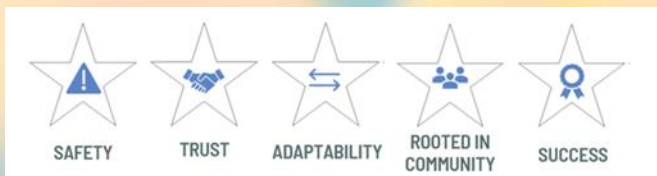


SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS REGULAR MEETING

WEDNESDAY, NOVEMBER 20, 2024

Charting the course for global success.



Call to Order

Stephanie Carlin, Chair



Determine that a quorum is present



Confirm that the meeting notice has been published



Recognition of Guests

Agenda

Pieter Miller, C.M.

➤ Additions

➤ Overview



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.



Minutes

Stephanie
Carlin, Chair

- Approval of the minutes of the October 16, 2024, regular board meeting.
- Approval of the minutes of the October 30, 2024, special board meeting.

Review of airport activity and financial reports for the month ending October 31, 2024.

Pieter Miller, C.M.
Shelli Swanson, C.M.

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

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel 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	DEPLANEMENTS	TOTAL
October, 2024	2,056 Passengers	2,104 Passengers	4,160
October, 2023	1,174 Passengers	1,152 Passengers	2,326
January 2024 - October 2024	15,278 Passengers		
January 2023 - October 2023	12,800 Passengers		
January 2022 - October 2022	15,822 Passengers		

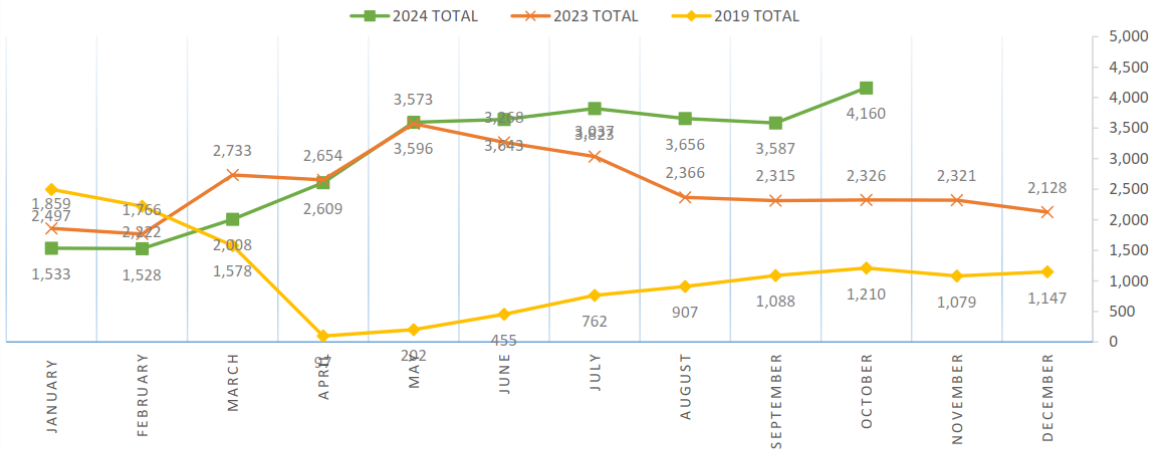
ENPLANEMENTS - Charter Flights

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

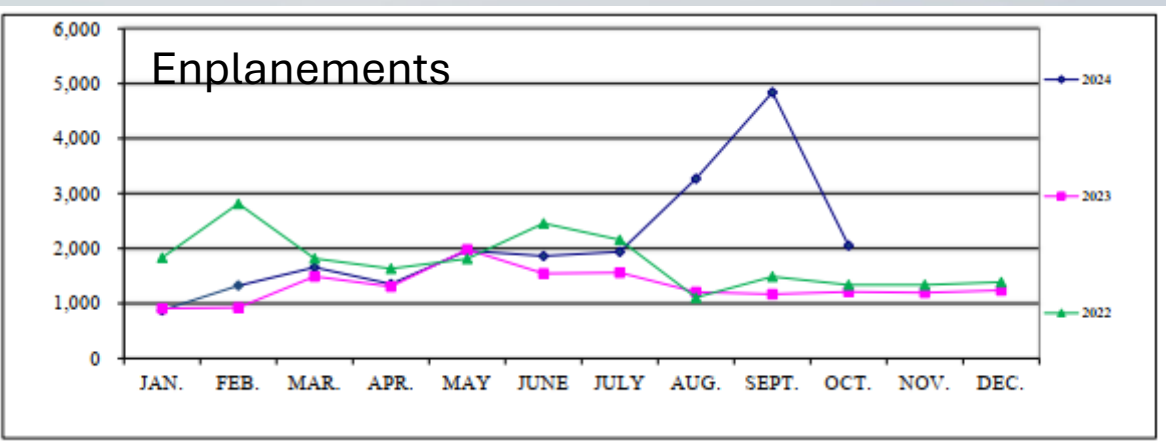
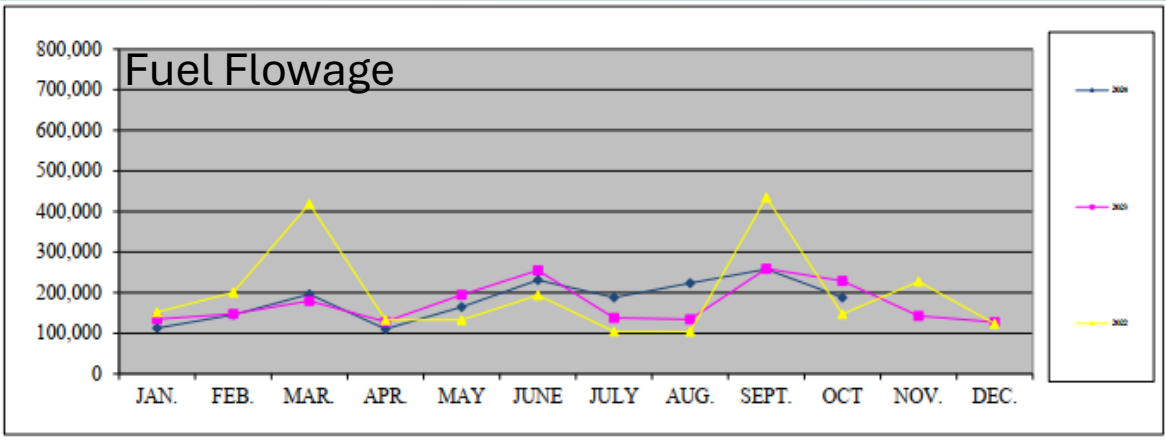
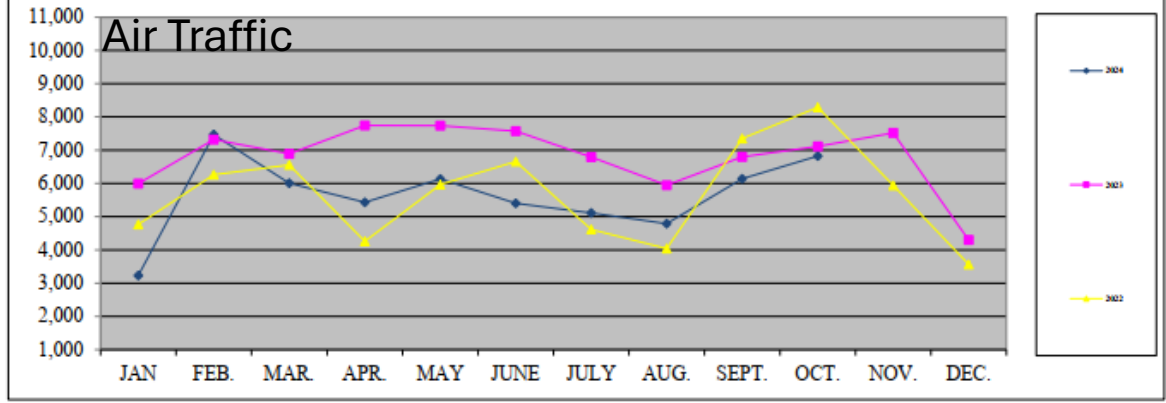
October, 2024	2,056 Passengers
October, 2023	1,212 Passengers
January 2024 - October 2024	21,129 Passengers
January 2023 - October 2023	13,300 Passengers
January 2022 - October 2022	18,458 Passengers

TOTAL SLN PASSENGERS - PER MONTH



* Per Pax subsidy based on prior 12 months **\$172.31**
 * 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)

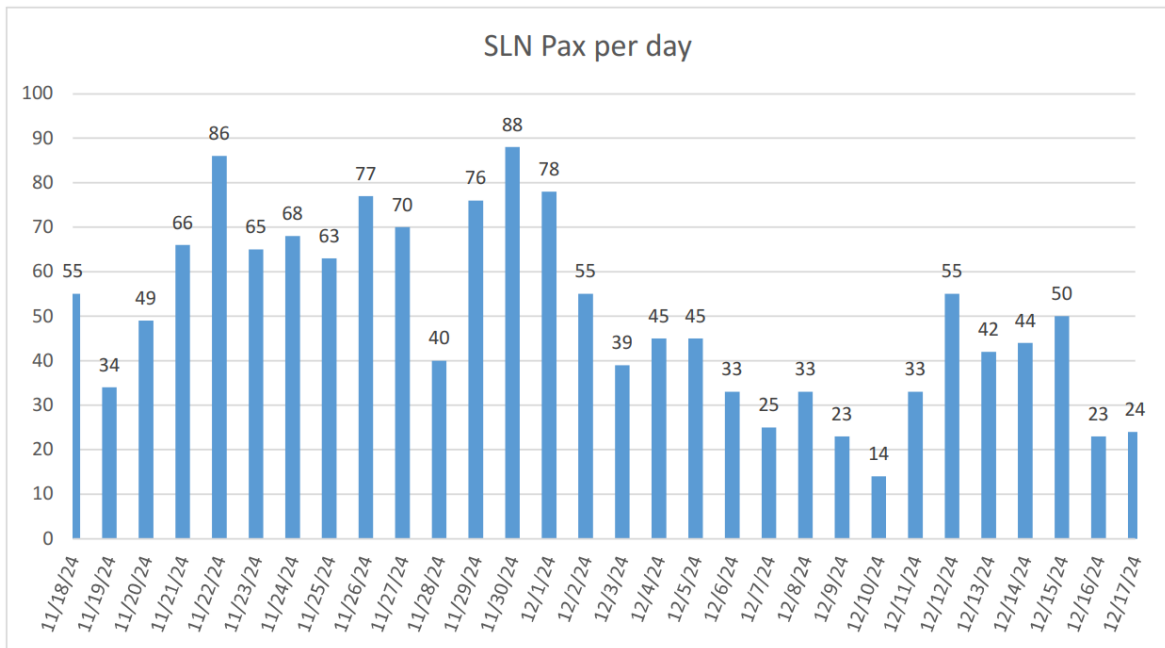


October 2024 Activity Reports



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
	11/18	11/19	11/20	11/21	11/22	11/23	11/24	11/25	11/26	11/27	11/28	11/29	11/30	12/1
DEN	44	25	38	41	48	41	44	37	41	37	40	46	42	36
ORD	11	9	11	25	38	24	24	26	36	33		30	46	42
Total SLN Pax per day	55	34	49	66	86	65	68	63	77	70	40	76	88	78
SLN Load Factor	55%	34%	49%	66%	86%	65%	68%	63%	77%	70%	80%	76%	88%	78%

Total Load Factor (100 seats/day)



10/23/2024 -
 Color of the day: Purple
 24 passengers from K-State **Manhattan** to Chicago,
 9 other passengers on the flight.

OCTOBER 2024

FINANCIAL STATEMENTS

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

11/15/2024

As of October 31, 2024

	<u>Oct 31, 24</u>	<u>Sep 30, 24</u>	<u>\$ Change</u>	<u>Oct 31, 23</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	5,085,147	5,294,624	-209,477	10,067,773	-4,982,626	-49%
Total Accounts Receivable	249,935	299,275	-49,340	99,603	150,332	151%
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%
Total Fixed Assets	63,068,221	63,190,360	-122,139	50,777,159	12,291,062	24%
Total Other Assets	4,030,638	4,030,638	0	4,157,749	-127,111	-3%
TOTAL ASSETS	<u><u>73,326,062</u></u>	<u><u>73,752,740</u></u>	<u><u>-426,678</u></u>	<u><u>65,978,709</u></u>	<u><u>7,347,353</u></u>	<u><u>11%</u></u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	8,203,194	10,772,542	-2,569,348	3,031,069	5,172,125	171%
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%
Total Equity	30,707,090	28,565,483	2,141,607	26,987,453	3,719,637	14%
TOTAL LIABILITIES & EQUITY	<u><u>73,326,062</u></u>	<u><u>73,752,740</u></u>	<u><u>-426,678</u></u>	<u><u>65,978,709</u></u>	<u><u>7,347,353</u></u>	<u><u>11%</u></u>

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

10:20 AM

11/15/2024

Accrual Basis

	<u>Jan - Oct 24</u>	<u>Jan - Oct 23</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	1,372,107	1,128,858	243,249	22%
Total Building and land rent	1,503,986	1,510,641	-6,655	-0%
Total Other revenue	158,756	96,741	62,015	64%
Total Income	<u>3,034,849</u>	<u>2,736,240</u>	<u>298,609</u>	<u>11%</u>
Gross Profit	3,034,849	2,736,240	298,609	11%
Expense				
Total Administrative expenses	1,775,856	1,648,747	127,109	8%
Total Maintenance expenses	1,025,194	864,480	160,714	19%
Uncategorized Expenses	0	0	0	0%
Total Expense	<u>2,801,050</u>	<u>2,513,227</u>	<u>287,823</u>	<u>11%</u>
Net Ordinary Income	233,799	223,013	10,786	5%
Other Income/Expense				
Total Other Income	7,912,881	3,275,833	4,637,048	142%
Other Expense				
Total Other Expense	<u>4,642,501</u>	<u>3,132,485</u>	<u>1,510,016</u>	<u>48%</u>
Net Other Income	<u>3,270,380</u>	<u>143,348</u>	<u>3,127,032</u>	<u>2,181%</u>
Net Income	<u>3,504,179</u>	<u>366,361</u>	<u>3,137,818</u>	<u>856%</u>

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

9:39 AM

11/15/2024

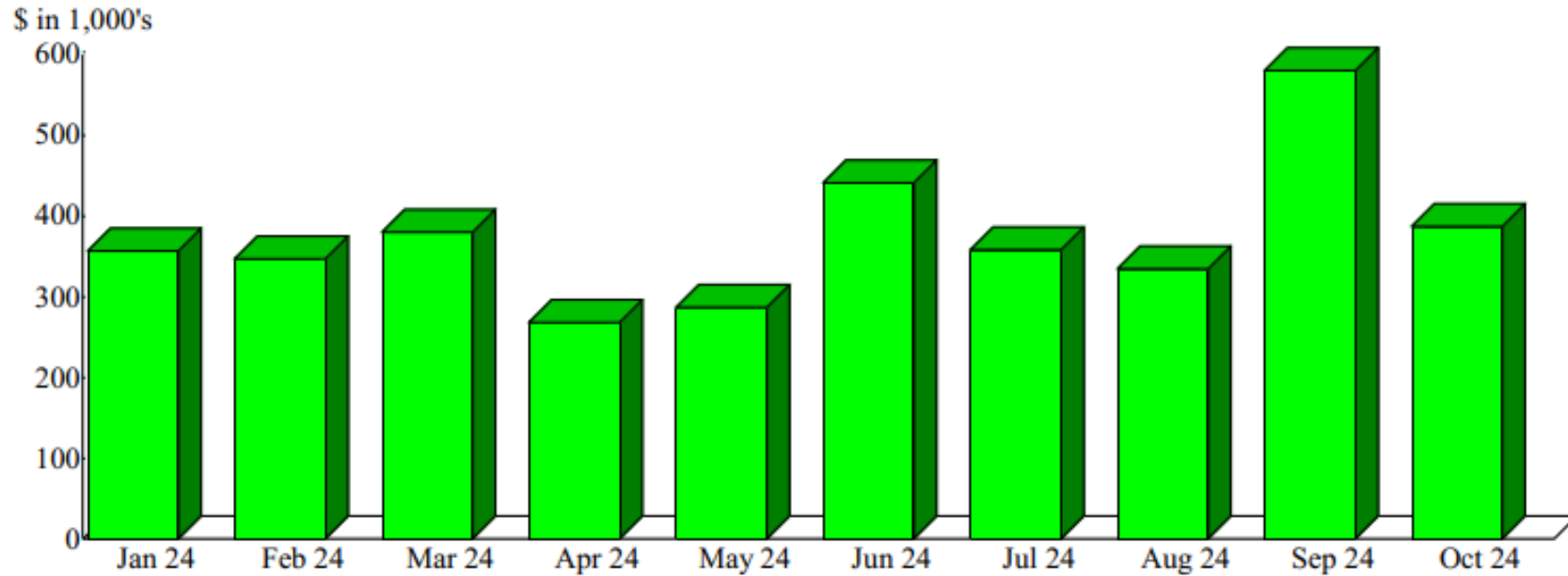
Accrual Basis

	<u>Jan - Oct 24</u>	<u>Oct 24</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Buildings & Improvements	12,483	3,599,052	4,448,100	-849,048	81%
Total Equipment	11,152	353,070	1,880,500	-1,527,430	19%
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%

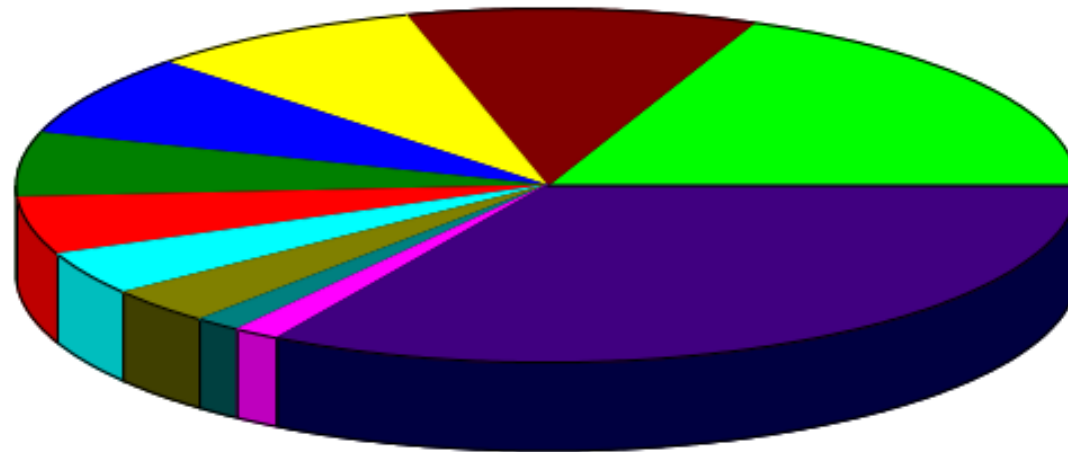


Sales by Month
January through October 2024

Dollar Sales



Sales Summary
January through October 2024



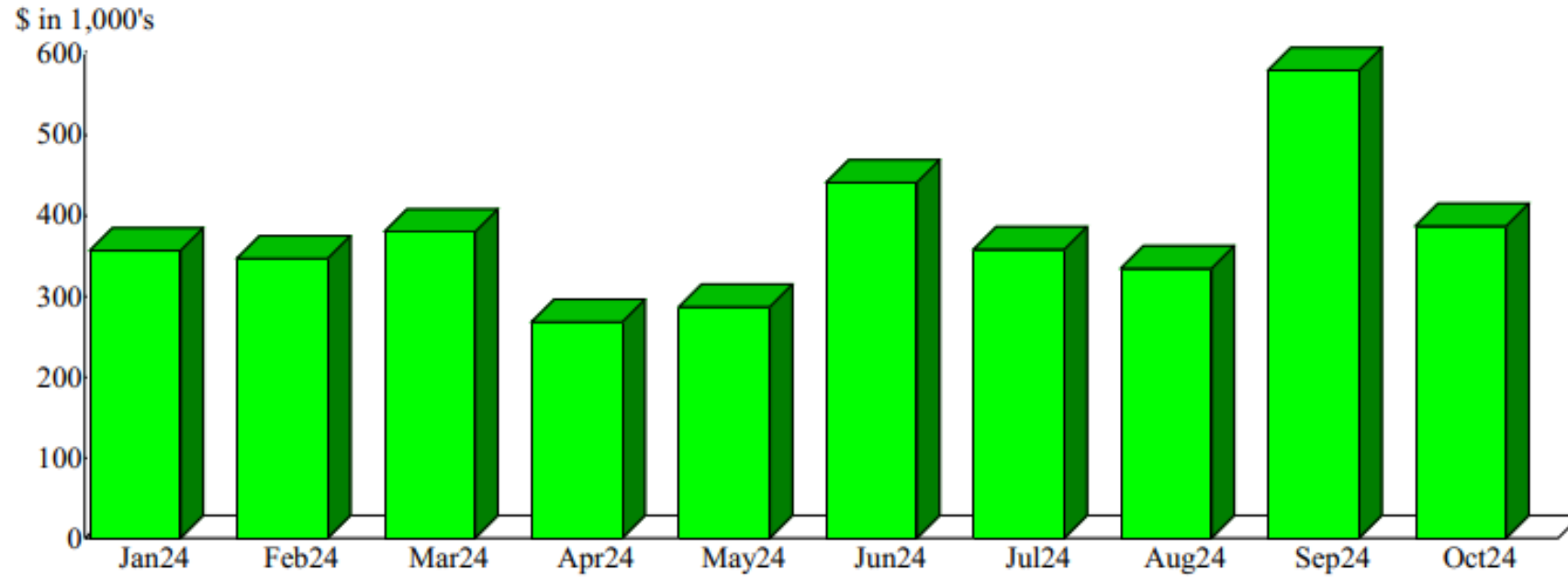
1 Vision Aviation, PLLC	18.66%
Saline County	10.72
Avflight Salina	8.52
Kansas Erosion Products, LLC.	7.54
Stryten Salina, LLC	6.04
City of Salina, KS	5.36
K-State Salina	4.06
Universal Forest Products (UFP)	3.38
AFSOC	1.59
Nellis AFB	1.55
Other	32.57
Total	\$3,730,346.29

Sales by
Customer



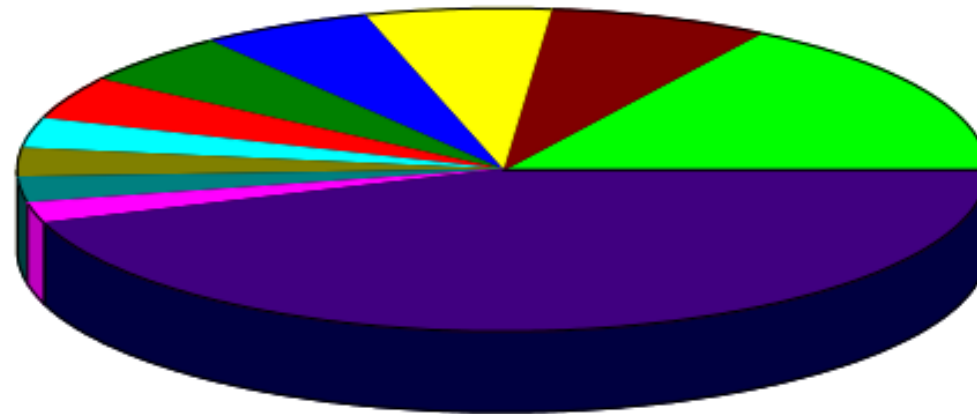
Sales by Month
January through October 2024

Dollar Sales

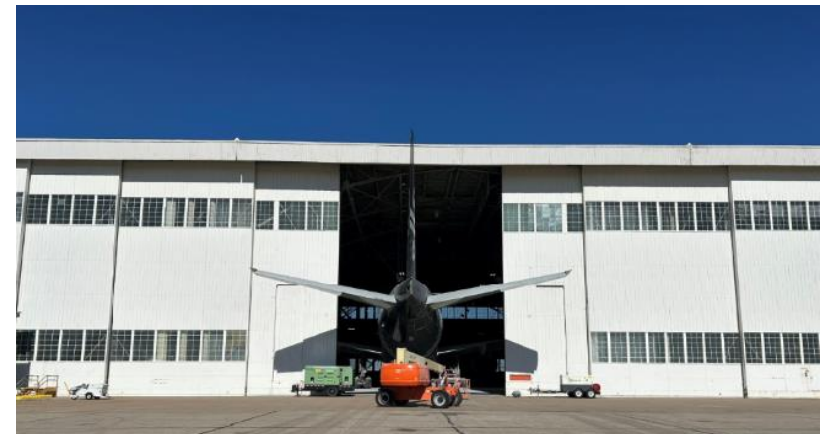
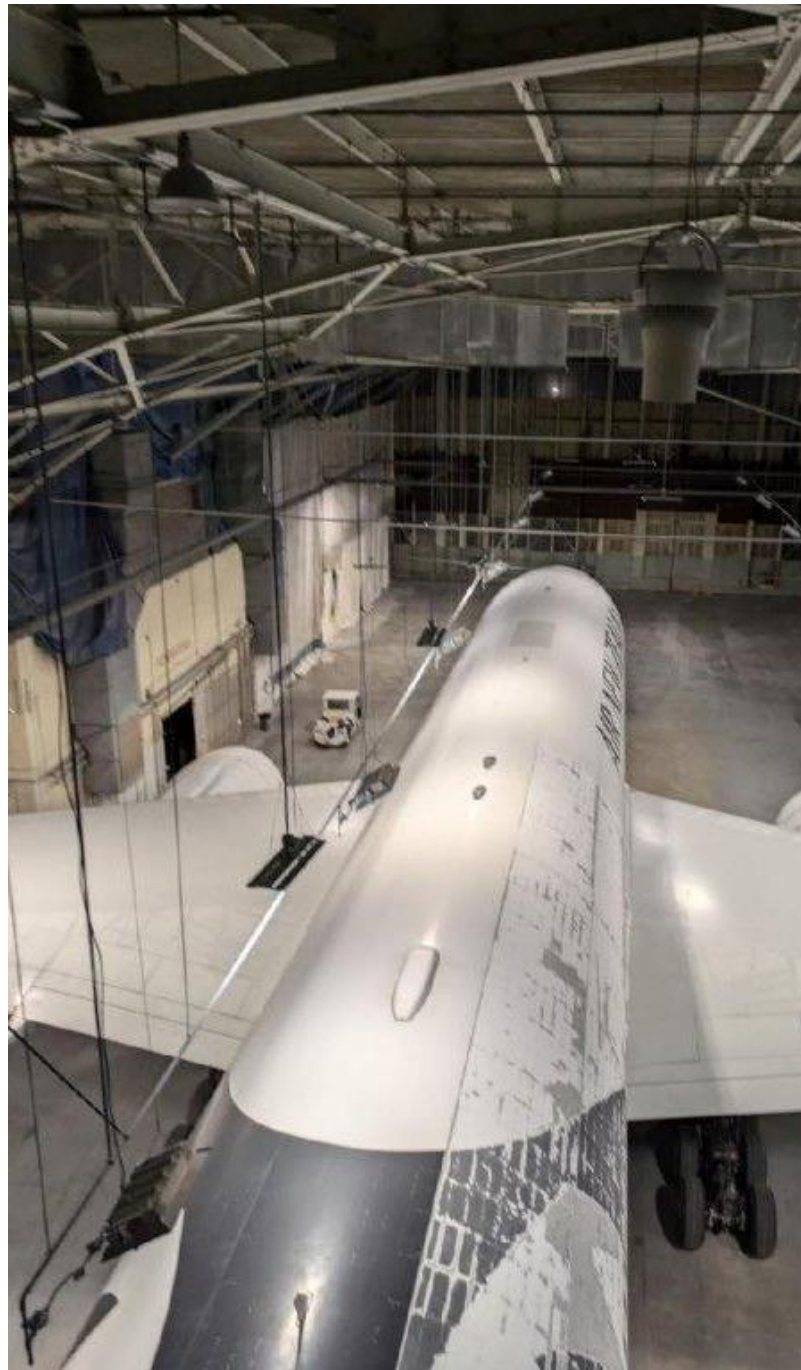


Sales Summary
January through October 2024

Sales by Item



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



ACTION ITEMS:

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)

Consideration and approval of FAA ATCT Land Lease

Shelli Swanson, C.M.

Terms	<ul style="list-style-type: none">• October 1, 2025, through September 30, 2045
Basic Rental	<ul style="list-style-type: none">• No monetary rent• Consideration is the provision of air traffic control services by the FAA
Additional Rental	<ul style="list-style-type: none">• None
Tenant Responsibility	<ul style="list-style-type: none">• Installation, operation, and maintenance of FAA's facilities• Hazardous substance remediation caused by FAA operations
SAA Responsibility	<ul style="list-style-type: none">• Vegetation control, snow and ice removal, structural maintenance, and remediation of hazardous substances not caused by FAA operations

Consideration and approval of AvFlight Fuel Farm Lease amendment #2

Pieter Miller, C.M.
Shelli Swanson, C.M.

The proposed amendment would revise the Original Lease and First Amendment



1. Premises Modification:

- Replace existing Pumphouse No. 305 underground fuel storage tanks with a new above-ground fuel storage facility known as Fuel Facility No. 300
- Total capacity of 152,000 gallons.

2. Rental Adjustments:

- Building No. 700: \$5,201/month (unchanged and subject to biennial CPI increases).
- Hangar No. 409: \$7,042/month (unchanged and subject to biennial CPI increases).
- Fuel Facility No. 300: \$6,500/month or \$78,000 annually, (biennial CPI increases starting 1/1/26).
- Fuel flowage fee of \$0.0953/gal., biennial CPI adjustments. (Per the Authority's Rates and Charges Schedule.)

3. Responsibilities at Fuel Facility No. 300:

- Lessee: utilities, routine consumables, real estate taxes (if applicable), ensuring compliance with environmental standards. Immediate cleanup of hazardous substance spills caused during Lessee's occupancy is required.
- Authority: structural maintenance, mechanical systems, and commercial property insurance Facility No. 300.
- Both parties: shared responsibility for environmental remediation, based on occupancy.

4. Additional Requirements:

- Lessee agrees to an additional \$6,500 security deposit



Consideration of participating with City of Salina/KSU-Salina on custom graphics on Schilling Water Tower.

Pieter Miller, C.M.

Staff Reports

Pieter Miller, C.M.

- Project 80 Update
- Terminal Building Expansion Update





DIRECTORS' FORUM
STEPHANIE CARLIN, CHAIR



Visitor's Questions and Comments

Stephanie Carlin, Chair



Announcements

Kasey Windhorst

Business and

Communications Manager

Board Meetings -

- Wednesday, December 4, 2024, 8:00 a.m. Special
- Wednesday, December 18, 2024, 8:00 a.m. Regular
- Wednesday, January 15, 2025, 8:00 a.m. Regular
- Wednesday, February 19, 2025, 8:00 a.m. Regular
- Wednesday, March 19, 2025, 8:00 a.m. Regular

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

Announcements

Kasey Windhorst

Business and Communications Manager

Vision	Mission
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Events –

Candy Canes & Airplanes

Saturday, December 7, 2024,
1:00 p.m. – 4:00 p.m.



AIM Graduation

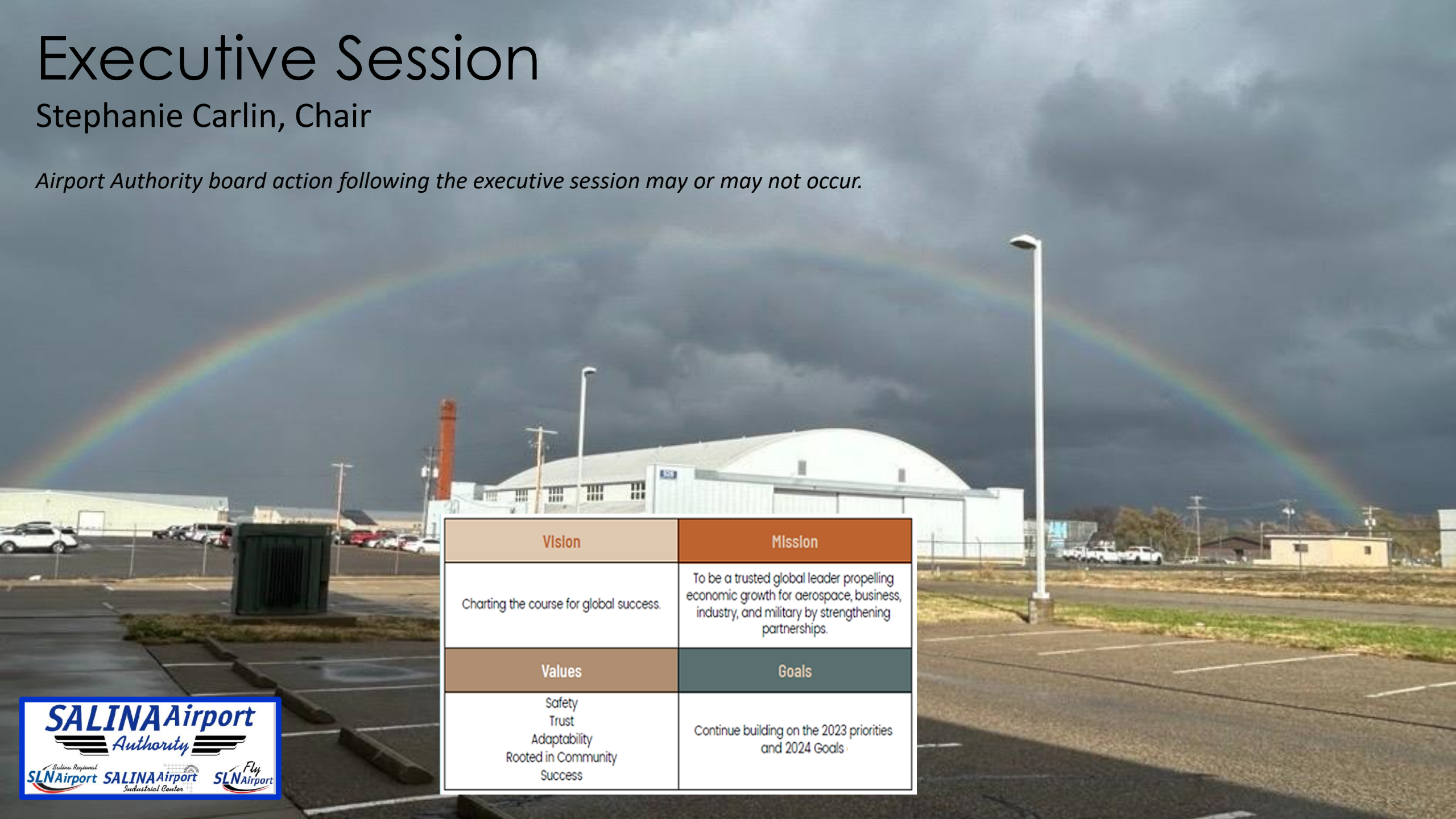
Thursday, December 12, 2024,
5:00 p.m. Dinner
5:45 p.m. Graduation Ceremony



Executive Session

Stephanie Carlin, Chair

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



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

