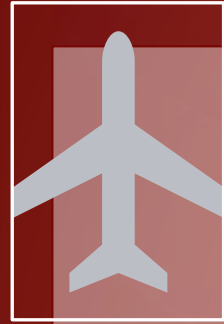


# SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS REGULAR MEETING

## WEDNESDAY, OCTOBER 16, 2024

Charting the course for global success.





Determine that a quorum is present



Confirm that the meeting notice has been published



Recognition of Guests

# CALL TO ORDER

STEPHANIE CARLIN, CHAIR

## ➤ Additions to the agenda.

## ➤ Agenda Overview.



# AGENDA

PIETER MILLER, C.M.

### Safety:

JetBlue Emergency Event

### Trust:

Consideration of Resolution No. 24-11 for SAA General Obligation Temporary Notes

Review of the Airport Authority's 2025 Capital Expenditures Budget

### Adaptability:

Engineering Design Agreement with Woolpert for MRO Tail-Dock Hangar Modification

### Rooted in Community:

2025 Salina Community Economic Development Organization Budget Request

### Success:

Acceptance of the \$1,000,000 KASDI Grant for the SLN-Houston Route Development

Project 80 Update



# MINUTES

STEPHANIE CARLIN, CHAIR

Approval of the minutes of the September 18, 2024, regular board meeting.



# REVIEW OF AIRPORT ACTIVITY AND FINANCIAL REPORTS FOR THE MONTH ENDING SEPTEMBER 30, 2024.

PIETER MILLER, C.M.  
SHELLI SWANSON, C.M.

## SALINA AIRPORT AUTHORITY AIRPORT ACTIVITY REPORT 2024

### AIR TRAFFIC/ATCT

September, 2024	6,142 Operations 666 Instrument Operations 382 Peak Day
September, 2023	6,801 Operations 655 Instrument Operations 578 Peak Day
January 2024 - September 2024	49,709 Operations
January 2023 - September 2023	62,789 Operations
January 2022 - September 2022	50,469 Operations

### FUEL FLOWAGE

September, 2024	257,721 Gallons
September, 2023	258,893 Gallons
January 2024 - September 2024	1,628,954 Gallons
January 2023 - September 2023	1,570,356 Gallons
January 2022 - September 2022	1,873,462 Gallons

### SkyWest Airlines

September, 2024	1,785 Passengers
September, 2023	1,167 Passengers
January 2024 - September 2024	13,222 Passengers
January 2023 - September 2023	11,626 Passengers
January 2022 - September 2022	14,552 Passengers

### ENPLANEMENTS - Charter Flights

September, 2024	3,055 Passengers
September, 2023	0 Passengers
January 2024 - September 2024	5,851 Passengers
January 2023 - September 2023	462 Passengers
January 2022 - September 2022	2,568 Passengers

### TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

September, 2024	4,840 Passengers
September, 2023	1,167 Passengers
January 2024 - September 2024	19,073 Passengers
January 2023 - September 2023	12,088 Passengers
January 2022 - September 2022	17,120 Passengers

		Avflight	
KSU-S	Salina	Military/Gov't Portion	Self-fuel Station Portion
13,044	244,677	80,340	823
12,991	245,902	134,640	462
73,669	1,555,285	476,482	2,654
98,766	1,471,590	487,167	2,525
95,843	1,777,619	726,043	3,117

### ENPLANEMENTS

1,802 Passengers
1,148 Passengers

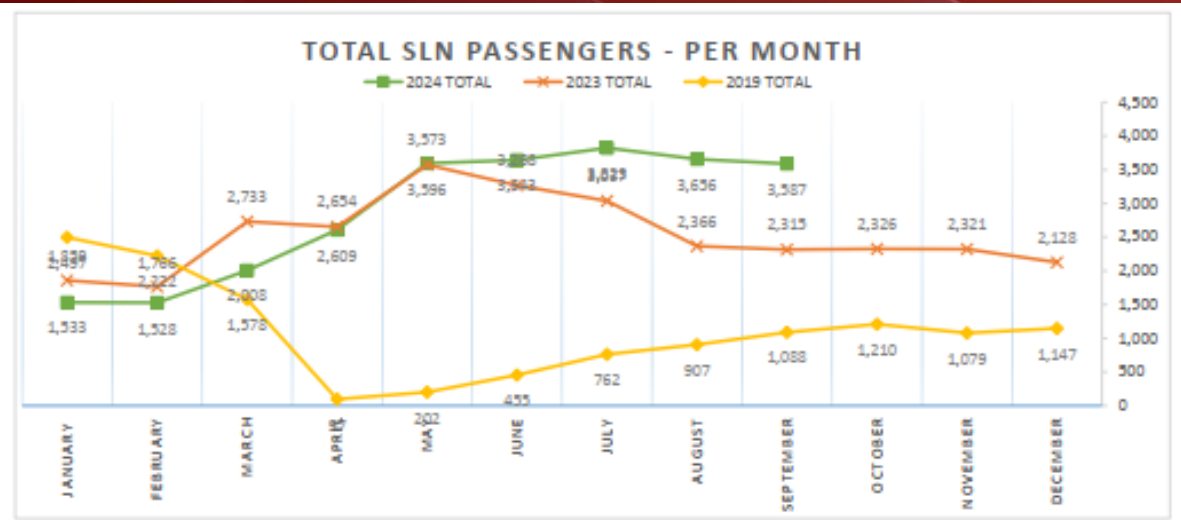
### DEPLANEMENTS

1,802 Passengers
1,148 Passengers

### TOTAL

3,587
2,315





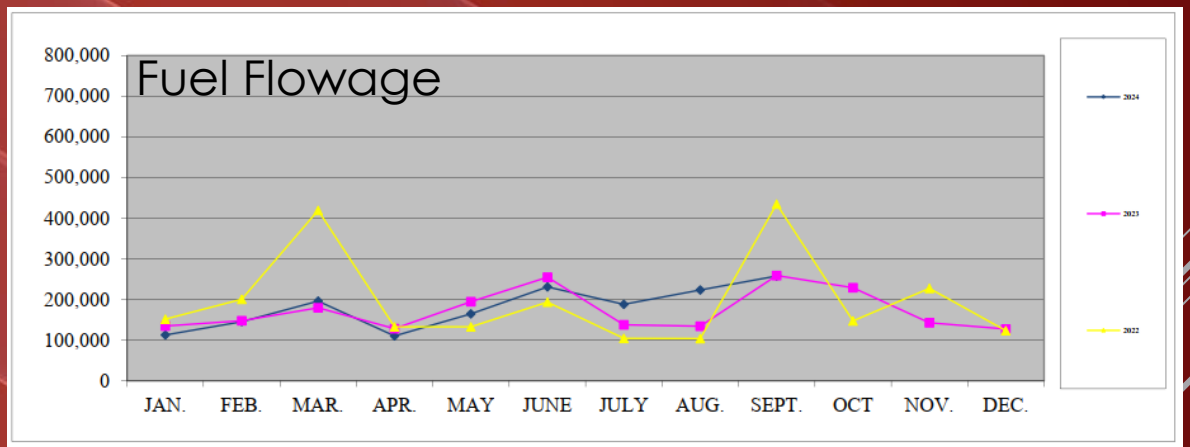
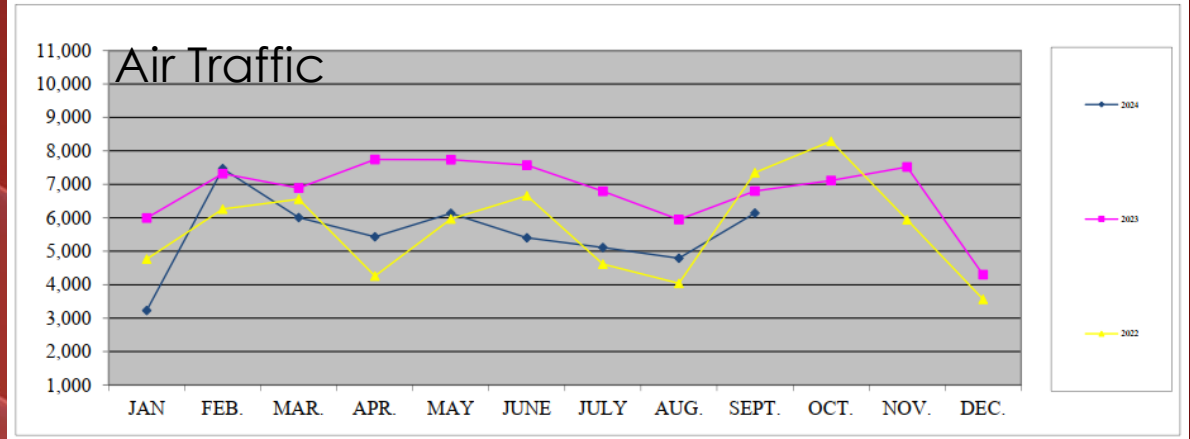
\* Per Pax subsidy based on prior 12 months **\$181.96**

\* Subsidy amount based on \$5,960,542/year effective July 1, 2023

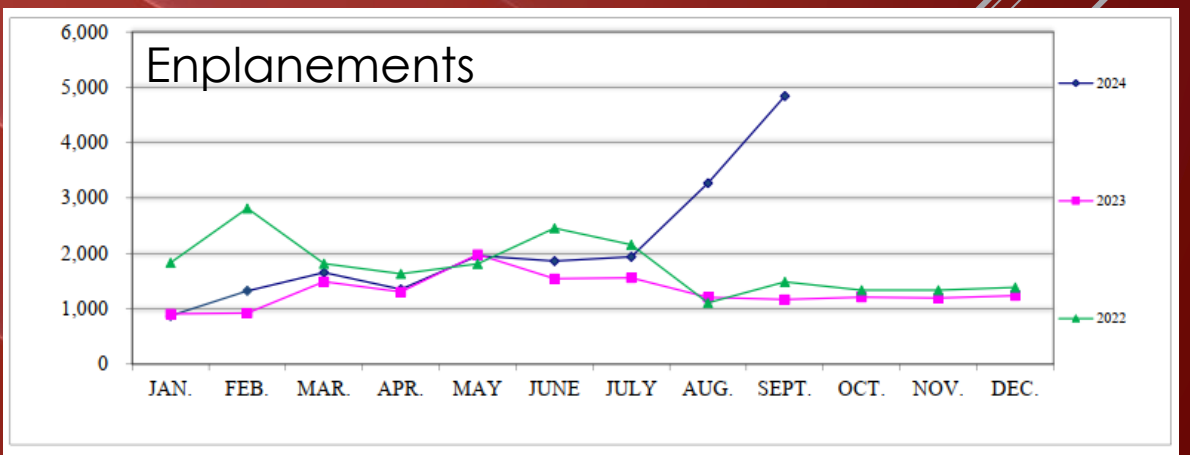
\* Total passengers - the total of enplaned and deplaned passengers at SLN

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

Source: SkyWest Monthly Activity Report (Rev/Non-Rev Pax)



# SEPTEMBER 2024 ACTIVITY REPORTS

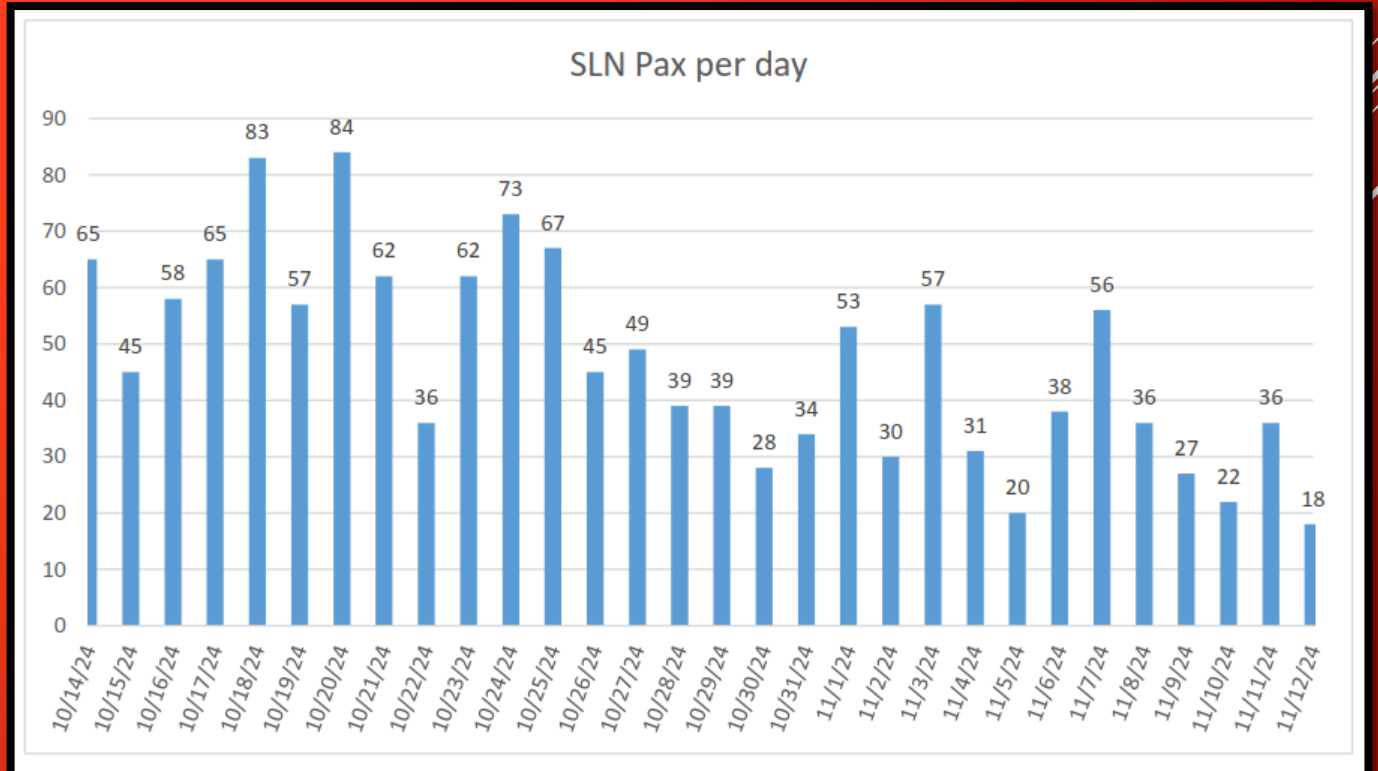


## 2024 SkyWest Airlines

Advance Bookings - Enplanements

Pax Comparison (DEN and ORD)

	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	10/14	10/15	10/16	10/17	10/18	10/19	10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27
<b>DEN</b>	34	33	39	34	47	49	44	40	22	34	36	46	34	26
<b>ORD</b>	31	12	19	31	36	8	40	22	14	28	37	21	11	23
<b>Total SLN Pax per day</b>	65	45	58	65	83	57	84	62	36	62	73	67	45	49
<b>SLN Load Factor</b>	65%	45%	58%	65%	83%	57%	84%	62%	36%	62%	73%	67%	45%	49%



# 2024 FOL Calendar

## Salina Regional Airport

10/11/2024 9:24

Project Start: 1/1/2024  
 Show Week: 1

##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##
30	7	14	21	28	4	11	18	25	2	9	16	23	30	6		
Se	Oc	Oc	Oc	Oc	No	No	No	No	De	De	De	De	De	Ja		
24	24	24	24	24	24	24	24	24	24	24	24	24	24	24	25	

FOL Activity	PLAN START	PLAN END	LOA Status	TYPE	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54
Military	10/10/2024	10/17/2024	Tentative	R															
Military	10/10/2024	10/25/2024	Contract	R															
Military	10/10/2024	10/25/2024		O															
Military	10/22/2024	10/24/2024	Tentative	O															
Textron Wet Flight Test Operations RWY 12/30	10/27/2024	10/31/2024	Contract	O															
Military	12/2/2024	12/13/2024	Contract	O															
Candy Canes and Airplanes	12/6/2024	12/8/2024		R															
<b>12/30 Runway Closed</b>	<b>3/15/2025</b>	<b>4/15/2025</b>	<b>Estimated</b>	<b>X</b>															
Military	3/24/2025	4/10/2025																	
<i>Insert new rows ABOVE this one</i>																			

### Legend

Hangar 409	
Hangar 509	
Hangar 600E (east side hangar bay)	
Hangar 600W (west side hangar bay)	
Hangar 703	
Airfield Only	
Closed Runway	



# *SALINA Airport*

*Authority*



**Salina Airport Authority**  
**Statement of Net Position Prev Year Comparison**

10/11/2024

As of September 30, 2024

	<u>Sep 30, 24</u>	<u>Aug 31, 24</u>	<u>\$ Change</u>	<u>Sep 30, 23</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>						
<b>Current Assets</b>						
Checking/Savings						
Total Checking/Savings	5,294,624	6,945,059	-1,650,435	12,003,579	-6,708,955	-56%
Total Accounts Receivable	295,379	221,020	74,359	188,329	107,050	57%
Total Other Current Assets	905,137	1,209,396	-304,259	879,718	25,419	3%
Total Current Assets	6,495,140	8,375,475	-1,880,335	13,071,626	-6,576,486	-50%
Total Fixed Assets	61,125,081	61,055,974	69,107	49,977,683	11,147,398	22%
Other Assets						
Total Other Assets	4,030,638	4,030,638	0	4,157,749	-127,111	-3%
<b>TOTAL ASSETS</b>	<u>71,650,859</u>	<u>73,462,087</u>	<u>-1,811,228</u>	<u>67,207,058</u>	<u>4,443,801</u>	<u>7%</u>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
Total Current Liabilities	8,558,756	10,632,125	-2,073,369	4,221,473	4,337,283	103%
Total Long Term Liabilities	34,414,714	34,413,919	795	35,960,334	-1,545,620	-4%
Total Liabilities	42,973,470	45,046,044	-2,072,574	40,181,807	2,791,663	7%
Total Equity	28,677,389	28,416,044	261,345	27,025,254	1,652,135	6%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u>71,650,859</u>	<u>73,462,087</u>	<u>-1,811,228</u>	<u>67,207,061</u>	<u>4,443,798</u>	<u>7%</u>

**Salina Airport Authority**  
**Profit & Loss Prev Year Comparison**

January through September 2024

10:37 AM

10/11/2024

Accrual Basis

	<b>Jan - Sep 24</b>	<b>Jan - Sep 23</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Total Airfield revenue	1,186,057	1,021,802	164,255	16%
Total Building and land rent	1,362,591	1,365,494	-2,903	-0%
Total Other revenue	123,311	89,635	33,676	38%
<b>Total Income</b>	<b>2,671,959</b>	<b>2,476,931</b>	<b>195,028</b>	<b>8%</b>
<b>Gross Profit</b>	<b>2,671,959</b>	<b>2,476,931</b>	<b>195,028</b>	<b>8%</b>
<b>Expense</b>				
Total Administrative expenses	1,586,383	1,461,082	125,301	9%
Total Maintenance expenses	910,799	790,208	120,591	15%
Uncategorized Expenses	0	0	0	0%
<b>Total Expense</b>	<b>2,497,182</b>	<b>2,251,290</b>	<b>245,892</b>	<b>11%</b>
<b>Net Ordinary Income</b>	<b>174,777</b>	<b>225,641</b>	<b>-50,864</b>	<b>-23%</b>
<b>Other Income/Expense</b>				
Total Other Income	5,488,241	3,007,692	2,480,549	82%
Total Other Expense	4,171,279	2,829,171	1,342,108	47%
<b>Net Other Income</b>	<b>1,316,962</b>	<b>178,521</b>	<b>1,138,441</b>	<b>638%</b>
<b>Net Income</b>	<b>1,491,739</b>	<b>404,162</b>	<b>1,087,577</b>	<b>269%</b>



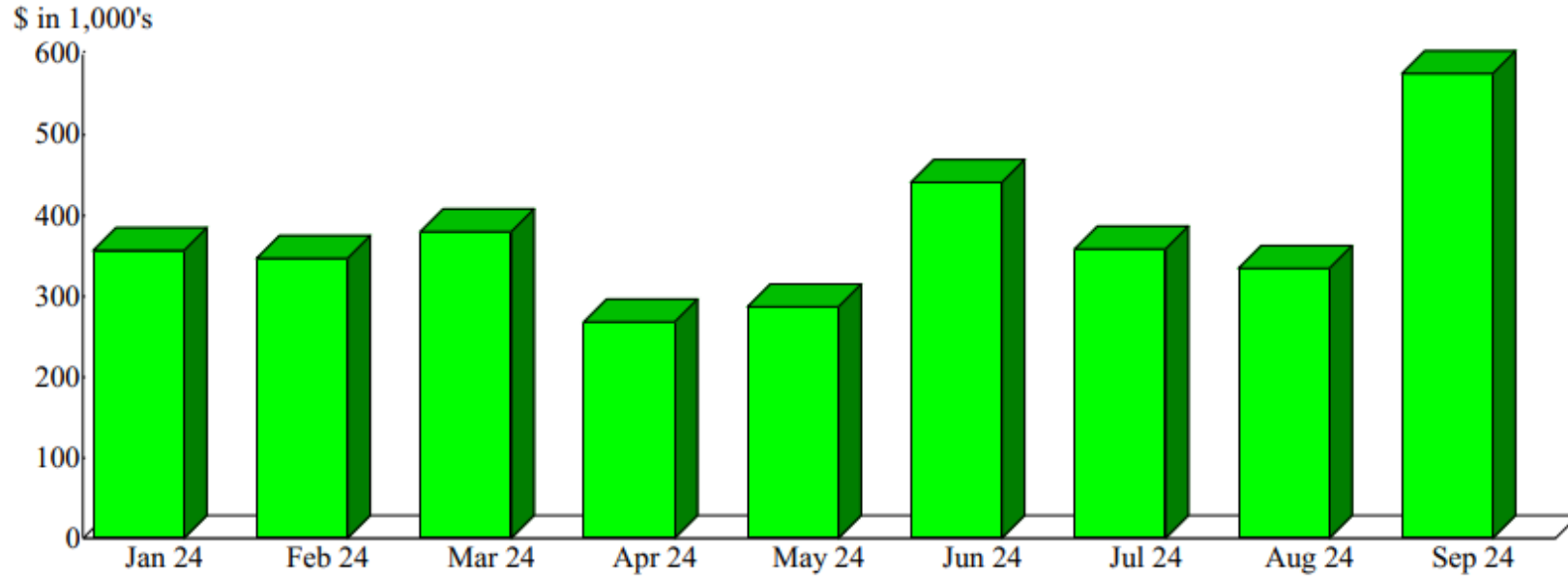
**Salina Airport Authority**  
**Capital Additions Budget vs. Actual**  
 As of September 30, 2024

11:17 AM  
 10/11/2024  
 Accrual Basis

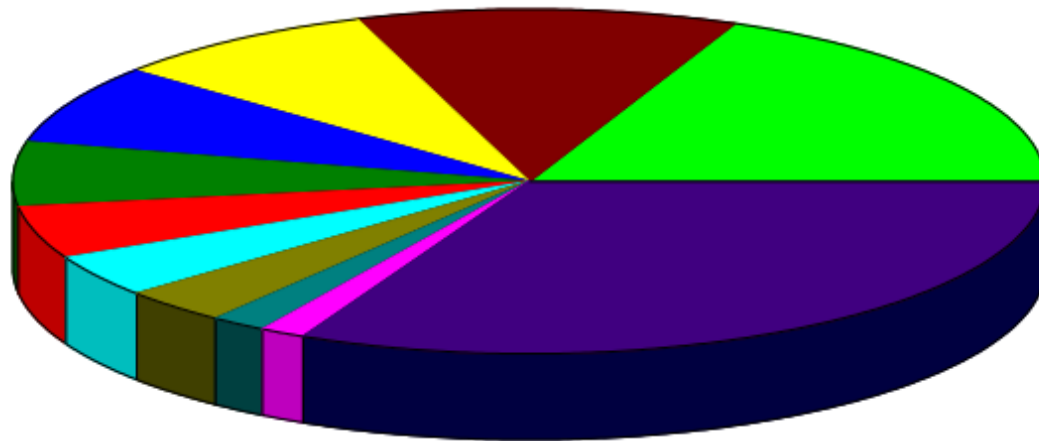
	<b>Sep 2024</b>	<b>Jan-Sept 2024</b>	<b>Annual Budget</b>	<b>+/- Annual Budget</b>	<b>% of Annual Budget</b>
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Total Buildings &amp; Improvements</b>	262,124	3,558,265	4,448,100	-889,835	80%
<b>Total Equipment</b>	11,251	341,918	1,880,500	-1,538,582	18%
<b>Total Land</b>	33,993	333,561	50,000	283,561	667%
<b>Total Fixed assets at cost</b>	319,108	10,027,272	24,569,502	-14,542,230	41%

Sales by Month  
January through September 2024

Dollar Sales



Sales Summary  
January through September 2024

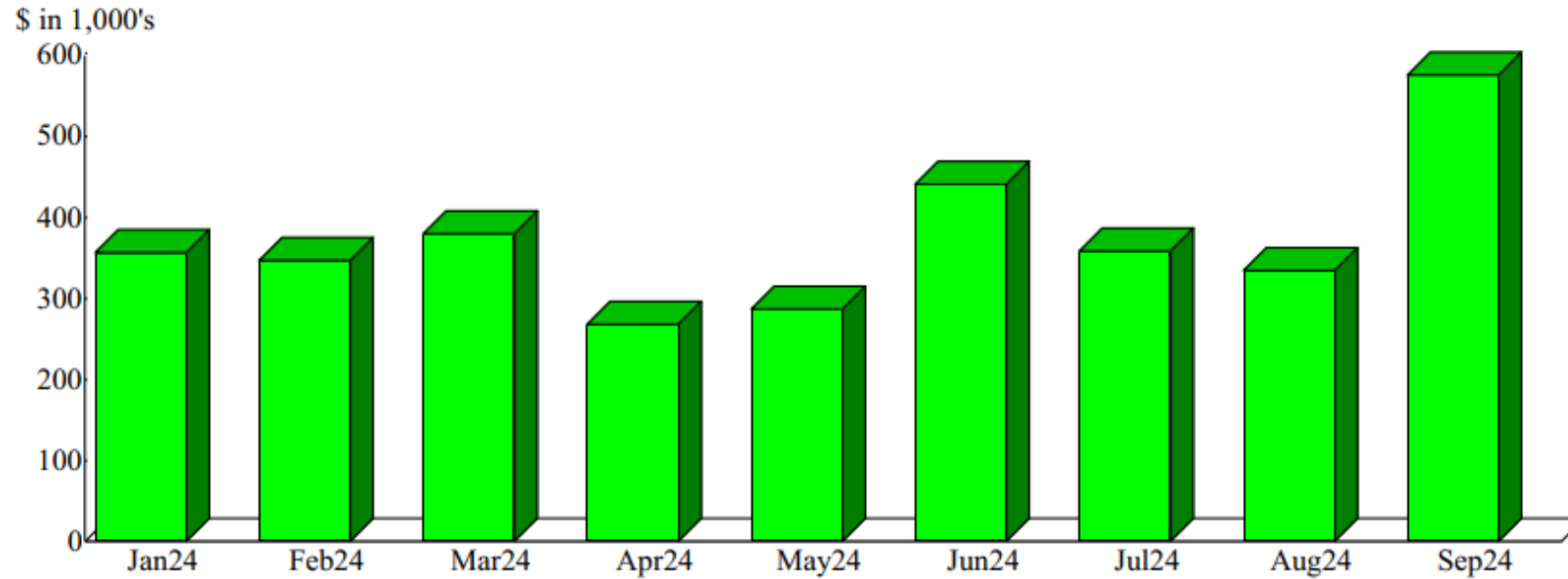


I Vision Aviation, PLLC	18.47%
Saline County	11.98
Avflight Salina	8.56
Kansas Erosion Products, LLC.	7.64
Stryten Salina, LLC	6.10
City of Salina, KS	4.99
K-State Salina	4.00
Universal Forest Products (UFP)	3.42
Nellis AFB	1.74
Durham School Service, L.P.	1.50
Other	31.62
<b>Total</b>	<b>\$3,340,225.71</b>

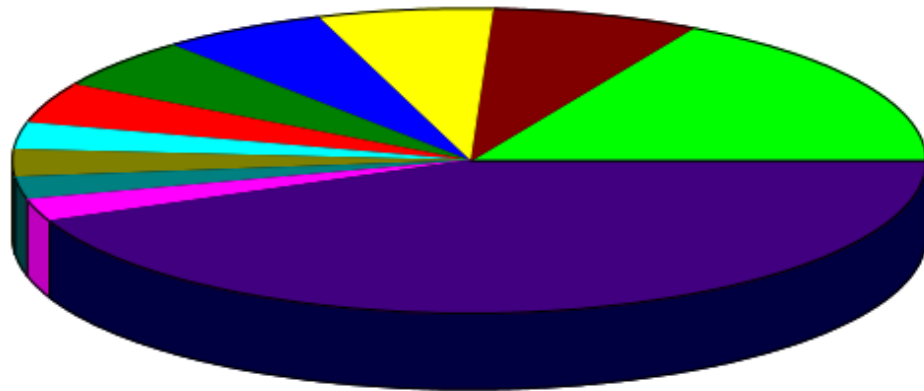
By Customer

Sales by Month  
January through September 2024

Dollar Sales



Sales Summary  
January through September 2024



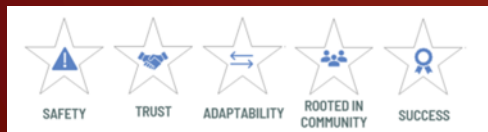
Air Service Grant (Air Service Grant)	16.96%
H-00959-1 (Hangar Facility H959 - 2044 S	7.38
H-0606-3 (Hangar 606, 2630 Arnold Court	6.24
B-01021 (Building #1021 located at 3600	5.90
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.42
FFF-Avflight Salina (Fuel Flowage Fee @	4.44
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.93
B-00620-1 (Building #620 (30,000 SF) an	2.89
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	2.54
Insurance(CP) (Insurance Reimbursement)	2.45
Other	42.84
<b>Total</b>	<b>\$3,340,225.71</b>

By Item



6. Consideration of SAA Resolution 24-12 Authorizing the Sale of Taxable General Obligation Bonds Temporary Notes. (Swanson)
7. Consideration and approval of the Third Addendum to the Stryten Lease Agreement. (Swanson)
8. Review of the 2025 Capital Expenditures Budget (Miller/Swanson)
9. Presentation/Consideration of 2025 Salina Community Economic Development Organization Budget request. (Robinson/Miller)
10. Consideration of Kansas Air Service Development Incentive Grant Offer (Miller)
11. Review/Consideration of Engineering Design Agreement with Woolpert for MRO Tail-Dock Hangar modification. (Miller)

## ACTION ITEMS



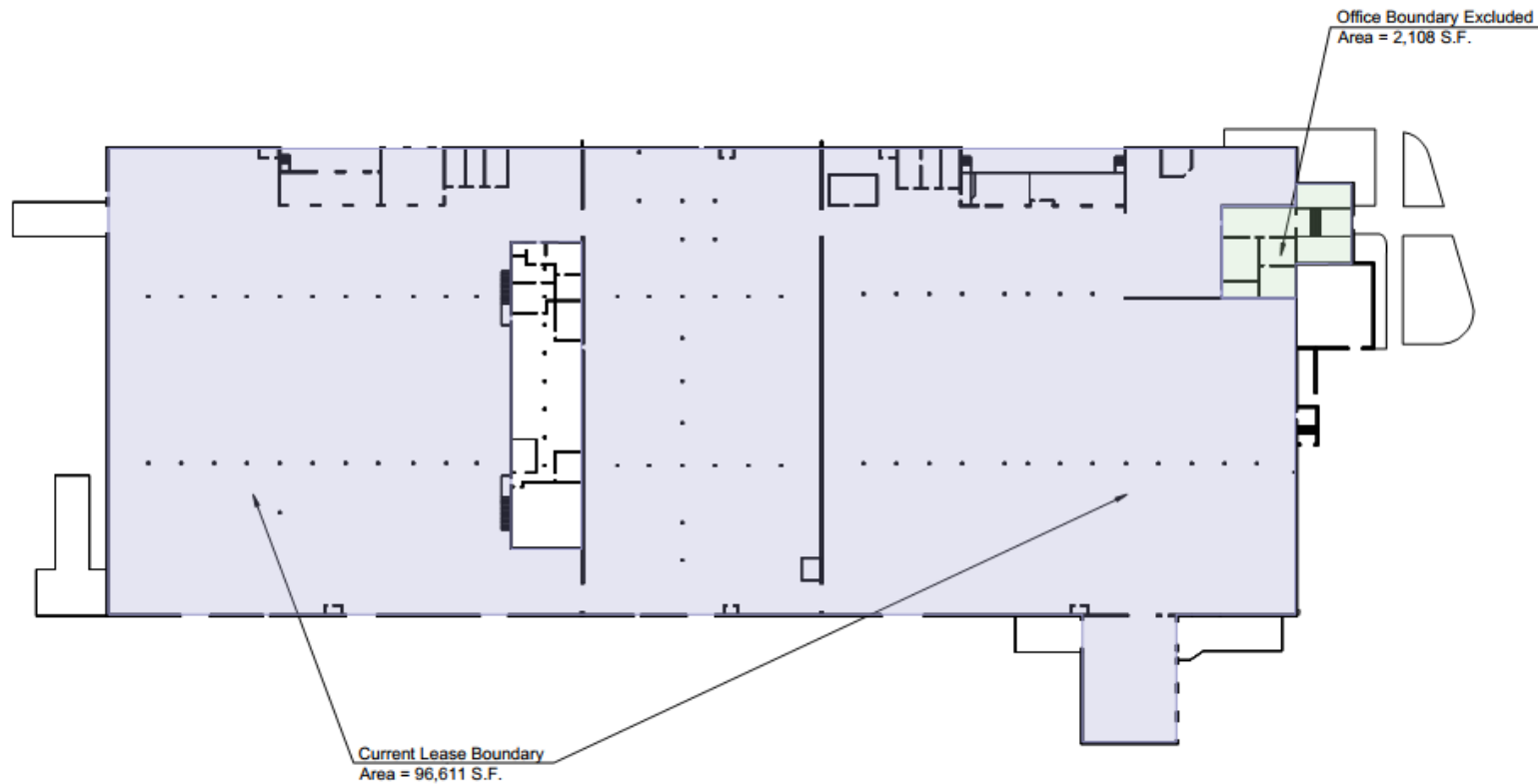
CONSIDERATION OF SAA  
RESOLUTION 24-12 AUTHORIZING  
THE SALE OF TAXABLE GENERAL  
OBLIGATION BONDS  
TEMPORARY NOTES

Shelli Swanson, C.M.

# CONSIDERATION AND APPROVAL OF THE THIRD ADDENDUM TO THE STRYTEN LEASE AGREEMENT

Shelli Swanson, C.M.





N  
0 20

Drawing Number 3011-11-21

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

None : REVISIONS  
KWB : DESIGNED BY  
MWC : DRAWN BY  
1" = 20' : SCALE  
9/16/2021 7:00 : DATE

**SALINA AIRPORT AUTHORITY**  
**Bldg 655 Stryten Salina, LLC. Lease Addendum No. 1 November 2021 Exhibit A**

1  
OF  
1

F:\Public\Facility\_Master\00MailDuplication\5\Stryten\Bldg655 Stryten Salina LLC Lease Addendum No1 November 2021 Exhibit A.dwg

# REVIEW OF THE 2025 CAPITAL EXPENDITURES BUDGET

Pieter Miller, C.M.

Shelli Swanson, C.M.

PRESENTATION /  
CONSIDERATION OF 2025  
SALINA COMMUNITY  
ECONOMIC DEVELOPMENT  
ORGANIZATION BUDGET  
REQUEST

Pieter Miller, C.M.

Mitch Robinson, CEcD



The **Salina Community  
Economic Development  
Organization**

is a public-private partnership  
supported by:



Salina, Kansas, USA





# History—

Salina / Saline County approved the legal creation of the Salina Community Economic Development Organization and the appointment of the Board of Directors 12/2015

Executive Director Mitch Robinson started 12/2016

Executive Director hired an Administrative Assistant 4/2017

**SALINA**  
KANSAS



Salina Community  
Economic Development  
Organization

# Board of Directors

<b>Jim Maes (President)</b>	<b>-SAA</b>
<b>Daran Neuschafer (Secretary)</b>	<b>-Chamber</b>
<b>Brian Richardson (Past President)</b>	<b>-City</b>
<b>Brian Schwarz</b>	<b>-County</b>
<b>Lee Young</b>	<b>-Chamber</b>

<b>Rob Exline (Vice President)</b>	<b>-County</b>
<b>Tom Dill (Treasurer)</b>	<b>-City</b>
<b>Brian Weisel</b>	<b>-SAA</b>
<b>Jim Trower</b>	<b>-City</b>

# EDO Roles and Responsibilities—

## **Business Recruitment-**

Recruiting industrial, retail, and other businesses to Saline County / Salina

## **Entrepreneurship-**

To encourage and support entrepreneurship and business development in Saline County / Salina

## **Metrics-**

Create and utilize economic development metrics and indicators

## **Research-**

Perform economic development research

## **Marketing-**

Conduct strategic marketing and foster communication with targeted businesses and industries



### Revisions to Current Partners Agreement

Switch to annual budget requests rather than 3-year agreements  
Addition of Business Retention and Expansion program to work tasks  
Transition from annual audits to annual reviews



### Kansas Certified Sites Program – New Industrial Area

Work with airport staff on providing documentation to Kansas Department of Commerce



### Marketing/Promotion for SAA, K-State Salina, City of Salina, Saline County, Salina EDO, Chamber of Commerce

Maintain close relationship with Kansas Dept of Commerce / Team Kansas  
Host targeted realtor luncheon in Wichita  
Continue targeting of national realtors/ site location consultants  
Promote the K-AIRES Center as an economic driver of Salina and the region  
Focus in on unmanned aviation after recent announcements  
Potential geofencing at targeted events – MRO of Americas Atlanta



### Budget Request for 2025 From Salina Airport Authority

\$50,000 for 2025 from Salina Airport Authority  
Salina EDO 2025 Budget – pending approval at the Salina EDO board meeting Thursday 10/19



# SALINA (KS) IS GROWING...

Company



# of New Jobs

**1 Vision  
Aviation**

\$5 Million

250 new jobs

**Schwan's**

\$600 Million

225 new jobs

**Great Plains /  
Kubota**

\$53 Million

275 new jobs

**Pure  
Imagination**

\$41 Million

70+ new jobs

**Beck's Hybrid  
Seed Co**

\$21 Million

7 new jobs

**Geoprobe**

\$7 Million

17 new jobs

**REPCO**

\$7 Million

5 new jobs





Salina Community  
Economic Development  
Organization

# Contributions

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
<b>City of Salina</b>	\$275,000	\$275,000	\$250,000	\$250,000	\$250,000	\$250,000 (-\$25,000)	\$275,000	\$275,000	\$275,000	\$300,000	To Be Determined	To Be Determined
<b>Saline County</b>	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$35,000	\$35,000	\$35,000	\$35,000	To Be Determined	To Be Determined
<b>Salina Airport Authority</b>	\$25,000	\$25,000	\$50,000	\$20,000	\$20,500	\$21,000	\$50,000	\$50,000	\$50,000	\$50,000 requested	To Be Determined	To Be Determined
<b>Salina Chamber of Commerce</b>	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	To Be Determined	To Be Determined
<b>Salina EDO General Fund</b>	-----	-----	-----	\$30,000	\$29,500	\$29,000	-----	-----	-----	-----	-----	-----
<b>TOTAL</b>	\$320,000	\$320,000	\$320,000	\$320,000	\$320,000	\$295,000	\$360,000	\$360,000	\$360,000	\$385,000	To Be Determined	To Be Determined





**SALINA**  
KANSAS



Salina Community  
Economic Development  
Organization

**D. Mitch Robinson, CEcD**

**Executive Director**

(785) 404-3131

[mrobinson@salinaedo.org](mailto:mrobinson@salinaedo.org)

[www.salinaedo.org](http://www.salinaedo.org)



# CONSIDERATION OF KANSAS AIR SERVICE DEVELOPMENT INCENTIVE GRANT OFFER

Pieter Miller, C.M.

# CONSIDERATION OF ENGINEERING DESIGN AGREEMENT WITH WOOLPERT FOR MRO TAIL-DOCK HANGAR MODIFICATION

Pieter Miller, C.M.

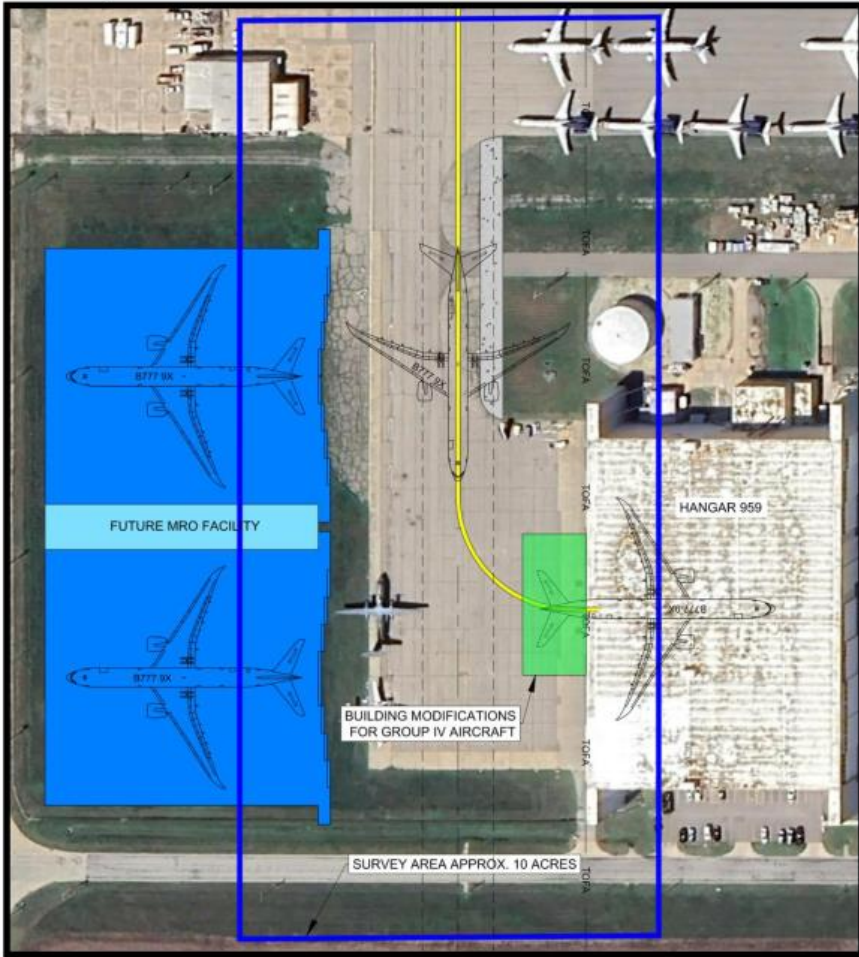


Exhibit No. 1 – Project Site Plan

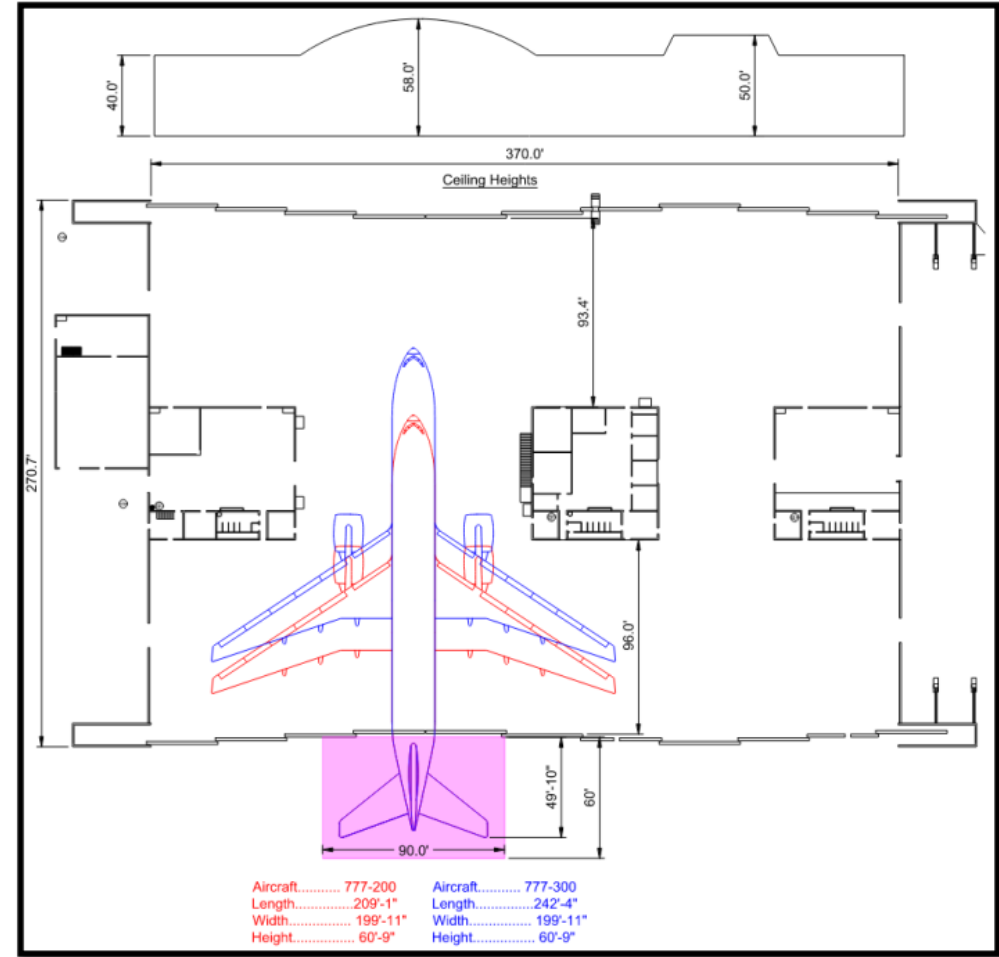


EXHIBIT NO. 2 – Project Floor Plan for Hangar 959

- Project 80 Update
- AIP Consultant Selection Results
- JetBlue Response



# STAFF REPORTS

PIETER MILLER, C.M.



SAFETY



TRUST



ADAPTABILITY



ROOTED IN  
COMMUNITY



SUCCESS





# DIRECTORS' FORUM

STEPHANIE CARLIN, CHAIR





**VISITOR'S  
QUESTIONS  
AND  
COMMENTS**  
STEPHANIE CARLIN,  
CHAIR



# ANNOUNCEMENTS

KASEY WINDHORST

BUSINESS AND COMMUNICATIONS MANAGER

- ▶ Wednesday, October 30, 2024, 4:00 p.m. Special Board Meeting
- ▶ Wednesday, November 20, 2024, 8:00 a.m. Regular Board Meeting
- ▶ Wednesday, December 4, 2024, 8:00 a.m. Special Board Meeting
- ▶ Wednesday, December 18, 2024, 8:00 a.m. Regular Board Meeting

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







**ADJOURNMENT**  
STEPHANIE CARLIN,  
CHAIR