

# SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS REGULAR MEETING



*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



PIETER MILLER, C.M.

# AGENDA OVERVIEW

# STARS CORE VALUES ALIGNMENT:

---

Safety	<i>Consideration and approval of contract with Stone Sand Company for underground storage tank removal:</i> Removing the underground storage tanks and remediating impacted soil enhances safety by eliminating potential environmental hazards and ensuring compliance with regulatory standards.
Trust	<i>Salina Community Economic Development Organization (SCEDO) Members Agreement:</i> The revised agreement promotes trust through increased financial transparency, accountability, and collaborative decision-making among community partners.
Adaptability	<i>Hangar 703 Bird Clean-Up and Mitigation:</i> The selection of a comprehensive bird mitigation plan demonstrates adaptability by proactively addressing facility needs to support expanded aircraft storage and operations.
Rooted in Community	<i>SAA's 2025 Chairman's Award of Excellence:</i> The award recognizes individuals and organizations that significantly contribute to the airport's mission and community impact, reinforcing SAA's strong ties to Salina and the surrounding region.
Success	<i>Salina Airport Authority website development and updates:</i> The new website platform supports long-term success by improving online accessibility, communication, and information sharing for passengers, tenants, and stakeholders.



# REPORTING

---

4. Approval of minutes of January 15<sup>th</sup>, 2025 regular board meeting, January 23<sup>rd</sup>, 2025 and January 24<sup>th</sup> 2025 special board meeting.  
(Carlin)
5. Review of airport activity and financial reports for the month ending January 31, 2025 (Miller/Swanson)

# **SALINA AIRPORT AUTHORITY AIRPORT ACTIVITY REPORT 2025**

## **AIR TRAFFIC/ATCT** January, 2025

4,380 Operations  
623 Instrument Operations  
500 Peak Day

January, 2024

3,231 Operations  
501 Instrument Operations  
386 Peak Day

January 2025 - January 2025  
January 2024 - January 2024  
January 2023 - January 2023

4,380 Operations  
3,231 Operations  
5,993 Operations

## **FUEL FLOWAGE**

January, 2025  
January, 2024

160,970 Gallons  
112,666 Gallons

January 2025 - January 2025  
January 2024 - January 2024  
January 2023 - January 2023

160,970 Gallons  
112,666 Gallons  
134,954 Gallons

**SkyWest Airlines**  
January, 2025  
January, 2024

**ENPLANEMENTS**  
1,609 Passengers  
762 Passengers

January 2025 - January 2025  
January 2024 - January 2024  
January 2023 - January 2023

1,609 Passengers  
762 Passengers  
842 Passengers

## **ENPLANEMENTS - Charter Flights**

January, 2025  
January, 2024

4,142 Passengers  
113 Passengers

January 2025 - January 2025  
January 2024 - January 2024  
January 2023 - January 2023

4,142 Passengers  
113 Passengers  
68 Passengers

## **TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

January, 2025  
January, 2024

5,751 Passengers  
875 Passengers

January 2025 - January 2025  
January 2024 - January 2024  
January 2023 - January 2023

5,751 Passengers  
875 Passengers  
910 Passengers

		Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
KSU-S	Avflight Salina	23,710	193
5,179	155,791	26,043	45
5,530	107,136		
5,179	155,791	23,710	193
5,530	107,136	26,043	45
8,243	126,711	27,771	313

		TOTAL
<b>DEPLANEMENTS</b>		3,318
1,709 Passengers	771 Passengers	1,533

**Review of airport activity and financial reports for the month ending January 31, 2025.**

Pieter Miller, C.M.

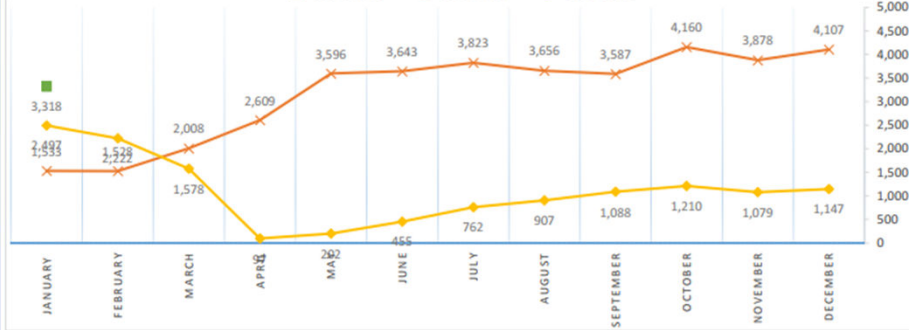
Shelli Swanson, C.M.



# JANUARY 2025 ACTIVITY REPORTS PIETER MILLER, C.M.

TOTAL SLN PASSENGERS - PER MONTH

2025 TOTAL 2024 TOTAL 2019 TOTAL



\* Per Pax subsidy based on prior 12 months

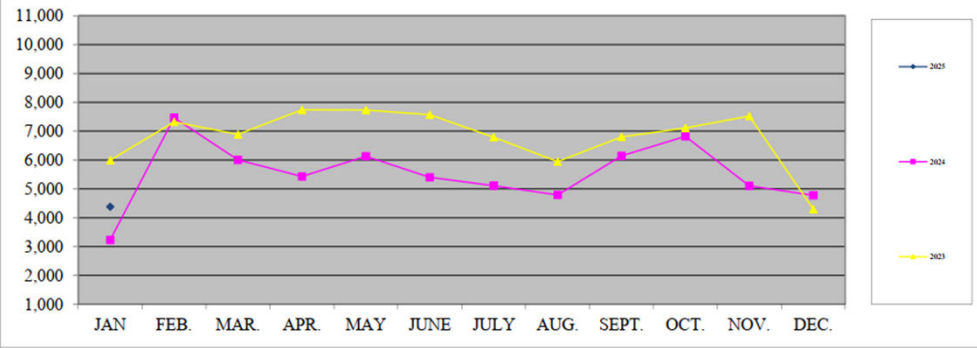
\$81.55

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

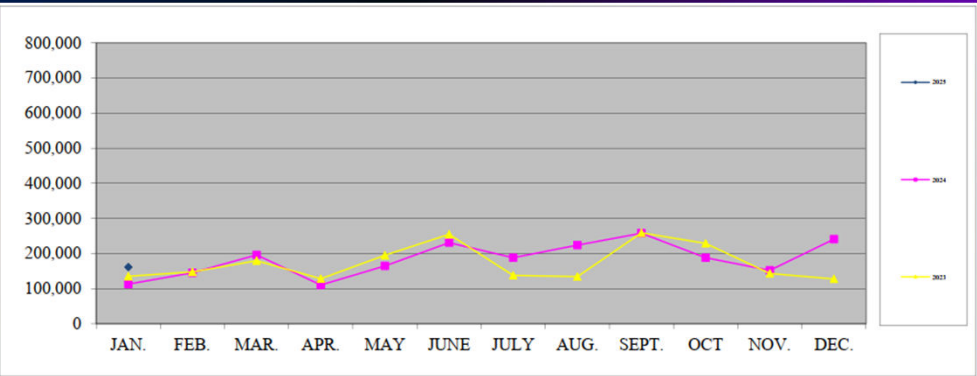
\* Total passengers - the total of enplaned and deplaned passengers at SLN

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

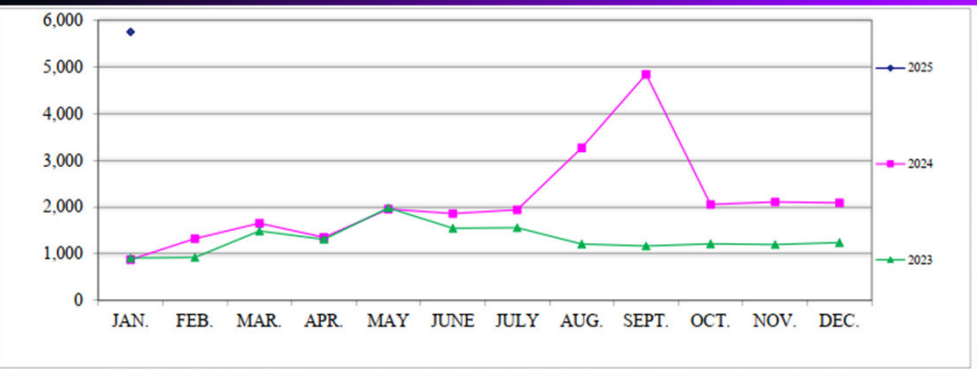
Source: SkyWest Monthly Activity Report (Rev/Non-Rev Pax)



Air Traffic



Fuel Flowage



Enplanements





Flysalina.com

English - US \$ Q U M

From:  To:  Dates:  Travelers:  Show price in:   [Advanced Search](#)

Salina, KS, US Houston, TX, US

- 

[Reset all](#)

**EXCLUSIVE OFFER**  
**\$300** + **25,000**  
STATEMENT CREDIT BONUS MILES  
 [Learn more >](#)

DEPART ON: May 3

**i** All fares shown are the total price roundtrip, per person. [Additional bag charges may apply.](#) Fare attributes apply to flights operated by United and United Express®. United flights may be listed first.

Show price in:  
☒ Money ☐ Money + Miles

[Compare fare types](#) [Show calendar](#)

	Basic Economy (most restrictive)	Economy	Economy (fully refundable)
NONSTOP			
11:30 AM			
SLN ----- 1H, 39M ----- IAH			
Operated by SkyWest dba United Express			
UA 5075 (Bombardier CRJ200)			
<a href="#">Details</a> <a href="#">Seats</a>			
114 kg CO <sub>2</sub> <b>?</b>			
	Roundtrip <b>\$290</b>	Roundtrip <b>\$320</b>	Roundtrip <b>\$1,052</b>
	United Economy (N)	United Economy (S)	United Economy (U)



# Financial Reports

Shelli Swanson, C.M.

# JANUARY 2025

## FINANCIAL STATEMENTS

***SALINA*** Airport  
*Authority*

# JANUARY 2025

## FINANCIAL STATEMENTS

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



# Salina Airport Authority

## Statement of Net Position Prev Year Comparison

02/14/2025

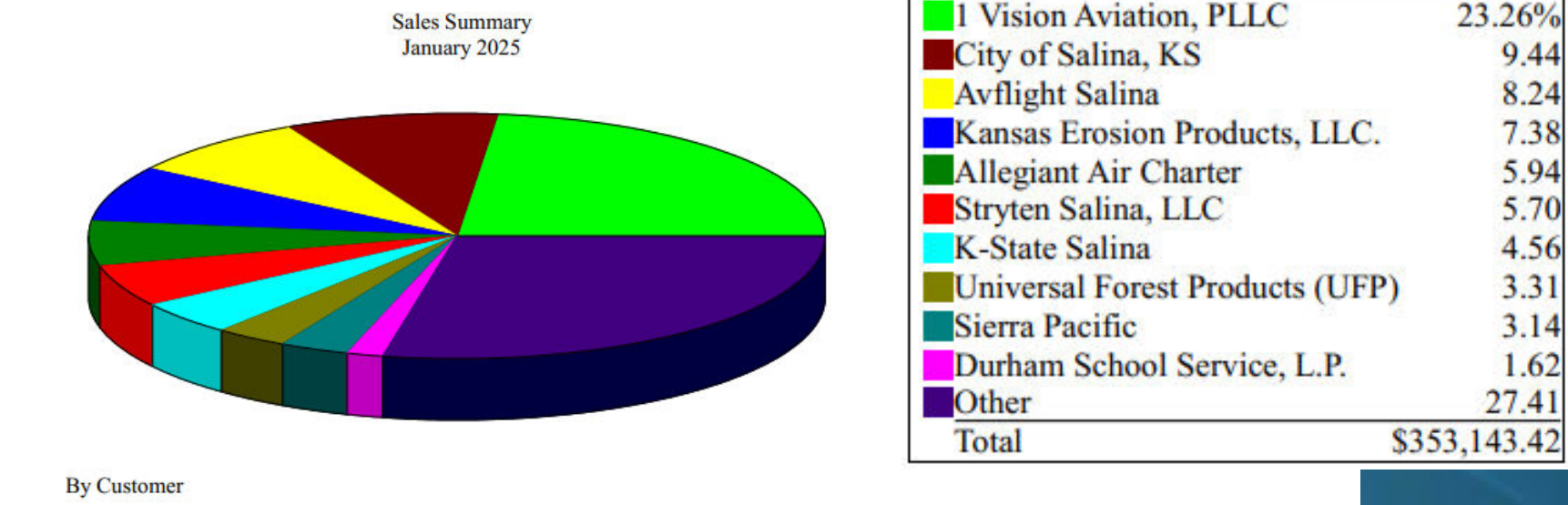
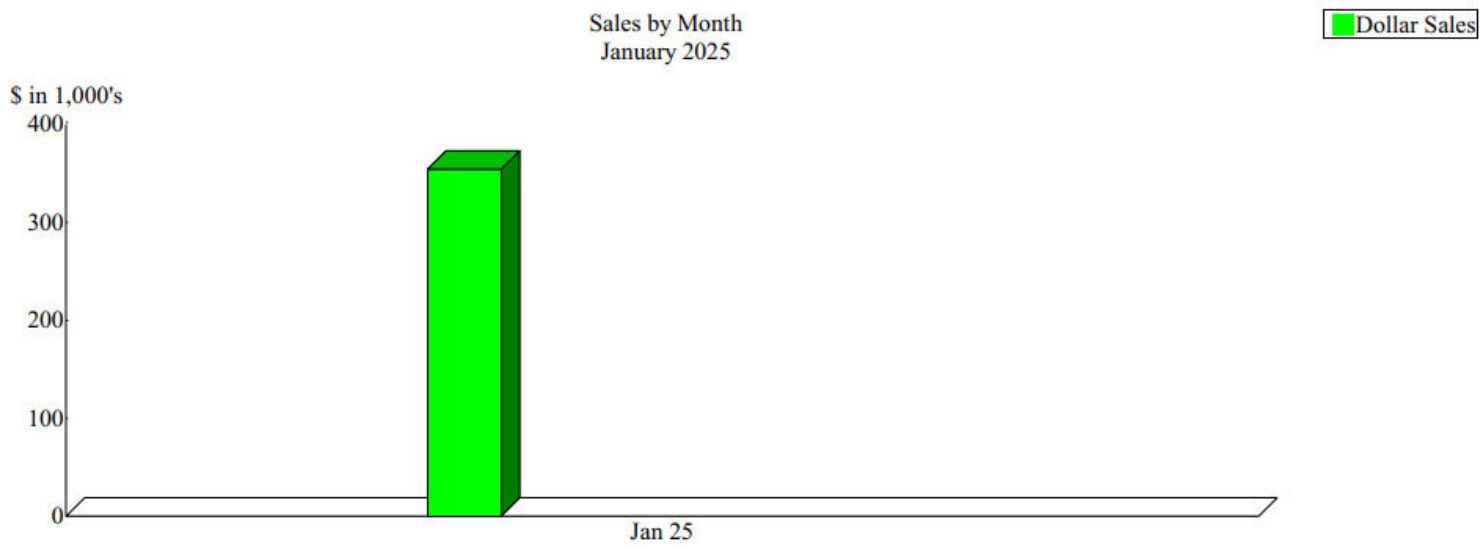
As of January 31, 2025

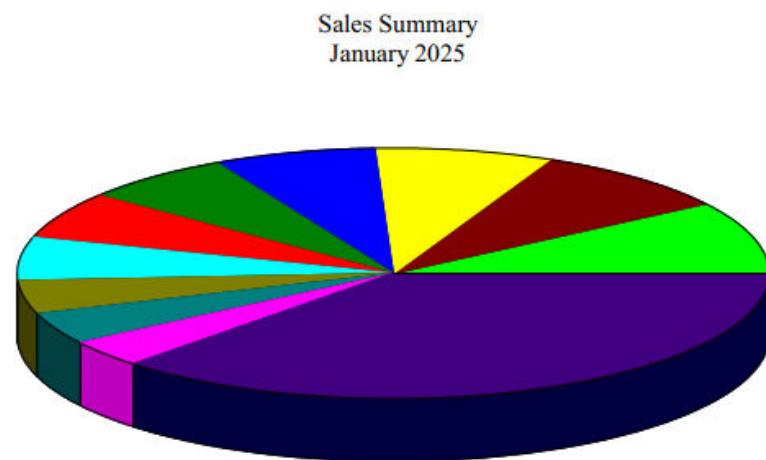
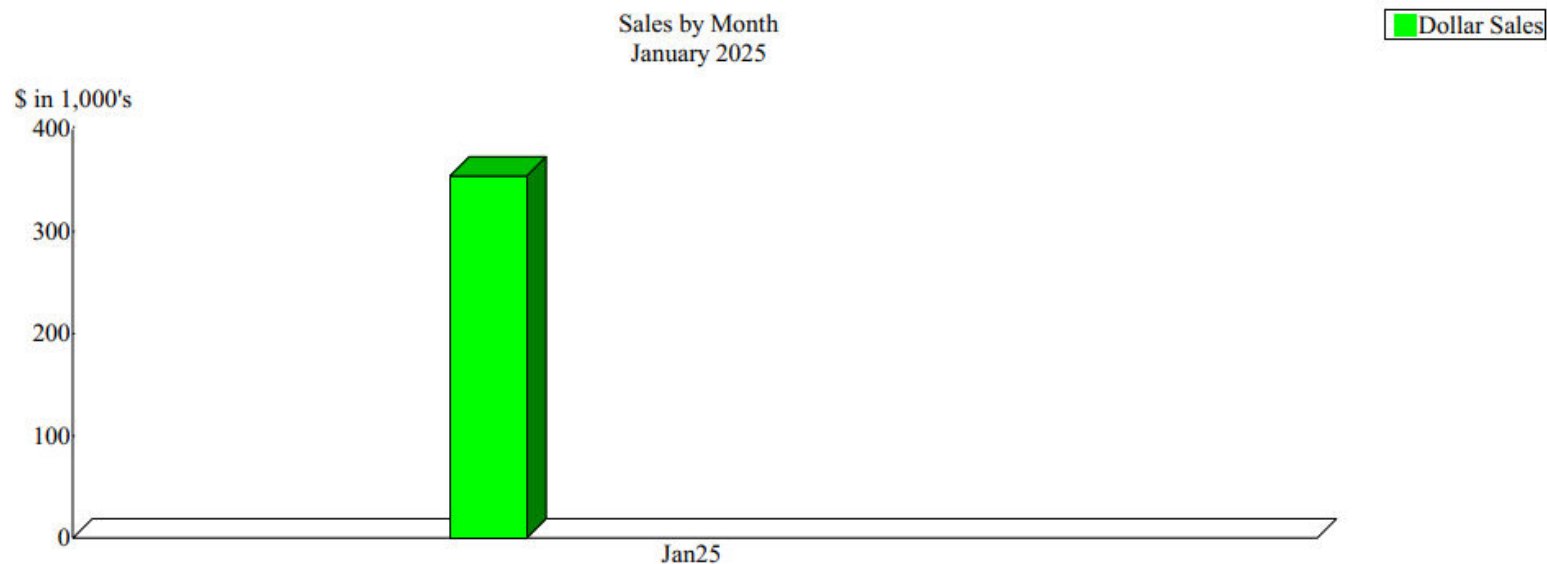
	Jan 31, 25	Dec 31, 24	\$ Change	Jan 31, 24	\$ Change	% Change
<b>ASSETS</b>						
<b>Current Assets</b>						
Total Checking/Savings	8,378,136	4,780,831	3,597,305	13,872,462	-5,494,326	-40%
Total Accounts Receivable	144,945	185,811	-40,866	178,283	-33,338	-19%
Total Other Current Assets	2,998,362	926,195	2,072,167	4,046,464	-1,048,102	-26%
<b>Total Current Assets</b>	11,521,443	5,892,837	5,628,606	18,097,209	-6,575,766	-36%
<b>Total Fixed Assets</b>	63,785,153	63,828,564	-43,411	52,524,954	11,260,199	21%
<b>Total Other Assets</b>	5,509,217	5,509,217	0	5,509,217	0	0%
<b>TOTAL ASSETS</b>	<b>80,815,813</b>	<b>75,230,618</b>	<b>5,585,195</b>	<b>76,131,380</b>	<b>4,684,433</b>	<b>6%</b>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
Total Current Liabilities	12,592,495	8,826,299	3,766,196	12,098,301	494,194	4%
Total Long Term Liabilities	35,912,198	35,934,110	-21,912	37,734,310	-1,822,112	-5%
<b>Total Liabilities</b>	48,504,693	44,760,409	3,744,284	49,832,611	-1,327,918	-3%
<b>Total Equity</b>	32,311,120	30,470,209	1,840,911	26,298,768	6,012,352	23%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>80,815,813</b>	<b>75,230,618</b>	<b>5,585,195</b>	<b>76,131,379</b>	<b>4,684,434</b>	<b>6%</b>

**Salina Airport Authority**  
**Profit & Loss Prev Year Comparison**  
January 2025

4:18 PM  
02/14/2025  
Accrual Basis

	Jan 25	Jan 24	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
Income				
Total Airfield revenue	151,259	112,702	38,557	34%
Total Building and land rent	152,288	147,606	4,682	3%
Total Other revenue	31,405	7,020	24,385	347%
<b>Total Income</b>	<b>334,952</b>	<b>267,328</b>	<b>67,624</b>	<b>25%</b>
<b>Gross Profit</b>	<b>334,952</b>	<b>267,328</b>	<b>67,624</b>	<b>25%</b>
Expense				
Total Administrative expenses	189,383	165,740	23,643	14%
Total Maintenance expenses	191,359	100,826	90,533	90%
Uncategorized Expenses	0	0	0	0%
<b>Total Expense</b>	<b>380,742</b>	<b>266,566</b>	<b>114,176</b>	<b>43%</b>
<b>Net Ordinary Income</b>	<b>-45,790</b>	<b>762</b>	<b>-46,552</b>	<b>-6,109%</b>
<b>Other Income/Expense</b>				
Total Other Income	2,446,609	336,693	2,109,916	627%
Total Other Expense	559,908	499,739	60,169	12%
<b>Net Other Income</b>	<b>1,886,701</b>	<b>-163,046</b>	<b>2,049,747</b>	<b>1,257%</b>
<b>Net Income</b>	<b>1,840,911</b>	<b>-162,284</b>	<b>2,003,195</b>	<b>1,234%</b>





Air Service Grant (Air Service Grant)	9.44%
ARFF Standby (ARFF Standby per flight)	8.83
H-00959-1 (Hangar Facility H959 - 2044 S	7.76
H-0626-1 (Hangar 626 Rental, 2625 Arnold	7.04
H-0606-3 (Hangar 606, 2630 Arnold Court	6.56
B-01021 (Building #1021 located at 3600	6.20
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.70
H-0600-4 (Hangar 600 - 2720 Arnold Court	4.42
FFF-Avflight Salina (Fuel Flowage Fee @	4.20
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.60
Other	36.24
<b>Total</b>	<b>\$353,143.42</b>

By Item



## ACTION ITEMS

---

6. Consideration and approval of Salina Community Economic Development Organization (SCEDO) Members Agreement (Miller/Robinson)
7. Consideration and approval of Contract with Stone Sand for underground storage tank removal. (Miller/Cunningham)
8. Consideration and approval of Hangar 703 Bird Clean-Up and Mitigation Contract bids (Cunningham)
9. Consideration and approval of Contract with CivicPlus for Salina Airport Authority website development (Miller/Windhorst)



CONSIDERATION AND APPROVAL OF SALINA  
COMMUNITY ECONOMIC DEVELOPMENT  
ORGANIZATION (SCEDO) MEMBERS AGREEMENT  
PIETER MILLER, C.M.  
MITCH ROBINSON, SCEDO

---





### Transition to an Annual Funding Model

SCEDO will now operate on an annual budget cycle instead of the previous three-year model. Funding will be a requirement for membership. Member contributions will be formalized through an Annual Member Funding Agreement. SCEDO will issue a 30-day notice to resolve the issue before membership is revoked.

### Annual Members Meeting Requirement

A joint meeting of all members will be held annually. SCEDO will present its Annual Financial Report, Strategic Plan Update, and Annual Program of Work & Budget Proposal. The Strategic Plan will be updated yearly.

### Greater Financial Accountability & Transparency

SCEDO will provide a detailed financial report each year. Financial statements will be subject to either an annual financial review or full audit, as determined by the SCEDO Board. SCEDO is required to maintain prudently targeted reserve funds and ensure that all unspent funds roll over into the next year.

### Clarification of SCEDO's Advisory Role

SCEDO will serve as a formal advisory body. It will also provide recommendations to any member organization upon request.

### Membership Withdrawal & Financial Compliance

Any member wishing to withdraw from SCEDO must provide written notice. If a member fails to meet its financial commitments, SCEDO will issue a 30-day notice to remedy the issue.

### Administrative & Operational Updates

SCEDO's headquarters will remain at 120 W. Ash St., Suite B, Salina, KS. SCEDO will also maintain its role in advising on economic development matters, following the previous dissolution of the Salina Economic Development Incentives Council.

# CONSIDERATION AND APPROVAL OF CONTRACT WITH STONE SAND COMPANY *FOR UNDERGROUND STORAGE TANK REMOVAL*

PIETER MILLER, C.M.  
MAYNARD CUNNINGHAM



<b>Project: Pump House 305 Underground Storage Tank (UST) System Decommissioning</b> <b>2004 Schilling Rd, Salina, KS 67401</b>				
<b>Sponsor: Salina Airport Authority</b>				
<b>Bidder:</b>		Smoky Hill	Stone Sand Co.	T & R Constr.
	UST Decommissioning	\$812,000	\$88,500	\$335,648
	Soil Remediation	\$25,000	\$208,800	\$111,883
	Land Farming (LF)	\$100,000	\$80,500	\$143,300
	Offsite Disposal (OD)	\$253,000	\$332,000	\$241,395
	Total Base Bid Sum (includes LF / includes OD):	\$937,000 / \$1,090,000	\$337,800 / \$629,300	\$590,831 / \$688,926

1. EXISTING DRAWING TO SHOW "AS BUILT" CONDITIONS (SEE 50)  
 2. SHOW TO E. PIPE SUPPORT  
 3. EXISTING DRAWING TO SHOW "AS BUILT" CONDITIONS (SEE 50)  
 4. GENERAL NOTATIONS  
 C.O. No. 1

WILSON - SHAVER - MANN  
 ARCHITECTS - ENGINEERS  
 WILSON & COMPANY  
 SALINA, KANSAS  
 67401  
 781-234-1111  
 781-234-1112  
 781-234-1113

CORPS OF ENGINEERS U.S. ARMY  
 OFFICE OF THE DISTRICT ENGINEER  
 KANSAS CITY, MISSOURI  
 64101

HYDRANT TYPE FUELING SYSTEM  
 MECHANICAL



# CONSIDERATION AND APPROVAL OF HANGAR 703 BIRD CLEAN-UP AND MITIGATION CONTRACT BIDS MAYNARD CUNNINGHAM

---



**WORLD**  
PEST CONTROL  
417 S. Clark St. Salina, KS 67401  
(785) 825-5143

Project:	Hangar 703 Bird Clean-Up and Mitigation		
Sponsor:	Salina Airport Authority		
Contractor:	Patton Pest Control	Bird Buffer	World Pest Control
Services	Materials, Installation, and Maintenance	Materials Only	Materials, Installation and Maintenance
Clean-Up and Sanitation	n/a	n/a	\$6,000
Pre-Treatment	n/a	n/a	\$8,133
Mitigation Treatment	\$9,651	\$23,429	\$28,233
Total Bid	\$9,651	\$23,429	\$42,366
Annual Cost	\$9,651	\$2,999	\$5,400

## The Science of Pest Bird Control

by  
**Avian Control<sup>®</sup>**

**Abstract**  
Damage from pest birds is quickly reaching epidemic proportions. A range of studies from the US Department of Agriculture (USDA), universities and building management associations demonstrate that pest birds cause billions of dollars of damage annually to the US economy. The invention of Avian Control<sup>®</sup> Bird Repellent offers a unique, new method for controlling these destructive birds in a humane yet effective manner.





CONSIDERATION AND APPROVAL OF CONTRACT WITH CIVICPLUS  
*FOR SALINA AIRPORT AUTHORITY WEBSITE DEVELOPMENT*

PIETER MILLER  
KASEY WINDHORST





# DESIGN EXAMPLES

ST. CLOUD REGIONAL AIRPORT, MN -  
OFFICIAL WEBSITE | OFFICIAL WEBSITE

MINOT AIRPORT, ND | OFFICIAL  
WEBSITE

MONTROSE REGIONAL AIRPORT, CO |  
OFFICIAL WEBSITE

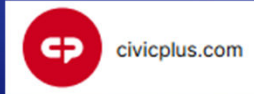
EUGENE, OR WEBSITE | OFFICIAL  
WEBSITE

MANHATTAN REGIONAL AIRPORT, KS -  
OFFICIAL WEBSITE | OFFICIAL WEBSITE

BISMARCK AIRPORT, ND - OFFICIAL  
WEBSITE | OFFICIAL WEBSITE

BILLINGS AIRPORT, MT - OFFICIAL  
WEBSITE | OFFICIAL WEBSITE

DUBUQUE REGIONAL AIRPORT, IA |  
OFFICIAL WEBSITE



Manhattan Regional Airport, KS  
[flymhk.com](http://flymhk.com)



Bismarck Airport, ND  
[bismarckairport.com](http://bismarckairport.com)



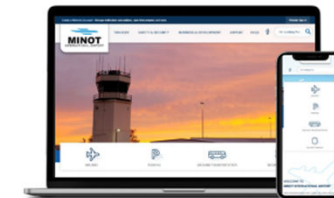
Billings Logan International  
Airport, MT



Fly Debuque Regional Airport, IA  
[flydbq.com](http://flydbq.com)



St. Cloud Regional Airport, MN  
[stcloudairport.com](http://stcloudairport.com)



Minot International Airport, ND  
[motairport.com](http://motairport.com)



Montrose Regional Airport, CO  
[montroseairport.com](http://montroseairport.com)



Eugene Airport, OR  
[eugene-or.gov](http://eugene-or.gov)



## BOARD RESOLUTION

**Consideration of SAA  
Resolution No 25-01**  
*recognizing Stephanie Carlin  
for three years of service as  
a member of the Salina  
Airport Authority Board of  
Directors*

*Director Boos*



# STAFF REPORTS

---

Terminal Building  
Update  
Pieter Miller, C.M.  
Maynard Cunningham

MRO Project  
Update  
Pieter Miller, C.M.



# **Executive Session**

## **STEPHANIE CARLIN, CHAIR**

*Airport Authority board action  
following the executive session is not expected to occur.*



# Director's Forum

## Presentation of Salina Airport Authority Chairman Award of Excellence

Stephanie Carlin



# VISITOR'S QUESTIONS AND COMMENTS

---





# ANNOUNCEMENTS

- Wednesday, March 5, 2025, 8:00 a.m.  
Special Board Meeting
- Wednesday, March 19, 2025, 8:00 a.m.  
Annual Board Meeting

**Save the Date:**  
**Inaugural Houston Flight May 2, 2025**

## Signatures:

Chair Carlin

Vice Chair Boos

Secretary O'Brien



## AIM Graduation

Friday,  
March 7, 2025

5:00 p.m.

**AIM**  
**Aviation Innovation  
and Maintenance**  
**CENTER OF EXCELLENCE AT SLN**

# ADJOURNMENT

---

