Equipment	3,310	-2,885	167,500	-170,385	-2%
Total Land	0	0	38,000	-38,000	0%
Total Fixed assets at cost	<u>396,420</u>	<u>3,745,323</u>	<u>13,325,958</u>	<u>-9,580,635</u>	<u>28%</u>

Sales by Month
January through August 2022

Dollar Sales



Sales Summary
January through August 2022

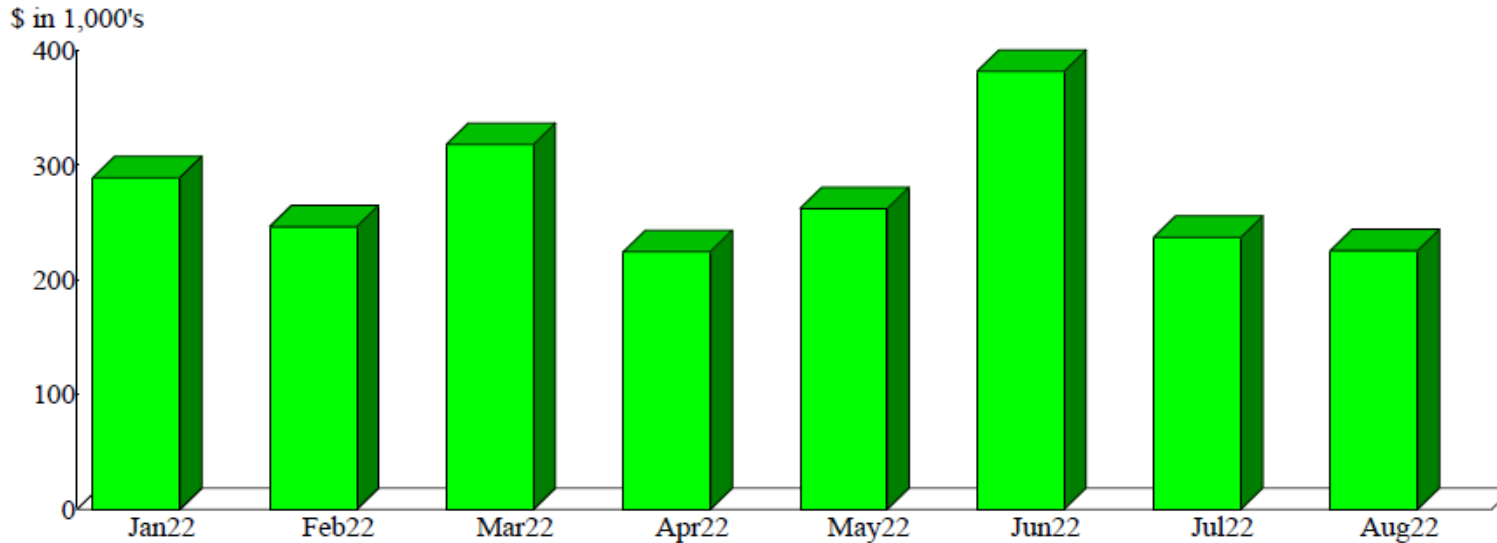


Kansas Erosion Products, LLC.	12.70%
1 Vision Aviation, PLLC	11.05
Avflight Salina	10.72
Stryten Salina, LLC	7.38
NASA	4.77
SFC Global Supply Chain	4.26
Marine Forces Reserve MAG-49	3.76
Universal Forest Products (UFP)	3.65
K-State Salina	3.15
108th Aviation Regiment	2.26
Other	36.31
Total	\$2,185,939.17

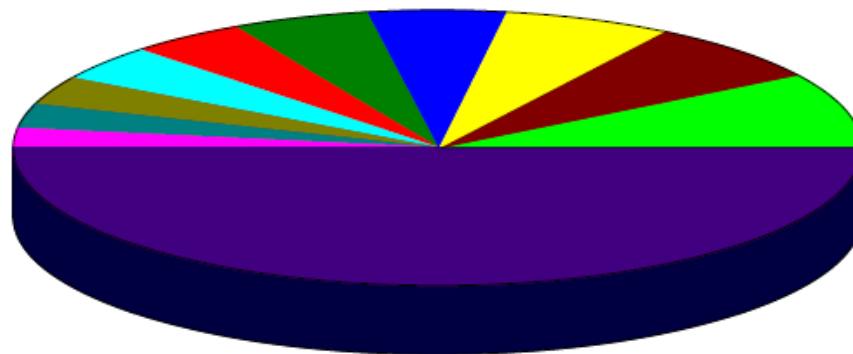
By Customer

Sales by Month
January through August 2022

Dollar Sales



Sales Summary
January through August 2022

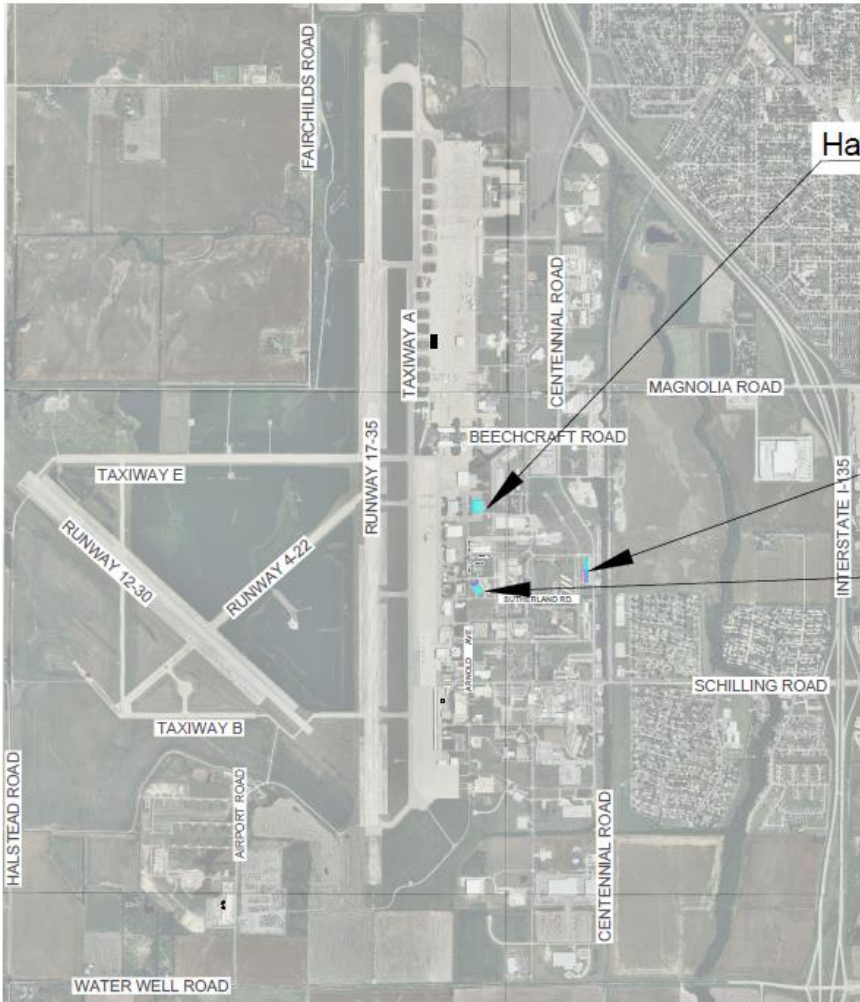


H-00959-1 (Hangar Facility H959 - 2044 S	8.97%
B-01021 (Building #1021 located at 3600	7.22
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.43
FFF-Avflight Salina (Fuel Flowage Fee @	5.38
Utility Reimbursement (Utility Reimburse	5.37
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.54
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	4.23
B-00620-1 (Building #620 (30,000 SF) an	3.49
B-00626-1 (Manufacturing facility #626 (2.96
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.36
Other	49.05
Total	\$2,185,939.17

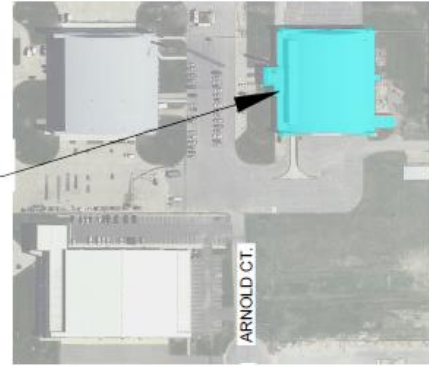
By Item

Consideration of an architectural and engineering agreement with Hutton Corporation for the design of the hangar H626 rehabilitation project.

TIM ROGERS, A.A.E.

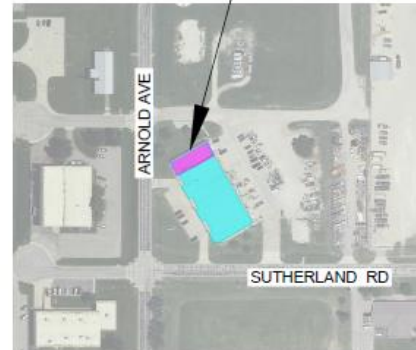
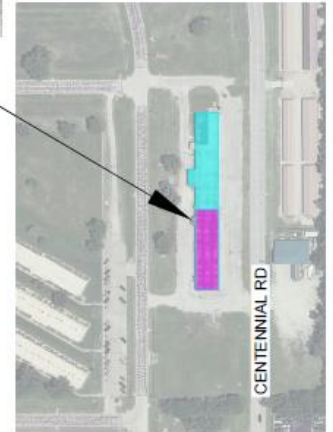


Hangar 626



Building 595
(Hentzen Coatings)

Building 520
Development Center
(Flotation Technology)



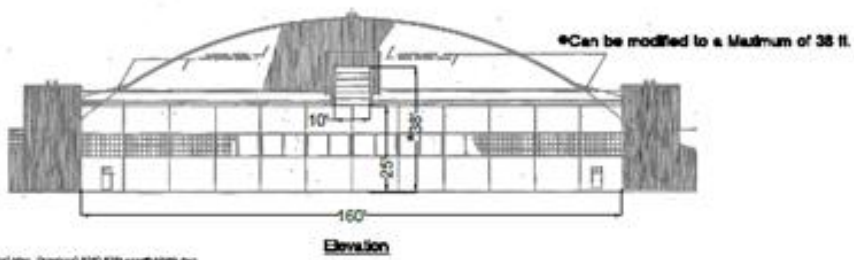
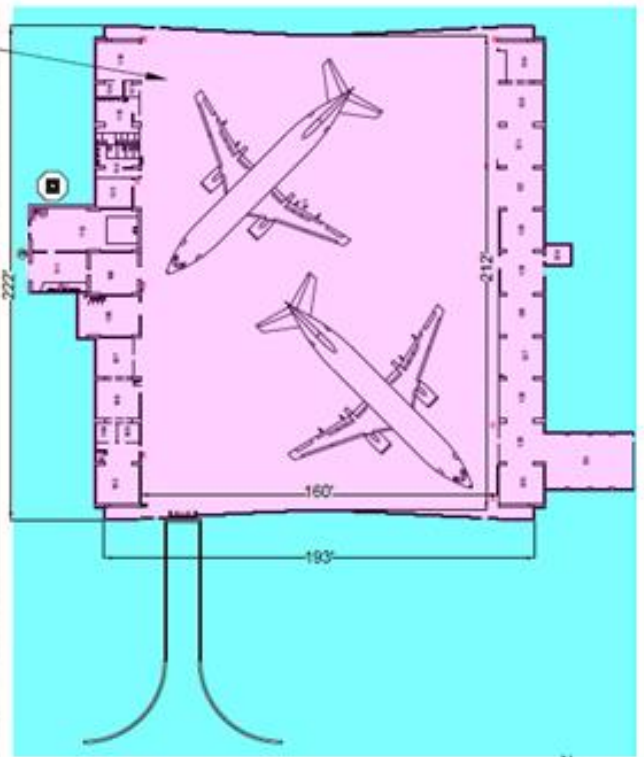
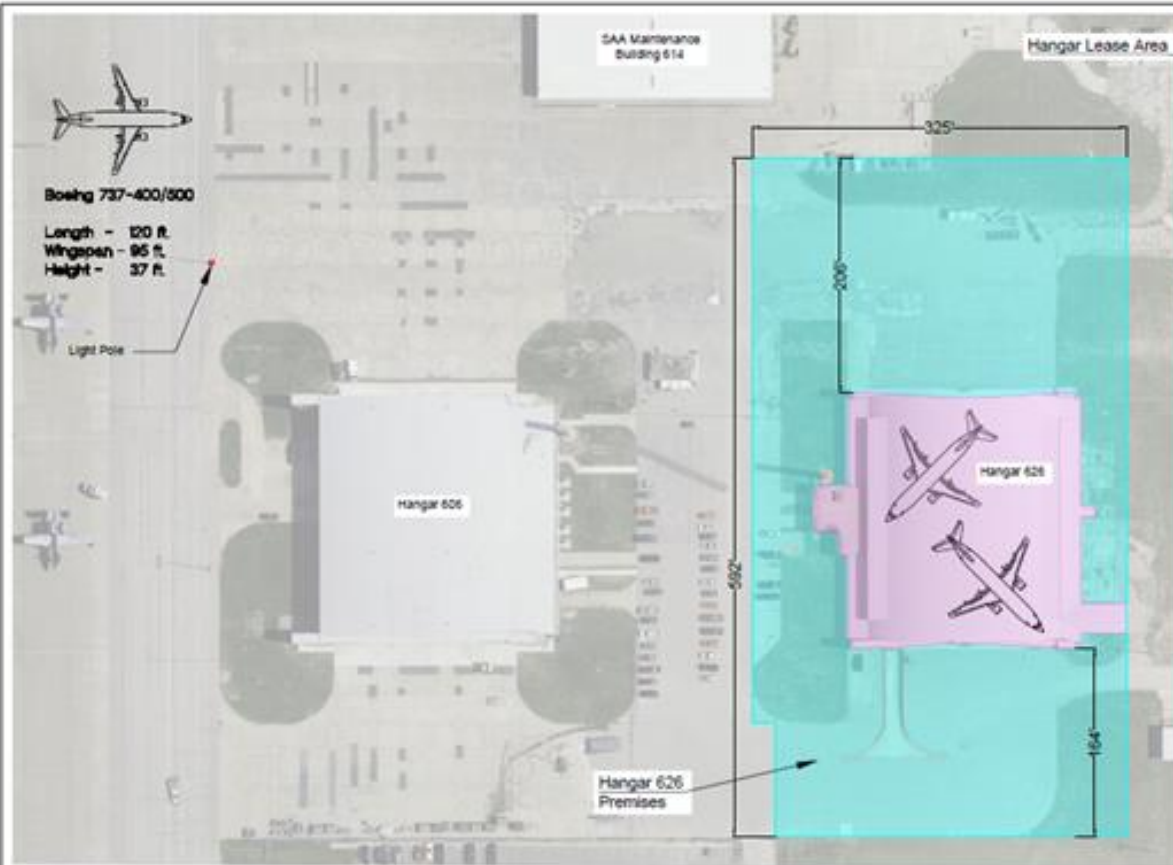
Drawing Number 3091-09-22



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

None REVISIONS
MWC : DESIGNED BY
MWC : DRAWN BY
↑ - 2000 : SCALE
09/18/22, 10:50 : DATE





Hangar 626
 2625 Arnold Court
 Hangar Area - 35,867 S.F.
 Shop Space East Area - 5,588 S.F.
 Office West Area - 5,783 S.F.
 Total Hangar Area - 47,238 S.F.

Maximum Facility Tall 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 3033-03-02

3237 ARNOLD, SALINA, KS 67401
 (785-827-3814 FAX 785-827-2221)

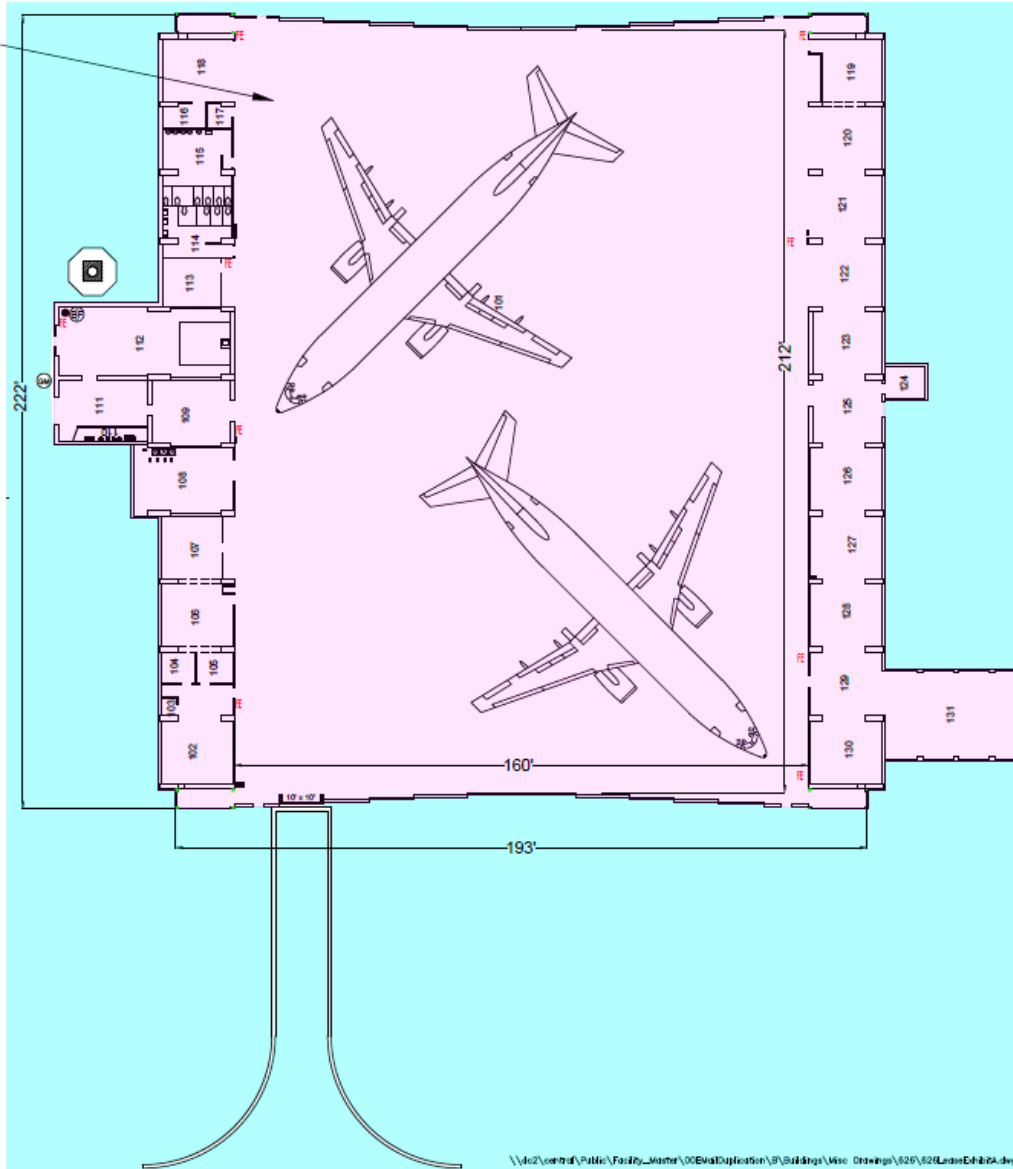
PREPARED BY: MHC
 DESIGNED BY: MHC
 DRAWN BY: MHC
 SCALE: AS SHOWN
 DATE: 02/06/12, MHC

SALINA AIRPORT AUTHORITY
Hangar 626 Lease Exhibit A

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F:\Projects\Projects_Maint\036648\gk\036648.dwg (plotted) Drawing: 3033-03-02-0000.dwg

Hangar Lease Area



\\s2\central\Public\Facility_Master\OC\EmailDuplication\B\Buildings\Wing Drawings\626\626LDrawE4426A.dwg

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 - 180 ft.

Power
 800A 480V 3 Phase

Gas
 1 1/4" Service

Water
 2" Service

No Fire Suppression



Drawing Number 3060-04-22



3237 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, 1:55 DATE

SALINA AIRPORT AUTHORITY
 1 Vision Aviation Hangar 626 Lease Exhibit A

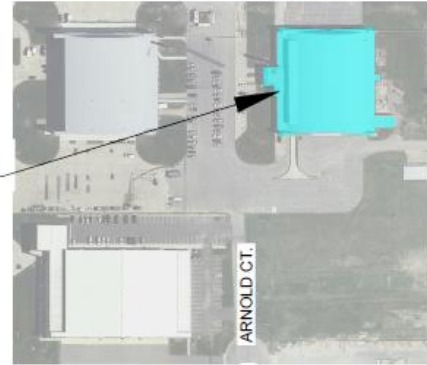
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Consideration of a Lease Agreement with Flotation Technology, LLC for Unit A in the Salina Development Center located at 2775 Arnold Ave., Salina Airport Industrial Center.

TIM ROGERS, A.A.E.

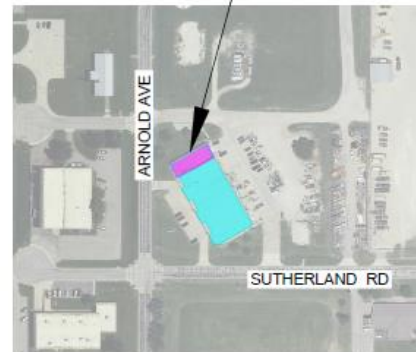
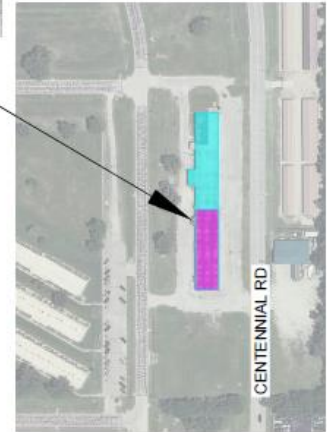


Hangar 626



Building 595
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Building 520
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Drawing Number 3091-09-22



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 09/18/22, 10:50 : DATE



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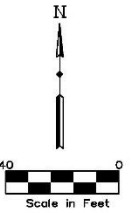
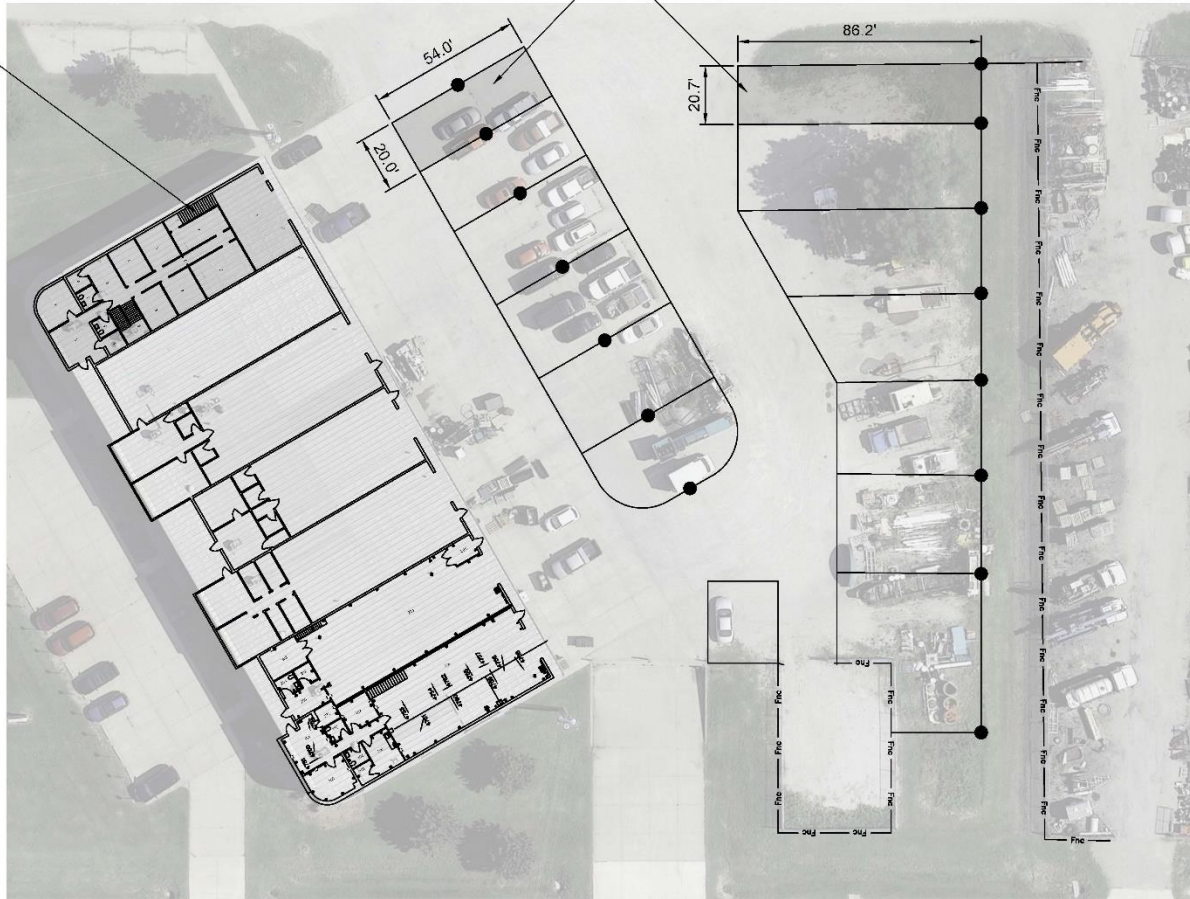
SALINA AIRPORT AUTHORITY
 September 2022 Board Meeting Location Map

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EXHIBIT A

Building 520, Unit A

Building 520, Unit A
Parking Areas



Drawing Number 2533-12-18



3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)
 None : REVISIONS
 KRB : DESIGNED BY
 KRB : DRAWN BY
 1" = 40' : SCALE
 12/10/18, 08:45 : DATE

SALINA AIRPORT AUTHORITY
 (2775 A) Spec Sheet Building 520 A

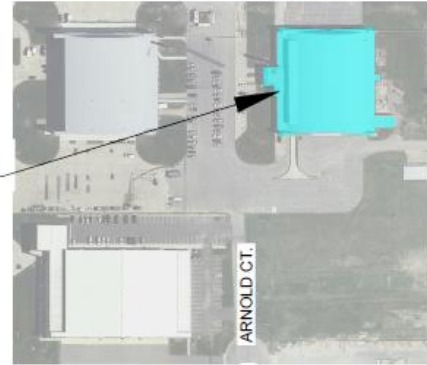
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Consideration of a Lease Agreement with Hentzen Coatings, Inc. for Unit A of Building B595, 2761 Berschel, Salina Airport Industrial Center.

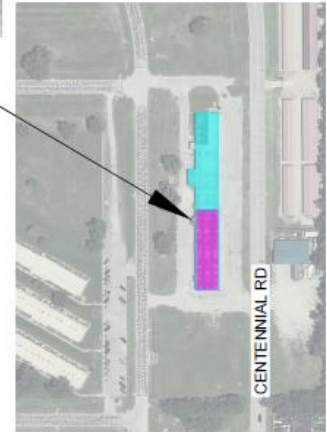
SHELLI SWANSON, C.M.



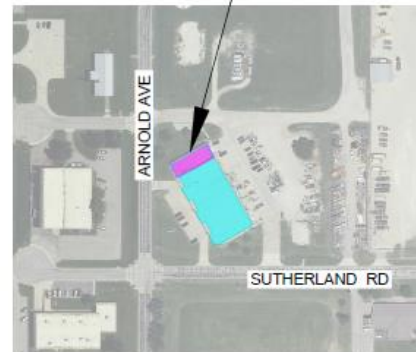
Hangar 626



Building 595
(Hentzen Coatings)



Building 520
Development Center
(Flotation Technology)



Drawing Number 3091-09-22



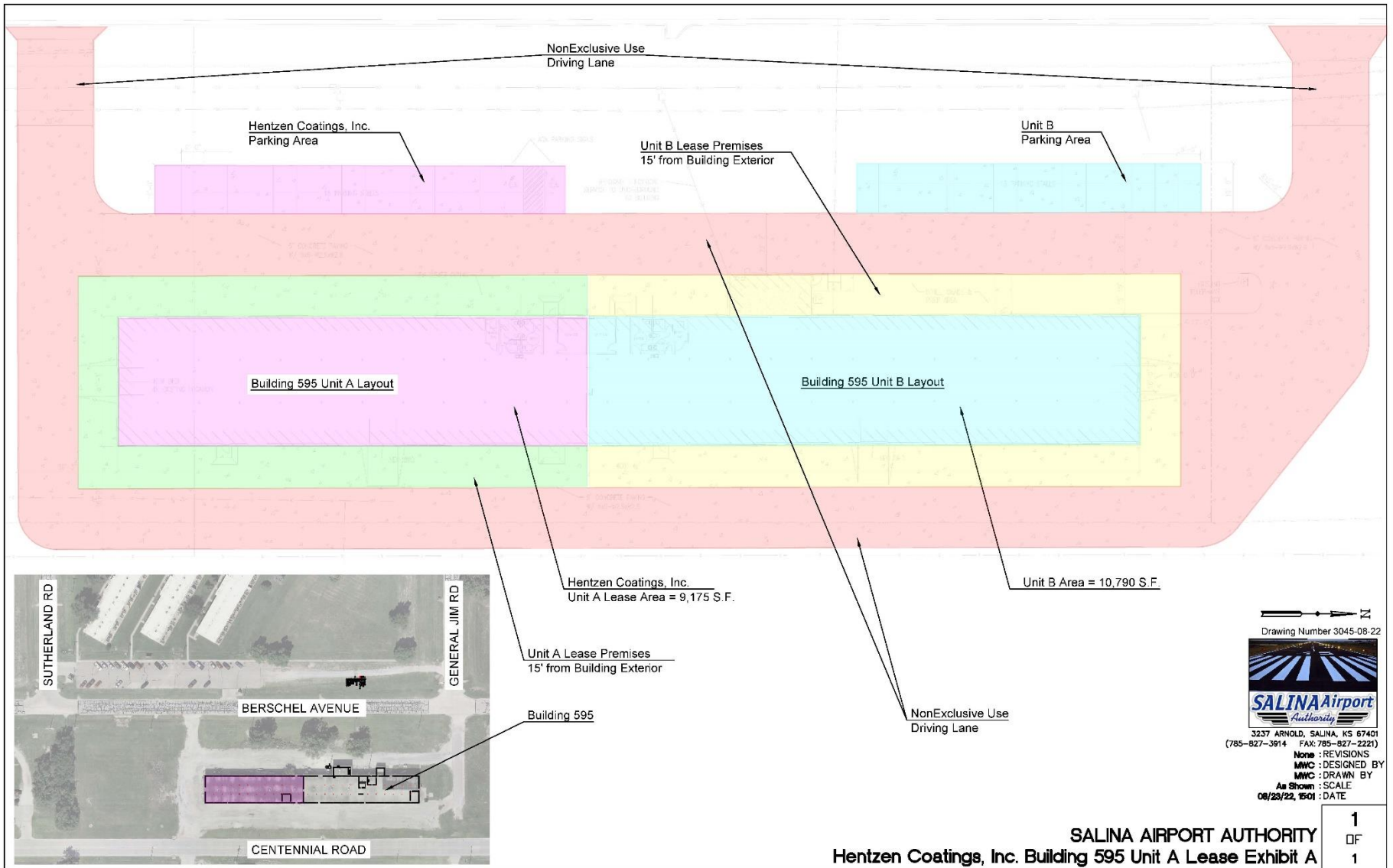
3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
None REVISIONS
MWC: DESIGNED BY
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↑ - 2000' : SCALE
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SALINA AIRPORT AUTHORITY
September 2022 Board Meeting Location Map

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Review of the SAA's building and hangar leasing plan for 2022 and 2023.

TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

SAA Building and Hangar Leasing - November 1, 2022 SCORECARD

Leased Properties Since March 2012 > 1-year term or greater

Building/Hangar	Sq. Ft.	Use	Current Lease Rate	Monthly Lease Rate	Lease Type	Estimated Annual Holding Cost Savings	Comments	Current Lease Revenue	Potential New Lease Revenue	Office	Manufacturing / Warehouse	Aviation/Airspace
122	6,034	Office	4.42	2,223	Net	9,000	Leased to Watson, Inc. - Effective 10-15-2013; 10 year firm with two additional 5-year terms, rate adjustments every five years. Additional rental: CP	26,676				
394	3,951	Office	5.37	1,767	Modified Gross	13,000	Leased to Kansas Dept. of Motor Vehicles (This doesn't include their CDR, comes on airth ramp)	21,199				
412	1,697	Warehouse	8.00	1,131	Gross	-	Leased to Federal Aviation Administration effective Oct. 1, 2020. Three year agreement for this one-room lease in Bldg. 412	13,576				
412	1,611	Warehouse	6.15	825	Modified Gross	1,500	Leased to Deegan Corp. for two-years, effective August 23, 2021.	9,900				
412	2,830	Office and shop space	6.74	1,590	Modified Gross	4,000	Leased to Century Business Systems. Three year agreement for office and one large room in warehouse/shop area, effective Dec. 1, 2021.	19,080				
506-1	4,900	Utility construction shop/equipment storage	5.56	2,270	Net	12,000	Leased to Miller Pipeline since 4-1-2016; currently in one year agreement that terminates 3-31-2023	27,240				
520-A	5,550	Office/Light manufacturing	5.75	2,565	Modified Gross	1,500	Leased to Plottation effective October 1, 2022. five year with options.	30,780				
520-E	2,886	Office/Light manufacturing	5.82	1,400	Modified Gross	1,000	Leased to One Office Solutions - two year agreement with options effective Sept. 1, 2021.	16,800				
520, Unit F	2,540	Office/Warehouse/Light Manufacturing	6.18	1,308	Modified Gross	1,500	Leased to Pump's Tire since 4-1-15; In 3-year term that expires 11-30-2023	15,696				
520, Unit G	2,860	Office/Warehouse/Light Manufacturing	6.18	1,477	Modified Gross	1,200	Leased to Pump's Tire since 4-1-15; In 3-year term that expires 11-30-2023	17,724				
595, Unit B	10,790	Warehouse/Parts Storage	4.10	3,690	Modified Net	15,000	Leased to 1 Vision Aviation effective Nov. 1, 2022, ten year term	44,280				
600	13,350	Office/Hangar/Multi-purpose	5.78	6,433	Modified Gross	5,500	Leased to Kansas State University Salina Aerospace and Technology Campus - Applied Aviation Research Center 3-year lease effective June 1, 2020	77,185				
606	40,222	Aircraft maintenance repair and overhaul	5.65	23,170	Modified Net	30,000	Leased to 1 Vision Aviation effective Nov. 1, 2022, 22-month term with three 5-year options (term-extension with 10000 hours)	278,040				
620	30,000	Light manufacturing or warehouse	3.82	9,543	Net	20,000	Leased to Universal Foam Products effective 5/1/12; entered into their fourth 3-year term which expires on 4-30-2023	114,516				
655	96,611	Warehouse	2.18	17,570	Modified Gross	35,000	Leased to Stryan Manufacturing for battery storage - three year lease effective Oct. 1, 2020.	210,840				
824	12,353	Office and warehouse or vehicle maintenance	4.59	4,730	Modified Net	25,000	Leased to Durbach School Services effective 8-1-2020 - five year term with 3, five year options	56,760				
959	129,734	Aircraft maintenance repair and overhaul	2.27	24,507	Modified Net	125,000	Leased to 1 Vision Aviation effective July 1, 2019; 5 year firm lease term with three 5-year options.	294,084				
1021	73,002	Warehouse facility - motion control wattles and blankets	3.24	19,725	Modified Net	70,000	Leased to Ka Erosion Control, LLC., for product storage.	236,700				
Total Long-term Leased	449,130		3.36	125,924		370,200		1,511,087				

Leased Properties - Current Short-term (1 month - 1 year)

313	11,884	Office/Warehouse/Light Manufacturing	5.30	5,250	Modified Net	10,000	Leased to Gartner Refrigeration for one year with options.	63,000				
412	630	Office	5.24	275	Modified Gross	500	Leased to Spring Golf for 1 year term effective August 1, 2022	3,300				
506-2	4,900	Aircraft Storage	3.31	2,950	Modified Gross	2,000	Leased to RMA Engineering, LLC - one year agreement	16,200				
595, Unit A	9,175	Warehouse	5.36	4,100	Modified Net	15,000	Leased to Honors Coatings, effective Oct. 1, 2022, 1-year term with options (pending board approval)	49,200				
626	47,188	Warehousing / Hangar	2.06	8,090	Modified Gross	18,500	Leased to Schwab's - month-to-month agreement	97,080				
655	2,208	Office	8.25	1,450	Gross	-	Leased to Packer's Sanitation Services, Inc. current term expires Sept. 30, 2022	17,400				
713	20,643	Warehouse	1.95	3,350	Modified Gross	5,000	Leased to Kansas Erosion for finished product storage month-to-month	40,200				
723	9,359	Machine shop or warehouse	3.56	2,780	Modified Net	15,000	Leased to Wichita Wirewater Works Co. - since 4/1/14; 1 year term lease with current term expiring 3-31-2023	33,360				
724	16,919	Warehouse	3.20	4,510	Modified Gross	5,000	Leased to Agco Corporation - 1 year with options for combine component storage	54,120				
Total Short-term Leased	122,806		3.04	31,155		71,000		373,860				

Properties Available for Lease

412	3,726	Office/Warehouse/Light Manufacturing	6.00	1,863	Modified Gross	-	Multi-tenant facility; balance remaining		22,356	3,726		
504	5,617	Aircraft Storage and Crew Facility ideal for Air Medical Transport Operation	4.27	2,000	Modified Net		Air Methods, LLC d/b/a LifeSave closed down operations Sept. 7, 2022		24,001	1,941		3,676
509	45,532	Business jet, Regional jet MRO, Flight training or aircraft storage	5.85	22,197	Modified Gross	-	Facility became available on March 15, 2019		266,362			45,532
600 (SF remaining)	54,958	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	28,853	Modified Net	-			346,235			54,958
724	13,745	Warehousing	3.20	3,665	Modified Gross	-			43,984		13,745	
820	2,256	Office	14.75	2,773	Modified Net	-	Facility became available Mar. 1, 2018		33,276	2,256		
Total Available For Lease	125,834		5.85	61,351					736,215	7,923	13,745	104,166

Total SAA Bldg. Sq. Ft.	1,154,888	Compared to Dec. 2019	Compared to April 2014
Total Leased	1,029,854	829,966	677,355
Vacancy	11%	29%	42%
Occupancy	89%	71%	58%
Occupancy >1 year	78%	63%	
Balance to 2022 Goal of 85% occupancy	-47,399		

SAA Building and Hangar Leasing Plan 2022/2023

Building/Hangar	Sq. Ft.	Use	Forecasted Lease Rate		Lease Type	Comments	Potential New Lease Revenue (Annualized)	Type of Space Available		
			Rate/SF	Monthly				Office	Manufacturing / Warehouse	Aviation/ Aerospace
<i>Properties Available for Lease</i>										
412	3,726	Office/Warehouse/Light Manufacturing	6.00	1,863	Modified Gross	Multi-tenant facility; balance remaining	22,356	3,726		
504	5,617	Aircraft Storage and Crew Facility ideal for Air Medical Transport Operation	4.27	2,000	Modified Net	Air Methods, LLC d/b/a LifeSave closed down operations Sept. 7, 2022	24,001	1,941		3,676
509	45,532	Business jet, Regional jet MRO, Flight training or aircraft storage	5.85	22,197	Modified Gross	Facility became available on March 15, 2019	266,362			45,532
600 (SF remaining)	54,958	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	28,853	Modified Net	13,350 currently leased to Kansas State University Salina Aerospace & Technology Campus; balance remaining	346,235			54,958
626	47,188	Business jet, Regional jet MRO, Flight training or aircraft storage	6.95	27,330	Modified Net	Rehabilitation scheduled for 2023	327,957			47,188
724	30,664	Warehousing	3.50	8,944	Modified Gross		107,324		30,664	
820	2,256	Office	14.75	2,773	Modified Net	Facility became available Mar. 1, 2018	33,276	2,256		
Total Available For Lease	189,941		5.94	93,959			1,127,512	7,923	30,664	151,354

Directors' Forum

KENT BUER - CHAIR

Visitor's Questions & Comments

KENT BUER - CHAIR



Staff Reports

TIM ROGERS, A.A.E.













Announcements



IAC/ U.S. National Aerobatic Championships

Hangar 606

Sept. 27, 2022 – October 8, 2022

Public Event / Four Minute Freestyle

North of Bldg. 614, 2560 Arnold Court

Friday, October 7, 2022 - 1:00 p.m. – 3:00p.m.



Spectator Viewing Area



Adjournment