



2017 Budget Report  
and  
Operating Plan



**2017 BUDGET REPORT and OPERATING PLAN  
TABLE OF CONTENTS**

**SECTION**

**DOCUMENT**

- |   |   |
|---|---|
| 1 | SAA Mission Statement and Code of Ethics Statement  |
| 2 | 2017 Operating Plan                                 |
| 3 | 2017 SAA Staffing Plan                              |
| 4 | 2017 Operating Budget & Capital Expenditures Budget |

**APPENDIX**

- |   |   |
|---|---|
| A | 2017 SAA Rates and Charges                |
| B | 2017 SAA Board Meeting & Holiday Calendar |



## 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, Salina Economic Development, Inc. and the State of Kansas.



Salina Community Economic Development Organization



## *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.

# 2017 Priorities



**Hangar & Building Leasing**



**Finance and Administration**



**Airfield Operations and Construction**



**Schilling Project FS & CAD**



**SLN - DEN Marketing Plan**



**America's Fuel Stop**

# 2017 Priorities



- Online listings/info – LoopNet, Hangar Network, SAA website, LinkedIn & Reporting Points
- Improve/add signage to available properties
- Up to date brochures – electronic & paper
- Hangar and building base lease review – Tenant housekeeping
- Show ready status – secure and clean
- Risk management – fire pump tests, electrical, HVAC & plumbing
- Utility costs – NG transport pricing & lowest electrical service category (i.e. “small general service”)

# 2017 Hangar & Building Improvements



- B412 – Roof repair
- B122 – Roof replacement
- B120 – TSA build out
- B120 – Passenger walkway roof
- B120 – South lobby automatic door
- B120 – Service animal relief area
- B120 – SAA Offices/Admin breakroom/coffee bar kitchenette
- H959 – Electrical updates
- H600 – Furniture/Fixtures 1<sup>st</sup> floor conference center room (market as Airport Conference Center)

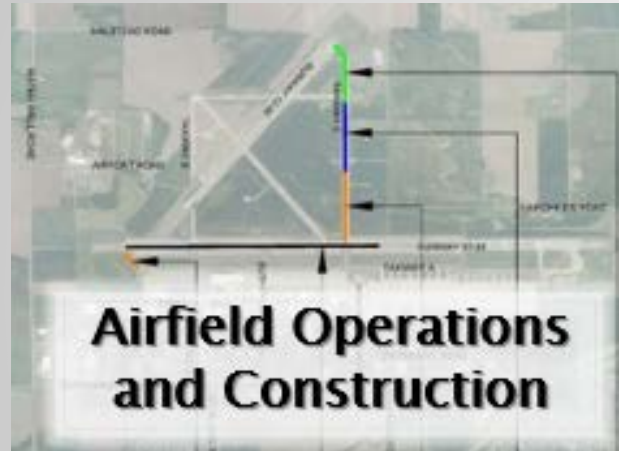
# 2017 Priorities

- Banking services RFP
- NG transport pricing
- Build operating fund cash reserve
- Update the SAA's 5 year CIP
- Review SAA employee compensation plan
- Update SAA employee handbook
- G.O. bond compliance
- Add FTE to office staff
- Increase FM Global Inspection Scoring by 5 points
- Maximize revenues - 20+ acre airport road equipment yard
- Uniform Contract RFP
- Network Upgrades H509, H600 and H606
- Term/ FIDS marketing/advertising program development
- Fuel RFP (unleaded, diesel)
- Update to base lease





# 2017 Priorities



- Taxiway Alpha and Echo construction
- Implement new FAR Part 139 runway condition reporting methodology
- APOE/D readiness & coordination
- FAR Part 139 compliance with pavement condition reporting (snow/ice)
- Taxiway Alpha joint sealing by SAA staff
- Aircraft parking ramp repairs by SAA staff
- Taxiway Bravo Bids
- Runway 17/35 Slurry Seal
- Complete repainting Runway 12/30 all pavement markings
- Crack seal Taxiway Alpha

# 2017 Priorities



- FS completion
- CAD completion
- 2017/2018 Mediation plan

# 2017 Priorities



- Coordinate SLN-DEN marketing plan with GLA & DEN
- Supplement SLN-DEN marketing plan with local funds
- Fly SLN website updates
- Finalize SLN FIDS system in terminal building & online
- Fly Salina events & promotions
- Redesigned GLA SLN brochure
- UA Code share fare fixes for top 20 SLN pax destinations

# 2017 Priorities



- Military unit marketing
- Revitalize “America’s Fuel Stop” tagline
- Casino charter flights

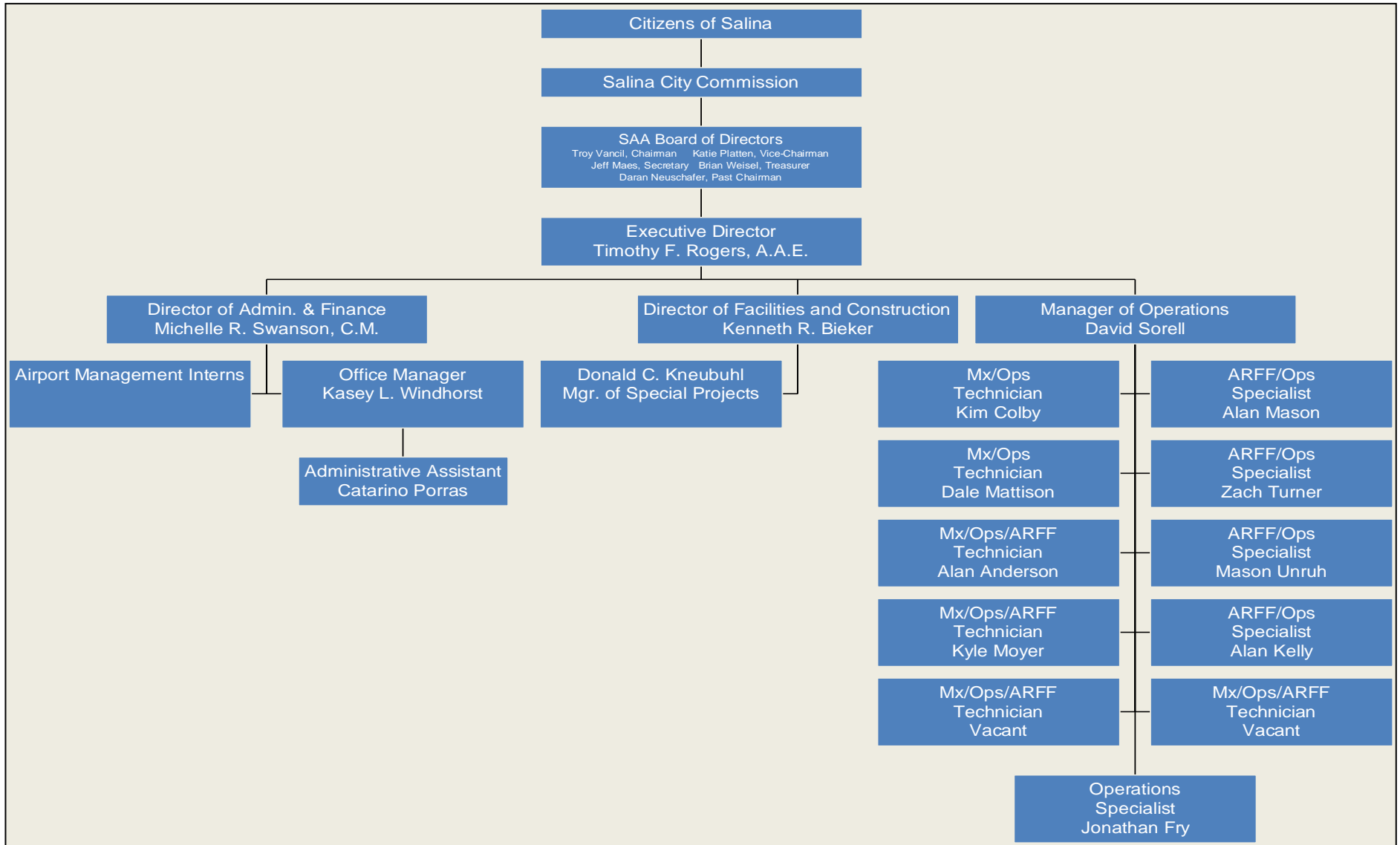
# 2017 Special Projects



- Design and construct Steve Fossett and Global Flyer memorial/monument
- Successful execution of Jaded Thunder 17.1 (No 4 and largest to date at SLN)
- Secure additional BBA flight test work at SLN

# SALINA Airport Authority

January 2017



**Salina Airport Authority  
2017  
Budget Summary**

12/6/2016

	2014 Actual	2015 Budget	2015 Actual	2016 Budget	2017 Budget	+/-	%
<b>Operating Income</b>							
<b>Airfield revenue</b>							
Fuel Flowage Fees	\$ 145,000	\$ 150,000	\$ 189,532	\$ 156,750	\$ 158,000	\$ 1,250	0.8%
Hangar rent	510,000	531,639	472,454	515,000	520,000	\$ 5,000	1.0%
Landing fees	3,310	3,310	7,668	5,400	6,500	\$ 1,100	20.4%
Ramp rent	48,500	49,152	49,851	49,865	50,000	\$ 135	0.3%
<b>Total Airfield revenue</b>	706,810	734,101	719,505	727,015	734,500	\$ 7,485	1.0%
<b>Building and land rent</b>							
Agri land rent	56,824	58,000	53,673	58,000	56,000	-2,000	-3.4%
Building rents	827,988	780,000	815,923	825,000	873,834	48,834	5.9%
Land rent	268,409	222,210	189,200	216,195	217,150	955	0.4%
Tank rent	8,587	8,900	9,540	8,900	9,500	600	6.7%
<b>Total Building and land rent</b>	1,161,808	1,069,110	1,068,336	1,108,095	1,156,484	48,389	4.4%
<b>Other revenue</b>							
Airport Promotion		-	-	-	48,000	48,000	100%
Commissions	20,000	21,000	20,710	20,000	23,000	3,000	15.0%
Other income	33,000	30,000	67,953	41,000	45,000	4,000	9.8%
<b>Total Other revenue</b>	61,038	51,000	88,663	61,000	116,000	55,000	90.2%
<b>Gross Operating Income</b>	\$ 1,922,002	\$ 1,854,211	\$ 1,876,504	\$ 1,896,110	\$ 2,006,984	\$ 110,874	5.8%
<b>Operating Expense</b>							
<b>Administrative expenses</b>							
A/E, consultants, brokers	\$ 6,500	\$ -	\$ 19,904	\$ 23,913	\$ 15,000	\$ (8,913)	-37.3%
Airport promotion	20,000	8,500	9,722	10,000	58,000	\$ 48,000	480.0%
Bad Debt Expense	-	-	3,422	-	-	\$ -	
Computer/Network Admin.	12,500	10,000	12,096	10,000	13,500	\$ 3,500	35.0%
Dues and subscriptions	24,031	10,000	20,781	15,000	25,000	\$ 10,000	66.7%
Employee retirement	68,773	70,148	70,006	66,840	67,000	\$ 160	0.2%
FICA and medicare tax expense	52,392	53,440	50,468	54,690	56,000	\$ 1,310	2.4%
Industrial development	15,000	-	-	15,000	25,000	\$ 10,000	66.7%
Insurance, property/liability	155,000	155,000	145,433	150,000	150,000	\$ -	0.0%
Insurance, medical	174,969	192,466	176,485	189,000	170,000	\$ (19,000)	-10.1%
Kansas unemployment tax	11,250	1,000	684	1,000	1,000	\$ -	0.0%
Legal and accounting	36,000	30,000	41,905	31,000	32,000	\$ 1,000	3.2%
Office salaries	401,219	405,231	393,965	427,281	448,645	\$ 21,364	5.0%
Office Supplies	7,250	7,000	6,487	6,000	6,800	\$ 800	13.3%
Other administrative expense	7,500	3,750	4,444	3,750	5,000	\$ 1,250	33.3%
Postage	3,200	3,200	2,030	3,000	3,000	\$ -	0.0%
Property appraisal expense	7,750	-	-	-	-	\$ -	
Property tax expense	150,000	155,000	154,466	165,000	160,000	\$ (5,000)	
Special Events	1,000	1,000	-	1,000	1,000	\$ -	0.0%
Telephone	17,000	16,500	16,565	15,750	16,538	\$ 788	5.0%
Training	2,500	6,000	4,824	8,000	8,000	\$ -	0.0%
Travel and meetings	9,800	8,000	8,386	8,000	10,000	\$ 2,000	25.0%
<b>Total Administrative expenses</b>	\$ 1,183,634	\$ 1,136,235	\$ 1,142,073	\$ 1,204,224	\$ 1,271,483	\$ 67,258	5.6%
<b>Maintenance expenses</b>							
Airfield maintenance	29,000	15,500	16,812	16,500	25,000	8,500	54.8%
Airport Security	850	500	793	500	500	0	0.0%
Building maintenance	55,000	40,000	34,998	40,000	45,000	5,000	12.5%
Equipment fuel and repairs	80,000	50,000	63,791	53,000	54,500	1,500	3.0%
Fire Services	1,000	1,500	14,511	1,500	15,000	13,500	900.0%
Grounds maintenance	4,000	3,500	2,117	3,500	3,500	0	0.0%
Maintenance salaries	329,836	330,000	312,080	311,384	325,400	14,016	4.2%
Other maintenance expenses	16,500	18,500	13,716	18,500	17,500	-1,000	-5.4%
Snow removal expense	15,000	15,000	1,936	13,000	20,000	7,000	46.7%
Utilities	310,000	215,000	241,068	205,000	200,000	-5,000	-2.3%
<b>Total Maintenance expenses</b>	841,186	689,500	701,822	662,884	706,400	43,516	6.3%
<b>Total Expense</b>	2,024,820	1,825,735	1,843,895	1,867,108	1,977,883	110,774	6.1%
<b>Total Operating Net Before Depreciation</b>	\$ (102,818)	\$ 28,476	\$ 32,609	\$ 29,002	\$ 29,101	\$ 526	1.8%

**Planned Capital Projects**

Fiscal Year	Project Name	Capital Budget Acct.	Project Remarks	Total Project Budget	Fiscal Year Budget	Funding Source
2017	AIP-36 Txy E Rehab Const.	AIP-36		2,544,825	1,644,825	90% FAA 10% 2016 Temp Notes Const. Fund
2017	AIP-37 Txy B & E Rehab Design	AIP-37		463,297	53,133	90% FAA 10% Operating Funds
2017	AIP-38 Txy B Reconstruction	AIP-38		1,998,250	1,998,250	90% FAA 10% 2016 Temp Notes Const. Fund
2017	17/35 Slurry Seal	17/35 Slurry Seal		180,000	180,000	2016 Temp Note Const. Fund
2017	17/35 vegetation control and additonal painting	Airfield	we are painting edge stripes and thresholds in-house; all outside of new slurry sealed area	10,000	10,000	2016 Temp Note Const. Fund
2017	Avglight Signage - AIC Signage	AICS		500	500	Operating Funds
2017	Aircraft parking ramp repairs	Airfield		18,000	18,000	2016 Temp Note Const. Fund
2017	Rwy. 12/30 pavement markings	Airfield	repaint all	5,000	5,000	2016 Temp Note Const. Fund
2017	Airfield perimeter fence	Airfield	convert 2 padlock gates to cantilever slide gates	7,500	7,500	Operating Funds
2017	H959 Electrical	Buildings	Electrical design to replace outdated transformers,	8,500	8,500	Operating Funds
2017	H959 Restrooms & Office Imps.	Buildings		20,000	20,000	Operating Funds
2017	B120 TSA office build out	Buildings		45,000	45,000	Federal Reimbursement
2017	HVAC Bldg. Imps.	Buildings		15,000	15,000	Operating Funds
2017	B120 South lobby automatic door	Buildings		5,000	5,000	Operating Funds
2017	B120 SAA admin. offices breakroom	Buildings		2,500	2,500	Operating Funds
2017	B120 service animal relief area	Buildings		2,000	2,000	Operating Funds
2017	Roofing	Buildings	B412, B122	10,000	10,000	Operating Funds
2017	B700, Avflight North Imps.	Buildings		5,000	5,000	Operating Funds
2017	H600 1st floor conference center furniture/fixtures	Buildings		10,000	10,000	Operating Funds
2017	H509 Network upgrades	Buildings		10,000	10,000	Operating Funds
2017	H606 network upgrades	Buildings		10,000	10,000	Operating Funds
2017	Real estate marketing signage	Buildings		2,500	2,500	Operating Funds
2017	Rail Spur	Buildings		30,000	30,000	Operating Funds
2017	H959 access road imp	Buildings	Remove & replace concrete	2,500	2,500	Operating Funds
2017	Computer equipment	Equipment		15,000	15,000	Operating Funds
2017	Communications equipment	Equipment		5,000	5,000	Operating Funds
2017	Beechcraft Road Imps Design	AICS		25,000	25,000	TBD; grant funds sought
2017	Schilling project progression	Land	FS & CAD completion; mediation plan	20,000	20,000	Foundation funds
2017	Steve Fossett & VAGF memorial/monument	Airfield				

**Future Capital Projects**

2017	H606 Roof	Buildings	replace shingles with metal/roof	40,000		
2017	Operations/Mx Services Vehicles	Equipment		48,000		
2017	Airport 2 & 3 Vehicles	Equipment		40,000		
2017	B120 Passenger walkway	Buildings		15,000		
2019	Building 310 Environmental Assessment/Abatement and Facility Upgrades.	Buildings		35,000		



# Salina Airport Authority

## Other Income Fee Schedule

Effective January 1, 2017

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)
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



## HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2017

### 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 six ft. tables and 145 folding chairs. (Subject to availability; coordinate needs early with SAA to reserve tables and chairs).
4. 20 Flight gear lockers
5. Up to 3 telephone digital land lines and 1 analog line per hangar leased.
6. 30 Toshiba phones (Subject to availability; coordinate early to reserve phones).
7. Commercial Internet including hard wired and wireless provided by Cox Cable (ISP) via a Hybrid Fiber Coax (HFC) system (5.0/1.0 speed).
8. All electricity, natural gas, water and trash services.
9. The use of hangar restrooms within the leased facilities; all consumables to be stocked and supplied by the SAA during the mission.
10. Two refrigerators and 2 microwaves; coordinate early to reserve appliances.
11. Issuance of building and airfield access keys and gate cards as per mission planner instructions.

#### Rates for missions not leasing hangar facilities

Rate for mission use of airfield including apron space and/or FARP locations - \$250 / day

Rate for mission use of ordnance storage bunkers, lockers and/or assembly building no.1080 - \$100 / day



## 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
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  
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. & Financ  
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, Cary Adcock, 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

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 Rates and Charges - Transient Aircraft Storage

Hangar 509

**Door Clearance 95' (W) and 23' (H)**

Rates applicable for storage of aircraft only and do not include charges by FBOs for Aircraft handling.

As of January 1, 2017

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$55
Single Engine turbo-props and piston twins	\$70
Twin engine turbo-prop	\$80
Large Turbo-Props/Business Jets	
<b>Up to 2500 sq.ft.</b>	\$130
<i>Beechjet 400, Premier I, CJ-1/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<b>2500 to 5000 sq.ft.</b>	\$150
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<b>5000 to 7500 sq.ft.</b>	\$160
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<b>7500 and up sq.ft.</b>	\$180
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Frienship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$125
Military Jets (large)	\$170

**Discounts available for longer term storage**



**Hangar Rates and Charges - Transient Aircraft Storage**  
**Hangar 600**  
*Door Clearance 100' (W) and 28' (H)*  
**Rates applicable for storage of aircraft only and do not include charges by FBOs for Aircraft handling.**

As of January 1, 2017

<b>Aircraft Type</b>	<b>Daily/Overnight Rate</b>
Helicopters and single engine pistons	\$75
Single Engine turbo-props and piston twins	\$85
Twin engine turbo-prop	\$105
Large Turbo-Props/Business Jets	
<b>Up to 2500 sq.ft.</b>	<b>\$150</b>
<i>Beechjet 400, Premier I, CJ-1/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Eclipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<b>2500 to 5000 sq.ft.</b>	<b>\$180</b>
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<b>5000 to 7500 sq.ft.</b>	<b>\$210</b>
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<b>7500 and up sq.ft.</b>	<b>\$230</b>
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, Gulfstream V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$170
Military Jets (large)	\$235

**Discounts available for longer-term storage**



**Hangar Rates and Charges - Transient Aircraft Storage  
Hangar 606**

**Door Clearance 154' (W) and 34'4" (H)**

**Rates applicable for storage of aircraft only and do not include charges by FBOs for Aircraft handling.**

As of January 1, 2017

<b>Aircraft Type</b>	<b>Daily/Overnight Rate</b>
Helicopters and single engine pistons	\$75
Single Engine turbo-props and piston twins	\$85
Twin engine turbo-prop	\$105
Large Turbo-Props/Business Jets	
<b>Up to 2500 sq.ft.</b>	<b>\$150</b>
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<b>2500 to 5000 sq.ft.</b>	<b>\$180</b>
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<b>5000 to 7500 sq.ft.</b>	<b>\$210</b>
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<b>7500 and up sq.ft.</b>	<b>\$230</b>
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Frienship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
<b>Military Jets (small)</b>	<b>\$170</b>
<b>Military Jets (large)</b>	<b>\$235</b>

**Discounts available for longer-term storage**



## Hangar Rates and Charges - Transient Aircraft Storage

Hangar 703

**Door Clearance 140' (W) and 30' (H)**

**Rates applicable for storage of aircraft only and do not include charges by FBOs for Aircraft handling.**

As of January 1, 2017

<b>Aircraft Type</b>	<b>Daily/Overnight Rate</b>
Helicopters and single engine pistons	\$55
Single Engine turbo-props and piston twins	\$70
Twin engine turbo-prop	\$80
Large Turbo-Props/Business Jets	
<b>Up to 2500 sq.ft.</b>	<b>\$130</b>
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<b>2500 to 5000 sq.ft.</b>	<b>\$150</b>
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<b>5000 to 7500 sq.ft.</b>	<b>\$160</b>
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<b>7500 and up sq.ft.</b>	<b>\$180</b>
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Frienship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$125
Military Jets (large)	\$170

**Discounts available for longer term storage**





## T-Hangar Rates and Charges

Rates applicable for storage of aircraft only and do not include charges by FBOs for Aircraft handling.

As of January 1, 2017

Hangar Type	Monthly Rate
(A) T-hangars	\$86
(B) T-hangars	\$86
(D) Box hangars	\$107
- D5, D6, D7, D8	
(C) Box hangars	\$157
- C1	
(P) T-hangars	\$86
- P13 T-hangar	\$107
- P30, P31, P32	\$126



## Ground Support Equipment & Logistics

*As of January 1, 2017*



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:**

PS4: Self-propelled, Passenger Air Stair  
See attachment for height range



**Description:**

PS2: Passenger Aircraft Air Stair  
See attachment for height range



**Description:**

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



**Description:**

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

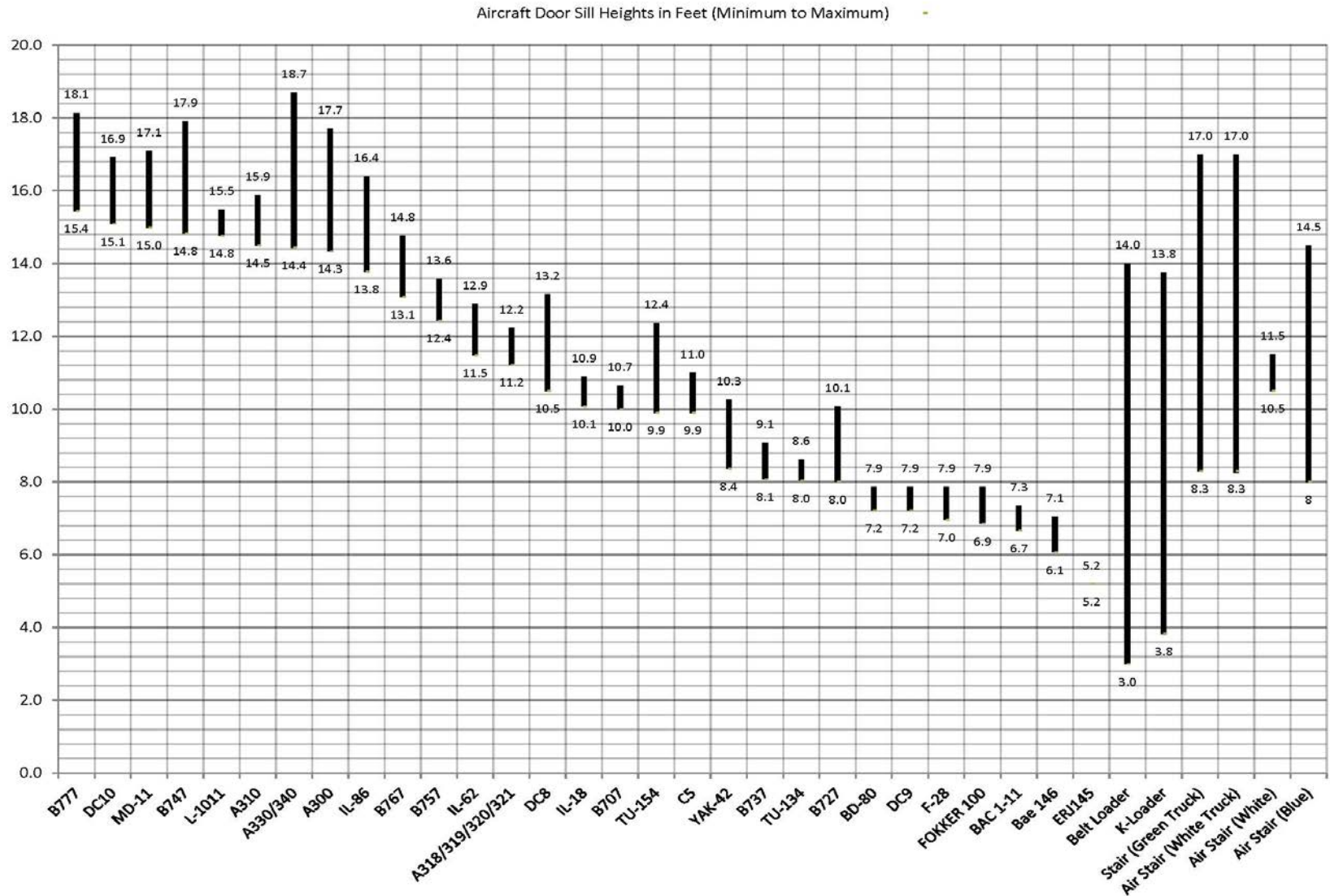


**Description:**

Bucket Truck Lift, 52' Height range



# Height Range



# 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



**Description:**  
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



**Description:**

Flood Lamp 30' tall



# 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



**Description:**  
Jack up Work Stand,  
10' Height Range



**Description:**  
Portable Loading  
Ramp, L 36' x W 7'





# 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

# 2017 CALENDAR OF EVENTS

## January

2	New Year's Day/ Holiday
16	Martin Luther King Jr. Day
18	8 a.m. Board of Directors Meeting

## February

20	Presidents Day
15	8 a.m. Board of Directors Meeting

## March

15	8 a.m. Board of Directors Meeting
----	-----------------------------------

## April

19	8 a.m. Board of Directors Meeting
----	-----------------------------------

## May

17	8 a.m. Board of Directors Meeting
29	Memorial Day

## June

21	8 a.m. Board of Directors Meeting
----	-----------------------------------

## July

4	Independence Day
19	8 a.m. Board of Directors Meeting

## August

16	8 a.m. Board of Directors Meeting
----	-----------------------------------

## September

4	Labor Day
20	8 a.m. Board of Directors Meeting

## October

18	8 a.m. Board of Directors Meeting
----	-----------------------------------

## November

10	Veterans Day
15	8 a.m. Board of Directors Meeting
23	Thanksgiving Day
24	Thanksgiving Day Holiday

## December

20	8 a.m. Board of Directors Meeting
25	Christmas Day



# **SALINA** Airport *Authority*

*Salina Regional*  
**SLN** Airport

**SALINA** Airport  
*Industrial Center*

3237 Arnold | Salina, KS 67401 | 785-827-3914  
[www.salinaairport.com](http://www.salinaairport.com) | [www.flysalina.com](http://www.flysalina.com)