

DATE: December 15, 2017
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **December 20, 2017 Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **second-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet.

Please note the following agenda comments.

50 Years Ago – December 1967

"I don't know if your people know this....., but this has been a remarkable feat. I cannot say enough about what this community has accomplished and will accomplish. I use you all the time as an example to other communities facing similar problems."

-Donald F. Bradford, Director, Office of Economic Development, Department of Defense

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending November 30, 2017

(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The November 2017 air traffic count increased 11% to 6,062 operations as compared to the November 2016 total of 5,458. For the year-to-date a total of 57,047 operations have been recorded which is 21% less than the November 2016 YTD total of 72,163. The 10-year trailing average for November air traffic count is 7,039 operations.

Airport Activity – Fuel Flowage (Rogers)

November 2017 fuel flowage was 200,050 gallons, which was a 98% increase as compared to the November 2016 total of 100,764 gallons. For the year-to-date fuel flowage totals 2,488,984 gallons which is up 48% as compared to the November 2016 YTD total of 1,678,849 gallons. The 10-year trailing average for November fuel flowage is 211,804 gallons.

Airport Activity – Passenger Counts (Rogers)

Great Lakes enplaned 829 passengers, which was a 44% increase over the November 2016 total of 574 passengers. The airline's total passenger count was 1,648 which was a 47% increase over the November 2016 total of 1,122. The 10-year trailing average for November passenger enplanements is 347.

Financial Reports – Comments and Notes (Swanson)

As we ended November, total YTD operating revenue exceeded budget projects by \$201,711, and is tracking ahead of 2016 by 15%. Key contributors to the improvements in 2017 revenue include fuel flowage fee growth, new building leasing activity and increased landing fees and equipment rental income. Total operating expenses arrived at 8% over budget bringing the net operating income before depreciation to \$85,342 and ahead 16% of the same period in 2016.

Financial Reports – November 2017 Significant Expenditures/Payables Report Enclosed (Swanson)

Financial Reports – Accounts Receivable Past Due 31 days or more as of December 15, 2017 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Airport Apartments	\$690.77	61-90	Land rent
Enel Green Power	\$350	31-60	Bldg. rent
Federal Aviation Administration	\$2,510	31-60	Bldg. rent
National Airlines	\$560	>90	Landing Fees
Tischlerei	\$27,925.20	31>90	Rent, finance chgs.

Agenda Item #6 – Approval of the Airport Authority’s 2018 Operating Plan and Budget (Rogers and Swanson)

Enclosed is a copy of the final draft of the Airport Authority’s 2018 Operating Plan and Budget. Priorities for 2018 include:

- Continued fuel flowage growth
- Market available buildings, hangars and development lots
- Continue air service development and marketing efforts
- Initiate an airport master plan update to determine future terminal building requirements
- Support the K-State Polytechnic Global Aeronautics Initiative
- Complete the Hangar H724 lease and renovations with the K-State Foundation
- Complete the Beechcraft Road reconstruction and streetscaping project
- Secure grant funding for improvements within the Beechcraft Road Redevelopment District
- Complete the Schilling Project CAD/ROD and prepare for mediation
- Taxiway Bravo reconstruction
- Runway 12/30 slurry seal and markings
- New ARFF vehicle bidding, grant award and purchase
- Update and replace obsolete airfield maintenance equipment
- Complete the 2018 Salina Airport and Airport Industrial Center Economic Impact Report
- Prepare a statement of Airport Industrial Center development objectives
- Support community efforts to attract and retain skilled workforce

Fuel Flowage Growth – Since 2013, fuel flowage at the Salina Airport has increased over 40%. The increase is a result of excellent operations and management by Avflight Salina who started operations on January 1, 2014. Avflight has proven to be an excellent partner and I expect that fuel flowage will continue to trend upward. Growth will come with increased military, business jet, air carrier charter and scheduled air carrier activity.

Market Available Buildings, Hangars and Development Lots – Since the Fall of 2016 the SAA’s vacancy rate has gone from 40% (699,241 SF leased) to 31% (806,186 SF leased). The Airport Authority is actively marketing 357,285 SF of available space valued at over \$1.9 million per year. Four aviation hangars that total 265,730 SF of available space represent 74% of the 357,285 SF that is available for lease. Both the SCEDO strategic plan and K-State Polytechnic Global Aeronautics Initiative will help focus marketing efforts.

Air Service Development and Marketing – Comprehensive air service marketing will enable Salina to maintain momentum in air service growth. The City, County, Airport Authority, Chamber and Salina EDO will partner with Salina’s air carrier to execute a marketing campaign that leads to Salina and North Central Kansas choosing SLN as their “airport of convenience.”

Airport Master Plan Update – Terminal Building Requirements – The restoration of scheduled air service at SLN is considered a “triggering event” that justifies a reassessment of terminal building requirement due to current and forecasted passenger growth. The update is eligible for FAA AIP grant will funding and the process to secure grant funds will start next year.

K-State Polytechnic Global Aeronautics Initiative - The Global Aeronautics Initiative is more than just a feasibility study. The study will provide a guide for growing and developing the K-State Aviation Program into an engine for local and State economic development.

Hangar 724 Renovations – A key component of taking the K-State Aviation Program “global” is the availability of research and collaboration space that meets aerospace industry expectations. The K-State Foundation is moving forward with preliminary design of H724 improvements with the intent to have the building ready for use by the K-State Aviation Program next summer.

Beechcraft Road Reconstruction and Streetscaping – The Beechcraft Road project supports H724 renovations and improves one of Salina’s gateways to the community. The improvements will make Beechcraft Road a memorable drive for area residents and visitors using Avflight’s executive air terminal and visiting Fossett Plaza.

Beechcraft Road Redevelopment District – Expanding on the benefits of the Beechcraft Road project is the intent of identifying building and structures in the neighborhood that can be improved with grant funding. Buildings owned by the Airport Authority, K-State, USD-305 and Salina Tech are candidates for refurbishment. The public entities can work together to identify and secure grant funds for building refurbishment.

Schilling Project CAD/ROD and Mediation – The next milestone we are approaching is the completion of a Corrective Action Decision (CAD) or Record of Decision (ROD) by the Kansas Department of Health and Environment (KDHE). KDHE will make the determination to issue either a CAD or a ROD. Both serve the function of determining the methods for site remediation and the cost of remediation. A KDHE issued CAD/ROD will lead to the next milestone which is a second round of court supervised mediation with the U.S. Department of Justice. The objective is to reach both the CAD/ROD and mediation milestones by the end of 2018.

Taxiway Bravo Reconstruction – The Taxiway Bravo is a \$1,482,597 project that will result in the reconstruction of Taxiway Bravo west of Runway 17/35. The rebuilt taxiway will enable aircraft access to Runway 30 at a standard 90° angle. Construction work will start in March 2018 and be completed by the end of May 2018.

Runway 12/30 Slurry Seal and Markings (deferred maintenance) - Completion of this \$150,000 project is contingent upon securing a matching KDOT Kansas Airport Improvement Program (KAIP) grant. Without the KAIP grant the scope of work will be scaled back.

New ARFF Truck Acquisition – The FAA has given preliminary approval for the Airport Authority to proceed with obtaining bids for a new 3,000-gallon Aircraft Rescue and Firefighting (ARFF) truck. The agency has allocated \$886,500 to fund 90% of the purchase. The Airport Authority’s 10% share would be \$98,500. We are working on a schedule that calls for opening bids by April 6, 2018 and submitting a grant application by May 1, 2018. Award of a FAA grant and ordering the truck will not occur until August 2018. It can take as long as 18 months for the successful bidder to build and deliver a new ARFF truck.

Replacement of ARFF #3 with a 2,000-gallon truck will bridge the 18 to 24-month gap before the new 3,000-gallon truck arrives. The ARFF #3 replacement is funded by insurance claim settlement and funds from the sale of surplus Airport Authority equipment.

Update and Replace Obsolete Airfield Maintenance Equipment – Several of the Airport Authority pickups are nearing the end of their service lives. There is also a need to update and replace equipment such as paint strippers used to maintain airfield markings to airport certification standards. When possible vehicles and equipment will be acquired through the federal surplus property program. Specialized equipment such as paint strippers will be acquired through a bid process.

2018 Salina Regional Airport and Airport Industrial Center Economic Impact Study – The 2018 study will again be completed by the Docking Institute of Public Affairs, Fort Hays State University. Institute staff completed the 2016 study that reported:

- The businesses and organizations located at the Salina Regional Airport and Airport Industrial Center (SLN/SAIC) contributed approximately 60 percent of the total economic activity in Saline County during 2014.
- The total employment associated with SLN/SAIC activity during 2014 was 6,459 jobs (17.3 percent of the employment in Saline County).
- The SLN/SAIC activity contributed approximately 25 percent of the total economic activity in the Seven County Region during 2014 and produced 6,010 jobs.
- The SLN/SAIC businesses and organizations contributed approximately 7.7 percent of the total economic activity in the Twenty-five County Region during 2014 and produced 6,505 jobs.
- SLN/SAIC activity contributed approximately 1.3 percent of the total economic activity in Kansas during 2014 and produced 7,796 jobs.

Summary of Airport and Airport Industrial Center Development Potential – SAA staff will work with work with our economic development partners to draft a summary of Airport and Airport Industrial Center development opportunities. The result will be a document (both paper and electronic) that, at a glance, provides the reader information on buildings ready for lease and lots ready for development. The document will also highlight long term development areas such as the north ramp at the SLN Aviation Innovation Center.

Work Force Recruitment and Retention – A significant, limiting factor to Salina’s economic growth is the availability of skilled labor to fill current job openings. At the Airport and Airport Industrial Center there are over 200 job openings and not enough skilled workers to fill the jobs available. A potential source of qualified employees is Ft. Riley, KS. Approximately 300 Ft. Riley soldiers exit the military each month. Less than 10% of these soldiers stay in the region. Working with the Salina Area Technical College and the Salina EDO the Airport Authority will sponsor a series of workshops to provide Airport and Airport Industrial Center businesses information on how to recruit soldiers completing military service.

Recommendation: Approval of the 2018 Operating Plan and Budget Report

Agenda Item #7 – Review and Consideration of Bids Received for 2017-1 Temporary General Obligation Notes. (Swanson)

Since June 2017, the Authority has been working with City staff on a plan to finance improvements to Beechcraft Road located at the Airport Industrial Center. At the Sept. 20, 2017 meeting, the SAA Board authorized the offering for sale, general obligation temporary notes in an amount not to exceed \$1,500,000 exclusive of issuance costs, to temporarily finance the improvements. In working with City staff, the SAA developed the project budget and distributed a terms sheet for local area banks to submit their interest rate bids. On Dec. 12, the Authority received 3 bids with First Bank Kansas submitting the lowest interest rate of 1.43% or \$20,547.31 total interest to maturity. As you’ll see on the attached bid tab, the temporary notes to provide for a first call date of July 1, 2018 prior to the Jan. 1, 2019 final maturity.

The First Bank Kansas bid has been reviewed by the Authority’s financial advisor George K. Baum and Company and is in good order with the final principal amount being \$1,440,000, including issuance costs.

Agenda Item #8 – Consideration of SAA Resolution No. 17-12 Approving the Issuance of Salina Airport Authority General Obligation Temporary Notes. (Swanson)

On August 9, the Board approved Resolution 17-07, approving the issuance of the above referenced 2017-1 Temporary Notes in an amount not to exceed \$1,500,000 (exclusive of issuance costs and temporary financing costs) to pay the cost of the Beechcraft Road improvements and approving a contract between the Authority and the City for financing of the improvements. The financing agreement provided that the Authority would issue the short-term temporary notes (not to exceed 2 years) and the City agreed to reimburse the Authority for the principal and interest costs of the temporary notes and permanently finance the project no later than July 25, 2019.

With the temporary note bids received, the next step of the process is to approve the issuance of the temporary notes.

Recommendation: Acceptance of the First Bank Kansas 2017-1 Temporary Note bid and approval of Resolution No. 17-12 authorizing and directing the issuance, sale and delivery of General Obligation Temporary Notes, Series 2017-1 and authorization to enter into a Note Purchase Agreement with First Bank Kansas in an amount of \$1,440,000.

Agenda Item #9 – Consideration of Bids Received for Beechcraft Road Reconstruction and Streetscaping. (Rogers and Bieker)

The City owned street, Beechcraft Road, serves as a gateway to the City of Salina for travelers arriving via general or business aviation. In partnership with the City, the Authority's engineering firm HW Lochner completed the Beechcraft Rd. project design which includes the complete reconstruction of the west 1,192 feet of Beechcraft Road, including curb and gutter, replacement of storm sewer, installation of street lights and construction of a "streetscape" plan for the full length of Beechcraft Road including burial of overhead utility lines and installation of sidewalk and landscaping.

On Dec. 7, five bids were received for the road reconstruction portion of the project and the tabulation is enclosed. The lowest responsive bidder was Paver's Inc. Also enclosed is a Sources and Uses of Funds document detailing the project's budget.

Recommendation: Acceptance of the Paver's Inc., bid in the amount of \$758,904.85 for the reconstruction of Beechcraft Road and authorization for contract award.

STAFF REPORTS

AIP Project No. 38 – Taxiway Bravo Reconstruction and Realignment (Bieker)

The project is scheduled to start on March 26, 2018. This scope of work includes reconstruction of Taxiway Bravo from Runway 35 to Runway 30 and both realign the taxiway at the Runway 30 threshold. The realignment is to provide a better view left and right for pilots when holding short of Runway 30. This is a 90-calendar day project.

Hangar H409 Building Repairs (Bieker)

Bids have been received and forwarded to Avflight's insurance carrier who will manage the repair work. Local contractor Busboom & Rauh Construction Co. will make the repairs. Local structural engineer, Jim Manley with Manley Structural Engineers designed the column replacement, sidewall and roof repairs.

Special Events (Windhorst)

Salina Airport Authority, Great Lakes Airlines and Transportation Security Administration staff worked in partnership at the recent Parade of Lights and Candy Canes and Airplanes events to promote Fly Salina.

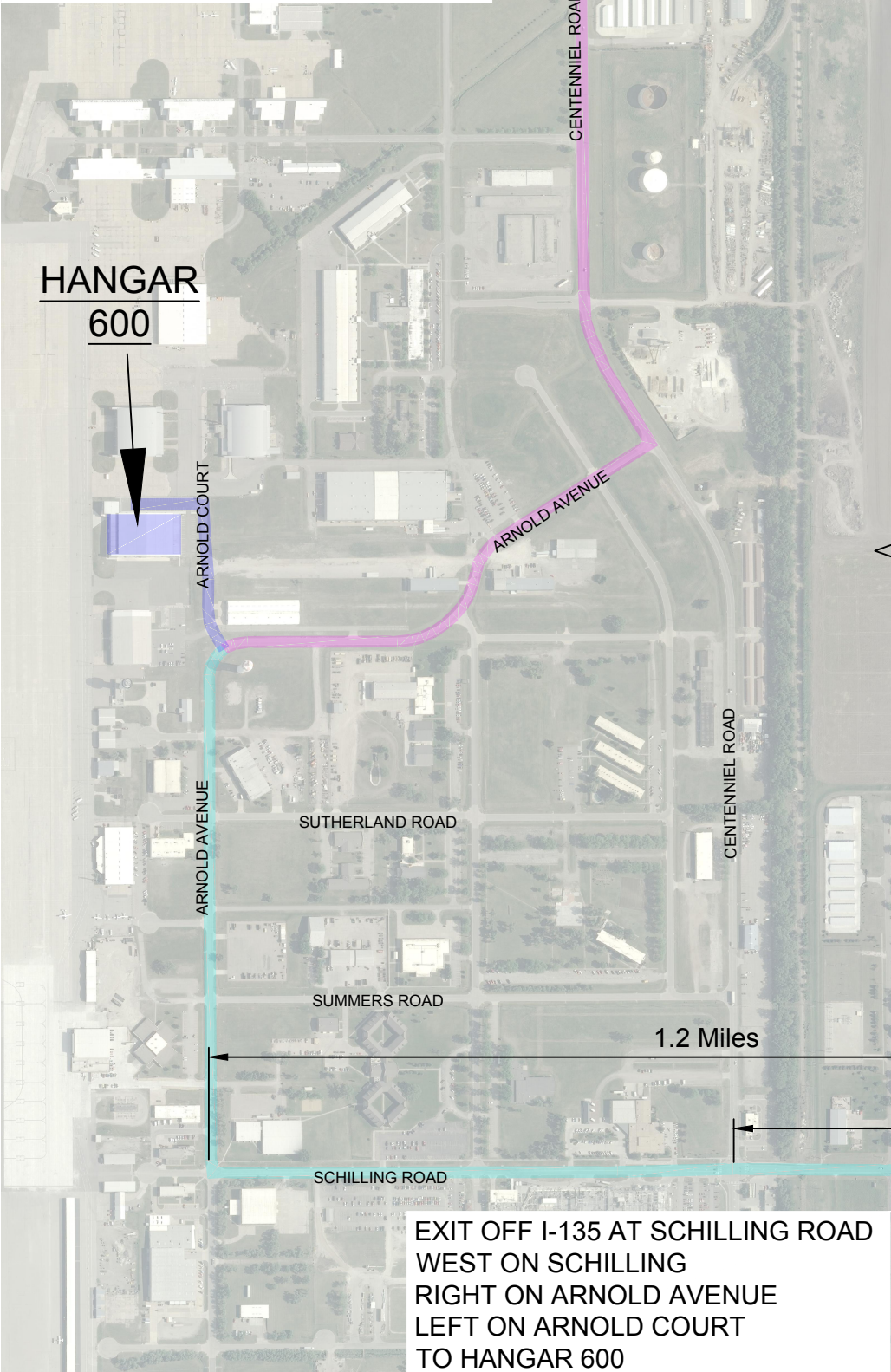
Candy Canes and Airplanes was a huge success. Nearly 1,000 people waited in Hangar 600 to watch Santa's arrival into KSLN and visit booths setup by Kansas State Polytechnic clubs and organizations as well as Great Lakes Airlines and Kansas Army National Guard. Mark your calendars now for the next Candy Canes and Airplanes event scheduled for Saturday, December 1, 2018.

Fly Salina passengers boarding the early morning flight this week were able to enjoy Christmas carols by the Salina South High School New Dawn performers. It was an amazing performance by a talented group of young men and women.

Please contact me if you have any questions or comments.

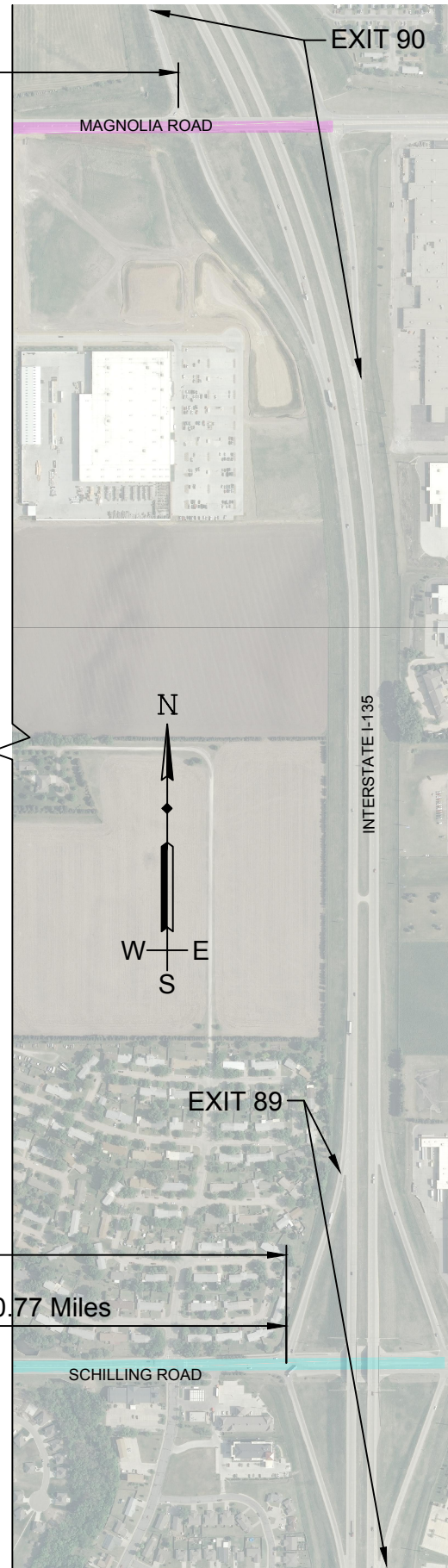
DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



**HANGAR
600**

EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON ARNOLD COURT
TO HANGAR 600



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

**Hangar H600, Second Floor Conference Room
2720 Arnold Court
December 20, 2017– 8:00 AM**

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Weisel)
2. Recognition of guests. (Weisel)
3. Additions to the agenda. (Weisel)
4. Approval of the minutes of the November 15, 2017 regular board meeting and December 6, 2017 special board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending November 30, 2017. (Rogers & Swanson)
6. Approval of the Airport Authority's 2018 Operating Plan and Budget. (Rogers and Swanson)
7. Review and consideration of bids received for 2017-1 Temporary Notes to be issued for Beechcraft Road reconstruction. (Swanson)
8. Consideration of SAA Resolution No. 17-12 approving the issuance of Airport Authority General Obligation temporary notes. (Swanson)
9. Consideration of bids received for Beechcraft Road reconstruction and streetscaping. (Rogers and Bieker)

Directors' Forum (Weisel)

Visitor's Questions and Comments (Weisel)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Weisel)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
NOVEMBER 15, 2017
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Platten, Directors Eichelberger, Vancil, Weisel and Buer (via conference call) were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst and Board Attorney Greg Bengtson. James Charlesworth, Charlesworth and Associates; Julie Yage-Zuker, Avflight Salina; Michael Bunn, aircraft owner, and Cary Adcock, Midwest ATC Salina were guests.

Additions to the Agenda

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

Minutes

Chairman Platten asked if the board members had additions or corrections to the minutes of the October 18, 2017 regular board meeting and November 1, 2017 special board meeting. Director Weisel moved, seconded by Director Vancil, to approve the minutes of the October 18, 2017 regular board meeting and November 1, 2017 special board meeting. Motion passed unanimously.

50 Years Ago

Air traffic operations at the Salina Airport's new location reached 49,321 operations. For CY 1967 key operating revenue and expenses were:

- Landing fees - \$10,963
- Fuel flowage- \$18,708
- Building rents - \$157,600
- Ag land rental - \$14,866
- Building maintenance - \$6,427
- Salaries - \$45,462
- Capital expenditures - \$4,464

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of October 2017. Air traffic increased 2% to 6,177 operations as compared to the October 2016 total of 6,052. Fuel flowage for the month of October 2017 increased 36% as compared to the same period last year. Avflight reported a total of 172,614 gallons of fuel sold during the month of October 2017 as compared to a total of 126,983 gallons during October 2016. Rogers commented on enplanements for the month of October 2017. Great Lakes recorded 1,547 total

enplaned/deplaned passengers during the month which was a 34% increase over the October 2016 total of 1,152. The target number for total passengers is 1,600 per month. For the year to date, a total of 11,523 passengers have boarded scheduled Great Lakes flights and military charter flights.

Director of Administration and Finance Swanson reported on the financials for the month ending October 31, 2017. Total operating revenue arrived 11% over budget and is \$212,022 ahead for the same period of 2016. Total administrative expenses ended up 1% under budget while maintenance expenses reached 20% over budget bringing total operating expenses to 6% over budget. Swanson noted that total operating income before depreciation reached \$92,135 at the end of October which is 17% ahead of 2016 or \$13,124. Swanson commented on significant capital expenditures for the month of October. Chairman Platten directed the staff to file the financials for audit.

2018 Insurance Coverage

Executive Director Rogers welcomed Salina Airport Authority's risk management consultant, James Charlesworth with Charlesworth and Associates. Charlesworth reviewed the insurance renewal process and commented on the property and liability insurance coverages and deductibles for 2018. Director of Administration and Finance distributed the 2014-2018 commercial property and liability insurance expense analysis and premium summary for 2018. Swanson noted a 2% average increase per year over a ten-year period. The total 2018 cost is expected to be \$146,800 which is a 3.3% increase over the 2017 expense of \$142,063.

2018 Operating Expenses

Director of Administration and Finance Swanson distributed detailed operating expense reports and highlighted on significant operating expense priorities for 2018. Rogers noted the preliminary 2018 operating plan and budget will be available for review at the December 6, 2017 special board meeting. The final budget will be presented to the board at the December 20, 2017 regular board meeting.

Renewal of Salina, KS Essential Air Service Program Subsidy Contract

Executive Director Rogers reviewed the proposals submitted to the USDOT for the 2018 to 2020 EAS program subsidy contract. Rogers commented on the community expectations used to evaluate the air carrier proposals. The SkyWest proposal meets or exceeds all USDOT and local evaluation criteria.

Executive Session

At 9:15 A.M. Director Weisel moved to recess the open meeting until 9:25 A.M. for an executive session for the purpose of discussing matters of non-elected personnel for the reason that public discussion would violate the individual's privacy rights. The subject to be discussed was Executive Director's annual performance evaluation. Director Vancil seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:25 A.M.

Upon a motion duly made, the meeting adjourned at 9:26 A.M.

Minutes approved at the December 20, 2017 Board Meeting.

Secretary

(SEAL)

**MINUTES OF THE SPECIAL MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
DECEMBER 6, 2017
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

The meeting was called to order at 4:00 PM by Chairman Platten.

Attendance

Attendance was taken. Chairman Platten, Directors Buer, Vancil, and Eichelburger (via conference call) were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst; Administrative Assistant Kaycie Taylor and Board Attorney Greg Bengtson. Eric Wiley, Salina Journal, was a guest.

Additions to the Agenda

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

2018 Operating Plan and Budget

Executive Director Rogers reviewed the 2018 operating plan and budget. Rogers commented on the priorities for 2018 and summarized 2018 capital expenditures and operating expenses. The final budget will be presented to the board on December 20, 2017.

Executive Session

At 4:15 P.M. Director Buer moved to recess the open meeting until 4:45 P.M. for an executive session for the purpose of discussing matters of non-elected personnel for the reason that public discussion would violate the individual's privacy rights. The subject to be discussed was Executive Director's annual performance evaluation. Director Vancil seconded the motion. Motion carried unanimously.

The open meeting resumed at 4:45 P.M.

Executive Session

At 4:46 P.M. Director Vancil moved to recess the open meeting until 4:55 P.M. for an executive session for the purpose of discussing matters of non-elected personnel for the reason that public discussion would violate the individual's privacy rights. The subject to be discussed was Executive Director's annual performance evaluation. Director Buer seconded the motion. Motion carried unanimously.

Annual Performance Review Results

Chair Platten summarized the results of the executive director's annual performance review.

Upon a motion duly made, the meeting adjourned at 5:08 P.M.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2017**

AIR TRAFFIC/ATCT

November, 2017	6,062 Operations 870 Instrument Operations 490 Peak Day
November, 2016	5,458 Operations 798 Instrument Operations 379 Peak Day
January 2017 - November 2017	57,047 Operations
January 2016 - November 2016	72,163 Operations
January 2015 - November 2015	89,249 Operations

FUEL FLOWAGE

November, 2017	200,050 Gallons
November, 2016	100,764 Gallons
January 2017 - November 2017	2,488,984 Gallons
January 2016 - November 2016	1,678,849 Gallons
January 2015 - November 2015	2,398,326 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
7,446	192,604	31,576	958
12,242	88,522	11,560	730
92,076	2,396,908	880,051	8,288
109,647	1,569,202	586,896	9,273
123,122	2,275,204	719,457	8,996

Great Lakes

November, 2017	829 Passengers
November, 2016	574 Passengers
January 2017 - November 2017	8,050 Passengers
January 2016 - November 2016	2,567 Passengers
January 2015 - November 2015	1,044 Passengers

ENPLANEMENTS

DEPLANEMENTS

TOTAL

ENPLANEMENTS - Charter Flights

November, 2017	400 Passengers
November, 2016	0 Passengers
January 2017 - November 2017	4,702 Passengers
January 2016 - November 2016	624 Passengers
January 2015 - November 2015	9,265 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

November, 2017	1,229 Passengers
November, 2016	574 Passengers
January 2017 - November 2017	12,752 Passengers
January 2016 - November 2016	3,191 Passengers
January 2015 - November 2015	10,309 Passengers

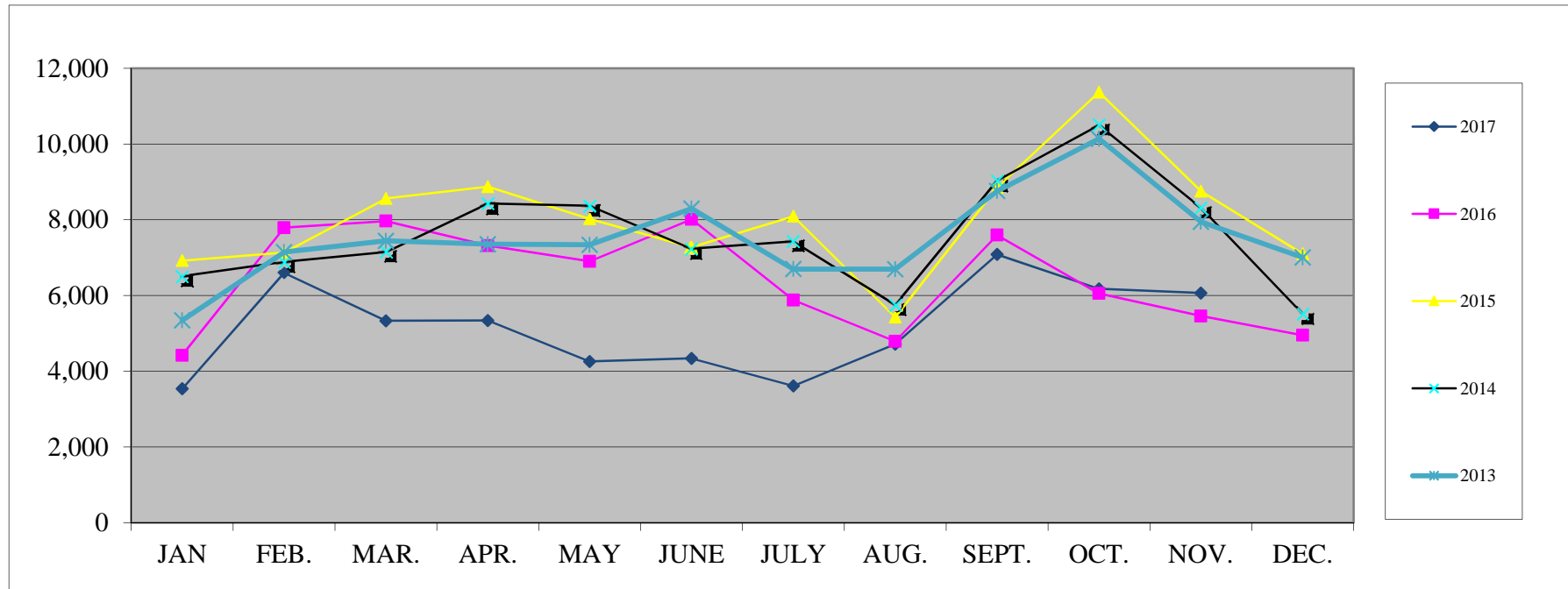
AIRPORT TRAFFIC RECORD

2016 - 2017

	ITINERANT				LOCAL			Total Operations	
	AC	AT	GA	MI	Total Itinerant	Civil	Military		Total Local
2017									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17	25	2,062	751	831	3,669	2,553	376	2,929	6,598
March, 17	2	1,426	805	260	2,493	2,518	318	2,836	5,329
April, 17	6	1,793	688	230	2,717	2,317	306	2,623	5,340
May, 17	2	1,433	823	165	2,423	1,612	218	1,830	4,253
June, 17	22	1,241	841	452	2,556	1,328	454	1,782	4,338
July, 17	6	1,035	795	205	2,041	1,320	252	1,572	3,613
August, 17	0	1,281	810	310	2,401	1,800	516	2,316	4,717
September, 17	28	1,953	793	302	3,076	3,496	509	4,005	7,081
October, 17	5	1,676	759	220	2,660	3,283	234	3,517	6,177
November, 17	70	1,516	818	258	2,662	3,042	358	3,400	6,062
December, 17									
Totals January - November	171	16,570	8,468	3,374	28,583	24,707	3,757	28,464	57,047
2016									
January, 16	5	941	676	88	1,710	2,502	210	2,712	4,422
February, 16	78	2,171	1,038	208	3,495	4,064	230	4,294	7,789
March, 16	21	1,830	869	234	2,954	4,644	364	5,008	7,962
April, 16	15	1,799	791	269	2,874	4,110	328	4,438	7,312
May, 16	106	1,610	980	325	3,021	3,473	404	3,877	6,898
June, 16	69	1,758	1,089	273	3,189	4,310	512	4,822	8,011
July, 16	3	1,411	942	152	2,508	3,215	154	3,369	5,877
August, 16	12	1,231	817	194	2,254	2,054	481	2,535	4,789
September, 16	55	2,513	885	144	3,597	3,872	124	3,996	7,593
October, 16	3	2,275	902	186	3,366	2,530	156	2,686	6,052
November, 16	2	1,984	786	186	2,958	2,390	110	2,500	5,458
December, 16									
Totals January - November	369	19,523	9,775	2,259	31,926	37,164	3,073	40,237	72,163
Difference	-198	-2,953	-1,307	1,115	-3,343	-12,457	684	-11,773	-15,116
YTD % Change	-54%	-15%	-13%	49%	-10%	-34%	22%	-29%	-21%
Legend:	AC: Air Carrier			AT: Air Taxi					
	GA: General Aviation			MI: Military					

AIR TRAFFIC

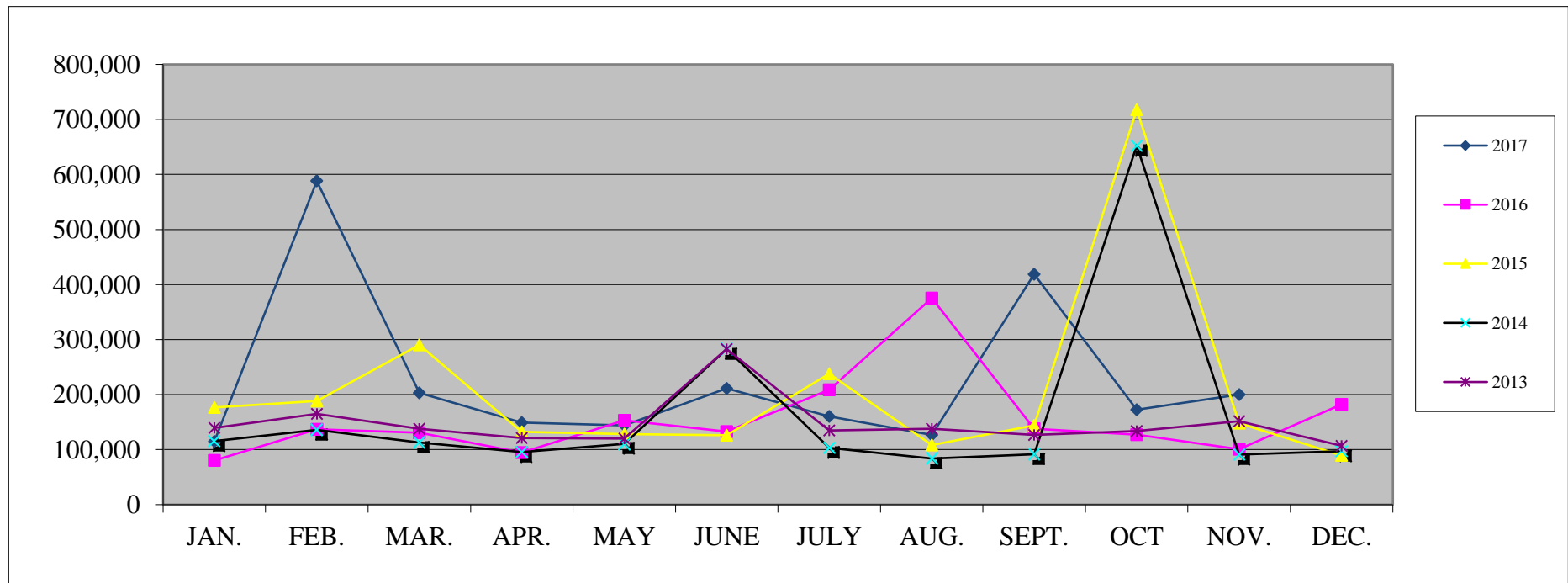
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062		57,047
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
2012	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
2011	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
2010	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
2009	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
2008	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
2007	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



FUEL FLOWAGE

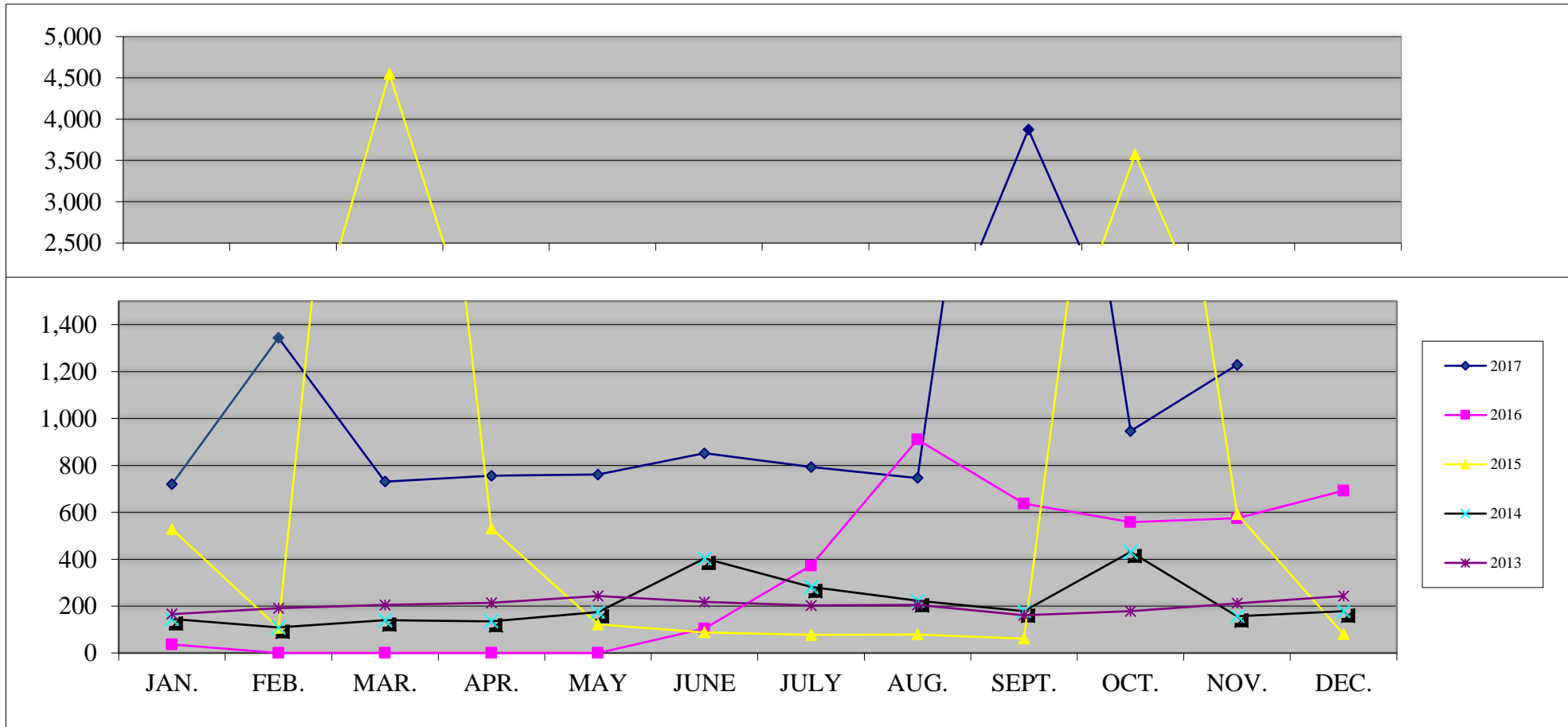
Gallons of Fuel Sold at SLN

	<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>
2017	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050		2,488,985
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
2012	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
2011	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
2010	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
2009	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
2008	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
2007	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



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>
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229			12,752
2016	36	0	0	0	0	104	372	910	637	558	574	692		3,883
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
2008	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
2007	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127



**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, 2017

	Nov 30, 17	Oct 31, 17	\$ Change	Nov 30, 16	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds	41,990	111,626	-69,636	644,254	-602,263	-94%
Cash in bank & Petty Cash-Op	192,807	252,907	-60,100	455,943	-263,136	-58%
Total Checking/Savings	234,797	364,533	-129,736	1,100,197	-865,399	-79%
Accounts Receivable						
Accounts Receivable	319,994	168,356	151,638	58,100	261,894	451%
Total Accounts Receivable	319,994	168,356	151,638	58,100	261,894	451%
Other Current Assets						
Mill Levy receivable	71,179	71,179	0	0	71,179	100%
Other current assets	15,276	128,652	-113,376	139,775	-124,500	-89%
Undeposited Funds	7,492	360	7,132	107	7,385	6,902%
Total Other Current Assets	93,947	200,191	-106,244	139,882	-45,935	-33%
Total Current Assets	648,739	733,080	-84,342	1,298,179	-649,441	-50%
Fixed Assets						
Fixed assets at cost	85,138,768	85,072,641	66,127	83,434,887	1,703,881	2%
Less accumulated depreciation	-41,800,650	-41,576,085	-224,565	-39,110,272	-2,690,378	-7%
Total Fixed Assets	43,338,118	43,496,556	-158,438	44,324,614	-986,496	-2%
Other Assets						
Irrevocable Escrow 2017-A&B	1,288,505	1,288,505	0	0	1,288,505	100%
Other assets	5,239	7,223	-1,983	28,743	-23,504	-82%
Total Other Assets	1,293,745	1,295,728	-1,983	28,743	1,265,001	4,401%
TOTAL ASSETS	45,280,601	45,525,364	-244,763	45,651,537	-370,936	-1%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	140,195	152,492	-12,297	647,634	-507,439	-78%
Total Accounts Payable	140,195	152,492	-12,297	647,634	-507,439	-78%
Credit Cards						
Sam's Club Discover	16	493	-477	-615	631	103%
Total Credit Cards	16	493	-477	-615	631	103%
Other Current Liabilities						
Accrued debt interest payable	243,886	165,999	77,886	241,310	2,575	1%
Debt, current portion	1,222,153	1,222,153	0	1,109,894	112,259	10%
Deferred Mill Levy revenue	179,220	351,876	-172,656	165,928	13,292	8%
Other current liabilities	139,837	218,270	-78,433	277,019	-137,182	-50%
Total Other Current Liabilities	1,785,096	1,958,299	-173,203	1,794,151	-9,056	-1%
Total Current Liabilities	1,925,307	2,111,284	-185,977	2,441,170	-515,863	-21%
Long Term Liabilities						
Debt - Long Term	22,645,101	22,647,162	-2,061	22,443,794	201,307	1%
Less current portion	-1,222,153	-1,222,153	0	-1,109,894	-112,259	-10%
Security Deposits Returnable	49,797	49,572	225	42,419	7,378	17%
Total Long Term Liabilities	21,472,745	21,474,581	-1,836	21,376,319	96,425	1%
Total Liabilities	23,398,052	23,585,865	-187,813	23,817,490	-419,438	-2%
Equity						
Invested in Capital Assets net	20,693,017	20,812,276	-119,259	21,831,053	-1,138,036	-5%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,492,380	1,373,121	119,259	967,504	524,876	54%
Net Income	-392,847	-335,897	-56,950	-1,054,509	661,662	63%
Total Equity	21,882,549	21,939,499	-56,950	21,834,047	48,502	0%
TOTAL LIABILITIES & EQUITY	45,280,601	45,525,364	-244,763	45,651,537	-370,936	-1%

Salina Airport Authority
Profit & Loss Budget Performance
 November 2017

9:26 AM
 12/15/2017
 Accrual Basis

	<u>Nov 17</u>	<u>Jan - Nov 17</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	15,684	192,287 (1)	144,833	47,454	133%	158,000
Hangar rent	43,403	390,086	475,000	-84,914	82%	520,000
Landing fees	2,594	42,771	5,958	36,813	718%	6,500
Ramp rent	3,614	42,958	45,833	-2,875	94%	50,000
Total Airfield revenue	<u>65,295</u>	<u>668,102</u>	<u>671,624</u>	<u>-3,522</u>	<u>99%</u> (2)	<u>734,500</u>
Building and land rent						
Agri land rent	0	55,774	51,333	4,441	109%	56,000
Building rents - Long Term						
Short-term leasing	16,693	212,089	81,895	130,194	259%	(3) 89,340
Building rents - Long Term - Other	68,217	733,428	719,120	14,308	102%	784,494
Total Building rents - Long Term	<u>84,910</u>	<u>945,517</u>	<u>801,015</u>	<u>144,502</u>	<u>118%</u>	<u>873,834</u>
Land rent						
Basic Land Rent	7,484	94,367	89,054	5,313	106%	97,150
Property tax - tenant share	13,418	113,418	110,000	3,418	103%	(4) 120,000
Total Land rent	<u>20,902</u>	<u>207,785</u>	<u>199,054</u>	<u>8,731</u>	<u>104%</u>	<u>217,150</u>
Tank rent	828	8,908	8,708	200	102%	9,500
Total Building and land rent	<u>106,640</u>	<u>1,217,984</u>	<u>1,060,110</u>	<u>157,874</u>	<u>115%</u>	<u>1,156,484</u>
Other revenue						
Airport Marketing	244	44,256	44,000	256	101%	48,000
Commissions	1,684	35,401	21,083	14,318	168%	23,000
Other income	13,337	74,035	41,250 (5)	32,785	179%	45,000
Total Other revenue	<u>15,265</u>	<u>153,692</u>	<u>106,333</u>	<u>47,359</u>	<u>145%</u>	<u>116,000</u>
Total Income	<u>187,200</u>	<u>2,039,778</u>	<u>1,838,067</u>	<u>201,711</u>	<u>111%</u>	<u>2,006,984</u>
Gross Profit	187,200	2,039,778	1,838,067	201,711 (6)	111%	2,006,984
Expense						
Administrative expenses						
A/E, consultants, brokers	3,615	4,465	13,750	-9,285	32%	15,000
Airport promotion	808	75,641	53,167	22,474	142%	58,000
Computer/Network Admin.	194	14,146	12,375	1,771	114%	13,500
Dues and subscriptions	1,351	24,900	22,917	1,983	109%	25,000
Employee retirement	5,638	58,042	61,417	-3,375	95%	67,000
FICA and medicare tax expense	4,139	50,961	51,333	-372	99%	56,000
Industrial development	0	25,000	25,000	0	100%	25,000
Insurance , property	9,498	132,863	137,500	-4,637	97%	150,000
Insurance, medical	14,984	174,858	155,833	19,025	112%	170,000
Kansas unemployment tax	0	553	917	-364	60%	1,000
Legal and accounting	2,201	17,448	29,333	-11,885	59%	32,000
Office salaries	33,338	399,129	411,258	-12,129	97%	448,645
Office Supplies	598	6,349	6,233	116	102%	6,800
Other administrative expense	214	9,197	4,583	4,614	201%	5,000
Postage	0	1,717	2,750	-1,033	62%	3,000
Property tax expense	17,906	151,239	146,667	4,572	103%	160,000
Special Events	0	0	917	-917	0%	1,000
Telephone	1,211	16,296	15,160	1,136	107%	16,538
Training	0	175	7,333	-7,158	2%	8,000
Travel and meetings	174	9,598	9,167	431	105%	10,000
Total Administrative expenses	<u>95,869</u>	<u>1,172,577</u>	<u>1,167,610</u>	<u>4,967</u> (7)	<u>100%</u>	<u>1,271,483</u>

	<u>Nov 17</u>	<u>Jan - Nov 17</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance	-767	22,923	22,917	6	100%	25,000
Airport Security	0	849	458	391	185%	500
Building maintenance	5,133	102,522	41,250	61,272	249%	45,000
Equipment fuel and repairs	10,914	107,322	49,958	57,364	215%	54,500
Fire Services	468	1,218	13,750	-12,532	9%	15,000
Grounds maintenance	215	4,273	3,208	1,065	133%	3,500
Maintenance salaries	26,638	308,303	298,283	10,020	103%	325,400
Other maintenance expenses	1,422	14,584	16,042	-1,458	91%	17,500
Snow removal expense	0	514	18,333	-17,819	3%	20,000
Utilities	15,232	219,351	183,333	36,018	120%	200,000
Total Maintenance expenses	<u>59,255</u>	<u>781,859</u>	<u>647,532</u>	<u>134,327 (8)</u>	<u>121%</u>	<u>706,400</u>
Total Expense	<u>155,124</u>	<u>1,954,436</u>	<u>1,815,142</u>	<u>139,294 (9)</u>	<u>108%</u>	<u>1,977,883</u>
Net Ordinary Income	32,076	85,342	(10) 22,925	62,417	372%	29,101
Other Income/Expense						
Other Income						
Capital contributed	41,692	899,586	(11) 3,747,954	-2,848,368	24%	4,088,677
Gain on sale of assets	0	15,065	15,000	65	100%	15,000
Interest income						
Interest income on deposits	37	899	917	-18	98%	1,000
Interest income - Other	0	0	0	0	0%	0
Total Interest income	<u>37</u>	<u>899</u>	<u>917</u>	<u>-18</u>	<u>98%</u>	<u>1,000</u>
Mill levy income	<u>172,656</u>	<u>1,935,261</u>	<u>1,899,217</u>	<u>36,044</u>	<u>102%</u>	<u>2,071,873</u>
Total Other Income	214,385	2,850,811	5,663,088	-2,812,277	50%	6,176,550
Other Expense						
Debt interest expense net						
Bond issue cost	49	1,125	935,000	-933,875	0%	1,020,000
Interest Expense on Debt	<u>78,390</u>	<u>857,252</u>	<u>856,749</u>	<u>503</u>	<u>100%</u>	<u>934,635</u>
Total Debt interest expense net	<u>78,439</u>	<u>858,377</u>	<u>1,791,749</u>	<u>-933,372</u>	<u>48%</u>	<u>1,954,635</u>
Depreciation expense	<u>224,565</u>	<u>2,470,215</u>	<u>2,470,215</u>	<u>0</u>	<u>100%</u>	<u>2,694,780</u>
Total Other Expense	<u>303,004</u>	<u>3,328,592</u>	<u>4,261,964</u>	<u>-933,372</u>	<u>78%</u>	<u>4,649,415</u>
Net Other Income	<u>-88,619</u>	<u>-477,781</u>	<u>1,401,124</u>	<u>-1,878,905</u>	<u>-34%</u>	<u>1,527,135</u>
Net Income	<u><u>-56,543</u></u>	<u><u>-392,439</u></u>	<u><u>1,424,049</u></u>	<u><u>-1,816,488</u></u>	<u><u>-28%</u></u>	<u><u>1,556,236</u></u>

Salina Airport Authority
Capital Additions Budget vs. Actual
As of November 30, 2017

10:13 AM
12/15/2017
Accrual Basis

	<u>Nov 17</u>	<u>Jan - Nov 17</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-36 Txy E Rehab Const. Ph 1		946,976	1,644,825	-697,849	58%
AIP-37 Txy B & E Rehab Design		4,500	53,133	-48,633	8%
AIP-38 Txy B Rehab Const. Ph 2		46,325	1,998,250	-1,951,925	2%
Airfield Improvements	(12) 54,521	189,791	171,510	18,281	111%
Rwy 17/35 Improvements		198,559	180,000	18,559	110%
Total Airfield	54,521	1,386,151	4,047,718	-2,661,567	34%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other		42,471	17,500	24,971	243%
Bldg. Roofing Systems		0	10,000	-10,000	0%
Hangar #509 Imps.		0	10,000	-10,000	0%
Hangar 600 Development					
Hangar 600 - Other		7,282	10,000	-2,718	73%
Total Hangar 600 Development	0	7,282	10,000	-2,718	73%
Hangar 606 Rehabilitation		5,007	10,000	-4,993	50%
Hangar 959 Rehabilitation		10,700	31,000	-20,300	35%
Total Building improvements	0	65,460	88,500	-23,040	74%
FBO Improvements					
Avflight North		6,086	5,000	1,086	122%
Total FBO Improvements		6,086	5,000	1,086	122%
Terminal building improvements					
2015 Terminal Bldg. Remodel		-9,736	5,000	-14,736	-195%
2nd Floor Remodel-SAA Admin Ofc		3,180	2,500	680	127%
Terminal Bldg. Other		2,456	47,000	-44,544	5%
Total Terminal building improvements	0	-4,100	54,500	-58,600	-8%
Total Buildings & Improvements	0	67,446	148,000	-80,554	46%
Equipment					
ARFF equipment		20,742	43,446	-22,704	48%
Communications equipment		1,425	5,000	-3,575	29%
Computer equipment		14,930	15,000	-70	100%
Total Equipment	0	37,097	63,446	-26,349	58%
Land					
Airport Indust. Cent. Imps.		16,296	500	15,796	3,259%
Environmental					
Environmental - SAFB	766	19,764	20,000	-236	99%
Total Environmental	766	19,764	20,000	-236	99%
Rail Spur Imps.	(13) 20,900	20,000	30,000	-10,000	67%
West Beechcraft Road Imps.	5,770	61,643	379,700	-318,057	16%
Total Land	27,436	117,703	430,200	-312,497	27%
Total Fixed assets at cost	81,957	1,608,397	4,689,364	-3,080,967	34%

Salina Airport Authority Significant Capital Expenditures Detail November 2017

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
Airfield Improvements					
Bill	11/06/2017	APAC-Kansas, Inc., Shears ...	Hangar 606 pavement repairs - final payment	49,727.47	49,727.47
Bill	11/06/2017	APAC-Kansas, Inc., Shears ...	Rwy 17/35 shoulder repairs, Final Payment	(12) 4,793.44	54,520.91
Total Airfield Improvements				54,520.91	54,520.91
Fossett Plaza					
Bill	11/28/2017	BlueGlobes LLC	Hali-Brite Equipment - Lights for Plaza	5,970.00	5,970.00
Total Fossett Plaza				5,970.00	5,970.00
Total Airfield				60,490.91	60,490.91
Land					
Environmental					
Environmental - SAFB					
Bill	11/30/2017	Clark, Mize & Linville	Env. legal fees - November 2017	766.10	766.10
Total Environmental - SAFB				766.10	766.10
Total Environmental				766.10	766.10
Rail Spur Imps.					
Bill	11/20/2017	Allan Enterprises, LLC	Tank No. 784 Improvements (United Suppliers) - Final Pay...	20,900.00	20,900.00
Total Rail Spur Imps.				(13) 20,900.00	20,900.00
West Beechcraft Road Imps.					
Bill	11/20/2017	Lochner - BWR Division	Reconstruct Beechcraft Road Engineering Design Progress ...	5,770.00	5,770.00
Total West Beechcraft Road Imps.				5,770.00	5,770.00
Total Land				27,436.10	27,436.10
Total Fixed assets at cost				87,927.01	87,927.01
TOTAL				87,927.01	87,927.01



2018 Budget Report
and
Operating Plan



**2018 BUDGET REPORT and OPERATING PLAN
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B	2018 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 Community Economic Development Organization, K-State Polytechnic, Salina Area Technical College, 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.

2018 Priorities

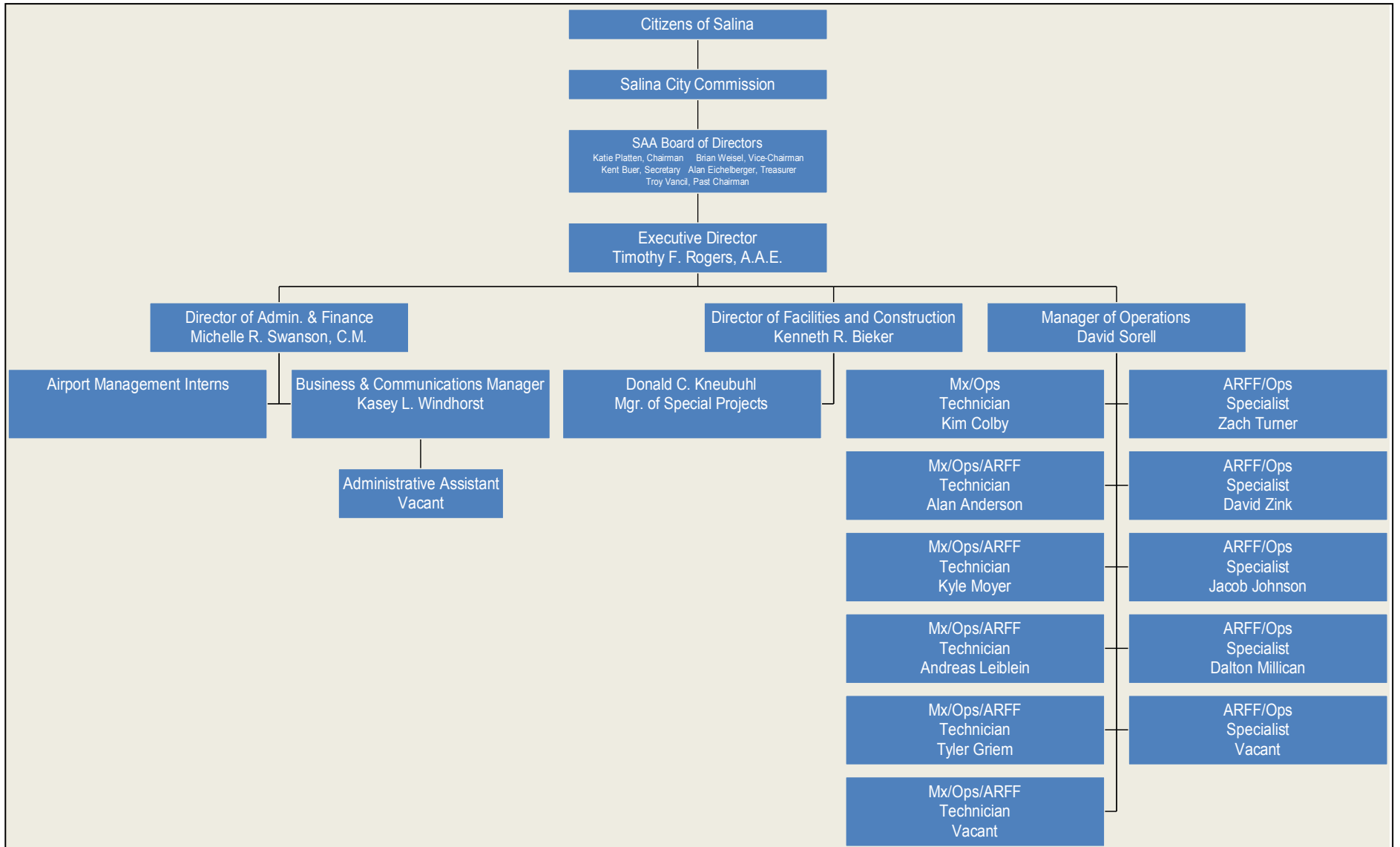
- Continued fuel flowage growth
- Market available buildings, hangars, and development lots
- Continue air service development and marketing efforts
- Initiate an airport master plan update to determine future terminal building requirements
- Support the K-State Polytechnic Global Aeronautics Initiative
- Complete the Hangar H724 lease and renovations with the K-State Foundation
- Complete the Beechcraft Road reconstruction and streetscaping project
- Complete the Schilling Project CAD/ROD and prepare for mediation
- Taxiway Bravo Reconstruction
- Runway 12/30 slurry seal and markings
- New ARFF vehicle building, grant award, and purchase
- Update and replace obsolete airfield maintenance equipment
- Complete the 2018 Salina Airport and Airport Industrial Center Economic Impact Report
- Prepare a statement of Airport Industrial Center development objectives
- Support community efforts to attract and retain skilled workforce

SAA Building and Hangar Leasing - November 1, 2017 SCORECARD

Leased Properties Since March 2012 > 1-year term or greater										Remaining Space Classification		
Building/Hangar	Sq. Ft.	Use	Current Lease Rate	Monthly Lease Rate	Lease Type	Estimated Annual Holding Cost Savings	Comments	Current Lease Revenue	Potential New Lease Revenue	Office	Manufacturing / Warehouse	Aviation/ Aerospace
122	6,034	Office	4.07		Net (2017 taxes \$0.0/SF)	7,990	Leased to Waters, Inc. - Effective 10-15-2013; 10 year firm with two additional 5-year terms; rate adjustments every five years.	24,555				
394	3,951	Office	6.77		Net (2017 taxes \$0.0/SF)	6,000	Leased to Interstates Construction effective 6-1-2016; 3 year firm with one 3 year option that includes rate adjustment to	26,760				
506-1	4,900	Utility construction shop/equipment storage	4.86		Net (2017 taxes \$0.0/SF)	7,500	Leased to Miller Pipeline effective 4-1-2017; 3-year firm with one	23,820				
520, Unit F	2,540	Office/Warehouse/Light Manufacturing	5.25		Net (2017 taxes \$0.0/SF)	-	effective 4-1-15; 1 year term with four 1-year options. Biennial CPI	13,335				
520, Unit G	2,869	Office/Warehouse/Light Manufacturing	5.75		Net (2017 taxes \$0.0/SF)	-	effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	16,497				
620-A	15,000	Light manufacturing or warehouse	3.52		Net (2017 taxes \$0.0/SF)	15,973	Leased to Universal Forest Products effective 5/1/12 ; entered into second 3-year term	52,740				
620-B	10,000	Light manufacturing or warehouse	3.30		Net (2017 taxes \$0.0/SF)	10,649	Leased to USD 305 on March 1, 2016. One year firm with multiple options. Anticipate a 2 year lease.	33,000				
626	47,188	Business jet, Regional jet MRO or aircraft storage	0.51		Net (2016 taxes \$0.0/SF)	22,076	Leased to Hangar Indoor Complex (Jake Sharp) - Effective 11/1/14; 1 year lease	24,000				
655	43,638	Light manufacturing or warehouse	1.95		Net (2017 taxes \$0.0/SF)	33,771	Leased to Tischlerei - Effective 5/1/12, 8 year, 8 month firm lease with graduated increases to \$1.95 after 2 years and cpi thereafter.	85,080				
655	59,961	Warehouse	2.01		Net (2017 taxes \$0.0/SF)	12,000	Leased to Exide Batter for Storage Effective Sept. 1, 2017	120,510				
713	42,649	Light manufacturing or warehouse	1.36		Net (2017 taxes \$0.0/SF)	25,000	Leased to AAL Organic, for industrial recycling	58,050				
723	9,359	Machine shop or warehouse	3.12		Net (2017 taxes \$0.0/SF)	13,907	Leased to Wichita Winwater Works Co. - effective 4/1/14; 2 year term lease with options.	29,160				
959	27,066	Office	0.89		Net (2017 taxes \$0.0/SF)	25,000	Leased to Learjet, Inc. (Bombardier Learjet Flight Test Center, Wichita, KS-Sept. 2014) 2 year term	24,120				
1021	481	Office	11.51		Gross		Leased to Quality Drive Away as bus disptach center.	5,537				
1021	30,496	Warehouse facility - erosion control wattles and blankets	1.40		Net (2017 taxes \$0.08/SF)	23,000	Leased to Ks Erosion Control, LLC., 1 year term \$1.34/SF/YR. Storage only.	42,600				
1021	34,863	Manufacturing facility - erosion control wattles and blankets	4.75		Net (2017 taxes \$0.08/SF)	33,248	Leased to Ks Erosion Control, LLC., 75.5 month term with graduated rental schedule from \$0.00-	165,600				
Total Leased Properties	340,995		2.19			236,114		745,364				
Properties Available for Lease												
313	11,884	Office/Warehouse/Light Manufacturing	5.15	5,100	Net (2017 taxes \$0.0/SF)	-			61,203		11,884	
412	13,640	Office/Warehouse/Light Manufacturing	6.00	6,820	Net (Subject to taxes)	-	Facility becomes available Oct. 1, 2016		81,840	2,120	11,520	
504	5,617	Aircraft Maintenance/Repair or Storage	3.10	1,451	Net (2017 taxes \$0.0/SF)	-			17,413			5,617
506-2	4,900	Aircraft Maintenance/Repair or Storage	3.30	1,348	Net (2016 taxes \$0.0/SF)	-			16,170			4,900
509	45,532	Business jet MRO, Military FOL Business jet, Regional jet MRO,	4.95	18,782	Net (2017 taxes \$0.0/SF)	-			225,383			45,532
600	68,308	Flight training or aircraft storage Business jet, Regional jet MRO,	6.30	35,862	Net (2017 taxes \$0.0/SF)	-			430,340			68,308
606	49,222	Flight training or aircraft storage	6.30	25,842	Net (2017 taxes \$0.0/SF)	-			310,099			49,222
673	8,583	Warehouse	1.00	715	Net (2017 taxes \$0.0/SF)	-			8,583		8,583	
724	30,665	Aircraft storage and MRO, warehouse or light manufacturing	1.95	4,983	Net (2017 taxes \$0.0/SF)	-			59,797			30,665
824	12,353	Office and warehouse or vehicle maintenance	2.95	3,037	Net (2017 taxes \$0.0/SF)	-			36,441		12,353	
959	102,668	Narrow body aircraft storage & MRO or heavy manufacturing	6.95	59,462	Net (2017 taxes \$0.0/SF)	-			713,543			102,668
1021	3,913	Office	5.50	1,793	Net (2017 taxes \$0.08/SF)	-			21,522	3,100		
Total Available For Lease	357,285		5.49						21,522	1,960,811	5,220	44,340
Total SAA Bldg. Sq. Ft.	1,163,471	Compared to Fall 2016										
Total Leased	806,186	699,241										
Vacancy	31%	40%										
Occupancy	69%	60%										
Balance to 2018 Goal of 75% occupancy	66,417											

SALINA Airport Authority

November 2017





Base Salaries / Compensation	2013 Budget	2014 Budget	2015 Budget	2016 Budget	2017 Budget	2018 Budget	+/- Budget	% Budget	+/- \$	+/- %
(Admin. Salary Exp.) Acct. No. 550							Over 2017		Five year annual avg.	
Total Administrative Salaries and Compensation	\$ 415,006	\$ 409,619	\$ 405,231	\$ 427,281	\$ 448,645	\$ 488,020	\$ 39,375	8.8%	\$ 14,603	3.5%
(Maintenance Salary Exp.) Acct. No. 660										
Total Maintenance Salaries and Compensation	\$ 398,382	\$ 329,836	\$ 330,000	\$ 311,384	\$ 325,400	\$ 341,670	\$ 16,270	5.0%	\$ (11,342)	-2.8%
TOTALS	\$ 813,388	\$ 739,455	\$ 735,231	\$ 738,665	\$ 774,045	\$ 829,690	\$ 55,645	7.2%	\$ 3,260	0.4%

Employee Name	Title	Years of Service
(Admin. Salary Exp.) Acct. No. 550		
Timothy F. Rogers, A.A.E.	Executive Director	32 years
Michelle R. Swanson, C.M.	Director of Administration & Finance	21 years
Kenneth R. Bieker	Director of Facilities and Construction	9 years
David Sorell	Manager of Operations	5 years
Kasey L. Windhorst	Business and Communications Manager	13 years
Donald C. Kneubuhl	Manager of Special Projects	51 years
Kaycie L. Taylor	Administrative Assistant	1 month
(Maintenance Salary Exp.) Acct. No. 660		
Kim Colby	Maintenance/Operations Technician	32 years
Alan Anderson	Maintenance/Operations/ARFF Technician	7 years
Kyle Moyer	Maintenance/Operations/ARFF Technician	5 years
Andreas Leiblein	Maintenance/Operations/ARFF Technician	4 months
Tyler Griem	Maintenance/Operations/ARFF Technician	4 months
Zach Turner	ARFF/Operations Specialist	1 year
David Zink	ARFF/Operations Specialist	6 months
Jacob Johnson	ARFF/Operations Specialist	3 months
Dalton Millican	ARFF/Operations Specialist	2 months

Salina Airport Authority
2018
Budget Summary

12/14/2017

	2015 Actual	2016 Actual	2017 Budget	2018 Budget	2017/2018	
					+/-	%
Operating Income						
Airfield revenue						
Fuel Flowage Fees	\$ 189,532	\$ 145,280	\$ 158,000	\$ 198,000	\$ 40,000	25.3%
Hangar rent	472,454	469,826	520,000	435,000	\$ (85,000)	-16.3%
Landing fees	7,668	8,546	6,500	15,000	\$ 8,500	130.8%
Ramp rent	49,851	52,518	50,000	50,000	\$ -	0.0%
Total Airfield revenue	719,505	676,170	734,500	698,000	\$ (36,500)	-5.0%
Building and land rent						
Agri land rent	53,673	56,354	56,000	55,000	-1,000	-1.8%
Building rents	815,923	919,606	873,834	1,072,950	199,116	22.8%
Land rent	189,200	188,541	217,150	210,000	-7,150	-3.3%
Tank rent	9,540	9,696	9,500	9,500	0	0.0%
Total Building and land rent	1,068,336	1,174,197	1,156,484	1,347,450	190,966	16.5%
Other revenue						
Airport Promotion	-	31,185	48,000	78,500	30,500	63.5%
Commissions	20,710	20,895	23,000	35,000	12,000	52.2%
Other income	67,953	54,025	45,000	65,000	20,000	44.4%
Total Other revenue	88,663	106,105	116,000	178,500	62,500	53.9%
Gross Operating Income	\$ 1,876,504	\$ 1,956,472	\$ 2,006,984	\$ 2,223,950	\$ 216,966	10.8%
Operating Expense						
Administrative expenses						
A/E, consultants, brokers	\$ 19,904	\$ 23,913	\$ 15,000	28,000	\$ 13,000	86.7%
Airport promotion	9,722	10,000	58,000	86,500	\$ 28,500	49.1%
Bad Debt Expense	3,422	-	-	-	\$ -	
Computer/Network Admin.	12,096	10,000	13,500	13,750	\$ 250	1.9%
Dues and subscriptions	20,781	15,000	25,000	25,500	\$ 500	2.0%
Employee retirement	70,006	66,840	67,000	75,307	\$ 8,307	12.4%
FICA and medicare tax expense	50,468	54,690	56,000	60,576	\$ 4,576	8.2%
Industrial development	-	15,000	25,000	50,000	\$ 25,000	100.0%
Insurance, medical	176,485	189,000	170,000	224,634	\$ 54,634	32.1%
Insurance, property/liability	145,433	150,000	150,000	152,250	\$ 2,250	1.5%
Kansas unemployment tax	684	1,000	1,000	1,000	\$ -	0.0%
Legal and accounting	41,905	31,000	32,000	32,500	\$ 500	1.6%
Office salaries	393,965	427,281	448,645	488,020	\$ 39,375	8.8%
Office Supplies	6,487	6,000	6,800	7,000	\$ 200	2.9%
Other administrative expense	4,444	3,750	5,000	5,000	\$ -	0.0%
Postage	2,030	3,000	3,000	3,000	\$ -	0.0%
Property appraisal expense	-	-			\$ -	
Property tax expense	154,466	165,000	160,000	145,000	\$ (15,000)	-9.4%
Special Events	-	1,000	1,000	1,000	\$ -	0.0%
Telephone	16,565	15,750	16,538	17,500	\$ 963	5.8%
Training	4,824	8,000	8,000	5,000	\$ (3,000)	-37.5%
Travel and meetings	8,386	8,000	10,000	11,500	\$ 1,500	15.0%
Total Administrative expenses	\$ 1,142,073	\$ 1,204,224	\$ 1,271,483	\$ 1,433,037	\$ 67,258	5.3%
Maintenance expenses						
Airfield maintenance	16,812	16,500	25,000	30,000	5,000	20.0%
Airport Security	793	500	500	500	0	0.0%
Building maintenance	34,998	40,000	45,000	47,500	2,500	5.6%
Equipment fuel and repairs	63,791	53,000	54,500	65,000	10,500	19.3%
Fire Services	14,511	1,500	15,000	20,000	5,000	33.3%
Grounds maintenance	2,117	3,500	3,500	4,000	500	14.3%
Maintenance salaries	312,080	311,384	325,400	341,670	16,270	5.0%
Other maintenance expenses	13,716	18,500	17,500	20,000	2,500	14.3%
Snow removal expense	1,936	13,000	20,000	22,000	2,000	10.0%
Utilities	241,068	205,000	200,000	200,000	0	0.0%
Total Maintenance expenses	701,822	662,884	706,400	750,670	44,270	6.3%
Total Expense	1,843,895	1,867,108	1,977,883	2,183,707	205,824	10.4%
Total Operating Net Before Depreciation	\$ 32,609	\$ 89,364	\$ 29,101	\$ 40,243	11,142	38.3%

A	B	C	D	E	H	I	J	K	L	M	N	
1	Salina Airport Authority, Salina, KS											
2	Updated for 2018 Capital Budget Programming - Preliminary; subject to 2017 year end balances											
3	12/1/2017											
4					COSTS		FUNDING					
5	CAPITAL PROJECT BUDGET	PROJECT DESCRIPTION	PN	REMARKS	TOTAL PROJECT	FY PROJECTED	FAA/KDOT GRANT	BOND PROCEEDS	MILL LEVY	OPERATING	OTHER	TBD
6	FISCAL YEAR 2016											
7	AIP-36	Txy E Rehab Const.	3-20-0072-36		2,324,740	985,856	887,270	98,586				
8	AIP-37	Txy B & E Rehab Design	3-20-0072-37		463,297	38,945	35,050					
9	2016 SUBTOTAL				2,788,037	\$ 1,024,801	\$ 922,321	\$ 98,586	\$ -	\$ -	\$ -	\$ -
10	FISCAL YEAR 2017											
11	AIP-36	Txy E Rehabilitation (cont'd)	3-20-0072-36	Construction		1,308,830	1,177,947	130,883				
12	AIP-38	Txy B Reconstruction	3-20-0072-38	Construction	1,482,597	58,760	52,884			5,876		
13	Airfield	Rwy 17/35 Slurry Seal	364-07-16		178,976			178,976				
14	Airfield	Hangar 606 Apron Repairs	401-07-17		54,577	54,577		54,577				
15	Airfield	Rwy 17/35 Rubber Removal	388-03-14		4,943			4,943				
16	Airfield	Airfield painting, Crack Sealant & Vegetation Control			41,492			41,492				
17	Airfield	Rwy 17/35 Shoulder Repairs, H600 Ramp Heave Repair & Txy D Javee Repair	402-07-17		76,931	76,931		76,931				
18	Airfield	Other Airfield/Airfield Equipment		Airfield signage, equipment	20,000	20,000				20,000		
19	Airfield	Fossett Plaza	383-03-14		301,232	301,232					301,232	
20	Airfield	GA Hangar Construction / Site Improvements	388-05-17		136,000	136,000						136,000
21	Bldg. Imps. Other	Industrial Center Building Improvements		Bldg. 614, 620 & 655	41,000	41,000				41,000		
22	ARFF Equipment	ARFF 4 Foam System Retrofit	407-08-17		43,446	43,446		43,446				
23	Comm Equipment	Airfield Radios			5,000	5,000				5,000		
24	Computer Equip.	Hangar 606 & 509 Wi-Fi Upgrades; Replace 3 Desktop Workstations (X2 ARFF, 1X Mx)			15,000					15,000		
25	Land	Schilling Project Progression		FS & CAD completion; mediation plan	20,000	20,000				20,000		
26	Land	Rail Spur Improvements / United Suppliers -Tank Painting			30,000	30,000						30,000
27	Land	Beechcraft Road Reconstruction	377-01-17		1,378,000	200,000		200,000				
28	2017 SUBTOTAL				\$ 3,829,194	\$ 2,295,776	\$ 1,230,831	\$ 731,248	\$ -	\$ 106,876	\$ 301,232	\$ 166,000
29	FISCAL YEAR 2018											
30	AIP-36	Txy E Rehabilitation (cont'd)	3-20-0072-36	Construction		30,054	27,049	3,005				
31	AIP-38	Txy B Reconstruction (cont'd)	3-20-0072-38	Construction		1,423,837	1,170,203		259,510			
32	AIP-39	Acquire Aircraft Rescue & Fire Fighting Vehicle	3-20-0072-39	Anticipate late 2018 grant with 90% expended in 2019.	985,000	98,500	88,650		9,850			
33	KAIP-19	Rwy 12/30 Slurry Seal	KAIP-19	Design in-house; force account joint sealing	150,000	150,000	75,000		75,000			
34	Airfield	Aircraft Parking Ramp Repairs			10,000	10,000				10,000		
35	Airfield	Hangar 606 Apron Repairs	401-07-17	Continued asphalt patching	50,000							50,000
36	Airfield	Pavement crack sealing		Continued pavement repair	30,000	30,000				30,000		
37	Buildings	HVAC Bldg. Imps.			10,000	10,000				10,000		
38	Buildings	Roofing		B412, B122	10,000	10,000				10,000		
39	Buildings	Bldg. Imps. Other			10,000	10,000				10,000		
40	Buildings	B700, Avflight North Imps.			5,000	5,000				5,000		
41	Buildings	Hangar 959 Power Factor Correction	327-11-16		65,000							65,000

	A	B	C	D	E	H	I	J	K	L	M	N
4					COSTS			FUNDING				
5	CAPITAL PROJECT BUDGET	PROJECT DESCRIPTION	PN	REMARKS	TOTAL PROJECT	FY PROJECTED	FAA/KDOT GRANT	BOND PROCEEDS	MILL LEVY	OPERATING	OTHER	TBD
42	Buildings	Rail Spur			10,000	10,000				10,000		
43	Vehicles	Operations/Mx Services Vehicles			65,000							65,000
44	Vehicles	Airport 2 & 3 Vehicles			40,000							40,000
45	ARFF Equipment	ARFF 3 Conversion			25,650	25,650				25,650		
46	Equipment	Computer Equipment			2,500	2,500				2,500		
47	Equipment	Communications Equipment			2,500	2,500				2,500		
48	Equipment	Shop Equipment		Pavement marking machine	26,000	26,000				26,000		
49	Land	Schilling Project Progression		FS & CAD completion; mediation plan	15,000	15,000				15,000		
50	Land	Beechcraft Road Reconstruction (cont'd)	377-01-17			1,178,000		1,178,000				
51	Land	Airport Industrial Center Imps.			10,000	10,000				10,000		
52	2018 SUBTOTAL				\$ 1,521,650	\$ 3,047,041	\$ 1,360,902	\$ 1,181,005	\$ 344,360	\$ 166,650	\$ -	\$ 220,000
53	FISCAL YEAR 2019											
54	AIP-39	Aircraft Rescue & Fire Fighting Vehicle (cont'd)	3-20-0072-39	Design/Construction		886,500	797,850			88,650		
55	AIP-40	Txy D Extension	3-20-0072-40	Design/Construction	1,237,222	185,583	167,025			18,558		
56	Airfield	Rwy 17/35 N'4800 Slurry Seal		Design/Construction	150,000	150,000			150,000			
57	Buildings	Hangar 606 Roof		Replace shingles with metal roof	40,000	40,000				40,000		
58	Buildings	Building 310 Environmental		Assessment/Abatement and Facility Upgrades.	35,000	35,000				35,000		
59	Buildings	H600 1st floor conference center furniture/fixtures			20,000	20,000						
60												
61												
62	2019 SUBTOTAL				\$ 1,482,222	\$ 1,317,083	\$ 964,875	\$ -	\$ 257,208	\$ 75,000	\$ -	\$ -
63	FISCAL YEAR 2020											
64	AIP-40	Txy D Extension (cont'd)	3-20-0072-40	Design/Construction		1,051,639	946,475			105,164		
65	AIP-41	Rehabilitate Rwy 17/35 (South 7,500')	3-20-0072-41	Design/Construction	2,591,956	388,793	349,914			34,991		
66												
67	2020 SUBTOTAL				\$ 2,591,956	\$ 1,440,432	\$ 1,296,389	\$ -	\$ 140,155	\$ -	\$ -	\$ -
68	FISCAL YEAR 2021											
69	AIP-41	Rehabilitate Rwy 17/35 (South 7,500') (cont'd)	3-20-0072-41	Design/Construction		2,203,162	1,982,846			198,285		
70												
71												
72	2021 SUBTOTAL				\$ -	\$ 2,203,162	\$ 1,982,846	\$ -	\$ 198,285	\$ -	\$ -	\$ -
73	FISCAL YEAR 2022											
74	Airfield	Rwy 18/36 Mill & Overlay										
75	Airfield	Reconstruct Rwy 17/35 Lighting			430,194	430,194	387,175			43,019		
76												
77	2022 SUBTOTAL				\$ 430,194	\$ 430,194	\$ 387,175	\$ -	\$ 43,019	\$ -	\$ -	\$ -
78	SHORT TERM PROJECTS TOTALS				\$ 12,643,252	\$ 11,758,489	\$ 8,145,338	\$ 2,010,839	\$ 983,028	\$ 348,526	\$ 301,232	\$ 386,000
80	INTERMEDIATE TERM PROJECTS											
81	Airfield	Rwy 12/30 Rehabilitation			1,760,633	1,760,633	1,584,570			176,063		
82	Airfield	Rehabilitate shoulders along Txy A from Twy E to midway between Txy E & F			600,000	600,000	540,000			60,000		

	A	B	C	D	E	H	I	J	K	L	M	N
4					COSTS			FUNDING				
5	CAPITAL PROJECT BUDGET	PROJECT DESCRIPTION	PN	REMARKS	TOTAL PROJECT	FY PROJECTED	FAA/KDOT GRANT	BOND PROCEEDS	MILL LEVY	OPERATING	OTHER	TBD
83	Airfield	Rehabilitate shoulders along Txy A from Twy F to midway between Txy F & G			632,496	632,496	569,246		63,250			
84	Airfield	Rehabilitate shoulders along Txy A from midway between Txy E and Txy F to Txy F			680,000	680,000	612,000		68,000			
85												
86	INTERMEDIATE TERM PROJECTS SUBTOTAL				\$ 3,673,129	\$ 3,673,129	\$ 3,305,816	\$ -	\$ 367,313	\$ -	\$ -	\$ -
87	LONG TERM PROJECTS											
88	Airfield	Correct enhanced Txy markings on Txy A, B & E and to rehabilitate the surface of Txy E & B			4,376,520	4,376,520	3,938,868		437,652			
89	Equipment	Acquire Passenger Lift Device			100,000	100,000	90,000		10,000			
90	Equipment	Acquire replacement of Class 5 blower/broom			997,500	997,500	897,750		99,750			
91	Equipment	Acquire carrier truck with plow			475,000	475,000	427,500		47,500			
92	Airfield	Reconstruct connector south of Txy F.			30,000	30,000	27,000		3,000			
93	Airfield	Reconstruct the south Txy A connector to correct a geometry deficiency.			1,538,602	1,538,602	1,384,742		153,860			
94	Airfield	Reconstruct runway shoulders			4,375,800	4,375,800	3,938,220		437,580			
95	Airfield	Reconstruct Txy A between Txy E and Txy G including shoulders and MITL			292,126	292,126	262,913		29,213			
96	Airfield	Reconstruct connector north of Txy F										
97												
98	LONG TERM PROJECTS SUBTOTAL				\$ 12,185,548	\$ 12,185,548	\$ 10,966,993	\$ -	\$ 1,218,555	\$ -	\$ -	\$ -
99												
100	TOTAL PROGRAM COSTS				\$ 28,501,929	\$ 27,617,166	\$ 22,418,147	\$ 2,010,839	\$ 2,568,895	\$ 348,526	\$ 301,232	\$ 386,000

A/E Consultants, Brokers - 500

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	2018 Budget
	Actual	
Miscellaneous survey work	\$850.00	\$1,000.00
Broker Fees	\$3,615.00	\$0.00
FHSU Docking Institute	\$0.00	\$12,000.00
Air service consulting	\$0.00	\$10,000.00
AARC	\$0.00	\$5,000.00
Total Estimated A/E Consultants, Brokers Ex.	\$4,465.00	\$28,000.00

Airport Promotion - 502

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	2018 Budget
	Actual	
Web-site maintenance	\$0.00	\$3,000.00
Online marketing		
Hangar Network	\$500.00	\$500.00
LoopNet	\$2,388.00	\$2,388.00
Constant Contact (newsletter/news release list service)	\$600.00	\$600.00
Air Service promotion	\$69,343.00	\$77,500.00
Other	\$2,810.00	\$2,512.00
Total Estimated Airport Promotion Expense	\$75,641.00	\$86,500.00

Computer / Network Admin. - 510

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	2018 Budget
	Actual	
Nex-tech (Internet service at Terminal Bldg. ARFF Station and Maint. Shop)	\$8,599.82	\$ 1,740
Nex-tech (Internet service at H600)	\$2,058.50	1,080
AutoCAD subscription renewal	\$517.80	525
Adobe Acrobat DC pro subscription	\$179.88	360
Nex-tech Network Support & Server Rental	\$0.00	5,760
Nex-tech IT support (on-call)		2,235
Office 365 Subscription & domain renewals (11 licenses)	\$2,790.00	2,050
Total Estimated Computer / Network Admin. Expense	\$14,146.00	\$ 13,750

Dues & Subscriptions - 515

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected Actual	2018 Budget
AAAE dues Rogers	\$275.00	\$275.00
AAAE dues Swanson	\$275.00	\$275.00
Aircraft Owners & Pilot Association (AOPA)	\$159.00	\$165.00
Airport News & Training Network (ANTN) Subbscription	\$1,260.00	\$1,260.00
ARFF recurrent training.com subscription	\$1,180.00	\$1,180.00
Cox Cable TV (B120)	\$1,115.50	\$1,500.00
Document Resources (shredding & recycling service)	\$130.00	\$240.00
Global security subscription	\$99.95	\$100.00
Governor's Military Council	\$7,500.00	\$7,500.00
Gov't Finance Officers Association Swanson	\$135.00	\$160.00
Grainger red pass annual membership fee	\$129.00	\$130.00
Keating & Associates (Cafeterial plan admin fees)	\$479.00	\$540.00
KS Association of Airports	\$100.00	\$100.00
KDHE (UST tank permits)	\$120.00	\$240.00
KS Gov. Info Network of Ks	\$125.00	\$125.00
Military Affairs Council	\$0.00	\$250.00
NFPA subscription	\$0.00	\$200.00
Salina Country Club Dues Rogers	\$4,449.00	\$4,450.00
Salina Journal	\$260.00	\$275.00
SAMs Club membership	\$505.00	\$525.00
The Topeka Capital Journal	\$99.50	\$120.00
US Contract Tower Association (USCTA)	\$0.00	\$2,600.00
Wall Street Journal online	\$284.91	\$410.00
Wichita Business Journal	\$108.75	\$110.00
Other	\$6,110.39	\$2,820.00
Total Estimated Dues & Subscription Expense	\$24,900.00	\$25,550.00

Employee Retirement - 520

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Admin KPERS Wages	438,645.00	460,320.00
Maint/ARFF KPERS Wages	320,640.00	341,670.00
Total KPERS Wages	759,285.00	801,990.00
Jan - Dec Employer Contribution Rate	8.46%	8.39%
Jan - Dec Death/Disability Rate	1.00%	1.00%
Total Employer Contribution Rate (Weighted)	9.46%	9.39%
Total Estimated KPERS Expense	71,828.36	75,306.86

FICA - 523

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Admin Social Security Wages	\$409,537.00	\$452,620.00
Maint. Social Security Wages	\$319,187.00	\$342,670.00
Less Section 125 Plan Estimate	-\$13,800.00	-\$8,400.00
Total Social Security Wages	\$714,924.00	\$786,890.00
Social Security Employer Tax Rate	6.20%	6.20%
Total Social Security Tax Expense	\$44,325.29	\$48,787.18
Item Description		Budget
Admin Medicare Wages	\$451,164.00	\$478,720.00
Maint. Medicare Wages	\$312,392.00	\$342,670.00
Less Section 125 Plan Estimate	-\$13,800.00	-\$8,400.00
Total Medicare Wages	\$749,756.00	\$812,990.00
Medicare Employer Tax Rate	1.45%	1.45%
Total Medicare Tax Expense	\$10,871.46	\$11,788.36
Total Estimated FICA Expense	\$55,196.75	\$60,575.54

Industrial Dev. - 525

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	Budget
Salina Community Economic Development Organization	<u>\$50,000.00</u>

Insurance - Medical - 530

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	Qty	Unit Monthly	Budget
<u>Medical/Dental/Prescription</u>			
Family	8	1,600.00	\$153,600.00
Employee plus 1	3	1,332.00	\$47,952.00
Single	4	597.00	\$28,656.00
Less (Non-Exempt) Employee Contribution (Family)	3	-100.00	-\$3,600.00
Less (Non-Exempt) Employee Contribution (Employee plus 1)	3	-80.00	-\$2,880.00
Less (Non-Exempt) Employee Contribution (Single)	4	-20.00	-\$960.00
Health/Wellness Memberships			\$2,000.00
City of Salina (Life) - \$.14 per \$1,000 annual salary rounded to nearest \$1,000	15	772.00	\$1,621.20
City of Salina (Life-dependent)	15	2.99	\$538.20
Genworth Life Policy			\$235.00
Adjustment for Plan Year Effective Feb 1			-\$2,528.00
Total Estimated Insurance-Medical Expense			<u><u>224,634.40</u></u>

KS Unemployment - 540

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	Budget
Admin Taxable Wages	423,470.00
Maint. Taxable Wages	310,582.00
Less Section 125 Plan Estimate	-6,500.00
Total Taxable Wages	727,552.00
SUTA Tax Rate	0.00
Total SUTA Tax Expense	727.55

Legal & Accounting - 545

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected Actual	Budget
Clubine & Rettele, Annual Audit	\$14,800.00	\$14,800.00
Clark, Mize & Linville, Legal Fees	\$14,695.00	\$15,700.00
Woods & Durham, Y/E assistance and fixed assets	\$2,505.00	\$2,000.00
Total Estimated Legal & Accounting	\$32,000.00	\$32,500.00

Office Supplies - 555

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected Actual	Budget
Century Business System (copier lease, Savin)	\$485.00	\$120.00
Century Business System (copier maintenance)	\$1,000.00	\$1,800.00
KS State Bank - Kyocera copier/printer lease	\$4,075.00	\$4,080.00
Paper, general office supplies	\$800.00	\$1,000.00
	\$6,360.00	\$7,000.00

Other Admin. - 560

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Drug screening	\$900.00	\$400.00
Employee background checks	\$385.00	\$250.00
GFOA/CAFR submittal	\$370.00	\$370.00
Merchant Processing Fees	\$765.00	\$450.00
Water / coffee conf. room	\$1,575.00	\$530.00
Awards, outgoing board members	\$1,335.00	\$500.00
Bank equip/fees	\$2,130.00	\$2,200.00
MVR reports	\$215.00	\$100.00
Other	\$1,522.00	\$200.00
Total Other Admin. Expense	<u>\$9,197.00</u>	<u>\$5,000.00</u>

Postage - 565

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
USPS	\$1,365.00	\$1,500.00
Fed-Ex	\$210.00	\$1,000.00
Other	\$140.00	\$500.00
Total Estimated Postage Expense	<u>\$1,715.00</u>	<u>\$3,000.00</u>

Special Events- 580

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected Actual	Budget
Special Events	\$0.00	1,000
	<u>\$0.00</u>	<u>\$ 1,000</u>

Telephone - 585

Salina Airport Authority

2016 Sub-Category Detail Budget

Item Description	2017 Projected Actual	Budget
Executive Answering Service	\$840.00	850.00
Nex-Tech Wireless (cell phones)	\$4,560.00	4,500.00
Telephone charges and fire alarm lines	\$12,075.00	12,150.00
	<u>\$17,475.00</u>	<u>17,500.00</u>

Training - 590

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected Actual	Budget
Other	\$175.00	\$5,000.00
	<u>\$175.00</u>	<u>\$5,000.00</u>

Travel & Meetings - 595

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Luncheons	\$870.00	\$1,000.00
Conference and Registration Fees	\$505.00	\$750.00
Hotel and travel expenses	\$6,320.00	\$7,750.00
Mileage Reimbursement	\$1,430.00	\$1,500.00
Other	\$475.00	\$500.00
	<u>\$9,600.00</u>	<u>\$11,500.00</u>

Airfield Maintenance - 600

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Lighting and signage	\$3,975.00	\$7,000.00
Pavement maintenance and patching	\$12,000.00	\$13,000.00
Pavement markings	\$2,500.00	\$3,500.00
Perimeter fencing	\$1,750.00	\$3,000.00
Vegetation Control	\$1,500.00	\$2,500.00
Wildlife control	\$1,200.00	\$1,000.00
Total Estimated Airfield Maintenance Expense	\$22,925.00	\$30,000.00

Building Maintenance - 620

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Fire Alarm Monitoring	\$2,700.00	\$2,700.00
Cleaning / janitorial supplies	\$22,000.00	\$18,000.00
Doors (overhead, personnel, bldg. interior)	\$5,850.00	\$2,500.00
Electrical and lighting	\$15,600.00	\$4,250.00
Fire suppression and extinguishers	\$7,590.00	\$3,000.00
HVAC / ventilation systems	\$13,750.00	\$4,550.00
Plumbing / drinking water systems / service lines	\$4,200.00	\$1,500.00
Pumphouse 305 and self-serve avgas station	\$4,875.00	\$1,000.00
Roofing	\$5,250.00	\$2,000.00
Termite / pest control	\$4,000.00	\$2,500.00
Painting	\$8,750.00	\$2,500.00
Parking lot / sidewalks	\$8,200.00	\$3,000.00
Total Estimated Bldg. Maintenance Expense	\$102,765.00	\$47,500.00

Equip., Fuel & Repairs - 630

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Batteries	\$5,785.00	\$2,500.00
Communications equipment	\$3,765.00	\$1,500.00
Equipment Rental	\$8,695.00	\$4,300.00
Filters/oil/fluids	\$8,200.00	\$4,000.00
Fire Trucks	\$7,890.00	\$2,500.00
Fuel	\$25,700.00	\$25,000.00
Gases	\$2,150.00	\$500.00
Mowers/tractors	\$6,790.00	\$3,000.00
Other large equipment (k-loader, air stairs, man lift, fork lift)	\$5,275.00	\$2,500.00
Other small equipment (air compressors, floor scrubbers, seal)	\$6,200.00	\$1,000.00
Snow removal equipment	\$5,850.00	\$4,000.00
Tires	\$6,100.00	\$4,500.00
Vans, smaller trucks, pathfinders	\$7,125.00	\$1,000.00
Vehicle allowance	\$8,700.00	\$8,700.00
Total Estimated Equip., Fuel & Repair Expense	<u>\$108,225.00</u>	<u>\$65,000.00</u>

Other Maintenance Expense - 670

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2017 Projected	
	Actual	Budget
Trash Services	\$5,650.00	\$3,200.00
Uniforms (ARFF & MX)	\$6,775.00	\$12,300.00
Misc. tools & supplies	\$2,495.00	\$4,500.00
Total Other Mx. Expense	<u>\$14,920.00</u>	<u>\$20,000.00</u>



HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2018

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 300 folding chairs. (Subject to availability; coordinate needs early with SAA to reserve tables and chairs).
4. 12 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. & Finance
shellis@salair.org
785-827-3914 or 785-577-4647



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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-Zuker, Operations Manager 785-825-6739
Aircraft Support Equipment	Avflight Salina; Julie Yager-Zuker, 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-Zuker, 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, Long McArthur Ford 785-283-2237
Lodging	KSARNG Billeting - James Merriman, 785-826-3761; 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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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, 2018

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	
<i>Up to 2500 sq.ft.</i>	\$130
<i>Beechjet 400, Premier I, C-J-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>	
<i>2500 to 5000 sq.ft.</i>	\$150
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VII/VIII/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, C-J-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<i>5000 to 7500 sq.ft.</i>	\$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>	
<i>7500 and up sq.ft.</i>	\$180
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, 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, 2018

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$75
Single Engine turbo-props and piston twins	\$85
Twin engine turbo-prop	\$105
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$150
<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>	
2500 to 5000 sq.ft.	\$180
<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>	
5000 to 7500 sq.ft.	\$210
<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>	
7500 and up sq.ft.	\$230
<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)	\$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, 2018

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$75
Single Engine turbo-props and piston twins	\$85
Twin engine turbo-prop	\$105
Large Turbo-Props/Business Jets	
<i>Up to 2500 sq.ft.</i>	\$150
<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>	
<i>2500 to 5000 sq.ft.</i>	\$180
<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>	
<i>5000 to 7500 sq.ft.</i>	\$210
<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>	
<i>7500 and up sq.ft.</i>	\$230
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, Gulfstriem 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 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, 2018

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	
<i>Up to 2500 sq.ft.</i>	\$130
<i>Beechjet 400, Premier I, C-J-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>	
<i>2500 to 5000 sq.ft.</i>	\$150
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VII/VIII/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, C-J-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<i>5000 to 7500 sq.ft.</i>	\$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>	
<i>7500 and up sq.ft.</i>	\$180
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$125
Military Jets (large)	\$170

Discounts available for longer term storage

Salina Airport Authority

Other Income Fee Schedule

Effective January 1, 2018

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 (Wifi and TV Included)	\$ 100.00	per day
	\$ 20.00	per hour
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
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
Fuel Flowage Fee	\$ 0.0784	per gallon
Signatory Landing Fees (per 1,000 lbs. per landing)	\$0.65 <60,000lbs. \$1.25 >60,000lbs.	
Non-Signatory Landing Fees (per 1,000 lbs. per landing)	\$ 1.95	
ARFF Standby Fee	\$ 90.00	per hour
ARFF Index C/D/E Fee	\$ 925.00	per flight
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



Ground Support Equipment & Logistics

As of January 1, 2018



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

Vehicles and Storage

Description:

Chevy 12 Passenger
Van



Description:

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



Description:

International Semi
Flatbed Truck



Description:

1986 International
Series Stake Bed
Truck



Description:

Conex Box
Quantity: 2



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



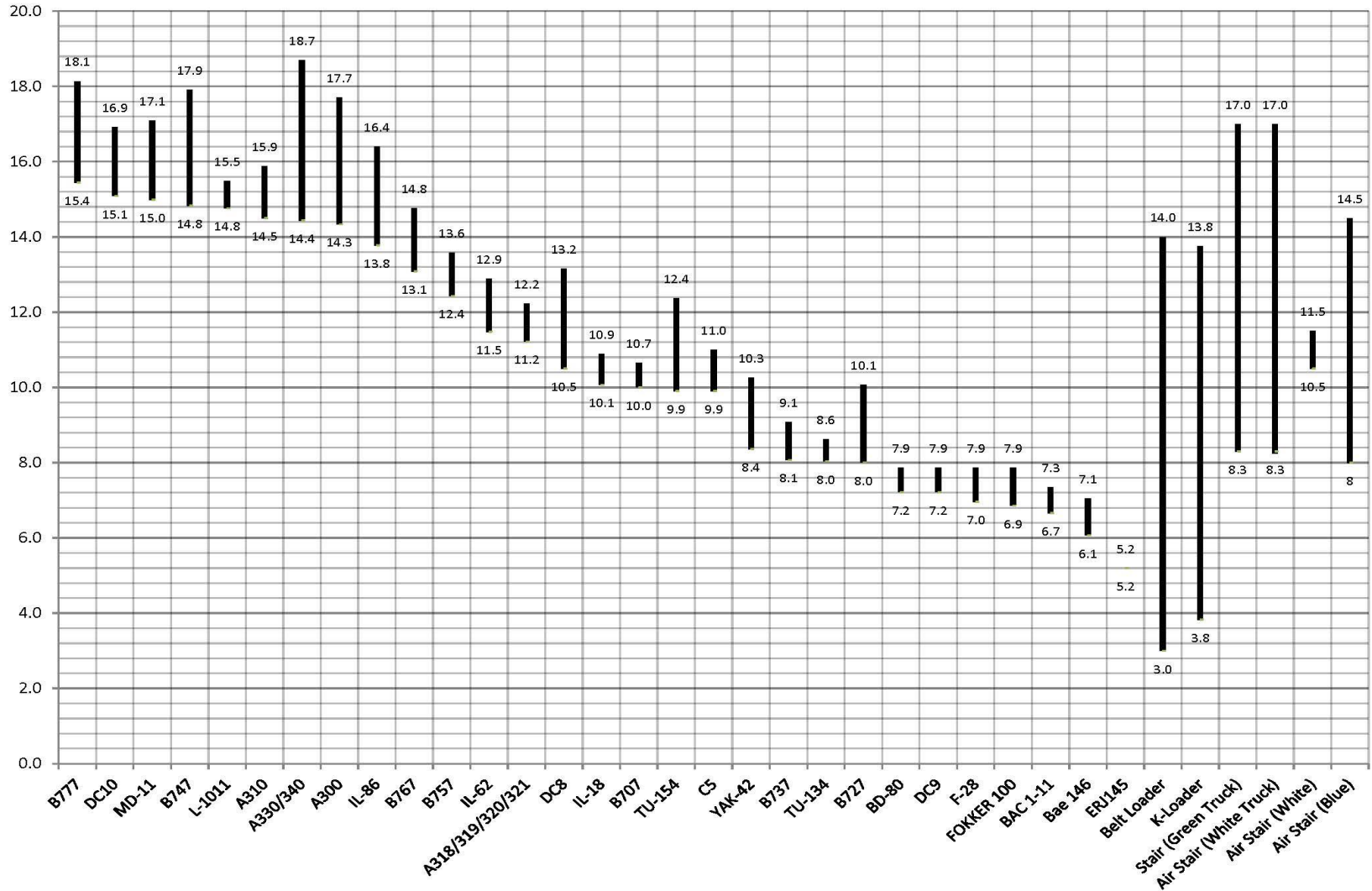
Description:

Portable Loading Ramp, L 36' x W 7'



Height Range

Aircraft Door Sill Heights in Feet (Minimum to Maximum)



Ground Support Equipment

Description:

Grey 2K Forklift,
10.8' Height Range



Description:

10K Forklift,
12.6' Height Range



Description:

4K Forklift,
10.3' Height Range



Description:

10K Forklift,
8.25' Height Range



Description:

Man Lift Cage
for fork lift
Platform size:



Description:

4K Forklift,
9.5' Height Range



Ground Support Equipment

Description:

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



Description:

11, Tri-max wheeled fire extinguishers



Description:

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



Description:

Flood Lamp 30' tall



Description:

3 sets of Portable Flood Lamp 35' tall



Description:

Jack up Work Stand, 10' Height Range



Ground Support Equipment

Description:

Landoll Deicer
Mil & Civ AC
Up to B757
40.5'



Description:

MB2
Aircraft Tug
15 Ton Weight
Limit



Description:

Aircraft Tug,
4,000 lbs Weight
Limit



Description:

Bobtail tug
____ Weight
Limit



Description:

Bucket Truck Lift,
52' Height range



Description:

Northwestern tug
4,000 lbs Weight
Limit



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
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
Conex Box		

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

2018 CALENDAR OF EVENTS

January

1	New Year's Day/ Holiday
15	Martin Luther King Jr. Day
17	8 a.m. Board of Directors Meeting

February

19	Presidents Day
21	8 a.m. Board of Directors Meeting

March

21	8 a.m. Board of Directors Meeting
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April

18	8 a.m. Board of Directors Meeting
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May

16	8 a.m. Board of Directors Meeting
28	Memorial Day

June

20	8 a.m. Board of Directors Meeting
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July

4	Independence Day
18	8 a.m. Board of Directors Meeting

August

15	8 a.m. Board of Directors Meeting
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September

3	Labor Day
19	8 a.m. Board of Directors Meeting

October

17	8 a.m. Board of Directors Meeting
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November

12	Veterans Day
21	8 a.m. Board of Directors Meeting
22	Thanksgiving Day
23	Thanksgiving Day Holiday

December

19	8 a.m. Board of Directors Meeting
25	Christmas Day



\$1,425,000
Salina Airport Authority
General Obligation Temporary Notes
Series 2017-1

Bid Tabulation Sheet

Bid Date: December 12, 2017
Dated: December 28, 2017
First Call Date: July 1, 2018
Maturity Date: January 1, 2019

Bidder	Rate (%)	Total Interest to Maturity
1. First Bank Kansas	1.43%	\$20,547.31
2. Sunflower Bank	1.81%	\$26,007.44
3. The Bennington State Bank	2.39%	\$34,341.31

	A	B	C	D	E
1	SOURCES AND USES OF FUNDS				
2					
3	SALINA REGIONAL AIRPORT				
4	SALINA AIRPORT AUTHORITY				
5	SALINA, KANSAS				
6					
7	2017-1 General Obligation Temporary Notes				
8	<i>Beechcraft Rd. Reconstruction and Streetscaping Project</i>				
9					
10	As of Dec. 14, 2017				
11					
12					
13	SOURCES OF FUNDS				
14					
15	2017-1 GO Temp Note Project Funds				\$ 1,440,000
16	FINAL				
17				TOTAL SOURCES =	\$ 1,440,000
18					
19					
20	USES OF FUNDS				
21					
22	Preliminary Design Report				\$ 23,000
23	Engineering				
24	Design Services				105,200
25	Additional Design Services - Change Orders (est.)				15,000
26	Construction Services				93,300
27	Total Engineering Design Services				236,500
28					
29	Construction				
30	Beechcraft Road reconstruction (low bid)				758,905
31	Change Order No. 1 - street lights (est.)				20,000
32	Change Order Allowance (8% of construction bid)				60,890
33	Total Construction Costs				839,795
34					
35	Utilities				
36	Utility line work (est. - to be negotiated)				319,205
37					
38	Project management (2.0%)				29,500
39					
40	Bond Issue Costs				13,210
41					
42	Rounding				1,790
43					
44	Total Designated Use of Funds				\$ 1,440,000
45					
46					
47					
48	Notes:				
49	1. Street lighting included in road rehabilitation.				
50	2. Does not include hangar siding improvements.				
51	3. All work within City right of way.				
52	4. Road rehabilitation is west 1,192' of roadway.				
53	5. The streetscaping is included in const. estimate and would include entire length of roadway.				

LOCHNER

TABULATION OF BIDS

SALINA REGIONAL AIRPORT INDUSTRIAL CENTER
SALINA AIRPORT AUTHORITY

BASE BID
RECONSTRUCT BEECHCRAFT ROAD

ADD ALTERNATE NO. 1
ASPHALT PAVEMENT OPTION

ADD ALTERNATE NO. 2
CONCRETE PAVEMENT OPTION

Bids Received: 12/7/2017
Lochner Job No.: 000013818
Bids Tabulated By: LJW
Date: 12/7/2017
Bids Checked By: KWR
Date: 12/7/2017



				Engineer's Estimate		Pavers, Inc. 505 Francis Avenue Salina, KS 67402		APAC-Kansas, Inc. Shears Div. P.O. Box 1095 Salina, KS 67402		Smoky Hill, LLC. 645 E. Crawford Suite E8 Salina, KS 67401	
Item No.	Item Description	Quantity	Unit	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
BASE BID - RECONSTRUCT BEECHCRAFT ROAD											
1	Construction Staking	1	L.S.	\$ 14,850.00	\$ 14,850.00	\$ 7,385.02	\$ 7,385.02	\$ 7,980.00	\$ 7,980.00	\$ 7,800.00	\$ 7,800.00
2	Mobilization	1	L.S.	\$ 100,000.00	\$ 100,000.00	\$ 38,039.36	\$ 38,039.36	\$ 53,768.50	\$ 53,768.50	\$ 30,750.00	\$ 30,750.00
3	Clearing and Grubbing	1	L.S.	\$ 5,000.00	\$ 5,000.00	\$ 3,983.72	\$ 3,983.72	\$ 1,575.00	\$ 1,575.00	\$ 5,100.00	\$ 5,100.00
4	Removal of Existing Structures	1	L.S.	\$ 5,000.00	\$ 5,000.00	\$ 7,608.40	\$ 7,608.40	\$ 12,285.00	\$ 12,285.00	\$ 14,650.00	\$ 14,650.00
5	Saw Cut	865	L.F.	\$ 4.00	\$ 3,460.00	\$ 4.47	\$ 3,866.55	\$ 7.35	\$ 6,357.75	\$ 2.85	\$ 2,465.25
6	Concrete Pavement Removal	2,944	S.Y.	\$ 8.00	\$ 23,552.00	\$ 3.60	\$ 10,598.40	\$ 6.15	\$ 18,105.60	\$ 3.65	\$ 10,745.60
7	Asphalt Pavement and Concrete Base Removal	3,478	S.Y.	\$ 12.00	\$ 41,736.00	\$ 2.42	\$ 8,416.76	\$ 10.20	\$ 35,475.60	\$ 6.00	\$ 20,868.00
8	Curb Removal	262	L.F.	\$ 5.00	\$ 1,310.00	\$ 4.42	\$ 1,158.04	\$ 2.65	\$ 694.30	\$ 8.00	\$ 2,096.00
9	Unsuitable Subgrade Removal and Replacement	700	C.Y.	\$ 50.00	\$ 35,000.00	\$ 17.91	\$ 12,537.00	\$ 17.85	\$ 12,495.00	\$ 6.00	\$ 4,200.00
10	Curb & Gutter Combined (All Types)	2,296	L.F.	\$ 25.00	\$ 57,400.00	\$ 18.06	\$ 41,465.76	\$ 15.15	\$ 34,784.40	\$ 20.80	\$ 47,756.80
11	Concrete Pavement (6" Uniform)(AE)	1,275	S.Y.	\$ 45.00	\$ 57,375.00	\$ 38.84	\$ 49,521.00	\$ 42.00	\$ 53,550.00	\$ 53.00	\$ 67,575.00
12	Subbase (6")(w/Geogrid)	4,385	S.Y.	\$ 11.00	\$ 48,235.00	\$ 7.97	\$ 34,948.45	\$ 3.95	\$ 17,320.75	\$ 9.45	\$ 41,438.25
13	Sidewalk Construction (4")(AE)	976	S.Y.	\$ 35.00	\$ 34,160.00	\$ 29.49	\$ 28,782.24	\$ 37.45	\$ 36,551.20	\$ 39.00	\$ 38,064.00
14	Type 1 Ramp	40	S.Y.	\$ 150.00	\$ 6,000.00	\$ 131.81	\$ 5,272.40	\$ 115.05	\$ 4,602.00	\$ 150.00	\$ 6,000.00
15	Cast-in-Place Retaining Wall	37	L.F.	\$ 300.00	\$ 11,100.00	\$ 151.05	\$ 5,588.85	\$ 99.75	\$ 3,690.75	\$ 185.00	\$ 6,845.00
16	Storm Sewer (RCP)(18")	354	L.F.	\$ 50.00	\$ 17,700.00	\$ 36.25	\$ 12,832.50	\$ 36.75	\$ 13,009.50	\$ 47.00	\$ 16,838.00
17	Storm Sewer (RCP)(24")	43	L.F.	\$ 55.00	\$ 2,365.00	\$ 52.61	\$ 2,262.23	\$ 47.25	\$ 2,031.75	\$ 74.25	\$ 3,192.75
18	Storm Sewer (RCP)(30")	20	L.F.	\$ 60.00	\$ 1,200.00	\$ 83.05	\$ 1,661.00	\$ 68.25	\$ 1,365.00	\$ 70.75	\$ 1,415.00
19	Storm Sewer (RCPHE)(14"x23")	126	L.F.	\$ 70.00	\$ 8,820.00	\$ 49.55	\$ 6,243.30	\$ 45.15	\$ 5,688.90	\$ 64.40	\$ 8,114.40
20	Storm Sewer (RCPHE)(19"x30")	352	L.F.	\$ 80.00	\$ 28,160.00	\$ 64.59	\$ 22,735.68	\$ 63.00	\$ 22,176.00	\$ 68.55	\$ 24,129.60
21	Storm Sewer (CMP)(36")	120	L.F.	\$ 50.00	\$ 6,000.00	\$ 75.02	\$ 9,002.40	\$ 78.75	\$ 9,450.00	\$ 82.50	\$ 9,900.00
22	End Section (24")	1	Ea.	\$ 700.00	\$ 700.00	\$ 1,353.27	\$ 1,353.27	\$ 2,100.00	\$ 2,100.00	\$ 1,100.00	\$ 1,100.00
23	End Section (30")	1	Ea.	\$ 900.00	\$ 900.00	\$ 1,651.45	\$ 1,651.45	\$ 2,205.00	\$ 2,205.00	\$ 1,200.00	\$ 1,200.00
24	Concrete Collar	9	Ea.	\$ 100.00	\$ 900.00	\$ 376.32	\$ 3,386.88	\$ 603.75	\$ 5,433.75	\$ 600.00	\$ 5,400.00
25	Permanent Transition Mat	36	S.Y.	\$ 200.00	\$ 7,200.00	\$ 143.71	\$ 5,173.56	\$ 82.95	\$ 2,986.20	\$ 126.00	\$ 4,536.00
26	Curb Inlet	4	Ea.	\$ 5,000.00	\$ 20,000.00	\$ 2,714.08	\$ 10,856.32	\$ 3,465.00	\$ 13,860.00	\$ 3,350.00	\$ 13,400.00
27	Special Curb Inlet	7	Ea.	\$ 6,000.00	\$ 42,000.00	\$ 3,717.59	\$ 26,023.13	\$ 4,305.00	\$ 30,135.00	\$ 1,125.00	\$ 7,875.00
28	Area Inlet 1(4"x4")	2	Ea.	\$ 5,000.00	\$ 10,000.00	\$ 2,792.20	\$ 5,584.40	\$ 3,150.00	\$ 6,300.00	\$ 2,750.00	\$ 5,500.00
29	Double Drop Inlet (2'x4")	2	Ea.	\$ 6,000.00	\$ 12,000.00	\$ 3,280.09	\$ 6,560.18	\$ 3,675.00	\$ 7,350.00	\$ 3,250.00	\$ 6,500.00
30	Junction Box	8	Ea.	\$ 5,000.00	\$ 40,000.00	\$ 2,792.87	\$ 22,342.96	\$ 3,570.00	\$ 28,560.00	\$ 3,550.00	\$ 28,400.00
31	Manhole Adjustment	3	Ea.	\$ 200.00	\$ 600.00	\$ 370.28	\$ 1,110.84	\$ 1,312.50	\$ 3,937.50	\$ 300.00	\$ 900.00
32	Seeding	7,000	S.Y.	\$ 0.75	\$ 5,250.00	\$ 3.42	\$ 23,940.00	\$ 3.75	\$ 26,250.00	\$ 0.50	\$ 3,500.00
33	Pavement Marking (Yellow)(4")	270	L.F.	\$ 1.50	\$ 405.00	\$ 3.10	\$ 837.00	\$ 1.80	\$ 486.00	\$ 2.75	\$ 742.50
34	Pavement Marking (Yellow)(6")	2,825	L.F.	\$ 2.00	\$ 5,650.00	\$ 3.10	\$ 8,757.50	\$ 2.20	\$ 6,215.00	\$ 2.75	\$ 7,768.75
35	Temporary Inlet Sediment Barrier	12	Ea.	\$ 100.00	\$ 1,200.00	\$ 122.62	\$ 1,471.44	\$ 105.00	\$ 1,260.00	\$ 215.00	\$ 2,580.00
36	Silt Fence	297	L.F.	\$ 10.00	\$ 2,970.00	\$ 3.25	\$ 965.25	\$ 3.70	\$ 1,098.90	\$ 3.00	\$ 891.00
37	Traffic Control	1	L.S.	\$ 15,000.00	\$ 15,000.00	\$ 15,245.13	\$ 15,245.13	\$ 14,619.15	\$ 14,619.15	\$ 19,250.00	\$ 19,250.00
38	Landscaping	1	L.S.	\$ 50,000.00	\$ 50,000.00	\$ 124,948.24	\$ 124,948.24	\$ 97,959.75	\$ 97,959.75	\$ 112,000.00	\$ 112,000.00
39	Water Valve Box Adjustment	10	Ea.	\$ 500.00	\$ 5,000.00	\$ 446.33	\$ 4,463.30	\$ 567.25	\$ 5,672.50	\$ 200.00	\$ 2,000.00
40	Fire Hydrant Assembly Adjustment	2	Ea.	\$ 1,000.00	\$ 2,000.00	\$ 1,205.02	\$ 2,410.04	\$ 840.00	\$ 1,680.00	\$ 775.00	\$ 1,550.00
41	Fire Hydrant Assembly Relocation	2	Ea.	\$ 5,000.00	\$ 10,000.00	\$ 854.53	\$ 1,709.06	\$ 2,520.00	\$ 5,040.00	\$ 2,200.00	\$ 4,400.00
BASE BID TOTAL				\$ 740,198.00		\$ 582,699.01		\$ 616,105.75		\$ 599,236.90	

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	Engineer's Estimate		Pavers, Inc. 505 Francis Avenue Salina, KS 67402		APAC-Kansas, Inc. Shears Div. P.O. Box 1095 Salina, KS 67402		Smoky Hill, LLC. 645 E. Crawford Suite E8 Salina, KS 67401	
ADD ALTERNATE NO. 1 - ASPHALT PAVEMENT OPTION								
1	Excavation	2,500 C.Y.	\$ 15.00	\$ 37,500.00				NO BID
2	HMA Commercial Grade (Class A)	2,000 Tons	\$ 90.00	\$ 180,000.00				NO BID
ADD ALTERNATE NO. 1 TOTAL			\$	217,500.00				NO BID
BASE BID + ADD ALTERNATE NO. 1 TOTAL			\$	957,698.00				NO BID
ADD ALTERNATE NO. 2 - CONCRETE PAVEMENT OPTION								
1	Excavation	2,200 C.Y.	\$ 15.00	\$ 33,000.00	\$ 8.79	\$ 19,338.00		\$ 15.75 \$ 34,650.00
2	Concrete Pavement (8" Uniform)(AE)(NRDJ)	3,264 S.Y.	\$ 55.00	\$ 179,520.00	\$ 48.06	\$ 156,867.84		\$ 53.15 \$ 173,481.60
ADD ALTERNATE NO. 2 TOTAL			\$	212,520.00	\$	176,205.84		\$ 208,131.60
BASE BID + ADD ALTERNATE NO. 2 TOTAL			\$	952,718.00	\$	758,904.85		\$ 807,368.50



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Item No.	Item Description	Quantity	Unit	Engineer's Estimate		Vogts-Parga Construction, LLC 717 N. Main Street Newton, KS 67114		Bryant & Bryant Const., Inc. 703 McNair Street Halstead, KS 67058	
				Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
BASE BID - RECONSTRUCT BEECHRAFT ROAD									
1	Construction Staking	1	L.S.	\$ 14,850.00	\$ 14,850.00	\$ 6,775.00	\$ 6,775.00	\$ 6,100.00	\$ 6,100.00
2	Mobilization	1	L.S.	\$ 100,000.00	\$ 100,000.00	\$ 64,500.00	\$ 64,500.00	\$ 42,000.00	\$ 42,000.00
3	Clearing and Grubbing	1	L.S.	\$ 5,000.00	\$ 5,000.00	\$ 1,650.00	\$ 1,650.00	\$ 10,000.00	\$ 10,000.00
4	Removal of Existing Structures	1	L.S.	\$ 5,000.00	\$ 5,000.00	\$ 7,700.00	\$ 7,700.00	\$ 15,000.00	\$ 15,000.00
5	Saw Cut	865	L.F.	\$ 4.00	\$ 3,460.00	\$ 5.50	\$ 4,757.50	\$ 4.00	\$ 3,460.00
6	Concrete Pavement Removal	2,944	S.Y.	\$ 8.00	\$ 23,552.00	\$ 8.43	\$ 18,929.92	\$ 8.00	\$ 23,552.00
7	Asphalt Pavement and Concrete Base Removal	3,478	S.Y.	\$ 12.00	\$ 41,736.00	\$ 10.69	\$ 37,179.82	\$ 9.00	\$ 31,302.00
8	Curb Removal	282	L.F.	\$ 5.00	\$ 1,310.00	\$ 3.00	\$ 786.00	\$ 3.50	\$ 917.00
9	Unsuitable Subgrade Removal and Replacement	700	C.Y.	\$ 50.00	\$ 35,000.00	\$ 18.70	\$ 13,090.00	\$ 32.00	\$ 22,400.00
10	Curb & Gutter Combined (All Types)	2,296	L.F.	\$ 25.00	\$ 57,400.00	\$ 18.97	\$ 43,555.12	\$ 25.00	\$ 57,400.00
11	Concrete Pavement (6" Uniform)(AE)	1,275	S.Y.	\$ 45.00	\$ 57,375.00	\$ 52.10	\$ 66,427.50	\$ 55.00	\$ 70,125.00
12	Subbase (6")(w/Geogrid)	4,385	S.Y.	\$ 11.00	\$ 48,235.00	\$ 8.10	\$ 35,518.50	\$ 14.00	\$ 61,390.00
13	Sidewalk Construction (4")(AE)	976	S.Y.	\$ 35.00	\$ 34,160.00	\$ 42.00	\$ 40,992.00	\$ 45.00	\$ 43,920.00
14	Type 1 Ramp	40	S.Y.	\$ 150.00	\$ 6,000.00	\$ 125.00	\$ 5,000.00	\$ 125.00	\$ 5,000.00
15	Cast-in-Place Retaining Wall	37	L.F.	\$ 300.00	\$ 11,100.00	\$ 189.10	\$ 6,996.70	\$ 125.00	\$ 4,625.00
16	Storm Sewer (RCP)(18")	354	L.F.	\$ 50.00	\$ 17,700.00	\$ 38.47	\$ 13,618.38	\$ 40.00	\$ 14,160.00
17	Storm Sewer (RCP)(24")	43	L.F.	\$ 55.00	\$ 2,365.00	\$ 49.45	\$ 2,126.35	\$ 50.00	\$ 2,150.00
18	Storm Sewer (RCP)(30")	20	L.F.	\$ 60.00	\$ 1,200.00	\$ 71.50	\$ 1,430.00	\$ 75.00	\$ 1,500.00
19	Storm Sewer (RCPHE)(14"x23")	126	L.F.	\$ 70.00	\$ 8,820.00	\$ 47.50	\$ 5,985.00	\$ 55.00	\$ 6,930.00
20	Storm Sewer (RCPHE)(19"x30")	352	L.F.	\$ 80.00	\$ 28,160.00	\$ 65.94	\$ 23,210.88	\$ 75.00	\$ 26,400.00
21	Storm Sewer (CMP)(36")	120	L.F.	\$ 50.00	\$ 6,000.00	\$ 82.75	\$ 9,930.00	\$ 75.00	\$ 9,000.00
22	End Section (24")	1	Ea.	\$ 700.00	\$ 700.00	\$ 2,200.00	\$ 2,200.00	\$ 750.00	\$ 750.00
23	End Section (30")	1	Ea.	\$ 900.00	\$ 900.00	\$ 2,310.00	\$ 2,310.00	\$ 750.00	\$ 750.00
24	Concrete Collar	9	Ea.	\$ 100.00	\$ 900.00	\$ 632.00	\$ 5,688.00	\$ 150.00	\$ 1,350.00
25	Permanent Transition Mat	36	S.Y.	\$ 200.00	\$ 7,200.00	\$ 129.00	\$ 4,644.00	\$ 185.00	\$ 6,660.00
26	Curb Inlet	4	Ea.	\$ 5,000.00	\$ 20,000.00	\$ 3,627.00	\$ 14,508.00	\$ 3,500.00	\$ 14,000.00
27	Special Curb Inlet	7	Ea.	\$ 6,000.00	\$ 42,000.00	\$ 4,506.00	\$ 31,542.00	\$ 4,300.00	\$ 30,100.00
28	Area Inlet 1(4'x4')	2	Ea.	\$ 5,000.00	\$ 10,000.00	\$ 3,350.00	\$ 6,700.00	\$ 3,200.00	\$ 6,400.00
29	Double Drop Inlet (2'x4')	2	Ea.	\$ 6,000.00	\$ 12,000.00	\$ 3,875.00	\$ 7,750.00	\$ 3,600.00	\$ 7,200.00
30	Junction Box	8	Ea.	\$ 5,000.00	\$ 40,000.00	\$ 3,738.00	\$ 29,904.00	\$ 3,500.00	\$ 28,000.00
31	Manhole Adjustment	3	Ea.	\$ 200.00	\$ 600.00	\$ 650.00	\$ 1,950.00	\$ 450.00	\$ 1,350.00
32	Seeding	7,000	S.Y.	\$ 0.75	\$ 5,250.00	\$ 3.10	\$ 21,700.00	\$ 1.15	\$ 8,050.00
33	Pavement Marking (Yellow)(4")	270	L.F.	\$ 1.50	\$ 405.00	\$ 3.00	\$ 810.00	\$ 2.50	\$ 675.00
34	Pavement Marking (Yellow)(6")	2,825	L.F.	\$ 2.00	\$ 5,650.00	\$ 2.75	\$ 7,768.75	\$ 2.50	\$ 7,062.50
35	Temporary Inlet Sediment Barrier	12	Ea.	\$ 100.00	\$ 1,200.00	\$ 110.00	\$ 1,320.00	\$ 120.00	\$ 1,440.00
36	Silt Fence	297	L.F.	\$ 10.00	\$ 2,970.00	\$ 3.00	\$ 891.00	\$ 7.50	\$ 2,227.50
37	Traffic Control	1	L.S.	\$ 15,000.00	\$ 15,000.00	\$ 9,800.00	\$ 9,800.00	\$ 20,000.00	\$ 20,000.00
38	Landscaping	1	L.S.	\$ 50,000.00	\$ 50,000.00	\$ 112,000.00	\$ 112,000.00	\$ 115,412.00	\$ 115,412.00
39	Water Valve Box Adjustment	10	Ea.	\$ 500.00	\$ 5,000.00	\$ 375.00	\$ 3,750.00	\$ 450.00	\$ 4,500.00
40	Fire Hydrant Assembly Adjustment	2	Ea.	\$ 1,000.00	\$ 2,000.00	\$ 900.00	\$ 1,800.00	\$ 800.00	\$ 1,600.00
41	Fire Hydrant Assembly Relocation	2	Ea.	\$ 5,000.00	\$ 10,000.00	\$ 2,650.00	\$ 5,300.00	\$ 2,400.00	\$ 4,800.00
BASE BID TOTAL					\$ 740,198.00		\$ 682,494.42		\$ 719,658.00
ADD ALTERNATE NO. 1 - ASPHALT PAVEMENT OPTION									
1	Excavation	2,500	C.Y.	\$ 15.00	\$ 37,500.00	\$ 11.22	\$ 28,050.00		NO BID
2	HMA Commercial Grade (Class A)	2,000	Tons	\$ 90.00	\$ 180,000.00	\$ 98.54	\$ 197,080.00		NO BID
ADD ALTERNATE NO. 1 TOTAL					\$ 217,500.00		\$ 225,130.00		NO BID
BASE BID + ADD ALTERNATE NO. 1 TOTAL					\$ 957,698.00		\$ 907,624.42		NO BID
ADD ALTERNATE NO. 2 - CONCRETE PAVEMENT OPTION									
1	Excavation	2,200	C.Y.	\$ 15.00	\$ 33,000.00	\$ 11.22	\$ 24,684.00	\$ 15.00	\$ 33,000.00
2	Concrete Pavement (8" Uniform)(AE)(NRDJ)	3,264	S.Y.	\$ 55.00	\$ 179,520.00	\$ 50.80	\$ 165,811.20	\$ 59.00	\$ 192,576.00
ADD ALTERNATE NO. 2 TOTAL					\$ 212,520.00		\$ 190,495.20		\$ 225,576.00
BASE BID + ADD ALTERNATE NO. 2 TOTAL					\$ 952,718.00		\$ 872,989.62		\$ 945,234.00