

DATE: October 16, 2023
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **October 18, 2023, 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 will feature discussion concerning the following Airport Authority **STARS** objectives:

- Community partnerships that result in positive economic impact and jobs growth
- Successful financial budgeting to ensure that Airport Authority meets operational and capital budget needs.

On Monday, October 16 the new fuel farm construction started and marks the transition from the 1960s vintage underground storage tank fuel farm to an environmentally sustainable above ground storage tank (AST) fuel farm. The FAA grant funding limited the size of the new AST fuel farm to 152K gallons instead of 232K gallons. To add back 80K gallons of storage we are submitting a KDOT Kansas Airport Improvement Program (KAIP) grant application based on bids already received.

The AIM Center Steering Committee has been making remarkable progress. We expect to have the ALOFT grant agreement in hand within three weeks. The grant provides the funding needed for program administration by the Salina Airport Chamber of Commerce and hiring of instructors. During Wednesday's meeting the agreement with the Salina Chamber and initial instructor's contract for the AIM Center Composites module will be presented for approval.

Please note the following agenda item comments.

Agenda Item #5 – Airport Activity Reports and Financial Statement Reports for the Month Ending September 30, 2023 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,801 operations during September 2023 which was a 7.5% decrease as compared to the September 2022 total of 7,352. For the year-to-date, a total of 62,789 operations have occurred at Salina Airport which is 24% more than the September 2022 YTD total of 50,469.

Airport Activity – Fuel Flowage (Rogers)

The September 2023 fuel flowage came in at 258,893 gallons which was 40% less than the September 2022 total of 434,725 gallons. For the year-to-date, a total of 1,570,356 gallons have been delivered at the airport which is 92% less than the September 2022 YTD total of 1,873,462 gallons.

Airport Activity – Passenger Enplanements (Rogers)

During September 2023 SkyWest enplaned 1,167 passengers, which was a 4.5% increase over the September 2022 total of 1,116 passengers. The September 2023 total passenger count was 2,315 which was a 2% increase as compared to the September 2022 total of 2,271. Total September 2023 YTD passenger enplanements on SkyWest flights totaled 11,626 which was a 20% decrease as compared to the September 2022 YTD total of 14,552.

Financial Reports – Comments and Notes (Swanson)

Highlights from the September 2023 financials include:

- Unrestricted cash in bank at \$1,955,497 (Cash in bank operating funds less security deposits returnable.)
- Total YTD income came in \$80,115 over the same period in 2022 (3%) and is tracking \$226,738 ahead of 2023 budget projections.
- Total operating expenses came in 1% under budget and down \$40,004 from 2022.
- Net operating income before depreciation equaled \$266,357 YTD at the end of September.

The disbursements from the 2022-1 GO Temporary Note project fund account during September are included as a separate report in the enclosed financial statements.

The disbursements and earnings from the 2023-ABC-GO Bonds during September are as follows:

w Filters

Salina Airport Authority
Account QuickReport
As of September 30, 2023

Type	Date	Num	Name	Memo	Amount	Balance	
Cash in Bank-Bond Funds						9,720,141.61	
Equity- 2023 GO Bond (8824)						9,720,141.61	
Bill Pmt -Check	09/13/2023	1005	Hutton Corporation	Hangar H626 progress estimate #5	-610,736.10	9,109,405.51	
Bill Pmt -Check	09/28/2023	1006	Border States Industries, In...	Non-Federal - Pole shed - electrical components	-550.96	9,108,854.55	
▶ Bill Pmt -Check	09/28/2023	1007	Earles Engineering & Inspe...	GA Hangar Site Survey & 80% of final design	-1,600.00	9,107,254.55 ◀	
Bill Pmt -Check	09/28/2023	1008	Lowe's Business Account...	Nn-Federal - Pole Shed - grounding wire, electrical components	-999.03	9,106,255.52	
Deposit	09/30/2023			Interest	39,720.67	9,145,976.19	
Total Equity- 2023 GO Bond (8824)						-574,165.42	9,145,976.19
Total Cash in Bank-Bond Funds						-574,165.42	9,145,976.19
TOTAL						-574,165.42	9,145,976.19

Beginning with the October financials, the 2023 ABC-GO Bond detail report will be included as a separate report in the monthly reports.

Financial Reports – September 2023 Significant Capital Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of October 16, 2023 (Swanson)

Account	Amount	Days	Comments
AGCO Corporation	\$3,844	31>90	Building rental & finance charges
Allegiant Air Charter	\$1,302	>90	Landing Fees & ARFF coverage
Enel Green Power	\$5,400	31>90	Building rental & finance charges
Enterprise Rent-A-Car	\$200	61-90	Facility Fee
Kansas Military Board	\$3,217	31>90	Building rental
Sherwin Williams Co.	\$3,699	61>90	Utility reimbursement

Short-term Leasing Activity

The last week of September, the SAA hosted the International Aerobatics Club for the fourth time as the location of the US National Aerobatic Championships. The event, based in Hangar 509, generated \$14,675 in rental revenue for the 10-day competition and generated over \$200,000 in local economic impact to the community.

Textron/Cessna Aircraft leased portions of Hangar 600 during early October for runway performance flight test work at Salina. The 4-day operation resulted in \$3,060 in additional revenue.

Fort Riley's Combat Aviation Brigade continues to lease space for military operations. Total revenue received from Ft. Riley during the month of September equaled \$21,700. Additional short-term leasing agreements are under development for the months of October and November.

Agenda Item #6 – Consideration of SAA Resolution No. 23-16 Authorizing the Sale of Taxable General Obligation Bonds Temporary Notes, Series 2023 -1. (Rogers and Swanson)

At the August 16, 2023, board meeting, the SAA board adopted the project resolution for the additional \$5,000,000 in general obligation temporary notes to be used towards the construction of the new above ground aviation fuel storage facility and the removal of the existing underground fuel tanks. The next step in the process is consideration of Resolution No. 23-16 which would authorize the offering for sale of the taxable general obligation temporary notes in an amount not to exceed \$5,000,000, exclusive of bond issuance and financing costs. Also enclosed is the proposed Terms Sheet that will be distributed to potential purchasers. The SAA has received notification from three local institutions of their desire to submit a proposal. Should the enclosed resolution be approved, the Authority would proceed to distribute the Terms Sheet with a deadline of November 7 from proposers. At the November 15 board meeting, staff will present the proposals received and offer a note resolution and bond purchase agreement for board consideration.

Recommendation: Approval of Resolution 23-16 Authorizing the Offering for Sale of Taxable General Obligation Temporary Notes, Series 2023-1 and authorize Chair Roberg to sign.

Agenda Item #7 – Consideration of an Agreement with the Salina Area Chamber of Commerce for AIM Center Marketing and Communication Services. (Swanson and Dreiling)

Enclosed is a copy of the proposed agreement with the Salina Area Chamber of Commerce for AIM Center marketing and communications services. The Salina Chamber was the sole respondent to a Request for Statement of Qualifications and Interest to provide AIM Center administrative services. Salina Chamber President and CEO will attend the meeting to discuss the Chamber's proposal in more detail.

The Chamber proposes a total of \$210,000 for marketing, communication, and program administration services. The agreement covers AIM Center operations through June 2025 and is funded by the Airport Authority's Kansas Department of Commerce ALOFT grant.

Recommendation: Approval of an agreement with the Salina Area Chamber of Commerce for AIM Center marketing, communications, and administrative services at a cost not to exceed \$210,000 and authorize the Executive Director to sign.

Agenda Item #8 – Consideration of an Agreement with Kansas State University Salina for AIM Center Professional Education Services. (Swanson and Dreiling)

The AIM Center pre-apprenticeship training and instruction will be provided by qualified aviation maintenance instructors such as K-State Salina instructors. The enclosed agreement provides for professional education and instruction by K-State Salina faculty. The total budget for training and instruction salaries under the Grant Administration Plan budget is \$224,600. The first module to be contracted for is aircraft composites. The AIM center instruction costs are funded by the Airport Authority's Kansas Department ALOFT grant.

Recommendation: Approval of the agreement form with Kansas State University Salina for AIM Center professional education services at a cost not to exceed the amount under the Grant Administration Plan budget of \$224,600 and authorize Executive Director to sign the Professional Education and Outreach Agreements.

Agenda Item #9 – Hangar H626 Update and Tour. (Rogers and Cunningham)

At the meeting Maynard Cunningham will update the board on Hangar H626 construction including options for hangar bay fire suppression systems. Following Maynard's update board members will be able to tour H626.

Please let me know if you had questions that you would like me to prepare for prior to the board meeting.

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

October 18, 2023 – 8:00 AM

AGENDA

Call to Order: (Roberg)

1. Determine that a quorum is present and confirm that a meeting notice has been published. (Windhorst)
2. Recognition of guests. (Roberg)
3. Additions to the agenda and agenda overview. (Rogers)

Action Items: (Roberg)

4. Approval of the minutes of the September 20, 2023, regular board meeting. (Roberg)
5. Review of airport activity and financial reports for the month ending September 30, 2023. (Rogers and Swanson)
6. Consideration and approval of SAA Resolution No. 23-16 authorizing the sale of taxable general obligation bonds temporary notes, Series 2023 -1 to finance Salina Airport fuel farm construction. (Rogers and Swanson)
7. Consideration of an agreement with the Salina Area Chamber of Commerce for AIM Center marketing, communications, and program administration services. (Swanson)
8. Consideration of an agreement with Kansas State University - Salina for AIM Center instructional services. (Swanson)

Staff Reports: (Rogers)

Directors' Forum: (Roberg)

Visitor's Questions and Comments: (Roberg)

Announcements: (Windhorst)

Hangar 626 Update and Tour:

9. Hangar H626 site visit and tour (Rogers and Cunningham)

Adjournment: (Roberg)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
SEPTEMBER 20, 2023
HANGAR 600, ROOM 100**

Call to Order

Chair Tod Roberg called the meeting to order at 8:00 A.M. and confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst noted that the meeting notice and board packet was published and distributed on Friday, September 15, 2023.

Attendance

Attendance was taken. Present were Directors Roberg, Carlin, Gunn, and O'Brien. Executive Director Tim Rogers; 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 attended. Guests at the meeting were Mitch Robinson, Salina Community Economic Development Organization; Julie Yager-Zucker, Avflight Salina; and Renee Duxler, Salina Area Chamber of Commerce.

Agenda

Executive Director Rogers stated no additions to the agenda but requested that the presentation by Renee Duxler be moved forward to accommodate an adjacent meeting for Ms. Duxler.

Consideration of the Request for the Salina Area Chamber of Commerce

Salina Area Chamber of Commerce President and CEO Renee Duxler presented an overview of the Chamber's plan to complete an update of the Salina community vision statement and goals as

part of the Chamber's 2025 Strategic Plan. Duxler is asking each of the Chamber's partner entities to invest \$5,400 as a one-time commitment toward strategic planning, replacing the current, Imagine Salina program annual expense of \$7,500/year. Total project cost is \$42,000. The Chamber will contract with Sevenfold to provide the Salina community vision and goal setting services. Director Gunn moved, and Director O'Brien seconded the motion to approve of the Airport Authority's \$5,400 cost share for the Salina Chamber's proposed community vision and goals setting process. Motion carried 4-0.

Minutes

Director Gunn moved to approve the minutes of the August 16, 2023 regular board meeting and the minutes of the August 30, 2023 special board meeting as presented. Director O'Brien seconded the motion. Motion carried 4-0.

Airport Activity

Rogers reviewed the air traffic, fuel flowage and enplanement reports for the month of August. A total of 5,945 operations occurred during the month of August which was a 47% increase compared to the same period last year. Fuel Flowage came in at 134,249 gallons which was 29% more than the August 2022 total of 103,932 gallons. Enplanements were up for the month in 2023 over 2022, but still below the 2019 benchmark by 14.7%. ArkStar figures confirmed that enplanements were up 6% over August 2022, including a 2% load factor increase for the same period. Fares out of SLN continue to be within \$75.00 of ticket prices at neighboring airports, keeping SLN within market goals for November and December 2023 travel. Weather has been a notable factor in the on-time operations. Rogers updated the board on SkyWest's contract at SLN and pending application for SkyWest Charter to the FAA.

Financial Review

Swanson reviewed the financial activity ending August 31, 2023, Total assets were up 20%. Cash in bank-bond funds is \$9,730,938 including bond proceeds; cash in bank-operating funds is \$2,159,635; unrestricted cash in bank is \$2,041,415. Total 2023 year-to-date income is 3% over 2022 (\$62,795). Fixed assets are at \$7.6M. Liabilities for the month are up 25% over August 2022 at \$8M. Total Equity is up 14% at \$3M. Net operating income before depreciation is \$191,382 year-to-date and interest income year-to-date is \$165,816. Fuel flowage remained steady, slightly lower than 2022. Total operating expenses are down 3% under budget and down \$4,295 from August 2022. Swanson reviewed significant capital expenditures and provided a report of the disbursements from the 2022-1 GO Temporary Note project funds for the month of August. Chair Roberg directed staff to file the financials for audit.

Resolution No. 23 -14

Rogers presented SAA Resolution No. 23-14 to levy an ad valorem tax of an estimated 5.304 Mills on all taxable tangible property within the City of Salina, Kansas for the purpose of paying the principal and interest on the general obligation bonds of the Salina Airport Authority pursuant to K.S.A. 27-323(a). The action is required to set the mill levy for the 2024 budget. Director Carlin made the motion to approve and authorize Chair Roberg to sign SAA Resolution No. 23-14, Director Gunn seconded the motion. The motion carried 4-0.

Resolution No. 23-15

Rogers reviewed the Board's approval of Resolution No. 23-10, stating the intent to levy a tax not to exceed one (1) mill to provide the matching funds required in federal or state grants. A

notice was prepared and published as required by K.S.A. 27-322(b) and appeared in the Salina Journal on June 28, 2023, and July 2, 2023. The notice informed the public that the Airport Authority's use of mill levy funds to qualify for state or federal grants is subject to a petition by qualified electors of the City of Salina. The 30-day period for submittal of a petition by qualified voters expired on August 1, 2023. A petition was not filed during the 30 days following the last publication of the Airport Authority's notice of intent. The consideration of Resolution 23-15 is the last step in the process of establishing the SAA's 2023 mill levy for matching federal or state grant funds for the budget year 2024. Director O'Brien motioned for approval of and authorize Chair Roberg to sign SAA Resolution No. 23-15 levying an ad valorem tax of an estimated 1 mill on all taxable tangible property within the City of Salina, Kansas for the purpose of providing matching funds to qualify for federal or state grants relating to the development, improvement, operation, or maintenance of the Salina Regional Airport pursuant to K.S.A 27-322(b). Director Gunn seconded the motion. The motion carried 4-0.

Lease with the Federal Aviation Administration

Swanson presented an overview of the lease agreement with the Federal Aviation Administration (FAA) that is due for renewal. The FAA maintains the navigational aids at the airport, requiring office and warehouse space.

Term: Ten years subject to Federal annual appropriations
Rate: \$54,270.64/Year or \$4,522.55/Month
(Hangar 409=\$15.59/SF/Year; Bldg. 412=\$9.39/SF/Year
CPI Annual Adj. Annual adjustment for changes in costs of operating expenses including utilities and services attributable to the FAA's occupancy.
Area: 4,156 SF comprised of office, warehouse, and technical space.
Effective date: October 1, 2023
Lease Type: Gross Lease whereby the SAA is responsible for utilities, trash removal, all building maintenance, janitorial (except in Bldg. 412) snow removal and landscaping.

The terms reflect an increase of 17.5% over the previous lease agreement.

Director Gunn moved to approve the Standard Space Lease Agreement No. 697DCM-23-L-00161 with the Federal Aviation Administration for occupancy of the Salina Systems Service Center staff and authorize the Executive Director to sign the lease. Director O'Brien seconded the motion and the vote passed unanimously.

Staff Reports

Rogers reported that Pieter Miller will join the SAA staff on Monday, October 2, 2023.

Rogers provided an update on the west airfield development plan, AIM Center, and K-AIRES projects.

Director Gunn moved to adjourn, seconded by Director Carlin. The meeting adjourned at 9:21 A.M. following a unanimous vote.

Minutes approved at the October 18, 2023 board meeting.

Kasey L. Windhorst, Board Clerk

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2023**

AIR TRAFFIC/ATCT

September, 2023	6,801 Operations 655 Instrument Operations 578 Peak Day
September, 2022	7,352 Operations 756 Instrument Operations 385 Peak Day
January 2023 - September 2023	62,789 Operations
January 2022 - September 2022	50,469 Operations
January 2021 - September 2021	60,741 Operations

FUEL FLOWAGE

September, 2023	258,893 Gallons
September, 2022	434,725 Gallons
January 2023 - September 2023	1,570,356 Gallons
January 2022 - September 2022	1,873,462 Gallons
January 2021 - September 2021	1,565,572 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
12,991	245,902	134,640	462
15,022	419,703	313,413	300
98,766	1,471,590	487,167	2,525
95,843	1,777,619	726,043	3,117
97,410	1,468,162	331,348	4,113

SkyWest Airlines

	ENPLANEMENTS	DEPLANEMENTS	TOTAL
September, 2023	1,167 Passengers	1,148 Passengers	2,315
September, 2022	1,116 Passengers	1,155 Passengers	2,271
January 2023 - September 2023	11,626 Passengers		
January 2022 - September 2022	14,552 Passengers		
January 2021 - September 2021	12,405 Passengers		

ENPLANEMENTS - Charter Flights

September, 2023	0 Passengers
September, 2022	370 Passengers
January 2023 - September 2023	462 Passengers
January 2022 - September 2022	2,568 Passengers
January 2021 - September 2021	1,012 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

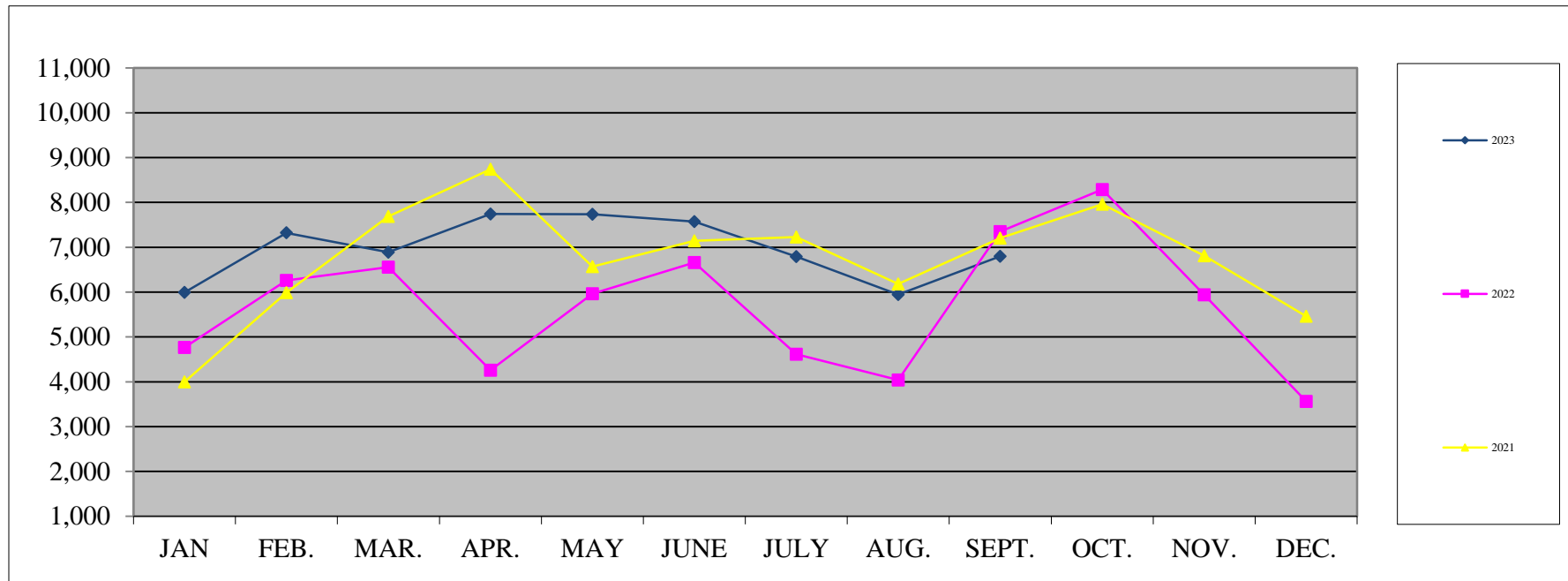
September, 2023	1,167 Passengers
September, 2022	1,486 Passengers
January 2023 - September 2023	12,088 Passengers
January 2022 - September 2022	17,120 Passengers
January 2021 - September 2021	13,417 Passengers

AIRPORT TRAFFIC RECORD
2022 - 2023

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
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									
November, 23									
December, 23									
Totals January - September	1,168	16,466	7,777	2,763	28,174	32,539	2,076	34,615	62,789
2022									
January, 22	124	1,618	610	156	2,508	2,062	194	2,256	4,764
February, 22	128	2,269	680	151	3,228	2,974	58	3,032	6,260
March, 22	131	2,009	722	329	3,191	3,188	178	3,366	6,557
April, 22	176	1,876	616	151	2,819	1,381	58	1,439	4,258
May, 22	186	1,617	711	176	2,690	3,093	182	3,275	5,965
June, 22	178	1,782	749	450	3,159	3,209	292	3,501	6,660
July, 22	148	1,508	773	88	2,517	2,040	56	2,096	4,613
August, 22	122	1,392	644	168	2,326	1,630	84	1,714	4,040
September, 22	140	2,305	1,058	673	4,176	2,912	264	3,176	7,352
October, 22									
November, 22									
December, 22									
Totals January - September	1,333	16,376	6,563	2,342	26,614	22,489	1,366	23,855	50,469
Difference	-165	90	1,214	421	1,560	10,050	710	10,760	12,320
YTD % Change	-12%	1%	18%	18%	6%	45%	52%	45%	24%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

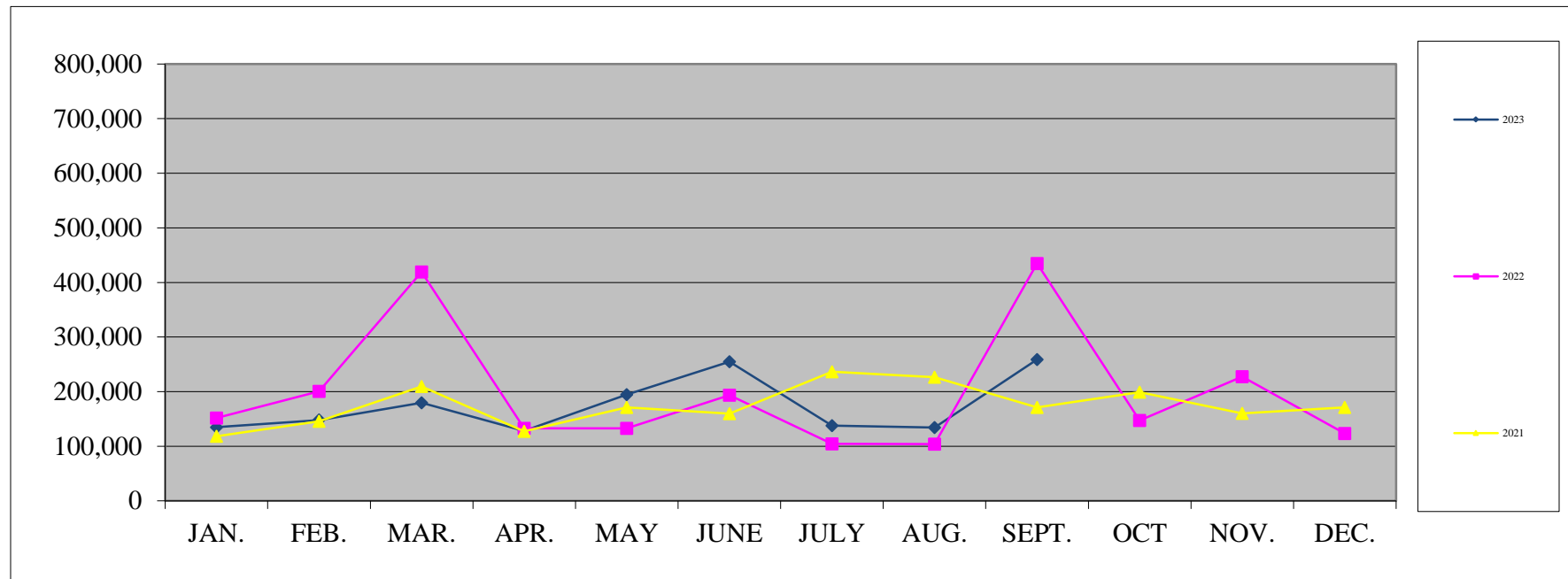
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2023	5,993	7,320	6,890	7,743	7,734	7,572	6,791	5,945	6,801				62,789
2022	4,764	6,260	6,557	4,258	5,965	6,660	4,613	4,040	7,352	8,289	5,940	3,564	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
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131



FUEL FLOWAGE

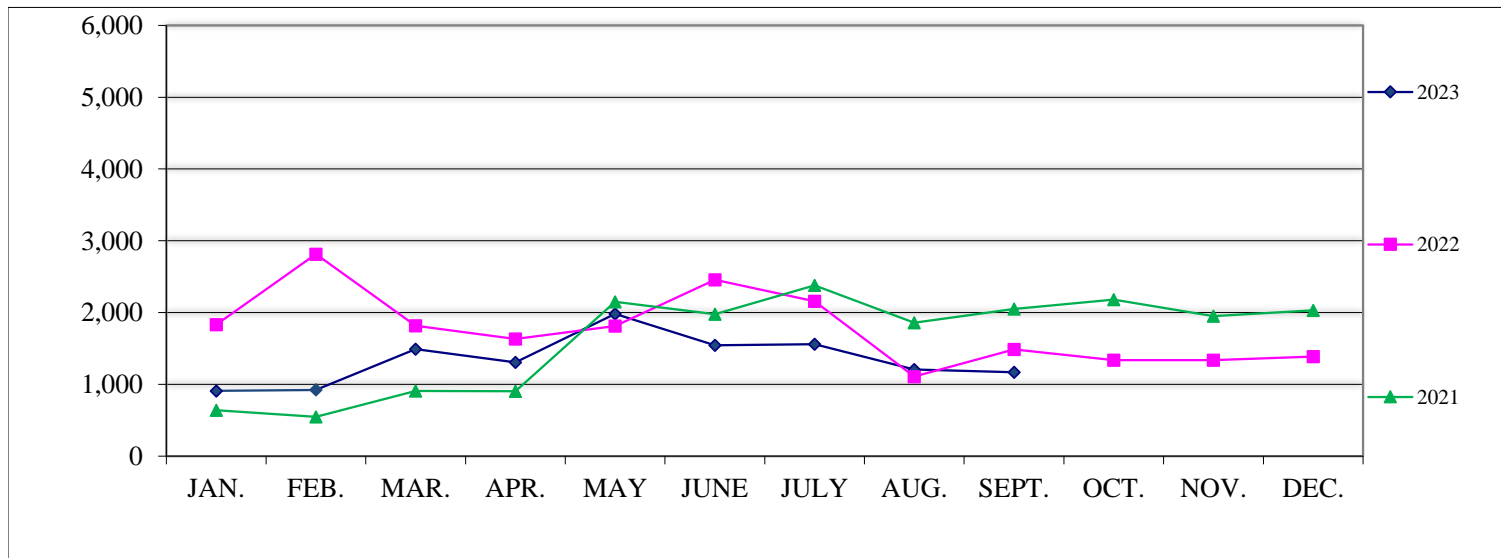
Gallons of Fuel Sold at SLN

	<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>
2023	134,955	147,775	179,414	128,122	194,746	254,599	137,603	134,249	258,893				1,570,356
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
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981



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>
2023	910	922	1,489	1,307	1,982	1,544	1,558	1,209	1,167	1,338	1,339	1,386	12,088
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
2013	166	191	205	214	243	218	202	205	161	178	212	243	2,438



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

SALINA Airport *Authority*

SEPTEMBER 2023

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 September 30, 2023

10/14/2023

	Sep 30, 23	Aug 31, 23	\$ Change	Sep 30, 22	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	9,151,863	9,730,938	-579,075	2,064,516	7,087,347	343%
Cash in bank-Operating Funds	2,073,631	2,160,036	-86,405	1,706,215	367,416	22%
Cash in Bank - AIM Center	993	0	993	0	993	100%
Cash in Bank - Mill Levy	777,092	605,107	171,985	728,642	48,450	7%
Total Checking/Savings	12,003,579	12,496,081	-492,502	4,499,373	7,504,206	167%
Accounts Receivable						
Accounts Receivable	182,627	48,456	134,171	238,427	-55,800	-23%
Total Accounts Receivable	182,627	48,456	134,171	238,427	-55,800	-23%
Other Current Assets						
Agri Land Receivable	71,000	71,000	0	0	71,000	100%
Mill Levy receivable	61,553	235,117	-173,564	52,429	9,124	17%
Other current assets	810,930	816,238	-5,308	3,952,014	-3,141,084	-79%
Undeposited Funds	7,186	3,521	3,665	2,485	4,701	189%
Total Other Current Assets	950,669	1,125,876	-175,207	4,006,928	-3,056,259	-76%
Total Current Assets	13,136,875	13,670,413	-533,538	8,744,728	4,392,147	50%
Fixed Assets						
Fixed assets at cost	105,660,810	104,277,328	1,383,482	100,316,083	5,344,727	5%
Less accumulated depreciation	-55,703,721	-55,453,721	-250,000	-52,181,013	-3,522,708	-7%
Total Fixed Assets	49,957,089	48,823,607	1,133,482	48,135,070	1,822,019	4%
Other Assets						
Deferred Outflow of Resources	1,147,779	1,147,779	0	1,085,654	62,125	6%
Other assets	3,009,970	3,009,970	0	3,331,006	-321,036	-10%
Total Other Assets	4,157,749	4,157,749	0	4,416,660	-258,911	-6%
TOTAL ASSETS	67,251,713	66,651,769	599,944	61,296,458	5,955,255	10%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	1,406,337	713,352	692,985	3,772,013	-2,365,676	-63%
Total Accounts Payable	1,406,337	713,352	692,985	3,772,013	-2,365,676	-63%
Total Credit Cards	1,523	-15	1,538	2,118	-595	-28%
Other Current Liabilities						
Accrued debt interest payable	42,567	-2,023	44,590	39,008	3,559	9%
Debt, current portion	1,760,000	1,710,000	50,000	1,710,800	49,200	3%
Deferred Agri Land Revenue	17,750	23,667	-5,917	0	17,750	100%
Deferred Mill Levy revenue	683,218	910,957	-227,739	614,014	69,204	11%
Other current liabilities	309,899	272,770	37,129	295,510	14,389	5%
Total Other Current Liabilities	2,813,434	2,915,371	-101,937	2,659,332	154,102	6%
Total Current Liabilities	4,221,294	3,628,708	592,586	6,433,463	-2,212,169	-34%
Long Term Liabilities						
Debt - Long Term	33,029,395	33,029,395	0	24,927,207	8,102,188	33%
Deferred Inflows of Resources	3,621,787	3,621,787	0	4,430,714	-808,927	-18%
Less current portion	-1,760,000	-1,710,000	-50,000	-1,710,800	-49,200	-3%
Net OPEB Liability (KPERS)	9,003	9,003	0	13,911	-4,908	-35%
Net Pension Liability	942,015	942,015	0	509,789	432,226	85%
Security Deposits Returnable	118,134	118,220	-86	94,339	23,795	25%
Total Long Term Liabilities	35,960,334	36,010,420	-50,086	28,265,160	7,695,174	27%
Total Liabilities	40,181,628	39,639,128	542,500	34,698,623	5,483,005	16%
Equity						
Invested in Capital Assets net	25,561,843	25,701,142	-139,299	26,314,290	-752,447	-3%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	957,202	817,903	139,299	-3,482,425	4,439,627	127%
Net Income	461,041	403,596	57,445	3,675,970	-3,214,929	-87%
Total Equity	27,070,086	27,012,641	57,445	26,597,835	472,251	2%
TOTAL LIABILITIES & EQUITY	67,251,714	66,651,769	599,945	61,296,458	5,955,256	10%

Salina Airport Authority
Profit & Loss Budget Performance
September 2023

3:00 PM
10/14/2023
Accrual Basis

	Sep 23	Jan - Sep 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	23,065	139,246	135,000	4,246	103%	180,000
Hangar rent	117,839	805,760	707,250	98,510	114%	943,000
Landing fees	1,914	19,288	22,913	-3,625	84%	30,550
Ramp rent	6,266	57,201	50,250	6,951	114%	67,000
Total Airfield revenue	149,084	1,021,495	915,413	106,082	112%	1,220,550
Building and land rent						
Agri land rent	73,295	121,129	53,250	67,879	227%	71,000
Building rents - Long Term						
Short-term leasing	28,832	308,641	424,500	-115,859	73%	566,000
Building rents - Long Term - Other	88,451	796,873	636,750	160,123	125%	849,000
Total Building rents - Long Term	117,283	1,105,514	1,061,250	44,264	104%	1,415,000
Land rent						
Basic Land Rent	10,555	102,551	95,680	6,871	107%	127,574
Property tax - tenant share	9,167	82,500	80,570	1,930	102%	107,426
Total Land rent	19,722	185,051	176,250	8,801	105%	235,000
Tank rent	1,220	10,980	10,980	0	100%	14,640
Total Building and land rent	211,520	1,422,674	1,301,730	120,944	109%	1,735,640
Other revenue						
Airport Marketing	0	20,000	15,000	5,000	133%	20,000
ARFF Training	4,320	4,320	0	4,320	100%	0
Commissions	0	19,638	15,000	4,638	131%	20,000
Other income	9,244	42,004	56,250	-14,246	75%	75,000
Total Other revenue	13,564	85,962	86,250	-288	100%	115,000
Total Income	374,168	2,530,131	2,303,393	226,738	110%	3,071,190
Gross Income	374,168	2,530,131	2,303,393	226,738	110%	3,071,190
Expense						
Administrative expenses						
A/E, consultants, brokers	7,450	72,995	35,000	37,995	209%	46,667
Airport promotion	22,452	195,260	188,250	7,010	104%	251,000
Bad Debt Expense	0	0	3,750	-3,750	0%	5,000
Computer/Network Admin.	2,891	33,156	39,240	-6,084	84%	52,320
Dues and subscriptions	1,431	21,409	21,878	-469	98%	29,170
Employee retirement	10,624	71,116	69,362	1,754	103%	92,483
FICA and medicare tax expense	8,490	56,521	54,985	1,536	103%	73,313
Industrial development	4,792	43,125	45,000	-1,875	96%	60,000
Insurance , property	18,750	169,167	168,750	417	100%	225,000
Insurance, medical	17,748	160,170	166,500	-6,330	96%	222,000
Kansas unemployment tax	0	475	750	-275	63%	1,000
Legal and accounting	600	47,000	45,000	2,000	104%	60,000
Office salaries	83,515	453,635	449,770	3,865	101%	599,693
Office Supplies	297	4,267	7,500	-3,233	57%	10,000
Other administrative expense	1,003	10,325	11,138	-813	93%	14,850
Postage	115	1,626	1,500	126	108%	2,000
Property appraisal expense	0	0	0	0	0%	0
Property tax expense	12,083	108,750	108,750	0	100%	145,000
Special Events	369	1,099	1,500	-401	73%	2,000
Telephone	1,519	14,345	21,150	-6,805	68%	28,200
Training	0	4,457	8,513	-4,056	52%	11,350
Travel and meetings	543	4,794	11,250	-6,456	43%	15,000
Total Administrative expenses	194,672	1,473,692	1,459,536	14,156	101%	1,946,046

	<u>Sep 23</u>	<u>Jan - Sep 23</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	7,147	45,087	37,500	7,587	120%	50,000
Airport Security	0	1,648	1,875	-227	88%	2,500
Building maintenance	16,843	171,671	138,750	32,921	124%	185,000
Equipment fuel and repairs	7,136	65,846	60,000	5,846	110%	80,000
Fire Services	1,250	3,646	24,000	-20,354	15%	32,000
Grounds maintenance	1,411	13,852	16,500	-2,648	84%	22,000
Maintenance salaries	48,518	308,630	299,268	9,362	103%	399,024
Other maintenance expenses	1,393	13,783	16,500	-2,717	84%	22,000
Snow removal expense	0	413	15,000	-14,587	3%	20,000
Utilities	14,913	165,506	210,000	-44,494	79%	280,000
Total Maintenance expenses	<u>98,611</u>	<u>790,082</u>	<u>819,393</u>	<u>-29,311</u>	<u>96%</u>	<u>1,092,524</u>
Total Expense	<u>293,283</u>	<u>2,263,774</u>	<u>2,278,929</u>	<u>-15,155</u>	<u>99%</u>	<u>3,038,570</u>
Net Ordinary Income	80,885	266,357	24,464	241,893	1,089%	32,620
Other Income/Expense						
Other Income						
Capital contributed	0	712,318	1,875,000	-1,162,682	38%	2,500,000
Gain on sale of assets	0	29,653	0	29,653	100%	0
Interest income						
Int. Income -2023 Bond Proceeds	39,724	139,592	19,500	120,092	716%	26,000
Interest income on deposits	4,107	70,055	7,500	62,555	934%	10,000
Total Interest income	<u>43,831</u>	<u>209,647</u>	<u>27,000</u>	<u>182,647</u>	<u>776%</u>	<u>36,000</u>
Mill levy income	227,739	2,056,074	2,049,653	6,421	100%	2,732,871
Total Other Income	<u>271,570</u>	<u>3,007,692</u>	<u>3,951,653</u>	<u>-943,961</u>	<u>76%</u>	<u>5,268,871</u>
Other Expense						
Debt interest expense net						
Bond issue cost	420	161,696	105,000	56,696	154%	105,000
Interest Expense on Debt	44,591	401,315	401,314	1	100%	535,086
Total Debt interest expense net	<u>45,011</u>	<u>563,011</u>	<u>506,314</u>	<u>56,697</u>	<u>111%</u>	<u>640,086</u>
Depreciation expense	250,000	2,250,000	2,250,000	0	100%	3,000,000
Total Other Expense	<u>295,011</u>	<u>2,813,011</u>	<u>2,756,314</u>	<u>56,697</u>	<u>102%</u>	<u>3,640,086</u>
Net Other Income	<u>-23,441</u>	<u>194,681</u>	<u>1,195,339</u>	<u>-1,000,658</u>	<u>16%</u>	<u>1,628,785</u>
Net Income	<u><u>57,444</u></u>	<u><u>461,038</u></u>	<u><u>1,219,803</u></u>	<u><u>-758,765</u></u>	<u><u>38%</u></u>	<u><u>1,661,405</u></u>

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through September 2023

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 10/14/2023
 Accrual Basis

	<u>Jan - Sep 23</u>	<u>Jan - Sep 22</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	139,246	168,457	-29,211	-17%
Hangar rent	805,760	759,271	46,489	6%
Landing fees	19,288	32,558	-13,270	-41%
Ramp rent	57,201	50,122	7,079	14%
Total Airfield revenue	1,021,495	1,010,408	11,087	1%
Building and land rent				
Agri land rent	121,129	69,120	52,009	75%
Building rents - Long Term				
Short-term leasing	308,641	348,491	-39,850	-11%
Building rents - Long Term - Other	796,873	694,686	102,187	15%
Total Building rents - Long Term	1,105,514	1,043,177	62,337	6%
Land rent				
Basic Land Rent	102,551	117,311	-14,760	-13%
Property tax - tenant share	82,500	80,570	1,930	2%
Total Land rent	185,051	197,881	-12,830	-6%
Tank rent	10,980	10,980	0	0%
Total Building and land rent	1,422,674	1,321,158	101,516	8%
Other revenue				
Airport Marketing	20,000	20,000	0	0%
ARFF Training	4,320	5,610	-1,290	-23%
Commissions	19,638	20,135	-497	-2%
Other income	42,004	72,705	-30,701	-42%
Total Other revenue	85,962	118,450	-32,488	-27%
Total Income	2,530,131	2,450,016	80,115	3%
Gross Income	2,530,131	2,450,016	80,115	3%
Expense				
Administrative expenses				
A/E, consultants, brokers	72,995	75,319	-2,324	-3%
Airport promotion				
Air Serv. Mktg - SAA	185,920	183,004	2,916	2%
Airport promotion - Other	9,339	5,734	3,605	63%
Total Airport promotion	195,259	188,738	6,521	3%
Computer/Network Admin.	33,156	28,293	4,863	17%
Dues and subscriptions	21,409	25,271	-3,862	-15%
Employee retirement	71,116	67,175	3,941	6%
FICA and medicare tax expense	56,521	54,730	1,791	3%
Industrial development	43,125	43,125	0	0%
Insurance , property	169,167	173,465	-4,298	-2%
Insurance, medical	160,170	146,646	13,524	9%
Kansas unemployment tax	475	715	-240	-34%
Legal and accounting	47,000	49,509	-2,509	-5%
Office salaries	453,635	445,389	8,246	2%
Office Supplies	4,267	9,137	-4,870	-53%
Other administrative expense				
Merchant Processing Fees	6,034	5,731	303	5%
Other administrative expense - Other	4,290	4,539	-249	-5%
Total Other administrative expense	10,324	10,270	54	1%
Postage	1,626	1,077	549	51%
Property tax expense	108,750	108,424	326	0%
Special Events	1,099	1,423	-324	-23%
Telephone	14,345	14,497	-152	-1%
Training	4,457	7,148	-2,691	-38%
Travel and meetings	4,794	12,579	-7,785	-62%
Total Administrative expenses	1,473,690	1,462,930	10,760	1%

	<u>Jan - Sep 23</u>	<u>Jan - Sep 22</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	45,087	47,416	-2,329	-5%
Airport Security	1,648	377	1,271	337%
Building maintenance	171,671	164,358	7,313	4%
Equipment fuel and repairs	65,846	62,075	3,771	6%
Fire Services	3,646	4,753	-1,107	-23%
Grounds maintenance	13,852	17,976	-4,124	-23%
Maintenance salaries	308,630	297,613	11,017	4%
Other maintenance expenses	13,783	20,002	-6,219	-31%
Snow removal expense	413	8,740	-8,327	-95%
Utilities	165,506	217,536	-52,030	-24%
Total Maintenance expenses	<u>790,082</u>	<u>840,846</u>	<u>-50,764</u>	<u>-6%</u>
Total Expense	<u>2,263,772</u>	<u>2,303,776</u>	<u>-40,004</u>	<u>-2%</u>
Net Ordinary Income	266,359	146,240	120,119	82%
Other Income/Expense				
Other Income				
Capital contributed				
ARPA Grant No. 45 - Equipment	0	0	0	0%
ARPA Grant No. 45 - Operating	0	75,272	-75,272	-100%
Capital contributed - Other	712,318	4,299,358	-3,587,040	-83%
Total Capital contributed	<u>712,318</u>	<u>4,374,630</u>	<u>-3,662,312</u>	<u>-84%</u>
Gain on sale of assets	29,653	0	29,653	100%
Interest income				
Int. Income -2023 Bond Proceeds	139,592	0	139,592	100%
Interest income on deposits	70,055	5,775	64,280	1,113%
Total Interest income	<u>209,647</u>	<u>5,775</u>	<u>203,872</u>	<u>3,530%</u>
Mill levy income	2,056,074	1,842,041	214,033	12%
Total Other Income	<u>3,007,692</u>	<u>6,222,446</u>	<u>-3,214,754</u>	<u>-52%</u>
Other Expense				
2021-05-26 Storm Damage Repairs	0	7,107	-7,107	-100%
2021-12-15 Storm Damage Repairs	0	71,787	-71,787	-100%
Debt interest expense net				
Bond issue cost	161,696	11,640	150,056	1,289%
Interest Expense on Debt	401,315	423,398	-22,083	-5%
Total Debt interest expense net	<u>563,011</u>	<u>435,038</u>	<u>127,973</u>	<u>29%</u>
Depreciation expense	2,250,000	2,178,783	71,217	3%
Total Other Expense	<u>2,813,011</u>	<u>2,692,715</u>	<u>120,296</u>	<u>4%</u>
Net Other Income	<u>194,681</u>	<u>3,529,731</u>	<u>-3,335,050</u>	<u>-94%</u>
Net Income	<u><u>461,040</u></u>	<u><u>3,675,971</u></u>	<u><u>-3,214,931</u></u>	<u><u>-87%</u></u>

Salina Airport Authority
Capital Additions Budget vs. Actual
 As of September 30, 2023

3:09 PM
 10/14/2023
 Accrual Basis

	Sep 23	Jan - Sep 23	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab		8,947	50,410	-41,463	18%
AIP-47 Fuel Farm-A/E & Bidding		212,048	200,000	12,048	106%
AIP-48 Rwy 12/30 Rehab Design		0	375,000	-375,000	0%
AIP-49 Fuel Farm Construction	8,326	12,618	8,417,585	-8,404,967	0%
AIP-XX AFFF to F3 Transition		5,595	25,000	-19,405	22%
AIP-XX SRE Equip A/E & Acq.		1,775	45,000	-43,225	4%
AIP-XX Term. Bldg. Exp. Design		52,259	55,000	-2,741	95%
AIP-XX Term. Parking Lot Design		20,900	560,000	-539,100	4%
Airfield Improvements	43,107	57,165	50,000	7,165	114%
Fuel Farm Construction-Non Fed	1,550	28,028	1,860,000	-1,831,972	2%
GA Hangar Construction	578,686	853,908	2,912,809	-2,058,901	29%
Rwys 17/35 - 12/30 LED Lighting		57,128	30,000	27,128	190%
Total Airfield	631,669	1,310,371	14,580,804	-13,270,433	9%
Buildings & Improvements					
Bldg. 120 Terminal building					
Concourse Imps.		7,200	20,000	-12,800	36%
Total Bldg. 120 Terminal building	0	7,200	20,000	-12,800	36%
Building improvements					
Bldg. 412 Imps.		36,475	25,000	11,475	146%
Bldg. 520 Imps.		708	20,000	-19,292	4%
Bldg. Imps. Other	8,178	50,379	75,000	-24,621	67%
Hangar 504 Improvements		2,604	10,000	-7,396	26%
Hangar 626 Rehabilitation	722,660	2,087,077	5,020,000	-2,932,923	42%
Hangar 959 Rehabilitation		58,750	100,000	-41,250	59%
Total Building improvements	730,838	2,235,993	5,250,000	-3,014,007	43%
FBO Improvements					
Bldg. 700 Imps. Avflight North	4,370	4,370	20,000	-15,630	22%
Hangar 409-1 Imps Avflight So.		0	20,000	-20,000	0%
Total FBO Improvements	4,370	4,370	40,000	-35,630	11%
Pumphouse 305		5,069	15,000	-9,931	34%
Total Buildings & Improvements	735,208	2,252,632	5,325,000	-3,072,368	42%
Equipment					
Airfield Equipment		10,211	15,000	-4,789	68%
ARFF equipment		1,732	25,000	-23,268	7%
Communications equipment		0	20,000	-20,000	0%
Computer equipment	12,805	12,805	15,000	-2,195	85%
Industrial center equipment	3,800	3,800	25,000	-21,200	15%
Office equipment		0	7,500	-7,500	0%
Other Equipment		0	15,000	-15,000	0%
Shop equipment		7,900	15,000	-7,100	53%
Terminal bldg equipment		0	10,000	-10,000	0%
Total Equipment	16,605	36,448	147,500	-111,052	25%
Land					
Airport Indust. Cent. Imps.		1,955	15,000	-13,045	13%
Rail Spur Imps.		0	20,000	-20,000	0%
Total Land	0	1,955	35,000	-33,045	6%
Total Fixed assets at cost	1,383,482	3,601,406	20,088,304	-16,486,898	18%

Salina Airport Authority

Significant Capital Expenditures Detail

September 2023

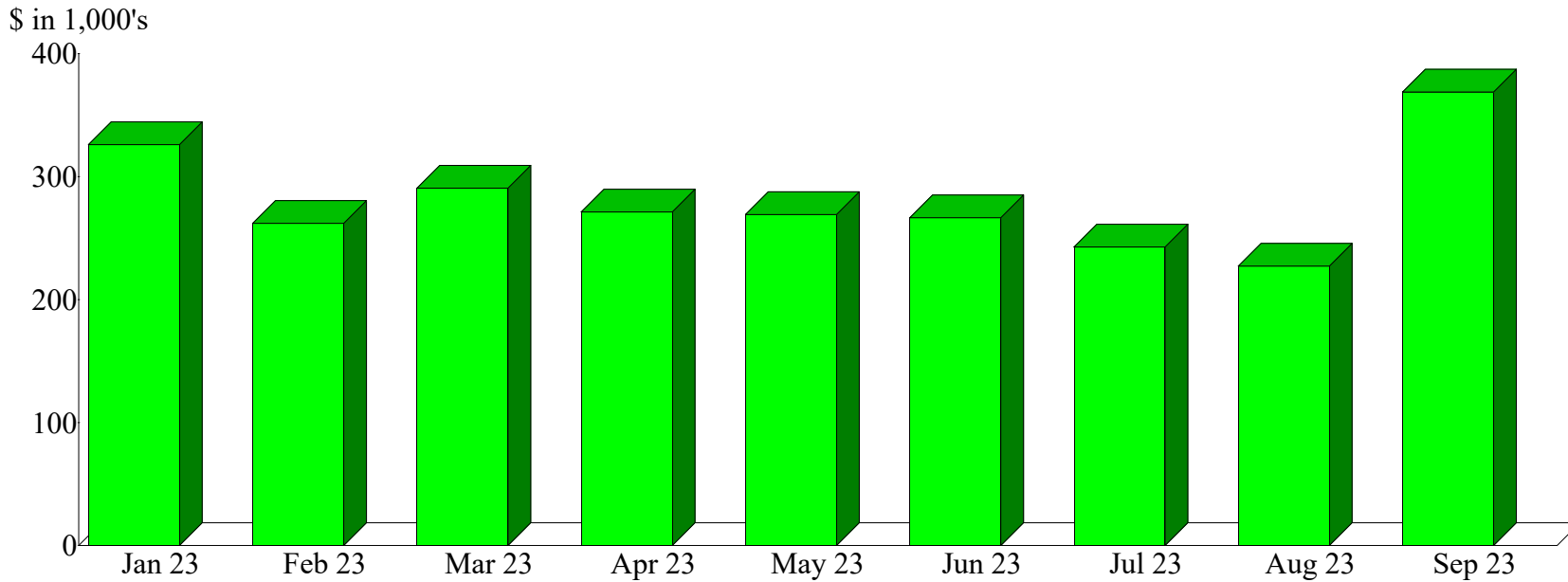
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-49 Fuel Farm Construction					
Bill	09/29/2023	City of Salina, Kansas	Commercial Plan Review Fee	6,908.47	6,908.47
Bill	09/30/2023	Clark, Mize & Linville	AIP 49/FF - 7.1 hrs	1,417.00	8,325.47
Total AIP-49 Fuel Farm Construction				8,325.47	8,325.47
Airfield Improvements					
Bill	09/01/2023	APAC-Kansas, Inc., Shears Div.	Heave repair	39,100.45	39,100.45
Bill	09/07/2023	Dellinger Fence Co.	Labor and material to replace 20' gate damaged by auto	4,007.00	43,107.45
Total Airfield Improvements				43,107.45	43,107.45
Fuel Farm Construction-Non Fed					
Bill	09/08/2023	Lowe's Business Account Inc	Pole Shed - Electrical wire and electrical components	465.06	465.06
Bill	09/11/2023	Lowe's Business Account Inc	Pole Shed - Electrical wire and electrical components	261.41	726.47
Bill	09/12/2023	Lowe's Business Account Inc	Pole Shed - Electrical wire and electrical components	215.29	941.76
Bill	09/13/2023	Border States Industries, Inc.	Pole Shed - Electric photo control swivel, flushmount button	127.89	1,069.65
Bill	09/13/2023	Border States Industries, Inc.	Pole Shed - Wall pack light fixtures	423.07	1,492.72
Bill	09/14/2023	Lowe's Business Account Inc	Shop pole shed - electrical box, connectors	57.27	1,549.99
Total Fuel Farm Construction-Non Fed				1,549.99	1,549.99
GA Hangar Construction					
Bill	09/14/2023	Earles Engineering & Inspections...	80% complete - final design	1,600.00	1,600.00
Bill	09/29/2023	City of Salina, Kansas	Commercial Plan Review Fee	4,983.01	6,583.01
Bill	09/30/2023	Bret Givens Construction, Inc.	Buildings 1 and 3 delivered	571,703.00	578,286.01
Bill	09/30/2023	Earles Engineering & Inspections...	Final progress estimate - final design	400.00	578,686.01
Total GA Hangar Construction				578,686.01	578,686.01
Total Airfield				631,668.92	631,668.92
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other					
Bill	09/21/2023	Comfort Heating & Air, LLC	B520, Unit A - install 3 phase heat pump	8,177.65	8,177.65
Total Bldg. Imps. Other				8,177.65	8,177.65
Hangar 626 Rehabilitation					
Bill	09/30/2023	Hutton Corporation	Progress billing H626 Remodel	4,920.00	4,920.00
Bill	09/30/2023	Hutton Corporation	H626 Renovations Progress Payment September 2023	717,739.88	722,659.88
Total Hangar 626 Rehabilitation				722,659.88	722,659.88
Total Building improvements				730,837.53	730,837.53
FBO Improvements					
Bldg. 700 Imps. Avflight North					
Bill	09/20/2023	Superior Plumbing and Heating, L...	Bldg 700 - remove water heater and install Rinnai	4,370.00	4,370.00
Total Bldg. 700 Imps. Avflight North				4,370.00	4,370.00
Total FBO Improvements				4,370.00	4,370.00
Total Buildings & Improvements				735,207.53	735,207.53
Equipment					
Computer equipment					
Bill	09/14/2023	Nex-Tech Communications, LLC	DS laptop, product and labor	3,028.63	3,028.63
Bill	09/14/2023	Nex-Tech Communications, LLC	Tech fee	45.43	3,074.06
Bill	09/15/2023	Nex-Tech Communications, LLC	Dep. XD desktop computer	2,326.24	5,400.30
Bill	09/15/2023	Nex-Tech Communications, LLC	Mgr. of Operations desktop computer	1,960.84	7,361.14
Bill	09/18/2023	Nex-Tech Communications, LLC	Laptop purchased and installed	3,028.63	10,389.77
Bill	09/18/2023	Nex-Tech Communications, LLC	Tech fee	45.43	10,435.20
Bill	09/27/2023	Century Business Systems, Inc.	Purchase of Savin printer/coper for H600, room 100	2,370.00	12,805.20
Total Computer equipment				12,805.20	12,805.20
Industrial center equipment					
Bill	09/08/2023	Sharp Performance LLC	(2) sets of bleachers	3,800.00	3,800.00
Total Industrial center equipment				3,800.00	3,800.00
Total Equipment				16,605.20	16,605.20
Total Fixed assets at cost				1,383,481.65	1,383,481.65
TOTAL				1,383,481.65	1,383,481.65

Salina Airport Authority
Distributions from the GO Temp Note Project Funds
As of September 30, 2023

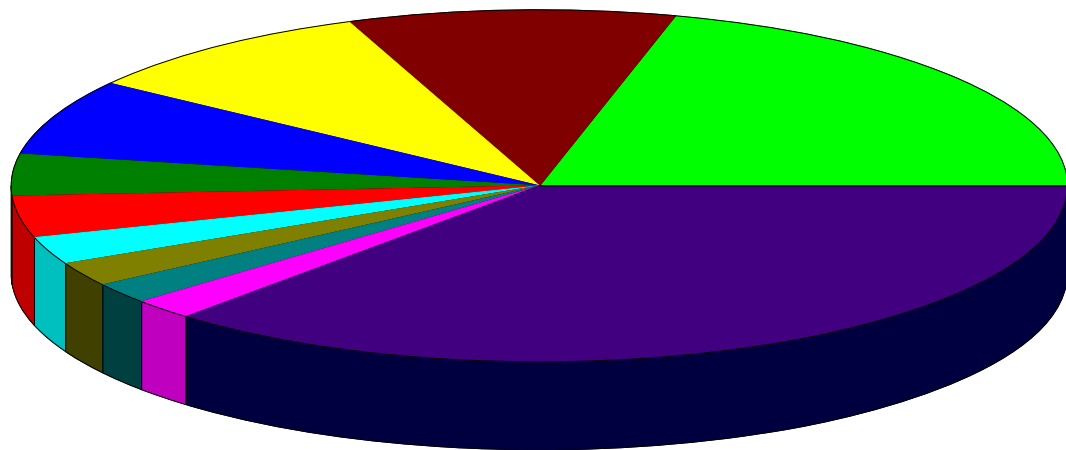
Type	Date	Name	Memo	Debit	Credit	Balance
Cash in Bank-Bond Funds						9,834.22
BSB 2022-1 GO Temp Note (9668)						9,834.22
Bill Pmt -Check	09/13/2023	Hutton Corporation	Hangar H626 Remodel, progress estimate #10		4,920.00	4,914.22
Deposit	09/30/2023		Interest	7.44		4,921.66
Total BSB 2022-1 GO Temp Note (9668)						4,921.66
Total Cash in Bank-Bond Funds						4,921.66
TOTAL				7.44	4,920.00	4,921.66

Sales by Month
January through September 2023

Dollar Sales



Sales Summary
January through September 2023

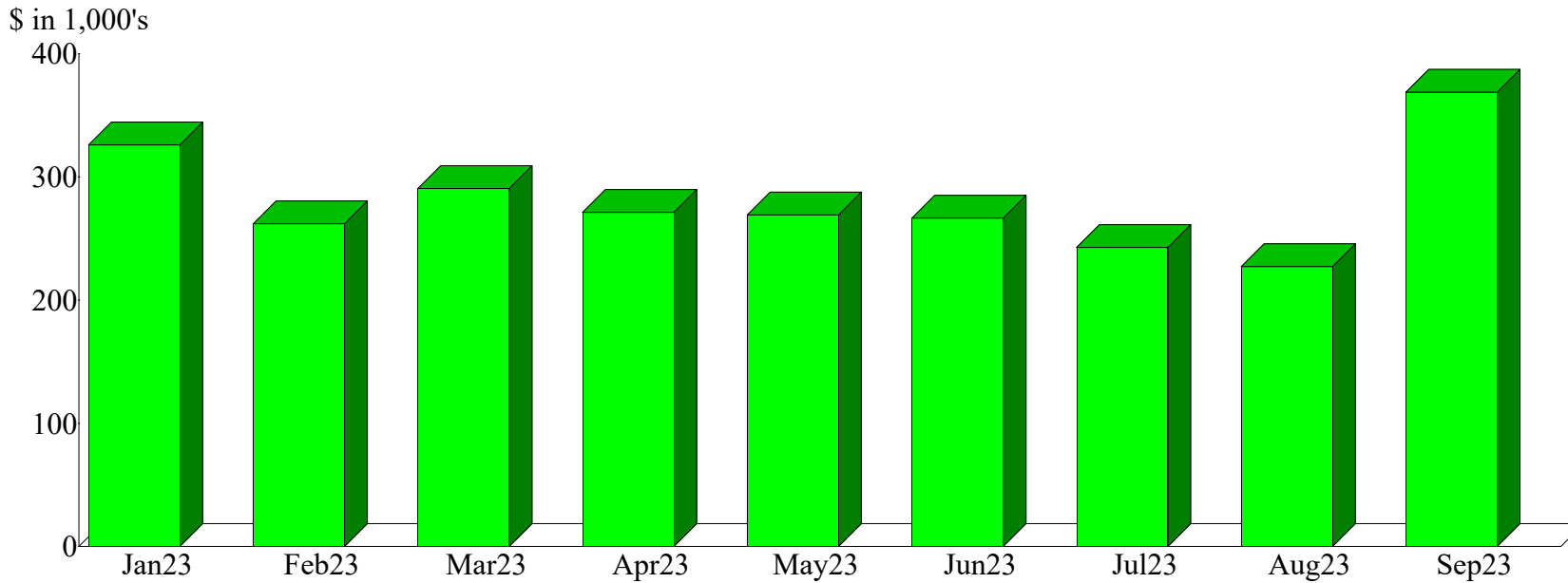


1 Vision Aviation, PLLC	21.00%
Avflight Salina	10.13
Kansas Erosion Products, LLC.	9.23
Stryten Salina, LLC	7.14
K-State Salina	3.86
Universal Forest Products (UFP)	3.85
SFC Global Supply Chain	2.61
Nellis AFB	2.36
Durham School Service, L.P.	1.99
SkyWest Airlines, Inc.	1.92
Other	35.91
Total	\$2,524,928.08

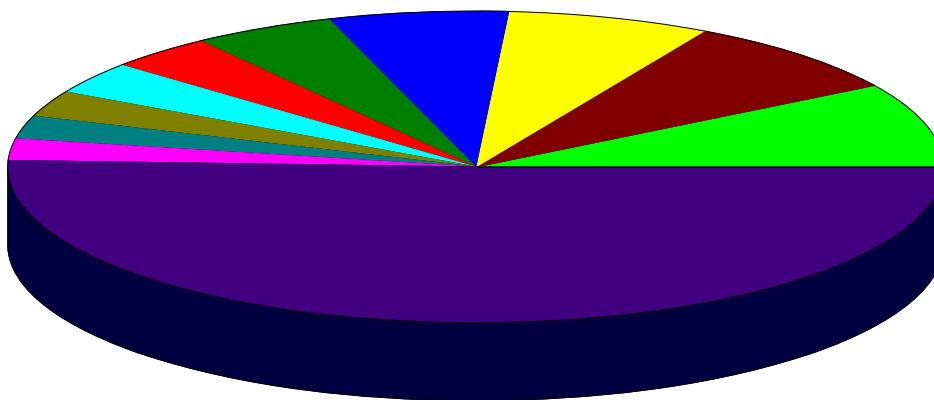
By Customer

Sales by Month
January through September 2023

Dollar Sales



Sales Summary
January through September 2023



H-00959-1 (Hangar Facility H959 - 2044 S	8.77%
H-0606-3 (Hangar 606, 2630 Arnold Court	8.26
B-01021 (Building #1021 located at 3600	7.03
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.26
FFF-Avflight Salina (Fuel Flowage Fee @	5.05
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.66
B-00620-1 (Building #620 (30,000 SF) an	3.40
Insurance(CP) (Insurance Reimbursement)	2.84
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.39
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.30
Other	50.03
Total	\$2,524,928.08

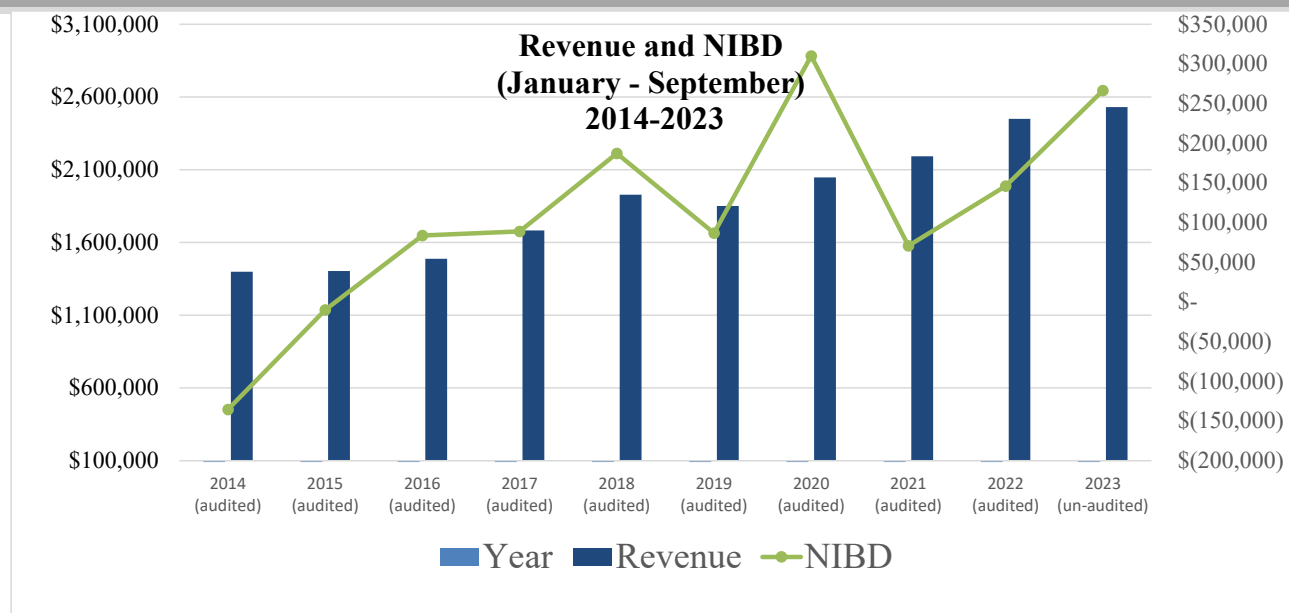
By Item

10-Year Operating Revenue and Expense Analysis

January - September

2014-2023

	2014 (audited)	2015 (audited)	2016 (audited)	2017 (audited)	2018 (audited)	2019 (audited)	2020 (audited)	2021 (audited)	2022 (audited)	2023 (un-audited)
TOTAL REVENUES										
OPERATING REVENUES										
Airfield	\$ 388,353	\$ 396,194	\$ 435,091	\$ 388,023	\$ 437,089	\$ 568,385	\$ 579,277	\$ 696,973	\$ 841,952	\$ 882,249
Fuel flowage fees	85,808	115,915	113,033	163,501	162,608	148,738	149,136	132,969	168,456	139,246
Building and land rent	895,024	822,297	879,289	1,004,581	1,047,811	1,024,780	1,170,594	1,290,137	1,321,158	1,422,674
Other revenue	29,744	69,904	61,203	126,919	280,492	109,639	148,466	72,433	118,450	85,962
TOTAL OPERATING REVENUES	1,398,928	1,404,310	1,488,616	1,683,024	1,928,000	1,851,542	2,047,473	2,192,512	2,450,016	2,530,131
TOTAL EXPENSES										
OPERATING EXPENSES										
Administrative	885,838	883,408	913,010	947,584	1,141,922	1,134,432	1,143,667	1,293,247	1,462,930	1,473,690
Maintenance	648,395	530,706	491,809	646,560	598,724	630,304	593,699	828,340	840,846	790,082
TOTAL OPERATING EXPENSES	1,534,232	1,414,114	1,404,820	1,594,144	1,740,646	1,764,736	1,737,366	2,121,587	2,303,776	2,263,772
OPERATING INCOME BEFORE DEPRECIATION	\$(135,304)	\$(9,803)	\$ 83,796	\$ 88,880	\$ 187,354	\$ 86,806	\$ 310,107	\$ 70,925	\$ 146,240	\$ 266,359



RESOLUTION NO. 23-16

A RESOLUTION AUTHORIZING THE OFFERING FOR SALE OF TAXABLE GENERAL OBLIGATION TEMPORARY NOTES, SERIES 2023-1, OF THE SALINA AIRPORT AUTHORITY (SALINA, KANSAS).

WHEREAS, the Board of Directors (the “Governing Body”) of the Salina Airport Authority (Salina, Kansas) (the “Issuer”), has previously authorized certain internal improvements generally described as follows (collectively, the “Improvements”):

<u>Project Description</u>	<u>Resolution No.</u>	<u>Authority (K.S.A.)</u>	<u>Amount</u>
Fuel Facility Project	23-12	K.S.A. 27-315 to 27-326 inclusive	\$5,000,000*

*exclusive of costs of issuance and financing costs

WHEREAS, it is necessary for the Issuer to provide additional cash funds to meet its obligations incurred in constructing Improvements prior to the completion thereof and it is desirable and in the interest of the Issuer that such funds be raised by the issuance of temporary notes of the Issuer; and

WHEREAS, the Issuer has selected the firm of Stifel, Nicolaus & Company, Incorporated, Kansas City, Missouri (the “Municipal Advisor”), as Municipal Advisor for one or more series of temporary notes of the Issuer to be issued in order to provide funds to temporarily finance a portion of the costs of Fuel Facility Project; and

WHEREAS, the Issuer desires to authorize the Municipal Advisor to proceed with the offering for sale of the temporary notes and related activities; and

WHEREAS, the Issuer desires to authorize the Municipal Advisor, in conjunction with the Issuer’s staff, and Gilmore & Bell, P.C., the Issuer’s bond counsel (“Bond Counsel”), to proceed with the preparation distribution of a term sheet or such other offering materials as are necessary to identify a purchaser for the Issuer’s temporary notes and to authorize the distribution thereof and all other preliminary action necessary to sell the temporary notes.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY, SALINA, KANSAS, AS FOLLOWS:

Section 1. The Municipal Advisor, in conjunction with the Executive Director and Director of Administration and Finance, is hereby authorized to proceed with the offering for sale of the Issuer’s Taxable General Obligation Temporary Notes, Series 2023-1 (the “Notes”). The Notes shall be sold, subject to the approving opinion of Bond Counsel, on a negotiated basis to a purchaser or purchasers (collectively the “Purchaser”) to be designated by the Chair or Vice Chair in the Chair’s absence or abstention, in consultation with the Executive Director and Director of Administration and Finance, after evaluating proposals submitted by prospective purchasers based on a request for proposals prepared by the Municipal Advisor. The timing of offering for sale, the pricing, the determination of the structuring and repayment terms of the Notes and the selection of various other professionals necessary to complete the issuance of the Notes, shall be determined by the Executive Director and Director of Administration and Finance, in consultation with Municipal Advisor and Bond Counsel.

The confirmation of the sale of the Notes shall be subject to the execution of a note purchase agreement between the Purchaser and the Issuer (the “Note Purchase Agreement”) in a form approved by

Bond Counsel and the Issuer's legal counsel, the adoption of a resolution by the Governing Body authorizing the issuance of the Notes and the execution of various documents necessary to deliver the Notes.

Section 2. The Chair, or Vice Chair in the Chair's absence or abstention, Executive Director, Director of Administration and Finance or other officers and representatives of the Issuer, the Municipal Advisor and Bond Counsel are hereby authorized and directed to take such other action as may be necessary to carry out the sale of the Notes. The Chair is hereby authorized and directed to execute the engagement letter related to services to be provided by the Municipal Advisor in connection herewith.

The transactions described in this Resolution may be conducted, and documents related to the Notes may be sent, received, executed, and stored, by electronic means or transmissions. Copies, telecopies, electronic files and other reproductions of original executed documents (or documents executed by electronic means or transmissions) shall be deemed to be authentic and valid counterparts of such documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

Section 3. This Resolution shall be in full force and effect from and after its adoption.

ADOPTED by the governing body of the Authority on October 18, 2023.

**SALINA AIRPORT AUTHORITY
(SALINA, KANSAS)**

Name: Tod Roberg
Chair

(SEAL)

ATTEST:

By: _____
Name: Kasey Windhorst
Board Clerk

\$5,000,000
(subject to change)
SALINA AIRPORT AUTHORITY
TAXABLE GENERAL OBLIGATION TEMPORARY NOTES
SERIES 2023-1

TERMS SHEET

PRINCIPAL:	\$5,000,000 (subject to change)
MATURITY:	December 1, 2024
RATE:	Fix Rate, To Be Determined
DATED AND DELIVERY DATE:	On or about December 6, 2023
INTEREST PAYMENTS:	At maturity or earlier optional redemption. Interest calculated on a 30/360 day count basis.
OPTIONAL REDEMPTION:	Callable August 1, 2024 and anytime thereafter in whole or in part @ 100% plus accrued interest.
SECURITY:	To be repaid from the issuance of general obligation bonds or notes and, if not so paid, from the Authority's ability to levy unlimited ad valorem property taxes.
PROJECT:	The Authority has authorized the construction of a new above-ground aviation fuel facility (the "Project"), which includes decommissioning the existing fuel facility and installation of a new fueling system and supporting access road and all other improvements necessary and related thereto. The total cost of the Project is estimated to be \$9,800,000, with \$5,000,000 being provided from proceeds from the sale of the Notes and the balance being provided from previously issued general obligation bonds and federal grant funds.
FORM AND DENOMINATIONS:	The Authority will prepare registered physical certificate(s) in the full principal amount of the Notes that will be delivered to the successful purchaser(s) at closing. The Authority will consider issuing the Notes in "book-entry only" form only if the purchaser a.) is a DTC member institution and b.) receives approval from the Authority prior to submitting an executed Terms Sheet. All costs associated with such method of delivery will be the sole responsibility of the purchaser.
PAYING AGENT AND BOND REGISTRAR:	Kansas State Treasurer
BOND COUNSEL/PLACEMENT AGENT:	Gilmore & Bell / Stifel, Nicolaus & Company
RATING:	Not Rated
SEC RULE 15C2-12 EXEMPTION:	Because the Authority intends to directly place the Bonds with a financial institution, the Authority has not prepared an official statement for the Notes and is not making a continuing disclosure undertaking under SEC Rule 15c2-12, with respect to this issue. By signing this Terms Sheet the Institution(s) listed below acknowledge(s) that they (a) are capable of evaluating credit risks of the Notes; (b) and have obtained necessary information to evaluate the structure and credit of the Notes; (c) have not relied on representations of the Authority or its representatives to make the decision to purchase the Notes; and (d) do not intend to sell or redistribute the Notes
TAX STATUS:	Interest on the Notes is <u>not</u> exempt from federal income taxation. Interest on the Notes is exempt from Kansas state income taxation.

If interested in purchasing the Notes, please e-mail a completed version of this form to Shelli Swanson at shellis@salair.org by no later than noon on Tuesday, November 7, 2023.

All costs incurred by the purchaser including but not limited to documentation review, credit analysis, safekeeping and origination, shall be the responsibility of the purchaser and will not be paid by the Authority.

<u>Principal Amount</u>	<u>Interest Rate</u>	<u>Name of Institution</u>	<u>Authorized Representative</u>	<u>Date</u>
\$ _____	_____	_____	_____	_____
\$ _____	_____	_____	_____	_____
\$ _____	_____	_____	_____	_____
\$5,000,000 Total	(must be same)			

The date of this Term Sheet is October 19, 2023.

Disclaimer: This Terms Sheet is intended solely to provide an overview of the structure and purpose of the Notes. It is not intended nor should it be considered to be completely descriptive of the transaction. Gilmore & Bell, Bond Counsel, and Stifel, Nicolaus & Company, Municipal Advisor, have assisted in the preparation and review of this Terms Sheet but have not, however, independently verified the accuracy of the information contained herein.

DRAFT

Memo: Aviation Innovation & Maintenance (AIM) Center of Excellence
Marketing/Communications and Program Administration Proposal

To: Tim Rogers, Executive Director Salina Airport Authority

From: Salina Area Chamber of Commerce

Date: October 3, 2023

Objective: To provide marketing and communication for the Aviation Innovation & Maintenance (AIM) Center of Excellence pre-apprenticeship program, as well as provide program administration.

Deliverables: The AIM Center of Excellence is being created to address the shortage of skilled workers hindering the growth and competitiveness of the aviation maintenance industry in Kansas.

The AIM Center of Excellence will provide a shared facility for local aviation businesses and education institutions to teach best practices, leadership, and skilled training for the aviation industry. The apprenticeship program will focus on aviation positions such as airframe and powerplant mechanic, sheet metal specialist, composites repairer, and electronics and avionics technician. The program aims to recruit 150 students annually through existing and expanding partnerships with Salina Area Chamber of Commerce, Kansas State University Aerospace and Technology Campus, and 1 Vision Aviation Maintenance, Repair, and Overhaul (MRO). The program will be composed of on-the-job training and classroom instruction and apprenticeship opportunities will be available for early career to experienced workers.

The AIM Center of Excellence will provide an additional 150 skilled aviation technicians annually to meet the growth demand of 1 Vision Aviation, as well as other aviation businesses located on the Salina airport and the State of Kansas. This program seeks a diverse student population with outreach and pathways for high school students, college students, transitioning workers, and military veterans.

The apprenticeship training sessions will be structured in 6-week cohorts at 25 individuals per cohort twice a semester (2 Fall, 2 Spring & 2 Summer). The program will be implemented in partnership with Salina Area Chamber of Commerce, Kansas State University and 1 Vision Aviation Maintenance, Repair, and Overhaul (MRO) to ensure that the training is relevant and meets the needs of the industry. The program focuses on both aviation innovation and aviation maintenance. With new demands and skills need with the introduction of Advanced Air Mobility and electric aircraft, the AIM Center of Excellence will specially train mechanics for new use cases using advanced technology. Students in this program have an accelerated path to becoming an FAA certified mechanic and will be uniquely prepared with the skills needed to maintain new generations of aircraft, both crewed and uncrewed.

The Chamber will work alongside the Salina Airport Authority, Kansas State University-Salina, and other partners to successfully promote and administer the AIM pre-apprenticeship program. The Chamber's scope of work will include:

- Development of marketing assets to include logo and branding development, print materials, and digital content;
- Implementation of a marketing strategy that specifically targets high school students, college students, transitioning workers, and military veterans;
- Provide communications and public relations support to the Salina Airport Authority and partners in the form of drafting press releases, and other content;
- Creation of a web landing page and registration database to collect data and information;
- Development and implementation of an orientation program that provides information and materials for pre-apprenticeship cohort students;
- Documentation and management of student training that meets registered apprenticeship standards;
- Provide support and resources to students throughout the six-week training to ensure their success and develop a plan upon completion of the program;
- On-site representation and support for student orientation and marketing activities.

The Salina Area Chamber of Commerce Team:

Renee Duxler, President/CEO

Renee has been with the Chamber since 2020, and previously served in the role of Economic & Workforce Development Director prior to stepping into the President/CEO role in April of 2023. She has her Masters in Social Work, and will be completing the courses to become a Certified Economic Developer (CEcD) in November. Renee has over 20 years experience in community development, non-profit administration, and public relations. She established the Imagine Salina website and digital marketing campaign and has extensive experience over her entire career in developing marketing campaigns and strategies. Renee also has relationships with the area school districts, post-secondary schools, local social service agencies, and area workforce center. She also has established a relationship with the Transition Assistance Program (TAP) out of Ft. Riley.

Jaclyn Crow, Economic & Workforce Development Director

Jaclyn has her Bachelors in English, and currently served as a middle school educator for four years before joining the Chamber in June of 2023. Jaclyn brings with her experience in developing and implementing support to students, as well as a in-depth knowledge of the educational pipeline in the area. Jaclyn also serves as a board member for the Salina Human Resources Management Association (SHRMA) and has relationships with local educators and workforce center staff.

Terms and Conditions: For services rendered, the project timeline and term of this agreement shall be from the date of this contract through June 30, 2025.

Allocation and Disbursements of Funds: With this partnership, the Chamber is asking for **\$135,000** for *marketing and communications*. This includes the following breakdown:

Logo and Branding Creation	\$5,000
Website Development/Maintenance	\$5,000
Digital Content/Video	\$15,000
Digital Marketing	\$90,000
Tshirts, promo items	\$10,000
<u>Signage/Print Materials</u>	<u>\$10,000</u>
TOTAL	\$135,000

The Chamber is asking for **\$75,000** over the project timeline for *program administration*. The majority of this allocation will go toward both staff and consultant time to be committed to creating and administering marketing and communications and program administration over the course of the project timeline. This also includes incidental program costs related such as copies, postage, phone, and mileage.

Staff Time	\$67,500
(Marketing & Communications Development & Coordination, Orientation Development, Program Development, Program Administration)	
<u>Copies/Postage/Phone/Mileage</u>	<u>\$7,500</u>
TOTAL	\$75,000

We agree to the terms and conditions set forth in this agreement and such is demonstrated by our signatures below.

Salina Airport Authority

By:

Timothy F. Rogers, A.A.E.
Executive Director

Date:

Salina Area Chamber of Commerce

By:

Renee Duxler, MSW
President & CEO

Date:

Kansas State University Salina Aerospace and Technology Campus
Professional Education and Outreach
Memorandum of Agreement for Non-credit Course

This document and the attached course outline and financial quote detail coordination and financial responsibilities associated with the non-credit course arrangements provided by Kansas State University Salina Aerospace and Technology Campus, herein referred to as Professional Education and Outreach (“PEO”) to Salina Airport Authority, herein referred to as the Professional Education Client, for the program “AIM Center of Excellence Pre-Apprenticeship Program – Composites Module”, and together constitute the Memorandum of Agreement.

The parties hereto agree as follows:

1. Statement of Work: PEO agrees to provide non-credit program services to the Professional Education Client. The attached course outline details the respective responsibilities to be completed by the Professional Education Client and PEO. This outline has been reviewed and accepted by both parties. If adjustments to the course outline are required, mutually agreed upon changes will be made in writing prior to the performance of the work. It is understood and agreed that changes to the course outline may result in changes to the financial quote.
2. Financial Responsibility: The included financial quote details known and projected program expenses, which have been reviewed and accepted by the Professional Education Client and PEO. If budget adjustments are necessary, both the Professional Education Client and PEO will mutually agree to changes in writing before adjustments are made. The Professional Education Client will assume full financial responsibility and will pay PEO in full, based on the invoice provided post-training. Payment of the invoice is required within 30 days of invoice issuance. If requested, evidence of financial ability to cover all program costs must be presented to PEO.
3. Facilities and Equipment: Facility requirements include access to basic utilities, adequate and proximate parking to the training site, and wireless internet access for the instructor. Programs held at Kansas State University facilities will agree to abide by use of campus facilities and equipment policies identified in Kansas State University Policy and Procedures Manual, found here: <https://www.k-state.edu/policies/ppm/1000/1020.html>. Facilities and equipment provided by the Professional Education Client are the responsibility of the Professional Education Client and will release liability from PEO and PEO’s instructors, staff, and other affiliated parties.
4. Program Guarantee: The Professional Education Client will provide a guaranteed number of registrants for the program, as detailed in the attached course outline and financial quote detail. If the guaranteed registration number is not met, the Professional Education Client will still be billed for the guaranteed number as listed on the financial quote. To secure the date listed on this agreement, the Professional Education Client must provide this signed agreement and a non-refundable deposit, amount indicated on the financial quote. The deposit will go towards the overall invoice amount issued post-program. If instructor travel and/or material shipping is required, an additional non-refundable deposit to cover travel and shipping fees will be issued.
5. Program Cancellation: If the program is cancelled, the deposit(s) and all direct expenses incurred by the PEO in preparation for this program greater than the deposit, including the coordination and registration fees for services provided to that date, will be paid by the Professional Education Client to PEO within 30 days.
6. Additional Terms:
 - a. This Memorandum of Agreement is not transferable to other agencies, departments, or groups without approval by authorized representatives of both parties.
 - b. Any additional agreement to change the terms of this initial Memorandum of Agreement in any way shall be valid only when the change is made in writing and authorized by each party.
 - c. The Professional Education Client shall save, keep harmless and defend the State of Kansas, the Board of Regents of Kansas State University, Kansas State University, and all their officers, employees and agents, against any and all liability, including claims, demands, losses, costs, damages and expenses of whatever kind and nature, for injury to or death of any person or persons, and for loss or damage to any property (state or other) occurring in connection with or in any way incident to or arising out of the performance of work in connection with this contract, where such liability is founded upon or grows out of the acts or omissions of the Instructor.
 - d. The Professional Education Client must adhere to PEO policies and procedures regarding class administration, non-discrimination, accessibility for persons with disabilities, and class enrollment restrictions. PEO’s policies and procedures are found here and are subject to change from time to time: <https://www.k-state.edu/policies/ppm/1000/1020.html>.
 - e. The Provisions found in Contractual Provisions Attachment (Form KSU-146a, Rev. 7-20), which is attached hereto, are hereby incorporated in this contract and made a part thereof.

By signing this Memorandum of Agreement the representative of the Professional Education Client thereby represents that such person is duly authorized by the Professional Education Client to execute this agreement on behalf of the Professional Education Client and that the Professional Education Client agrees to be bound by the provisions thereof.

Professional Education Client

Date

Professional Education and Outreach Director

Date

Kansas State Salina CEO and Dean

Date

CONTRACTUAL PROVISIONS ATTACHMENT

Important: This form contains mandatory contract provisions and must be attached to and specifically incorporated in all contractual agreements by adding the following statement to the main body of the contract: "The Provisions found in Contractual Provisions Attachment (Form KSU-146a, Rev. 7-20), which is attached hereto, are hereby incorporated in this contract and made a part hereof."

1. **Controlling Provisions:** It is expressly agreed that the terms of each and every provision in this attachment shall prevail and control over the terms of any other conflicting provision in the contract (including, without limitation, all other attachments) in which this attachment is incorporated. Any terms that conflict with or could be interpreted to conflict with this attachment are nullified.
2. **Kansas Law and Venue:** All matters arising out of or related to this contract shall be subject to, governed by, and construed according to the laws of the State of Kansas, and jurisdiction and venue of any suit arising out of or related to this contract shall reside only in courts located in the State of Kansas.
3. **Disclaimer Of Liability:** No provision of this contract will be given effect that attempts to require Kansas State University or any of its controlled corporations (collectively "University") to defend, hold harmless, or indemnify any contractor or third party for any acts or omissions. The terms, conditions, and limitations of liability of the State of Kansas, the University, and their employees are exclusively defined under the Kansas Tort Claims Act (K.S.A. 75-6101, et seq.).
4. **Arbitration, Damages, Warranties:** No interpretation of this contract shall find that the University has agreed to binding arbitration, or the payment of damages or penalties. Further, the University does not agree to pay attorney fees, costs, or late payment charges beyond those available under the Kansas Prompt Payment Act (K.S.A. 75-6403), and no provision will be given effect that attempts to exclude, modify, disclaim or otherwise attempt to limit any damages or rights of action available to the University at law, including but not limited to the implied warranties of merchantability and fitness for a particular purpose.
5. **Termination Due To Lack Of Funding Appropriation:** If sufficient funds are not appropriated to continue the function performed in this agreement and for the payment of the charges hereunder, the University may terminate this agreement at the end of its current fiscal year. The University agrees to give written notice of termination to contractor at least 30 days prior to the end of its current fiscal year, and shall give such notice for a greater period prior to the end of such fiscal year as may be provided in this contract, except that such notice shall not be required prior to 90 days before the end of such fiscal year. Contractor shall have the right, at the end of such fiscal year, to take possession of any equipment provided under any contract for which it has not been paid. The University will pay to the contractor all regular contractual payments incurred through the end of such fiscal year, plus contractual charges incidental to the return of any such equipment. Upon termination of the agreement by the University, title to any such equipment shall revert to Contractor at the end of the University's current fiscal year. The termination of the contract pursuant to this paragraph shall not cause any penalty to be charged to the agency or the contractor.
6. **Responsibility For Taxes:** The University shall not be responsible for, nor indemnify a contractor for, any federal, state or local taxes which may be imposed or levied upon the subject matter of this contract.
7. **Insurance:** The University shall not be required to purchase any insurance against loss or damage to property or any other subject matter relating to this contract, nor shall this contract require the University to establish a "self-insurance" fund to protect against any such loss or damage.
8. **Acceptance Of Contract:** This contract shall not be considered accepted, approved or otherwise effective until the required approvals and certifications have been given, including, but not limited to, the signature of an authorized representative of the University as defined in the University Contracts Policy: <https://www.k-state.edu/policies/ppm/3000/3070.html>.
9. **Authority To Contract:** By signing this contract, the representative of the contractor thereby represents that such person is duly authorized by the contractor to execute this contract on behalf of the contractor and that the contractor agrees to be bound by the provisions thereof.
10. **Export Control:** Prior to providing University with any items under this contract that are subject to export controls regulations, including items controlled under the International Traffic in Arms Regulations (ITAR), 22 C.F.R. §§ 120-130, or the Export Administration Regulations (EAR), 15 C.F.R. §§ 730-774, Contractor will notify University and identify the export controlled items at issue and the applicable categories and subcategories of the United States Munitions List and/or Export Control Classification Number(s). University reserves the right to decline to accept any items or information controlled under ITAR or EAR. Contractor will direct all notices under this section to the appropriate University contact as follows: comply@k-state.edu.
11. **Privacy of Student Records:** Contractor understands that the University is subject to FERPA (Family Educational Rights and Privacy Act, 20 U.S.C. § 1232g). To the extent Contractor possesses any education records of University's students under this contract, Contractor is deemed to be a school official with a legitimate educational interest in the records and Contractor agrees to comply with FERPA and its regulations. Contractor specifically agrees that it shall use personally identifiable education records only for purposes related to this contract, and shall not disclose such records to any third party without authorization from the University. Contractor shall promptly report to the University any request for, or improper disclosure of, University student educational records.
12. **Anti-Discrimination Clause:** Contractor agrees to comply with all applicable state and federal anti-discrimination laws. When requested by University, Contractor shall cooperate with University in meeting obligations under University's own policies and procedures, including but not limited to the University's anti-discrimination policy: <http://www.k-state.edu/policies/ppm/3000/3010.html>. Contractor specifically acknowledges that its employees on campus and/or participating in University programs or activities have reviewed, understand, and will comply with University's anti-discrimination policy and its reporting website at <https://www.k-state.edu/report/>. Contractor also agrees: (a) to comply with the Kansas Act Against Discrimination (K.S.A. 44-1001, et seq.) and the Kansas Age Discrimination in Employment Act (K.S.A. 44-1111, et seq.) and the applicable provisions of the Americans With Disabilities Act (42 U.S.C. 12101, et seq.) (ADA) and to not discriminate against any person because of race, religion, color, sex, disability, national origin or ancestry, or age in the admission or access to, or treatment or employment in, its programs or activities; (b) to include in all solicitations or advertisements for employees, the phrase "equal opportunity employer"; (c) to comply with the reporting requirements set out at K.S.A. 44-1031 and K.S.A. 44-1116; (d) to include those provisions in every subcontract or purchase order so that they are binding upon such subcontractor or vendor; (e) that a failure to comply with the reporting requirements of (c) above or if the contractor is found guilty of any violation of such acts by the Kansas Human Rights Commission or if it is determined that the contractor has violated applicable provisions of ADA, such violation(s) shall constitute a breach of contract and the contract may be cancelled, terminated or suspended, in whole or in part, by the University.
13. **Information/Confidentiality:** As a state agency, the University's contracts and prices paid for goods and services are generally public records, and therefore no provision of this contract shall restrict the University's ability to produce this contract in response to a lawful request or from otherwise complying with the Kansas Open Records Act (K.S.A. 45-215, et seq.). Moreover, no provision of this contract shall be construed as limiting the Legislative Division of Post Audit from having access to information pursuant to K.S.A. 46-1101, et seq.
14. **The Eleventh Amendment:** The Eleventh Amendment is an inherent and incumbent protection of the State of Kansas and need not be reserved, but prudence requires the University to reiterate that nothing in or related to this contract shall be deemed a waiver of the Eleventh Amendment.
15. **Campaign Contributions / Lobbying:** Funds provided through a grant award or contract shall not be given or received in exchange for the making of a campaign contribution. No part of the funds provided through this contract shall be used to influence or attempt to influence an officer or employee of any State of Kansas agency or a member of the Legislature regarding any pending legislation or the awarding, extension, continuation, renewal, amendment or modification of any government contract, grant, loan, or cooperative agreement.
16. **Facility Access:** To the extent Contractor is required to be on the University's premises in the performance of any contract, Contractor and its representatives will adhere to the University's policies and procedures, and will use commercially reasonable efforts not to interfere with the University's regular operations. Contractor further agrees, upon request, to include the University as an additional insured on its general liability insurance policy on a primary and non-contributory basis, with such policy to provide continuous coverage for at least a period of two years after the end of the contract and such policy is not be cancelled without 30 day prior notice to the University and another general liability insurance policy in place prior to the termination of the existing policy. The Contractor shall also provide the University with a certificate of insurance within five business days upon request.
17. **Electronic Signature:** The parties agree that the contract may be signed with electronic signatures. If an electronic signature is used, the parties agree that it is the legally binding equivalent to the signing party's handwritten signature. Whenever either party executes an electronic signature on the contract, it has the same validity and meaning as a handwritten signature. The parties agree that neither party will, at any time in the future, repudiate the meaning of an electronic signature or claim that an electronic signature is not legally binding.
18. **No Endorsement.** Contractor agrees it will not use or display the name, marks, or images of the University to advertise and/or endorse its enterprises or products, or for any other purpose without the prior written approval of the University.

Professional Education and Outreach
Outreach Center
2310 Centennial Road
Salina, KS 67401
profed@k-state.edu

DATE
10/3/23

PREPARED FOR
Salina Airport Authority c/o Shelli Swanson

COURSE OUTLINE	AMOUNT	QUANTIT Y	TOTAL
AIM Center of Excellence Pre-Apprenticeship Program Composites Module			
Development	\$ 3,048.00	1	\$ 3,048.00
Instruction and microcredentialing cost per cohort	\$ 2,792.00	3	\$ 8,376.00
Dates: November 27-December 1, 2023 February 26-March 1, 2024 April 22-26, 2024			
TOTAL			\$ 11,424.00

Prices are estimated and are subject to change. Exact amount will be reflected in post-course invoice.

Thank you!

DATE: October 13, 2023
TO: Tim Rogers
FROM: Maynard Cunningham
SUBJECT: **October 18, 2023, SAA Regular Board Meeting**

Facilities and Construction Notes

New Projects

- **Aviation Innovation & Maintenance (AIM) Center of Excellence at SLN (Hangar 626, Room 111)** – SAA received a Kansas Department of Commerce -ALOFT Grant. A portion of the funds from the grant will be used for renovation of Room 111 at Hangar 626 for classroom use. SAA is preparing Requests for Interest and Qualifications from possible contractors for the renovation project.

Current Projects

- **PH305 (SLN Fuel Facility Construction) AIP-49** – SAA received the Concurrence in Award letter from the FAA September 11, 2023, to award the contract for construction of the new SLN Fuel Facility to American Environmental Aviation. A preconstruction conference was held on October 13, 2023. Water line relocation plans were submitted to KDHE August 23, 2023. Kansas Gas Service completed relocation of the gas line last week. American Environmental began Phase I, relocating the self-serve fuel system, on October 16, 2023.

- **H626 (Hangar Rehabilitation) – Rehabilitation Construction –**



Hutton and subcontractors continue work on the Hangar 626 Rehabilitation project. Metal panel siding installation has started after the sheathing was coated with a moisture/vapor barrier. Hanger doors are scheduled to arrive and be installed in the next few weeks. Drywall is hung in the restrooms and being prepared for paint. Hutton received a cost and schedule proposal from IFP for the clean agent fire suppression system and is being reviewed.

- **H959 (1 Vision Aviation) – Air Discharge Analysis** – Dragun and partner Environmental Partners continue to review the latest painting project information provided by 1 Vision. 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.
- **General Aviation Hangars (C-Hangars)** – The application for a City of Salina building permit for construction of the General Aviation C-hangars was submitted on August 14, 2023. Permit reviews were planned to be completed by the City on October 13, 2023. A preconstruction meeting was held October 12, 2023, followed by a site visit. Construction completion is scheduled by April 17, 2024.

- **Runway 12/30 AIP-48** – SAA received an award offer from the FAA on May 15, 2023 for design of the rehabilitation of Runway 12/30, including asphalt mill and overlay, edge lighting, lighted guidance signs, and removal of portions of excess pavement. Aviation is the engineering consultant performing the design and has provided the Construction Safety Phasing Plan to the FAA for review.
- **H504 (Former LifeSave Hangar)** –SAA has issued a PO to Earles Engineering to provide drainage improvement design plans for improved drainage on the east and south side of H504. A preliminary design from Earles was received October 13, 2023.

Special Projects

- **Former SAFB (Schilling Air Force Base) Environmental Cleanup Project**
 - **Plume B Excavation** – Excavation of a site near Building 614, as part of the Former SAFB environmental cleanup project, requires relocation of utilities for SAA Building 614 (maintenance shop) prior to the site excavation. Dragun Corp. developed the scope of work and has secured contractors for the utility relocation including water, sewer, gas, and overhead electric power lines.
 - **Pilot Study** - An access agreement has been established with Flotation Technologies to perform a pilot study to test ground water treatment technology at one of the existing monitoring well sites located on K-State Salina property. Equipment is on site for the pilot study and they have been able to start pumping water from the well.

Completed Projects

- **CTX Device at SLN** - The computed tomography explosives (CTX) detection device for checked baggage at the airport terminal building was installed October 11, 2023 by a TSA contractor. A successful certification test was completed the following day.

DATE: October 13, 2023
TO: Tim Rogers, Executive Director
FROM: Kasey L. Windhorst
SUBJECT: October Board Meeting Update

Short-term Letters of Agreement (LOA)

During the month of September, staff submitted multiple Letter of Agreements (LOA)s for short-term rental of Hangar 600 and Hangar 509.

The 34th Weapons Squadron from Nellis Air Force Base leased a portion of Hangar 600. The training exercise was for 23 days and resulted in \$30,660 in short-term hangar revenue.

Ft. Riley continues to lease space for military operations. Total revenue received from Ft. Riley during the month of September equaled \$21,700. Additional agreements are in the works for the months of October and November.

In addition to military use, the International Aerobatics Club leased Hangar 509 for the 2023 US National Aerobatic Championships. The event brought in a total of \$14,675 in revenue for the 10-day competition.

Cessna Aircraft also operated out of Hangar 600 during the month for flight testing. The 4-day flight test work resulted in \$3,060 in additional revenue.

Events

Salina Crossroads Marathon

SLN Aviation Ground team is preparing for the upcoming Salina Crossroads Marathon. SAA staff and partners will participate in the marathon team relay on Saturday, November 4, 2023 in downtown Salina.

Candy Canes and Airplanes

Kansas State University Salina Aerospace and Technology 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 bag decorating, construct candy airplanes, fly micro quadcopters,

and aircraft displays. The event will take place at Hangar 509, 2734 Arnold Ct. on Saturday, December 2, 2023 from 1:00pm-4:00pm. Doors open at 1:00 p.m. and Santa arrives at 2:15 p.m.

School Tour

SAA staff partnered with SkyWest Airlines, Transportation Security Administration (TSA) and Air Traffic Control Tower (ATCT) staff to host a school tour for Ft. Riley homeschool group. A total of thirty kids and adults toured the terminal building, control tower and ARFF station.



KSU Girls in Aviation Day

SAA staff assisted KSU Salina Women in Aviation International student chapter welcome youth for an exciting day of aviation exploration. Youth ages 8 to 18 attended the 7th annual Girls in Aviation Day on Saturday, September 30th. Students were able to learn from female aviation professionals and participate in hands-on activities. The event was a tremendous success.

Fly Kansas Air Tour

SLN was selected to host the Fly KS Air Tour on Friday, October 6th. Over forty matches from Big Brothers Big Sisters came out to the airport to hear from aviation professionals about careers in aviation, witness aircraft fly into Salina Regional Airport and get up close and even sit in the cockpit of the aircraft. The event would not have been possible without the Kansas Department of Transportation Division of Aviation, Kansas Commission on Aerospace Education (KCAE), 1 Visions Aviation and Kansas State University Salina campus.



Announcements

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

Wednesday, October 18, 2023, 8:00 a.m.
Wednesday, November 15, 2023, 8:00 a.m.
Wednesday, December 20, 2023, 8:00 a.m.

Regular Board Meeting
Regular Board Meeting
Regular Board Meeting