



Salina Airport Authority
Board of Directors
Regular Meeting

June 21, 2023



Call to order.



DETERMINE THAT A QUORUM IS PRESENT
AND CONFIRM THAT THE MEETING
NOTICE HAS BEEN PUBLISHED.



RECOGNITION OF GUESTS.



ADDITIONS TO THE AGENDA AND
AGENDA OVERVIEW.

Tod Roberg, Chair



Approval of the minutes of the May 17, 2023 regular board meeting.

Tod Roberg, Chair



Review of Airport Activity and Financial Reports for the month ending May 31, 2023

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Produced June 08, 2023

May 2023 Market Review

Salina Regional Airport (SLN)

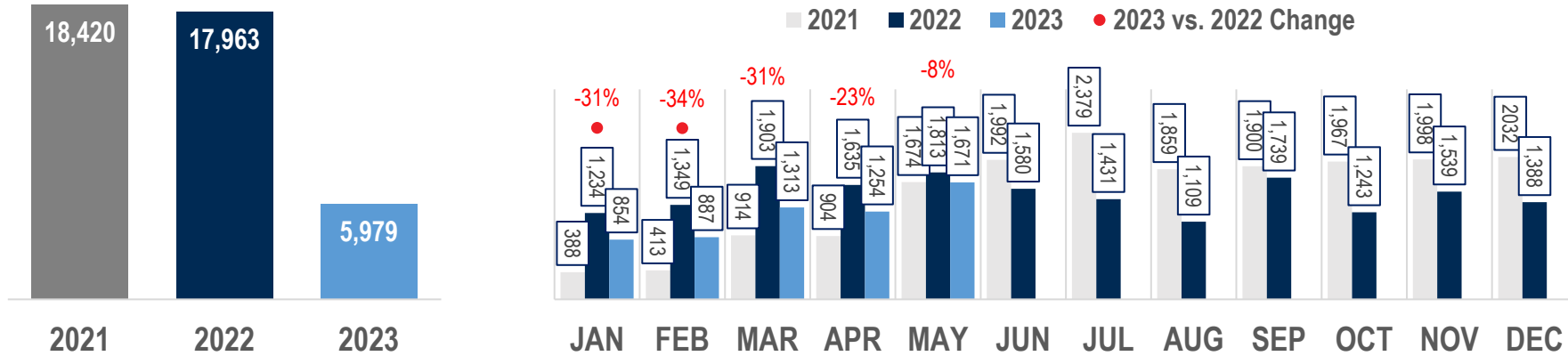


Key Performance Indicators

May 2023 enplanements for SLN were down just 8% on a year-over-year basis

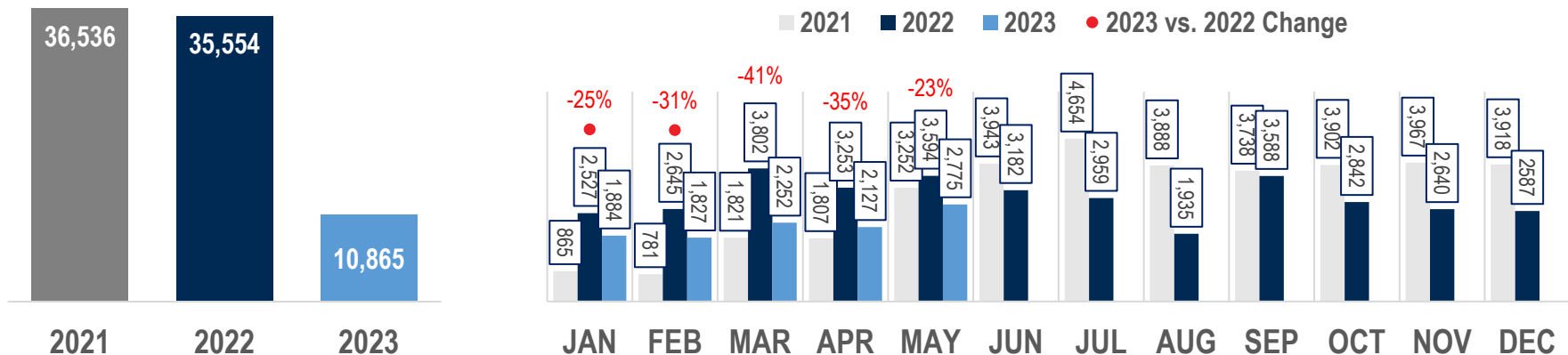
SLN Outbound Passenger Enplanements

January 2021 to May 2023



SLN Roundtrip Passenger Enplanements

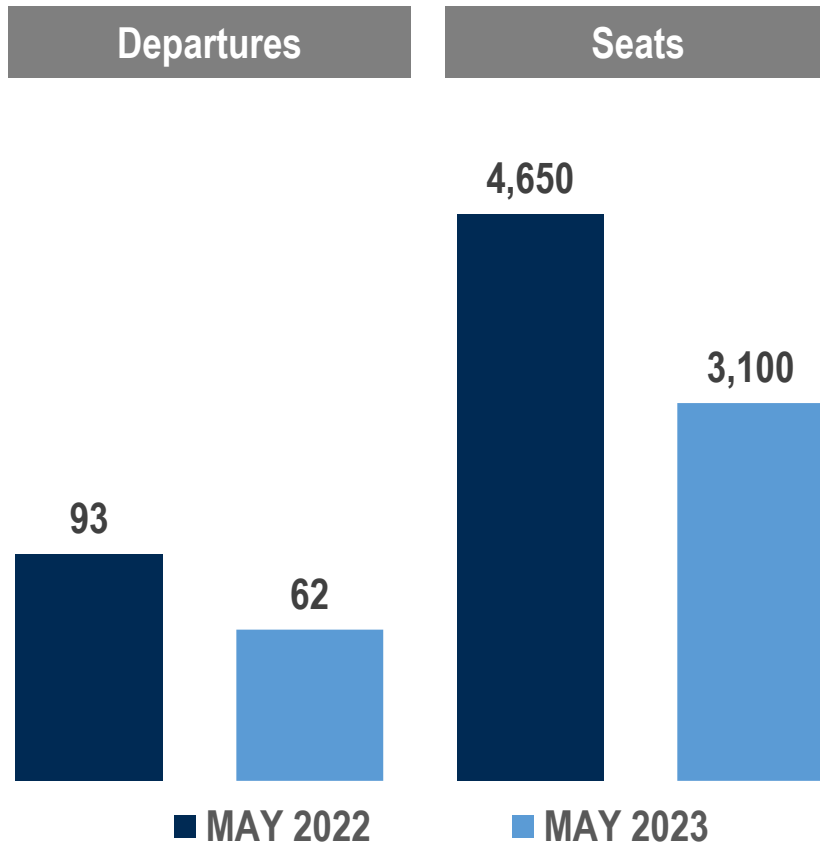
January 2021 to May 2023



Load factor declined 15 points year-over-year for May, but increased 13 pts versus April 2023, likely due to the influx in traffic as a result of Memorial Day

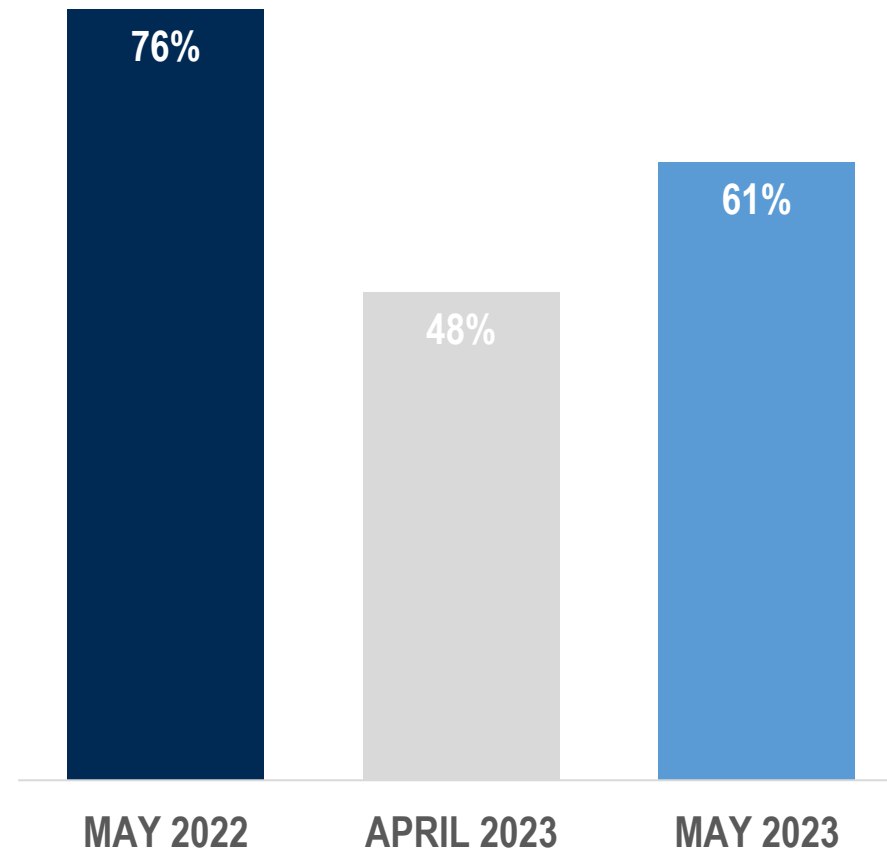
SLN Outbound Operated Capacity

May 2023 vs. May 2022



SLN Load Factor

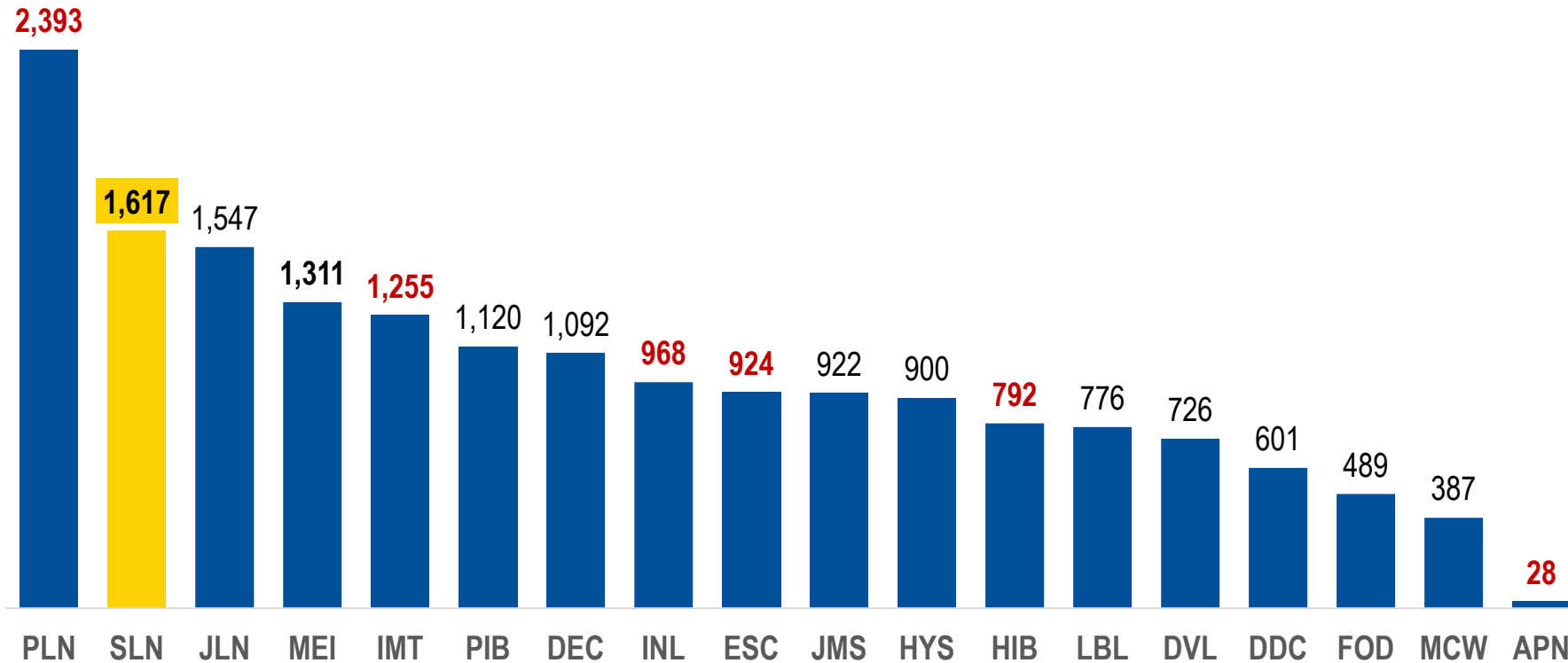
May 2023, April 2023, May 2022



SLN is the second-best performing of SkyWest's 18 tagged airports, to include those with **Delta-branded** service. Of tagged airports with United-branded service, SLN places first

TSA Throughput in SkyWest Tagged Prorate Markets

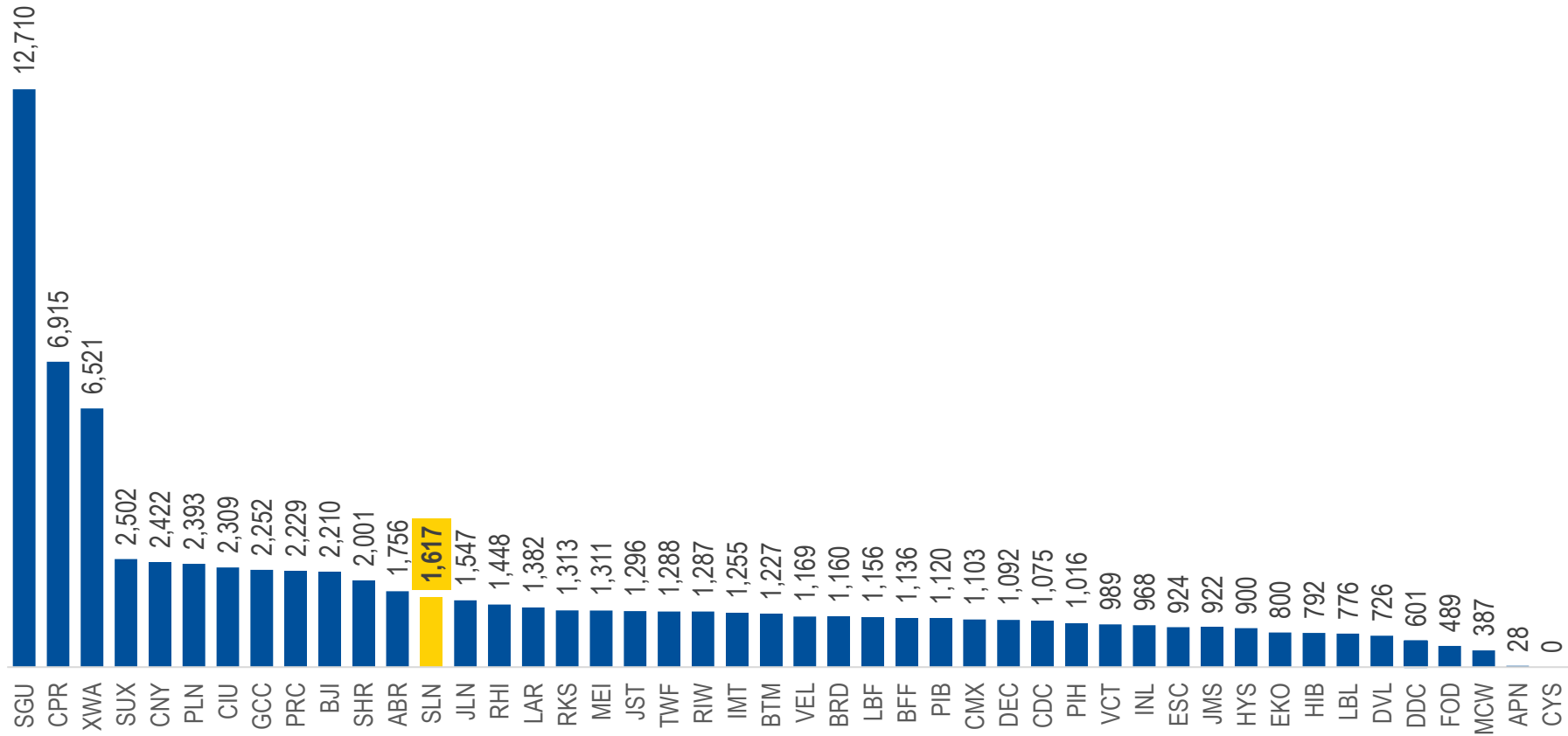
May 07 through June 03, 2023 (Latest Four Weeks of Data)



Viewed against all prorate markets in the four-week period shown, SLN recorded **1,617** TSA screenings, placing it **13th** of the 46 prorate markets, or in the first quartile

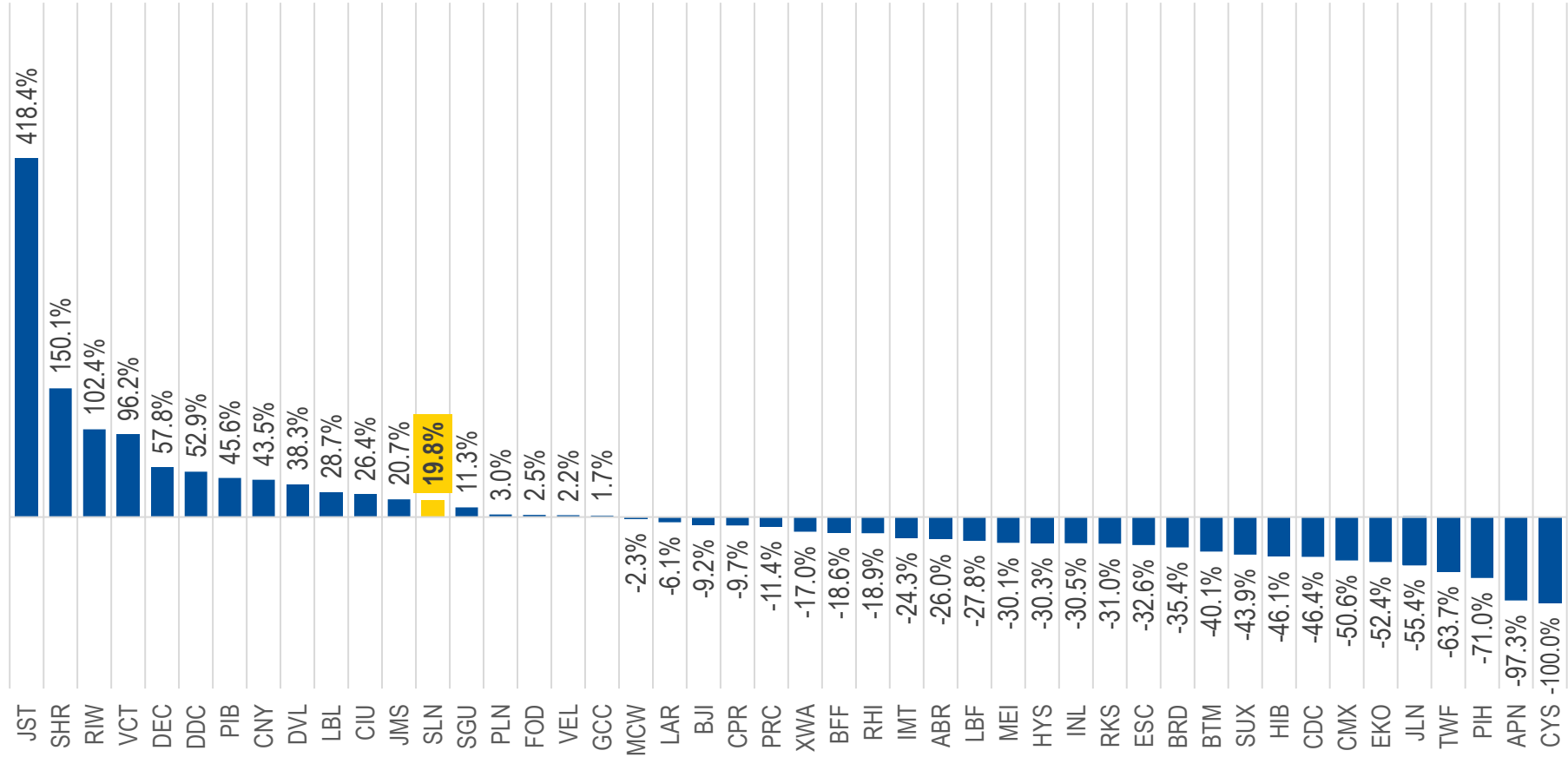
TSA Throughput in SkyWest Prorate Markets

May 07 through June 03, 2023 (Latest Four Weeks of Data)



SLN is up 20% vs. the same four weeks in pre-pandemic 2019, making it SkyWest's 13th most improved prorated market

Change in TSA Throughput in SkyWest Prorate Markets May 07 through June 03, 2023 (Latest Four Weeks of Data) vs. Same Four Weeks in 2019

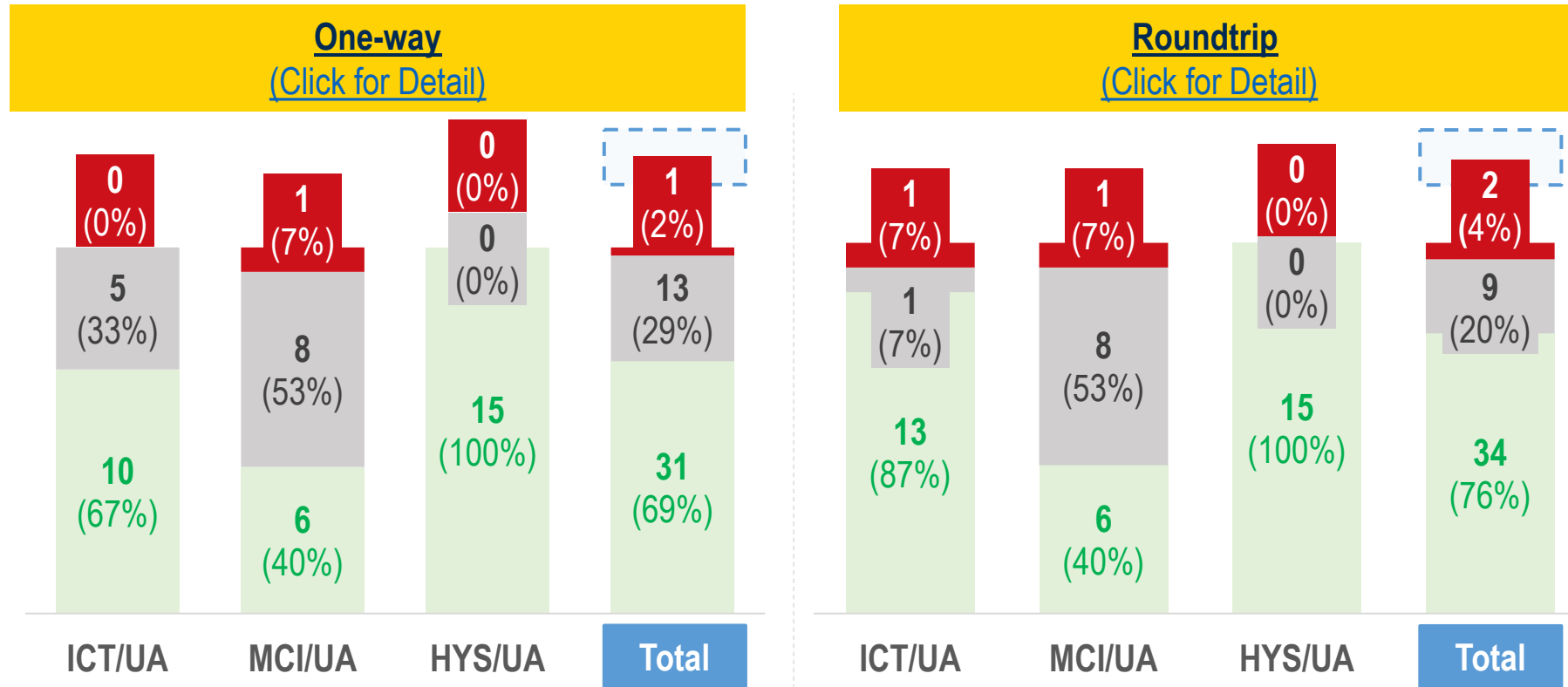


69% of the one-way fares and 76% of roundtrip fares were lower from SLN when compared to UA at ICT, MCI and HYS

Top Market Fares Differential Summary

Comparisons to Wichita, Kansas City and Hays Airports

- Number of Fares Lower from SLN
- Number of Fares Within \$75 Each Way of SLN
- Number of Fares More than \$75 Each Way of SLN



\$180 roundtrip fares are available between SLN and DEN for 18 of the 30 days displayed in August

SLN to DEN Roundtrip Fare Calendar

August 2023 as of June 08, 2023

< Aug 1 - 30, 2023 >
Flexible calendar +/- 3-day matrix

Sun	Mon	Tue	Wed	Thu	Fri	Sat
30	31	1 from \$230	2 from \$180 Lowest	3 from \$280	4 from \$280	5 from \$180 Lowest
6 from \$230	7 from \$180 Lowest	8 from \$180 Lowest	9 from \$201	10 from \$230	11 from \$230	12 from \$180 Lowest
13 from \$230	14 from \$180 Lowest	15 from \$180 Lowest	16 from \$180 Lowest	17 from \$230	18 from \$180 Lowest	19 from \$180 Lowest
20 from \$180 Lowest	21 from \$180 Lowest	22 from \$180 Lowest	23 from \$180 Lowest	24 from \$230	25 from \$230	26 from \$180 Lowest
27 from \$180 Lowest	28 from \$180 Lowest	29 from \$280	30 from \$180 Lowest	31	1	2

\$180 roundtrip fares are available between SLN and ORD for 15 of the 30 days displayed in August

SLN to ORD Roundtrip Fare Calendar

August 2023 as of June 08, 2023

< Aug 1 - 30, 2023 >

Flexible calendar
+/- 3-day matrix

Sun	Mon	Tue	Wed	Thu	Fri	Sat
30	31	1 from \$180 Lowest	2 from \$330	3 from \$180 Lowest	4 from \$272	5 from \$229
6 from \$229	7 from \$180 Lowest	8 from \$180 Lowest	9 from \$229	10 from \$203	11 from \$239	12 from \$272
13 from \$245	14 from \$180 Lowest	15 from \$180 Lowest	16 from \$180 Lowest	17 from \$180 Lowest	18 from \$272	19 from \$272
20 from \$245	21 from \$180 Lowest	22 from \$180 Lowest	23 from \$180 Lowest	24 from \$219	25 from \$287	26 from \$180 Lowest
27 from \$203	28 from \$180 Lowest	29 from \$180 Lowest	30 from \$180 Lowest	31	1	2



MAY 2023

FINANCIAL STATEMENTS

MAY 2023

FINANCIAL STATEMENTS

Moody's Credit Opinion -
Salina Airport Authority, KS /
8 May 2023

Salina Airport Authority
Statement of Net Position Prev Year Comparison

06/16/2023

As of May 31, 2023

	<u>May 31, 23</u>	<u>Apr 30, 23</u>	<u>\$ Change</u>	<u>May 31, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	4,894,692	3,726,235	1,168,457	6,191,490	-1,296,798	-21%
Total Accounts Receivable	116,230	156,881	-40,651	52,498	63,732	121%
Total Other Current Assets	1,413,152	2,417,862	-1,004,710	3,513,952	-2,100,800	-60%
Total Current Assets	6,424,074	6,300,978	123,096	9,757,940	-3,333,866	-34%
Total Fixed Assets	48,510,091	48,426,109	83,982	43,917,872	4,592,219	10%
Total Other Assets	4,157,749	4,157,749	0	4,416,660	-258,911	-6%
TOTAL ASSETS	<u>59,091,914</u>	<u>58,884,836</u>	<u>207,078</u>	<u>58,092,472</u>	<u>999,442</u>	<u>2%</u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	10,780,815	11,060,664	-279,849	5,313,744	5,467,071	103%
Total Long Term Liabilities	21,543,943	21,217,622	326,321	28,955,451	-7,411,508	-26%
Total Liabilities	32,324,758	32,278,286	46,472	34,269,195	-1,944,437	-6%
Equity						
Total Equity	26,767,156	26,606,552	160,604	23,823,276	2,943,880	12%
TOTAL LIABILITIES & EQUITY	<u>59,091,914</u>	<u>58,884,838</u>	<u>207,076</u>	<u>58,092,471</u>	<u>999,443</u>	<u>2%</u>

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through May 2023

3:44 PM
 06/16/2023
 Accrual Basis

	<u>Jan - May 23</u>	<u>Jan - May 22</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	545,613	498,895	46,718	9%
Total Building and land rent	775,244	721,731	53,513	7%
Total Other revenue	51,705	47,487	4,218	9%
Total Income	<u>1,372,562</u>	<u>1,268,113</u>	<u>104,449</u>	<u>8%</u>
Gross Profit	1,372,562	1,268,113	104,449	8%
Expense				
Total Administrative expenses	756,312	701,389	54,923	8%
Total Maintenance expenses	437,190	507,402	-70,212	-14%
Total Expense	<u>1,193,502</u>	<u>1,208,791</u>	<u>-15,289</u>	<u>-1%</u>
Net Ordinary Income	179,060	59,322	119,738	202%
Other Income/Expense				
Total Other Income	1,480,183	2,329,092	-848,909	-36%
Total Other Expense	1,501,134	1,487,003	14,131	1%
Net Other Income	-20,951	842,089	-863,040	-102%
Net Income	<u>158,109</u>	<u>901,411</u>	<u>-743,302</u>	<u>-82%</u>

Salina Airport Authority
Capital Additions Budget vs. Actual
 As of May 31, 2023

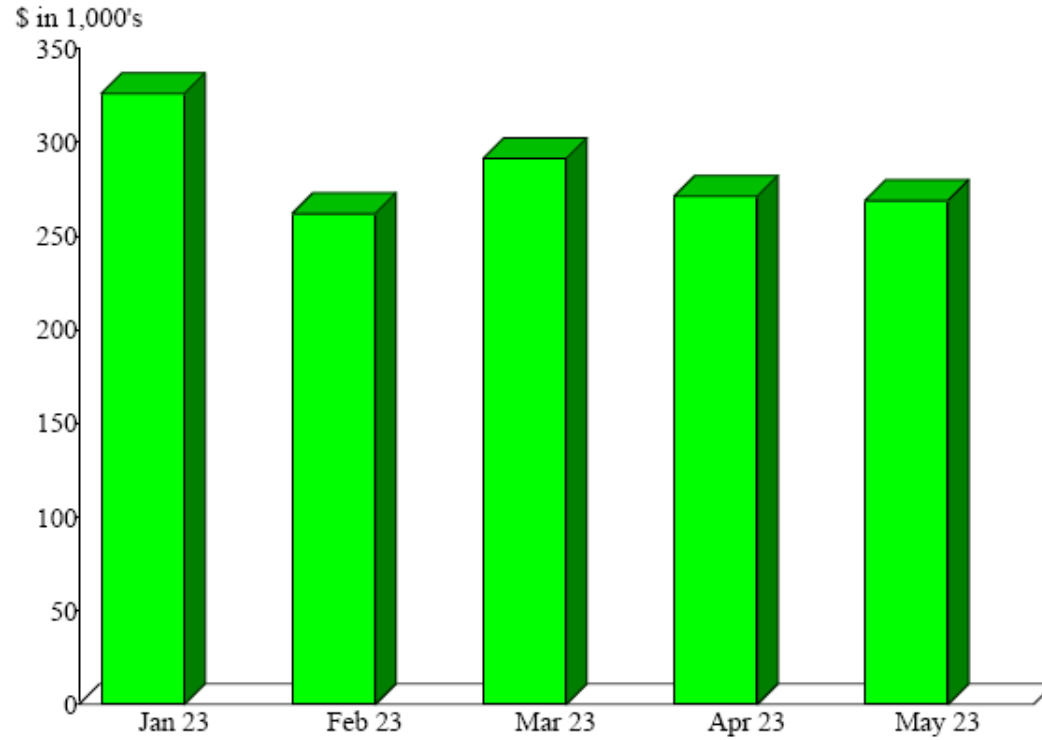
3:49 PM
 06/16/2023
 Accrual Basis

	May 23	Jan - May 23	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	28,930	557,202	14,535,804	-13,978,602	4%
Total Buildings & Improvements	301,946	588,855	5,315,000	-4,726,145	11%
Total Equipment	1,150	9,050	147,500	-138,450	6%
Total Land	1,955	1,955	35,000	-33,045	6%
Total Fixed assets at cost	333,981	1,157,062	20,033,304	-18,876,242	6%

By Customer

Sales by Month
January through May 2023

Dollar Sales



Sales Summary
January through May 2023

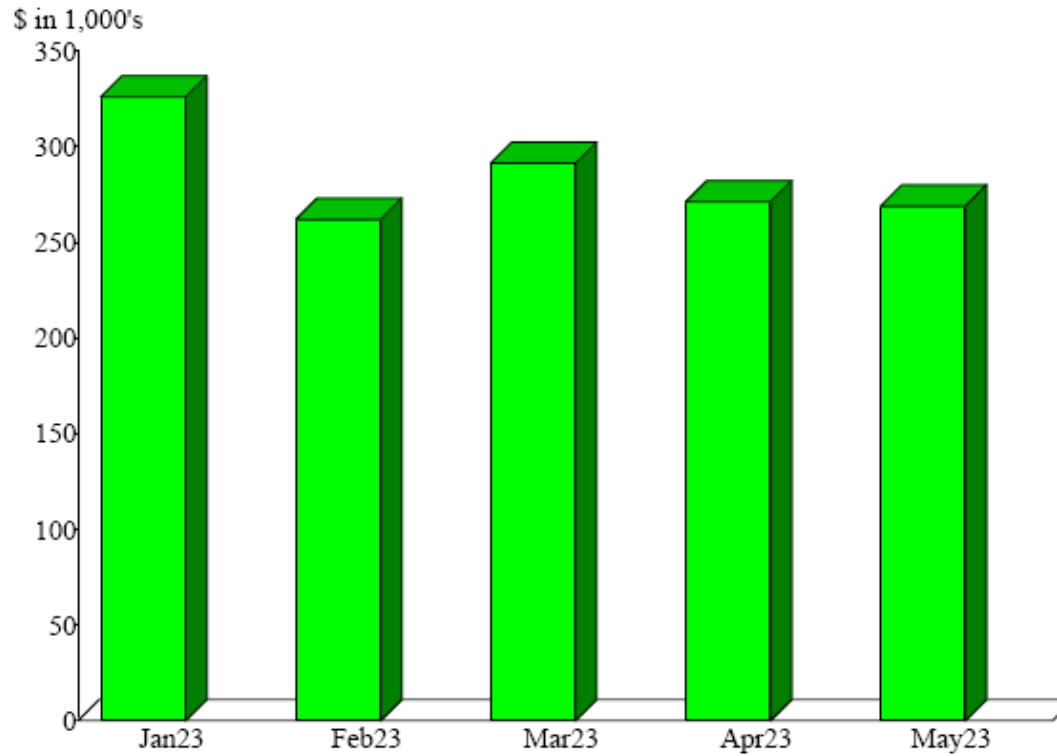
1 Vision Aviation, PLLC	22.38%
Kansas Erosion Products, LLC.	10.09
Avflight Salina	9.71
Stryten Salina, LLC	7.34
K-State Salina	4.30
Universal Forest Products (UFP)	4.07
SFC Global Supply Chain	3.67
SkyWest Airlines, Inc.	2.51
Nellis AFB	2.03
Durham School Service, L.P.	1.95
Other	31.94
Total	\$1,419,938.61



By Item

Sales by Month
January through May 2023

Dollar Sales



Sales Summary
January through May 2023

H-00959-1 (Hangar Facility H959 - 2044 S	8.28%
H-0606-3 (Hangar 606, 2630 Arnold Court	8.16
B-01021 (Building #1021 located at 3600	6.95
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.19
Insurance(CP) (Insurance Reimbursement)	5.05
FFF-Avflight Salina (Fuel Flowage Fee @	4.45
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.15
B-00620-1 (Building #620 (30,000 SF) an	3.36
Utility Reimbursement (Utility Reimburse	3.23
B-00626-1 (Manufacturing facility #626 (2.85
Other	47.34
Total	\$1,419,938.61





Consideration of SAA Resolution No. 23-10

declaring the Salina Airport Authority's intent to levy a one mill tax, providing 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.

Shelli Swanson, C.M.



Consideration and Approval of SAA Resolution No. 23-11

designating the depositories for Airport Authority funds.

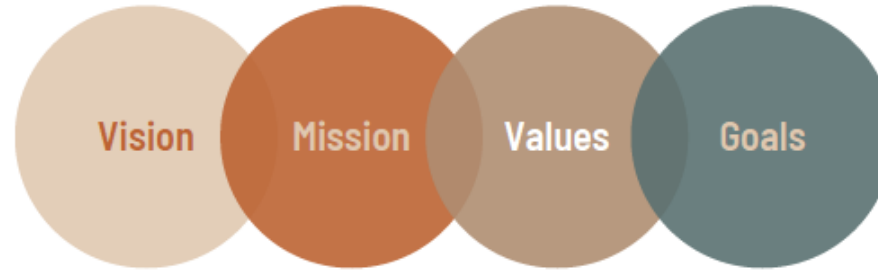
Shelli Swanson, C.M.

Strategic Planning

Tim Rogers A.A.E.
Lindsey Dreiling



Salina Airport Authority Strategic Planning



We continue to strategically plan for the future, creating a map to success. With input from our SAA Board, SAA Employees, SAA Leadership, and trusted partners, we set our vision, mission and values to provide clarity and strategic alignment between our purpose, values and goals. These provide a framework for decision-making, prioritization, organizational growth, and will assist in creating a successful future!

Vision	Mission
Charting the course for global success.	To be a trusted global leader propelling economic growth for aerospace, business, industry, and military by strengthening partnerships.
Values	Goals
Safety Trust Adaptability Rooted in Community Success	Continue building on the 2023 priorities and 2024 Goals outlined below

Staff Reports

Tim Rogers A.A.E.



- ★ Safety
- ★ Trust
- ★ **Adaptability**
- ★ Rooted in Community
- ★ Success

Finalized Budget Calendar

2023

Tim Roger, A.A.E.

SALINA AIRPORT AUTHORITY
2024 Budget Timeline

CALENDAR OF EVENTS

Month	Date	Time	Event	Calendar
JUN	21	8:00 AM	SAA Regular Board Meeting	
			Resolution declaring intent to levy up to 1 mill for grant matching funds	
	30		SAA publishes notice of intent to levy up to one mill (KSA 27-322 (b)) - 1st Publication	
JUL	2		SAA publishes notice of intent to levy up to one mill (KSA 27-322 (b)) - 2nd Publication	
	19	8:00 AM	SAA Regular Board Meeting	
			Mill Levy Projections / Review 2024 GO Bond Debt Service Schedule and Intent to levy above RNR	
	19		Notify County Clerk of proposed tax rate and RNR and Budget Hearing dates	
AUG	2		End of petition period to levy one mill for grant matching funds	
	16		SAA Regular Board Meeting	
			2024 Capital Budget	
	17, 20, 23		Publish notice of Budget Hearing	
	30	4:00 p.m.	SAA Special Board Meeting - RNR Hearing and Mill Levy Budget	
			Consider Resolution to Exceed RNR	

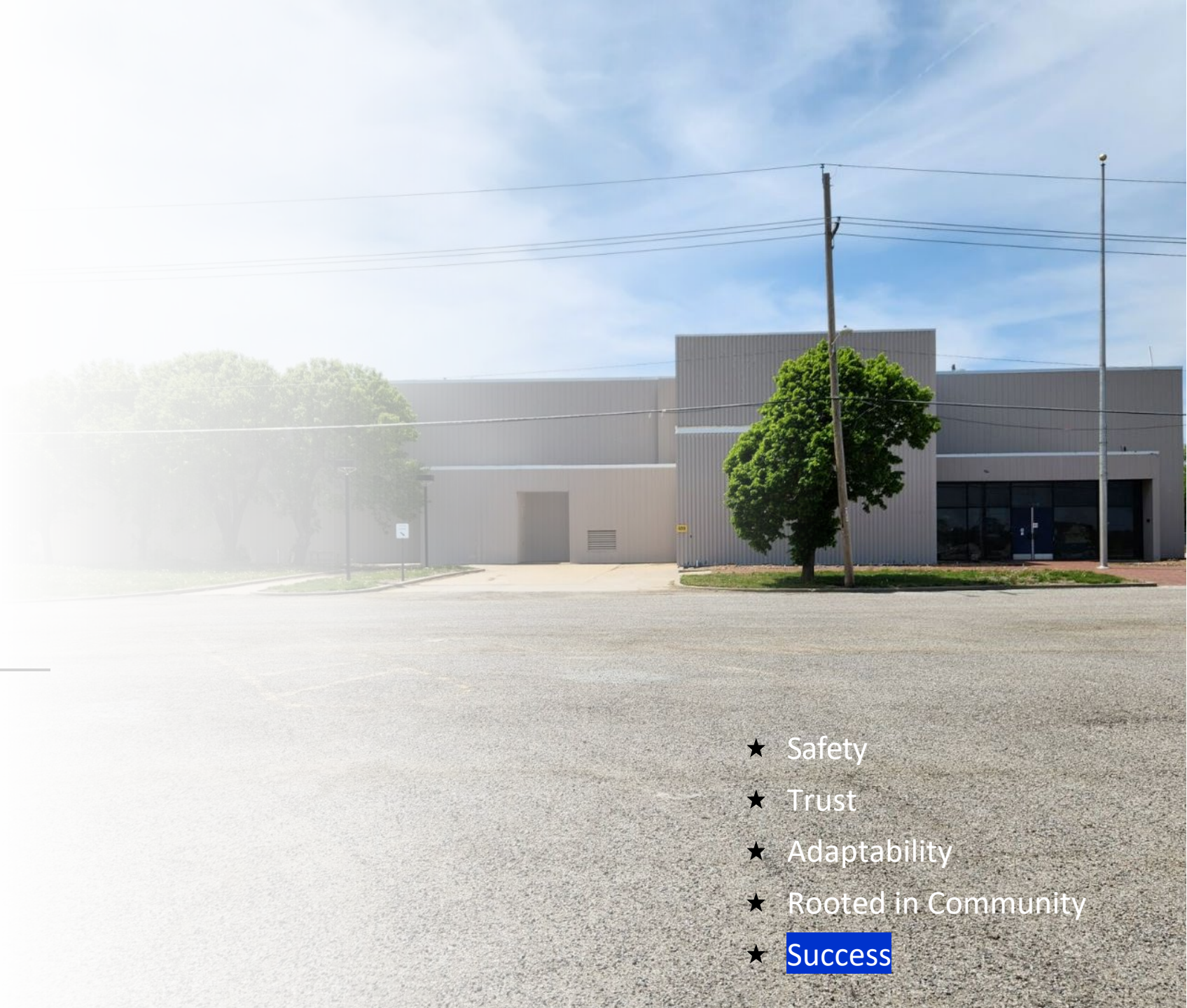
Month	Date	Time	Event	Calendar
SEP	20	8:00 AM	SAA Regular Board Meeting	
			2024 Operating Revenue Projections	
			2024 Operating Plan & Goals	
			Review Mission Statement	
			Mill Levy Budget Resolution	
			SAA certifies mill levy with County Clerk	
OCT	18	8:00 AM	SAA Regular Board Meeting	
			2024 Operating Revenue & Expense Projections	
			Review of updated Rates & Charges	
NOV	15	8:00 AM	SAA Regular Board Meeting	
			Review Draft Budget Report	
DEC	20	8:00 AM	SAA Regular Board Meeting	
			Final Budget Approval	



A-LOFT Grant

Shelli Swanson, C.M.

- ★ Safety
- ★ Trust
- ★ Adaptability
- ★ Rooted in Community
- ★ Success





Department of Commerce Awards Nearly \$20 Million in Aviation Workforce Development Grants

Jun 16, 2023

TOPEKA – Lieutenant Governor and Secretary of Commerce David Toland announced today that nearly \$20 million has been awarded to seven recipients for training and workforce development initiatives in the aviation and aerospace industry. Funding was made available through the Aviation Learning Opportunities & Funded Training (ALOFT) program launched by Commerce earlier this year. The Department of Commerce received 12 applications, with requests totaling more than \$33,000,000.

“Training up skilled Kansans to better align with emerging technologies in this sector is critical,” Lieutenant Governor and Secretary of Commerce David Toland said. “ALOFT funding is designed to maintain our best-in-class status.”

The funds were designated by the Strengthening People and Revitalizing Kansas (SPARK) Executive Committee and approved by the State Finance Council to provide impactful capital projects that spur regional economic development in the aviation industry, one of the most affected industries by COVID-19.

“Aviation and aerospace contribute a significant portion of our state’s \$14 billion export business,” Senate President Ty Masterson said. “The ALOFT awards will help ensure the Aviation Capital of the World has enough talent to keep providing superior services and products across the globe.”

Kansas is home to more than 450 aviation companies that generate 4% of the state’s gross domestic product (GDP). No less than 70% of the world’s current embedded general aviation fleet was made in Kansas.

ALOFT applications included investments in aviation and aerospace manufacturers, supply-chain providers, and local airports.

Award recipients will use funds toward:

Construction of on-site training facilities and service expansions

Third-party and vendor training costs on machinery and equipment

Machinery and equipment used for training

Salaries directly related to training, youth training services, and costs related to early interest development in aviation and aerospace industries

Course development costs and services for development of in-house training, marketing, communication and activities to attract talent to aviation and aerospace industries

Participation costs for the Kansas Registered Apprenticeship and Workforce AID programs.

Awardees will have two years to complete their projects and utilize all awarded funds.

“Kansas workers require the best training available in order to fill the jobs of today and tomorrow,” House Speaker Daniel Hawkins said.

“The aviation and aerospace industry is taking off now that the public health emergency is behind us.”

The ALOFT grant awardees include:

Learjet, Inc., Wichita, \$3,325,000

Orizon Aerostructures, LLC, Olathe, \$3,325,000

Spirit AeroSystems Holdings, Inc., Wichita, \$3,325,000

Wichita Airport Authority, Wichita, \$2,211,503

Metal Finishing Company, Wichita, \$243,200

Salina Airport Authority, Salina, \$3,325,000

Textron Aviation Inc., Wichita, \$3,325,000

Directors' Forum

Tod Roberg



Visitor's Questions and Comments

Tod Roberg



Announcements

Kasey Windhorst





**SMOKY HILL AIR NATIONAL GUARD RANGE
OPEN HOUSE
5 AUG 2023
10 A.M. – 3 P.M.
GATES OPEN AT 8 A.M.**



- Food, refreshments, and memorabilia will be available for purchase (Cash)
- Emergency team present
- Bring your lawn chair/cooler (**No Alcohol**)
- Ear Protection provided
- Motorcyclists must wear helmets
- Registered Service Animals **ONLY**
- **No Firearms**

Questions:

Call: 316-759-8525

Inclement weather message: 316-759-8556

**Aerial Gunnery Demonstrations
Fighter and Bomber Aircraft**

- ★ Safety
- ★ Trust
- ★ **Adaptability**
- ★ Rooted in Community
- ★ Success

Hangar 626 Rehabilitation Update and Tour

Tim Rogers, A.A.E.
Maynard Cunningham



Architect
Architect One, Inc.
100 S Kansas Ave #200
Salina, KS 67401
Phone: 785.271.7510
Fax: 785.271.7511

Architect
Hutton
1111 Sycamore
Salina, KS 67401
Phone: 785.942.8881

A REMODEL OF

SAA Hangar 626

Arnold Court

Salina, Kansas

AO
Architect
One

100 S
Kansas
Ave #200
Salina, KS
67401

REVISIONS
BY THE ARCHITECT

Salina, Kansas

A REMODEL OF
SAA Hangar 626
2625 Arnold Court

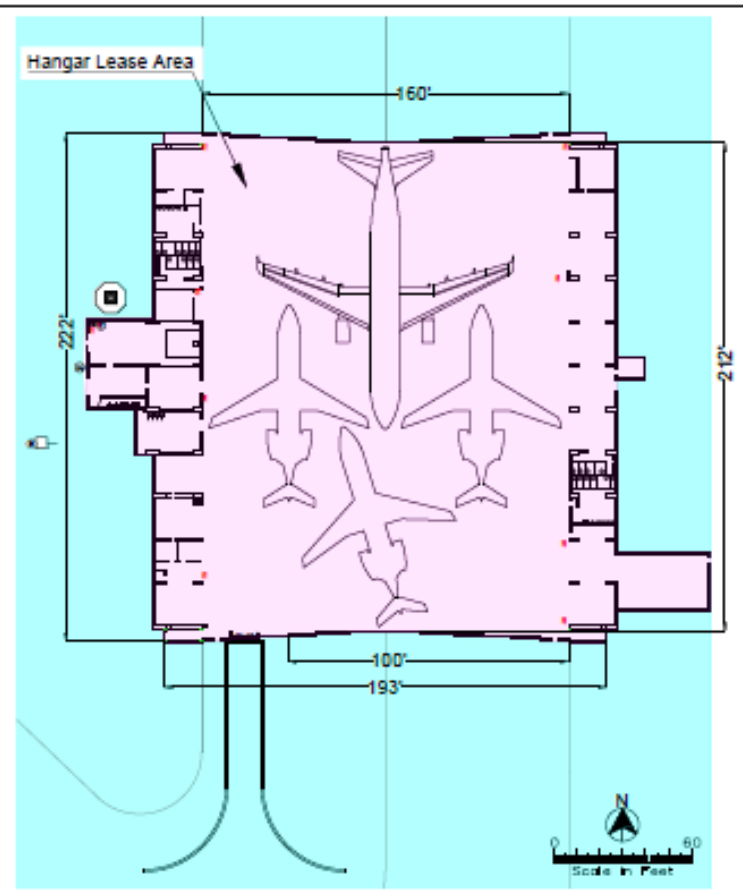
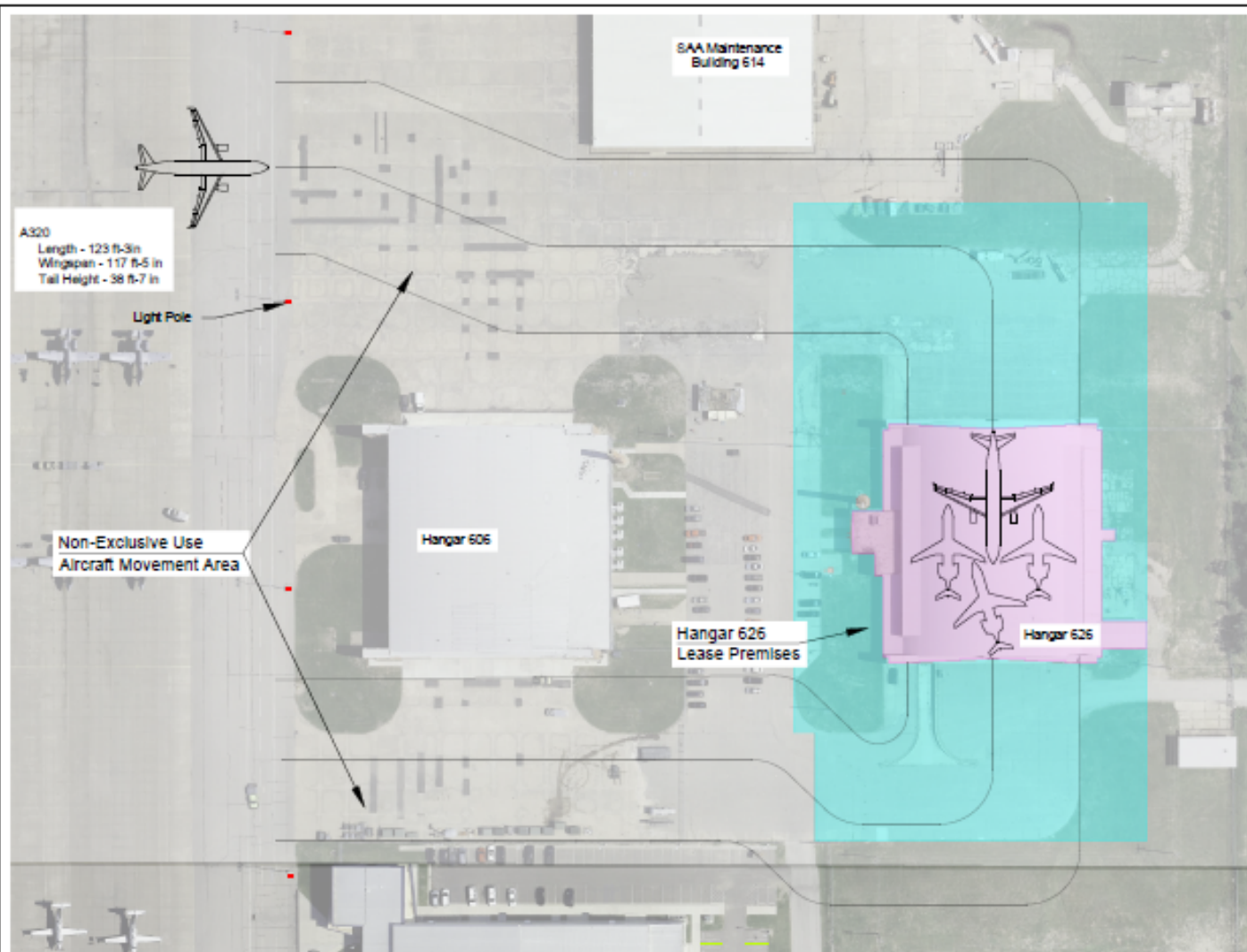
PROJECT NUMBER	22-126
PROJECT ARCHITECT	SD
PROJECT MANAGER	ADT
DRAWN BY	ADT
CHECKED BY	CHEN
ISSUE DATE	07/13/23
ISSUE RECORD	SD

REVISIONS

SHEET TITLE

Cover Sheet

CASE NAME
SHEET NUMBER
0001



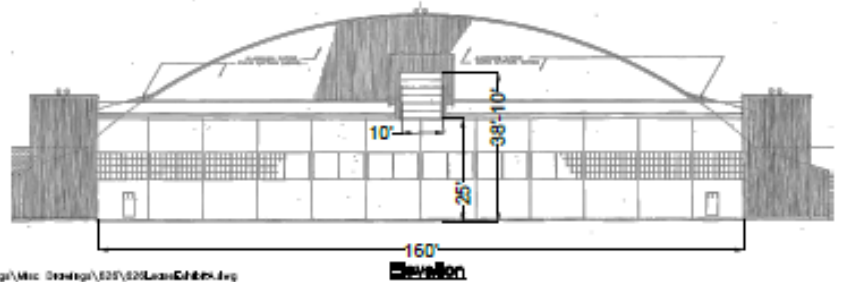
Hangar 626
 2625 Arnold Court
 Hangar Area = 35,867 S.F.
 Shop Space East Area = 5,588 S.F.
 Offices West Area = 6,733 S.F.
 Total Hangar Area = 47,188 S.F.

Maximum Facility Height - 38 ft-10 in.
 Maximum Facility Wingspan - 160 ft.

Power
 800A 480V 3 Phase

Gas
 1 1/4" Service

Water
 2" Service
 No Fire Suppression



Drawing Number 3123-01-23



3237 ARNOLD, SALINA, KS 67405
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
 MRC : DESIGNED BY
 MRC : DRAWN BY
 As Shown : SCALE
 09/07/23, 945 : DATE

SALINA AIRPORT AUTHORITY
Hangar 626 Exhibit A

1
 OF
1

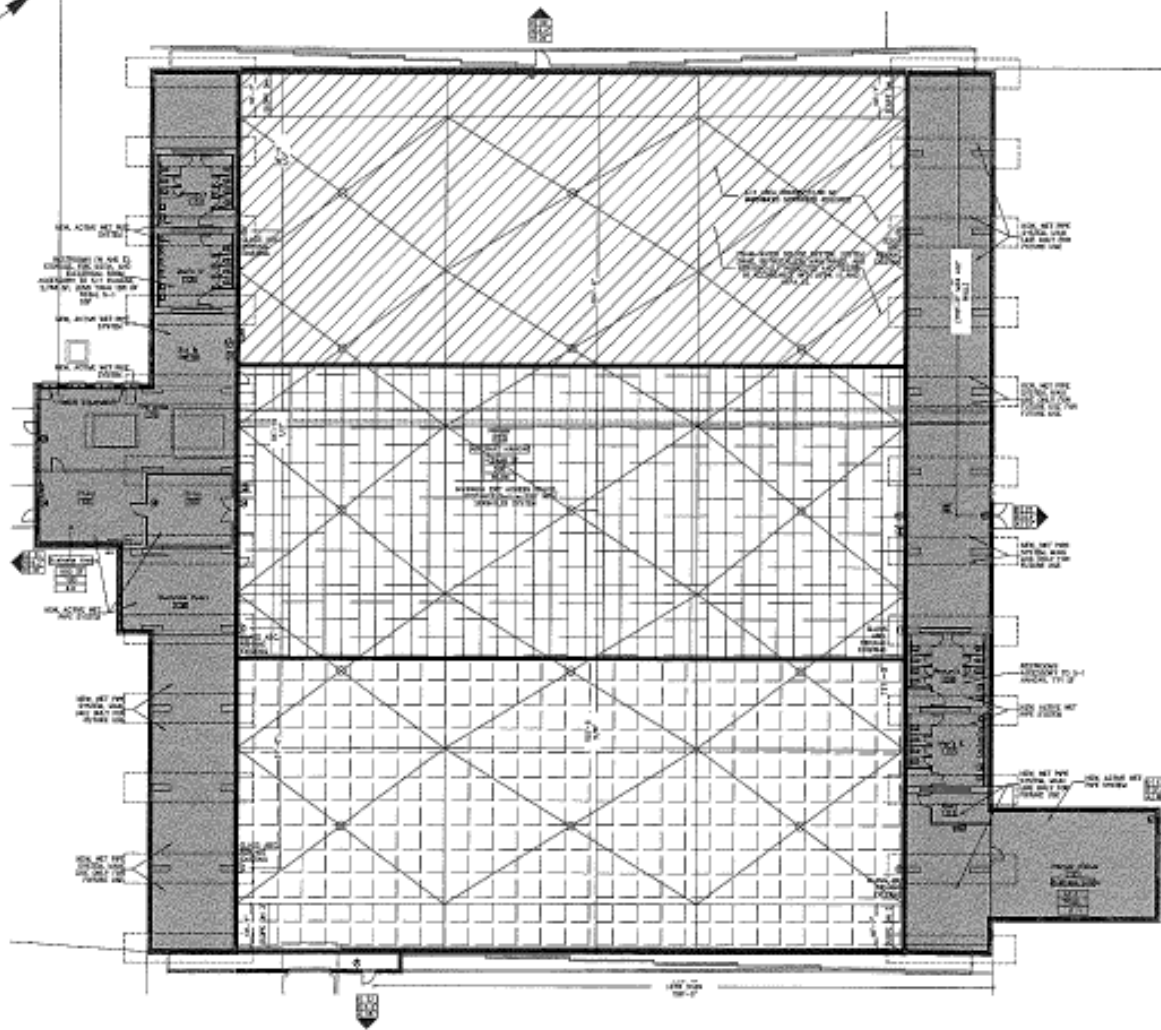
F:\Public\Facility_Authority\02\Civil\Exp\contract\01\Building\Misc_Drawings\626\626 Lease Exhibit A.dwg





TO HANGER 606
TAP EXISTING 12"
HIGH PRESSURE LINE
FOR HANGER 626

EXISTING 12" HIGH PRESSURE MAIN

EXISTING 16" HIGH PRESSURE MAIN

--- EXISTING
— NEW



-  NORTH ZONE 1 (FOAM)
-  CENTER ZONE 2 (FOAM)
-  SOUTH ZONE 3 (FOAM)
-  ZONE 4 (Wet System)

SPRINKLER ZONES

SCALE: 1/16" = 1'-0"

<https://www.youtube.com/watch?v=1-M1570PoTA>

<https://www.linkedin.com/feed/update/urn:li:activity:6932760371749421056/?originTrackingId=m%2FKWAX4IQT%2Bs%2FqVbJB7Q%3D%3D>

Adjournment

Tod Roberg

