

# Salina Airport Authority Board of Directors Regular Meeting

Wednesday, April 16, 2025



Charting the course for global success.

## Call to Order – Don Boos, Chair

Million ~ -

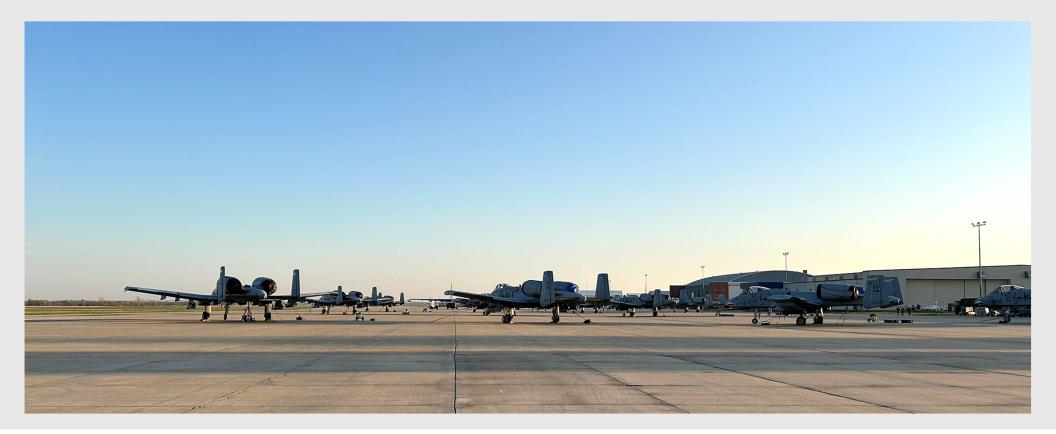
- $\cong$  Determine that a quorum is present.
- Confirm the meeting notice publication.

NITEDEXPRESS

≅ Recognition of guests.

## Additions to the agenda and agenda review

Pieter Miller, C.M.





## **STARS Core Values Alignment:**

#### Success

• Agenda Item #6 – STARS Lines of Effort: This update measures progress toward 2025 strategic goals, ensuring SAA remains on track and results-focused.

### **Rooted In Community**

• Agenda Item #8 – RMA Lease Agreement Hangar 125: Leasing Hangar 125 to a long-standing tenant supports local aviation growth and strengthens community-based business relationships.

### Trust

• Agenda Item #11 – KSANG Salina West Lease Agreement Discussion: This long-term partnership with the Kansas National Guard underscores mutual trust and commitment to strategic military development.

### Safety

• Agenda Item #12 - USACE Agreement for PFAS Testing: Discuss authorizing PFAS investigation activity demonstrates the Authority's proactive role in protecting health and environmental safety.



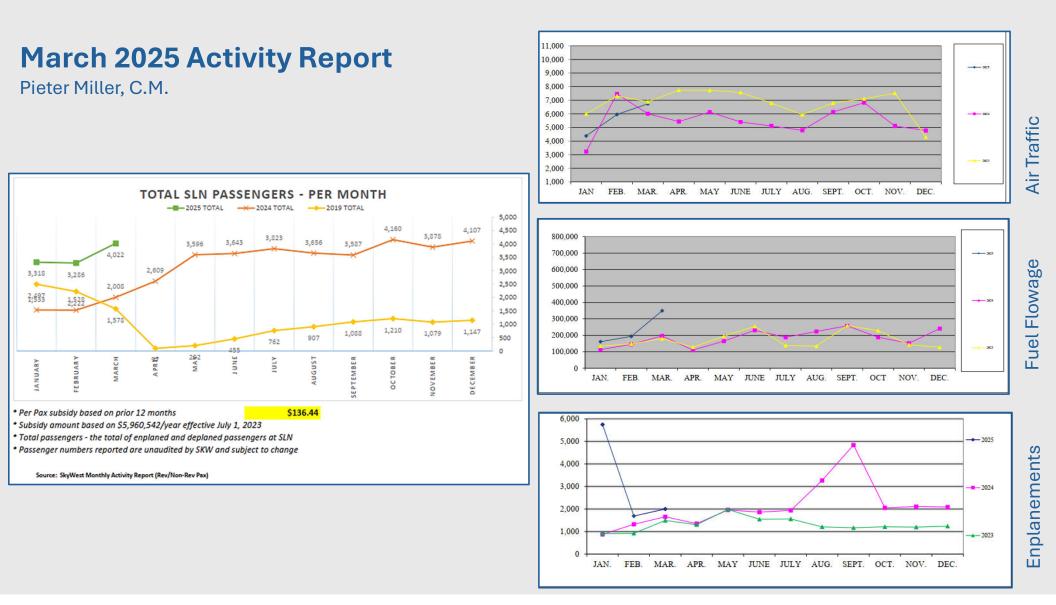
Approval of the minutes of March 19, 2025 regular board meeting and the March 24, 2025 SCEDO Annual Partner Meeting. Don Boos, Chair

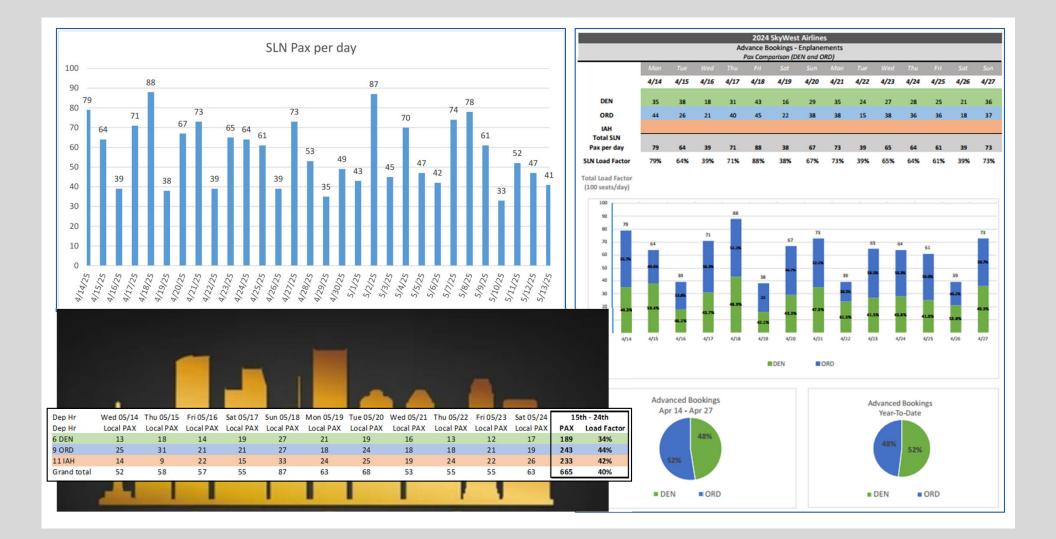
# Review of airport activity and financial reports for the month ending March 31, 2025.

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



	SALINA AIRPOR AIRPORT ACTI 202	VITY REP			
AIR TRAFFIC/ATCT March, 2025	6,737 Operations				
Marca, 2025	737 Instrument Ope	rations			
	513 Peak Day				
No. 1 2024	0.007.0				
March, 2024	6,007 Operations 676 Instrument Ope	rations			
	514 Peak Day				
	12.022.0				
January 2025 - March 2025 January 2024 - March 2024	17,073 Operations 16,704 Operations				
January 2023 - March 2023	20,203 Operations				
				Avflig	ht Self-fuel
			Avflight	Military/Gov't	Station
FUEL FLOWAGE		KSU-S	Salina	Portion	Portion
March, 2025	349,376 Gallons	8,193	341,183	113,954	394
March, 2024	195,892 Gallons	10,149	185,743	67,030	131
January 2025 - March 2025	703.889 Gallons	23,423	680,466	186.275	1.000
January 2024 - March 2024	453,894 Gallons	25,758	428,136	121,679	260
January 2023 - March 2023	462,144 Gallons	31,250	430,894	87,320	628
SkyWest Airlines	ENPLANEMENTS	DEPLAN	EMENTS	TOTAL	
March, 2025	2,002 Passengers		Passengers	4,022	
March, 2024	1,058 Passengers	950 1	Passengers	2,008	
January 2025 - March 2025	5,299 Passengers				
January 2024 - March 2024	2,634 Passengers				
January 2023 - March 2023	3,058 Passengers				
ENPLANEMENTS - Charter F	lights				
March, 2025	0 Passengers				
March, 2024	597 Passengers				
January 2025 - March 2025	4,142 Passengers				
January 2024 - March 2024	1,220 Passengers				
January 2023 - March 2023	263 Passengers				
TOTAL ENPLANEMENTS - S	cheduled Flights & Charter F	lights			
March, 2025	2,002 Passengers				
March, 2024	1,655 Passengers				
January 2025 - March 2025	9,441 Passengers				
January 2024 - March 2024	3,854 Passengers				
January 2023 - March 2023	3,321 Passengers				
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### Key Performance Indicators – Passenger Enplanements

Planes leaving Salina are roughly two-thirds full. Outbound Load Factor (the percentage of seats filled) was up 31 pts year-over-year

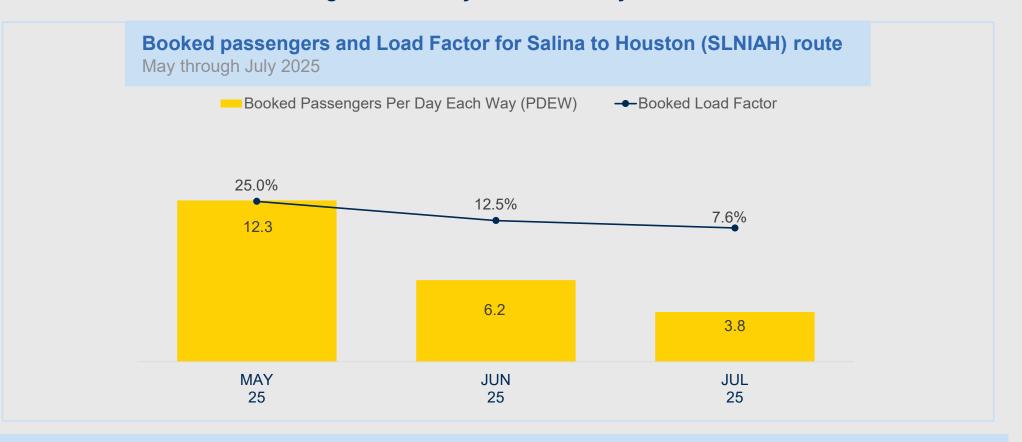


Sources: Department of Transportation (DOT) T-100; SkyWest

ArkStar Group | Page 9

### Key Performance Indicators – Houston Bookings

25% of all Salina-Houston Bush seats have been sold for May, as of April 4<sup>th</sup>. June advance bookings are currently to 13% and July is booked to 8%



Source: SkyWest as of April 04

ArkStar Group | Page 10

## 2025 FOL Calendar

Salina Regional Airport 4/15/2025 11:05

	roject Start:	1/1/2025	]																																		
8	how Week:	1				28 Fe 25	5 1 Ma M 25 2	2 19 18 Ma 5 25	26 Ma 25	2 Ap / 25	9 16 Ap Ac 25 25	6 23 p Ap 5 25	30 Ap 1 25	7 1- Ma M 25 25	4 21 a Ma 5 25	28 Ma 25	4 1 Ju J 25 2	11 1 Nu J 25 2	8 25 u Ju 5 25	2 Jul 25	9 34 3 25 3	16 2 Mi J	3 30 4 Ju 5 25	6   Au   25	13 Au 25	20 2 Au A 25 2	7 3 u 8 5 2	10 8 Se 5 25	17 Se 25	24 Se ( 25	1 8 De 0 25 2	8 15 be Oe 5 25		29 Oe 25	5 No 1 25	12 1 No N 25 2	9 28 lo No 5 25
FOL Activity		PLAN START	PLAN END	LOA Status	TYPE	9	10 1	1 12	2 13	14	15 10	6 17	18	19 2	0 21	22	23 2	24 2	5 26	27	28 :	29 3	0 31	32	33	34 3	5 3	6 37	38	39 4	40 4	1 42	2 43	44	45	46 4	7 48
12/30 Runway Closed		3/15/2025	6/28/2025	Estimated	x		Ì		1 1													Ť	T	Ē	Ē	Ť	t		Ħ	1	Ť		Ē	Ħ		Ť	
Zero-G test flights		4/28/2025	5/19/2025	Confirmed	R		T	Τ	Π							Π		Τ	T			Ì	Ť.	Ē		Ì	Ť		П	Ì	Ì	Ť.	Ē	Π		Ť	11
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Schilling Aviation Services Fly-In		5/3/2025	5/3/2025	Confirmed										P	OC: E	Bren	dan B	Bertra	and, l	Bob	Pahle																
Law Enforcement		5/6/2025	5/6/2025	Confirmed		i	-İ.	Ť.	Ξ	i i	1	İ.		-È	T	1 1	Ι	Т	1		1	i.	İ.	È	i i	İ	Ť.	İ.	Ħ	i	Ť.	İ	Ė	Ξ	Ì	Ť	17
Law Enforcement		5/27/2025	5/28/2025	Tentative			-		Н			1.22	$\square$				-	+					10	F			+						1			+	
2025 IAC US National Aerobatics		9/23/2025	10/4/2025	Tentative	R		-	-				1.5																				Pr	rimaŋ	y Ha	ngar	r	
		9/23/2025	10/4/2025	Tentative	G																											0	verfio	w H	anga	m	
Military		9/5/2025	9/26/2025	Tentative	0										1																H	600,	E sk	de			
Military		10/9/2025	10/25/2025	Tentative	R										E																						
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Military		6/8/2026	6/13/2026	Tentative	R																			Е					Π			T					
Military		7/26/2026	7/31/2026	Tentative	R			Τ				T					Τ	Т			J	J	J	J	] ]	Lo	gene	J	П	J	J	T	1	$\square$			
Military		8/3/2026	8/8/2026	Tentative	R		Ì	T	ÌÌ		1	1	ΓÌ		T	Π		T	1			Hand	jar 4	09			-							Π		Ť	
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Airfield Only

## **Financial Reports**

Shelli Swanson, C.M.



# **MARCH 2025**

FINANCIAL STATEMENTS

## **MARCH 2025**

FINANCIAL STATEMENTS

Moody's Credit Opinion - Salina Airport Authority, KS / 21 February 2025

## Salina Airport Authority Statement of Net Position Prev Year Comparison As of March 31, 2025

Mar 31, 25 Feb 28, 25 \$ Change Mar 31, 24 \$ Change % Change ASSETS **Current Assets Total Checking/Savings** 14,281,624 6,391,026 7,890,598 13,406,968 874,656 7% **Total Accounts Receivable** 228,876 189,530 39,346 116,541 112,335 96% Total Other Current Assets 2,895,742 2,982,362 -86,620 3,457,154 -561,412 -16% **Total Current Assets** 17,406,242 9,562,918 7,843,324 16,980,663 425,579 3% **Total Fixed Assets** 66,194,813 64,515,072 1,679,741 54,221,592 11,973,221 22% **Total Other Assets** 5,509,217 5,509,217 0 5,509,217 0 0% TOTAL ASSETS 89,110,272 12,398,800 79,587,207 9,523,065 76,711,472 16% LIABILITIES & EQUITY Liabilities **Total Current Liabilities** 12,369,877 11,642,043 727,834 11,299,757 1,070,120 9% **Total Long Term Liabilities** 44,743,204 35,875,383 8,867,821 37,733,763 7,009,441 19% **Total Liabilities** 57,113,081 47.517.426 9.595.655 49.033.520 8.079.561 16% **Total Equity** 31,997,191 32,069,781 -72,59027,677,952 4,319,239 16% 12,398,800 79,587,207 **TOTAL LIABILITIES & EQUITY** 89,110,272 9,523,065 76,711,472 16%

04/10/2025

## Salina Airport Authority Profit & Loss Prev Year Comparison January through March 2025

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04/10/2025

Accrual Basis

	Jan - Mar 25	Jan - Mar 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	524,732	332,345	192,387	58%
Total Building and land rent	476,335	442,451	33,884	8%
Total Other revenue	65,258	30,490	34,768	114%
Total Income	1,066,326	805,286	261,040	32%
Gross Profit	1,066,326	805,286	261,040	32%
Expense				
Total Administrative expenses	514,075	530,434	-16,359	-3%
Total Maintenance expenses	379,819	319,770	60,049	19%
Uncategorized Expenses	0	0	0	0%
Total Expense	893,893	850,204	43,689	5%
Net Ordinary Income	172,433	-44,918	217,351	484%
Other Income/Expense				
Total Other Income	3,158,865	2,576,883	581,982	23%
Total Other Expense	1,825,134	1,315,067	510,067	39%
Net Other Income	1,333,731	1,261,816	71,915	6%
Net Income	1,506,164	1,216,898	289,266	24%

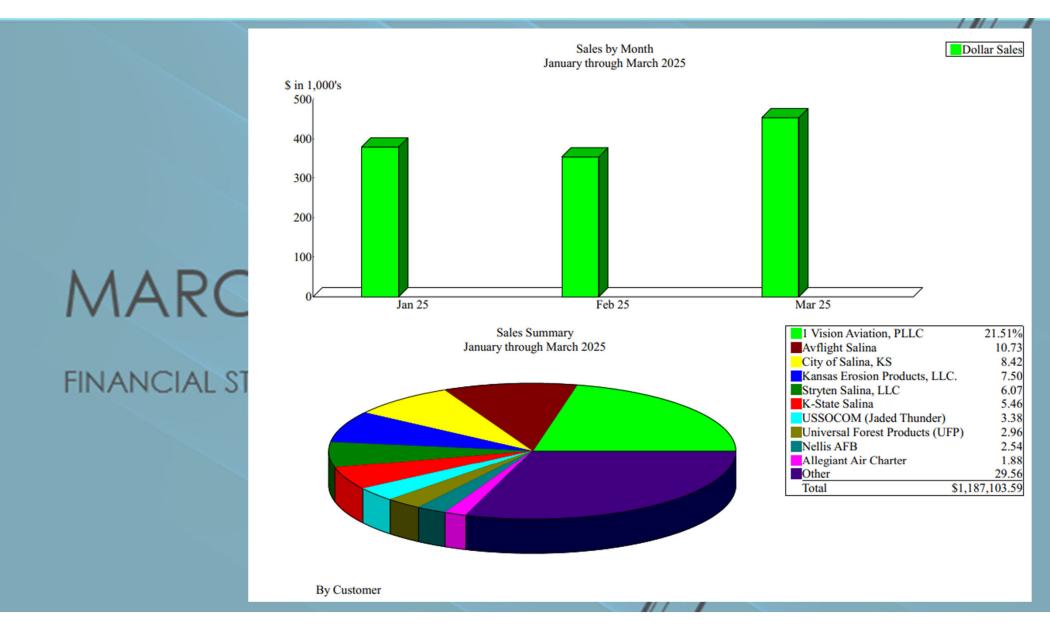
## Salina Airport Authority Capital Additions Budget vs. Actual As of March 31, 2025

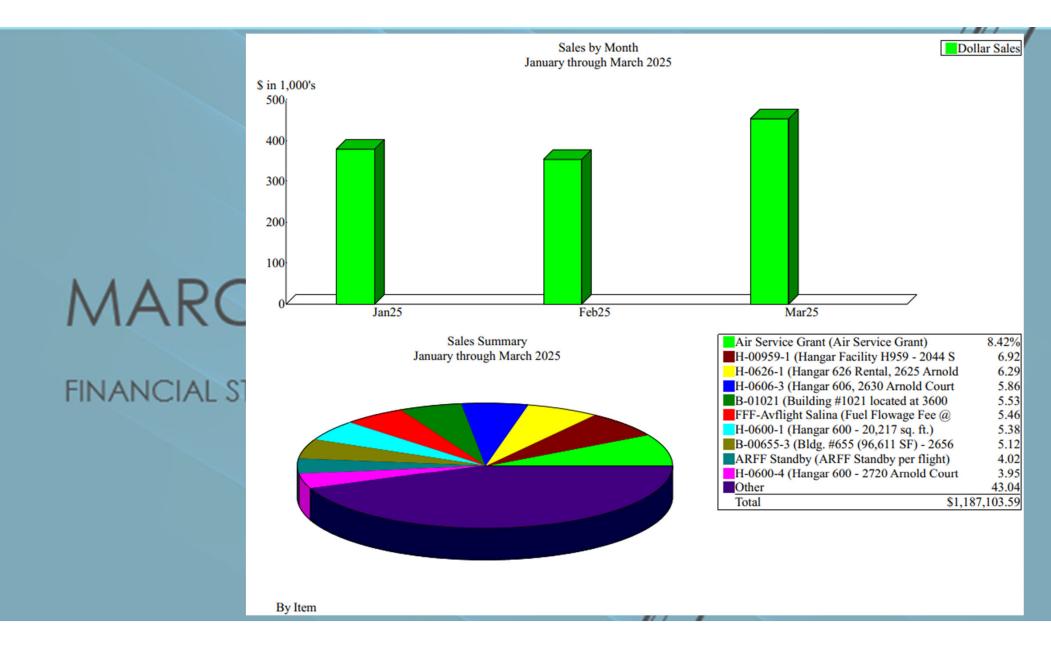
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04/10/2025

Accrual Basis

	Mar 25	Jan - Mar 25	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	546,794	1,469,308	24,512,124	-23,042,816	6%
Total Buildings & Improvements	497,054	603,309	877,905	-274,596	69%
Total Equipment	186,491	339,368	1,415,000	-1,075,632	24%
Total Land	782,736	942,252	5,630,000	-4,687,748	17%
Total Fixed assets at cost	2,013,075	3,354,237	32,435,029	-29,080,792	10%





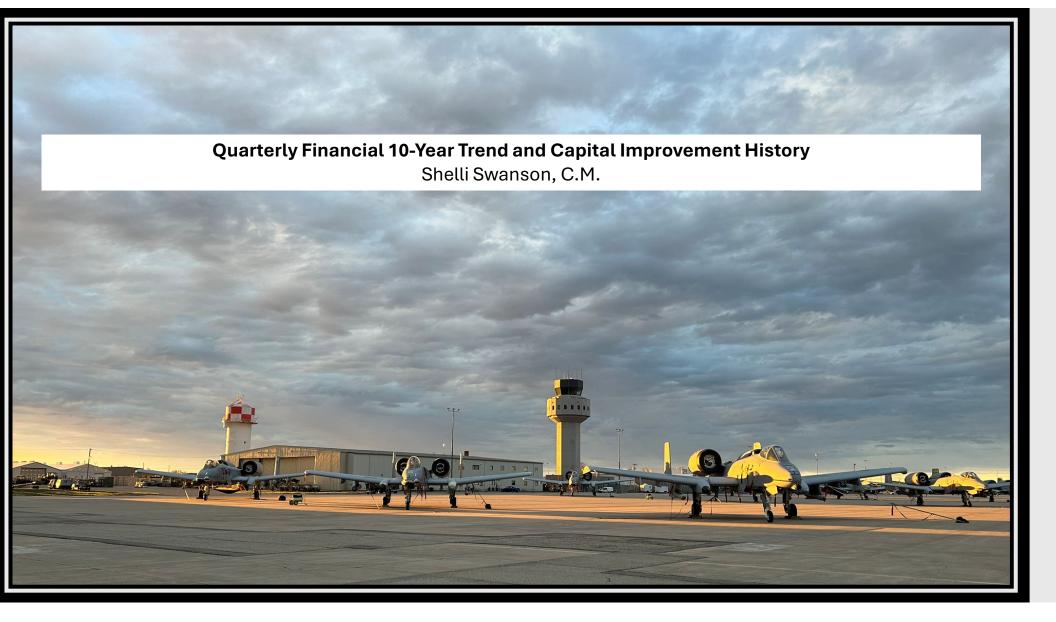


## STARS Lines of Effort 1<sup>st</sup> Quarter 2025 Update Pieter Miller, C.M.

						2025 STARS Lines of Effort Quarterly Report							
4Q4	25Q1	25Q2	25Q3	25Q4	Item	Description							
100%					а	AIM Center Room 111 Remodel and First Student Class							
100%					b	AIM Center Tools and Equipment							
90%	100%				с	SLN Fuel Farm Construction							
50%	50%				d	UST Removal and Closure							
100%					е	GA Hangar Construction							
50%	55%				t	Runway 12/30 Design, Construction							
100%					g	SRE Specifications and Bids							
100%					h	M.J. Kennedy Airport Terminal -Design							
25%	30%				1	M.J. Kennedy Airport Terminal - Construction							
50%	55%				J	North Ramp Hangar Construction - Project Design and Project Fundir	ng						
25%	40%				k	SLN West Airfield Development Plan			-	_	-		and the second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second se
20%	20%				ι	AFFF Transition Plan	100%					a-a	Engineering/Consultant Selection for 2025 – 2029 AIP Projects
30%	32%				m	Schilling Project RA Work	50%	60%					Project AAERO
100%					n	FAA FAST Grant Application Award	50%	75%	-				Project 80 - Phase 1
	25%				0	2025 Fly SLN Marketing Campaign		50%	_				Project 80 - Phase 2
	100%				P	2025 FAA Airport Certification Inspection	50%	95%					H626 Parking lot plans & Construction
	80%				q	2025 FAA Airport Certification Inspection Corrections	60%	100%	-				2024-1 GO Temp Notes
100%					r	H509 Restroom Improvements		10%					2026 BIL / ATP Grant Application (Terminal building exterior)
20%	60%				s	Economic Impact Report	10%	10%					Airport Master Plan (AMP) update
5%	15%				t	Airfield Security Cameras - ARFF Station, Fuel Farm, and H600	100%						KS Air Service Development Grant
50%	55%				u	Industrial Center Warehouse Construction	50%	100%					LAV Cart Dump Station
85%	85%				v	Build Back Kansas Grant Funding Applications		30%					Website Update
	10%				w	8620 Improvements and Expansion Plans for UFP - Phase 2		30%					H724 / B820 Transfer
	25%				x	Coordinate FOL Events and Operations		15%					Renewal of MAP Program
	25%				У	2024 Financial Statement Audit		5%				n-n	Title Opinion Update
	10%				z	2026 Budget Preparation		40%					Employee Handbook Update
100%					a-a	Engineering/Consultant Selection for 2025 – 2029 AIP Projects		85%					H125 BOTA Application
Terz and	3.3 C.B	- Harris				and the second second second second second second second second second second second second second second second		20%					Terminal Building Parking Lot Grant
			The second	and the				95%	-				Terminal Building Parking Lot Design
					A start			80%					DBE Program Update
								25%					KDOT Innovative Grant (H600, Vertiport)
				Carlos Res	Service -			85%	-				Heliport to Vertiport Feasibility Study
		Call Call				50						V-V	
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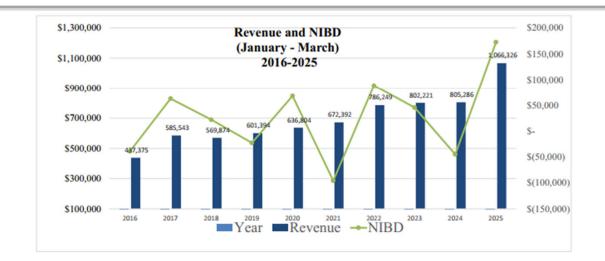
# Salina Airport Authority CAPITAL EXPENDITURE HISTORY

Ten Years Ended December 31, 2025

Fiscal <u>Year</u>	<u>Equipment</u>	Building Additions	Land	Airfield	Construction in <u>Progress</u>	Total Capital <u>Expenditures</u>
2016	105,467	321,854	14,062	23,799	1,024,688	1,489,870
2017	226,478	140,422	30,617	385,751	1,290,462	2,073,730
2018	983,492	114,367	77,012	1,793,701	8,921	2,977,493
2019	388,382	2,461,044	201,006	8,675	123,297	3,182,404
2020	207,158	682,393	43,066	382,089	186,591	1,501,297
2021	931,013	485,934	46,198	128,021	1,779,630	3,370,796
2022	41,800	4,288,924	-	6,506,251	386,507	11,223,482
2023	183,873	398,612	-	162,210	7,123,953	7,868,648
2024 (un-audited)	384,536	3,914,139	582,381	9,469,606		14,350,662
2025 (budgeted)	1,415,000	877,905	5,630,000	24,512,124		32,435,029

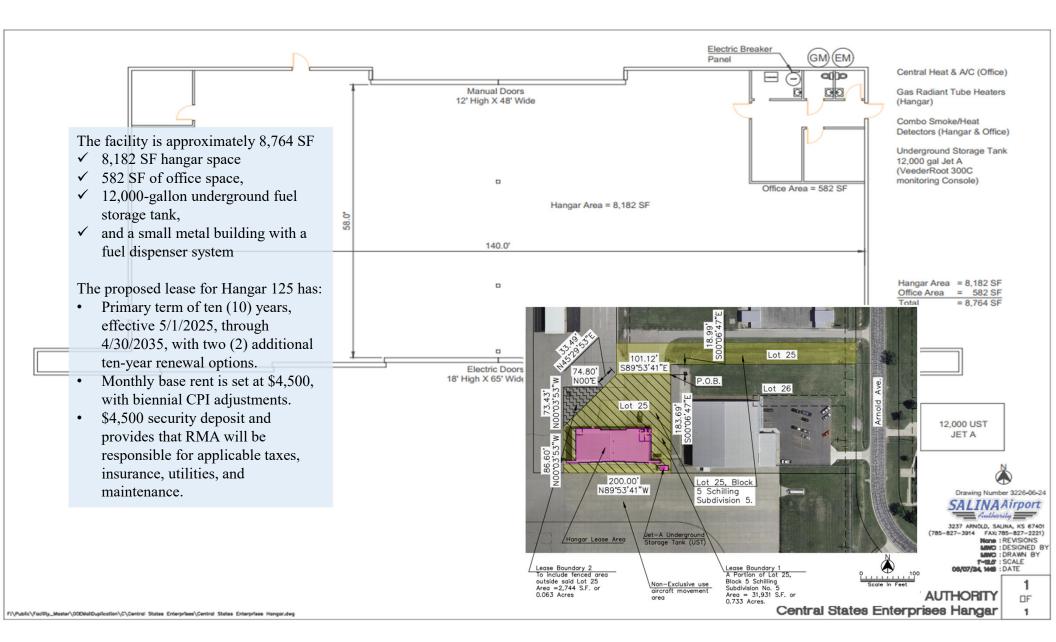
Source: Salina Airport Authority Records

10-Y	ear Ope	erating	Revenu	e and E	xpense	Analys	sis			
		Ja	nuary -	March						
			2016-2							
			2010-2	.025						
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
TOTAL REVENUES										
OPERATING REVENUES										
Airfield	\$ 121,940	\$ 152,293	\$ 143,895	\$ 209,431	\$ 159,438	\$ 197,355	\$ 251,839	\$ 273,111	\$ 287,648	\$ 456,206
Fuel flowage fees	27,557	69,380	36,979	39,068	48,753	39,206	68,888	41,333	44,697	68,527
Building and land rent	271,868	324,697	344,143	327,818	361,345	418,662	429,116	467,486	442,451	476,335
Other revenue	16,010	39,174	44,857	25,077	67,268	17,169	36,406	20,291	30,490	65,258
TOTAL OPERATING REVENUES	437,375	585,543	569,874	601,394	636,804	672,392	786,249	802,221	805,286	1,066,326
TOTAL EXPENSES										
OPERATING EXPENSES										
Administrative	300,315	297,800	326,765	373,719	362,355	373,558	405,890	467,267	530,434	514,075
Maintenance	176,208	224,990	221,048	250,416	206,378	394,599	291,870	289,334	319,770	379,818
TOTAL OPERATING EXPENSES	476,524	522,790	547,813	624,135	568,733	768,157	697,760	756,601	850,204	893,893
OPERATING INCOME BEFORE DEPRECIATION	\$ (39,149)	\$ 62,753	\$ 22,061	\$ (22,741)	\$ 68,071	\$ (95,765)	\$ 88,489	\$ 45,620	\$ (44,918)	\$ 172,433

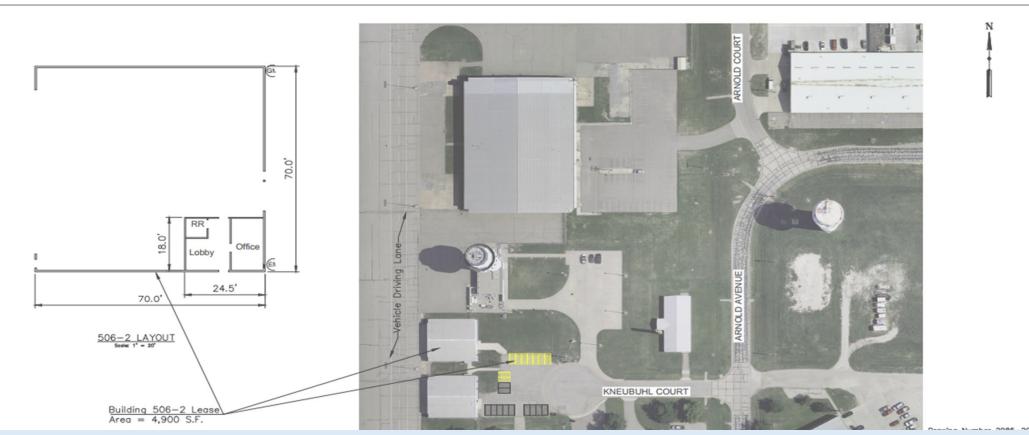




**Consideration of RMA Engineering Lease Agreement for Hangar 125** Shelli Swanson, C.M.







## The Airport Authority is also requesting approval of a lease termination agreement for Hangar 506-2, located at 2010-A Kneubuhl Ct., supporting RMA's relocation into Hangar 125.

- RMA will vacate and return the premises to the Authority by April 30, 2025, in broom-clean condition, free of personal property, and in good repair, with reasonable wear and tear excepted.
- The agreement includes a mutual release of future obligations once all outstanding rent, fees, or damage costs are satisfied.
- This transition ensures continuity of operations for RMA at the Salina Regional Airport while enabling the Authority to re-market Hangar 506-2 for future aviation use.
- The release of this facility reflects the Authority's ongoing commitment to aligning tenant needs with available facilities, thereby maximizing operational efficiency and asset utilization across the airfield.

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 SALINA AIRPORT AUTHORITY
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 RMA Engineering, LLC, Sept. 2021 - Hangar 506-2 Lease Exhibit A
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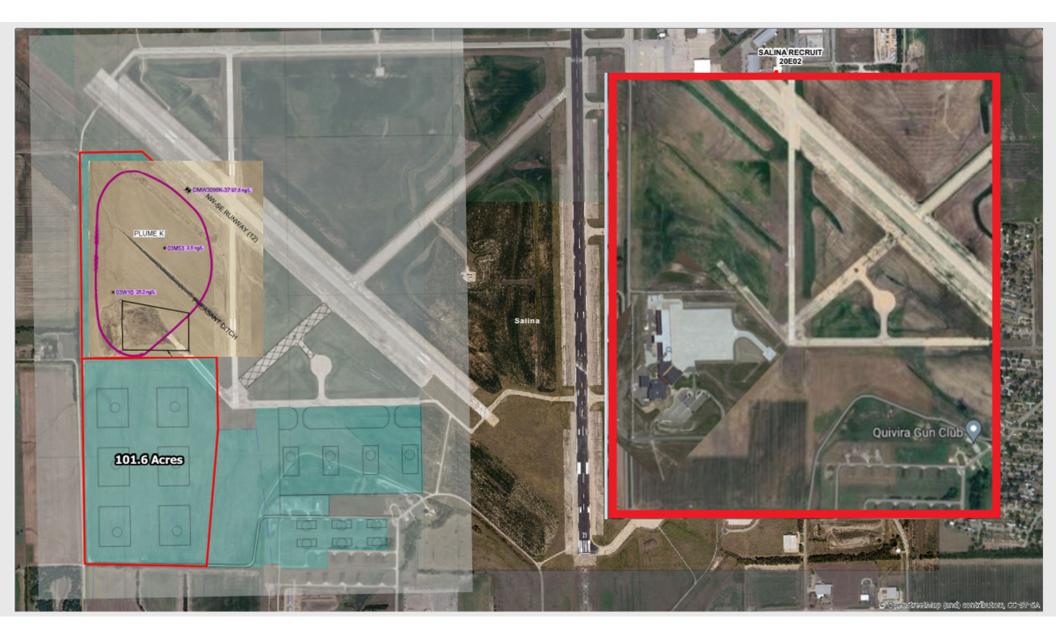
Consideration of AIP Terminal Building Construction Change Order

Pieter Miller, C.M. Maynard Cunningham

			n – – – – – – – – – – – – – – – – – – –
CHANGE ORDER LINE ITEMS:			
PCO # 001: 6" Site Fire Line			
# Budget Code	Description	Amount	
1 22-220500.S PLUMBING.Subcontract Commitments	6" Fire Line Service from tap to 12" AFF in fire riser room by TSA SSCP	\$32,523.00	
2 22-220500.S PLUMBING.Subcontract Commitments	Drain line to existing main	\$2,990.00	
	Subtotal:	\$35,513.00	
	GC Insurance (1.00%):	\$355.13	
	Fee (10.00% ):	\$3,586.81	
	Bond (0.80% ):	\$315.64	
	Grand Total:	\$39,770.58	
	CODE COMPLIANCE PLAN- SECOND FLOOR	CODE COMPLIANCE PLU Market North	

Kansas Army National Guard AASF Salina West Lease Agreement Discussion Pieter Miller, C.M.

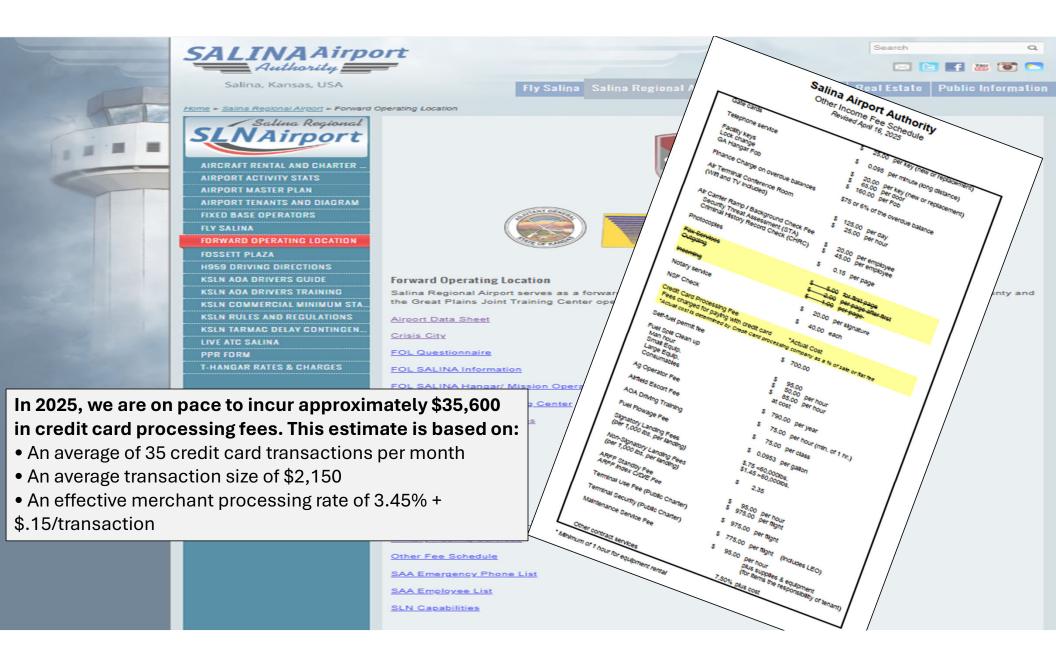






## Update to the 2025 Budget Other Income Fee Schedule

Shelli Swanson, C.M.





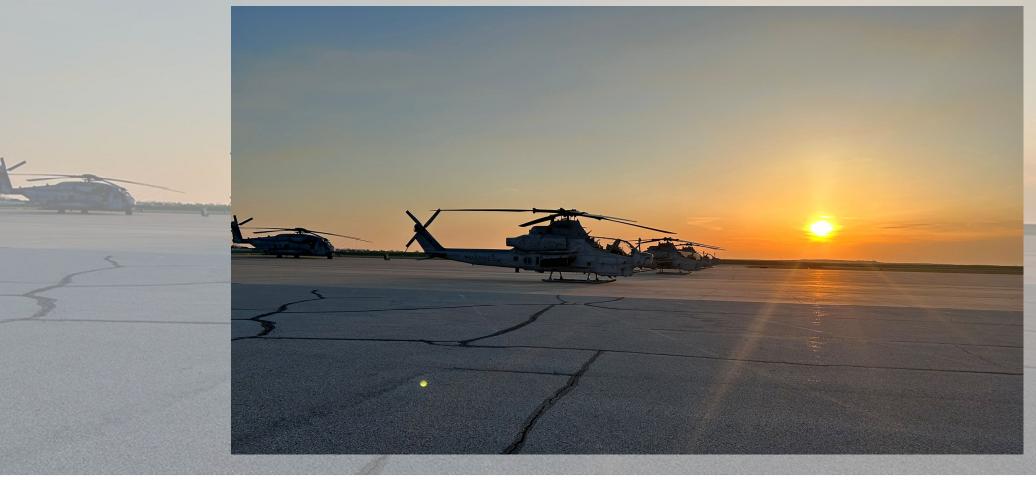
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## **Executive Sessions:**

Executive sessions of the board of directors to discuss:

- 1. legal considerations relating to the MRO Hangar development.
- 2. confidential proprietary information relating to financial affairs of a corporation.







# Announcements

Kasey Windhorst

UNITED

Operated by SkyWest Airlines

### DON'T MISS OUR INAUGURAL FLIGHT! Come and join us to celebrate!

MJ Kennedy Air Terminal Building 3237 Arnold Ave

3237 Arnold Ave Salina, Kansas 67401

Friday, May 2, 2025

10:00 AM - 11:45 AM

Celebrate the beginning of a new era, meet the team, and grab some awesome gear!

10:30 AM—Meet SkyWest and SAA Staff 11:00 AM—Formal Remarks 11:15 AM—Ribbon Cutting 11:30 AM—Departure to Houston

• Serving Cookies and Refreshments by The Lighthouse Bakery • Inaugural Flight Photos



New Nonstop service

to Houston (IAH)



Wednesday, May 21, 2025, 8:00 a.m. Regular Board Meeting Wednesday, June 18, 2025, 8:00 a.m. Regular Board Meeting Wednesday, July 16, 2025, 8:00 a.m. Regular Board Meeting

