

DATE: November 13, 2024
TO: SAA Board of Directors
FROM: Pieter Miller and Shelli Swanson
SUBJECT: **November 20, 2024, SAA Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **first-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet. The meeting is also available via the following GoTo link. <https://meet.goto.com/salinaairport/salina-airport-authority-board-meeting>

Wednesday's meeting features agenda items that support Airport Authority **STARS** objectives:

Safety:

- Approval of the **AvFlight Fuel Farm Lease Amendment #2** to transition to an above-ground fuel storage facility, improving environmental safety and addressing hazardous materials risks.

Trust:

- Renewal of the **FAA ATCT Land Lease** to ensure uninterrupted air traffic control services, demonstrating a continued commitment to operational excellence and shared responsibilities.

Rooted in Community:

- Participation in the **Schilling Water Tower Graphics Project**, in collaboration with the City of Salina and KSU-Salina, to promote community pride and regional branding.

Please note the following agenda item comments.

Agenda Item #5 – Airport Activity, Scheduled Air Service and Financial Statement Reports for the Month Ending October 31, 2024 (Miller and Swanson)

Airport Activity – Air Traffic (Miller)

The Salina air traffic control tower (ATCT) recorded 6,822 operations during October 2024, a 4% increase compared to the October 2023 total of 7,112 operations. For the year-to-date, a total of 56,531 operations have occurred at Salina Airport, which is 19% less than the October 2023 YTD total of 69,901 operations.

Airport Activity – Fuel Flowage (Miller)

The October 2024 fuel flowage was 188,094 gallons, which is a decrease compared to the October 2023 total of 228,702 gallons. For the year-to-date, a total of 1,817,048 gallons have been delivered at the airport, which is a slight increase compared to the October 2023 YTD total of 1,799,058 gallons.

Airport Activity – Passenger Enplanements (Miller)

During October 2024, SkyWest enplaned 2,056 passengers, representing a 75% increase over the October 2023 total of 1,174 passengers. The total passenger count for October 2024 was 4,160, a 79% increase compared to the October 2023 total of 2,326. Total YTD passenger enplanements on SkyWest flights reached 15,278, reflecting a 19% increase compared to the October 2023 YTD total of 12,800.

The October 2024 report for Salina Regional Airport highlights a significant increase in passenger traffic, continuing the positive trend from previous months. SkyWest saw a 71% year-over-year growth in outbound enplanements, making October 2024 the highest passenger traffic month since SkyWest's service began. Additionally, outbound load factors for October increased by 28 percentage points compared to 2023. The airport also saw impressive performance on its Denver route, with a 219% increase in outbound enplanements compared to October 2023 and a 57-point improvement in the load factor. With competitive fares, particularly to major hubs like Denver and Chicago, Salina remains an attractive option for travelers in the region.

In addition to passenger traffic growth, Salina Regional Airport's operational efficiency and service reliability remain strong. The airport recorded zero flight cancellations in October 2024, with 89% of SkyWest arrivals being on time. The media campaign for the airport, which has run since March 2024, has contributed to increased visibility, generating over 100,000 clicks to United Airlines' website. The airport's competitive pricing structure, with round-trip fares generally lower than those from Wichita, Kansas City, and Manhattan, further supports its appeal. The report also notes that Salina shares many top markets with Wichita and Kansas City, but continues to offer competitive fares and performance in comparison to larger airports in the region.

Financial Reports – Comments and Notes (Swanson)

Highlights from the September financials include:

➤ **Cash in Bank:**

- **Unrestricted Cash:** The unrestricted balance at the end of October was \$2,189,447. This amount was calculated by subtracting \$156,423 in security deposits returnable from the total operating funds.
- **Current Restricted Funds:** Deposits include \$1.46MM in bond funds. AIM Center cash decreased significantly to \$14,319, and Mill Levy reserves grew to \$1.26MM, resulting in total cash in bank at approximately \$5.09MM.

➤ **Revenue Performance:**

- **Year-to-Date Growth:** Operating income increased **11% YoY**, amounting to a rise of **\$298,609** compared to October 2023.
- **Airfield Revenue:** Achieved a **22% increase YoY**, totaling **\$1,372,107** due to sustained growth in fuel flowage fees and hangar rentals. Revenue exceeded the budget by **\$164,191 (114%)**.
- **Building and Land Rent:** A minor decrease YoY to **\$1,503,986**, tracking **98%** of the budget. Short-term leasing revenue dipped significantly, offset by gains in long-term building rentals.

- **Expense Management:**
 - **Operating Expenses:** Increased by **11% YoY**, or **\$287,823**, driven by higher maintenance costs (+19%) and administrative expenses (+8%). Consultant fees, medical insurance, and fire service costs also contributed to the rise. Despite this, total operating expenses remain only slightly over **budget** (+\$6,502)
- **Net Operating Income Analysis:**
 - **Net Operating Income (NOI):** For the year-to-date, NOI stands at **\$233,800**, with October contributing strongly. The increase is largely driven by improved airfield revenue streams and controlled expense management.
- **Other Operating Income and Expenses.**
 - **Non-Operating Income:** Includes significant federal, state, and local grant contributions of **\$4.14MM YTD**, accounting for 33% of the annual budget.
 - **Debt and Interest:** Net interest expenses totaled **\$1.2MM**, aligning with projections.
- **Capital Projects and Expenditures:**
 - **Capital Projects:** Significant investments include **\$5.53MM** in fuel farm construction and **\$2.6MM** for Hangar 626 apron improvements. Overall, **\$12.2MM** in capital expenditures have been realized YTD, reaching **47%** of the annual budget.
 - **Key Developments:** Notable progress on AIM Center Classroom 111 and improvements to Hangar 626 reflect targeted infrastructure enhancements.

The YTD financials through October demonstrate strong revenue growth supported by airfield activity, effective cost management, and strategic capital investments. Net income of \$3.5MM YTD marks an 856% increase YoY, underpinned by robust operational and non-operational income streams.

Financial Reports – October 2024 Significant Capital Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of November 15, 2024

(Swanson)

Account	Amount	Days	Comments
Atlas Air	\$6,821	31-60	Landing Fees and ARFF coverage
Daws, Inc.	\$300	31-60	Land Rent
Fairway Elect. Services	\$298	31-60	Bldg. Rent
Kansas Military Board	\$3,322	31-90	Bldg. Rent
Omni Air International	\$3,482	61-90	Landing Fees and ARFF coverage
Sun Country Airlines	\$2,668	31-60	Landing Fees and ARFF coverage

Agenda item #6 - Consideration and Approval of FAA Air Traffic Control Tower (ATCT) land lease with the Salina Airport Authority. (Swanson)

The current lease agreement between the Salina Airport Authority (SAA) and the Federal Aviation Administration (FAA) for the use of land at Salina Regional Airport for the Airport Traffic Control Tower (ATCT) is expiring September 2025. Under the terms of the lease, the SAA does not receive monetary rent; instead, the FAA provides air traffic control services as consideration for the lease. The agreement allows the FAA to use the premises for the construction and operation of the ATCT, with rights to make alterations and install necessary infrastructure, such as power and communication lines. The lease also includes responsibilities for both parties regarding maintenance, hazardous substance

remediation, and the removal of existing pavement for construction purposes. Given the expiration of this lease, the SAA plans to begin the process of renewing the agreement. The new lease would be a no-cost agreement with a 20-year term.

Term:	October 1, 2025, through September 30, 2045
Basic Rental:	No monetary rent; consideration is the provision of air traffic control services by the FAA
Additional Rental:	None
Tenant Responsibility:	Installation, operation, and maintenance of FAA's facilities; hazardous substance remediation caused by FAA operations
SAA Responsibility:	Vegetation control, snow and ice removal, structural maintenance, and remediation of hazardous substances not caused by FAA operations
<u>Recommendation:</u>	Approval of entering into a no-cost agreement with the FAA for air traffic control services at the Salina Regional Airport once final agreement is submitted to the Salina Airport Authority before expiration of current lease agreement and authorize the Salina Airport Authority Board Chair to sign.

Agenda Item #7 – Consideration and approval of the AvFlight Lease Amendment #2
(Miller/Swanson)

The proposed amendment, effective on or about December 1, 2024, would revise the Original Lease and First Amendment both dated December 18, 2013, to reflect the following changes:

1. **Premises Modification:**
 - Replacement of existing Pumphouse No. 305 underground fuel storage tanks with a new above-ground fuel storage facility having a total capacity of 152,000 gallons known as Fuel Facility No. 300.
2. **Rental Adjustments:**
 - **Building No. 700:** \$5,201 per month (unchanged and subject to biennial CPI increases).
 - **Hangar No. 409:** \$7,042 per month (unchanged and subject to biennial CPI increases).
 - **Fuel Facility No. 300:** \$6,500 per month or \$78,000 annually, with biennial CPI increases starting January 1, 2026.
 - Fuel flowage fee of \$0.0953 per gallon with biennial CPI adjustments. (Per the Authority's Rates and Charges Schedule.)
3. **Responsibilities at Fuel Facility No. 300:**
 - **Lessee:** Responsible for utilities, routine consumables, real estate taxes (if applicable), and ensuring compliance with environmental standards. Immediate cleanup of hazardous substance spills caused during Lessee's occupancy is required.
 - **Authority:** Responsible for structural maintenance, mechanical systems, and commercial property insurance for Fuel Facility No. 300.
 - Both parties share responsibilities for environmental remediation tied to their respective periods of occupancy.
4. **Additional Requirements:**
 - Lessee agrees to an additional \$6,500 security deposit

Effective Date and Lease Terms: The Second Amendment will become effective on December 1, 2024, with all other lease terms and renewal options remaining as established in the original December 18, 2013 agreements. This includes the current lease term ending on November 30, 2033, with two

additional ten-year renewal options available.

Recommendation: Approval of the terms of the Second Amendment to the Lease Agreement between the Salina Airport Authority (Authority) and Avflight Salina Corporation (Lessee) and authorization for the Executive Director to sign.

Agenda Item #8 – Consideration of participation with City of Salina/KSU-Salina on custom graphics on the Schilling Water Tower (Miller)

The City of Salina is set to authorize bids for the painting of three water towers, including the Markley Road Tower, Wyatt Tower, and Schilling Tower. As part of the bid, an add alternate has been proposed to add baseball stitching graphics to the Markley Tower, with costs ranging from \$27,000 for one color to \$40,000 for two colors. This presents a unique opportunity to enhance the visual appeal of the towers and create a distinctive community feature. While the bid did not originally include graphics for the Schilling Tower, there is still time to add this element, should there be interest from the Salina Airport Authority (SAA) or K-State.

Incorporating graphics into the Schilling Tower would not only bolster branding for both SAA and K-State but also contribute to community pride and recognition. Any suggested graphics or logos, which could be included in the bid at this stage, would be considered. If supportive, we can begin working on graphics for consideration and proceed with coordinating the details with the city of Salina.

Recommendation: Authorize the Executive Director to work with the City of Salina and KSU-Salina to determine specific cost associated with custom graphics on Schilling Water Tower.

Please let us know if you have any questions you would like us to prepare for in advance of the meeting.

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, First Floor Conference Room
2720 Arnold Court

November 20, 2024 – 8:00 AM

AGENDA

Call to Order

1. Call to order, determine that a quorum is present and confirm that the meeting notice has been published. (Carlin)
2. Recognition of guests. (Carlin)
3. Additions to the agenda and agenda overview. (Miller)

Action Items:

4. Approval of the minutes of the October 16, 2024, regular board meeting and October 30, 2024 special board meeting. (Carlin)
5. Review of airport activity and financial reports for the month ending October 31, 2024. (Miller/Swanson)
6. Consideration and approval of FAA ATCT Land Lease. (Swanson)
7. Consideration and approval of AvFlight Fuel Farm Lease amendment #2 (Miller/Swanson)
8. Consideration of participating with City of Salina/KSU-Salina on custom graphics on Schilling Water Tower. (Miller)

Staff Reports:

- Project 80 Update (Miller/Cunningham)
- Terminal Building Expansion Update (Miller/Cunningham)

Directors' Forum: (Carlin)

Visitor's Questions and Comments: (Carlin)

Announcements: (Windhorst)

Executive Session (Carlin)



9. An executive session of the board of directors to discuss matters of non-elected personnel. (Carlin)

“I move that the Salina Airport Authority board of directors’ recess into executive session for fifteen (20) minutes to discuss the subjects of the initial phase of the Executive Director’s performance evaluation and matters affecting the privacy interests of other individual employees based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at _____ AM.”

Airport Authority board action following the executive session may or may not occur.

Adjournment: (Carlin)



**MINUTES OF THE REGULAR MEETING
OF THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS
OCTOBER 16, 2024
HANGAR 600, ROOM 100**

Call to Order

The board meeting was called to order at 8:00 A.M. by Chair Carlin, and it was confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst reported that staff published and distributed the meeting notice and agenda Friday, October 11, 2024.

Attendance

Present were Directors Carlin, Commerford, Boos and O'Brien, with Director Roberg attending via VTC. Attending in person were Executive Director Pieter Miller; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Maynard Cunningham; Business and Communications Manager Kasey Windhorst; and Attorney Greg Bengtson. Guests at the meeting were Brandon Walker, Midwest ATC; Julie Yeager Zuker, Avflight; Mitch Robinson, Salina Community Economic Development Organization; Greg Lenkiewicz, City Commissioner; and David Arteberry, Stifel, Nicolaus & Company. Guest attending via VTC was Mitch Walter, Gilmore & Bell.

Agenda

Executive Director Miller reviewed the agenda noting no additions or deletions.

Minutes

Director Commerford moved to accept the minutes of the September 18, 2024 regular board meeting as presented. Director O'Brien seconded the motion. Motion passed 5 – 0.

Airport Activity

A total of 6,142 ATC operations were recorded during the month of September 2024, down 10% from 6,801 in September 2023. Year-to-date operations totaled 49,709, a 21% decrease from 62,789 in September 2023. September 2024 fuel flowage was 257,721 gallons, which was a slight decrease compared to the September 2023 total of 258,893 gallons. For the year-to-date, a total of 1,628,954 gallons have been delivered at the airport, a 4% increase compared to the September 2023 YTD total of 1,570,356 gallons. SkyWest recorded a 53% increase in passenger enplanements year-over-year, totaling 1,785 passengers for September. The year-to-date enplanement figure reached 17,963, up from 14,991 in 2023, with a significant rise in load factors, particularly on the Salina-Denver route.

Financial Review

Swanson reviewed the September 2024 financials, highlighting an unrestricted cash balance of \$2.3 million and year-to-date operating income up by 8% over the prior year. Notable revenue growth was attributed to increased hangar rentals and airfield revenue.

Swanson reviewed the significant capital expenditures and grant fund activity, noting that the bond fund detail report was provided in the board packet. Director Carlin instructed staff to file the financials for audit.

SAA Resolution 24-12

Swanson presented SAA Resolution No. 24-12, authorizing the sale of temporary notes to finance capital projects. Arteberry discussed the temporary note schedule and noted Moody's rating will

be issued after completion of the SAA audit.

Director Boos moved to approve SAA Resolution 24-12 authorizing the offering for sale of general obligation bond temporary notes of the Salina Airport Authority and authorizing Chair Carlin to sign the resolution. Seconded by Director O'Brien. The motion passed unanimously.

Stryten Lease Agreement Third Addendum

Swanson provided a company overview of Stryten and the following proposed lease terms to Bldg. 655 located in the Salina Airport Industrial Center. The third addendum to the lease agreement grants one additional option to renew for a term of 2 ½ years.

Term:	February 1 st , 2025 to July 31 st , 2027
Basic Rental:	\$20,347 per month or \$244,164 per year
Rate per Square Foot:	\$2.53
Tenant Responsibility:	Commercial Property Insurance, Utilities, First \$500 per year in HVAC repairs/maintenance, and all routine building maintenance
SAA Responsibility:	Structural maintenance and mechanical systems that are not repairable

Director O'Brien moved to approve the third addendum to the lease with Stryten Salina LLC and authorize Chair Carlin to sign the addendum. Seconded by Director Boos. Motion carried.

2025 Capital Expenditures Budget

Swanson distributed and reviewed the capital expenditures projects that will be a component of the SAA operating plan and budget for calendar year 2025.

2025 SCEDO Budget Request

Mitch Robinson, SCEDO Executive Director provided an overview of the SCEDO history, roles and responsibilities, revisions to current partners agreement, review of Kansas certified sites program, and marketing plan. Robinson noted the budget request for \$50,000 aims at enhancing regional economic development efforts. Director Boos moved to approve \$50,000 from the Salina Airport Authority in 2025 for the annual Salina Community Economic Development contribution and authorize the Executive Director to sign the support agreement. Seconded by Director Commerford, the motion passed unanimously.

Kansas Air Service Development Incentive Grant

Miller reported that the SAA received a \$1,000,000 grant from the Kansas Air Service Development Incentive (KASDI) program to support the launch of a new Salina (SLN) to Houston (IAH) route by SkyWest Airlines, operating as United Express. The grant will fund a Minimum Revenue Guarantee (MRG) to help sustain the service initially. This new route aligns with Salina's goal to expand its role as a maintenance hub for United Express, which already operates flights to Denver and Chicago from SLN. The Houston route is expected to create 60 additional jobs, supporting economic growth in the region. Director Commerford moved to approve the acceptance of the \$1,000,000 KASDI grant to support the development of the SLN-Houston (IAH) route and authorize the Executive Director to execute all necessary agreements related to the grant and the MRG. Director O'Brien seconded the motion. Motion passed unanimously.

Woolpert Engineering Agreement for MRO Tail-Dock Hangar Modification

Miller commented on the Salina Regional Airport's MRO facility project, supported by Resolution No. 24-11 and up to \$35 million in matching funds from the State of Kansas under the "3 City MRO Play" program, includes modifications to Hangar 959 to accommodate large Group IV aircraft, such as the Boeing 777. Woolpert, Inc. has been contracted to provide design and engineering services, covering site planning, pavement improvements, and construction of a tail dock for wide-body aircraft maintenance. Woolpert will also handle the design of interior upgrades, including new shop spaces, warehousing, and advanced safety systems. The estimated cost for these services is \$219,136.50. Director Boos moved to approve an engineering design agreement with Woolpert for design and architectural services for a MRO tail-dock and hangar improvements to Hangar 959 and authorize the Executive Director to sign the agreement. Second by Director Commerford. Motion carried.

Staff Reports:

Miller updated the board on Project 80 and noted the bid opening is scheduled for October 24, 2024.

Miller provided an overview of the AIP consultant selection process and reviewed the results of the RFQs received. A total of five firms submitted RFQs. The selection committee selected Lochner to serve as the SAA consulting firm for the next five years.

Miller thanked all airport businesses and organizations who helped respond to the JetBlue aircraft emergency response at the Salina Regional Airport during the previous month.

Minutes approved at the November 20, 2024 board meeting.

Kasey L. Windhorst, Board Clerk

(SEAL)

DRAFT

**MINUTES OF THE SPECIAL MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
OCTOBER 30, 2024
HANGAR 600, ROOM 100**

Call to Order

Chair Stephanie Carlin called the meeting to order at 4:00 P.M. and confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst published and distributed the meeting notice on Friday, October 25, 2024 and the amended agenda on Tuesday, October 29, 2024.

Attendance

Present were Directors Carin, O'Brien, and Roberg. Director Boos attended via VTC. Director Commerford was unavailable and absent. Executive Director Pieter Miller; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Maynard Cunningham; Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Michelle Moon; and Attorney Greg Bengtson were in attendance. Guests were David Arteberry, Stifel, Nicolaus & Company, Inc.; and Cody Heiman, First Bank Kansas. Mitch Walter, Gilmore & Bell, attend via VTC.

Agenda

Executive Director Miller reviewed the amended agenda.

SAA Resolution 24-13

Swanson presented the resolution, provided a project overview for the fuel facility, and discussed the benefits of the requested extension to the maturity date of the financing general obligation

temporary note. Arteberry added a review of the process, noting that Sunflower Bank, the bond holder, preferred to extend the note rather than renew. Swanson stated that by extending the note, the interest rate remains unchanged. Director Roberg moved to approve SAA Resolution No. 24-13, authorizing the extension of the maturity date of the Taxable General Obligation Temporary Notes, Series 2023-1, and permit Chair Carlin to execute the resolution on behalf of the SAA. Director O'Brien seconded the motion. The vote carried the motion, 4 – 0.

Consideration of Airport Industrial Subdivision III (Project 80) Construction Bids

Miller stated that four bids were received on October 24, 2024, meeting all of the bid requirements for consideration. Ebert Construction presented the low bid. The contractor confirmed the intent to meet the incentive date, completing Phase I by May 31, 2025. Cunningham noted that Wilson & Co. also vetted Ebert Construction. Cunningham listed the subcontractors associated with the low bid. Swanson updated the board on the project budget including the construction bid from Ebert. Director Roberg moved to award the construction contract for project 80 Phase I to Ebert Construction Company, Wamego, Kansas, for \$3,681,957.28 and authorize the Executive Director to sign all associated documents. Director O'Brien seconded the motion. The motion passed unanimously, 4-0.

Executive Session

At 4:17 P.M., Director Carlin moved that the Salina Airport Authority board of directors recess into executive session for fifteen (15) minutes to discuss with legal counsel the subject of legal considerations relating to the fuel facility project based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 75-4319(b)(2). The open meeting will resume in this room at 4:32 P.M.

Second by Director O'Brien and voted 4 – 0 in favor.

The Open Meeting resumed at 4:32 P.M.

At 4:32 P.M., Director Carlin motioned to extend the executive session for fifteen (15) minutes to discuss with legal counsel the subject of legal considerations relating to the fuel facility project based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 75-4319(b)(2). The open meeting will resume in this room at 4:47 P.M.

Second by Director O'Brien and voted 4 - 0 in favor.

The Open Meeting resumed at 4:47 P.M.

No additional board actions followed the Executive Session.

Director O'Brien moved to adjourn the meeting, seconded by Director Roberg. Motion carried, 4 – 0. Meeting adjourned at 4:48 P.M.

Minutes approved at the November 20, 2024 board meeting.

Kasey L. Windhorst, Board Clerk

(SEAL)

SALINA AIRPORT AUTHORITY

AIRPORT ACTIVITY REPORT

2024

AIR TRAFFIC/ATCT

October, 2024	6,822 Operations 635 Instrument Operations 507 Peak Day
October, 2023	712 Operations 630 Instrument Operations 508 Peak Day
January 2024 - October 2024	56,531 Operations
January 2023 - October 2023	69,901 Operations
January 2022 - October 2022	58,758 Operations

FUEL FLOWAGE

October, 2024	188,094 Gallons
October, 2023	228,702 Gallons
January 2024 - October 2024	1,817,048 Gallons
January 2023 - October 2023	1,799,058 Gallons
January 2022 - October 2022	2,020,678 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
6,738	181,356	50,494	148
13,131	215,571	92,913	182
80,407	1,736,641	526,976	2,802
111,897	1,687,161	580,080	2,707
110,168	1,910,510	750,260	3,353

SkyWest Airlines

ENPLANEMENTS

October, 2024	2,056 Passengers
October, 2023	1,174 Passengers
January 2024 - October 2024	15,278 Passengers
January 2023 - October 2023	12,800 Passengers
January 2022 - October 2022	15,822 Passengers

DEPLANEMENTS

TOTAL

2,104 Passengers	4,160
1,152 Passengers	2,326

ENPLANEMENTS - Charter Flights

October, 2024	0 Passengers
October, 2023	38 Passengers
January 2024 - October 2024	5,851 Passengers
January 2023 - October 2023	500 Passengers
January 2022 - October 2022	2,636 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

October, 2024	2,056 Passengers
October, 2023	1,212 Passengers
January 2024 - October 2024	21,129 Passengers
January 2023 - October 2023	13,300 Passengers
January 2022 - October 2022	18,458 Passengers

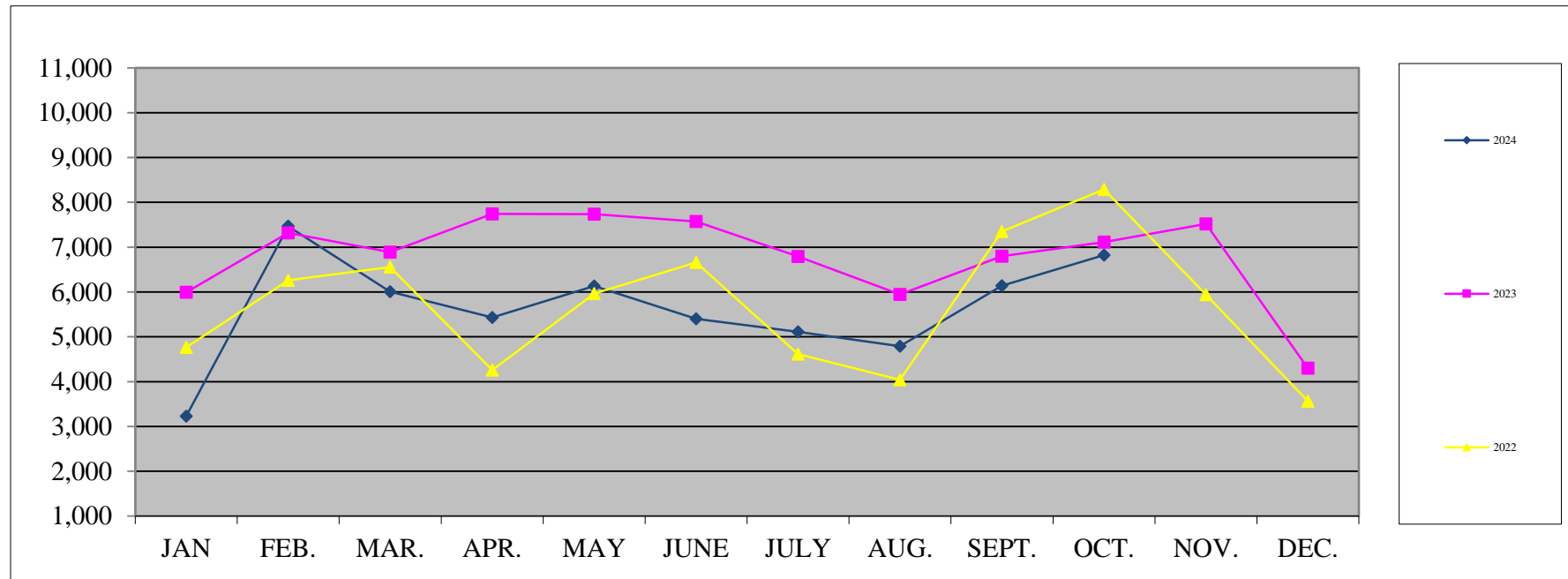
AIRPORT TRAFFIC RECORD

2023 - 2024

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2024									
January, 24	126	861	482	240	1,709	1,448	74	1,522	3,231
February, 24	138	1,905	818	182	3,043	4,166	257	4,423	7,466
March, 24	143	1,364	772	302	2,581	3,254	172	3,426	6,007
April, 24	89	1,512	755	171	2,527	2,835	68	2,903	5,430
May, 24	89	1,285	894	181	2,449	3,596	88	3,684	6,133
June, 24	72	1,119	837	313	2,341	2,932	130	3,062	5,403
July, 24	67	1,109	940	191	2,307	2,596	207	2,803	5,110
August, 24	101	1,113	982	139	2,335	2,376	76	2,452	4,787
September, 24	112	1,805	1,801	468	4,186	1,732	224	1,956	6,142
October, 24	115	1,426	1,236	449	3,226	3,450	146	3,596	6,822
November, 24									
December, 24									
Totals January - October	1,052	13,499	9,517	2,636	26,704	28,385	1,442	29,827	56,531
2023									
January, 23	125	1,650	655	267	2,697	3,018	278	3,296	5,993
February, 23	130	2,351	701	299	3,481	3,615	224	3,839	7,320
March, 23	138	1,757	652	349	2,896	3,766	228	3,994	6,890
April, 23	130	2,074	759	348	3,311	4,246	186	4,432	7,743
May, 23	128	1,893	898	341	3,260	4,184	290	4,474	7,734
June, 23	133	1,930	856	373	3,292	4,010	270	4,280	7,572
July, 23	130	1,553	842	252	2,777	3,780	234	4,014	6,791
August, 23	120	1,422	873	306	2,721	2,934	290	3,224	5,945
September, 23	134	1,836	1,541	228	3,739	2,986	76	3,062	6,801
October, 23	148	1,785	786	181	2,900	4,092	120	4,212	7,112
November, 23									
December, 23									
Totals January - October	1,316	18,251	8,563	2,944	31,074	36,631	2,196	38,827	69,901
Difference	-264	-4,752	954	-308	-4,370	-8,246	-754	-9,000	-13,370
YTD % Change	-20%	-26%	11%	-10%	-14%	-23%	-34%	-23%	-19%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

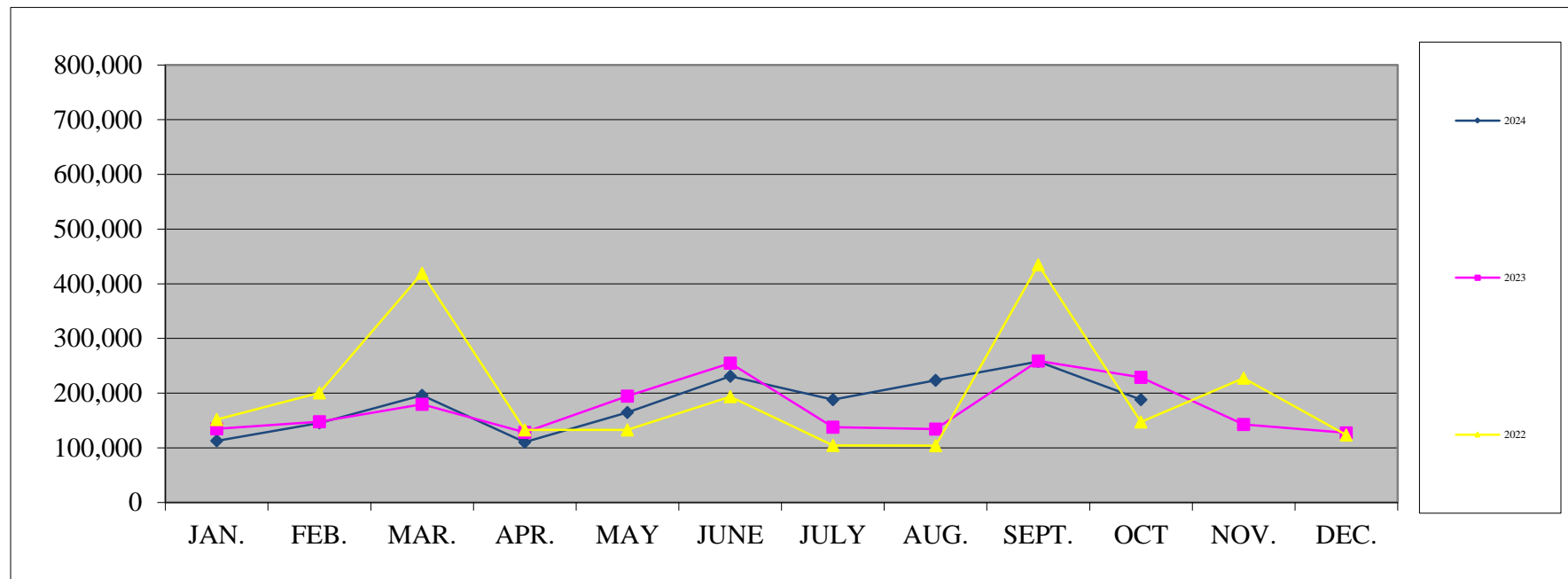
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2024	3,231	7,466	6,007	5,430	6,133	5,403	5,110	4,787	6,142	6,822			56,531
2023	5,993	7,320	6,890	7,743	7,734	7,572	6,791	5,945	6,801	7,112	7,521	4,297	81,719
2022	4,764	6,260	6,557	4,258	5,965	6,660	4,613	4,040	7,352	8,289	5,940	3,564	68,262
2021	3,996	5,989	7,688	8,739	6,570	7,142	7,230	6,181	7,206	7,958	6,808	5,463	80,970
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101



FUEL FLOWAGE

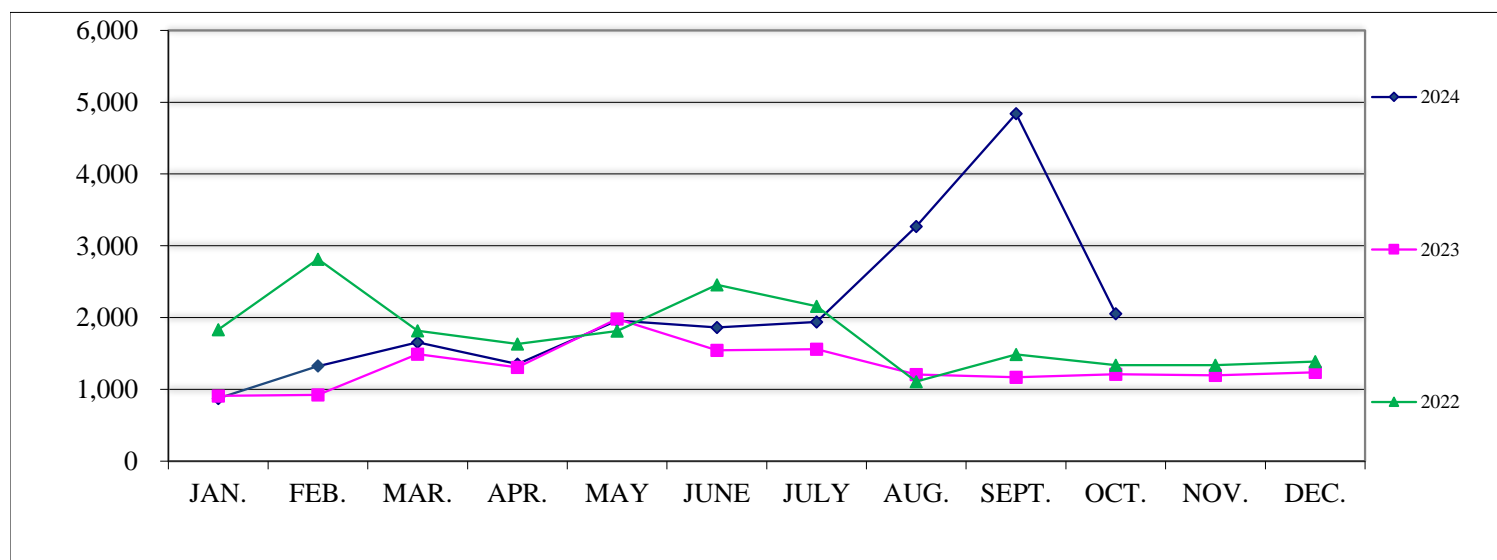
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2024	112,666	145,336	195,892	110,346	164,602	230,822	187,920	223,648	257,721	188,094			1,817,048
2023	134,955	147,775	179,414	128,122	194,746	254,599	137,603	134,249	258,893	228,702	142,909	127,411	2,069,378
2022	151,697	200,550	418,947	132,791	132,881	193,611	104,328	103,932	434,725	147,216	227,214	123,281	2,371,173
2021	118,269	145,726	209,376	127,107	171,289	159,725	236,452	226,367	171,259	199,197	160,279	171,150	2,096,198
2020	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	170,893	114,869	2,295,009
2019	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525	87,182	2,278,659
2018	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	2,414,825
2017	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2024	875	1,324	1,655	1,352	1,958	1,861	1,939	3,269	4,840	2,056			21,129
2023	910	922	1,489	1,307	1,982	1,544	1,558	1,209	1,167	1,212	1,195	1,239	15,080
2022	1,833	2,815	1,815	1,634	1,813	2,458	2,157	1,109	1,486	1,338	1,339	1,386	20,252
2021	638	548	909	904	2,151	1,979	2,379	1,859	2,050	2,182	1,949	2,032	19,407
2020	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	10,561
2019	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703	1,874	21,189
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	20,299
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	13,959
2016	36	0	0	0	0	104	372	910	637	558	574	692	3,883
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	10,389
2014	145	109	140	135	175	403	282	223	178	431	157	178	2,556



****Adjustment based on Nonscheduled/On-Demand Air Carrier Filings FAA Form 1800-31**

***SALINA** Airport*

Authority

OCTOBER 2024

FINANCIAL STATEMENTS

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

Salina Airport Authority
Statement of Net Position Prev Year Comparison
As of October 31, 2024

11/15/2024

	Oct 31, 24	Sep 30, 24	\$ Change	Oct 31, 23	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	1,462,200	1,407,937	54,263	7,234,479	-5,772,279	-80%
Cash in bank-Operating Funds	2,345,870	2,441,277	-95,407	2,013,273	332,597	17%
Cash in Bank - AIM Center	14,319	217,236	-202,917	997	13,322	1,336%
Cash in Bank - Mill Levy	1,262,758	1,228,174	34,584	819,024	443,734	54%
Total Checking/Savings	5,085,147	5,294,624	-209,477	10,067,773	-4,982,626	-49%
Accounts Receivable						
Accounts Receivable	249,935	299,275	-49,340	99,603	150,332	151%
Total Accounts Receivable	249,935	299,275	-49,340	99,603	150,332	151%
Other Current Assets						
Mill Levy receivable	26,166	68,759	-42,593	19,989	6,177	31%
Other current assets	840,189	861,618	-21,429	807,882	32,307	4%
Undeposited Funds	25,766	7,466	18,300	48,554	-22,788	-47%
Total Other Current Assets	892,121	937,843	-45,722	876,425	15,696	2%
Total Current Assets	6,227,203	6,531,742	-304,539	11,043,801	-4,816,598	-44%
Fixed Assets						
Fixed assets at cost	122,101,942	121,974,081	127,861	106,730,880	15,371,062	14%
Less accumulated depreciation	-59,033,721	-58,783,721	-250,000	-55,953,721	-3,080,000	-6%
Total Fixed Assets	63,068,221	63,190,360	-122,139	50,777,159	12,291,062	24%
Other Assets						
Deferred Outflow of Resources	1,020,668	1,020,668	0	1,147,779	-127,111	-11%
Other assets	3,009,970	3,009,970	0	3,009,970	0	0%
Total Other Assets	4,030,638	4,030,638	0	4,157,749	-127,111	-3%
TOTAL ASSETS	73,326,062	73,752,740	-426,678	65,978,709	7,347,353	11%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	166,524	2,569,847	-2,403,323	451,115	-284,591	-63%
Total Accounts Payable	166,524	2,569,847	-2,403,323	451,115	-284,591	-63%
Credit Cards						
Total Credit Cards	0	4,495	-4,495	7,024	-7,024	-100%
Other Current Liabilities						
Accrued debt interest payable	377,567	257,709	119,858	87,158	290,409	333%
Debt, current portion	6,803,560	6,803,560	0	1,760,000	5,043,560	287%
Deferred Agri Land Revenue	0	0	0	5,917	-5,917	-100%
Deferred Mill Levy revenue	581,473	872,209	-290,736	455,479	125,994	28%
Other current liabilities	274,070	264,722	9,348	264,376	9,694	4%
Total Other Current Liabilities	8,036,670	8,198,200	-161,530	2,572,930	5,463,740	212%
Total Current Liabilities	8,203,194	10,772,542	-2,569,348	3,031,069	5,172,125	171%
Long Term Liabilities						
Debt - Long Term	36,490,110	36,490,110	0	33,029,395	3,460,715	10%
Deferred Inflows of Resources	3,621,787	3,621,787	0	3,621,787	0	0%
Less current portion	-6,803,560	-6,803,560	0	-1,760,000	-5,043,560	-287%
Net OPEB Liability (KPERs)	9,003	9,003	0	9,003	0	0%
Net Pension Liability	942,015	942,015	0	942,015	0	0%
Security Deposits Returnable	156,423	155,359	1,064	117,986	38,437	33%
Total Long Term Liabilities	34,415,778	34,414,714	1,064	35,960,186	-1,544,408	-4%
Total Liabilities	42,618,972	45,187,256	-2,568,284	38,991,255	3,627,717	9%
Equity						
Invested in Capital Assets net	28,677,960	26,414,064	2,263,896	25,396,445	3,281,515	13%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	-1,565,050	698,846	-2,263,896	1,134,646	-2,699,696	-238%
Net Income	3,504,180	1,362,573	2,141,607	366,362	3,137,818	856%
Total Equity	30,707,090	28,565,483	2,141,607	26,987,453	3,719,637	14%
TOTAL LIABILITIES & EQUITY	73,326,062	73,752,740	-426,678	65,978,709	7,347,353	11%

Salina Airport Authority
Profit & Loss Budget Performance
October 2024

10:22 AM
11/15/2024
Accrual Basis

	Oct 24	Jan - Oct 24	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	17,925	177,486	170,833	6,653	104%	205,000
Hangar rent	152,357	1,072,001	954,167	117,834	112%	1,145,000
Landing fees	9,127	57,140	25,833	31,307	221%	31,000
Ramp rent	6,640	65,480	57,083	8,397	115%	68,500
Total Airfield revenue	186,049	1,372,107	1,207,916	164,191	114%	1,449,500
Building and land rent						
Agri land rent	-3,620	63,876	59,167	4,709	108%	71,000
Building rents - Long Term						
Short-term leasing	26,932	265,162	501,667	-236,505	53%	602,000
Building rents - Long Term - Other	94,408	940,803	752,500	188,303	125%	903,000
Total Building rents - Long Term	121,340	1,205,965	1,254,167	-48,202	96%	1,505,000
Land rent						
Basic Land Rent	10,905	111,335	94,417	16,918	118%	113,300
Property tax - tenant share	10,975	109,750	109,750	0	100%	131,700
Total Land rent	21,880	221,085	204,167	16,918	108%	245,000
Tank rent	1,306	13,060	16,667	-3,607	78%	20,000
Total Building and land rent	140,906	1,503,986	1,534,168	-30,182	98%	1,841,000
Other revenue						
Airport Marketing	0	20,000	20,000	0	100%	20,000
Commissions	1,367	24,633	20,833	3,800	118%	25,000
Other income	31,025	114,123	62,500	51,623	183%	75,000
Total Other revenue	32,392	158,756	103,333	55,423	154%	120,000
Total Income	359,347	3,034,849	2,845,417	189,432	107%	3,410,500
Gross Profit	359,347	3,034,849	2,845,417	189,432	107%	3,410,500
Expense						
Administrative expenses						
A/E, consultants, brokers	1,749	81,259	70,833	10,426	115%	85,000
Airport promotion	20,113	202,006	212,500	-10,494	95%	255,000
Bad Debt Expense	0	0	4,167	-4,167	0%	5,000
Computer/Network Admin.	1,683	41,727	45,833	-4,106	91%	55,000
Dues and subscriptions	767	18,275	25,000	-6,725	73%	30,000
Employee retirement	8,860	100,388	97,795	2,593	103%	117,354
FICA and medicare tax expense	6,456	73,443	71,667	1,776	102%	86,000
Industrial development	4,792	47,917	50,000	-2,083	96%	60,000
Insurance , property	18,750	188,267	200,000	-11,733	94%	240,000
Insurance, medical	38,826	205,615	203,333	2,282	101%	244,000
Kansas unemployment tax	0	876	833	43	105%	1,000
Legal and accounting	2,555	41,500	50,833	-9,333	82%	61,000
Office salaries	55,351	584,878	559,167	25,711	105%	671,000
Office Supplies	1,605	9,273	8,750	523	106%	10,500
Other administrative expense	388	14,864	12,500	2,364	119%	15,000
Postage	43	934	1,667	-733	56%	2,000
Property tax expense	12,083	120,833	125,000	-4,167	97%	150,000
Special Events	0	12,937	1,667	11,270	776%	2,000
Telephone	536	15,941	23,750	-7,809	67%	28,500
Training	0	3,601	10,000	-6,399	36%	12,000
Travel and meetings	322	11,321	12,500	-1,179	91%	15,000
Total Administrative expenses	174,879	1,775,855	1,787,795	-11,940	99%	2,145,354

	Oct 24	Jan - Oct 24	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	2,596	66,717	43,750	22,967	152%	52,500
Airport Security	0	1,446	2,167	-721	67%	2,600
Building maintenance	23,225	225,725	166,667	59,058	135%	200,000
Equipment fuel and repairs	15,145	107,050	75,000	32,050	143%	90,000
Fire Services	0	17,978	29,167	-11,189	62%	35,000
Grounds maintenance	0	4,606	19,167	-14,561	24%	23,000
Maintenance salaries	29,661	380,264	391,667	-11,403	97%	470,000
Other maintenance expenses	2,321	18,141	18,750	-609	97%	22,500
Snow removal expense	0	3,151	18,750	-15,599	17%	22,500
Utilities	14,040	200,116	241,667	-41,551	83%	290,000
Total Maintenance expenses	86,988	1,025,194	1,006,752	18,442	102%	1,208,100
Total Expense	261,867	2,801,049	2,794,547	6,502	100%	3,353,454
Net Ordinary Income	97,480	233,800	50,870	182,930	460%	57,046
Other Income/Expense						
Other Income						
AIM Center Tuition	400	3,000	6,600	-3,600	45%	8,600
Capital contributed						
Air Service Grants	33,333	599,998	599,998	0	100%	666,664
Capital contributed - Other	2,085,741	3,541,837	11,825,000	-8,283,163	30%	13,825,000
Total Capital contributed	2,119,074	4,141,835	12,424,998	-8,283,163	33%	14,491,664
Gain on sale of assets	0	479,230	450,000	29,230	106%	850,000
Interest income						
Int. Income -2023 Bond Proceeds	5,506	231,292	150,000	81,292	154%	180,000
Interest income on deposits	8,946	149,759	20,000	129,759	749%	24,000
Total Interest income	14,452	381,051	170,000	211,051	224%	204,000
Mill levy income	290,736	2,907,765	2,907,364	401	100%	3,488,837
Total Other Income	2,424,662	7,912,881	15,958,962	-8,046,081	50%	19,043,101
Other Expense						
AIM Center Expenses						
Building Maintenance	0	11,133	10	11,123	111,330%	12
Consultants	9,371	33,260	32,138	1,122	103%	36,472
Equipment, Fuel & Repairs	636	17,258	2,000	15,258	863%	2,500
Events	390	11,945	4,000	7,945	299%	4,000
Instructors / Vendor 3rd Party	0	77,011	95,000	-17,989	81%	95,000
Marketing/Communication	40	60,780	76,897	-16,117	79%	90,230
Other	0	2,908	1,500	1,408	194%	1,500
Supplies	40	36,832	10	36,822	368,320%	12
Technology	0	68,354	15,000	53,354	456%	15,000
Travel & Meetings	0	0	10	-10	0%	12
Total AIM Center Expenses	10,477	319,481	226,565	92,916	141%	244,738
Debt interest expense net						
Bond issue cost	203	1,440	50,000	-48,560	3%	50,000
Interest Expense on Debt	119,858	1,198,580	1,198,580	0	100%	1,438,296
Total Debt interest expense net	120,061	1,200,020	1,248,580	-48,560	96%	1,488,296
Depreciation expense	250,000	2,580,000	2,700,000	-120,000	96%	3,240,000
SkyWest Overnight Flight	0	543,000	630,000	-87,000	86%	810,000
Total Other Expense	380,538	4,642,501	4,805,145	-162,644	97%	5,783,034
Net Other Income	2,044,124	3,270,380	11,153,817	-7,883,437	29%	13,260,067
Net Income	2,141,604	3,504,180	11,204,687	-7,700,507	31%	13,317,113

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through October 2024

10:20 AM
11/15/2024
Accrual Basis

	Jan - Oct 24	Jan - Oct 23	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	177,486	161,836	15,650	10%
Hangar rent	1,072,001	881,900	190,101	22%
Landing fees	57,140	21,541	35,599	165%
Ramp rent	65,480	63,581	1,899	3%
Total Airfield revenue	1,372,107	1,128,858	243,249	22%
Building and land rent				
Agri land rent	63,876	63,623	253	0%
Building rents - Long Term				
Short-term leasing	265,162	340,028	-74,866	-22%
Building rents - Long Term - Other	940,803	888,473	52,330	6%
Total Building rents - Long Term	1,205,965	1,228,501	-22,536	-2%
Land rent				
Basic Land Rent	111,335	114,564	-3,229	-3%
Property tax - tenant share	109,750	91,667	18,083	20%
Land rent - Other	0	0	0	0%
Total Land rent	221,085	206,231	14,854	7%
Tank rent	13,060	12,286	774	6%
Total Building and land rent	1,503,986	1,510,641	-6,655	-0%
Other revenue				
Airport Marketing	20,000	20,000	0	0%
ARFF Training	0	4,320	-4,320	-100%
Commissions	24,633	26,076	-1,443	-6%
Other income	114,123	46,345	67,778	146%
Total Other revenue	158,756	96,741	62,015	64%
Total Income	3,034,849	2,736,240	298,609	11%
Gross Profit	3,034,849	2,736,240	298,609	11%
Expense				
Administrative expenses				
A/E, consultants, brokers	81,259	60,726	20,533	34%
Airport promotion				
Air Serv. Mktg - SAA	196,553	207,736	-11,183	-5%
Airport promotion - Other	5,453	9,837	-4,384	-45%
Total Airport promotion	202,006	217,573	-15,567	-7%
Computer/Network Admin.	41,727	41,782	-55	-0%
Dues and subscriptions	18,275	22,236	-3,961	-18%
Employee retirement	100,388	81,438	18,950	23%
FICA and medicare tax expense	73,443	64,766	8,677	13%
Industrial development	47,917	47,917	0	0%
Insurance , property	188,267	187,917	350	0%
Insurance, medical	205,615	179,534	26,081	15%
Kansas unemployment tax	876	739	137	19%
Legal and accounting	41,500	48,258	-6,758	-14%
Office salaries	584,878	528,724	56,154	11%
Office Supplies	9,273	5,218	4,055	78%
Other administrative expense				
Merchant Processing Fees	8,566	6,825	1,741	26%
Other administrative expense - Other	6,299	4,210	2,089	50%
Total Other administrative expense	14,865	11,035	3,830	35%
Payroll expenses	0	0	0	0%
Postage	934	1,626	-692	-43%
Property tax expense	120,833	120,833	0	0%
Special Events	12,937	1,099	11,838	1,077%
Telephone	15,941	16,492	-551	-3%
Training	3,601	5,464	-1,863	-34%
Travel and meetings	11,321	5,370	5,951	111%
Total Administrative expenses	1,775,856	1,648,747	127,109	8%

	Jan - Oct 24	Jan - Oct 23	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	66,717	46,150	20,567	45%
Airport Security	1,446	1,648	-202	-12%
Building maintenance	225,725	188,788	36,937	20%
Equipment fuel and repairs	107,050	74,719	32,331	43%
Fire Services	17,978	3,646	14,332	393%
Grounds maintenance	4,606	14,080	-9,474	-67%
Maintenance salaries	380,264	341,594	38,670	11%
Other maintenance expenses	18,141	15,089	3,052	20%
Snow removal expense	3,151	413	2,738	663%
Utilities	200,116	178,353	21,763	12%
Total Maintenance expenses	1,025,194	864,480	160,714	19%
Uncategorized Expenses	0	0	0	0%
Total Expense	2,801,050	2,513,227	287,823	11%
Net Ordinary Income	233,799	223,013	10,786	5%
Other Income/Expense				
Other Income				
AIM Center Tuition	3,000	0	3,000	100%
Capital contributed				
Air Service Grants	599,998	0	599,998	100%
Capital contributed - Other	3,541,837	712,318	2,829,519	397%
Total Capital contributed	4,141,835	712,318	3,429,517	481%
Gain on sale of assets	479,230	29,653	449,577	1,516%
Interest income				
Int. Income -2023 Bond Proceeds	231,292	175,821	55,471	32%
Interest income on deposits	149,759	74,228	75,531	102%
Total Interest income	381,051	250,049	131,002	52%
Mill levy income	2,907,765	2,283,813	623,952	27%
Total Other Income	7,912,881	3,275,833	4,637,048	142%
Other Expense				
AIM Center Expenses				
Building Maintenance	11,133	0	11,133	100%
Consultants	33,260	23,317	9,943	43%
Equipment, Fuel & Repairs	17,258	0	17,258	100%
Events	11,945	0	11,945	100%
Instructors / Vendor 3rd Party	77,011	0	77,011	100%
Marketing/Communication	60,780	0	60,780	100%
Other	2,908	295	2,613	886%
Supplies	36,832	132	36,700	27,803%
Technology	68,354	0	68,354	100%
Total AIM Center Expenses	319,481	23,744	295,737	1,246%
Debt interest expense net				
Bond issue cost	1,440	162,836	-161,396	-99%
Interest Expense on Debt	1,198,580	445,905	752,675	169%
Total Debt interest expense net	1,200,020	608,741	591,279	97%
Depreciation expense	2,580,000	2,500,000	80,000	3%
SkyWest Overnight Flight	543,000	0	543,000	100%
Total Other Expense	4,642,501	3,132,485	1,510,016	48%
Net Other Income	3,270,380	143,348	3,127,032	2,181%
Net Income	3,504,179	366,361	3,137,818	856%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of October 31, 2024

9:39 AM
11/15/2024
Accrual Basis

	Jan - Oct 24	Oct 24	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-48 Rwy 12/30 Rehab Design		140,349	355,000	-214,651	40%
AIP-49 Fuel Farm Construction		5,526,995	5,969,226	-442,231	93%
AIP-50-51 SRE Equip A/E & Acq.		15,694	1,777,324	-1,761,630	1%
AIP-52/53 Rwy 12/30 Rehab Const		4,137	7,177,810	-7,173,673	0%
AIP-54 Term. Parking Lot Design	6,780	7,330	275,000	-267,670	3%
AIP-55 Term. Bldg. A/E and Cnst	367	3,191	250,000	-246,809	1%
AIP-XX AFFF to F3 Transition		2,348	50,000	-47,652	5%
AIP 52-53 Rwy 12-30 Const.		0	0	0	0%
Airfield Improvements		46,241	50,000	-3,759	92%
Airfield Security		0	10,000	-10,000	0%
Fuel Farm Construction-Non Fed	7,154	161,907	1,065,042	-903,135	15%
GA Hangar Construction		1,241,194	700,000	541,194	177%
H626 Apron-Taxi Area Imps.		691,924	830,000	-138,076	83%
Total Airfield	14,301	7,841,310	18,509,402	-10,668,092	42%
Buildings & Improvements					
Bldg. 120 Terminal building					
Terminal Bldg. Other		28,512	20,000	8,512	143%
Total Bldg. 120 Terminal building	0	28,512	20,000	8,512	143%
Building improvements					
Bldg. #1021 Facility Imps.		11,413	35,000	-23,587	33%
Bldg. 394 Parking Lot Imps.		0	35,000	-35,000	0%
Bldg. 412 Imps.		9,503	10,000	-497	95%
Bldg. 520 Imps.		0	20,000	-20,000	0%
Bldg. Imps. Other		41,962	50,000	-8,038	84%
Hangar #509 Imps.		63,523	20,000	43,523	318%
Hangar 125 (Acquisition)		4,750	460,000	-455,250	1%
Hangar 504 Improvements		8,512	15,000	-6,488	57%
Hangar 600 Improvements		0	20,000	-20,000	0%
Hangar 606 Rehabilitation		0	15,000	-15,000	0%
Hangar 626 AIM Classroom 111	11,783	840,387	760,000	80,387	111%
Hangar 626 Rehabilitation	700	2,570,050	2,918,100	-348,050	88%
Hangar 959 Rehabilitation		20,440	25,000	-4,560	82%
Total Building improvements	12,483	3,570,540	4,383,100	-812,560	81%
FBO Improvements					
Bldg. 700 Imps. Avflight North		0	20,000	-20,000	0%
Hangar 409-1 Imps Avflight So.		0	15,000	-15,000	0%
Total FBO Improvements	0	0	35,000	-35,000	0%
Pumphouse 305		0	10,000	-10,000	0%
Total Buildings & Improvements	12,483	3,599,052	4,448,100	-849,048	81%
Equipment					
Airfield Equipment		0	15,000	-15,000	0%
ARFF equipment		3,867	25,000	-21,133	15%
Communications equipment		10,425	20,000	-9,575	52%
Computer equipment		939	15,000	-14,061	6%
Industrial center equipment		0	25,000	-25,000	0%
Office equipment		420	7,500	-7,080	6%
Other Equipment		326,267	1,743,000	-1,416,733	19%
Shop equipment	2,176	2,176	15,000	-12,824	15%
Vehicles	8,976	8,976	15,000	-6,024	60%
Total Equipment	11,152	353,070	1,880,500	-1,527,430	19%
Land					
Airport Indust. Cent. Imps.	89,925	426,816	900,000	-473,184	47%
Rail Spur Imps.	0	0	25,000	-25,000	0%
Total Land	89,925	426,816	925,000	-498,184	46%
Total Fixed assets at cost	127,860	12,220,248	25,763,002	-13,542,754	47%

11/15/24

Salina Airport Authority

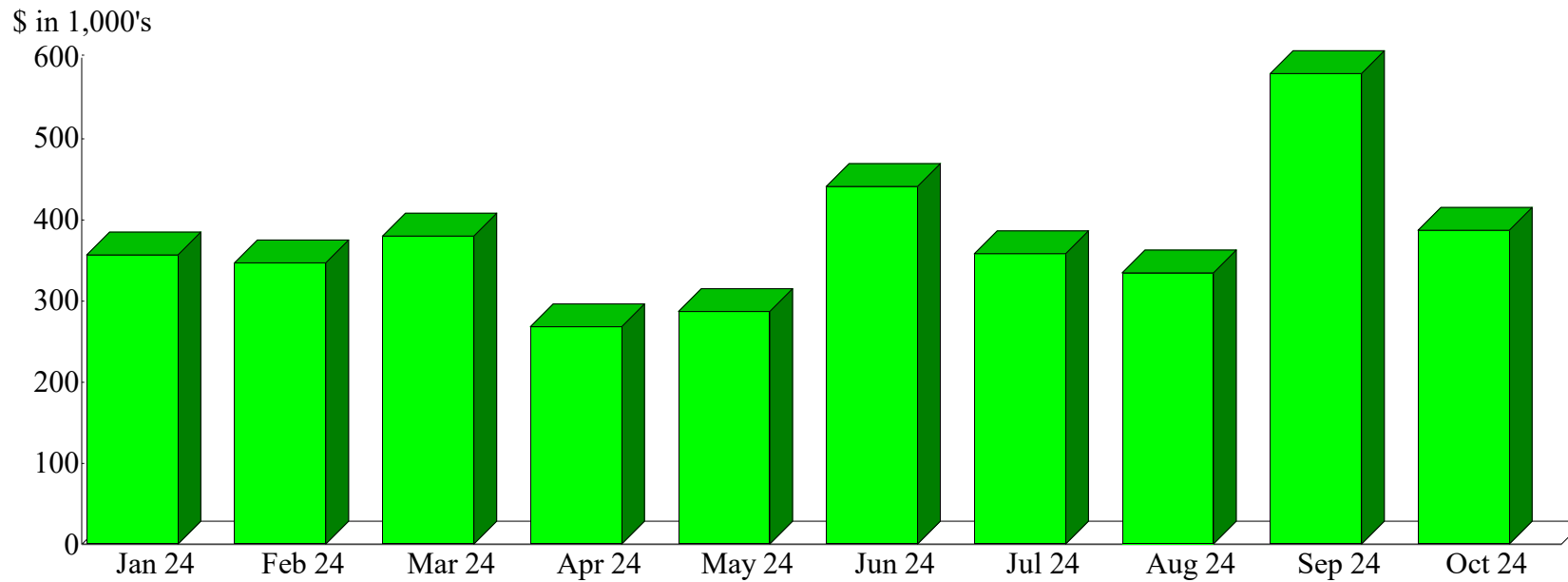
Significant Capital Expenditures Detail

October 2024

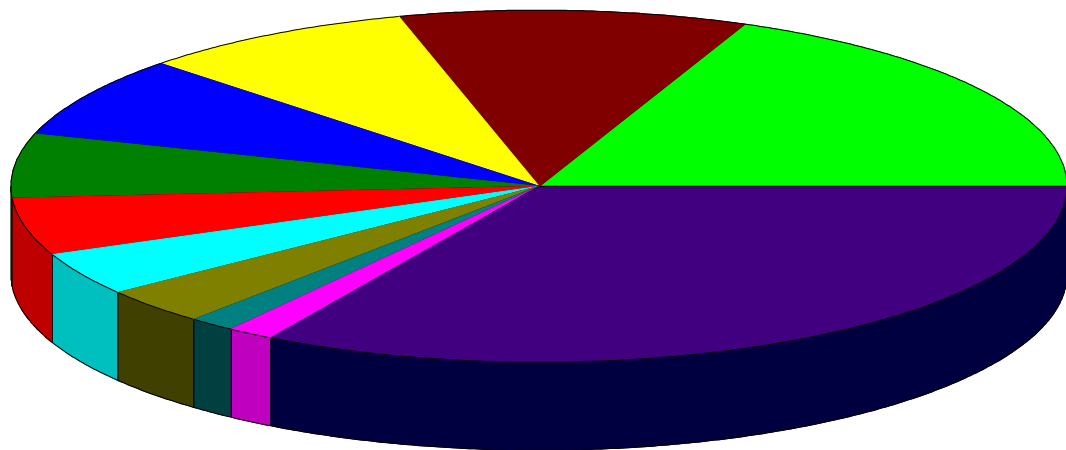
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-54 Term. Parking Lot Design					
Bill	10/31/2024	Lochner Inc	Progress Estimate - AIP 3-20-0072-054-2024 Terminal Building Parkin...	6,780.00	6,780.00
Total AIP-54 Term. Parking Lot Design				6,780.00	6,780.00
AIP-55 Term. Bldg. A/E and Cnst					
Waterline Relocation					
Bill	10/31/2024	Clark, Mize & Linville	Misc Legal Services - waterline relocation - 2024 Oct	175.02	175.02
Total Waterline Relocation				175.02	175.02
AIP-55 Term. Bldg. A/E and Cnst - Other					
Credit Card Cha...	10/03/2024	Salina 311	Bid Ad - AIP 3--20-0072-054/055	192.00	192.00
Total AIP-55 Term. Bldg. A/E and Cnst - Other				192.00	192.00
Total AIP-55 Term. Bldg. A/E and Cnst				367.02	367.02
Fuel Farm Construction-Non Fed					
Credit Card Cha...	10/03/2024	Salina 311	Bid ad - PH305	36.00	36.00
Bill	10/04/2024	Integrated Solutions, Inc. (iSi Env.)	Asbestos Survey of Pump House #3 (PH 305) required for demolition ...	803.75	839.75
Bill	10/31/2024	Dragun Corp	Progress payment - UST Closure at Fuel Farm	6,314.07	7,153.82
Total Fuel Farm Construction-Non Fed				7,153.82	7,153.82
Total Airfield				14,300.84	14,300.84
Buildings & Improvements					
Building improvements					
Hangar 626 AIM Classroom 111					
Bill	10/31/2024	Architect One, Inc.	AIM Center - Progress Payment	1,600.00	1,600.00
Bill	10/31/2024	Hutton Corporation	AIM Center Classroom 101 - Project Payment 5	10,182.62	11,782.62
Total Hangar 626 AIM Classroom 111				11,782.62	11,782.62
Hangar 626 Rehabilitation					
Bill	10/22/2024	High Plains Communications, Inc.	H626 Dual CAT6 network drop (incl term., faceplate and testing)	700.00	700.00
Total Hangar 626 Rehabilitation				700.00	700.00
Total Building improvements				12,482.62	12,482.62
Total Buildings & Improvements				12,482.62	12,482.62
Equipment					
Shop equipment					
Bill	10/22/2024	Air & Fire Systems	ARFF SCBA Compressor - install pressure valve	2,176.00	2,176.00
Total Shop equipment				2,176.00	2,176.00
Vehicles					
Bill	10/03/2024	Ka-Comm, Inc.	Airport 1 Radio - supply, install	8,929.59	8,929.59
Bill	10/03/2024	Ka-Comm, Inc.	parts not included in original quote	46.15	8,975.74
Total Vehicles				8,975.74	8,975.74
Total Equipment				11,151.74	11,151.74
Land					
Airport Indust. Cent. Imps.					
Bill	10/10/2024	Wilson & Company, Inc.	Final Progress Billing - Platting Services	3,300.00	3,300.00
Bill	10/17/2024	Wilson & Company, Inc.	Progress payment - Project 80	86,253.35	89,553.35
Bill	10/31/2024	Clark, Mize & Linville	Misc Legal Services - land improvements project 80 - 2024 Oct	371.92	89,925.27
Total Airport Indust. Cent. Imps.				89,925.27	89,925.27
Total Land				89,925.27	89,925.27
Total Fixed assets at cost				127,860.47	127,860.47
Less accumulated depreciation					
General Journal	10/31/2024		recur	-150,000.00	-150,000.00
General Journal	10/31/2024		recur	-100,000.00	-250,000.00
Total Less accumulated depreciation				-250,000.00	-250,000.00
TOTAL				-122,139.53	-122,139.53

Sales by Month
January through October 2024

Dollar Sales



Sales Summary
January through October 2024

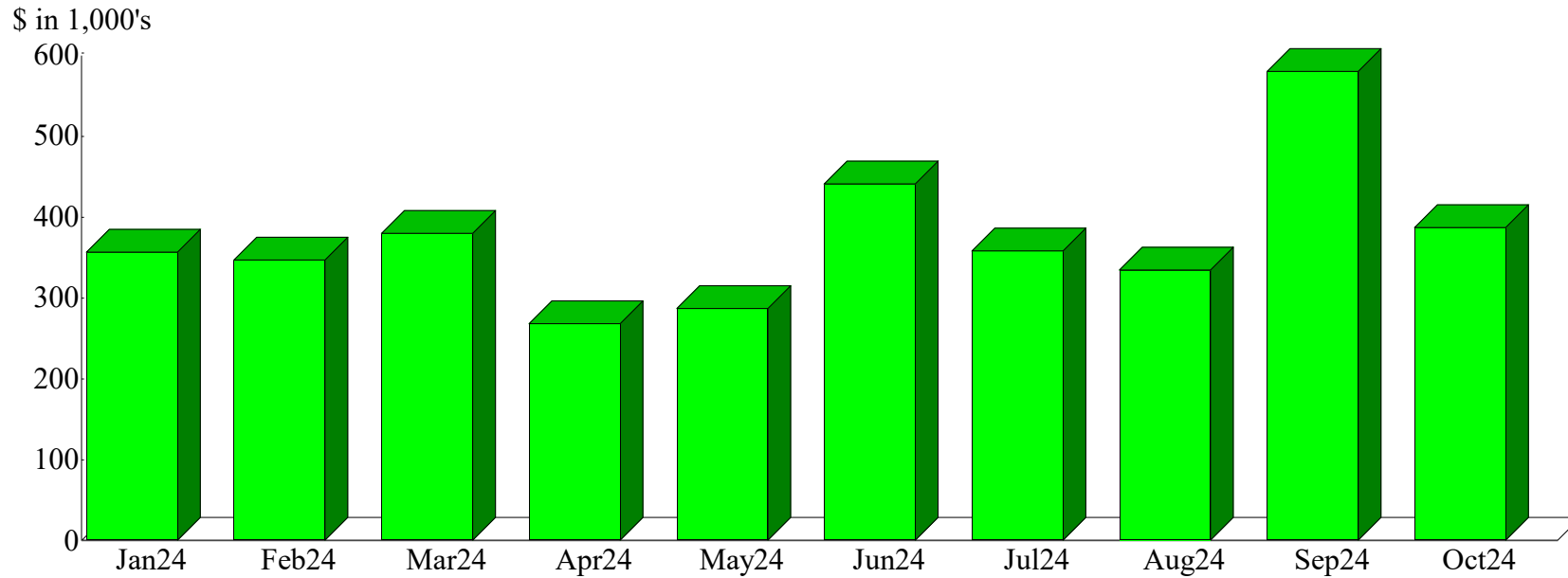


1 Vision Aviation, PLLC	18.66%
Saline County	10.72
Avflight Salina	8.52
Kansas Erosion Products, LLC.	7.54
Stryten Salina, LLC	6.04
City of Salina, KS	5.36
K-State Salina	4.06
Universal Forest Products (UFP)	3.38
AFSOC	1.59
Nellis AFB	1.55
Other	32.57
Total	\$3,730,346.29

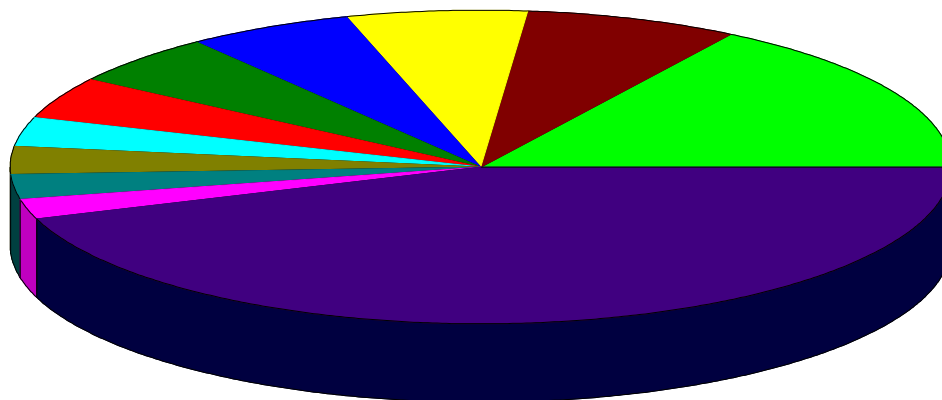
By Customer

Sales by Month
January through October 2024

Dollar Sales



Sales Summary
January through October 2024



Air Service Grant (Air Service Grant)	16.08%
H-00959-1 (Hangar Facility H959 - 2044 S	7.34
H-0606-3 (Hangar 606, 2630 Arnold Court	6.21
B-01021 (Building #1021 located at 3600	5.87
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.39
FFF-Avflight Salina (Fuel Flowage Fee @	4.44
H-0600-4 (Hangar 600 - 2720 Arnold Court	3.04
B-00620-1 (Building #620 (30,000 SF) an	2.91
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	2.69
Insurance(CP) (Insurance Reimbursement)	2.20
Other	43.82
Total	\$3,730,346.29

By Item

Salina Airport Authority

Distributions from the Bond Project Funds

As of October 31, 2024

Accrual Basis

Type	Date	Name	Memo	Debit	Credit	Balance
Cash in Bank-Bond Funds						
BSB 2022-1 GO Temp Note (9668)						1,406,931.33
Deposit	10/31/2024		Interest	4.87		4,978.71
						4,983.58
Total BSB 2022-1 GO Temp Note (9668)						4,983.58
Equity- 2023 GO Bond (8824)						1,401,952.62
Bill Pmt -Check	10/09/2024	Dragun Corp	Progress payment - UST Closure		1,997.50	1,399,955.12
Bill Pmt -Check	10/09/2024	Integrated Solutions, Inc. (ISI Env.)	Asbestos Surey of PH305		803.75	1,399,151.37
Bill Pmt -Check	10/09/2024	Luminous Neon Inc.	Exterior signs for new GA hangars		792.22	1,398,359.15
Transfer	10/25/2024		Funds Transfer - Balance of RFR No. 1 AIP 49 after remitting American Environmental Pay Ap 6.	52,382.00		1,450,741.15
Bill Pmt -Check	10/25/2024	Sam's Club Mastercard	Salina 311 legal notice re: PH305		36.00	1,450,705.15
Deposit	10/31/2024		Interest	5,502.82		1,456,207.97
Total Equity- 2023 GO Bond (8824)						1,456,207.97
Total Cash in Bank-Bond Funds						1,461,191.55

DATE: November 15, 2024
TO: Pieter Miller
FROM: Maynard Cunningham
SUBJECT: **November 20, 2024, SAA Regular Board Meeting**

Facilities and Construction Notes

New Projects

- **Hangar 959 MRO Tail Dock** – SAA, Woolpert, and Ghafari personnel held a virtual Teams meeting October 29 to discuss design of the tail dock at Hangar 959 and met on site at Hangar 959 November 7 to gather information for design. The tail dock will allow the tail of widebody aircraft to be in an enclosed area for MRO work.
- **Airport Industrial Center No. 3 Subdivision (Project 80)** – Four bids were received October 24, and Ebert Construction was issued a Notice of Award October 31 for Phase I of the development project. The project includes constructing concrete roadway pavement, concrete sidewalk, storm sewer system, sewer line, waterline, and drainage detention ponds, along with all other incidental work to complete the project. Construction is scheduled to begin this week.
- **PH305 (SLN Fuel Facility Decommissioning and UST Removal)** – The bid opening was scheduled September 12, 2024, with no bids received for decommissioning and removal of the existing PH305 and underground storage tanks (UST). Dragun contacted several qualified contractors to discuss the project. Dragun will produce a revised set of plans and specs to be sent out for bids.

Current Projects

- **M.J. Kennedy Air Terminal Building Renovation & Expansion AIP 55 (Construction)** – The Notice of Award was issued to Icon Structures November 5, and a pre-construction meeting was held Wednesday, November 6, 2024. A proposed construction schedule from Icon was received last week for review by SAA personnel.
- **Hangar 606 (1Vision Aviation) Storm Damage** – Resulting from the reported 100 mph wind gusts on May 19, 2024, a bottom chord in one of the arched roof trusses at Hangar 606 and bracing connecting to another chord were damaged. MKEC engineers provided a repair proposal for review. A proposal for repairs has been received from Hutton. A proposal from a second contractor has been requested. The hangar space is occupiable awaiting repairs.
- **M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion AIP 54 (Design)** – Personnel from Lochner, the engineering firm selected for the design of the M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion, were on site October 16 to assess the site conditions in preparation for design of the rehabilitation and expansion project.
- **Lavatory Cart Station (Avflight & Skywest)** – A preconstruction meeting was held on site October 22. The contractor, Bar-S is scheduled to begin work on this project this week.

- **Hangar 606/626 (1Vision Aviation & AIM) Parking Lot** - A preconstruction meeting was held October 22. T&R is scheduled to begin work on site this week.
- **Aviation Innovation & Maintenance (AIM) Center of Excellence at SLN (Hangar 626, Room 111)** – A punch list walkthrough for exterior items was completed November 14 with Hutton, Architect One, and SAA personnel attending. Electricians are scheduled to work on connections to the paint booth this week. The air compressor is expected to be delivered this month.
- **Runway 12/30 (AIP 52 & 53)** – Rehabilitation of Runway 12/30 includes asphalt mill and overlay, edge lighting, lighted guidance signs, and removal of portions of excess pavement. A grant offer for Bipartisan Infrastructure Law (BIL) Airport Infrastructure Grant (AIG) funding was received August 13. The Notice of Award was submitted to APAC November 5, 2024. Project completion is scheduled in the spring of 2025.
- **PH305 (SLN Fuel Facility Construction) AIP 49** – Training on the new fuel facility operation was provided by American Environmental personnel for Avflight and SAA personnel November 4. City of Salina inspectors were on-site November 8 for walk through inspections. Samples from fuel in the new tanks passed certification tests. Flow meters were calibrated last week. The new fuel facility can now be used for fueling operations.



Special Projects

- **Schilling Project Environmental Remediation**
 - **Plume B Excavation** – Excavation of Plume B near Building 614 as part of the Schilling environmental remediation project started August 6. T&R Construction will begin backfilling the excavation site.
 - **Directed Groundwater Recirculation System (DGRS)** – Ollson has submitted 30% plans for the DGRS to KDHE awaiting review and comments. KSU-Salina, City of Salina, SAA, Dragun, and Ollson personnel participated in a site walk through October 2, 2024, to review property development since the project design began and discuss future development that may affect the DGRS design.
- **H959 (1 Vision Aviation)** – Air Discharge Analysis – Dragun and partner Environmental Partners met with 1 Vision and SAA personnel to review aircraft painting project information and tour 1 Vision sites on May 28, 2024. Material calculations indicate that 1 Vision's annual usage is below the state regulation thresholds. Dragun has recommended approaching the state air permitting authority to discuss options for registering the minor source activities.

DATE: November 13, 2024

TO: Pieter Miller, Executive Director

FROM: David Sorell

SUBJECT: November Board Meeting Update

Airport Operations

During the month of October, SAA staff conducted snow operations training in preparation for the upcoming winter events. Items covered included monitoring upcoming weather, runway conditions, notams, priority areas and equipment operation and maintenance.

Airport snow operations are critical for maintaining the safety, efficiency, and reliability of air travel during winter weather conditions. These operations involve a combination of activities designed to remove snow and ice from airport surfaces, such as runways, taxiways, ramps, and terminals, to ensure smooth and safe air traffic movement. Here are the key reasons why airport snow operations are important.



Safe Aircraft Operations: Snow and ice accumulation on runways, taxiways, and aprons can severely reduce friction, making it difficult for aircraft to take off, land, or taxi safely. Snow removal ensures proper surface traction for aircraft, minimizing the risk of accidents.

Preventing Ice Formation: Snow can lead to the formation of ice on airfield surfaces, which can be even more dangerous than snow due to its slipperiness and difficulty

in detecting. Snow operations, including de-icing and anti-icing, reduce the risk of ice build-up, ensuring surfaces remain safe for aircraft movements.

Airport Access and Operations: Timely and effective snow removal ensures that ground crew, airline staff, and airport support services can perform their jobs. This helps maintain flight schedules, reducing delays and cancellations caused by snow-related issues.

Regulatory Requirements: Civil aviation authorities, such as the FAA (Federal Aviation Administration) in the U.S., require airports to maintain safe operating conditions during snow and ice events. Effective snow removal operations are essential to comply with these regulations and avoid penalties or liabilities.

Coordination Across Multiple Teams: Airport snow operations require a high level of coordination among multiple departments, including snow removal crews, air traffic control, airline operations, ground services, and maintenance teams. Efficient collaboration ensures that the airport can resume normal operations as quickly as possible after a snowstorm.

DATE: November 14, 2024

TO: Pieter Miller, Executive Director

FROM: Kasey L. Windhorst

SUBJECT: November Board Meeting Update

Airport Certification Manual / Airport Emergency Plan

Salina Airport Authority staff recently completed important updates to the Airport Certification Manual (ACM) and Airport Emergency Plan (AEP) to ensure continued compliance with FAA regulations and improve operational efficiency. Key adjustments include Aircraft Rescue and Firefighting (ARFF) alert levels and emergency response procedures as well as staffing and emergency contact updates. A new acronyms chart was also added for clarity. This ongoing effort supports the airport's commitment to safety, regulatory adherence, and streamlined operational protocols.

Purple Wave Auction

During the month of October, Salina Airport Authority (SAA) staff recently held a successful online auction through Purple Wave, generating a total of \$37,410 in proceeds. The auction featured an array of assets, including a 1992 Grove AMZ66 boom lift, a 2010 Genie Z-30 / 20N boom lift, and a Crush-All CR75 excavator rock crusher, alongside other equipment.

Events

Chili Cook-off

SkyWest Airlines and the Salina Airport Authority hosted the 2nd Annual Chili Cook-Off in the terminal building this October. The event brought together employees from SkyWest, the



Transportation Security Administration (TSA), Hertz, and the Airport Authority, creating a spirited and tasty competition. We're thrilled to announce that two of our own placed in this year's event.

Congratulations to Kyle Moyer for taking 1st place for the second year in a row, and to Tim Claassen for his strong showing. It was a great team building event for all involved.

KS Apprenticeship Summit

Salina Airport Authority will host the Kansas Apprenticeship Summit on Thursday, November 21, 2024, from 9:00 a.m. to 3:00 p.m. The event will take place at Hangar H626. The summit aims to gather leaders from industry, education, and government to discuss and advance apprenticeship programs across Kansas.



The summit will feature panels and presentations focusing on the increasing importance of apprenticeships in building a skilled workforce, particularly in sectors such as aviation, aerospace, and advanced manufacturing. Attendees will have the opportunity to explore successful apprenticeship models and identify new opportunities between businesses and educational institutions.

This event is a collaborative effort between the Salina Airport Authority, 1 Vision Aviation, and the Kansas Department of Commerce. Their joint initiative underscores a commitment to strengthening the state's workforce through effective apprenticeship programs.

Candy Canes and Airplanes

Kansas State University Salina Campus and the Salina Airport Authority will host the annual Candy Canes and Airplanes event. The community is invited to this holiday open house to greet Santa as he flies into Salina Regional Airport. KSU student clubs and organizations will have holiday themed aircraft displays, plane train-ride, ornament decoration, and write letters to Santa. The event will take place at Hangar 600, 2720 Arnold Ct. on Saturday, December 7, 2024 from 1:00 pm-4:00 pm. Doors open at 1:00 p.m. and Santa flies in at 3:00 p.m.



AIM Center Graduation



Save the date for the upcoming AIM Center graduation, scheduled for Thursday, December 12th at 5:00 p.m. The event will be held at the new AIM Center (H626), 2625 Arnold Court. The graduation ceremony will feature remarks from key stakeholders and local leaders.

Event Details:

- **Date:** Thursday, December 12, 2024
- **Time:** 5:00 p.m. – Reception
5:45 p.m. – Graduation Ceremony
- **Location:** H626 (2625 Arnold Court), Salina Regional Airport
- **RSVP:** amyc@aimcenter.aero

Announcements

Below are the upcoming scheduled board meetings and special board meetings through the end of the year and 1st quarter 2025. All board meetings will be held at Hangar H600, Room 100.

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

Wednesday, January 15, 2025, 8:00 a.m.

Regular Board Meeting

Wednesday, February 19, 2025, 8:00 a.m.

Regular Board Meeting

Wednesday, March 19, 2025, 8:00 a.m.

Regular Board Meeting