

**DATE:** December 11, 2015  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** **December 16, 2015 SAA Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Mike Hoppock and I will again attend the Chamber board meeting scheduled for 7:00 AM on Wednesday to update the Chamber board members on the USDOT EAS air carrier selection process.

The meeting will focus on the review and discussion of the SAA's 2016 Budget Report and Work Plan. A copy of the budget report and work plan is enclosed for your review prior to the meeting.

Please note the following agenda comments.

**50 Years Ago – December, 1965**

On December 21, 1965 the Airport Authority approved the preparation of the first airport master plan for the Salina Regional Airport. In 2014 the Airport Authority approved a new 20 year master plan for the growth and development of the Salina Regional Airport.

On December 31, 1965 the Airport Authority announced a proposal to lease hangars and buildings to Beech Aircraft Corporation. Beech became the first major new employer at the closed Schilling AFB.

**Agenda Item #5 – Review of airport activity and financial reports for the month ending November 30, 2015**  
(Rogers and Swanson)

**Airport Activity – Air Traffic** (Rogers)

The November 2015 air traffic count rose to 8,753 operations which was 5% more than the November 2014 total of 8,316. For the year to date, total operations are 89,249 which is 4% more than the November 2014 YTD total of 85,592. Total operations for 2015 will easily exceed 92,500.

**Airport Activity – Fuel Flowage** (Rogers)

November 2015 fuel flowage reached a total of 147,853 gallons of aviation fuel was delivered to a combination of general aviation aircraft, business jets, military aircraft and air carrier aircraft. The November 2015 total was 62% more than the November 2014 total of 90,948 gallons. The November 2015 year to date total is 2,398,326 gallons which is 28% more than the 2014 YTD total of 2,398,326. Total fuel flowage for 2015 will exceed 2.4 million gallons for the first time since 2012.

**Airport Activity – Passenger Enplanements** (Rogers)

SeaPort boarded 81 passengers which reflects continued poor performance by the airline. Ft. Riley and KWU charter flights resulted in 511 additional enplanements. Charter flight activity has pushed 2015 total passenger enplanements to 10,309 which is a level not reached since CY 2000.

**Financial Reports – Comments and Notes** (Swanson)

Total operating revenue is exceeding budget at the end of Nov. by \$77,184 as a result of a 28% growth in fuel flowage fee income over 2014 and building rental, both short and long term exceeding budget projections by 4%. The 2015 fuel flowage fee income is on track to be the highest since 2008. Additionally, equipment rental and ARFF standby services have resulted in a 118% increase in other income as compared to the same period last year. Total operating expenses are tracking \$3,586 under budget and 20% less than 2014 YTD making 2015 the 5<sup>th</sup> consecutive year of a decrease in annual operating expenditures.

**Financial Reports – November 2015 Significant Expenditures/Payables Report Enclosed**

Nov. capital expenditures included the replacement of four administrative staff computers that were five years or older and scheduled for replacement. In addition, the \$2,430 expenditure under Other Equipment was the final progress payment on the Hangar 409 awning signage at Schilling Aviation Services. You’ll note the signage now depicts all the services now offered at the facility including flight instruction, aircraft rental and maintenance.

Capital expenditure distribution from the 2015 Bond Project fund during Nov. was as follows:

As of November 30, 2015														
Type	Date	Num	Adj	Name	Memo	Class	Clr	Split	Debit	Credit	Balance			
Cash in Bank - Bond Funds												354,378.62		
UMB Series 2015-A Proj Fund												354,378.62		
▶ Bill Pmt -Check	11/12/2015	1010		DMAArchitects, PA			✓	Accounts pa...	7,500.00		346,878.62	◀		
Bill Pmt -Check	11/24/2015	1011		Cusip Global Services			✓	Accounts pa...	377.00		346,501.62			
Bill Pmt -Check	11/24/2015	1012		Nex-Tech Communications, LLC			✓	Accounts pa...	1,931.25		344,570.37			
Bill Pmt -Check	11/24/2015	1013		Nex-Tech Communications, LLC			✓	Accounts pa...	1,687.50		342,882.87			
Bill Pmt -Check	11/24/2015	1014		Nex-Tech Communications, LLC			✓	Accounts pa...	2,476.25		340,406.62			
Deposit	11/30/2015				Interest	Airport		Interest incom...	5.21		340,411.83			
Total UMB Series 2015-A Proj Fund												5.21	13,972.00	340,411.83
Total Cash in Bank - Bond Funds												5.21	13,972.00	340,411.83
TOTAL												5.21	13,972.00	340,411.83

**Financial Reports – Accounts Receivable Past Due 31 days or more as of December 11, 2015 (Swanson)**

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Terry Belcher	\$321	>90	Hangar rental
Builders Choice	\$353	>90	Fin. Charges
Charter Matrix	\$6228	61-90	Bldg. rental
FAA	\$2510	31-60	Bldg. rental
KSARNG	\$7834	61-90	Ramp repair cost share
Seaport Airlines	\$650	31-60	Bldg. rent & Landing Fees
Two Rivers Vending	\$5262	31-60	Bldg. rent & Fin. charges

**Agenda Item #6 – Essential Air Service (EAS) Air Carrier Selection Update (Rogers)**

Most likely, the USDOT will not issue its Salina EAS Order by the board meeting. I should have an update on the timing for the Order that can be reported at the meeting. At the meeting I’ll provided you a summary of next steps in anticipation of the USDOT’s selection of Great Lakes Airlines for scheduled flights to/from Denver International Airport.

**Agenda Item #7 – Approval of a communications tower lease with Nex-Tech, Inc. (Swanson)**

Since 2012, Nex-Tech Inc. has utilized the checkered tower located at the corner of Arnold Ave. and General Jim Road for the purpose of affixing equipment as necessary to provide their clients wireless Internet service. The current Airport Use/Lease Agreement which was originally for a three-year term is scheduled to expire at the end of 2015. Nex-tech desires to continue to offer wireless service in this area and has agreed to another three-year lease term. The proposed rental will increase from \$250 to \$300 per month and Nex-tech will be responsible for all utilities and costs associated with their utilization of the tower site. A copy of the agreement is enclosed for your consideration.

Recommendation: Approval of the three-year Airport Use Lease Agreement with Nex-Tech, Inc.

**Agenda Item #8 – 2016 Budget Report and Work Plan (Rogers and Swanson)**

At the meeting Shelli and I will review the 2016 Budget Report and Work Plan with you and be prepared for questions about revenues, expenditures and priorities. SAA board approval will set the stage for a successful 2016.

Please contact me if you have any questions or comments.

**SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING  
M.J. KENNEDY AIR TERMINAL  
December 16, 2015 – 8:00 AM**

**AGENDA**

**Action Items**

1. Call to order and determine a quorum is present. (Hoppock)
2. Recognition of guests. (Hoppock)
3. Additions to the agenda. (Rogers)
4. Approval of the minutes of the November 18, 2015 regular board meeting. (Hoppock)
5. Review of airport activity and financial reports for the month ending November 30, 2015. (Rogers and Swanson)
6. EAS air carrier selection update and discussion. (Rogers)
7. Approval of a three year lease with Nex-Tech, Inc for communications tower space. (Swanson)
8. 2016 SAA Budget Report review and discussion. (Rogers and Swanson)

**Directors' Forum** (Hoppock)

**Visitor's Questions and Comments** (Hoppock)

**Staff Reports** (Rogers)

- Hangar 600 marketing & recruiting, Project Guardian (Rogers)
- Hangar 506-2 marketing and recruiting, Project Pueblo (Swanson)
- Centennial Road construction and easement requirements (Rogers)

**Announcements** (Rogers)

**Adjournment** (Hoppock)



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF  
DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
NOVEMBER 18, 2015  
M. J. KENNEDY AIR TERMINAL CONFERENCE ROOM**

**Call to Order**

The meeting was called to order at 8:00 AM by Chairman Hoppock.

**Attendance**

Attendance was taken. Chairman Hoppock, Directors Maes, Neuschafer, Platten, and Vancil were present. Also present were Executive Director Tim Rogers; Director of Finance and Administration Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Office Manager Kasey Windhorst; Administrative Assistant Elizabeth Nelson; and Board Attorney Greg Bengston. James Charlesworth, Charlesworth & Associates; Tim Unruh, Salina Journal; Kaye Crawford, City Commission; and Luci Larson, County Commission were guests.

**Additions to the Agenda**

Chairman Hoppock asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions to the agenda.

**Minutes**

Chairman Hoppock asked if the board members had additions or corrections to the minutes of the October 21, 2015 regular board meeting. Director Platten moved, seconded by Director Neuschafer, to approve the minutes of the October 21, 2015 regular board meeting. Motion passed unanimously.

**50 Years Ago**

Executive Director Rogers shared a picture of the SAA Board of Directors from November 1965. November 19, 1965 marked the first anniversary of the Schilling AFB closure announcement as the airport began to transition to a major asset to the civilian economy.

**Airport Activity and Financial Reports**

Executive Director Rogers reported on airport activity for the month of October 2015. KSLN controllers recorded a total of 11,367 operations for the month which results in an 8% increase as compared to the October 2014 total of 10,496 operations. Rogers noted that KSLN is 4% ahead on air traffic for the year. Itinerant operations were up 3% for the year-to-date total. During October 2015, a new record high total of 717,601 gallons of fuel were delivered on the airport which was 10% more than the October 2014 total of 652,207 gallons. Rogers attributed this increase to the continuation of K-State Polytechnic flight training, Bombardier C-Series flight testing, and Fort Riley APOE/D flights. KSLN enplanements improved in October of 2015 with

the addition of Southern Airways flights. Fort Riley APOE/D charter flights also helped significantly in improving enplanements.

Director of Administration and Finance Swanson reported on financials for the month of October 2015. Total operating income arrived 5% over the year-to-date budget. Hangar rent arrived 9% under the year-to-date budget in October 2015, however several other income categories of the 2015 budget are tracking over budget. Swanson noted that due to the record fuel flowage in the month of October 2015, fuel flowage income is tracking nearly \$56,000 (37%) over budget. Total operating expenses are \$14,129 under budget for the month and is tracking 1% over budget for the year-to-date. Increased activity in October brought the year-to-date net income to \$83,091 before depreciation. Swanson commented that the Finance Committee recommends not altering the 2015 budget. Chairman Hoppock directed the staff to file the financials for audit.

### **Presentation of 2016 Schedule of Insurance Coverage**

Director of Administration and Finance Swanson discussed the process of insurance coverage renewals for the year 2016. The SAA has conducted a thorough review and updated statement of property values and automobile and equipment schedules. In October, the SAA completed insurance applications and information requests for submittal to the SAA's insurance broker, Lockton. James Charlesworth from Charlesworth & Associates, SAA's independent risk manager, reviewed insurance for 2016. 2016 insurance will include \$70 million in property insurance with a \$25,000 deductible. Charlesworth noted that there will be coverage for loss of income, employee dishonesty, and \$2 million of aviation general liability coverage with no deductible.

### **2016 SAA Budget**

Director of Administration and Finance Swanson reviewed the updated preliminary 2016 SAA Budget. Swanson detailed that the budget will see a decrease in KPERS and medical insurance, but will see an increase in office salaries. Swanson commented that the final budget will be presented at the December board meeting.

### **2015 Essential Air Service Proposals**

Executive Director Rogers discussed the proposals received for Essential Air Service at KSLN. The USDOT received four proposals. Aerodynamics Inc., a sister company of SeaPort Airlines, proposed regional jet (50-seat) service to Denver with one stop in either McCook, NE or Kearney, NE. Great Lakes proposed non-stop, regional turboprop (30-seat) service to Denver. Both SeaPort Airlines and Boutique Air proposed non-stop, single engine turboprop (9-seat) to Kansas City. Rogers noted that KSLN could see potentially 13,000 to 22,000 enplanements per year with service to Denver. Rogers commented that the SAA, City and County Commission, and Chamber of Commerce will meet as a working group to provide assistance in determining the best proposal for the community. The community will also have an opportunity to meet/interview the air carriers. Community comments are due to the USDOT by Friday, December 11, 2015.

## **Appointments to the Salina Community EDO**

Executive Director Rogers commented on the SAA appointments of Jeffery R. Thompson and Pete F. Brungardt to the Salina Community EDO board of directors.

### **SAA Resolution No. 15-12**

Chairman Hoppock presented SAA Resolution 15-12, **A RESOLUTION APPOINTING JEFFERY R. THOMPSON TO THE BOARD OF DIRECTORS FOR THE SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.** Director Maes moved, seconded by Director Platten, to approve Resolution 15-12. Motion carried unanimously.

### **SAA Resolution No. 15-13**

Chairman Hoppock presented SAA Resolution 15-13, **A RESOLUTION APPOINTING PETE F. BRUNGARDT TO THE BOARD OF DIRECTORS FOR THE SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.** Director Maes moved, seconded by Director Platten, to approve Resolution 15-13. Motion carried unanimously.

## **Staff Reports**

Director of Facilities and Construction Bieker discussed the Runway 17/35 shoulder repairs. Director of Administration and Finance Swanson reviewed marketing and recruiting for Building B313, Building B394, and Hangar 506-2. Executive Director Rogers commented on marketing and recruitment for Hangar 600 and reviewed the 2015 annual ARFF training that was completed on November 2<sup>nd</sup> and 3<sup>rd</sup>.

## **Executive Session**

At 9:18 A.M. Director Platten moved to recess the open meeting until 9:33 A.M. for an executive session for the following:

Discussing matters of non-elected personnel for the reason that public discussion would violate the individual's privacy rights. The subject to be discussed is the executive director's 2015 job performance and professional development review.

The open meeting shall resume in the M.J. Kennedy Air Terminal conference room at 9:33 A.M. Director Vancil seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:33 A.M.

At 9:33 A.M. Director Platten moved to extend the executive session until 9:45 A.M. Director Neuschafer seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:45 A.M.

Upon a motion duly made, the meeting adjourned at 9:45 A.M.

Minutes approved at the December 16, 2015 Board meeting.

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Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY  
AIRPORT ACTIVITY REPORT  
2015**

**AIR TRAFFIC/ATCT**

November, 2015	8,753 Operations 707 Instrument Operations 650 Peak Day
November, 2014	8,316 Operations 606 Instrument Operations 679 Peak Day
January 2015 - November 2015	89,249 Operations
January 2014 - November 2014	85,592 Operations
January 2013 - November 2013	83,130 Operations

**FUEL FLOWAGE**

November, 2015	147,853 Gallons
November, 2014	90,948 Gallons
January 2015 - November 2015	2,398,326 Gallons
January 2014 - November 2014	1,873,766 Gallons
January 2013 - November 2013	1,651,063 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
12,025	135,828	22,550	412
10,536	80,412	6,497	690
123,122	2,275,204	719,457	8,966
114,177	1,757,957	829,315	9,568
121,789	1,521,931	274,537	7,343

**ENPLANEMENTS - SEAPORT**

November, 2015	81 Passengers
November, 2014	157 Passengers
January 2015 - November 2015	1,044 Passengers
January 2014 - November 2014	1,960 Passengers
January 2013 - November 2013	2,118 Passengers

**LOAD  
FACTOR**

29%  
28%

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

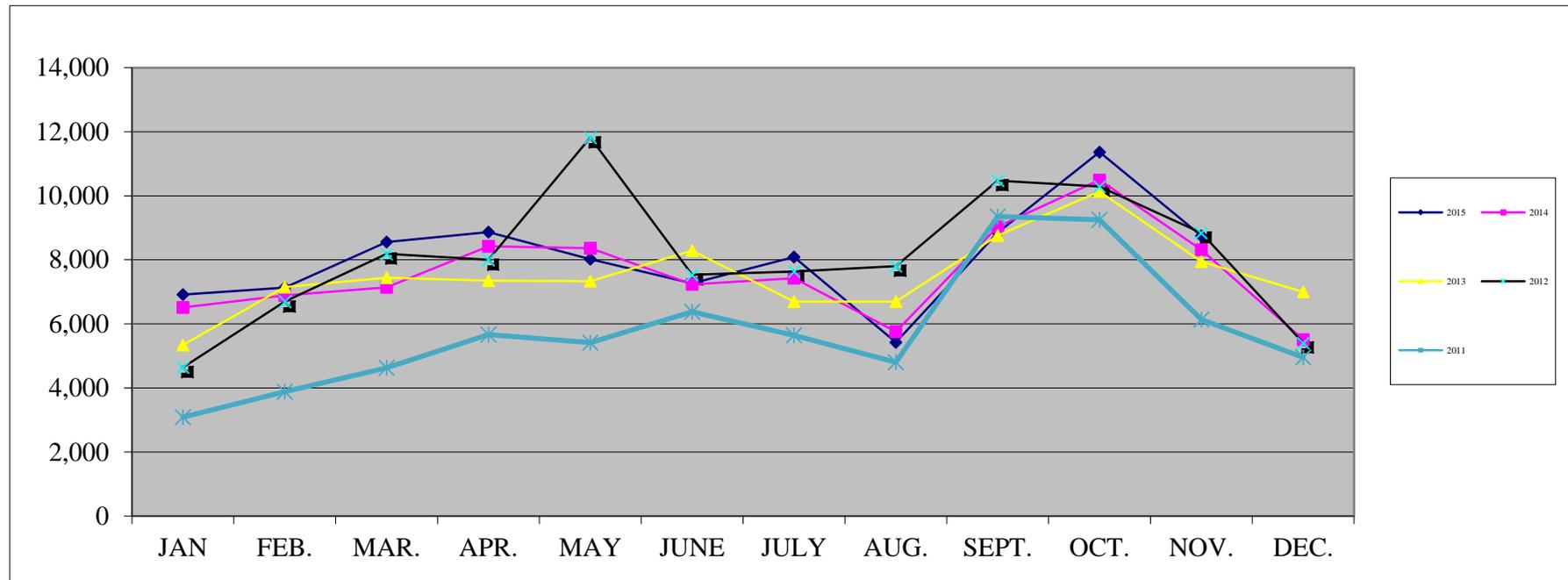
November, 2015	592 Passengers
November, 2014	157 Passengers
January 2015 - November 2015	10,309 Passengers
January 2014 - November 2014	2,378 Passengers
January 2013 - November 2013	2,195 Passengers

**AIRPORT TRAFFIC RECORD  
2014 - 2015**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
<b>2015</b>									
January, 15	7	1,543	723	138	2,411	4,243	264	4,507	6,918
February, 15	6	1,937	779	138	2,860	3,997	276	4,273	7,133
March, 15	68	2,086	814	176	3,144	5,079	334	5,413	8,557
April, 15	21	2,160	665	290	3,136	5,168	566	5,734	8,870
May, 15	72	1,774	733	207	2,786	4,790	446	5,236	8,022
June, 15	2	1,793	847	236	2,878	4,076	314	4,390	7,268
July, 15	169	1,771	786	102	2,828	5,050	211	5,261	8,089
August, 15	27	1,252	895	165	2,339	2,843	244	3,087	5,426
September, 15	185	2,428	881	163	3,657	4,921	268	5,189	8,846
October, 15	186	2,548	1,018	189	3,941	7,230	196	7,426	11,367
November, 15	19	1,967	694	160	2,840	5,745	168	5,913	8,753
December, 15									
<b>Totals January - November</b>	<b>762</b>	<b>21,259</b>	<b>8,835</b>	<b>1,964</b>	<b>32,820</b>	<b>53,142</b>	<b>3,287</b>	<b>56,429</b>	<b>89,249</b>
<b>2014</b>									
January, 14	0	1,544	573	174	2,291	4,078	142	4,220	6,511
February, 14	0	1,752	558	153	2,463	4,260	164	4,424	6,887
March, 14	10	1,791	684	132	2,617	4,162	364	4,526	7,143
April, 14	0	1,974	681	196	2,851	5,148	427	5,575	8,426
May, 14	1	1,680	993	186	2,860	5,193	312	5,505	8,365
June, 14	6	1,601	791	549	2,947	4,017	270	4,287	7,234
July, 14	0	1,757	754	299	2,810	4,075	538	4,613	7,423
August, 14	2	1,464	780	259	2,505	2,975	276	3,251	5,756
September, 14	1	2,742	840	179	3,762	5,041	232	5,273	9,035
October, 14	28	2,469	775	718	3,990	6,218	288	6,506	10,496
November, 14	0	1,870	599	115	2,584	5,448	284	5,732	8,316
December, 14									
<b>Totals January - November</b>	<b>48</b>	<b>20,644</b>	<b>8,028</b>	<b>2,960</b>	<b>31,680</b>	<b>50,615</b>	<b>3,297</b>	<b>53,912</b>	<b>85,592</b>
<b>Difference</b>	<b>714</b>	<b>615</b>	<b>807</b>	<b>-996</b>	<b>1,140</b>	<b>2,527</b>	<b>-10</b>	<b>2,517</b>	<b>3,657</b>
<b>YTD % Change</b>	<b>1488%</b>	<b>3%</b>	<b>10%</b>	<b>-34%</b>	<b>4%</b>	<b>5%</b>	<b>0%</b>	<b>5%</b>	<b>4%</b>

**AIR TRAFFIC**

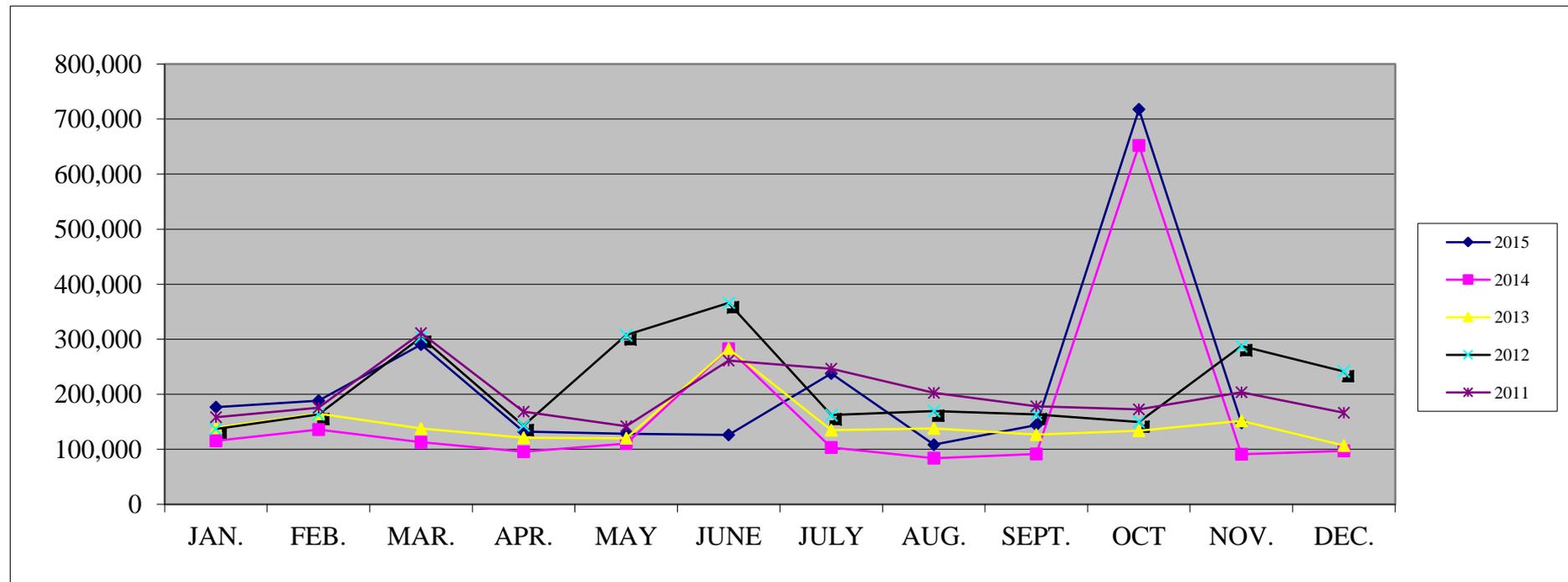
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2015</b>	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753		<b>89,249</b>
<b>2014</b>	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
<b>2013</b>	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
<b>2012</b>	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
<b>2011</b>	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
<b>2010</b>	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
<b>2009</b>	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
<b>2008</b>	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575
<b>2007</b>	5,606	5,726	6,005	7,264	6,087	6,788	6,232	5,531	8,637	7,425	7,498	3,680	76,479
<b>2006</b>	5,660	6,886	6,468	6,719	6,958	6,411	5,074	6,370	8,692	9,410	6,894	5,922	81,464
<b>2005</b>	4,504	6,931	7,125	11,801	6,358	5,969	5,664	6,224	9,925	8,949	6,953	5,889	86,292



## FUEL FLOWAGE

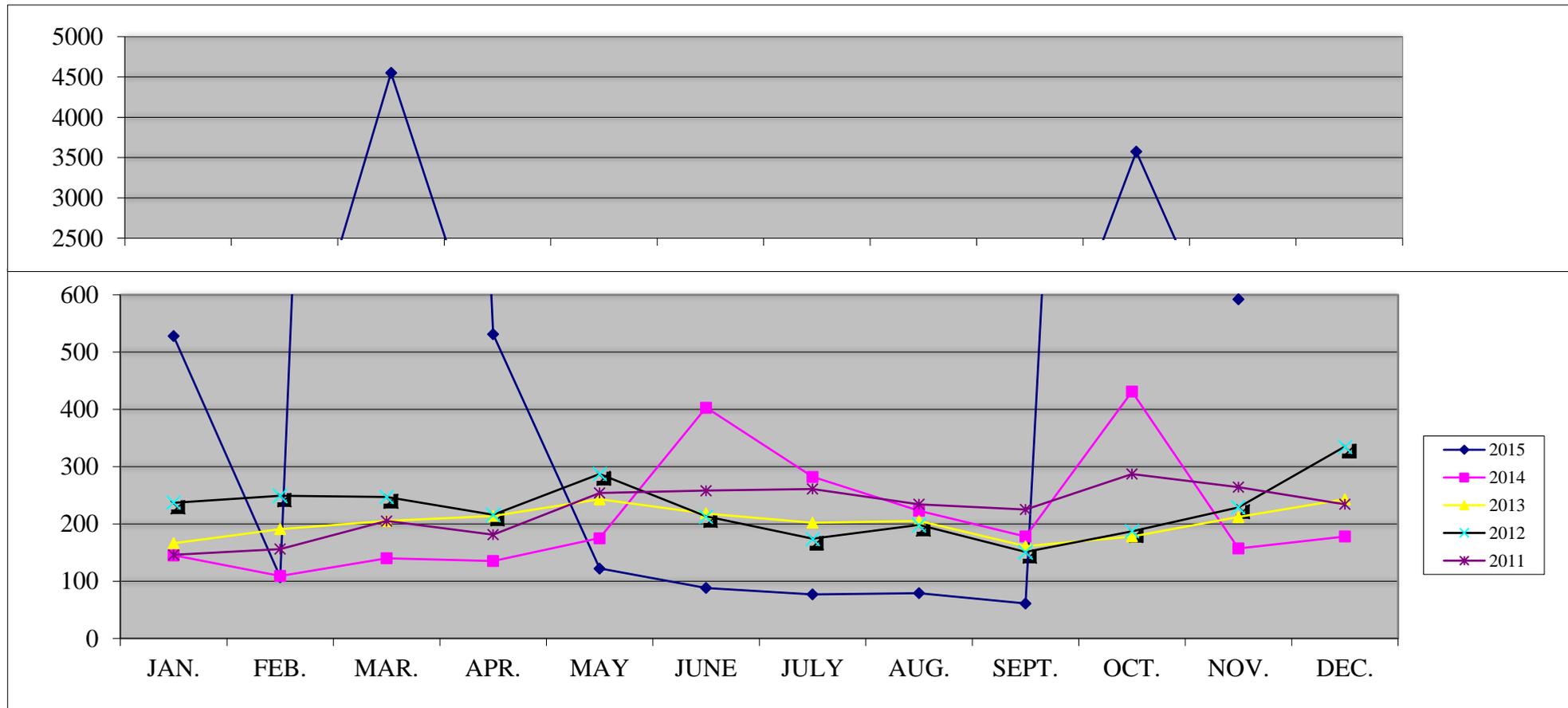
Gallons of Fuel Sold at SLN

	<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>
<b>2015</b>	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853		<b>2,398,326</b>
<b>2014</b>	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
<b>2013</b>	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
<b>2012</b>	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
<b>2011</b>	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
<b>2010</b>	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
<b>2009</b>	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
<b>2008</b>	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515
<b>2007</b>	301,504	331,456	315,827	300,209	306,483	433,448	292,410	317,909	323,365	294,420	327,122	234,641	3,778,794
<b>2006</b>	267,924	311,776	297,888	287,710	286,273	286,903	324,655	413,395	388,262	321,437	314,458	316,431	3,817,112
<b>2005</b>	239,422	321,501	338,175	287,489	314,404	289,621	373,194	419,212	380,853	325,869	315,672	557,475	4,162,887



## 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>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592			<b>10,309</b>
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
<b>2013</b>	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
<b>2012</b>	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
<b>2011</b>	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
<b>2010</b>	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
<b>2009</b>	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
<b>2008</b>	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
<b>2007</b>	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127
<b>2006</b>	163	140	230	121	176	179	161	150	161	147	293	108	848	2,877
<b>2005</b>	267	257	258	186	150	218	162	134	225	135	192	155	466	2,805
<b>2004</b>	367	159	214	185	189	265	250	311	208	244	338	244	3,127	6,101



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

**Salina Airport Authority**  
**Statement of Net Assets Prev Year Comparison**  
As of November 30, 2015

12/10/2015

	<u>Nov 30, 15</u>	<u>Oct 31, 15</u>	<u>\$ Change</u>	<u>Nov 30, 14</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>						
<b>Current Assets</b>						
<b>Checking/Savings</b>						
Cash in Bank - Bond Funds	340,412	354,379	-13,967	0	340,412	100%
Cash in bank & Petty Cash-Op	423,613	348,934	74,679	324,959	98,654	30%
<b>Total Checking/Savings</b>	<u>764,025</u>	<u>703,313</u>	<u>60,712</u>	<u>324,959</u>	<u>439,066</u>	<u>135%</u>
<b>Accounts Receivable</b>						
Accounts Receivable	121,610	189,640	-68,030	156,251	-34,641	-22%
<b>Total Accounts Receivable</b>	<u>121,610</u>	<u>189,640</u>	<u>-68,030</u>	<u>156,251</u>	<u>-34,641</u>	<u>-22%</u>
<b>Other Current Assets</b>						
Other current assets	163,834	154,077	9,757	128,744	35,090	27%
Undeposited Funds	86	0	86	680	-594	-87%
<b>Total Other Current Assets</b>	<u>163,920</u>	<u>154,077</u>	<u>9,843</u>	<u>129,424</u>	<u>34,496</u>	<u>27%</u>
<b>Total Current Assets</b>	<u>1,049,555</u>	<u>1,047,030</u>	<u>2,525</u>	<u>610,634</u>	<u>438,921</u>	<u>72%</u>
<b>Fixed Assets</b>						
Fixed assets at cost	82,042,095	82,033,510	8,585	81,815,168	226,927	0%
Less accumulated depreciation	-36,550,448	-36,336,698	-213,750	-33,924,549	-2,625,899	-8%
<b>Total Fixed Assets</b>	<u>45,491,647</u>	<u>45,696,812</u>	<u>-205,165</u>	<u>47,890,619</u>	<u>-2,398,972</u>	<u>-5%</u>
<b>TOTAL ASSETS</b>	<u><u>46,541,202</u></u>	<u><u>46,743,842</u></u>	<u><u>-202,640</u></u>	<u><u>48,501,253</u></u>	<u><u>-1,960,051</u></u>	<u><u>-4%</u></u>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
<b>Current Liabilities</b>						
<b>Accounts Payable</b>						
Accounts payable	39,969	56,336	-16,367	524,238	-484,269	-92%
<b>Total Accounts Payable</b>	<u>39,969</u>	<u>56,336</u>	<u>-16,367</u>	<u>524,238</u>	<u>-484,269</u>	<u>-92%</u>
<b>Total Credit Cards</b>	0	1,232	-1,232	292	-292	-100%
<b>Other Current Liabilities</b>						
Accrued debt interest payable	282,256	193,437	88,819	272,499	9,757	4%
Debt, current portion	1,499,894	1,499,894	0	991,702	508,192	51%
Deferred Mill Levy revenue	165,939	331,878	-165,939	166,072	-133	-0%
Other current liabilities	212,766	214,208	-1,442	219,623	-6,857	-3%
<b>Total Other Current Liabilities</b>	<u>2,160,855</u>	<u>2,239,417</u>	<u>-78,562</u>	<u>1,649,896</u>	<u>510,959</u>	<u>31%</u>
<b>Total Current Liabilities</b>	<u>2,200,824</u>	<u>2,296,985</u>	<u>-96,161</u>	<u>2,174,426</u>	<u>26,398</u>	<u>1%</u>
<b>Long Term Liabilities</b>						
Capital Lease Payable	55,777	55,777	0	107,967	-52,190	-48%
Debt - Long Term	22,790,664	22,790,664	0	23,022,408	-231,744	-1%
Less current portion	-1,499,894	-1,499,894	0	-991,702	-508,192	-51%
Security Deposits Returnable	39,152	39,152	0	19,514	19,638	101%
<b>Total Long Term Liabilities</b>	<u>21,385,699</u>	<u>21,385,699</u>	<u>0</u>	<u>22,158,187</u>	<u>-772,488</u>	<u>-3%</u>
<b>Total Liabilities</b>	<u>23,586,523</u>	<u>23,682,684</u>	<u>-96,161</u>	<u>24,332,613</u>	<u>-746,090</u>	<u>-3%</u>
<b>Equity</b>						
Invested in Capital Assets net	22,645,206	22,850,348	-205,142	24,693,077	-2,047,871	-8%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,512,314	1,307,172	205,142	445,342	1,066,972	240%
Net Income	-1,292,840	-1,186,363	-106,477	-1,059,779	-233,061	-22%
<b>Total Equity</b>	<u>22,954,680</u>	<u>23,061,157</u>	<u>-106,477</u>	<u>24,168,640</u>	<u>-1,213,960</u>	<u>-5%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>46,541,203</u></u>	<u><u>46,743,841</u></u>	<u><u>-202,638</u></u>	<u><u>48,501,253</u></u>	<u><u>-1,960,050</u></u>	<u><u>-4%</u></u>

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
 November 2015

	<u>Nov 15</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Jan - Nov 15</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
<b>Airfield revenue</b>									
Fuel Flowage Fees	11,260	12,500	-1,240	90%	182,753	137,500	45,253	133%	150,000
Hangar rent	34,079	42,672	-8,593	80%	439,065	488,969	-49,904	90%	531,639
Landing fees	598	276	322	217%	7,507	3,034	4,473	247%	3,310
Ramp rent	4,194	4,096	98	102%	45,657	45,056	601	101%	49,152
<b>Total Airfield revenue</b>	<b>50,131</b>	<b>59,544</b>	<b>-9,413</b>	<b>84%</b>	<b>674,982</b>	<b>674,559</b>	<b>423</b>	<b>100%</b>	<b>734,101</b>
<b>Building and land rent</b>									
Agri land rent	0	4,833	-4,833	0%	55,653	53,167	2,486	105%	58,000
<b>Building rents</b>									
Short-term leasing	5,935	3,967	1,968	150%	58,352	43,633	14,719	134%	47,600
Building rents - Other	67,258	61,557	5,701	109%	690,678	675,808	14,870	102%	732,400
<b>Total Building rents</b>	<b>73,193</b>	<b>65,524</b>	<b>7,669</b>	<b>112%</b>	<b>749,030</b>	<b>719,441</b>	<b>29,589</b>	<b>104%</b>	<b>780,000</b>
<b>Land rent</b>									
Basic Land Rent	5,628	5,530	98	102%	67,139	60,680	6,459	111%	66,210
Propertytax - tenant share	13,000	13,000	0	100%	143,000	143,000	0	100%	156,000
<b>Total Land rent</b>	<b>18,628</b>	<b>18,530</b>	<b>98</b>	<b>101%</b>	<b>210,139</b>	<b>203,680</b>	<b>6,459</b>	<b>103%</b>	<b>222,210</b>
Tank rent	808	742	66	109%	8,732	8,158	574	107%	8,900
<b>Total Building and land rent</b>	<b>92,629</b>	<b>89,629</b>	<b>3,000</b>	<b>103%</b>	<b>1,023,554</b>	<b>984,446</b>	<b>39,108</b>	<b>104%</b>	<b>1,069,110</b>
<b>Other revenue</b>									
ARFF Training	4,500				4,500				
Avgas	0	0	0	0%	0	0	0	0%	0
Commissions	0	1,750	-1,750	0%	16,363	19,250	-2,887	85%	21,000
Other income	2,882	2,500	382	115%	63,540	27,500	36,040	231%	30,000
<b>Total Other revenue</b>	<b>7,382</b>	<b>4,250</b>	<b>3,132</b>	<b>174%</b>	<b>84,403</b>	<b>46,750</b>	<b>37,653</b>	<b>181%</b>	<b>51,000</b>
<b>Gross Income</b>	<b>150,142</b>	<b>153,423</b>	<b>-3,281</b>	<b>98%</b>	<b>1,782,939</b>	<b>1,705,755</b>	<b>77,184</b>	<b>105%</b>	<b>1,854,211</b>
<b>Expense</b>									
<b>Administrative expenses</b>									
A/E, consultants, brokers	4,135	0	4,135	100%	12,404	0	12,404	100%	0
Airport promotion	0	708	-708	0%	9,254	7,792	1,462	119%	8,500
Bad Debt Expense	0	0	0	0%	3,422	0	3,422	100%	0
Computer/Network Admin.	1,044	833	211	125%	9,671	9,167	504	105%	10,000
Dues and subscriptions	899	833	66	108%	17,628	9,167	8,461	192%	10,000
Employee retirement	5,131	5,396	-265	95%	64,419	64,752	-333	99%	70,148
FICA and medicare tax exp.	3,180	4,111	-931	77%	46,200	49,329	-3,129	94%	53,440
Industrial development	0	0	0	0%	0	0	0	0%	0
Insurance , property	4,362	12,917	-8,555	34%	133,836	142,083	-8,247	94%	155,000
Insurance, medical	13,261	16,039	-2,778	83%	161,922	176,427	-14,505	92%	192,466
Kansas unemployment tax	0	0	0	0%	519	750	-231	69%	1,000
Legal and accounting	0	2,500	-2,500	0%	38,493	27,500	10,993	140%	30,000
Office salaries	26,207	31,172	-4,965	84%	365,560	374,059	-8,499	98%	405,231
Office Supplies	304	583	-279	52%	5,822	6,417	-595	91%	7,000
<b>Other admin. expense</b>									
Merchant Processing Fees	29	35	-6	83%	638	385	253	166%	420
Other admin. Exp. Other	94	278	-184	34%	3,508	3,053	455	115%	3,330
<b>Total Other Admin. Exp.</b>	<b>123</b>	<b>313</b>	<b>-190</b>	<b>39%</b>	<b>4,146</b>	<b>3,438</b>	<b>708</b>	<b>121%</b>	<b>3,750</b>

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
**November 2015**

	Nov 15	Budget	\$ Over Budget	% of Budget	Jan - Nov 15	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Postage	0	267	-267	0%	1,607	2,933	-1,326	55%	3,200
Property appraisal expense	0	0	0	0%	0	0	0	0%	0
Property tax expense	12,917	12,917	0	100%	142,083	142,083	0	100%	155,000
Special Events	0	83	-83	0%	0	917	-917	0%	1,000
Telephone	1,250	1,375	-125	91%	14,993	15,125	-132	99%	16,500
Training	115	500	-385	23%	4,765	5,500	-735	87%	6,000
Travel and meetings	0	667	-667	0%	8,230	7,333	897	112%	8,000
<b>Total Administrative expenses</b>	<b>72,928</b>	<b>91,214</b>	<b>-18,286</b>	<b>80%</b>	<b>1,044,974</b>	<b>1,044,772</b>	<b>202</b>	<b>100%</b>	<b>1,136,235</b>
<b>Maintenance expenses</b>									
Airfield maintenance	758	1,292	-534	59%	15,792	14,208	1,584	111%	15,500
Airport Security	0	42	-42	0%	793	458	335	173%	500
Building maintenance	2,811	3,333	-522	84%	31,900	36,667	-4,767	87%	40,000
Equipment fuel and repairs	3,895	4,167	-272	93%	59,099	45,833	13,266	129%	50,000
Fire Services	203	125	78	162%	511	1,375	-864	37%	1,500
Grounds maintenance	75	292	-217	26%	2,114	3,208	-1,094	66%	3,500
Maintenance salaries	25,205	25,385	-180	99%	284,395	304,615	-20,220	93%	330,000
Other maintenance expenses	1,020	1,542	-522	66%	12,163	16,958	-4,795	72%	18,500
Snow removal expense	0	2,500	-2,500	0%	0	12,500	-12,500	0%	15,000
Utilities	12,732	20,601	-7,869	62%	215,802	190,535	25,267	113%	215,000
<b>Total Maintenance expenses</b>	<b>46,699</b>	<b>59,279</b>	<b>-12,580</b>	<b>79%</b>	<b>622,569</b>	<b>626,357</b>	<b>-3,788</b>	<b>99%</b>	<b>689,500</b>
<b>Total Expense</b>	<b>119,627</b>	<b>150,493</b>	<b>-30,866</b>	<b>79%</b>	<b>1,667,543</b>	<b>1,671,129</b>	<b>-3,586</b>	<b>100%</b>	<b>1,825,735</b>
<b>Net Ordinary Income</b>	<b>30,515</b>	<b>2,930</b>	<b>27,585</b>	<b>1,041%</b>	<b>115,396</b>	<b>34,626</b>	<b>80,770</b>	<b>333%</b>	<b>28,476</b>
<b>Other Income/Expense</b>									
<b>Other Income</b>									
Capital contributed	0	11,174	-11,174	0%	92,414	122,919	-30,505	75%	134,093
Gain on sale of assets	0	0	0	0%	8,371	15,000	-6,629	56%	15,000
<b>Interest income</b>									
Interest income on deposits	13	42	-29	31%	257	458	-201	56%	500
<b>Total Interest income</b>	<b>13</b>	<b>42</b>	<b>-29</b>	<b>31%</b>	<b>257</b>	<b>458</b>	<b>-201</b>	<b>56%</b>	<b>500</b>
Mill levy income	165,939	165,939	0	100%	1,862,135	1,825,326	36,809	102%	1,991,265
<b>Total Other Income</b>	<b>165,952</b>	<b>177,155</b>	<b>-11,203</b>	<b>94%</b>	<b>1,963,177</b>	<b>1,963,703</b>	<b>-526</b>	<b>100%</b>	<b>2,140,858</b>
<b>Other Expense</b>									
<b>Debt interest expense net</b>									
Amortization of bond issue cost	377				43,160				
Interest Expense on Debt	88,819	88,819	0	100%	977,004	977,004	0	100%	1,065,822
<b>Total Debt interest expense net</b>	<b>89,196</b>	<b>88,819</b>	<b>377</b>	<b>100%</b>	<b>1,020,164</b>	<b>977,004</b>	<b>43,160</b>	<b>104%</b>	<b>1,065,822</b>
Depreciation expense	213,750	213,750	0	100%	2,351,250	2,351,250	0	100%	2,565,000
<b>Total Other Expense</b>	<b>302,946</b>	<b>302,569</b>	<b>377</b>	<b>100%</b>	<b>3,371,414</b>	<b>3,328,254</b>	<b>43,160</b>	<b>101%</b>	<b>3,630,822</b>
<b>Net Other Income</b>	<b>-136,994</b>	<b>-125,414</b>	<b>-11,580</b>	<b>109%</b>	<b>-1,408,237</b>	<b>-1,364,551</b>	<b>-43,686</b>	<b>103%</b>	<b>-1,489,964</b>
<b>Net Income</b>	<b>-106,479</b>	<b>-122,484</b>	<b>16,005</b>	<b>87%</b>	<b>-1,292,841</b>	<b>-1,329,925</b>	<b>37,084</b>	<b>97%</b>	<b>-1,461,488</b>

**Salina Airport Authority**  
**Capital Additions Budget vs. Actual**  
**As of November 30, 2015**

	12/10/2015				
	Nov 15	Jan - Nov 15	Annual Budget	+/- Annual Budget	Annual Budget
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
AIP-37 Taxiway B & E Reconst.		47,568	92,077	-44,509	52%
<b>Airfield Improvements</b>					
AMP - Economic Impact Study		5,875	11,750	-5,875	50%
Airfield Improvements - Other		17,841	3,250	14,591	549%
<b>Total Airfield Improvements</b>	0	23,716	15,000	8,716	158%
Term., Public View, Museum Dev.		5,130	5,000	130	103%
<b>Total Airfield</b>	0	76,414	112,077	-35,663	68%
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
Bldg. Imps. Other		23,202	5,000	18,202	464%
Hangar 959 Rehabilitation		28,986	10,000	18,986	290%
<b>Total Building improvements</b>	0	52,188	15,000	37,188	348%
Pumphouse 305		0	5,000	-5,000	0%
<b>Terminal building improvements</b>					
2015 Terminal Bldg. Remodel	6,095	13,595	275,000	-261,405	5%
<b>Total Terminal building improvements</b>	6,095	13,595	275,000	-261,405	5%
<b>Total Buildings &amp; Improvements</b>	6,095	65,783	295,000	-229,217	22%
<b>Equipment</b>					
Communications equipment		0	1,000	-1,000	0%
Computer equipment		0	1,000	-1,000	0%
Other Equipment	2,430	13,390	5,000	8,390	268%
<b>Total Equipment</b>	2,430	13,390	7,000	6,390	191%
<b>Land</b>					
Airport Indust. Cent. Imps.		5,354	1	5,353	535,400%
<b>Environmental</b>					
Environmental - SAFB	61	19,483	15,455	4,028	126%
<b>Total Environmental</b>	61	19,483	15,455	4,028	126%
<b>Total Land</b>	61	24,837	15,456	9,381	161%
<b>Total Fixed assets at cost</b>	8,586	180,424	429,533	-249,109	42%

## Salina Airport Authority

### Significant Capital Expenditures Detail

#### November 2015

Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Buildings &amp; Improvements</b>					
<b>Terminal building improvements</b>					
<b>2015 Terminal Bldg. Remodel</b>					
Bill	11/09/2015	Nex-Tech Communications, ...	Lenovo ThinkPad T450 14" LED Ultrabook	1,687.50	1,687.50
Bill	11/09/2015	Nex-Tech Communications, ...	Lenovo ThinkPad T550 15.6" LED Ultrabook	1,931.25	3,618.75
Bill	11/09/2015	Nex-Tech Communications, ...	Lenovo ThinkCentre M83 desktop computers (SS & KW)	2,476.25	6,095.00
Total 2015 Terminal Bldg. Remodel				6,095.00	6,095.00
Total Terminal building improvements				6,095.00	6,095.00
Total Buildings & Improvements				6,095.00	6,095.00
<b>Equipment</b>					
<b>Other Equipment</b>					
Bill	11/16/2015	Gleason & Son Signs, Inc.	SAS signage - final progress pymnt 2/2	2,430.00	2,430.00
Total Other Equipment				2,430.00	2,430.00
Total Equipment				2,430.00	2,430.00
<b>Land</b>					
<b>Environmental</b>					
<b>Environmental - SAFB</b>					
Bill	11/30/2015	Stinson Leonard Street, LLP	Professional services - November 2015	60.63	60.63
Total Environmental - SAFB				60.63	60.63
Total Environmental				60.63	60.63
Total Land				60.63	60.63
Total Fixed assets at cost				8,585.63	8,585.63
<b>TOTAL</b>				<b>8,585.63</b>	<b>8,585.63</b>

## **AIRPORT USE LEASE AGREEMENT**

This Airport Use Lease Agreement, (“Lease”) made and entered into this \_\_\_\_ day of December, 2015 by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas, (the "Authority"), and **NEX-TECH INC.**, a Kansas corporation with principal offices at 145 N. Main, Lenora, KS 67645, (the "Lessee"), WITNESSETH:

WHEREAS, Authority is the operator of the Salina Regional Airport, herein “Airport”, and it represents that it has the right to enter into this Lease for the use of the Airport, together with all the facilities, rights, licenses, and privileges herein granted, and has full power and authority to enter into this Lease with respect thereof; and,

WHEREAS, Lessee is engaged in the business of providing wireless internet service, and Lessee desires to obtain the right to use certain facilities on the Airport, together with certain rights, licenses, and privileges thereon; and,

WHEREAS, the parties desire to enter into an Airport Use Lease Agreement covering the same Premises.

NOW THEREFORE, the parties hereto, for and in consideration of the rents, covenants, and agreements contained herein, agree as follows:

### **ARTICLE I - PREMISES**

Authority does hereby grant permission to Lessee to install, operate and maintain at its sole expense, the following described radio and communications equipment as per the attached Exhibit A and listed below:

1. Eight (8) Access Points;
2. One (1) 2’ Backhaul Dish;
3. Nine (9) Cat5 cables from the top to our cabinet at the base;
4. One (1) Cabinet at the base for our cable termination, switch, and battery backup;
5. Radio communications equipment consisting of transmitter, receiver and accessories to be installed near the base of the Tower
6. Flexible coaxial transmission line between anchor(s) and radio equipment, to be anchored firmly on the Tower.

on or in the Authority’s property as described below for the purposes of providing Lessee’s wireless Internet connection service:

Tower located on Block 6 Lot 3 of the Schilling Subdivision No. 5, of the City of Salina, Saline County, Kansas, a/k/a 2725 Arnold Ave., Salina, KS (“PREMISES”)

1. Rental Rates. Rental rates for use of the Airport Facility shall be Three Hundred dollars per month (\$300) due and payable on the first day of the month for that month.
2. Access to Tower and Premises. Lessor agrees that lessee shall have unlimited access to the Tower and the Property and which the Tower is located (the “Premises”) for the purpose of installing, maintaining and repairing its Equipment. If, at any time, Lessee observes a problem with the Premises, or has concerns with the Premises, Lessee shall immediately notify Lessor.
3. Reimbursement for Direct Costs. In addition to the established rental rates, the Lessee shall be responsible for reimbursing the Authority for any direct costs incurred in association with the Lessee’s utilization of the Premises. Those direct costs would include items such as damage to SAA property.
4. Interference. Lessee must comply with applicable electrical codes, as well as all applicable rules and regulations of the Federal Communications Commission (FCC) and Federal Aviation Administration (FAA).

With respect to the initial installation and subsequent future operation of Lessee’s Equipment on the Tower, Lessee shall, at its sole expense, take such steps as may be necessary to prevent interference with the existing and future broadcasting activities of Lessor and any other lessees. In the event Lessee is unable to reduce or eliminate broadcast interference to Lessor’s satisfaction within thirty (30) days of written notice by Lessor of such interference, Lessee agrees to immediately cease its operations and remove its Equipment within fifteen (15) days.

Lessee shall not, without the prior written permission of the Authority, install any additional equipment beyond the list specified in the Premises section herein. All additional equipment shall be in compliance with all applicable laws and regulations.

Lessor agrees not to grant tower space lease to any third party if such grant would or could in any way affect, or interfere with, Lessee’s use of the Tower or Premises. Lessor, however, reserves the right to install additional equipment for its own use; provided, that Lessor’s equipment does not interfere in any way with the operation of Lessee’s Equipment already installed on the Tower or Premises.

5. Maintenance. Lessee shall be responsible for and pay all necessary maintenance and repairs associated with the Equipment it places on the Tower or Premises. All installation, maintenance and repair work must be performed by parties carrying General Liability Insurance of One Million Dollars (\$1,000,000) at a minimum, as well as Worker’s Compensation Insurance.

6. Utilities. Lessee shall, at its own expense, obtain and pay for all electricity, water, gas, sewer use fees, or other utilities used by it during the term of this Lease or any extensions thereof, including the cost of maintenance and operation of the heating system for the Premises.

7. Assignment of Lease. Lessee shall not assign this Lease or any interest therein and shall not sublet the Premises or any part thereof, or allow any person to occupy or use the Premises or any portion thereof, without prior written consent of the Authority. A consent to one assignment or subletting for use by any other person shall not be deemed to be a consent to any subsequent assignment.

## ARTICLE II - TERM

1. Term of Lease. This Lease shall be for a term of three (3) years commencing effective January 1, 2016 and terminating on December 31, 2018. Upon termination of this Lease, Lessee shall have sixty (60) days to remove Lessee's Equipment from the Tower and Premises.

2. Holdover. If the Lessee remains in possession of all or any part of the Premises after the expiration of this Lease, without the express or implied consent of the Authority, such occupancy shall be considered to be a "Holdover Tenancy" from month-to-month only, and not a renewal or extension of this Lease for any further term. In such case, the Basic Rent for such Holdover Tenancy shall be payable in the amount of 150% of the amount specified in herein. Such Holdover Tenancy shall be subject to every other provision, covenant and agreement contained herein. The foregoing provisions of this Subsection are in addition to and do not affect the right of re-entry or any right of the Authority hereunder or as otherwise provided by law and in no way shall such provisions affect any right which the Authority may have otherwise to recover damages, to the extent permissible by applicable law, from Lessee for loss or liability incurred by the Authority resulting from the failure by Lessee to surrender the Premises, or for any other reason. Nothing contained in this Subsection shall be construed as consent by Authority to any holding over by Lessee and the Authority expressly reserves the right to require Lessee to surrender possession of the Premises to Authority as provided in this Lease, and to the extent permissible by applicable law, upon the expiration of this Lease

## ARTICLE III - DAMAGE OR DESTRUCTION TO PREMISES

If any building of Authority in which Lessee occupies exclusive place hereunder shall be destroyed or partially damaged by fire or other casualty but not rendered untenable, or if rendered untenable, the building shall be repaired, replaced, or reconstructed with due diligence by Authority at its own cost and expense, and where the Premises are untenable the rent payable hereunder with respect to the Authority's

exclusive space shall be proportionately paid up to the time of such damage or destruction and shall then cease until such time as the Premises shall be repaired or replaced.

#### ARTICLE IV - INDEMNITY

Lessee shall indemnify, protect, defend and save Authority harmless from and against all claims, demands, liabilities and costs, including attorney fees, arising from damage or injury, actual or claimed, of whatever kind or character to property or persons allegedly occurring on or about the Airport during this Lease resulting from or arising out of the willful or negligent acts and omissions of officers, agents, and employees of Lessee. Upon notice from Authority, Lessee shall defend Authority in any action or proceeding brought in connection with such claims or demands.

Nothing in this Article IV shall require Lessee to indemnify, protect, defend, and save Authority harmless against claims, demands, liabilities, and costs arising from negligence of Authority, its officers, employees, agents, licensees, and invitees.

#### ARTICLE V - OWNERSHIP AND REMOVAL OF FIXTURES

It is understood and agreed by and between the parties hereto that any additions, improvements, or fixtures attached to the Premises or placed on or about the Premises by Lessee shall be considered as personal property and shall remain the property of Lessee who shall have the right to remove the addition, improvements, or fixtures from the Premises upon the expiration of this Lease so long as such removal does not impair the structural feature of the improvements presently on the leased Premises. Provided, however, in the event of termination of this Lease due to a breach of covenant by Lessee, then all fixtures and improvements shall become the property of the Authority and may not be removed from the Premises.

On or before the date of expiration of this Lease or any extension thereof, Lessee shall vacate the Premises, remove its property therefrom, and restore the Premises to as good order and condition as that existing upon the commencement of the term of this Lease, damages beyond the control of Lessee and due to fair wear and tear excepted. If, however, the Lease is revoked as a result of a breach by Lessee, then at the option of the Authority, the property shall either become property of the Authority without compensation therefor, or the Authority may cause it to be removed and the Premises to be restored at the expense of the Lessee, and no claims for damages against the Authority shall be created or made on account of such removal and restoration work.

#### ARTICLE VI - SURRENDER OF POSSESSION

Lessee agrees to yield and deliver to Authority possession of the Premises at the termination of this Lease, by expiration or otherwise, or of any renewal or extension hereof,

in good condition in accordance with its express obligations hereunder only, except for reasonable wear and tear, fire and other casualty, and Authority shall have the right at any time during the term or any renewal or extension hereof, to remove all fixtures and equipment and other property installed or placed by it at its expense in, on, or about the Premises; subject, however, to any valid lien which Authority may have thereon for unpaid rents or fees.

#### ARTICLE VII - NOTICES

All notices to be given pursuant to this Lease shall be addressed to the parties as follows:

Authority	Salina Airport Authority Salina Airport Terminal Building 3237 Arnold Salina, KS 67401
Lessee	Nex-Tech, Inc. Attn: Scott Roe 2418 Vine St. Hays, KS 67601 Email: sroe@nex-tech.com

#### ARTICLE VIII - AIRPORT PROTECTION

It is understood and agreed that the rights granted by this Lease will not be exercised in such a way as to interfere with, or adversely affect the use, operation, or maintenance of the Airport.

#### ARTICLE IX - INVALID PROVISIONS

It is further expressly understood and agreed by and between the parties hereto that in the event any covenant, condition, or provision herein contained is held to be invalid by any court of competent jurisdiction, the invalidity of any such covenant, condition, or provision shall in no way affect any other covenant, condition, or provision herein contained; provided, however, that the invalidity of any such covenant, condition, or provision does not materially prejudice either the Authority or Lessee in their respective rights and obligations contained in the valid covenants, conditions, or provisions of this Lease.

## ARTICLE X - GENERAL CLAUSES

a. Lessee shall comply with all applicable laws, ordinances and regulations of the state, county and municipality wherein the Premises are located with regard to construction, sanitation, licenses or permits to do business and all other matters.

b. Lessee shall pay to the proper governmental agencies and as they become due and payable, all taxes, assessments, and similar charges which at any time during the term of this Lease may be taxed, assessed or imposed upon the Lessee with respect to the Premises, except those which the Authority has in this Lease agreed to pay.

c. Any property of the Authority damaged or destroyed by the Lessee, incident to the Lessee's use and occupation of Premises, shall be promptly repaired or replaced by the Lessee to the satisfaction of the Authority or in lieu of repair or replacement, the Lessee shall, if so required by the Authority, pay to the Authority money in an amount sufficient to compensate for the loss sustained by the Authority by reason of damage or destruction of the property.

d. Lessee acknowledges that it has inspected and knows the condition of the Premises and it is understood that the same is hereby leased without any representation or warranty by the Authority whatsoever and without obligation on the part of the Authority to make any alterations, repairs, or additions thereto.

e. No Lessee shall use, or permit to be used, any portion of the property under its control for signs, billboards, or displays, other than those connected with its own operations thereon. Advertising signs must be located on the buildings on the Premises and shall not contain more than 120 square feet in area. Flashing or illuminated signs in which the light is not maintained constant and stationary in intensity and color shall be prohibited.

f. All loading docks for buildings or warehouses shall be maintained on the side or rear of the buildings.

g. Lessee shall not be the agent of the Authority in making repairs or other improvements to the Premises and no mechanics liens or claims thereunder shall be valid against the Authority or against the interest of the Authority in the property.

h. All materials, supplies, or equipment stored outside of the buildings shall be done so in an orderly manner so as not to create a nuisance

or fire hazard and shall be in compliance with all applicable governmental regulations.

i. The Lessee must at all times keep the Premises and buildings in a safe, clean, wholesome condition and comply in all respects to all government, health, and police requirements and the Lessee will remove at its own expense any rubbish which may accumulate on the property.

k. Authority reserves the right (but shall not be obligated to Lessee) to maintain and keep in repair the landing area of the airport and all publicly-owned facilities of the airport, together with the right to direct and control all activities of the Lessee in this regard.

l. Authority reserves the right further to develop or improve the landing area and all publicly owned air navigation facilities of the airport as it sees fit, regardless of the desires or view of Lessee, and without interference or hindrance.

m. Authority reserves the right to take any action it considers necessary to protect the aerial approaches of the airport against obstruction, together with the right to prevent Lessee from erecting, or permitting to be erected, any building or other structure on the airport which in the opinion of the Authority would limit the usefulness of the airport or constitute a hazard to aircraft.

n. During time of war or national emergency Authority shall have the right to enter into an agreement with the United States Government for military or naval use of part or all of the landing area, the publicly owned air navigation facilities, and/or other area or facilities of the airport. If any such agreement is executed, the provisions of this instrument insofar as they are inconsistent with the provisions of the agreement with the Government, shall be suspended.

o. It is understood and agreed that the rights granted by this agreement will not be exercised in such a way to interfere with or adversely affect the use, operation, maintenance, or development of the airport.

p. There is hereby reserved to the Salina Airport Authority, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the right to cause in the airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using the airspace or landing at, taking off from, or operating on or about the airport.

q. Lessee agrees to comply with all applicable laws, ordinances, rules and regulations of the federal, state, county, and municipality wherein Premises are located, including compliance with future laws and regulations, i.e., those passed after the date of this agreement.

r. In the event that Lessee defaults in its payment of rentals or fails to substantially comply with any of the other items of this Lease then, if requested by Authority, the Lessee agrees to provide it with a financial statement covering its latest fiscal or calendar year, which financial statement shall be in such form as accurately discloses the assets, liabilities, and net worth of the Lessee. If, in the opinion of the Authority, the financial statement provided is incomplete or fails to accurately indicate the financial condition of the Lessee, the Lessee agrees to provide the Authority such further financial information as the Authority may in writing request.

IN WITNESS WHEREOF, the respective parties have hereunto caused this instrument to be executed on its behalf by its duly authorized officers all on the date and year hereinafter shown.

**SALINA AIRPORT AUTHORITY**

Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Michael L. Hoppock, Chairman

ATTEST

Date \_\_\_\_\_

By: \_\_\_\_\_  
Troy L. Vancil, Secretary

**NEX-TECH, INC.**

Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Scott Roe  
Product Administration Manager



2016 Budget Report  
and  
Operating Plan



**2016 BUDGET REPORT and OPERATING PLAN  
TABLE OF CONTENTS**

<b>SECTION</b>	<b>DOCUMENT</b>
1	SAA Mission Statement and Code of Ethics Statement
2	2016 Operating Plan
3	2016 SAA Staffing Plan
4	2016 Operating Budget, Capital Expenditures Budget and Cash Flow Statement
<b>APPENDIX</b>	
A	2016 SAA Rates and Charges



## Mission Statement

Develop and operate the premier Airport and Airport Industrial Center in the State of Kansas. Provide the citizens of the City of Salina, Saline County and North Central Kansas with safe and efficient access to the national air transportation system. The SAA will also be proactive in providing the citizens of the City of Salina and Saline County with an aviation service center and industrial center that supports business and industry which, in turn, provides jobs and payroll that benefit the region. The Airport Authority's economic development efforts will be in partnership with the City of Salina, Saline County, the Salina Area Chamber of Commerce and the State of Kansas.





## *Code of Ethics Statement*

All members of the Salina Airport Authority Board of Directors and Staff are entrusted to ensure that all Salina Regional Airport and Salina Airport Industrial Center stakeholders' interests are appropriately balanced, protected and preserved. This Code of Ethics Statement provides the principles that Salina Airport Authority Board members and Staff are expected to adhere to and advocate. They embody rules regarding the responsibility of all Board members and employees to the Salina Airport Authority, the public and other stakeholders.

Members of the Salina Airport Authority Board of Directors and Staff will:

1. Act with honesty and integrity, avoiding actual or apparent conflicts of interest in personal and professional relationships.
2. Provide constituents with information that is accurate, complete, objective, relevant, timely, and understandable.
3. Comply with rules and regulations of federal, state and local governments, and other appropriate private and public regulatory agencies.
4. Act in good faith; responsibly; and with due care, competence, and diligence, without misrepresenting material facts or allowing one's independent judgment to be subordinated.
5. Respect the confidentiality of information acquired in the course of one's work except when authorized or otherwise legally obligated to disclose. Confidential information acquired in the course of one's work will not be used for personal advantage.
6. Share knowledge and maintain skills important and relevant to constituents' needs.
7. Proactively promote ethical behavior as a responsible partner among peers, in the work environment, and in the community.
8. Achieve responsible use of and control over all assets and resources employed or entrusted.
9. Salina Airport Authority executive management also acknowledge and adhere to the American Association of Airport Executives Code of Ethics in the performance of their duties.

# 2016 Priorities



Building & Hangar Leasing

Some cells are approximate figures and generally should not be viewed

Profit and Loss Summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Revenue	\$1,200,000	\$1,200,000	\$200,000	\$4,200,000	\$4,000,000	\$200,000	The restriction on May revenue target by 2% due to average execution in the West region.
Gross margin	\$150,000	\$160,000	-\$10,000	\$480,000	\$750,000	-\$270,000	
Gross margin percentage	12.5%	13.3%	-0.8%	11.7%	18.8%	-7.1%	
Expenses from new production	\$100,000	\$100,000	\$10,000	\$300,000	\$750,000	-\$450,000	
Regional Sales Breakdowns							
Northwest region	\$400	\$400,000	\$1,000,000	\$1,000,000	\$1,000,000	\$0	
Central region	\$400	\$400,000	\$0	\$1,000,000	\$1,000,000	\$0	
West region	\$400	\$400,000	\$0	\$1,000,000	\$1,000,000	\$0	
Expense by Region							
SG&A expenses	\$100,000	\$100,000	\$10,000	\$300,000	\$750,000	-\$450,000	
Procter operating profit (loss)							
Operating margin							

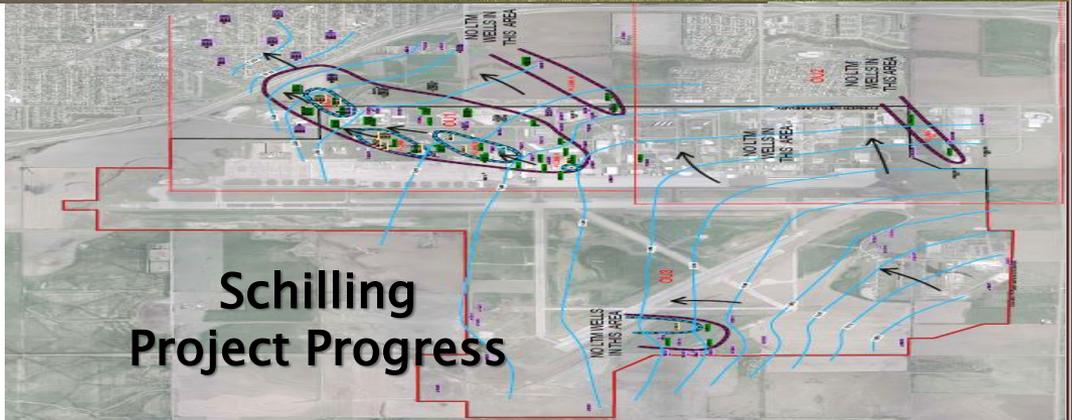
  

Balance Sheet Summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Procter end cash flow	\$100,000	\$100,000	\$0	\$300,000	\$600,000	-\$300,000	Cash flow affected due to cash settlement of legal issues with Alaska Inc. in May.
Accounts receivable	\$100,000	\$100,000	\$0	\$300,000	\$600,000	-\$300,000	
Inventory	\$100,000	\$100,000	\$0	\$300,000	\$600,000	-\$300,000	
Total liquid assets	\$200,000	\$200,000	\$0	\$600,000	\$1,200,000	-\$600,000	
Assets required by debt covenants	\$100,000	\$100,000	\$0	\$300,000	\$600,000	-\$300,000	
Goodwill value	\$100,000	\$100,000	\$0	\$300,000	\$600,000	-\$300,000	
Other Balance Sheet Items							
Property, plant, and equipment	\$80,000	\$70,000	\$10,000	\$280,000	\$280,000	\$0	Differential due to purchase of new building machine in March.
Accounts payable	\$80,000	\$80,000	\$0	\$280,000	\$280,000	\$0	
Long term liabilities	\$100,000	\$100,000	\$0	\$300,000	\$300,000	\$0	
Shareholder equity	\$100,000	\$100,000	\$0	\$300,000	\$300,000	\$0	

Operating Metrics Summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Number of defects per 1,000 widgets produced	2.30	2.80	-0.50	1.80	1.80	0.00	Quality issues were from material defect reported in April. One 2. change implemented since defect rate controls.
Production capacity (units per month)	200,000	200,000	0	1,000,000	1,000,000	0	
Days of sales outstanding	35	35	0	35	35	0	

Budget Management & Expense Control



Schilling Project Progress



Air Service Improvements



Fuel Flowage Fee Growth

**Salina Airport Authority  
2016 Operating Plan**



**PRIORITIES**

- **Building and hangar leasing**
  - Achieve a 65% or greater occupancy
  
- **Budget management and expense control**
  - Minimum operating revenue increase of 2.3%
  - Maximum operating expense increase of 2.2%
  
- **Schilling Project**
  - Consent Decree, CAFO and Interlocal Agreement compliance
  - RI/FS and Risk Assessment Reports
  
- **Fuel flowage fee growth**
  - Achieve a minimum 4.5% growth in fuel flowage fees
  - Support Fort Riley APOE/D operations
  
- **Air service development and marketing**
  - April 1, 2016 EAS air carrier transition
  - Regional air service marketing and promotion program

## Salina Airport Authority 2016 Operating Plan



### **Salina Regional Airport Development and Operations**

#### **FAR Part 139 Operations**

- Maintain compliance with Airport Certification Manual requirements
- Complete an annual airport certification inspection
- Wildlife management and habitat control
- Snow and ice removal operations
- Applicable Part 139 training by ARFF, Maintenance and Administrative personnel
- ARFF vehicle and equipment repairs in partnership with the SFD
- Updated SAA and SFD ARFF Services Agreement

#### **Federal Aviation Administration Airport Improvement Program**

- FAA AIP 37 design
  - Complete Taxiway A, B, & E design
  - Secure bids and AIP grant funding for Taxiway E rehabilitation
- FAA AIP 38 construction
  - Taxiway Echo rehabilitation
- Airport Capital Improvement Program (ACIP)
  - Annual review, update and submittal to FAA

#### **Kansas Department of Transportation Airport Improvement Program**

- KAIP 2017 construction
  - KAIP Maintenance Grant
  - Runway 17/35 slurry seal and markings

#### **2016 Airfield Maintenance – SAA Staff**

- 2016 apron repair plan
- Joint sealing plan
- Airfield lighting and signage
- Airfield markings
- Runway, taxiway and apron pavement repairs

- Airport perimeter fencing and gate repairs
- PAPI maintenance
- Windsock maintenance
- Beacon maintenance
- Apron lighting maintenance
- Maintain and improve airfield drainage

### **Coordinate KSLN airspace use and procedures**

- Civil aircraft
- Military aircraft
- Updated SAA & ATCT Letters of Agreement

### **Airfield Buildings and Hangars Maintenance**

- Maintain all vacant hangars in “show ready” condition
  - Develop schedule for on-site building inspections (Incl. preventive mx, improvements, etc.)
  - Develop plan to track bldg. mx expenses to tie to lease pro-forma
- Security lighting
- Parking lot maintenance
- Building and hangar signage
- Maintain building and hangar information data, utilities, floor plans and facility information
- Annual insurance inspections and response

### **Airfield Equipment**

- Vericom RFM4000X Decelrometer for measuring runway pavement friction

### **Equipment Maintenance / Cost Control Initiatives**

- Utilization of DRMO surplus property program to acquire consumables for equipment such as snow plow blades, vehicle filters and fluids.
- Collaborate with Salina Area Technical College to explore internship and equipment maintenance and repair partnerships.

### **Essential Air Service (EAS) Transition**

- ASP approval from TSA
  - Coordinate training with TSA/SPD/Sheriff's Office
- ADA passenger boarding ramp
  - AIP funding
- ACM revisions
- SPD & Sheriff's Office law enforcement services agreement
- M. J. Kennedy Air Terminal Remodel
  - TSA offices
  - TSA screening & passenger holding area
  - Furniture and equipment for Denver flights

**Steve Fossett & Global Flyer Monument**

- Construct the Fossett monument and public viewing area with available donor funds (no SAA operating or capital funds will be utilized)

**Salina Airport Authority  
2016 Operating Plan**



**Salina Airport Industrial Center Development and Operations**

**Industrial Center Buildings**

- Maintain all vacant buildings in “show ready” condition
- Create work plan (maintenance)

**Beechcraft Road Improvements**

- Complete preliminary development plans to make Beechcraft a “gateway” street.
- Initial grant applications
- Avflight Salina Signage

**Concept plan for platting and developing the SAA’s 80 acre parcel**

**Continue to apply for KDHE environment assessment assistance in marketing available lots and buildings**

**Maintain building information, data, utilities, floor plans and facility information**

**Build an annual maintenance plan for all industrial center buildings**

**Weekly building inspections**

**Annual insurance inspection and response**

**Building B310 Clean-up and interior demo**

**Industrial Center Improvements**

- Rail spur upkeep
- Remove Airport Industrial Center guidance signage

## Salina Airport Authority 2016 Operating Plan



### Schilling Project

#### **Consent Decree Implementation**

- Monthly CEO meetings and track Consent Decree compliance
- Public information meetings as needed
- Complete remedial investigation (RI) fieldwork
- Complete vapor intrusion investigation
- Start feasibility study (FS) work
- Finance and administration support to the City of Salina including CAFR footnote coordination

# Salina Airport Authority 2016 Operating Plan



## Finance and Administration

### **2015 Financial Statement Audit**

- Year-end work (1099s, W-2s, tax returns, depreciation schedules, benefit program reports, and numerous accounting work papers for audit)
- Audit field work
- Audit committee meetings
- CAFR preparation
  - Schilling Project footnote
  - Implementation of new GASB statements

### **Marketing and Leasing of Available Hangar and Buildings**

- Maintain online listings of available facilities
- Review, disseminate and act upon online listings analytics and traffic summary
- Contact 6 prospects/leads per week and maintain database of same
- Show properties and coordinate all prospect visits and follow-up
- Participate in economic development and marketing meetings
- Coordinate and collaborate leasing efforts with real estate brokerage firm
- Hold KDOC team Kansas site visits

### **Short term leasing**

- FOL units/Organizations
  - Marketing and recruiting of FOL groups
  - Lease / Letter of Agreement /Contract development and execution
  - Mission logistics planning and execution
- Business & Organizations
  - Marketing and recruiting of short-term opportunities for warehouse, manufacturing, hangar, land or ramp space
  - Lease / Letter of Agreement /Contract development and execution

### **2016 Lease Renewals**

- Execution, documentation and coordination with existing tenants
- Documentation and tenant notification for all scheduled CPI adjustments

### **2016 T-hangar lease & based aircraft verification**

- Annual verification of insurance and current based aircraft
- Maintain FAA National Based Aircraft Inventory Report

### **Develop new t-hangar construction policy & plan**

- Create term letter to include monthly rate and lease term
  - Updated pricing from Summit (include site const. cost)
  - Construct in lots of 3-5
- Prepare tenant package and schedule meetings

### **Interim Financial Statement Preparation and Budget Management**

- Provide SAA Board timely and accurate monthly financial statement and budget reports.
- Hold monthly SAA Finance Committee Meetings
- Recommend and execute steps as necessary to meet budget projections

### **Long term liability management**

- Semi-annual bond payment certification and documentation with the State Treasurer's office
- Reporting and Continuing Disclosure Requirements under the MSRB's EMMA system
- Market tracking and evaluation of refinance opportunities
- Conduct arbitrage calculation for applicable o/s GO Bonds

### **Risk Management**

- Secure 2016 property and liability insurance coverage for the property and activities of the Airport/Airport Industrial Center
- Risk transfer management
  - a. Ensuring lease agreement development transfers risk as appropriate
  - b. Evaluation and tracking of tenant certificates of insurance
  - c. Ensuring contractors and vendor purchase orders and contracts transfer risk as appropriate
  - d. Evaluation and tracking of contractor /vendor certificates
- Collaborate with property and liability underwriters on Airport/Airport Industrial center activities
- Accommodate and coordinate the responses and follow-up for underwriter scheduled and unscheduled risk evaluations and site visits

### **Information Technology Management**

- Assist users in utilization of Office 365 and improved teamwork and project collaboration.
- Ensure networks are fully functioning in B120 (Airport Terminal), B614 (SAA maintenance shop) and B700 (Aircraft Rescue and Fire Fighting Station) as needed to support the work of all SAA employees

- Provide first level IT support to users of the SAA computer network and coordinate outside IT vendor support as needed
- Ensure networks are fully functioning in Hangars 509, 600 and 606 as needed to support the FOL unit and organization missions
- Maintain security camera systems in Hangar 600 and Bldg. 120 (Airport Terminal)

### **Federal and State Airport Improvement Program Management**

- Develop grant applications in accordance with funding opportunities, the newly adopted Master Plan and the SAA's Airport Capital Improvement Program requirements
- Develop and administer contractor/supplier agreements for grant awarded projects
- Comply with all financial reporting and administrative requirements under the federal and state airport improvement programs

### **Human Resource Management**

- Coordinate quarterly employee performance evaluations
- Conduct new employee orientations reviewing SAA policies and procedures
- Manage ANTN digicast training for all SAA employees
- Payroll procedures including processing payroll taxes and employee benefit contributions
- Deploy Lockton's Lezage Training Center service for all SAA employees. The Lezage program provides employee on the job safety training and human resource/employee management training.
- Create position for Assistant Manager of Operations

### **Air Service Improvements**

- TSA Lease Agreement
- Update airport use agreement
- Overnight aircraft storage agreement

### **Air service marketing and promotion**

- Create marketing plan in partnership with Salina, Saline County, Chamber, and NCK partners
- Apply for 2016 SCASDP grant
- Additional Salina business promotions and partnerships

### **Monthly newsletter, "Reporting Points"**

- Airport and Airport Industrial Center business features

### **SAA website updates**

- Work with Techniqol Consulting on website updates and changes
- Real estate page checked weekly
- Keep photos fresh and interesting

- Maintain updated airport activity reports

#### **News Releases as needed**

- New lease agreements
- Press Releases
- SAA tenant news and successes
- Events & deployments

#### **Maintain SAA buildings and hangar marketing brochures**

- Work with SAA staff and Zimmer to keep all data current

#### **Coordinate airport tours**

- Limit airport tours to times when SAA ARFF and MX staff can accommodate

#### **Maintain the SAA Constant Contact distribution list**

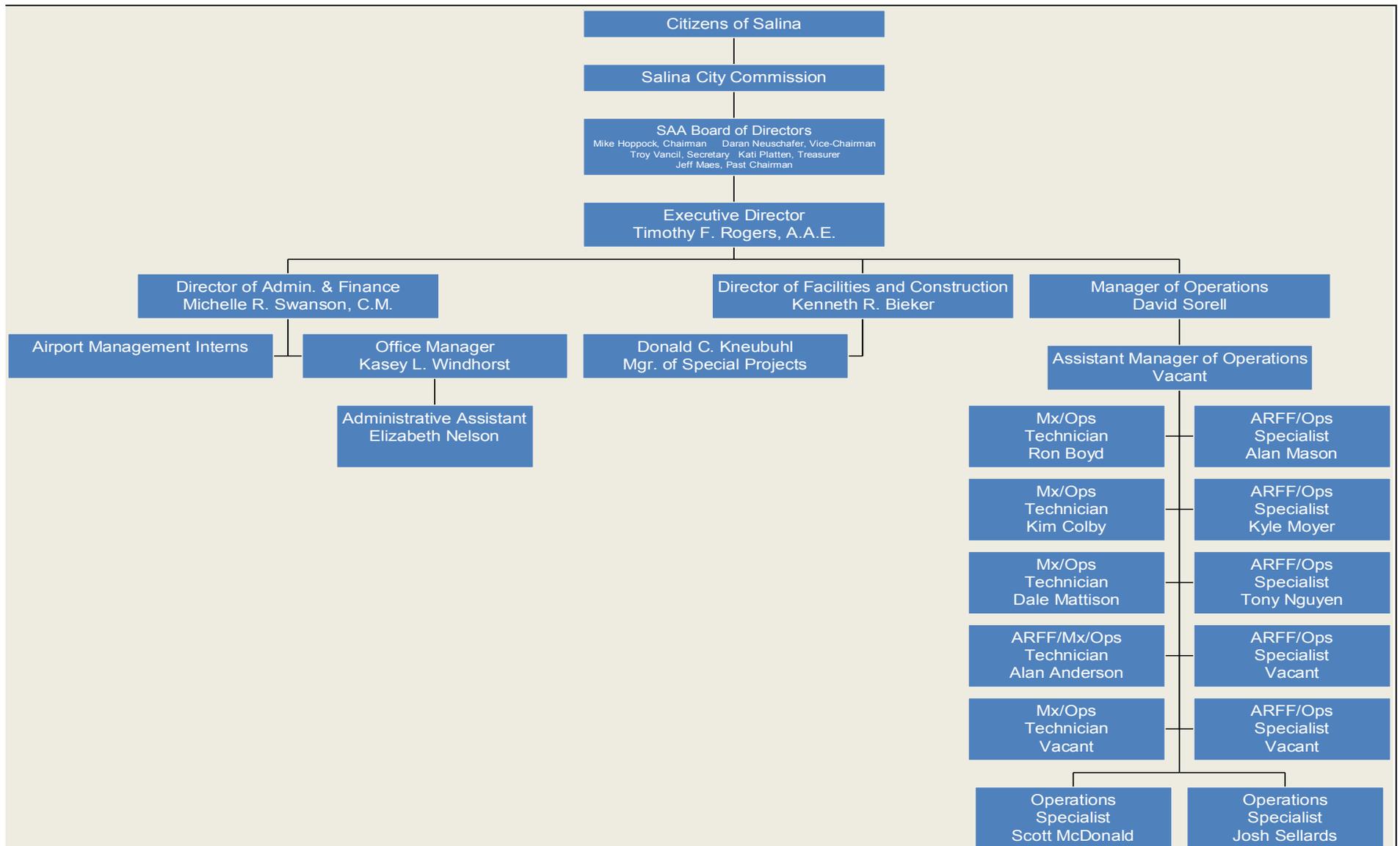
- Update and organize distro list in constant contacts
- Add e-mails from Zimmer prospecting reports
- Track community boards and leaders for names to add

#### **Coordinate direct mailings for available hangars and buildings**

- Prepare prospect mailings quarterly
- Utilize Zimmer prospect reports

# SALINA Airport Authority

As of January 2016



Base Salaries / Compensation	2012 Budget	2013 Budget	2014 Budget	2015 Budget	2016 Proposed Budget	+/- Budget	% Budget	Year of Prev. Adjustment	+/- \$	+/- %
<b>(Admin. Salary Exp.) Acct. No. 500</b>										
Total Administrative Salaries and Compensation	\$ 472,630	\$ 415,006	\$ 409,619	\$ 405,231	\$ 427,281	\$ 23,456	5.8%		\$ (11,337)	-2.65%
<b>(Maintenance Salary Exp.) Acct. No. 600</b>										
Total Maintenance Salaries and Compensation	\$ 371,530	\$ 398,382	\$ 329,836	\$ 330,000	\$ 311,384	\$ 39,711	12.0%		\$ (15,037)	-4.83%
<b>TOTALS</b>	<b>\$ 844,160</b>	<b>\$ 813,388</b>	<b>\$ 739,455</b>	<b>\$ 735,231</b>	<b>\$ 738,665</b>	<b>\$ 63,167</b>	<b>8.6%</b>			

Notes:

1. All salary/wages are based upon employee retention objectives, position market value and merit.
2. All wages contingent upon final Board approval of the respective FY budgets.

Airport Maintenance, Operations and ARFF Employee Wage Scale									Proposed 2016 Budget	
	2012 Hourly	2012 Annualized	2013 Hourly	2013 Annualized	2014 Hourly	2014 Annualized	2015 Hourly	2015 Annualized	2016 Hourly	2016 Annualized
Step 1	\$ 11.32	\$ 23,546	\$ 11.49	\$ 23,899	\$ 11.49	\$ 23,899	\$ 11.49	\$ 23,899	\$ 11.82	\$ 24,576
Step 2	11.91	24,773	12.09	25,147	12.09	25,147	12.09	25,147	12.43	25,859
Step 3	12.49	25,979	12.68	26,374	12.68	26,374	12.68	26,374	13.04	27,121
Step 4	13.16	27,373	13.36	27,789	13.36	27,789	13.36	27,789	13.74	28,575
Step 5	13.78	28,662	13.99	29,099	13.99	29,099	13.99	29,099	14.39	29,923
Step 6	14.49	30,139	14.71	30,597	14.71	30,597	14.71	30,597	15.13	31,463
Step 7	15.23	31,678	15.46	32,157	15.46	32,157	15.46	32,157	15.90	33,067
Step 8	15.99	33,259	16.23	33,758	16.23	33,758	16.23	33,758	16.69	34,714
Step 9	16.81	34,965	17.06	35,485	17.06	35,485	17.06	35,485	17.54	36,489
Step 10	17.64	36,691	17.90	37,232	17.90	37,232	17.90	37,232	18.41	38,286
Step 11	18.49	38,459	18.77	39,042	18.77	39,042	18.77	39,042	19.30	40,146
Step 12	19.42	40,394	19.71	40,997	19.71	40,997	19.71	40,997	20.27	42,157

Notes:

1. All salary/wages are based upon employee retention objectives, position market value and merit.
2. All wages contingent upon final Board approval of the respective FY budgets.

**Salina Airport Authority  
2016  
Budget Summary**

12/5/2015

	2013 Actual	2014 Budget	2014 Actual	2015 Budget	2016 Budget	+/-	%
<b>Operating Income</b>							
<b>Airfield revenue</b>							
Fuel Flowage Fees	\$ 128,277	\$ 159,430	\$ 145,000	\$ 150,000	\$ 156,750	\$ 6,750	4.5%
Hangar rent	360,086	392,940	510,000	531,639	515,000	-16,639	-3.1%
Landing fees	3,232	3,310	3,310	3,310	5,400	2,090	63.1%
Ramp rent	48,204	52,521	48,500	49,152	49,865	713	1.5%
<b>Total Airfield revenue</b>	<b>539,799</b>	<b>608,201</b>	<b>706,810</b>	<b>734,101</b>	<b>727,015</b>	<b>-7,086</b>	<b>-1.0%</b>
<b>Building and land rent</b>							
Agri land rent	61,563	55,000	56,824	58,000	58,000	0	0.0%
Building rents	1,142,775	1,168,146	827,988	780,000	825,000	45,000	5.8%
Land rent	260,635	268,409	268,409	222,210	216,195	-6,015	-2.7%
Tank rent	9,084	8,587	8,587	8,900	8,900	0	0.0%
<b>Total Building and land rent</b>	<b>1,474,057</b>	<b>1,500,142</b>	<b>1,161,808</b>	<b>1,069,110</b>	<b>1,108,095</b>	<b>38,985</b>	<b>3.6%</b>
<b>Other revenue</b>							
Avgas	40,595	35,000	8,038	-	-		
Commissions	22,152	20,000	20,000	21,000	20,000	-1,000	-4.8%
Other income	29,774	20,000	33,000	30,000	41,000	11,000	36.7%
<b>Total Other revenue</b>	<b>92,521</b>	<b>75,000</b>	<b>61,038</b>	<b>51,000</b>	<b>61,000</b>	<b>10,000</b>	<b>19.6%</b>
<b>Total Operating Income</b>	<b>2,106,377</b>	<b>2,183,343</b>	<b>1,929,656</b>	<b>1,854,211</b>	<b>1,896,110</b>	<b>41,899</b>	<b>2.3%</b>
<b>Cost of Goods Sold - Avgas</b>	<b>(38,619)</b>	<b>(30,000)</b>	<b>(7,654)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>
<b>Gross Operating Income</b>	<b>\$ 2,067,758</b>	<b>\$ 2,153,343</b>	<b>\$ 1,922,002</b>	<b>\$ 1,854,211</b>	<b>\$ 1,896,110</b>	<b>\$ 41,899</b>	<b>2.3%</b>
<b>Operating Expense</b>							
<b>Administrative expenses</b>							
A/E, consultants, brokers	\$ 16,928	\$ 6,000	\$ 6,500	\$ -	\$ 23,913	\$ 23,913	100.0%
Airport promotion	20,836	9,500	20,000	8,500	10,000	1,500	17.6%
Bad Debt Expense	-	1,500	-	-	-	-	0.0%
Computer/Network Admin.	9,790	12,500	12,500	10,000	10,000	-	0.0%
Dues and subscriptions	28,614	24,031	24,031	10,000	15,000	5,000	50.0%
Employee retirement	64,810	68,773	68,773	70,148	66,840	(3,308)	-4.7%
FICA and medicare tax expense	54,935	52,392	52,392	53,440	54,690	1,250	2.3%
Industrial development	15,000	15,000	15,000	-	15,000	15,000	0.0%
Insurance, property/liability	152,132	155,000	155,000	155,000	150,000	(5,000)	-3.2%
Insurance, medical	179,658	174,969	174,969	192,466	189,000	(3,466)	-1.8%
Kansas unemployment tax	744	11,250	11,250	1,000	1,000	-	0.0%
Legal and accounting	36,465	33,500	36,000	30,000	31,000	1,000	3.3%
Office salaries	415,859	401,219	401,219	405,231	427,281	22,050	5.4%
Office Supplies	8,794	7,000	7,250	7,000	6,000	(1,000)	-14.3%
Other administrative expense	12,492	5,355	7,500	3,750	3,750	-	0.0%
Postage	2,849	3,200	3,200	3,200	3,000	(200)	-6.3%
Property appraisal expense	-	7,000	7,750	-	-	-	0.0%
Property tax expense	179,082	150,000	150,000	155,000	165,000	10,000	6.5%
Special Events	123	2,500	1,000	1,000	1,000	-	0.0%
Telephone	16,070	16,500	17,000	16,500	15,750	(750)	-4.5%
Training	6,637	6,000	2,500	6,000	8,000	2,000	33.3%
Travel and meetings	11,015	13,840	9,800	8,000	8,000	-	0.0%
<b>Total Administrative expenses</b>	<b>\$ 1,232,833</b>	<b>\$ 1,177,029</b>	<b>\$ 1,183,634</b>	<b>\$ 1,136,235</b>	<b>\$ 1,204,224</b>	<b>\$ 67,989</b>	<b>6.0%</b>
<b>Maintenance expenses</b>							
Airfield maintenance	15,347	19,500	29,000	15,500	16,500	1,000	6.5%
Airport Security	17	1,500	850	500	500	0	0.0%
Building maintenance	50,157	60,000	55,000	40,000	40,000	0	0.0%
Equipment fuel and repairs	102,406	78,000	80,000	50,000	53,000	3,000	6.0%
Fire Services	-	3,500	1,000	1,500	1,500	0	0.0%
Grounds maintenance	939	6,500	4,000	3,500	3,500	0	0.0%
Maintenance salaries	355,388	329,836	329,836	330,000	311,384	-18,616	-5.6%
Other maintenance expenses	20,462	24,000	16,500	18,500	18,500	0	0.0%
Snow removal expense	17,538	30,250	15,000	15,000	13,000	-2,000	-13.3%
Utilities	310,623	300,000	310,000	215,000	205,000	-10,000	-4.7%
<b>Total Maintenance expenses</b>	<b>872,877</b>	<b>853,086</b>	<b>841,186</b>	<b>689,500</b>	<b>662,884</b>	<b>-26,616</b>	<b>-3.9%</b>
<b>Total Expense</b>	<b>2,105,710</b>	<b>2,030,115</b>	<b>2,024,820</b>	<b>1,825,735</b>	<b>1,867,108</b>	<b>41,373</b>	<b>2.3%</b>
<b>Total Operating Net Before Depreciation</b>	<b>\$ (37,952)</b>	<b>\$ 123,228</b>	<b>\$ (102,818)</b>	<b>\$ 28,476</b>	<b>\$ 29,002</b>	<b>\$ 526</b>	<b>1.8%</b>

**Salina Airport Authority  
2016  
Budget Summary**

	2013 Actual	2014 Budget	2014 Actual	2015 Budget	2016 Budget		
<b>Non Operating Income / Expense</b>						<b>+/-</b>	<b>%</b>
Capital Contributed	\$ 735,389	\$ 583,854	\$ 799,762	\$ 21,418	\$ 3,401,500	\$ 3,380,082	15781.5%
Gain (Loss) on sale of assets	6,500	10,000	81,052	15,000	15,000	-	0.0%
Interest Income on Deposits	1,500	750	410	500	250	(250)	-50.0%
Mill Levy	1,786,915	1,992,866	1,992,866	1,991,265	1,991,138	(127)	0.0%
Bond Issue Costs	(28,992)	-	-	-	45,000	45,000	0.0%
Interest Expense	(1,113,626)	(1,080,659)	(1,080,659)	(1,065,822)	(958,600)	107,222	-10.1%
Depreciation Expense	(2,475,000)	(2,515,000)	(2,515,000)	(2,565,000)	(2,641,950)	(76,950)	3.0%
<b>Total Non Operating Income/Expense</b>	<b>\$ (1,087,314)</b>	<b>\$ (1,008,189)</b>	<b>\$ (721,569)</b>	<b>\$ (1,602,639)</b>	<b>\$ 1,852,338</b>	<b>\$ 3,454,977</b>	
<b>Net Income</b>	<b>\$ (1,125,266)</b>	<b>\$ (884,961)</b>	<b>\$ (824,387)</b>	<b>\$ (1,574,163)</b>	<b>\$ 1,881,340</b>	<b>\$ 3,455,503</b>	

**Debt Service (principal & interest) &  
Special Assessments**

Special Assessments, 2001 <i>Airport Industrial Center Sub. Imps.</i>	23,378	23,378	23,378	17,878	17,878		
GO Bonds, Series 2005-A <i>for Bldg. 1021, Flower CSC, Hangars 509 &amp; 703, other capital</i>	409,275	409,837	409,837	409,613			
GO Bonds, Series, 2007-A <i>Acquisition Bldg. 217 Hangar 509, other capital Permanent financing balance 2006-1 Temp Notes</i>	92,603	94,742	94,742	96,983			
Capital Lease - BofA <i>Acquisition of Bldg. 412</i>	58,472	58,472	58,472	58,472	58,472		
Special Assessments, 2007 <i>Hangar 600 Sewer Extension</i>	2,594	2,565	2,565	2,565	2,565		
GO Bonds, Series 2009-A <i>AIP matching funds, airfield</i>	85,648	85,648	85,648	85,648	85,648		
GO Bonds, Series 2009-B <i>Economic development, SLN</i>	549,425	550,275	550,275	550,038	548,663		
GO Bonds, Series, 2011-A (Taxable) <i>Hangar 600, Hangar 606 &amp;</i>	751,633	749,027	749,027	745,653	746,363		
GO Bonds, Series, 2011-B <i>ARFF Station construction</i>	103,331	103,337	103,337	103,331	103,331		
GO Bonds, Series, 2015-A <i>H959 Renovation, Term Remodel</i>					505,576		
<b>Total Debt Service</b>	<b>\$ 2,076,359</b>	<b>\$ 2,077,281</b>	<b>\$ 2,077,281</b>	<b>\$ 2,070,181</b>	<b>\$ 2,068,496</b>		

Salina Airport Authority  
2016 Budget Summary  
Capital Assets

	2012 Actual	2013 Actual	2014 Actual	2015 Budget	2016 Budget
<b>10-01 Airfield additions</b>					
AIP-33 A/E ARFF Station	36,983	-	-	-	-
AIP-34 ARFF Station Construction & Airfield Guidance Signage	2,244,964	-	-	-	-
AIP-35 KSLN 20 Year Master Plan Project	74,145	375,425	78,107	-	-
AIP-37 Taxiway B & E Rehabilitation Design	-	-	371,219	92,077	50,497
AIP-38 Taxiway E Rehabilitation Construction	-	-	-	-	3,515,248
Airfield Improvements	44,608	51,943	40,952	3,250	15,000
Economic Impact Analysis	-	-	-	11,750	5,875
Geospatial Aerial Photo	3,464	-	-	-	-
KAIP-LED Taxiway Lights	-	491,004	-	-	-
KAIP- 17/35 Slurry Seal	-	-	-	-	392,000
Taxiway G rehab. & overhead electric bury	-	47,156	371,594	-	-
T-hangars-Jumper Road	154,918	-	-	-	-
Term., Public View, Museum Dev.	15,788	4,332	-	5,000	-
<b>Total 10-01 Airfield additions</b>	<b>2,574,870</b>	<b>969,860</b>	<b>861,872</b>	<b>112,077</b>	<b>3,978,620</b>
<b>20-01 Bldg. &amp; Impr. Additions</b>					
<b>Building Improvements</b>					
Bldg. 122 Improvements	-	46,940	-	-	-
Bldg. 310 Environmental & Interior Demo	-	-	-	-	65,000
Bdg. 313 Improvements	5,296	3,296	-	-	-
Bldg. 409-2 Improvements	-	-	-	-	21,500
Bldg. 520 Improvements	3,535	4,270	-	-	-
Bldg. 614 Improvements	5,351	-	-	-	-
Bldg. 620 Rehabilitation	621,904	-	-	-	-
Bldg. 655 Rehabilitation	84,631	7,599	20,446	-	-
Bldg. Improvements Other	-	6,267	21,071	5,000	20,000
Hangar 509 Improvements	15,618	-	-	-	-
Hangar 600 Improvements	60,668	-	-	-	-
Hangar 606 Rehabilitation	2,001,807	-	-	-	-
Hangar 626 Imps.	-	26,320	7,222	-	-
Hangar 959 Rehabilitation	-	12,408	286,917	10,000	-
<b>Total Building improvements</b>	<b>2,798,810</b>	<b>107,100</b>	<b>335,656</b>	<b>15,000</b>	<b>106,500</b>
<b>FBO Improvements</b>					
Avflight North	-	-	1,520	-	-
Avflight South	24,105	-	4,550	-	-
Pumphouse 305	138,555	65,119	20,116	5,000	15,000
Terminal Bldg. Remodel	-	-	-	275,000	200,000
<b>Total 20-01 Bldg. &amp; Impr. Additions</b>	<b>2,961,470</b>	<b>172,219</b>	<b>361,842</b>	<b>295,000</b>	<b>321,500</b>
<b>30-01 Equipment additions</b>					
ARFF equipment	-	-	-	-	-
Communications equipment	1,014	-	13,224	1,000	2,000
Computer equipment	31,009	21,551	1,510	1,000	7,500
Environmental equipment	-	-	-	-	-
Industrial center equipment	7,230	-	-	-	-
Office equipment	-	4,314	-	-	-
Other Equipment	-	1,698	-	5,000	15,000
Shop equipment	-	7,200	61,936	-	10,000
Terminal bldg. equipment	-	-	-	-	-
Vehicles	-	2,769	-	-	10,000
<b>Total 30-01 Equipment Additions</b>	<b>39,253</b>	<b>37,532</b>	<b>76,670</b>	<b>7,000</b>	<b>44,500</b>
<b>40-00 Land additions</b>					
Airport Indust. Center Imps. Other	5,000	-	-	-	15,000
Beechcraft Road Imp. Concept	-	-	-	-	2,500
Demolition (72' diameter tank)	-	3,000	-	-	-
<b>Environmental</b>					
SAFB	107,829	85,514	22,693	15,455	15,000
Other environmental	-	-	21,711	-	-
Nestle Site Improvements	-	-	-	-	18,500
Rail Spur Improvements	-	-	-	-	15,000
West Beechcraft Road Improvements	103,958	-	-	-	-
West Vortex Ave. Lot Replat	-	6,000	-	-	-
Watermain relocation construction (Lot 3, Block 4, AICS)	95,060	-	-	-	-
<b>Total 40-00 Land Additions</b>	<b>311,847</b>	<b>94,514</b>	<b>44,404</b>	<b>15,455</b>	<b>66,000</b>
<b>Grand Total Fixed Asset Additions</b>	<b>\$ 5,887,440</b>	<b>\$ 1,274,125</b>	<b>\$ 1,344,788</b>	<b>\$ 429,532</b>	<b>\$ 4,410,620</b>

**SALINA AIRPORT AUTHORITY  
STATEMENT OF CASH FLOWS  
2016 Budget Summary**

12/10/2015

	2012 Actual	2013 Actual	2014 Actual	2015 Projected	2016 Projected
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Cash received from sales, commissions, fees and rents	2,091,754	2,162,181	1,849,824	1,876,295	1,881,110
Cash paid to employees for services	(784,733)	(766,300)	(731,571)	(735,231)	(738,665)
Cash paid to suppliers for goods and services	(1,345,746)	(1,469,899)	(1,170,505)	(1,205,650)	(1,128,443)
<b>Net Cash Provided (Used) in Operating Activity</b>	<b>-38,725</b>	<b>-74,018</b>	<b>-52,252</b>	<b>-64,586</b>	<b>14,002</b>
<b>CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES:</b>					
Acquisition and const. of property, plant and equip.	(4,789,419)	(1,238,629)	(1,348,143)	(225,680)	(4,410,620)
Purchases in satisfaction of maintenance agreement					
Proceeds from capital grants	1,755,598	623,029	799,762	92,414	3,401,402
Proceeds (expenses) from sale of capital assets		218,361	81,652	43,500	15,000
Proceeds from Mill Levy	1,767,338	1,788,284	1,993,889	1,991,265	1,991,265
Principal payments on debt	(1,154,007)	(959,134)	(972,729)	(1,025,674)	(1,109,896)
Proceeds of new borrowing	0	0	0	675,000	725,000
Bond issue costs paid	0	0	0	(43,050)	(45,000)
Interest paid on long-term debt	(1,190,236)	(1,131,523)	(1,099,052)	(1,044,504)	(958,600)
<b>Net Cash Provided (Used) in Capital and Related Financing Activities</b>	<b>(3,610,726)</b>	<b>(699,612)</b>	<b>(544,621)</b>	<b>463,271</b>	<b>(391,449)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>					
Interest received on investments	1,500	676	437	260	250
<b>INCREASE (DECREASE) IN CASH &amp; CASH EQUIVALENTS</b>	<b>(3,647,951)</b>	<b>(772,954)</b>	<b>(596,436)</b>	<b>398,945</b>	<b>(377,197)</b>
<b>CASH BALANCE - January 1</b>	<b>5,308,083</b>	<b>1,660,132</b>	<b>887,178</b>	<b>290,742</b>	<b>689,687</b>
<b>CASH BALANCE - December 31</b>	<b>1,660,132</b>	<b>887,178</b>	<b>290,742</b>	<b>689,687</b>	<b>312,490</b>



## HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2016

### Forward Operating Location (FOL) Activity

Facility	Hangar Floor SF	Office / Multi-Use SF	Total SF	Rate/SF Office	Rate/SF Hangar	Total Facility Rate/SF	Daily Rate 100% Usage	Daily Rate 50% Usage	Daily Rate Hangar Only	Daily Rate Office Only
Hangar 509	27,673	17,859	45,532	\$ 11.90	\$ 5.95	\$ 8.30	\$ 1,030	\$ 515	\$ 450	\$ 580
Hangar 606	34,932	14,290	49,222	\$ 15.85	\$ 7.95	\$ 10.25	\$ 1,380	\$ 690	\$ 760	\$ 620
Hangar 600	42,052	26,256	68,308	\$ 17.15	\$ 8.45	\$ 11.75	\$ 2,190	\$ 1,095	\$ 970	\$ 1,230
Hangar 959	89,513	40,220	129,733	\$ 12.25	\$ 9.25	\$ 9.85	\$ 3,500	\$ 1,750	\$ 2,260	\$ 1,340

#### The above hangar rental includes the following:

1. The use of SLN runways, taxiways and designated aircraft parking aprons. The SAA and mission planners will coordinate to designate ramp space to accommodate mission aircraft. As soon as possible, provide the SAA with the mission concept of operations and number/type of aircraft.
2. The use of up to 3 storage bunkers, and one building for the storage and assembly of practice ordnance. Upon receipt of the list of ordnance to be used, the SAA can assist the unit(s) in obtaining the appropriate explosives facility licenses.
3. 50 four ft. tables and 145 folding chairs. (Subject to availability; coordinate needs early with SAA to reserve tables and chairs).
4. Up to 3 telephone digital land lines and 1 analog line per hangar leased.
5. 30 Toshiba phones (Subject to availability; coordinate early to reserve phones).
6. Commercial Internet including hard wired and wireless provided by Cox Cable (ISP) via a Hybrid Fiber Coax (HFC) system (5.0/1.0 speed).
7. All electricity, natural gas, water and trash services.
8. The use of hangar restrooms within the leased facilities; all consumables to be stocked and supplied by the SAA during the mission.
9. Two refrigerators and 2 microwaves; coordinate early to reserve appliances.
10. Issuance of building and airfield access keys and gate cards as per mission planner instructions.



## HANGAR / MISSION OPERATING FACILITY PRICING

### Forward Operating Location (FOL) Activity

#### Additional services available through the SAA

1. Increased Internet speed as follows (rate is per hangar, per month):
 

a.) 10.0/2.0 - \$690	b.) 25.0/5.0 - \$720	c.) 50.0/10.0 - \$770	d.) 100.0/20.0 - \$840	e.) 150.0/20.0 - \$920
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2. Long distance telephone call capability (codes issued per unit's request and ease in tracking utilization) - \$.069/minute
3. Additional land telephone lines - \$50 per line per month.
4. Printer/copier rental as follows (rate is per unit, per month, one month minimum, paper available for \$50/case):
 

a.) 35/45 PPM, color copier/printer - \$730	b.) 35/45 PPM, back/white copier/printer - \$645
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Add \$250 for hard drive removal and surrender to unit.
5. Janitorial services - \$225 per day per facility for detail restroom cleaning and trash removal (can specify certain dates and times for services). For detail office / hangar cleaning services, please contact the SAA for pricing.
6. Port-a-potties - \$100 per week (includes 1 service)
7. Utilization of SAA Logistics and Ground Services Support Equipment - \$180 per day (see separate GSE schedule for equipment listing detail).

*Missions/deployments extending over 30 days may qualify for a price discount, please contact the Salina Airport Authority (SAA) for extended stay rate quotes.*

*In the event of partial occupancy, the SAA reserves the right to lease the remaining sq. ft. to other units, organizations and aircraft operators.*

**Facility and pricing structure subject to hangar availability. Contact the SAA in the early stages of mission planning to insure availability and reserve the facilities and dates.**

Salina Regional Airport operated by:  
**Salina Airport Authority (SAA)**  
 3237 Arnold Ave., Salina, KS 67401  
 Shelli Swanson, Director of Admin. & Finance  
 shellis@salair.org  
 785-827-3914 or 785-577-4647



***Your trusted, experienced partners in forward operating location training and missions***



## HANGAR / MISSION OPERATING FACILITY PRICING

### Forward Operating Location (FOL) Activity

#### Services provided by other SAA partners and contact information:

Aircraft Fuel	SLN FBO and DoD contract fuel provider: Avflight Salina; Julie Yager-Zucker, Operations Manager 785-825-6739
Aircraft Support Equipment	Avflight Salina; Julie Yager-Zucker, Operations Manager 785-825-6739 - for all equipment not available on SAA equipment list.
Air Traffic Control	Salina Air Traffic Control Tower, Dave Hansen, Manager, 785-825-4806
Machine Shop Services	Scientific Engineering, Jim Pratt, 785-827-7071
Food Service; Catering	Kansas State University Food Service Provider; AmeriServ, Kate Chambers, 785-826-2922 or Avflight Salina; Julie Yager-Zucker, Operations Manager 785-825-6739
Recreation; Fitness	Hangar Indoor Complex, on airfield workout complex, Jake Sharp, 785-643-3664 or Kansas State University Recreation Center, Kyle Chamberlin, 785-826-2662
Rental Cars	Hertz, 785-827-7237; Enterprise, 785-825-1100
Lodging	Country Inn and Suites, Nathan McClanahan, 785-827-1271; Candlewood Suites, Janie Verhoeff, 785-823-6939; Hampton Inn, Sheila, 785-823-9800. For large scale events, please contact JoAnne McClure at the Salina Chamber's Convention and Visitors Bureau 785-827-9301
Gases	Airgas, 785-823-8100

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## Ground Support Equipment & Logistics

*As of January 1, 2016*



For questions or to rent GSE or  
Logistics Services, please contact  
Shelli Swanson at 785-827-3914  
or email [shellis@salair.org](mailto:shellis@salair.org)

# Vehicles

**Description:**

Chevy 12 Passenger Van



**Description:**

GMC Box Van  
L 23'9" W 7'9" H 8'6"



**Description:**

International Semi Flatbed Truck



**Description:**

Chevy Blazer



**Description:**

1986 International Series Stake Bed Truck



# Ground Support Equipment

**Description:**

PS1: F350, Self-propelled, Passenger Air Stair  
See attachment for height range



**Description:**

PS2: Wide-body Passenger Aircraft Air Stair  
See attachment for height range



**Description:**

PS3: 150 Passenger Air Stair, Towable  
See attachment for height range



**Description:**

S&S Tug, Mobile Belt Loader, 11' Height Range



**Description:**

Bucket Truck Lift, 52' Height range



**Description:**

Jack up Work Stand, 10' Height Range



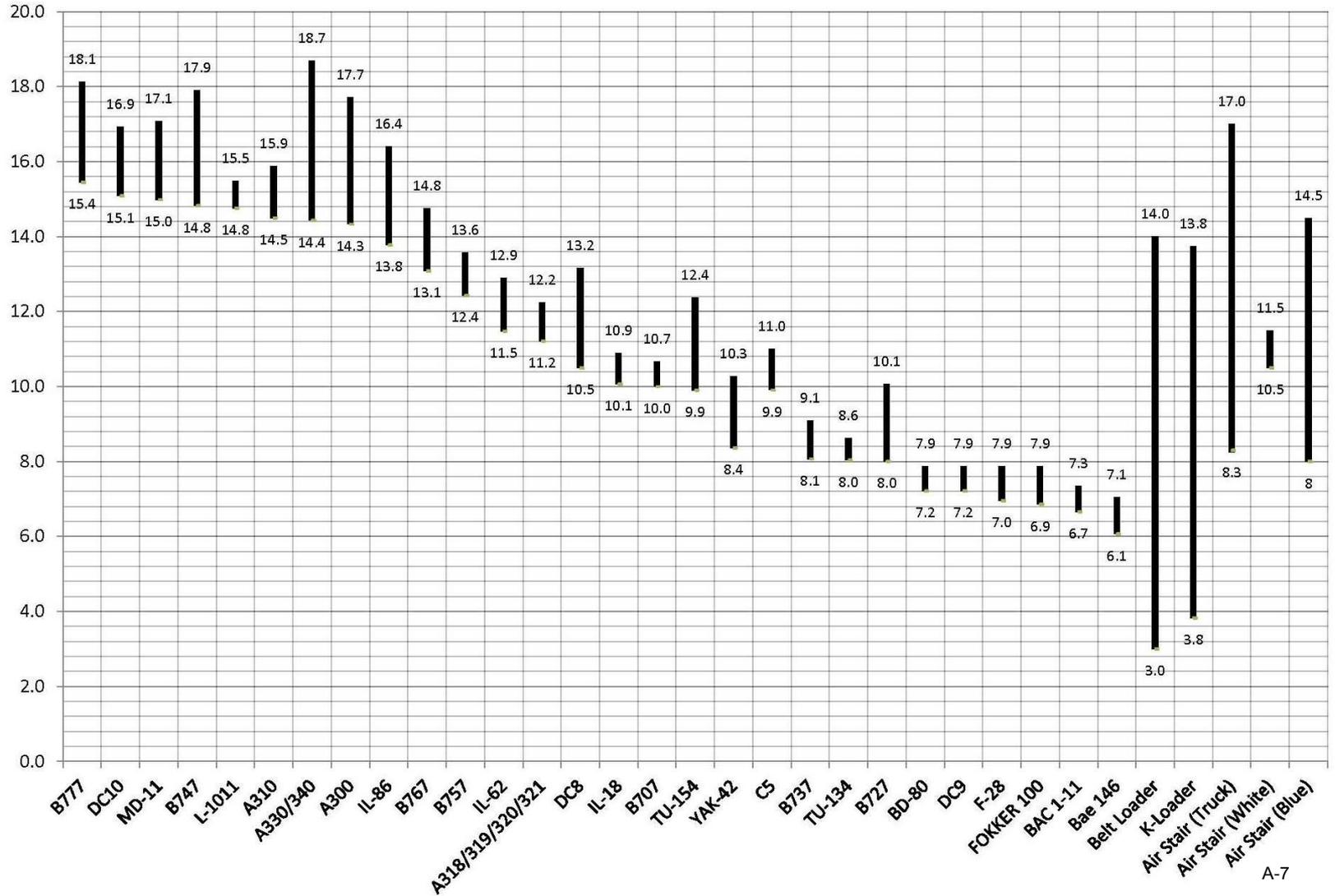
**Description:**

Portable Loading Ramp, L 36' x W 7'



# Height Range

Aircraft Door Sill Heights in Feet (Minimum to Maximum)



# Ground Support Equipment

**Description:**

25K-Loader (Qty 2),  
13' Height Range



**Description:**

10K Forklift,  
12.6' Height Range



**Description:**

Grey 2K Forklift,  
10.8' Height Range



**Description:**

10K Forklift,  
8.25' Height Range



**Description:**

4K Forklift,  
10.3' Height Range



**Man Lift Cage**

For fork lift  
Platform size:

# Ground Support Equipment

**Description:**

Hobart AC Ground  
Power Unit 400 Hz  
Solid State 460 VAC  
50-60Hz



**Description:**

Hobart AC Ground  
Power Unit 28 VDC  
Solid State, 3ph/208-  
230-460V/60Hz



**Description:**

3 sets of Portable  
Flood Lamp  
35' tall



**Description:**

12, Tri-max wheeled  
fire extinguishers



# Ground Support Equipment

**Description:**  
Landoll Deicer  
Mil & Civ AC  
Up to B757  
40.5'



**Description:**  
Aircraft Tug



**Description:**  
Aircraft Tug,  
4,000 lbs Weight  
Limit



**Description:**  
Bobtail tug



# Ground Support Equipment and Logistics Fee Schedule

Equipment	Hourly Rate	Daily Rate
AC Ground Power Units	35	110
Air Stairs	n/a	145
Aircraft Tugs	40	150
Belt Loader	n/a	145
Boom Lift	55	150
Deicer Vehicles		150 (per aircraft)
FOD Busters (ea)	25	60
Forklifts	55	150
Jack up Work Stand	50	140
K-Loaders	55	150
Man Lift Cage	15	60
Portable Flood Lights	55	180
Portable Loading Ramp	55	140
Tri-Max Wheeled Fire Extinguishers (12)	30	90
Vehicles	\$ 40	\$ 150

Multiple day FOL activities qualify for the \$180 per day logistics rate which includes access to all equipment on this schedule.

*Rates include delivery and return of equipment to any facility on the Airport.  
Equipment will be positioned fueled.  
Any refueling, refilling or recharging required will be the responsibility of the lessee.*

\* Minimum of 1 hour for equipment rental

# Salina Airport Authority

## Other Income Fee Schedule

Effective January 1, 2016

Gate cards	\$ 20.00	per key (new or replacement)
Telephone service	\$ 0.07	per minute (long distance)
Facility keys	\$ 15.00	per key (new or replacement)
Lock change	\$ 50.00	per door
Finance Charge on overdue balances	\$75 or 6% of the overdue balance	
Air Terminal Conference Room	\$ 100.00	per day
TV/VCR/Projector	\$ 25.00	per day
Photocopies	\$ 0.15	per page
Fax Services		
Outgoing	\$ 5.00	for first page
	\$ 2.00	per page after first
Incoming	\$ 1.00	per page
NSF Check	\$ 35.00	each
ARFF Standby Fee	\$ 90.00	per hour
Fuel Spill Clean up		
Man hour	\$ 90.00	
Small Equip.	\$ 35.00	per hour
Large Equip.	\$ 50.00	per hour
Consumables		at cost
Airfield Escort Fee	\$ 50.00	per hour (min. of 1 hr.)
AOA Driving Training	\$ 70.00	per class
Landing Fees	\$ .65	<60,000lbs.
(per 1,000 lbs. per landing)	\$ 1.25	>60,000lbs.
Terminal Use Fee	\$ 425.00	per flight
Terminal Security	\$ 495.00	per flight (includes LE0 AND DRO)
Air Stairs	\$ 145.00	per day
Belt Loader	\$ 145.00	per day
Maintenance Service Fee	\$ 90.00	per hour
		plus supplies & equipment
		(for items the responsibility of tenant)
Other contract services	7.50%	plus cost

\* Minimum of 1 hour for equipment rental



**Director of Facilities and Operations**

3237 Arnold Ave.

Salina, Kansas 67401

Telephone (785) 827-3914 • FAX (785) 827-2221 • E-Mail [kennyb@salair.org](mailto:kennyb@salair.org)

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**DATE:** 12/16/2015  
**TO:** SAA Board of Directors  
**FROM:** Kenny Bieker  
Director of Facilities and Construction  
**SUBJECT:** Project Updates

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**AIP Project No. 37 – Taxiway Alpha, Bravo & Echo Design**

FAA review of the construction plans was not completed in November as expected. Aviation will be able to complete the plans within the time frame since the decision was made to continue the design without FAA comments and deal with any changes when comments are received. With the conference calls that were done we have a good idea of the project and FAA expectations.

**KAIP 2017 Submittals**

KDOT is expected to have their final decisions by the end of December. As a reminder this is for a slurry seal on runway 17-35 on the south 7500 feet of the runway about 50' wide.

**Airport Activity**

Building 394 has been vacated by OCCK. Dale Mattison (SAA Maintenance Employee) did an outstanding job at patching and painting the facility inside.

Our newest Employee Son Nguyen (pronounced when) who goes by the name Tony is coming along nicely in his ARFF position. Tony should be ready for covering a shift by himself about February 1<sup>st</sup>.