

# Salina Airport Authority Board of Directors Regular Meeting

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OCTOBER 19, 2022



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

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KENT BUER, CHAIRMAN

# Recognition of guests

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KENT BUER, CHAIRMAN

# Additions to the agenda and agenda overview

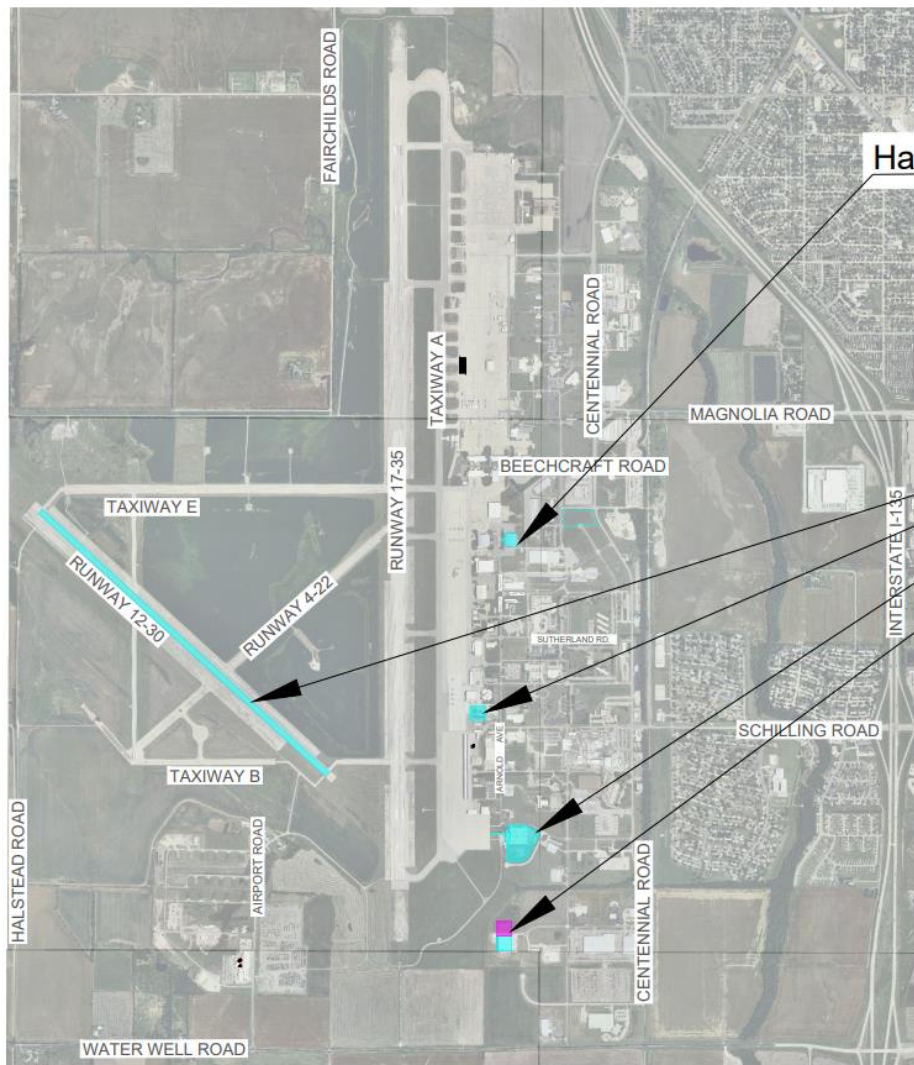
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TIM ROGERS, A.A.E.

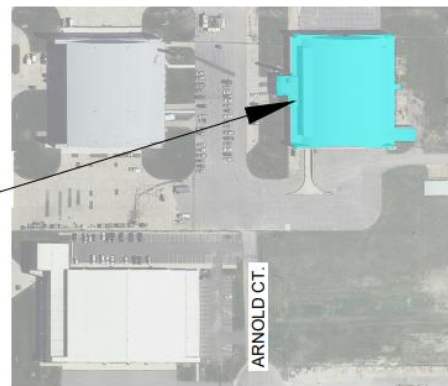
# Agenda Review

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- FEMA Update regarding December 15, 2021 windstorm
- K-State Salina, Aerospace and Technology Campus discussion
- Geoprobe manufacturing facility development
- Salina Regional Airport improvement projects

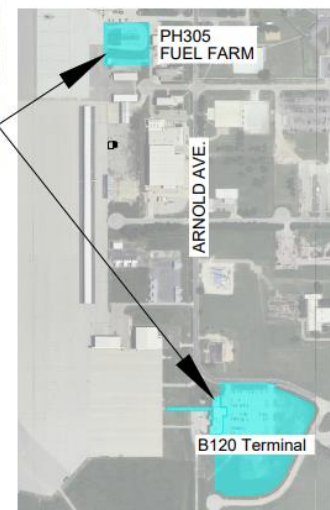
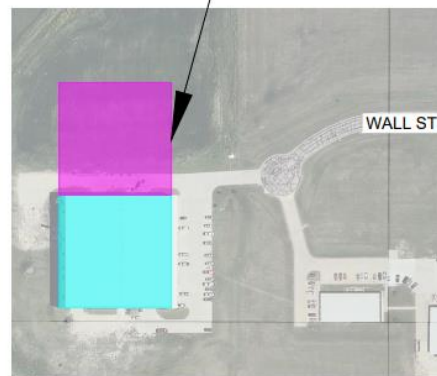


Hangar 626



Salina Regional Airport  
Improvement Projects

GeoProbe  
1840 Wall St.



Drawing Number 3100-10-22



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

None : REVISIONS

MWC : DESIGNED BY

MWC : DRAWN BY

1" = 2000' : SCALE

10/17/22, 936 : DATE

SALINA AIRPORT AUTHORITY  
October 2022 Board Meeting Location Map

1  
OF  
1

# Approval of the minutes of the September 21, 2022 regular board meeting

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KENT BUER, CHAIR

# Review of Airport Activity and Financial Reports for the month ending September 30, 2022

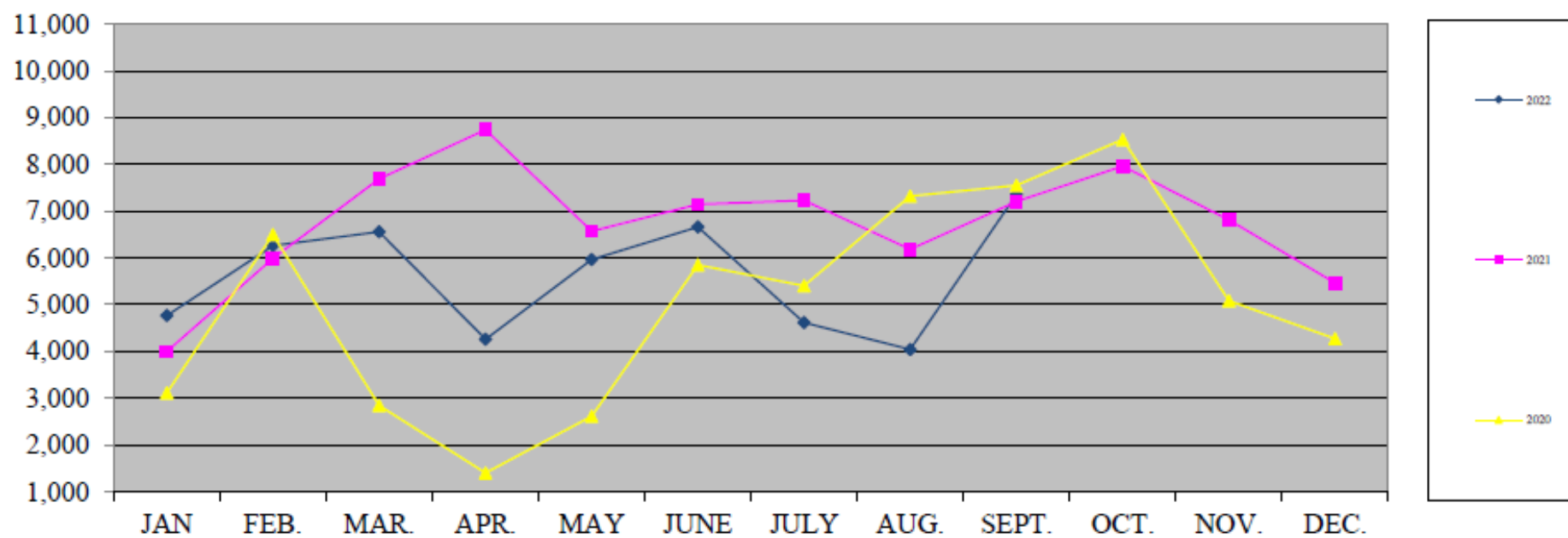
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TIM ROGERS, A.A.E.

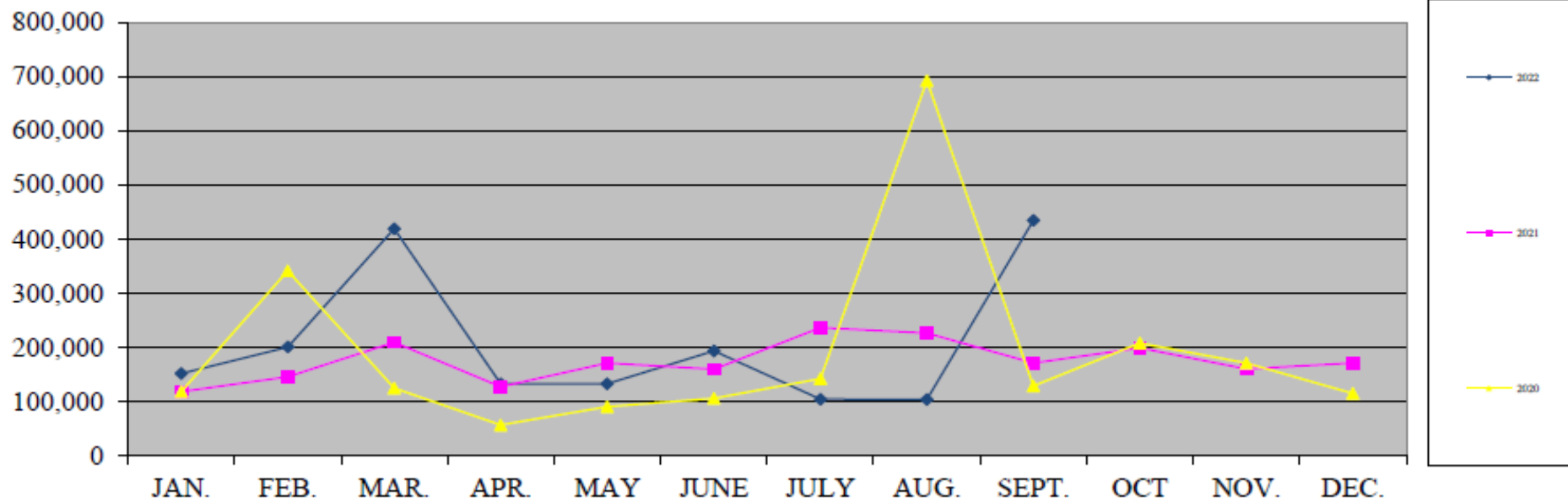
SHELLI SWANSON, C.M.



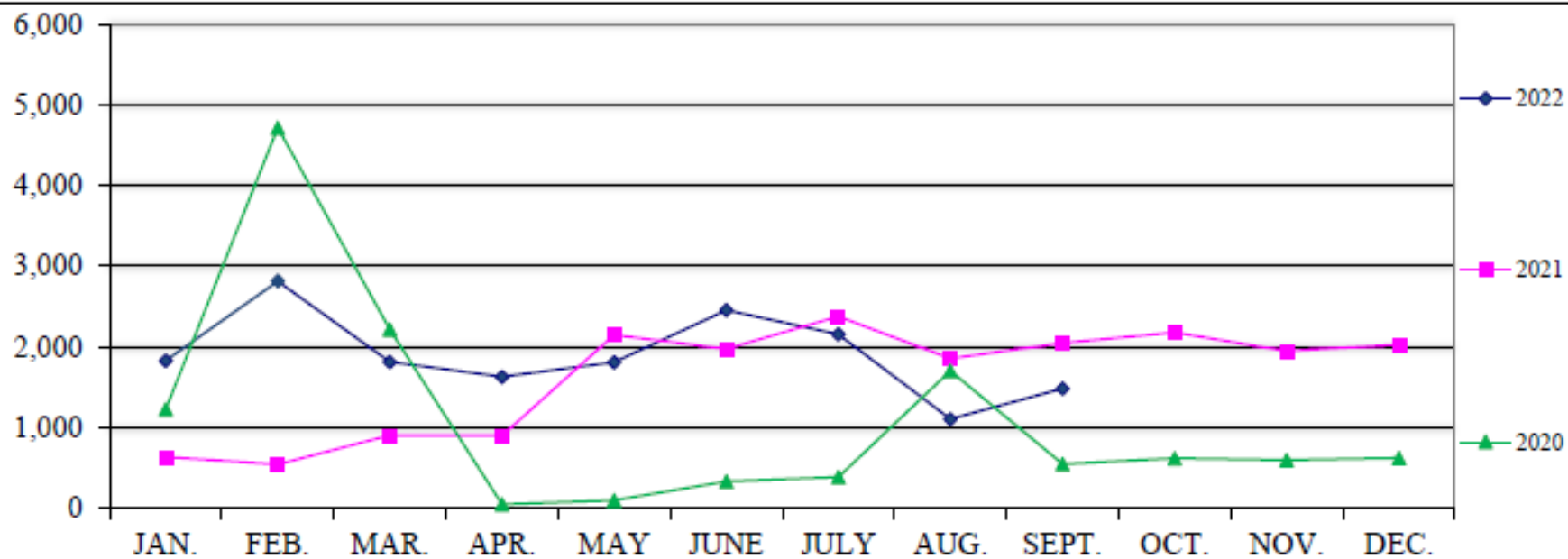
# Air Traffic

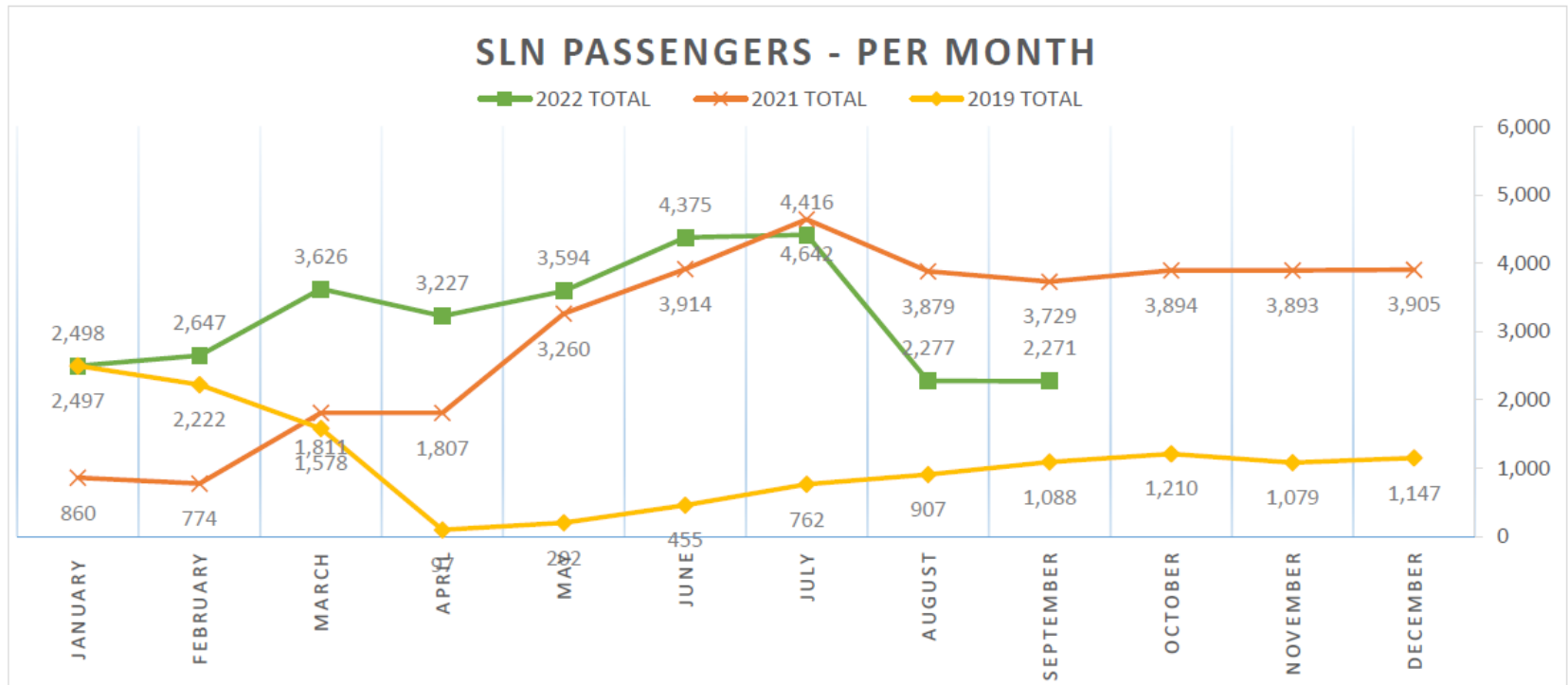


# Fuel Flowage



# Enplanements





\* Per Pax subsidy based on prior 12 months

**\$81.49**

\* 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

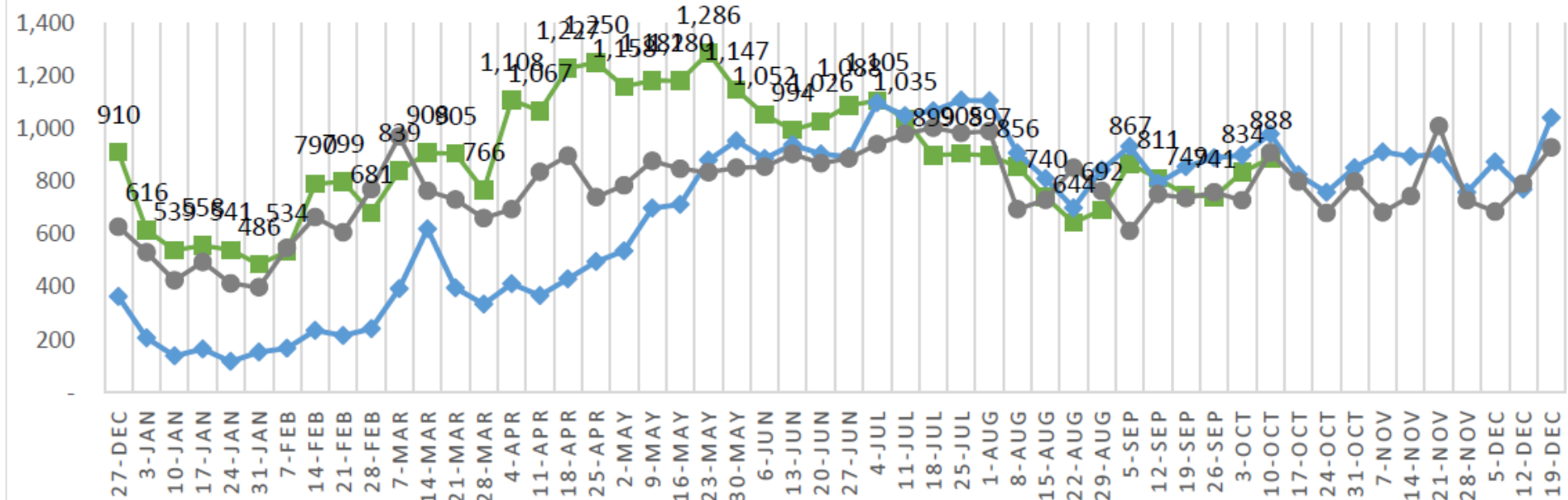
# 2021 - 2022 SkyWest Airlines

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



## SAA Schedule

### Salina Airport Flight Schedule

#### Effective 10/30/22

| Flight #            | Departure  | From          | To            | Arrival    |
|---------------------|------------|---------------|---------------|------------|
| <b>ORD<br/>5036</b> | 8:00 a.m.  | ORD (Chicago) | HYS (Hays)    | 10:10 a.m. |
|                     | 10:40 a.m. | HYS (Hays)    | SLN (Salina)  | 11:24 a.m. |
|                     | 11:59 a.m. | SLN (Salina)  | ORD (Chicago) | 2:02 p.m.  |

| Flight #            | Departure | From         | To           | Arrival   |
|---------------------|-----------|--------------|--------------|-----------|
| <b>DEN<br/>5077</b> | 2:09 p.m. | DEN (Denver) | SLN (Salina) | 4:38 p.m. |
|                     | 5:08 p.m. | SLN (Salina) | HYS (Hays)   | 5:58 p.m. |
|                     | 6:33 p.m. | HYS (Hays)   | DEN (Denver) | 7:01 p.m. |

#### Effective 11/01/22

| Flight #            | Departure  | From          | To            | Arrival   |
|---------------------|------------|---------------|---------------|-----------|
| <b>ORD<br/>5036</b> | 11:10 a.m. | ORD (Chicago) | HYS (Hays)    | 1:20 p.m. |
|                     | 1:50 p.m.  | HYS (Hays)    | SLN (Salina)  | 2:34 p.m. |
|                     | 3:04 p.m.  | SLN (Salina)  | ORD (Chicago) | 5:07 p.m. |

| Flight #            | Departure | From         | To           | Arrival   |
|---------------------|-----------|--------------|--------------|-----------|
| <b>DEN<br/>5077</b> | 2:09 p.m. | DEN (Denver) | SLN (Salina) | 4:38 p.m. |
|                     | 5:08 p.m. | SLN (Salina) | HYS (Hays)   | 5:58 p.m. |
|                     | 6:28 p.m. | HYS (Hays)   | DEN (Denver) | 6:56 p.m. |

SkyWest provides Exit Lane Coverage

Real time flight information may be found at [www.flysalina.com](http://www.flysalina.com)

### TSA Hours of Operation

Monday - Sunday 9:00 a.m. - 5:30 p.m.

### Airline Ticket Counter Hours of Operations

|                                       |                         |
|---------------------------------------|-------------------------|
| Sunday, 10/30/22 and Monday, 10/31/22 | 10:00 a.m. - 12:00 p.m. |
|                                       | 4:00 p.m. - 6:00 p.m.   |
| Daily Effective 11/1/22               | 1:00 p.m. - 5:00 p.m.   |

### ATC Hours of Operations

Monday - Sunday 7:00 a.m. - 11:00 p.m.

### ARFF Hours of Operations

Monday - Sunday 6:00 a.m. - 11:00 p.m.

### Terminal Building Hours

|                            |                       |
|----------------------------|-----------------------|
| Monday - Friday            | 8:00 a.m. - 6:00 p.m. |
| Saturday, Sunday, Holidays | 9:15 a.m. - 6:00 p.m. |

|  |           |
|--|-----------|
| SAA staff will unlock terminal building Mon - Fri        | 8:00 a.m. |
| TSA staff will unlock terminal building Sat/Sun/Holidays | 9:15 a.m. |
| SKW staff will lock terminal building daily              | 6:00 p.m. |

### Emergency Phone Numbers

|                                       |              |
|---------------------------------------|--------------|
| Salina / Saline County Dispatch       | 911          |
| TSA ICT Coordination Center (Wichita) | 316-361-2305 |
| TSA TSOC (National)                   | 866-655-7023 |
| EOD Ft. Riley                         | 785-210-7097 |
| KHP SRT                               | 785-822-1700 |

## SAA Schedule

### Salina Airport Flight Schedule

#### Effective 12/16/22

| Flight #            | Departure  | From          | To            | Arrival   |
|---------------------|------------|---------------|---------------|-----------|
| <b>ORD<br/>5036</b> | 12:03 p.m. | ORD (Chicago) | HYS (Hays)    | 2:13 p.m. |
|                     | 2:43 p.m.  | HYS (Hays)    | SLN (Salina)  | 3:28 p.m. |
|                     | 3:58 p.m.  | SLN (Salina)  | ORD (Chicago) | 5:50 p.m. |

| Flight #            | Departure | From         | To           | Arrival   |
|---------------------|-----------|--------------|--------------|-----------|
| <b>DEN<br/>5077</b> | 2:14 p.m. | DEN (Denver) | SLN (Salina) | 4:37 p.m. |
|                     | 5:06 p.m. | SLN (Salina) | HYS (Hays)   | 5:50 p.m. |
|                     | 6:25 p.m. | HYS (Hays)   | DEN (Denver) | 6:45 p.m. |

### TSA Hours of Operation

Monday - Sunday 9:15 a.m. - 5:45 p.m.

### ATC Hours of Operations

Monday - Sunday 7:00 a.m. - 11:00 p.m.

### ARFF Hours of Operations

Monday - Sunday 6:00 a.m. - 11:00 p.m.

### Airline Ticket Counter Hours of Operations

Monday - Sunday 10:00 a.m. - 12:00 p.m.  
4:00 p.m. - 6:00 p.m.

### Terminal Building Hours

Monday - Friday 8:00 a.m. - 6:00 p.m.  
Saturday, Sunday, Holidays 9:15 a.m. - 6:00 p.m.

|  |           |
|--|-----------|
| SAA staff will unlock terminal building Mon - Fri        | 8:00 a.m. |
| TSA staff will unlock terminal building Sat/Sun/Holidays | 9:15 a.m. |
| SKW staff will lock terminal building daily              | 6:00 p.m. |

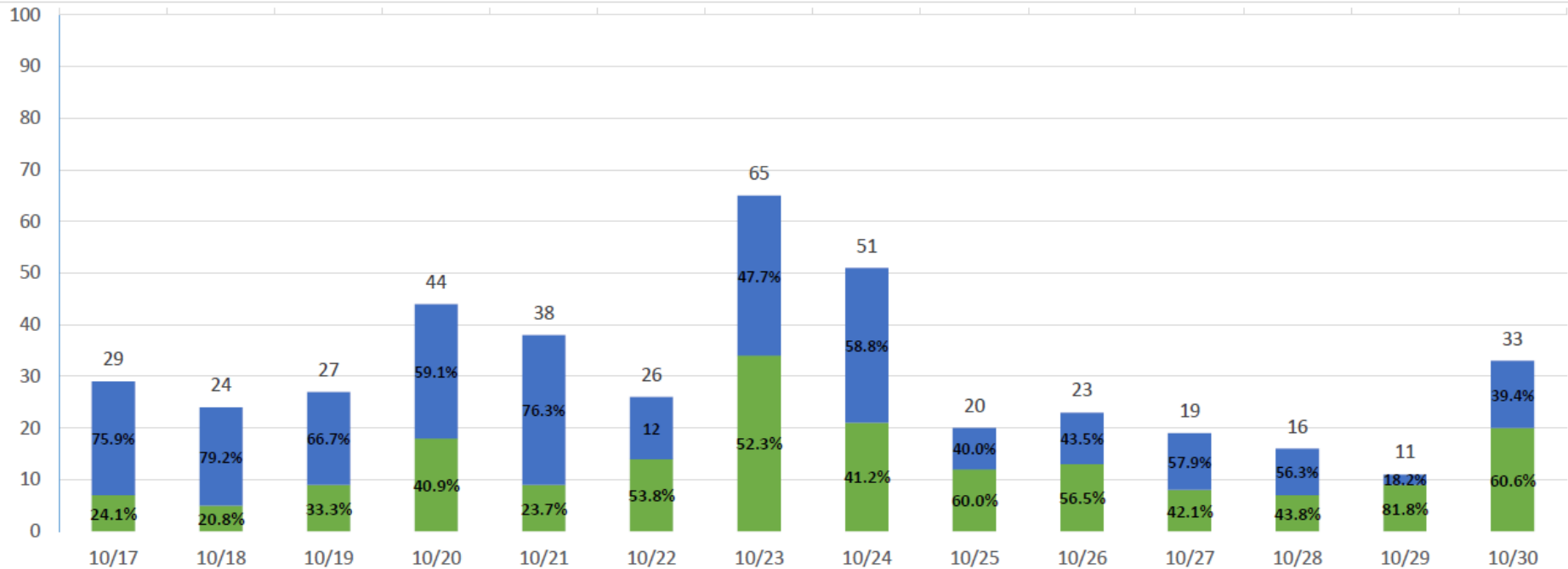
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|                                       |              |
|---------------------------------------|--------------|
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| TSA TSOC (National)                   | 866-655-7023 |
| EOD Ft. Riley                         | 785-210-7097 |
| KHP SRT                               | 785-822-1700 |

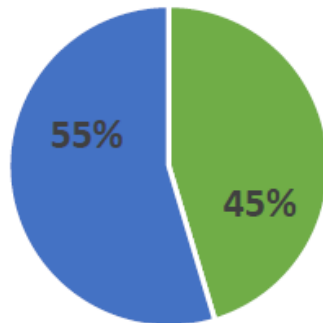
SkyWest provides Exit Lane Coverage

Real time flight information may be found at [www.flysalina.com](http://www.flysalina.com)

# ADVANCED BOOKINGS

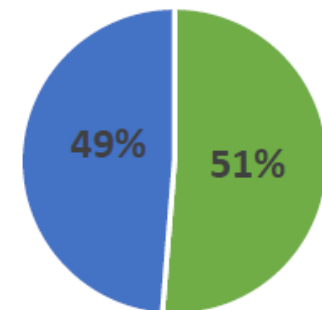


Advanced Bookings  
October 17 - October 30



■ DEN ■ ORD

Advanced Bookings  
Year-To-Date



■ DEN ■ ORD



# ***SALINA** Airport*

*Authority*

SEPTEMBER 2022

FINANCIAL STATEMENTS

# Financial Reports

## Salina Airport Authority Statement of Net Position Prev Year Comparison As of September 30, 2022

10/16/2022

|                                       | Sep 30, 22        | Aug 31, 22        | \$ Change        | Sep 30, 21        | \$ Change         | % Change   |
|---------------------------------------|-------------------|-------------------|------------------|-------------------|-------------------|------------|
| <b>ASSETS</b>                         |                   |                   |                  |                   |                   |            |
| Current Assets                        |                   |                   |                  |                   |                   |            |
| Total Checking/Savings                | 4,499,373         | 4,796,690         | -297,317         | 2,283,151         | 2,216,222         | 97%        |
| Total Accounts Receivable             | 238,422           | 45,052            | 193,370          | 246,457           | -8,035            | -3%        |
| Total Other Current Assets            | 3,049,485         | 510,564           | 2,538,921        | 188,653           | 2,860,832         | 1,516%     |
| Total Current Assets                  | 7,787,280         | 5,352,306         | 2,434,974        | 2,718,261         | 5,069,019         | 186%       |
| Total Fixed Assets                    | 48,022,255        | 44,548,060        | 3,474,195        | 42,094,495        | 5,927,760         | 14%        |
| Total Other Assets                    | 1,085,654         | 1,085,654         | 0                | 1,232,712         | -147,058          | -12%       |
| <b>TOTAL ASSETS</b>                   | <b>56,895,189</b> | <b>50,986,020</b> | <b>5,909,169</b> | <b>46,045,468</b> | <b>10,849,721</b> | <b>24%</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                   |                   |                  |                   |                   |            |
| Liabilities                           |                   |                   |                  |                   |                   |            |
| Total Current Liabilities             | 6,255,094         | 3,164,269         | 3,090,825        | 2,987,862         | 3,267,232         | 109%       |
| Total Long Term Liabilities           | 24,063,950        | 24,063,950        | 0                | 21,318,709        | 2,745,241         | 13%        |
| Total Liabilities                     | 30,319,044        | 27,228,219        | 3,090,825        | 24,306,571        | 6,012,473         | 25%        |
| Equity                                |                   |                   |                  |                   |                   |            |
| Total Equity                          | 26,576,145        | 23,757,801        | 2,818,344        | 21,738,897        | 4,837,248         | 22%        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>56,895,189</b> | <b>50,986,020</b> | <b>5,909,169</b> | <b>46,045,468</b> | <b>10,849,721</b> | <b>24%</b> |

# Financial Reports

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

8:55 PM

10/16/2022

Accrual Basis

|                               | Jan - Sep 22 | Jan - Sep 21 | \$ Change    | % Change |
|-------------------------------|--------------|--------------|--------------|----------|
| Ordinary Income/Expense       |              |              |              |          |
| Income                        |              |              |              |          |
| Total Airfield revenue        | 1,010,407.54 | 829,941.76   | 180,465.78   | 21.74%   |
| Total Building and land rent  | 1,322,357.16 | 1,290,137.02 | 32,220.14    | 2.5%     |
| Total Other revenue           | 117,244.95   | 72,433.31    | 44,811.64    | 61.87%   |
| Total Income                  | 2,450,009.65 | 2,192,512.09 | 257,497.56   | 11.74%   |
| Gross Income                  | 2,450,009.65 | 2,192,512.09 | 257,497.56   | 11.74%   |
| Expense                       |              |              |              |          |
| Total Administrative expenses | 1,461,843.93 | 1,293,247.00 | 168,596.93   | 13.04%   |
| Total Maintenance expenses    | 829,493.61   | 828,340.11   | 1,153.50     | 0.14%    |
| Total Expense                 | 2,291,337.54 | 2,121,587.11 | 169,750.43   | 8.0%     |
| Net Ordinary Income           | 158,672.11   | 70,924.98    | 87,747.13    | 123.72%  |
| Mill levy income              | 1,842,041.25 | 1,901,001.78 | -58,960.53   | -3.1%    |
| Total Other Income            | 6,196,662.24 | 3,136,264.48 | 3,060,397.76 | 97.58%   |
| Total Other Expense           | 2,613,820.44 | 2,665,475.15 | -51,654.71   | -1.94%   |
| Net Other Income              | 3,582,841.80 | 470,789.33   | 3,112,052.47 | 661.03%  |
| Net Income                    | 3,741,513.91 | 541,714.31   | 3,199,799.60 | 590.68%  |

# Financial Reports

## Salina Airport Authority Capital Additions Budget vs. Actual As of September 30, 2022

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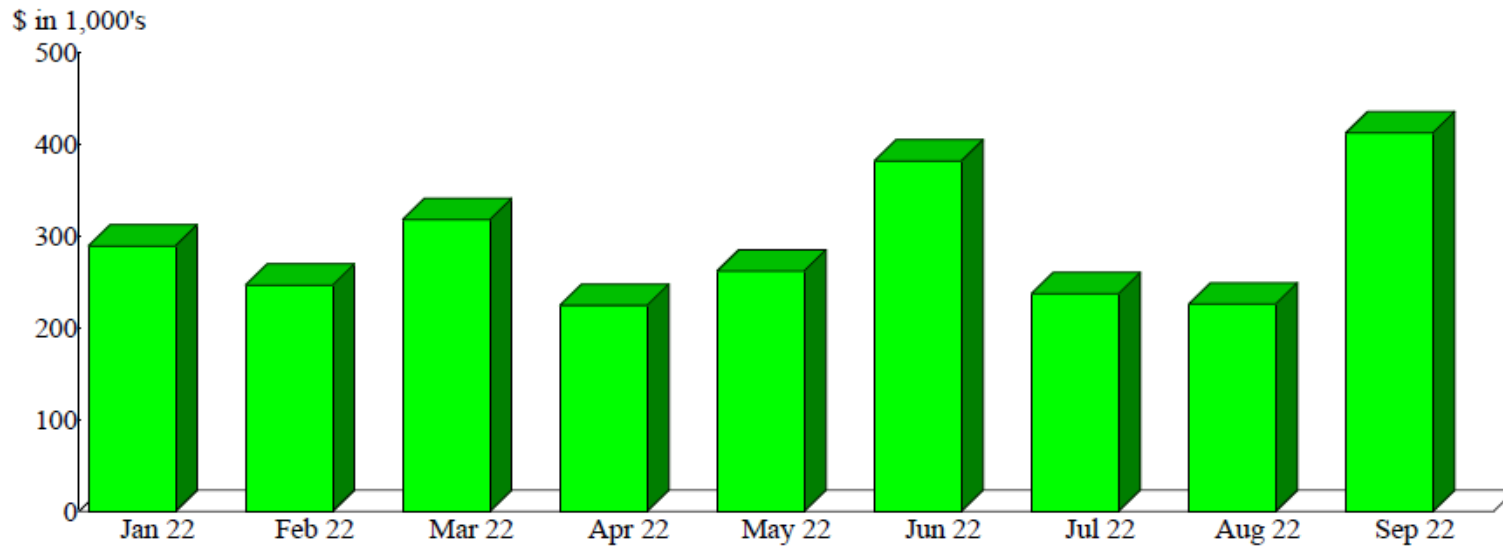
10/16/2022

Accrual Basis

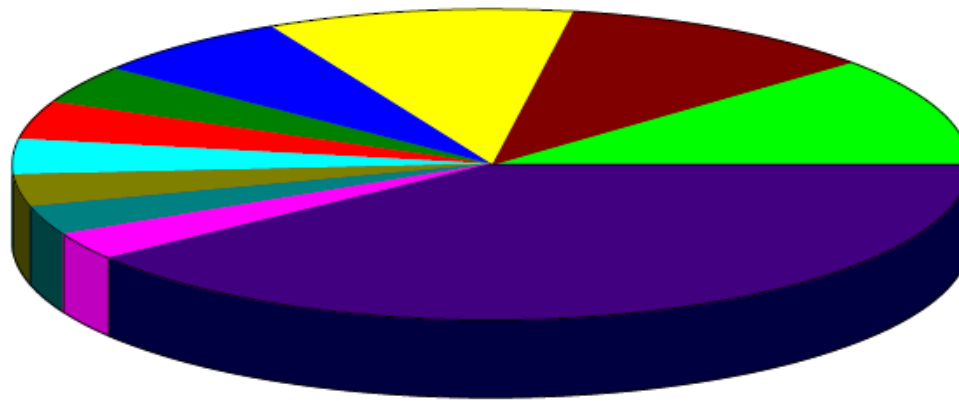
|                                | <u>Sept 22</u> | <u>Jan - Sep 22</u> | <u>Annual Budget</u> | <u>+/- Annual Budget</u> | <u>% of Annual Budget</u> |
|--------------------------------|----------------|---------------------|----------------------|--------------------------|---------------------------|
| <b>ASSETS</b>                  |                |                     |                      |                          |                           |
| Fixed Assets                   |                |                     |                      |                          |                           |
| Fixed assets at cost           |                |                     |                      |                          |                           |
| Total Airfeld                  | 2,866,848      | 4,888,366           | 9,278,875            | -4,390,509               | 53%                       |
| Total Buildings & Improvements | 849,435        | 2,788,038           | 4,087,583            | -1,299,545               | 68%                       |
| Total Equipment                | 0              | -2,885              | 167,500              | -170,385                 | -2%                       |
| Total Land                     | 0              | 0                   | 38,000               | -38,000                  | 0%                        |
| Total Fixed assets at cost     | 3,716,283      | 7,673,519           | 13,571,958           | -5,898,439               | 57%                       |

Sales by Month  
January through September 2022

Dollar Sales



Sales Summary  
January through September 2022

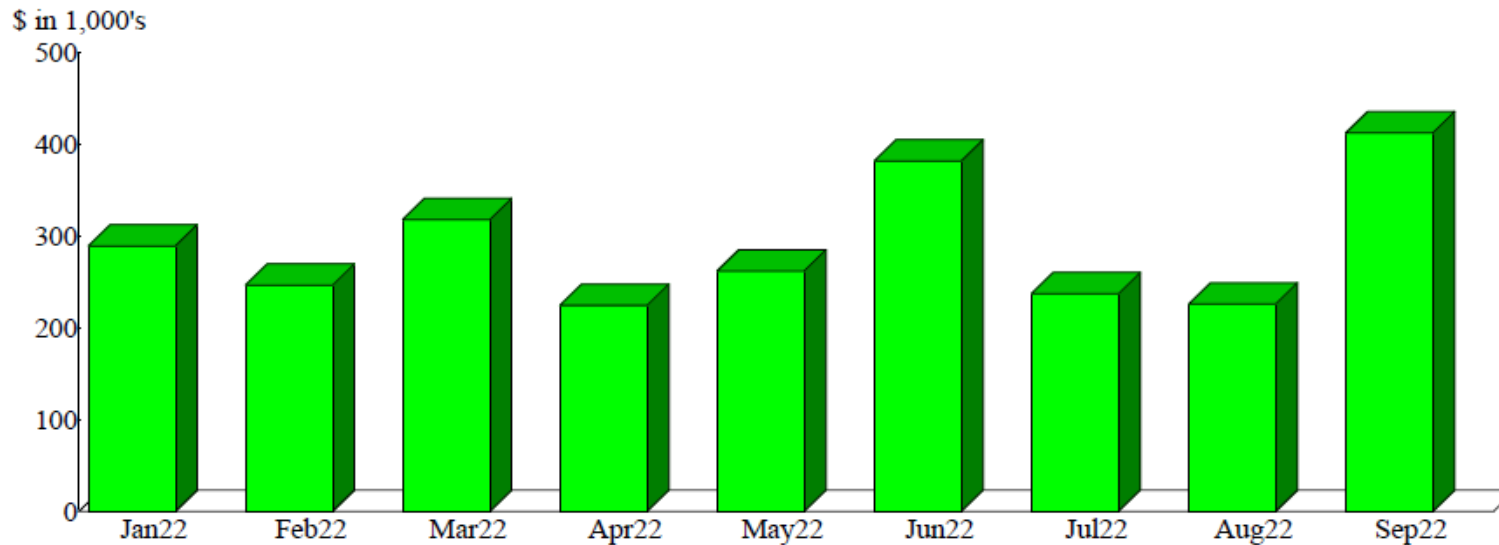


|                                 |                |
|---------------------------------|----------------|
| Kansas Erosion Products, LLC.   | 11.58%         |
| Avflight Salina                 | 10.94          |
| 1 Vision Aviation, PLLC         | 10.42          |
| Stryten Salina, LLC             | 6.95           |
| SFC Global Supply Chain         | 4.04           |
| NASA                            | 4.01           |
| USSOCOM (Jaded Thunder)         | 3.71           |
| Universal Forest Products (UFP) | 3.44           |
| Marine Forces Reserve MAG-49    | 3.16           |
| K-State Salina                  | 3.01           |
| Other                           | 38.74          |
| Total                           | \$2,598,250.31 |

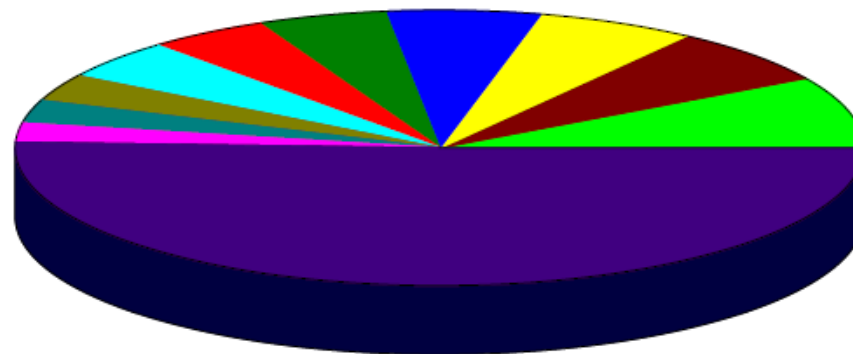
By Customer

Sales by Month  
January through September 2022

Dollar Sales



Sales Summary  
January through September 2022



|  |                |
|--|----------------|
| H-00959-1 (Hangar Facility H959 - 2044 S | 8.49%          |
| B-01021 (Building #1021 located at 3600  | 6.83           |
| B-00655-3 (Bldg. #655 (96,611 SF) - 2656 | 6.09           |
| FFF-Avflight Salina (Fuel Flowage Fee @  | 5.92           |
| H-0600-1 (Hangar 600 - 20,217 sq. ft.)   | 5.03           |
| Utility Reimbursement (Utility Reimburse | 4.71           |
| H-0606-1 (Hangar 606 - 2630 Arnold Ct.   | 4.64           |
| B-00620-1 (Building #620 (30,000 SF) an  | 3.31           |
| B-00626-1 (Manufacturing facility #626 ( | 2.80           |
| H-00409-1 (FBO Hangar - 2010 Rogers Ct.) | 2.24           |
| Other                                    | 49.95          |
| Total                                    | \$2,598,250.31 |

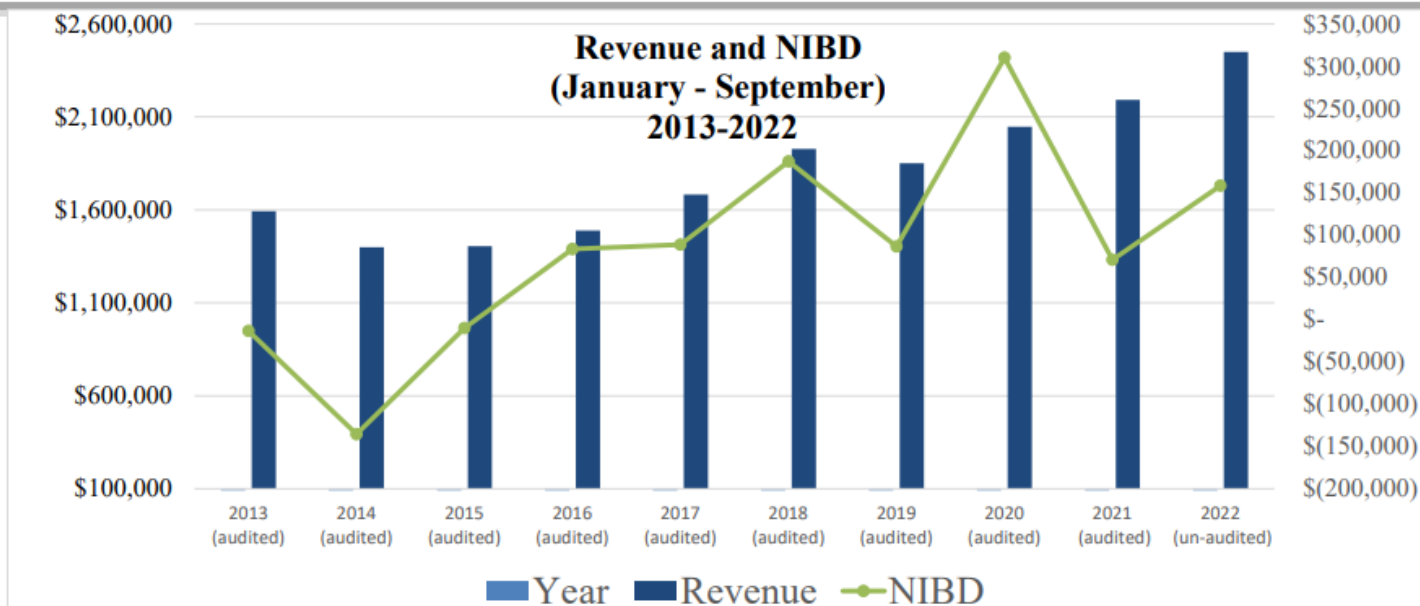
By Item

# 10-Year Operating Revenue and Expense Analysis

## January - September

### 2013-2022

|   | 2013<br>(audited)  | 2014<br>(audited)  | 2015<br>(audited) | 2016<br>(audited) | 2017<br>(audited) | 2018<br>(audited) | 2019<br>(audited) | 2020<br>(audited) | 2021<br>(audited) | 2022<br>(un-audited) |
|---|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----------------------|
| <b><u>TOTAL REVENUES</u></b>                |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
| <b>OPERATING REVENUES</b>                   |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
| Airfield                                    | \$ 327,248         | \$ 388,353         | \$ 396,194        | \$ 435,091        | \$ 388,023        | \$ 437,089        | \$ 568,385        | \$ 579,277        | \$ 696,973        | \$ 841,952           |
| Fuel flowage fees                           | 97,983             | 85,808             | 115,915           | 113,033           | 163,501           | 162,608           | 148,738           | 149,136           | 132,969           | 168,456              |
| Building and land rent                      | 1,122,137          | 895,024            | 822,297           | 879,289           | 1,004,581         | 1,047,811         | 1,024,780         | 1,170,594         | 1,290,137         | 1,322,357            |
| Other revenue                               | 45,790             | 29,744             | 69,904            | 61,203            | 126,919           | 280,492           | 109,639           | 148,466           | 72,433            | 117,245              |
| <b>TOTAL OPERATING REVENUES</b>             | <b>1,593,159</b>   | <b>1,398,928</b>   | <b>1,404,310</b>  | <b>1,488,616</b>  | <b>1,683,024</b>  | <b>1,928,000</b>  | <b>1,851,542</b>  | <b>2,047,473</b>  | <b>2,192,512</b>  | <b>2,450,010</b>     |
| <b><u>TOTAL EXPENSES</u></b>                |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
| <b>OPERATING EXPENSES</b>                   |                    |                    |                   |                   |                   |                   |                   |                   |                   |                      |
| Administrative                              | 918,078            | 885,838            | 883,408           | 913,010           | 947,584           | 1,141,922         | 1,134,432         | 1,143,667         | 1,293,247         | 1,461,844            |
| Maintenance                                 | 688,460            | 648,395            | 530,706           | 491,809           | 646,560           | 598,724           | 630,304           | 593,699           | 828,340           | 829,494              |
| <b>TOTAL OPERATING EXPENSES</b>             | <b>1,606,538</b>   | <b>1,534,232</b>   | <b>1,414,114</b>  | <b>1,404,820</b>  | <b>1,594,144</b>  | <b>1,740,646</b>  | <b>1,764,736</b>  | <b>1,737,366</b>  | <b>2,121,587</b>  | <b>2,291,338</b>     |
| <b>OPERATING INCOME BEFORE DEPRECIATION</b> | <b>\$ (13,379)</b> | <b>\$(135,304)</b> | <b>\$ (9,803)</b> | <b>\$ 83,796</b>  | <b>\$ 88,880</b>  | <b>\$ 187,354</b> | <b>\$ 86,806</b>  | <b>\$ 310,107</b> | <b>\$ 70,925</b>  | <b>\$ 158,672</b>    |



# Update on the Status of FEMA funding for disaster recovery and mitigation assistance following the December 15, 2021, windstorm.

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SHELLI SWANSON, C.M.

MAYNARD CUNNINGHAM



# K-State Salina, Aerospace and Technology Campus growth update and discussion

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TIM ROGERS, A.A.E.

# K-State Salina receives largest corporate gift in university history from General Atomics

Wednesday, Oct. 5, 2022







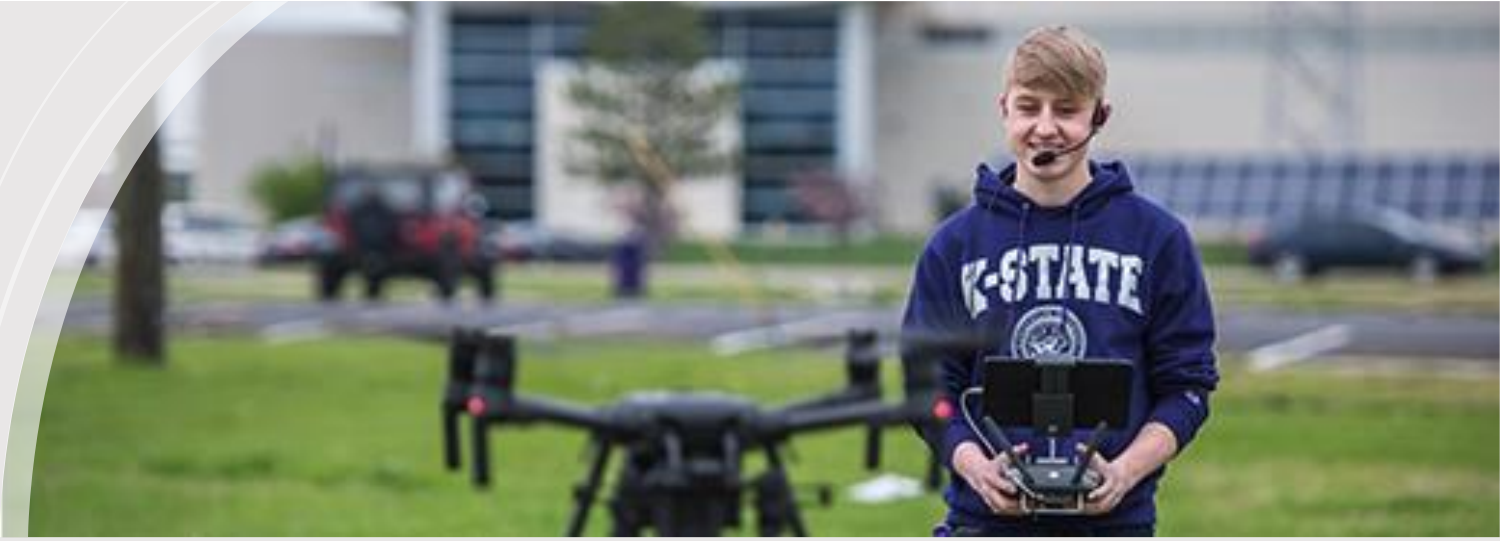
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SCALE NORTH



## BEECHCRAFT ROAD IMPROVEMENTS

JULY 14, 2017

# INNOVATION RAMP







# GLOBAL AERONAUTICS INITIATIVE



Salina Community  
Economic Development  
Organization

*Inspired the need for Kansas first aerospace focused campus*



Facilities



Talent



Resources

# KANSAS STATE UNIVERSITY

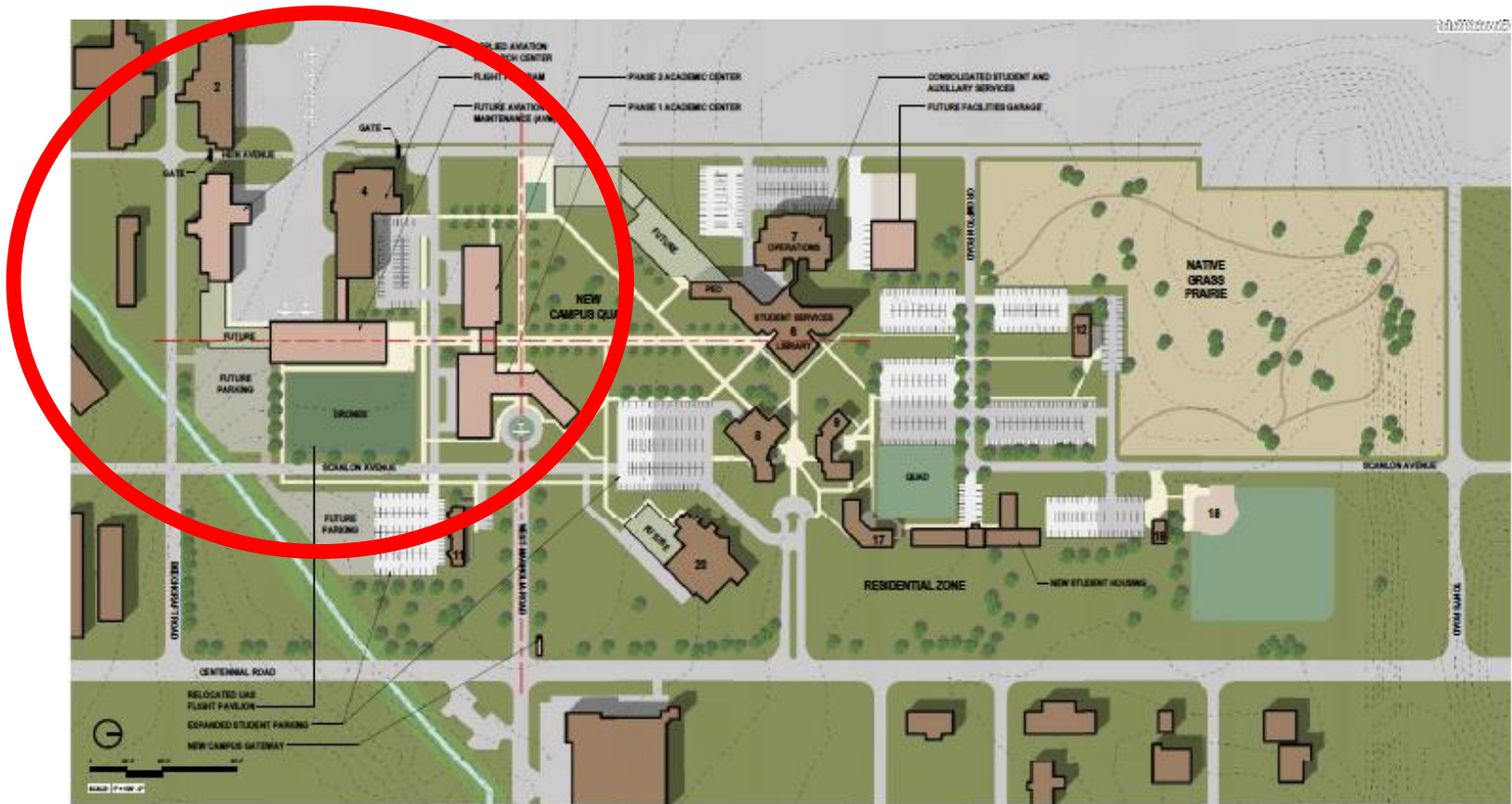
Salina

Aerospace and Technology Campus









K-STATE POLYTECHNIC CAMPUS SITE CONCEPT PLAN



- 1. KANSAS ADVANCED SIMULATION CENTER \$50M
- 2. AVIATION TRAINING CENTER OF EXCELLENCE \$30M
- 3. MODEL FACTORY TEACHING & RESEARCH CENTER \$28M

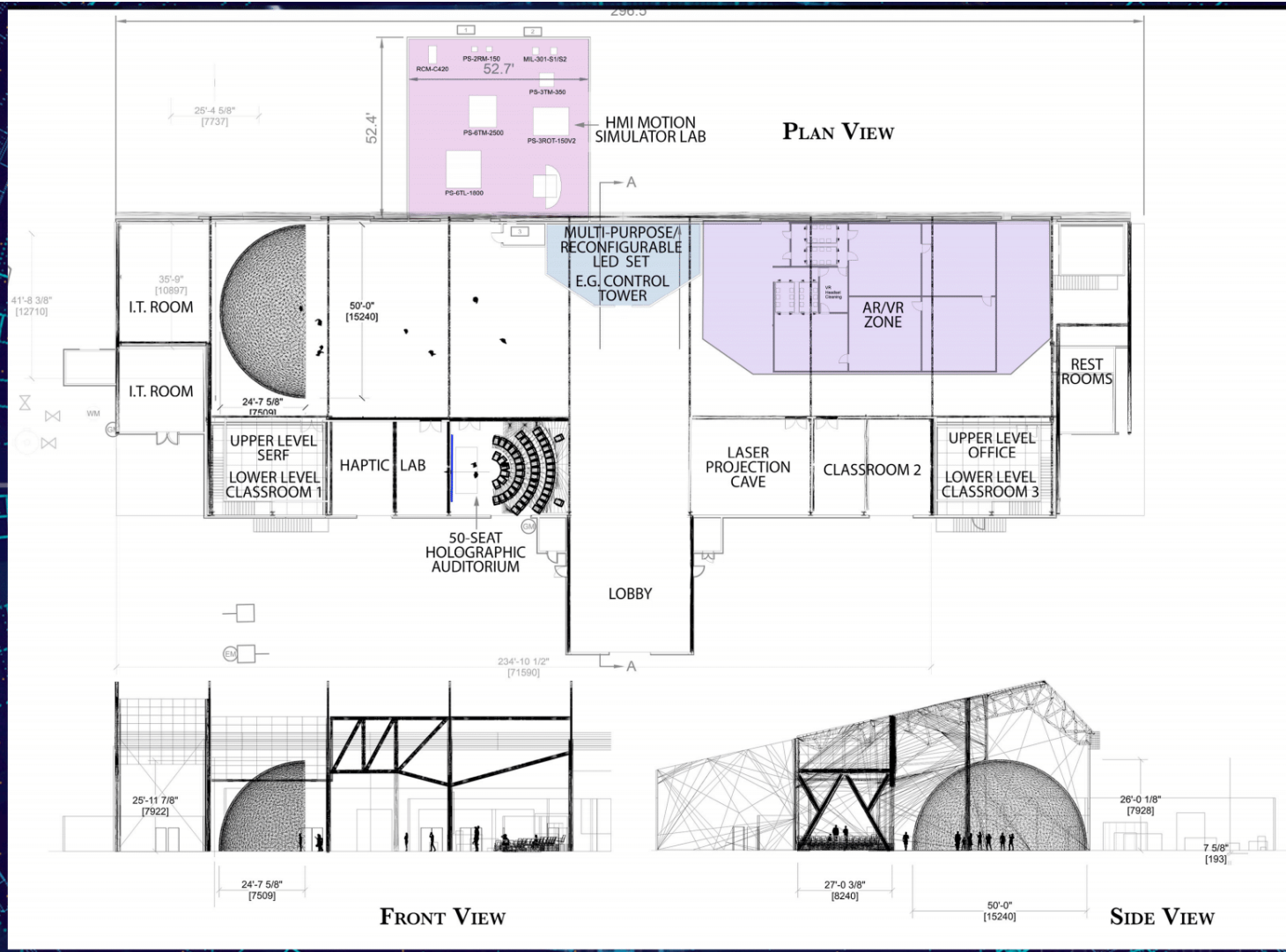


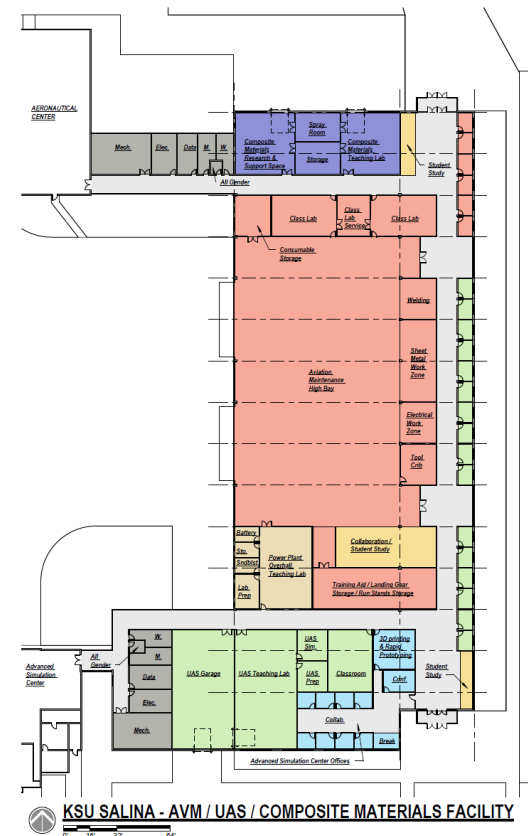
Salina, KS



# KANSAS ADVANCED SIMULATION CENTER























**KANSAS STATE**  
**UNIVERSITY**

**NEW ACADEMIC CENTER**

Program and Concept Study  
September 2021

Salina

Aerospace and Technology Campus









# \$120 MILLION IN 5 YEARS



Facilities



Talent



Resources

FEDERAL 40% + STATE 40% + INDUSTRY 10% + PRIVATE 20% = 10%



SAA development review and approval of the 57,600 SF addition to the Geoprobe manufacturing facility located at 1840 Wall St., Salina Airport Industrial Center

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MAYNARD CUNNINGHAM







# Review and update of current Salina Regional Airport improvement projects.

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TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

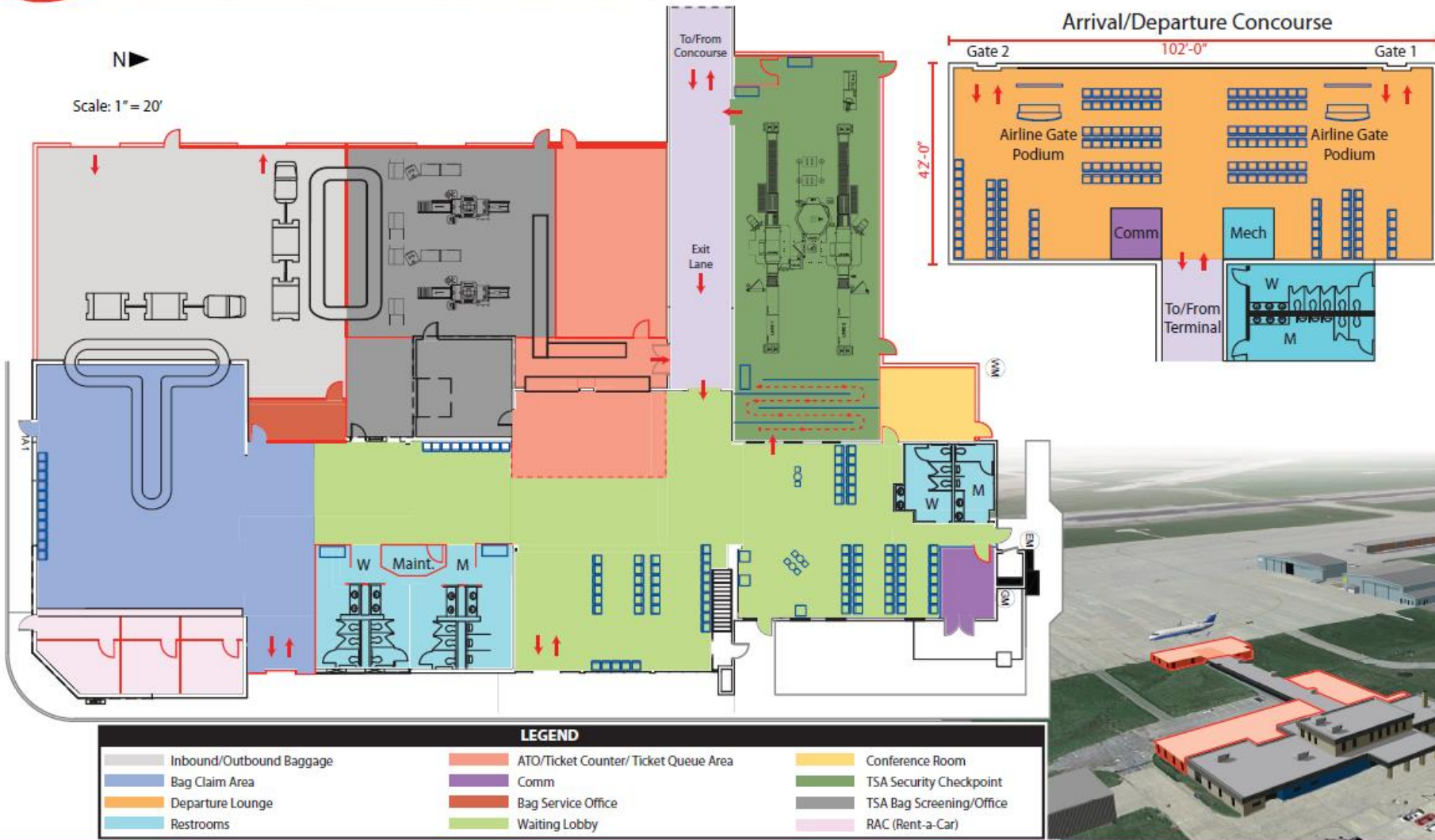


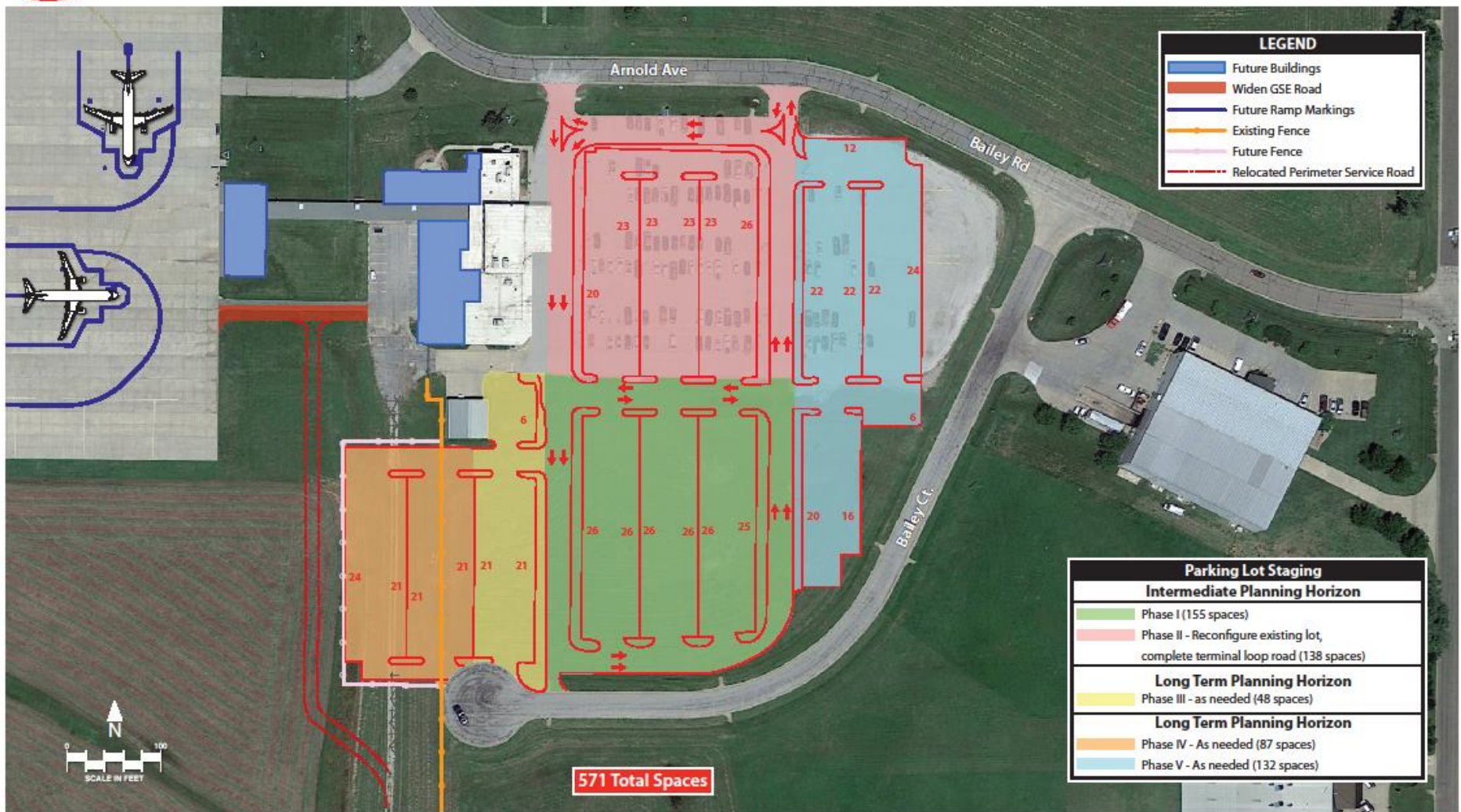


















# Review and update of current Salina Airport Industrial Center improvement projects.

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TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

MAYNARD CUNNINGHAM











# Directors' Forum

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KENT BUER - CHAIR

# Visitor's Questions & Comments

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KENT BUER - CHAIR





# Staff Reports

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TIM ROGERS, A.A.E.



# Announcements

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Special Board Meeting November 2, 2022, **4:00 p.m.**  
Review Full Draft Budget Report



Salina Crossroads Marathon November 5, 2022, 8:00 a.m.



Regular Board Meeting November 16, 2022, 8:00 a.m.



Regular Board Meeting December 21, 2022, 8:00 a.m.



Adjournment