

DATE: April 9, 2020
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **April 15, 2020 Regular Board Meeting**

Transmitted with this memo are items for your review prior to Wednesday's meeting.

Due to the declared COVID-19 national and state emergency the meeting will be held via a GoToMeeting video and audio link. Public access to the Salina Airport Authority's administrative offices is restricted during the COVID-19 national emergency. Restricted public access to the SAA's administrative offices is the reason that the meeting will be held solely by means of interactive communications. All board meeting documents (agenda, agenda memo, financial statements, etc.) and written information to be discussed at the meeting can be viewed at the following board meeting packet link:

<https://www.salinaairport.com/public-information/board-meeting-documents.aspx>

To aid in transparency, the Airport Authority will take the following steps:

1. The meeting's video and audio will be recorded and be posted on the Airport Authority's website, www.salinaairport.com
2. Post the Airport Authority's meeting notice, agenda, agenda packet and other meeting documents on the Airport Authority's website, www.salinaairport.com
3. Post the April 15, 2020 meeting minutes to the Airport Authority's website, www.salinaairport.com as soon as possible after the meeting.

Members of the public may login to the meeting to listen, observe and/or participate in the board meeting. The login can be accomplished by telephone, smartphone, tablet or computer. Meeting login instructions are:

Join meeting from your computer, tablet or smartphone.

<https://global.gotomeeting.com/join/631928973>

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Wednesday's meeting will focus on the following 2020 Airport Authority priorities.

- Market and lease available airport and airport industrial center buildings and space.
- Adjust 2020 financial goals considering the COVID19 national emergency.
- Preparation of the SAA's 2019 Comprehensive Annual Financial Report
- Complete the M.J. Kennedy Air Terminal Building requirements study.

Please note the following agenda comments.

Agenda Item #6 – Review of Airport Activity and Financial Reports for the Month Ending March 31, 2020 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 2,841 operations during March 2020 which was a 58% decrease as compared to the March 2019 total of 6,848. For the year-to-date, a total of 12,444 operations have occurred at the Salina Airport which is 15% less than the March 2019 YTD total of 14,802. The suspension of K-State Aviation professional pilot training flights and FOL cancellations due to COVID19 is reflected in the March 2020 air traffic count.

Airport Activity – Fuel Flowage (Rogers)

The March 2020 fuel flowage came in at 124,865 gallons which was 17% less than the March 2019 total of 150,881 gallons. For the year-to-date, a total of 584,531 gallons has been delivered on the Airport which is 19% more than the 2019 YTD total of 490,746 gallons. The economic impact of COVID19 on fuel deliveries will be reflected in the April numbers. If FOL events scheduled for June thru September can occur, fuel flowage numbers will improve.

Airport Activity – Passenger Counts (Rogers)

During March 2020 SkyWest enplaned 1,874 passengers, which was a 10% increase over the March 2019 total of 1,698 passengers. The March YTD total passenger count was 3,629 which was a 3% increase over the March 2019 YTD total of 3,512. The March 5 schedule change that included nonstop Denver flights, an early afternoon Chicago arrival and two Saturday flights proved to be highly successful. Passenger loads on flights on March 5 thru 15 were at record numbers.

Financial Reports – Comments and Notes (Swanson)

As the first quarter came to an end, total operating revenue exceeded budget projections by 2% and is tracking \$34,331 or 5.71% ahead of the 2019 Q2.

Total administrative expenses came in 10% under budget and total maintenance expenses arrived 1% under budget bringing total operating expenses under budget 7% or \$42,903. YOY comparatively, operating expenses are nearly 10% lower. Operating net income before depreciation landed at nearly \$73,000 at the end of the 1st quarter.

Short-term Leasing Activity (Swanson)

On March 23, the SAA entered into a lease agreement with Wynn Jet Charter, LLC for the leasing of a portion of Hangar 606 for the storage of their corporate jet on a weekly basis. This short-term lease will generate \$2,625 per week and it is anticipated this aircraft will remain in Salina for 6-8 weeks.

Financial Reports – Accounts Receivable Past Due 31 days or more as of April 9, 2020 (Swanson)

Account	Amount	Days	Comments
Belcher, Terry	\$160	31-90	Hangar rent and finance charges
Brown, Shane	\$241	31-60	Storage Igloo rent
Kenny's Body Shop	\$284	31-60	Storage Igloo rent

Agenda Item #7 – Update on the Preparation of the Salina Airport Authority's 2019 Comprehensive Annual Financial Report (Swanson)

The SAA board of directors acting as the Salina Airport Authority Audit Committee will receive an update on the preparation of the Airport Authority's 2019/2018 Comprehensive Annual Financial Report (CAFR). The 2019/2018 CAFR is prepared to the standards prescribed by the Government Finance Officers Association (GFOA) and to be compliant with all Governmental Accounting Standards Board (GASB) pronouncements. GASB pronouncements and standards are intended to provide citizens, governing bodies, municipal bond analysts and others with information that is useful to the decision-making process regarding governmental entities.

Agenda Item #8 – Review of Financial Aid Provided to the Salina Airport Authority pursuant to the Coronavirus Aid, Relief and Economic Security (CARES) Act. (Rogers and Swanson)

At the meeting Shelli and I will provide updated information on the impact of the COVID19 national emergency on the Airport Authority's operating budget. The Federal Aviation Administration is currently calculating the CARES Act financial aid the nation's commercial service airports will receive. I expect that the amount of financial aid that the Airport Authority will receive will be known by the board meeting.

Agenda Item #9 – Approval of the Provisional Fund Memorandum with the Greater Salina Community Foundation. (Rogers)

Enclosed is a copy of the agreement with the Greater Salina Community Foundation for the establishment of a provisional fund for the purpose of accepting donations for the purchase of the former K-State Polytechnic gymnasium and associated 5.04-acre lot. On March 2, 2020 the Airport Authority submitted the sole bid of \$200,100 for the purchase of the gymnasium and lot.

Approval of the **Provisional Fund Memorandum** enables the Foundation to accept donations to be distributed to the Airport Authority for the purpose of purchasing the gym. A **Real Estate Purchase Agreement** with the Kansas Board of Regents is being prepared and will be presented at a future board meeting.

Recommendation: Approval of the Greater Salina Community Foundation **Provisional Fund Agreement.**

Agenda Item #10 – Approval of a Lease Agreement with Advanced Remote Sensing, Inc. (ARSI) (Swanson)

This is one of the most unique leasing opportunities that the Airport Authority has had. ARSI is engaged in research and development (R&D) projects associated with remote sensing analytics of earth observation satellite (EOS) data. The company is funded by federal grants from agencies such as the United States Department of Agriculture (USDA) and the National Science Foundation (NSF).

The company's most recent grant from the NSF involves calibrating satellites using a proprietary Atmospheric Correction Algorithm (ACA) software. A one-page description of the satellite calibration project is attached.

The proposed ARSI lease provides the company access to the roof of hangar H959 and the top of tank No. 784 for the placement of satellite calibration targets. For example, satellite calibration is critical in order to provide accurate crop information to the agriculture business sector.

Lease term:	Two (2) years
Effective date:	June 1, 2020
Basic rent:	\$1,903 per month
	\$22,836 per year

Recommendation: Approval of the proposed lease agreement with Advanced Remote Sensing, Inc.

Agenda Item #11 – Review of M.J. Kennedy Air Terminal Space Requirements and Options for Terminal Building Expansion. (Rogers)

Coffman Associates has developed options for remodeling the M.J. Kennedy Air Terminal in order to meet space requirements for future passenger growth. At the board meeting I'll show you the preferred options for the terminal building and for parking.

Please contact me if you have any questions or comments.

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

Online Via: GoToMeeting Video and Audio Link

April 15, 2020 – 8:00 AM

AGENDA

Action Items

1. Call to order. (Eichelberger)
 - a. Roll call and determine that a quorum is present.
 - b. Confirm that the meeting notice has been published.
2. Meeting procedures. (Rogers)
 - a. Mute all participant microphones, phones or other electronic devices.
 - b. SAA board members, staff and presenters are required to state the individual's name each time the individual begins to speak or vote.
 - c. The **Visitor's Forum** that follows the **Directors' Forum** is the time for public comment.
 - d. Each board motion will be clearly stated before a board vote and the results of the vote will be announced.
 - e. All motions will identify the SAA board officer and/or staff member authorized to sign a legally binding document for the Airport Authority.
 - f. The meeting will be recorded (video and audio) and posted to the Airport Authority's web site.
3. Recognition of guests. (Rogers)
4. Additions to the agenda and agenda review. (Rogers)
5. Approval of the minutes of the March 18, 2020 annual board meeting. (Eichelberger)
6. Review of airport activity and financial reports for the month ending March 31, 2020. (Rogers and Swanson)
7. Update on the preparation of the Salina Airport Authority's 2019 Comprehensive Annual Financial Report. (Swanson)
8. Review of financial aid provided to the Salina Airport Authority pursuant to the Coronavirus Aid, Relief and Economic Security (CARES) Act. (Rogers and Swanson)
9. Consideration of a Project Rise Fund Agreement with the Greater Salina Community Foundation. (Rogers)
10. Approval of a two (2) year lease agreement with Advanced Remote Sensing, Inc for the use of a portion of hangar H959 and Tank No. 784.
11. Review of M.J. Kennedy Air Terminal space requirements and options for terminal building expansion. (Rogers)



Directors' Forum (Eichelberger)

Visitor's Forum (Eichelberger)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Eichelberger)



**MINUTES OF THE ANNUAL MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
MARCH 18, 2020
HANGAR 600 SECOND FLOOR CONFERENCE ROOM
VIA VIDEO CONFERENCE**

Call to Order

The meeting was called to order at 8:00 AM by Chairman Kent Buer. Chairman Buer confirmed that a quorum was present and that the meeting notice was published.

Attendance

Attendance was taken. Chairman Buer, Directors Gunn and Weisel attended via video conference. Director Eichelberger was 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 Attorney Greg Bengtson. Mitch Robinson, Salina Community Economic Development Organization and Tim Unruh, Reporting Points Contributor were guests via video conference.

Additions to the Agenda

Chairman Buer asked if there were any additions. Executive Director Rogers stated there was one addition. Agenda Item No. 11, COVID-19 update was added to the agenda.

Acceptance of Appointment

Executive Director Rogers announced that Kent Buer and Alan Eichelberger were reappointed by the City of Salina to serve a second three-year term on the Salina Airport Authority Board of Directors. Director Buer and Director Eichelberger executed their respective Acceptance of Appointment and Oath of Office documents.

Minutes

Chairman Buer asked if the board members had additions or corrections to the minutes of the February 19, 2020 regular board meeting. Director Eichelberger moved, seconded by Director Gunn to approve the minutes of the February 19, 2020 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of February 2020. The Salina Air Traffic Control Tower (ATCT) recorded 6,494 operations during February 2020 which was a 34% increase compared to the February 2019 total of 4,852. The February 2020 fuel flowage came in at 341,329 gallons, which was an 86% increase from the February 2019 total of 183,334 gallons. Rogers stated the increase was due to deployments from Fort Riley and business jet traffic. SkyWest reported 1,112 total enplaned passengers during February 2020 which was 3% more than the February 2019 total of 1,075 total passengers. February 2020 year-to-date total passenger count was 2,344 which was a 13% increase over the February 2019 year-to-date total of 2,071. Rogers expects a decrease in airport activity due to COVID-19 travel restrictions.

Swanson reported on the financials for the month of February 2020. Total operating income arrived 1% over budget or \$5,655 of budget projections. Administrative expenses ended up 11% under budget while maintenance expenses arrive at 6% over budget bringing total operating expenses at 5% under budget for the month of February 2020. Net operating income before depreciation equaled \$37,296 year-to-date. Swanson commented on several FOL activities that have been canceled due to COVID-19. SAA staff is currently reviewing the fiscal impact of COVID-19 and reducing operating expenses for cash preservation. Chairman Buer directed staff to file the financials for audit.

Terminal Building Concessions Agreement

Director of Administration and Finance Swanson reviewed the Mahaska proposal and is currently working on finalizing the agreement. Mahaska was ranked as the top proposal due to the product variety, market layout and proposed commission rate. The final terminal building concession agreement with Mahaska will be finalized in April with new concessions to be installed by June 1, 2020.

SAA Board of Directors Officers and Board Assignments for 2020-2021

Executive Director Rogers reviewed the recommended slate of officers and committee assignments for 2020-2021. Rogers reviewed GFOA guidelines and recommended amending the finance committee to include all board members.

The amended slate of officers for 2020 -2021 is as follows:

Chair	Alan Eichelberger
Vice-Chair	Kristin Gunn
Secretary	Troy Vancil
Treasurer	Brian Weisel
Past Chairman	Kent Buer

The amended committee assignments for 2020 -2021 are as follows:

Salina Area Chamber of Commerce Board of Directors	Alan Eichelberger
Schilling Project CEO Working Group	Kristin Gunn
Salina Community Economic Development Organization	Troy Vancil
Audit Committee	Alan Eichelberger, Kristin Gunn, Troy Vancil, Brian Weisel and Kent Buer

Director Gunn moved to approve the amended slate of officers and committee assignments for 2020-2021, seconded by Director Eichelberger. Motion passed unanimously.

SAA Resolution No. 20-01

Executive Director Rogers presented SAA Resolution 20-01, designating the banks used by the Airport Authority, specifying individuals authorized to sign SAA checks, and defining the

number of signatures required on each check. **A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AN DIRECTING HOW SAID CHECKS ARE TO BE SIGNED.** Director Eichelberger moved, seconded by Director Gunn, to approve Resolution 20-01. Motion carried unanimously.

Board Reference Manual, KS Open Meetings Act and KS Open Records Act

Executive Director Rogers reviewed the updated Board Reference Manual. The manual can be viewed on online at <https://www.salinaairport.com/media/36345/boardreferencemanual-2020.pdf>. Board Attorney Greg Bengtson updated the board on the Kansas Open Meetings Act (KOMA) and Kansas Open Records Acts (KORA) compliances.

COVID-19 Update

Executive Director Rogers commented on the steps Salina Airport Authority staff is conducting due to COVID-19. Staff continues to monitor the situation and will adjust, as needed.

Upon a motion duly made, the meeting adjourned at 9:05 A.M.

Minutes approved at the April 15, 2020 Board Meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2020

AIR TRAFFIC/ATCT

March, 2020	2,841 Operations 601 Instrument Operations 351 Peak Day
March, 2019	6,848 Operations 726 Instrument Operations 717 Peak Day
January 2020 - March 2020	12,444 Operations
January 2019 - March 2019	14,802 Operations
January 2018 - March 2018	14,331 Operations

FUEL FLOWAGE

March, 2020	124,865 Gallons
March, 2019	150,881 Gallons
January 2020 - March 2020	584,531 Gallons
January 2019 - March 2019	490,746 Gallons
January 2018 - March 2018	433,873 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
4,287	120,578	11,992	331
8,574	142,307	12,507	520
18,460	566,071	80,124	372
18,425	472,321	146,938	1,367
18,276	415,597	185,707	1,311

SkyWest Airlines

ENPLANEMENTS

March, 2020	1,874 Passengers
March, 2019	1,698 Passengers
January 2020 - March 2020	4,218 Passengers
January 2019 - March 2019	3,769 Passengers
January 2018 - March 2018	1,098 Passengers

DEPLANEMENTS

TOTAL

1,755 Passengers	3,629
1814 Passengers	3,512

ENPLANEMENTS - Charter Flights

March, 2020	345 Passengers
March, 2019	0 Passengers
January 2020 - March 2020	3,949 Passengers
January 2019 - March 2019	584 Passengers
January 2018 - March 2018	401 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

March, 2020	2,219 Passengers
March, 2019	1,698 Passengers
January 2020 - March 2020	8,167 Passengers
January 2019 - March 2019	4,353 Passengers
January 2018 - March 2018	1,499 Passengers

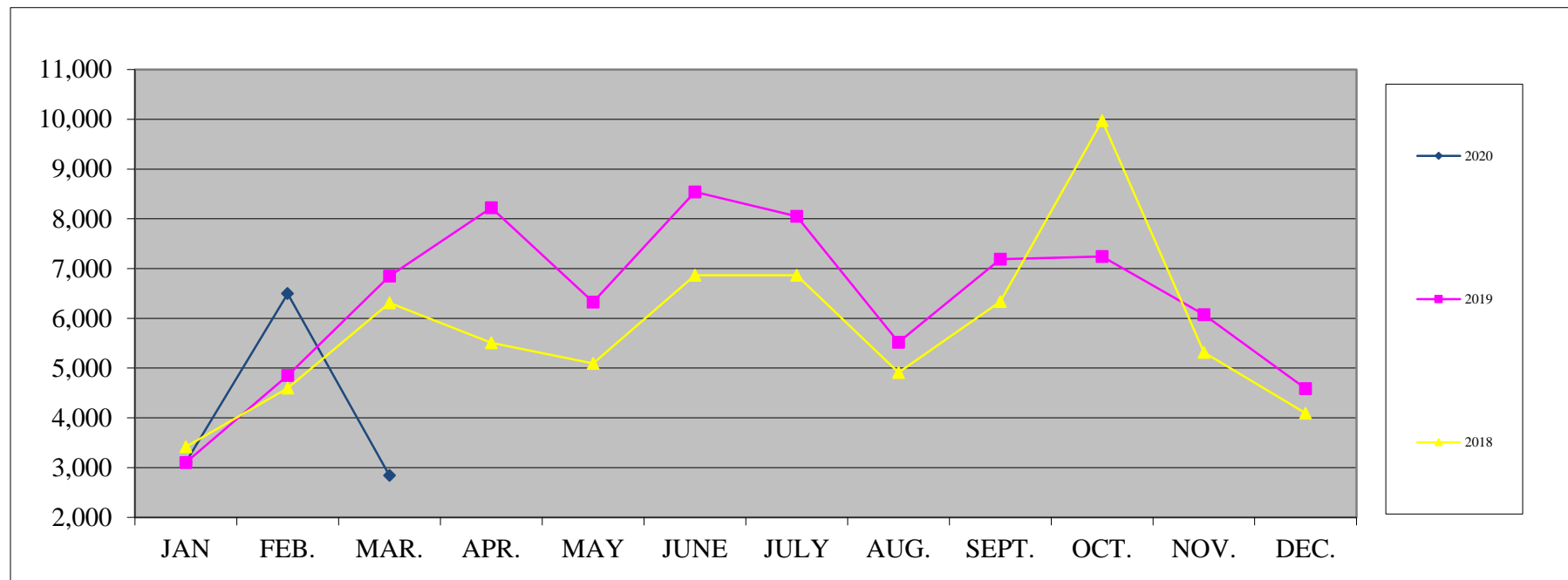
AIRPORT TRAFFIC RECORD

2019 - 2020

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2020									
January, 20	134	675	488	252	1,549	1,192	368	1,560	3,109
February, 20	125	2,095	594	222	3,036	3,196	262	3,458	6,494
March, 20	121	642	531	183	1,477	1,140	224	1,364	2,841
April, 20									
May, 20									
June, 20									
July, 20									
August, 20									
September, 20									
October, 20									
November, 20									
December, 20									
Totals January - March	380	3,412	1,613	657	6,062	5,528	854	6,382	12,444
2019									
January, 19	61	819	600	258	1,738	992	372	1,364	3,102
February, 19	104	1,553	555	211	2,423	2,232	197	2,429	4,852
March, 19	115	1,765	790	147	2,817	3,811	220	4,031	6,848
April, 19									
May, 19									
June, 19									
July, 19									
August, 19									
September, 19									
October, 19									
November, 19									
December, 19									
Totals January - March	280	4,137	1,945	616	6,978	7,035	789	7,824	14,802
Difference	100	-725	-332	41	-916	-1,507	65	-1,442	-2,358
YTD % Change	36%	-18%	-17%	7%	-13%	-21%	8%	-18%	-16%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

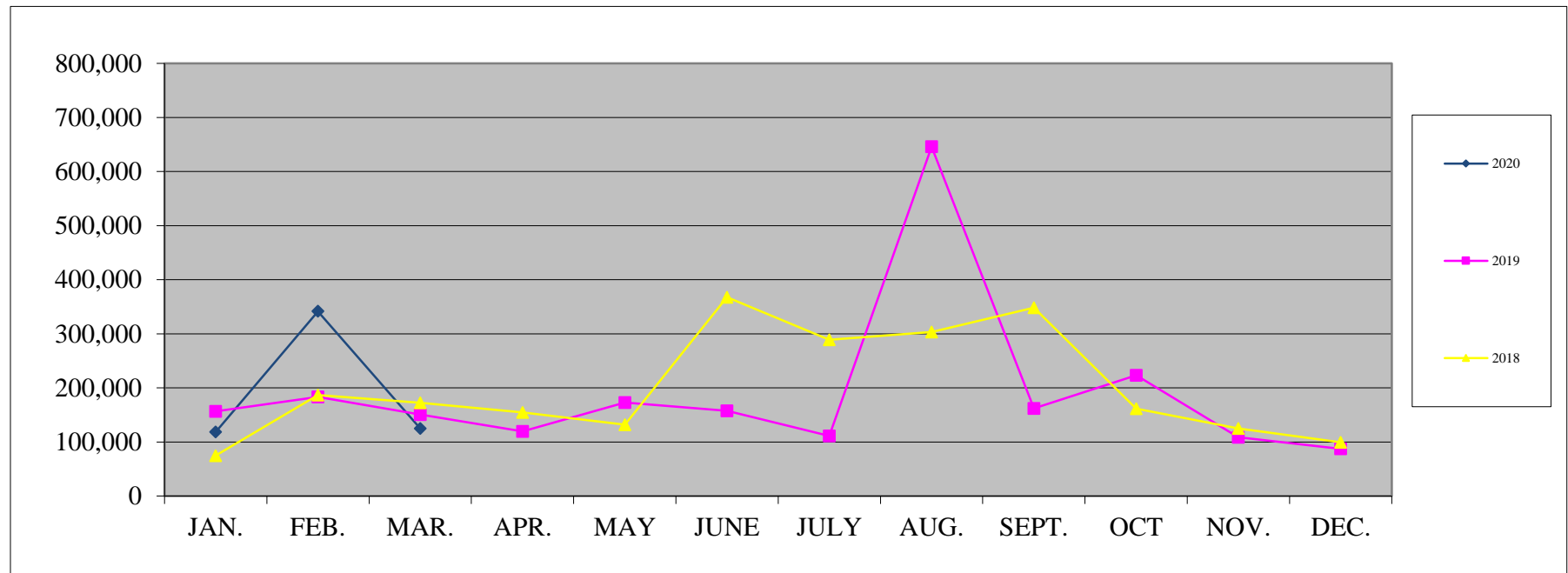
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2020	3,109	6,494	<u>2,841</u>										12,444
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
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



FUEL FLOWAGE

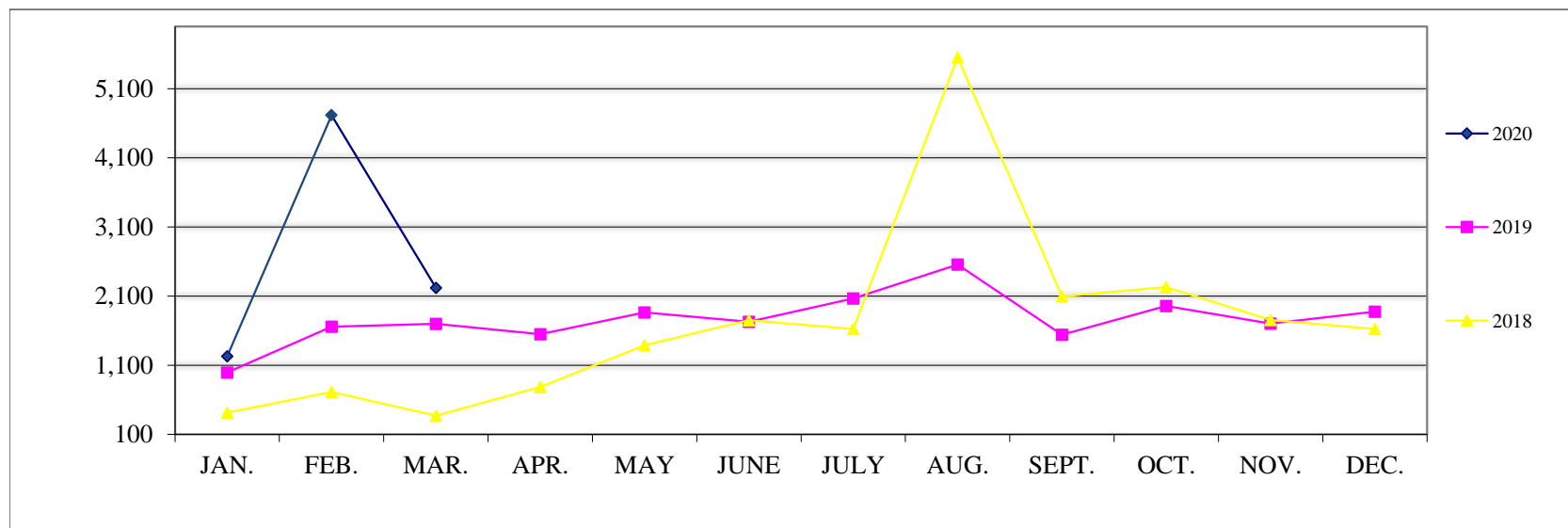
Gallons of Fuel Sold at SLN

	<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>
2020	118,337	341,329	124,865										584,531
2019	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525	87,182	2,278,659
2018	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	2,414,825
2017	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
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



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>
2020	1,232	4,716	2,219											8,167
2019	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703	1,874		21,189
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	-4,322	15,977
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	13,850
2016	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
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



****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 March 31, 2020

04/09/2020

	Mar 31, 20	Feb 29, 20	\$ Change	Mar 31, 19	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	210,399	210,325	74	0	210,399	100%
Cash in bank-Operating Funds	164,061	65,061	99,000	43,126	120,935	280%
Cash in Bank - Mill Levy	1,151,040	1,160,461	-9,421	717,369	433,671	60%
Total Checking/Savings	1,525,500	1,435,847	89,653	760,495	765,005	101%
Accounts Receivable						
Accounts Receivable	158,446	201,547	-43,101	99,539	58,907	59%
Total Accounts Receivable	158,446	201,547	-43,101	99,539	58,907	59%
Other Current Assets						
Agri Land Receivable	56,000	56,000	0	56,000	0	0%
Mill Levy receivable	1,205,687	1,296,188	-90,501	1,094,434	111,253	10%
Other current assets	181,933	211,409	-29,476	176,643	5,290	3%
Undeposited Funds	0	7,290	-7,290	2,102	-2,102	-100%
Total Other Current Assets	1,443,620	1,570,887	-127,267	1,329,179	114,441	9%
Total Current Assets	3,127,566	3,208,281	-80,715	2,189,213	938,353	43%
Fixed Assets						
Fixed assets at cost	91,698,225	91,688,583	9,642	88,487,381	3,210,844	4%
Less accumulated depreciation	-48,126,094	-47,893,407	-232,687	-45,226,802	-2,899,292	-6%
Total Fixed Assets	43,572,131	43,795,176	-223,045	43,260,579	311,552	1%
Other Assets						
Deferred Outflow of Resources	1,276,204	1,276,204	0	1,381,850	-105,646	-8%
Total Other Assets	1,276,204	1,276,204	0	1,381,850	-105,646	-8%
TOTAL ASSETS	47,975,901	48,279,661	-303,760	46,831,642	1,144,259	2%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	89,718	185,841	-96,123	121,924	-32,206	-26%
Total Accounts Payable	89,718	185,841	-96,123	121,924	-32,206	-26%
Credit Cards						
Sam's Club Discover	0	521	-521	181	-181	-100%
VISA - Sunflower Bank, N.A. - S	0	0	0	1,516	-1,516	-100%
Total Credit Cards	0	521	-521	1,697	-1,697	-100%
Other Current Liabilities						
Accrued debt interest payable	45,463	-7,549	53,012	50,112	-4,649	-9%
Debt, current portion	1,427,350	1,427,350	0	1,969,153	-541,803	-28%
Deferred Agri Land Revenue	42,000	46,667	-4,667	42,000	0	0%
Deferred Mill Levy revenue	2,000,631	2,222,923	-222,292	1,798,202	202,429	11%
Other current liabilities	217,124	248,477	-31,353	202,710	14,414	7%
Total Other Current Liabilities	3,732,568	3,937,868	-205,300	4,062,177	-329,609	-8%
Total Current Liabilities	3,822,286	4,124,230	-301,944	4,185,798	-363,512	-9%
Long Term Liabilities						
Debt - Long Term	22,412,102	22,412,102	0	21,369,845	1,042,257	5%
Deferred Inflows of Resources	41,412	41,412	0	68,366	-26,954	-39%
Less current portion	-1,427,350	-1,427,350	0	-1,969,153	541,803	28%
Net OPEB Liability (KPERs)	13,338	13,338	0	11,126	2,212	20%
Net Pension Liability	632,856	632,856	0	605,630	27,226	4%
Security Deposits Returnable	66,372	60,797	5,575	50,410	15,962	32%
Total Long Term Liabilities	21,738,730	21,733,155	5,575	20,136,224	1,602,506	8%
Total Liabilities	25,561,016	25,857,385	-296,369	24,322,022	1,238,994	5%
Equity						
Invested in Capital Assets net	21,160,029	21,374,254	-214,225	22,694,445	-1,534,416	-7%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	502,756	288,531	214,225	-685,313	1,188,069	173%
Net Income	662,100	669,490	-7,390	410,485	251,615	61%
Total Equity	22,414,885	22,422,275	-7,390	22,509,617	-94,732	-0%
TOTAL LIABILITIES & EQUITY	47,975,901	48,279,660	-303,759	46,831,639	1,144,262	2%

Salina Airport Authority
Profit & Loss Budget Performance
March 2020

9:43 AM
04/09/2020
Accrual Basis

	Mar 20	Jan - Mar 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	11,378	48,841	50,500	-1,659	97%	202,000
Hangar rent	43,361	120,501	161,250	-40,749	75%	645,000
Landing fees	3,135	20,582	6,375	14,207	323%	25,500
Ramp rent	6,735	18,305	12,563	5,742	146%	50,250
Total Airfield revenue	64,609	208,229	230,688	-22,459	90%	922,750
Building and land rent						
Agri land rent	4,667	14,000	14,000	0	100%	56,000
Building rents - Long Term						
Short-term leasing	30,441	81,198	76,050	5,148	107%	304,200
Building rents - Long Term - Other	67,357	202,992	198,950	4,042	102%	795,800
Total Building rents - Long Term	97,798	284,190	275,000	9,190	103%	1,100,000
Land rent						
Basic Land Rent	9,179	28,098	26,673	1,425	105%	106,693
Property tax - tenant share	10,325	30,975	30,975	0	100%	123,900
Total Land rent	19,504	59,073	57,648	1,425	102%	230,593
Tank rent	1,161	3,483	2,993	490	116%	11,970
Total Building and land rent	123,130	360,746	349,641	11,105	103%	1,398,563
Other revenue						
Airport Marketing	11,795	32,198	17,500	14,698	184%	70,000
Commissions	0	2,778	8,775	-5,997	32%	35,100
Other income	10,970	31,175	16,250	14,925	192%	65,000
Total Other revenue	22,765	66,151	42,525	23,626	156%	170,100
Total Income	210,504	635,126	622,854	12,272	102%	2,491,413
Gross Profit	5 210,504	635,126	622,854	12,272	102%	2,491,413
Expense						
Administrative expenses						
A/E, consultants, brokers	0	0	5,375	-5,375	0%	21,500
Airport promotion	5,764	44,821	33,750	11,071	133%	135,000
Bad Debt Expense	0	0	2,500	-2,500	0%	10,000
Computer/Network Admin.	2,598	8,019	5,000	3,019	160%	20,000
Dues and subscriptions	1,224	4,993	6,000	-1,007	83%	24,000
Employee retirement	5,702	17,369	21,125	-3,756	82%	84,500
FICA and medicare tax expense	4,496	13,684	16,297	-2,613	84%	65,188
Industrial development	0	7,000	10,750	-3,750	65%	43,000
Insurance , property	8,566	39,562	44,844	-5,282	88%	179,375
Insurance, medical	14,407	44,607	57,094	-12,487	78%	228,375
Kansas unemployment tax	0	0	250	-250	0%	1,000
Legal and accounting	972	4,831	8,750	-3,919	55%	35,000
Office salaries	36,855	110,213	126,775	-16,562	87%	507,099
Office Supplies	533	1,988	1,500	488	133%	6,000
Other administrative expense	1,588	3,490	2,719	771	128%	10,875
Postage	0	89	625	-536	14%	2,500
Property tax expense	13,823	41,470	41,469	1	100%	165,878
Special Events	0	0	250	-250	0%	1,000
Telephone	1,841	5,081	4,625	456	110%	18,500
Training	0	0	1,250	-1,250	0%	5,000
Travel and meetings	0	5,392	3,000	2,392	180%	12,000
Total Administrative expenses	6 98,369	352,609	393,948	-41,339	90%	1,575,790

	Mar 20	Jan - Mar 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	984	25,527	7,750	17,777	329%	31,000
Airport Security	0	72	1,000	-928	7%	4,000
Building maintenance	8,424	20,381	12,500	7,881	163%	50,000
Equipment fuel and repairs	5,735	22,522	22,625	-103	100%	90,500
Fire Services	606	2,815	4,625	-1,810	61%	18,500
Grounds maintenance	2,592	2,592	1,125	1,467	230%	4,500
Maintenance salaries	23,036	71,923	95,258	-23,335	76%	381,032
Other maintenance expenses	1,054	2,655	4,000	-1,345	66%	16,000
Snow removal expense	0	2,413	5,000	-2,587	48%	20,000
Utilities	13,843	58,919	57,500	1,419	102%	230,000
Total Maintenance expenses	56,274	209,819	211,383	-1,564	99%	845,532
Total Expense	154,643	562,428	605,331	-42,903	93%	2,421,322
Net Ordinary Income	7 55,861	72,698	17,523	55,175	415%	70,091
Other Income/Expense						
Other Income						
Capital contributed	0	776,881	862,121	-85,240	90%	3,448,484
Interest income						
Interest income on deposits	153	847	450	397	188%	1,800
Total Interest income	153	847	450	397	188%	1,800
Mill levy income	222,292	668,166	666,877	1,289	100%	2,667,508
Total Other Income	222,445	1,445,894	1,529,448	-83,554	95%	6,117,792
Other Expense						
Debt interest expense net						
Interest Expense on Debt	53,012	159,035	159,035	0	100%	636,142
Total Debt interest expense net	53,012	159,035	159,035	0	100%	636,142
Depreciation expense	232,686	698,059	698,059	0	100%	2,792,237
Total Other Expense	285,698	857,094	857,094	0	100%	3,428,379
Net Other Income	-63,253	588,800	672,354	-83,554	88%	2,689,413
Net Income	-7,392	661,498	689,877	-28,379	96%	2,759,504

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through March 2020

9:48 AM
04/09/2020
Accrual Basis

	Jan - Mar 20	Jan - Mar 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	48,840.95	39,067.99	9,772.96	25.02%
Hangar rent	120,501.00	187,161.43	-66,660.43	-35.62%
Landing fees	20,582.45	9,463.00	11,119.45	117.5%
Ramp rent	18,305.00	12,807.00	5,498.00	42.93%
Total Airfield revenue	208,229.40	248,499.42	-40,270.02	-16.21%
Building and land rent				
Agri land rent	14,000.01	14,545.01	-545.00	-3.75%
Building rents - Long Term				
Short-term leasing	81,197.90	75,642.50	5,555.40	7.34%
Building rents - Long Term - Other	202,991.77	176,843.64	26,148.13	14.79%
Total Building rents - Long Term	284,189.67	252,486.14	31,703.53	12.56%
Land rent				
Basic Land Rent	28,097.96	26,427.77	1,670.19	6.32%
Property tax - tenant share	30,974.76	30,974.76	0.00	0.0%
Land rent - Other	600.00	0.00	600.00	100.0%
Total Land rent	59,672.72	57,402.53	2,270.19	3.96%
Tank rent	3,483.00	3,384.00	99.00	2.93%
Total Building and land rent	361,345.40	327,817.68	33,527.72	10.23%
Other revenue				
Airport Marketing	32,197.91	6,033.54	26,164.37	433.65%
Commissions	2,777.70	5,168.14	-2,390.44	-46.25%
Other income	31,175.00	13,875.46	17,299.54	124.68%
Total Other revenue	66,150.61	25,077.14	41,073.47	163.79%
Total Income	635,725.41	601,394.24	34,331.17	5.71%
Gross Profit	635,725.41	601,394.24	34,331.17	5.71%
Expense				
Administrative expenses				
A/E, consultants, brokers	0.00	13,565.84	-13,565.84	-100.0%
Airport promotion				
Air Serv. Mktg - City	3,410.54	6,033.54	-2,623.00	-43.47%
Air Serv. Mktg - County	16,887.37	5,902.26	10,985.11	186.12%
Air Serv. Mktg - SAA	21,291.22	25,598.54	-4,307.32	-16.83%
Airport promotion - Other	3,232.13	0.00	3,232.13	100.0%
Total Airport promotion	44,821.26	37,534.34	7,286.92	19.41%
Bad Debt Expense	0.00	13,877.58	-13,877.58	-100.0%
Computer/Network Admin.	8,018.88	6,025.31	1,993.57	33.09%
Dues and subscriptions	4,993.11	5,807.20	-814.09	-14.02%
Employee retirement	17,369.14	19,043.56	-1,674.42	-8.79%
FICA and medicare tax expense	13,684.08	14,397.29	-713.21	-4.95%
Industrial development	7,000.00	8,571.43	-1,571.43	-18.33%
Insurance , property	39,561.58	39,012.72	548.86	1.41%
Insurance, medical	44,606.68	49,881.26	-5,274.58	-10.57%
Kansas unemployment tax	0.00	188.20	-188.20	-100.0%
Legal and accounting	4,830.80	5,748.40	-917.60	-15.96%
Office salaries	110,212.51	108,225.67	1,986.84	1.84%
Office Supplies	1,987.69	2,397.35	-409.66	-17.09%
Other administrative expense				
Merchant Processing Fees	2,788.93	869.61	1,919.32	220.71%
Other administrative expense - Other	701.04	1,508.87	-807.83	-53.54%
Total Other administrative expense	3,489.97	2,378.48	1,111.49	46.73%
Postage	88.62	628.51	-539.89	-85.9%
Property tax expense	41,469.51	40,656.24	813.27	2.0%
Telephone	5,080.99	4,700.40	380.59	8.1%
Travel and meetings	5,391.84	1,079.18	4,312.66	399.62%
Total Administrative expenses	352,606.66	373,718.96	-21,112.30	-5.65%

	Jan - Mar 20	Jan - Mar 19	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	25,526.62	11,551.14	13,975.48	120.99%
Airport Security	71.71	724.88	-653.17	-90.11%
Building maintenance	20,380.87	22,589.47	-2,208.60	-9.78%
Equipment fuel and repairs	22,522.37	25,118.30	-2,595.93	-10.34%
Fire Services	2,814.88	41.80	2,773.08	6,634.16%
Grounds maintenance	2,591.64	756.15	1,835.49	242.74%
Maintenance salaries	71,923.32	83,377.84	-11,454.52	-13.74%
Other maintenance expenses	2,654.64	2,984.13	-329.49	-11.04%
Snow removal expense	2,413.14	20,443.71	-18,030.57	-88.2%
Utilities	58,919.15	82,829.02	-23,909.87	-28.87%
Total Maintenance expenses	209,818.34	250,416.44	-40,598.10	-16.21%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	562,425.00	624,135.40	-61,710.40	-9.89%
Net Ordinary Income	73,300.41	-22,741.16	96,041.57	422.33%
Other Income/Expense				
Other Income				
Capital contributed	776,881.00	681,823.00	95,058.00	13.94%
Interest income				
Interest income on deposits	847.32	131.53	715.79	544.2%
Total Interest income	847.32	131.53	715.79	544.2%
Mill levy income	668,165.72	600,405.43	67,760.29	11.29%
Total Other Income	1,445,894.04	1,282,359.96	163,534.08	12.75%
Other Expense				
Debt interest expense net				
Interest Expense on Debt	159,035.40	161,143.74	-2,108.34	-1.31%
Total Debt interest expense net	159,035.40	161,143.74	-2,108.34	-1.31%
Depreciation expense	698,059.35	687,990.00	10,069.35	1.46%
Total Other Expense	857,094.75	849,133.74	7,961.01	0.94%
Net Other Income	588,799.29	433,226.22	155,573.07	35.91%
Net Income	662,099.70	410,485.06	251,614.64	61.3%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of March 31, 2020

9:33 AM
04/09/2020
Accrual Basis

	Mar 20	Jan - Mar 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-40 Terminal Master Plan	6,522	29,190	10,000	19,190	292%
AIP-41 Rwy 17/35 Rehab		1,250	225,000	-223,750	1%
Airfield Improvements		0	20,000	-20,000	0%
Total Airfield	6,522	30,440	255,000	-224,560	12%
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other	1,392	24,090	20,000	4,090	120%
Hangar 504 Improvements		19,235	25,000	-5,765	77%
Hangar 959 Rehabilitation		6,880	200,000	-193,120	3%
Total Building improvements	1,392	50,205	245,000	-194,795	20%
Total Buildings & Improvements	1,392	50,205	245,000	-194,795	20%
Equipment					
Computer equipment		0	7,500	-7,500	0%
Vehicles		24,850	1	24,849	2,485,000%
Equipment - Other	1,463	0	16,000	-16,000	0%
Total Equipment	1,463	24,850	23,501	1,349	106%
Land					
Environmental					
Environmental - SAFB	265	52,466	75,000	-22,534	70%
Total Environmental	265	52,466	75,000	-22,534	70%
Total Land	265	52,466	75,000	-22,534	70%
Total Fixed assets at cost	9,642	157,961	598,501	-440,540	26%

Salina Airport Authority

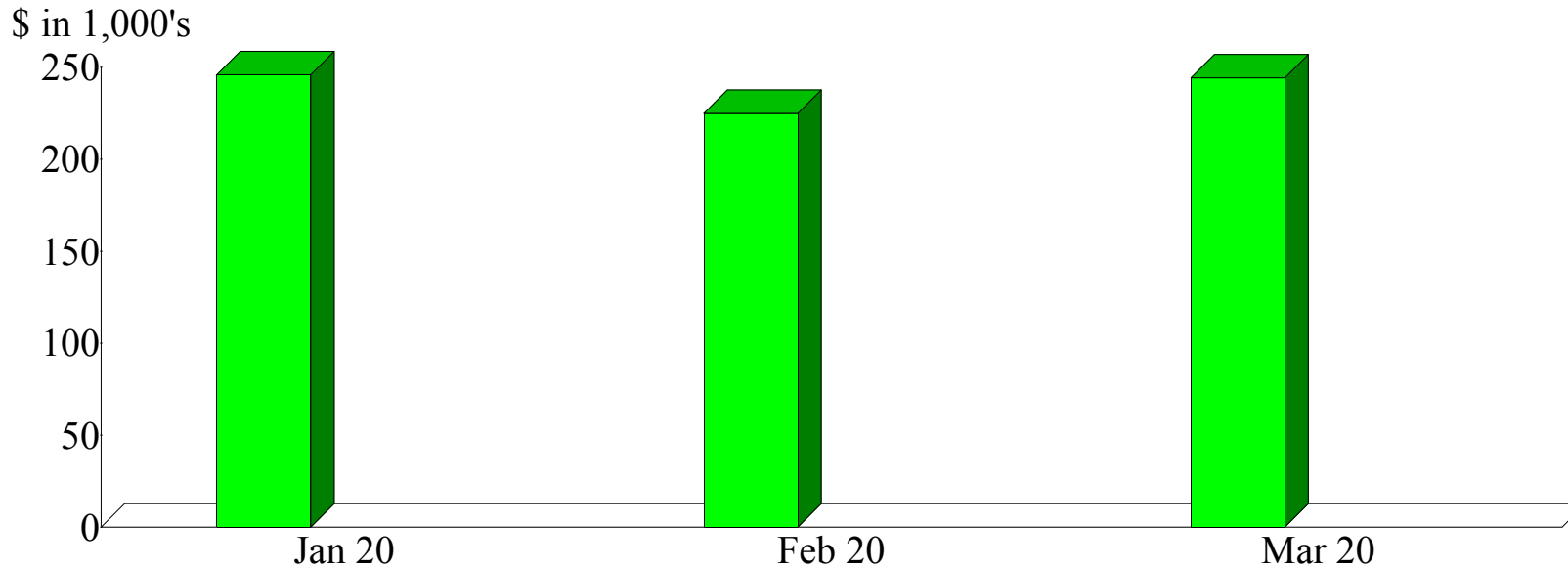
Significant Capital Expenditures Detail

March 2020

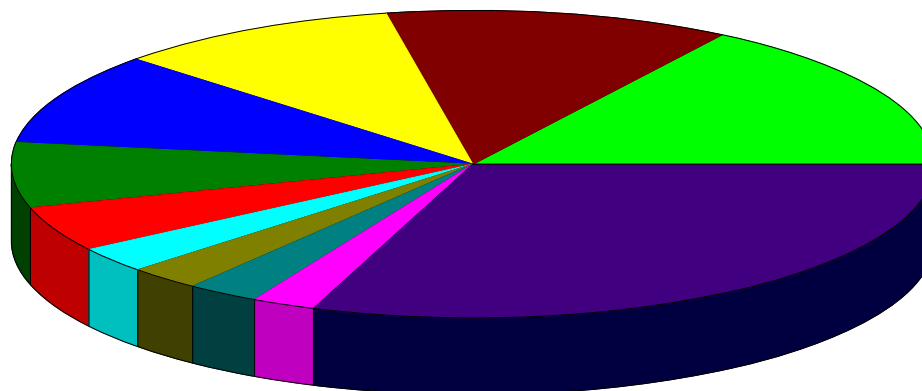
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-40 Terminal Master Plan					
Bill	03/31/2020	Coffman Associates, Inc.	Terminal Master Plan Update - March 2020	6,522.00	6,522.00
		Total AIP-40 Terminal Master Plan		6,522.00	6,522.00
		Total Airfield		6,522.00	6,522.00
Buildings & Improvements					
Building Improvements					
Hangar 959 Rehabilitation					
Bill	03/06/2020	B-R-C Bearing Company, Inc.	H959 (Door No. 58 repairs) replacement chain	1,392.00	1,392.00
		Total Hangar 959 Rehabilitation		1,392.00	1,392.00
		Total Building improvements		1,392.00	1,392.00
		Total Buildings & Improvements		1,392.00	1,392.00
Equipment					
Other Equipment					
Bill	03/09/2020	Helm Electric, LLC	Self Fueling Electrical Hookup	1,463.00	1,463.00
		Total Other Equipment		1,463.00	1,463.00
		Total Equipment		1,463.00	1,463.00
Land					
Environmental					
Environmental - SAFB					
Bill	03/31/2020	Clark, Mize & Linville	Env. legal fees - March 20	265.05	265.05
		Total Environmental - SAFB		265.05	265.05
		Total Environmental		265.05	265.05
		Total Land		265.05	265.05
		Total Fixed assets at cost		9,642.05	9,642.05
TOTAL				9,642.05	9,642.05

Sales by Month
January through March 2020

■ Dollar Sales



Sales Summary
January through March 2020

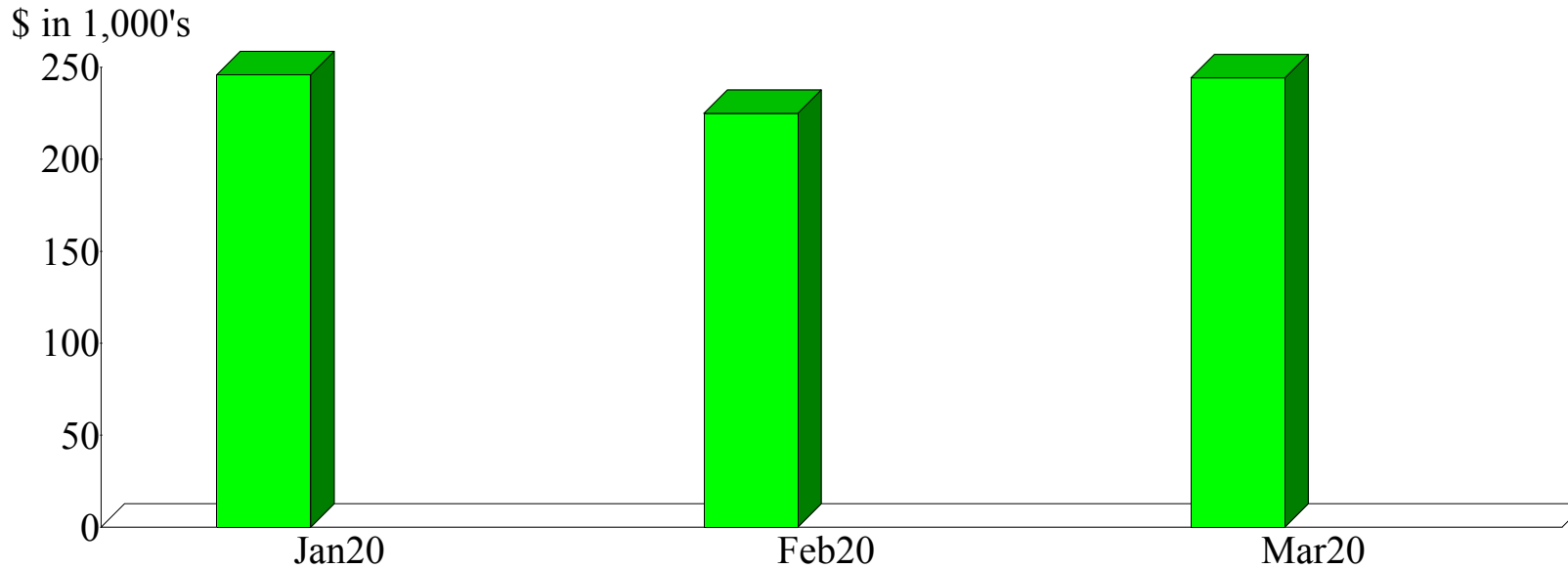


Kansas Erosion Products, LLC.	15.93%
Avflight Salina	12.25
Exide	10.03
1 Vision Aviation, PLLC	9.75
Saline County	6.99
Universal Forest Products (UFP)	4.80
SFC Global Supply Chain	2.75
Atlas Air, Inc.	2.67
Kansas State Polytechnic - Salina	2.58
Nellis AFB	2.38
Other	29.88
Total	\$715,137.04

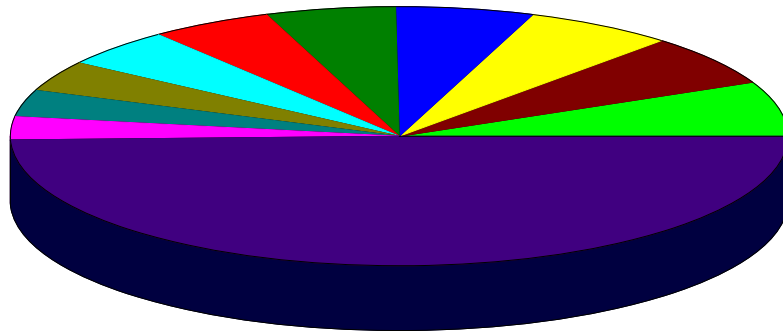
By Customer

Sales by Month
January through March 2020

Dollar Sales



Sales Summary
January through March 2020



Air Service Marketing (Fly Salina - Air	6.99%
FFF-Avflight Salina (Fuel Flowage Fee @	6.45
Utility Reimbursement (Utility Reimburse	6.35
B-01021 (Building #1021 located at 3600	5.79
Insurance(CP) (Insurance Reimbursement)	5.49
H-00959-1 (Hangar Facility H959 - 2044 S	5.24
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.88
B-00620-1 (Building #620 (30,000 SF) an	3.92
B-00626-1 (Manufacturing facility #626 (3.39
LDG (Landing Fees = _____ landings @	2.88
Other	48.61
Total	\$715,137.04

By Item

Salina Airport Authority

COVID-19 Fiscal Impact

Updated: April 7, 2020

Operating Revenue Lost

CY 2020

Lease 1 (Project cancelled)

Hangar Rental	17,035	
Equipment Rental & Other Income	-	
Fuel Flowage Fees	2,445	
Nellis AFB - 34th Weapons Squadron TE Training		\$ 19,480

Lease 2 (Project cancelled)

Hangar Rental	5,980	
Equipment Rental & Other Income	6,712	
Fuel Flowage Fees	1,304	
NOAA - Project TORUS		13,996

Lease 3 (Rental credit)

Hangar Rental	12,500	
1 Vision - April credit		12,500

Lease 4 (Estimating 40% reduction in landings over 2019)

Landing Fees	11,200	
SkyWest		11,200

Lease 5 (Estimating 20% reducing in 2020 budgeted FFF)

Fuel Flowage	40,400	
Avflight		40,400

Lease 6 (Project cancelled)

Hangar Rental	2,900	
Equipment Rental & Other Income	780	
Fuel Flowage Fees	4,890	
OK Air National Guard (F-16s - Project ACEX)		\$ 8,570

Total Operating Revenue Lost

\$ 106,146

Operating Expenses Reduced

Utilities	\$10,000
AA Layoff	29,074
Hiring Freeze / Attrition (Mx & ARFF)	98,280
Other operating costs	\$14,894

Total Operating Expenses Reduced

\$152,248

NET SPREAD

\$46,102

Non-Operating Income (Contributed Capital) from CARES Act.

-CY 2018 enplanment, debt service and cash reserves	\$100,000
-Additional CY 2018 Primary Airport entitlement	1,000,000
	<u>\$1,100,000</u>



PROJECT RISE
PROVISIONAL FUND MEMORANDUM

THIS MEMORANDUM is made this 19th day of March 2020, by Salina Airport Authority, Salina, Kansas, as “Donor(s)”, and the **Greater Salina Community Foundation**, Salina, Kansas, a charitable organization described in Section 501(c)(3) of the Internal Revenue Code, as “Foundation”.

WHEREAS, we have established a fund to accept irrevocable donations to the Foundation in the form of a charitable gift; and

WHEREAS, we wish to establish a provisional fund entitled **Project Rise Fund** (hereinafter referred to simply as the “Fund”); and

WHEREAS, we agree to meet the requirements relating to provisional funds in accordance with the Foundation’s standard policies and procedures, including the Provisional Fund Guidelines, which we hereby acknowledge to have received and read; and

WHEREAS, the Foundation agrees to manage the Fund and make distributions from the Fund to the Salina Airport Authority to acquire the necessary and *required* KSU Polytechnic gymnasium five-acre property to advance “Project Rise,” a major retention/expansion project for Salina as outlined in the attached addendum.

NOW, THEREFORE, in accordance with the Foundation’s standard policies and procedures, the parties state as follows:

1. Possibility of Additional Contributions. We reserve to ourselves and to any other third parties the right to make additional contributions to the Fund.
2. Distributions. From the amounts contributed to the Fund, we request that the Foundation’s Board of Directors hold such amounts until provisions as outlined in the attached Provisional Addendum are met and monies are requested by Salina Airport Authority.
3. Investment Management by Foundation. Contributions will be held in the Foundation’s money market account to preserve capital and provide access to funds as needed. No interest will be paid to the fund.

Donor Initial(s) _____

4. Costs and Expenses. Any cost or expense to the Foundation in accepting, holding, managing, investing, or transferring property donated to the Fund shall be paid in accordance with the fee structure as outlined in the Provisional Addendum.

- a. The fee includes the following services:
 - i. Non-cash gifts are liquidated
 - ii. Quarterly statements are provided to the fund representative
 - iii. Periodic reports are provided to the fund representative as needed detailing contributors, gifts received, and any grants paid
 - iv. Names and addresses of all contributors provided to fund representative suitable for doing a bulk mailing

5. Listings. We agree to be listed in the publications of the Foundation.

6. Nature of Provisional Fund. We acknowledge and agree that this is a request to establish a provisional fund with the Foundation, and that we may only make recommendations to the Foundation in accordance with its standard policies and procedures. Nothing contained herein shall be construed to the contrary, and all requests made by us shall be advisory only.

7. Variance Power. This agreement is subject to the Foundation's authority to exercise the variance power to vary the terms of the gift as further described in Article 6, Section 6.2(f) of the Foundation's Articles of Incorporation.

SALINA AIRPORT AUTHORITY

Timothy F. Rogers, Executive Director

Alan Eichelberger, Chairman

GREATER SALINA COMMUNITY FOUNDATION

By: _____
Jessica L. Martin, President & Executive Director

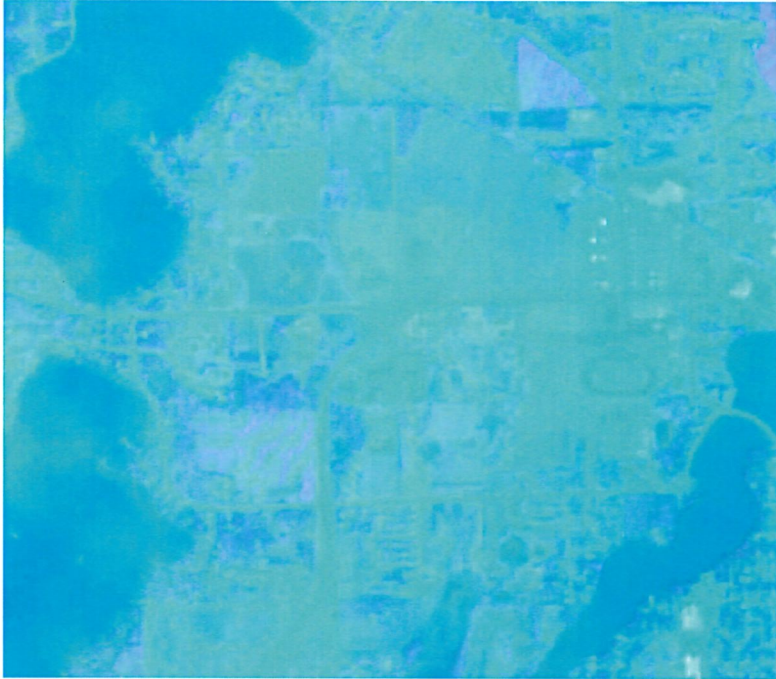
Please Send Fund Statements to:

Salina Airport Authority
3237 Arnold Ave.
Salina, KS 67401

Donor Initial(s) _____

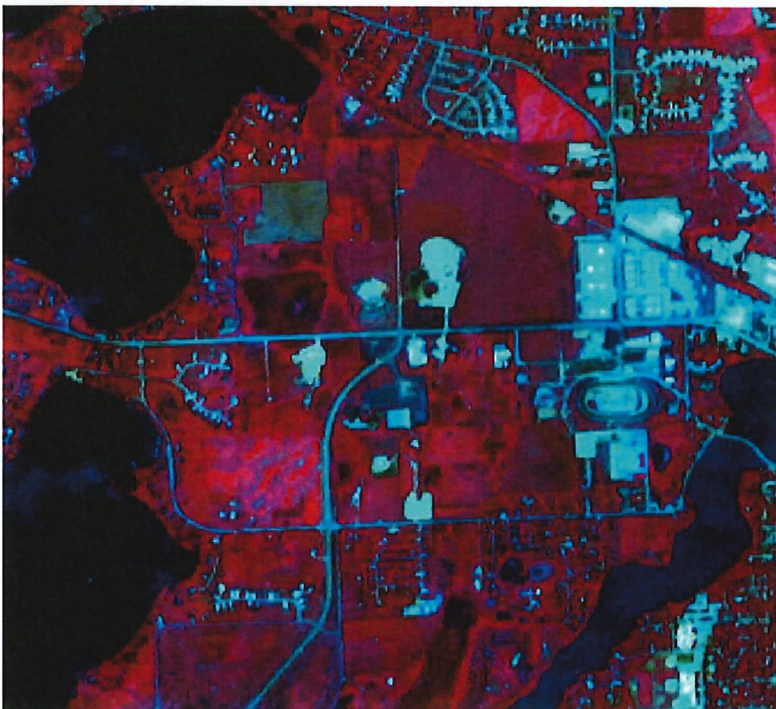
April 8, 2020

This is an example of ARSI's Atmospheric Correction Algorithm results for a severely smoke-affected image over Fergus Falls, MN. Both images are portrayed in false color (colors shifted so that green vegetation appears red) –a better portrayal than true color for the human eye to see differences in crop canopies.



This is what the satellite sees above the atmosphere. This image was obtained by Sentinel 2 (European Space Agency, 10m resolution) on 8-11-2018.

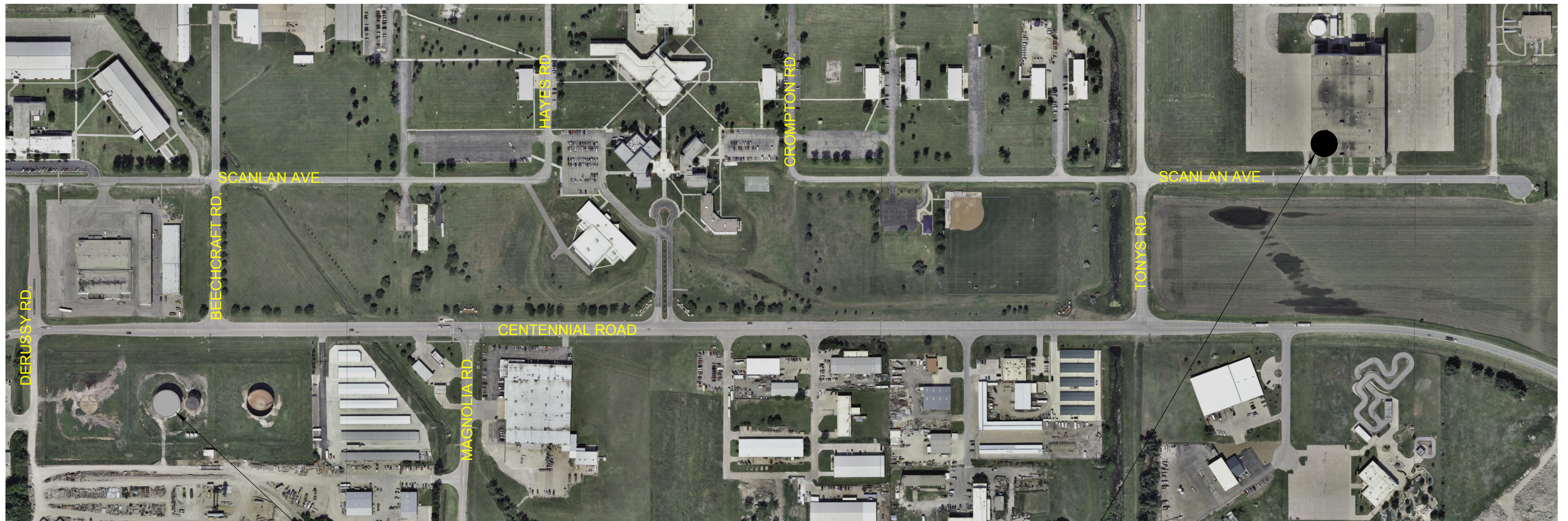
The variability of the smoke is readily visible. All satellite imagery is affected by highly variable aerosol content that renders Top-of-Atmosphere (TOA) data unreliable for agriculture uses. This results in different answers given for the same untouched field on consecutive days.



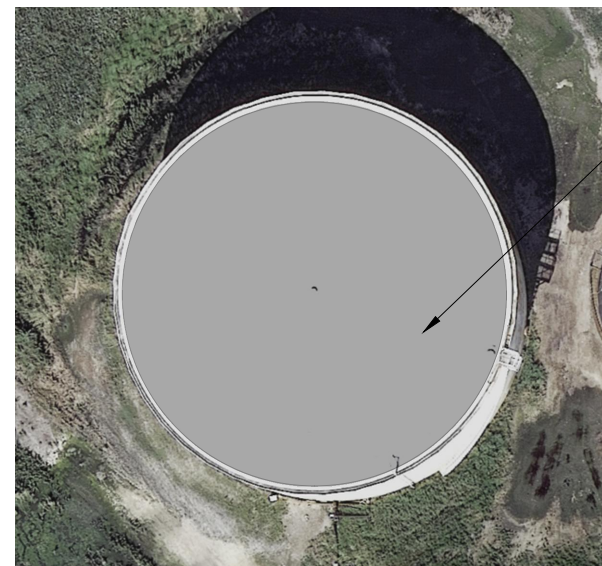
This the same image corrected by ARSI's ACA. No other method can correct a TOA image that was degraded to this degree. Also, even supposedly clear-appearing images require correction.

Once calibrated for a satellite, ACA software will enable calculation to surface reflectance for any scene, anywhere on the globe.

The Salina Airport target promises calibration with as few as one overpass.



Roof Circles Location Map
Scale 1" = 400'

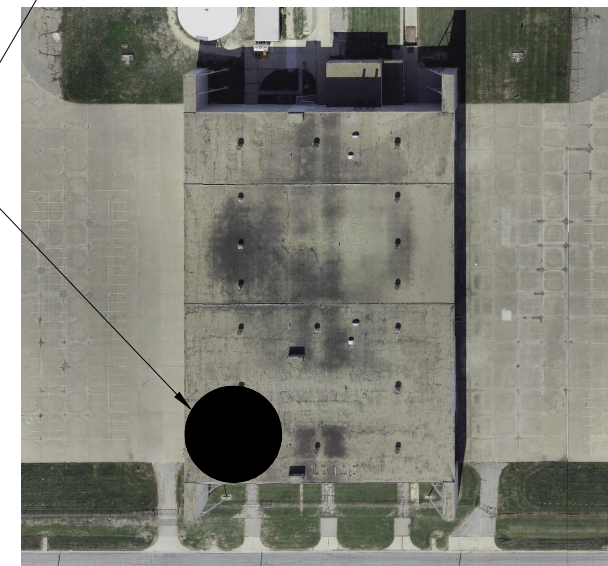


Tank 784 Roof Circle Site Plan
Scale 1" = 50'


7,854 S.F. surface area on
tank 784 for target point
No. 1.


7,854 S.F. surface area on
hangar 959 for target No. 2.

Lease area = 15,708 S.F.



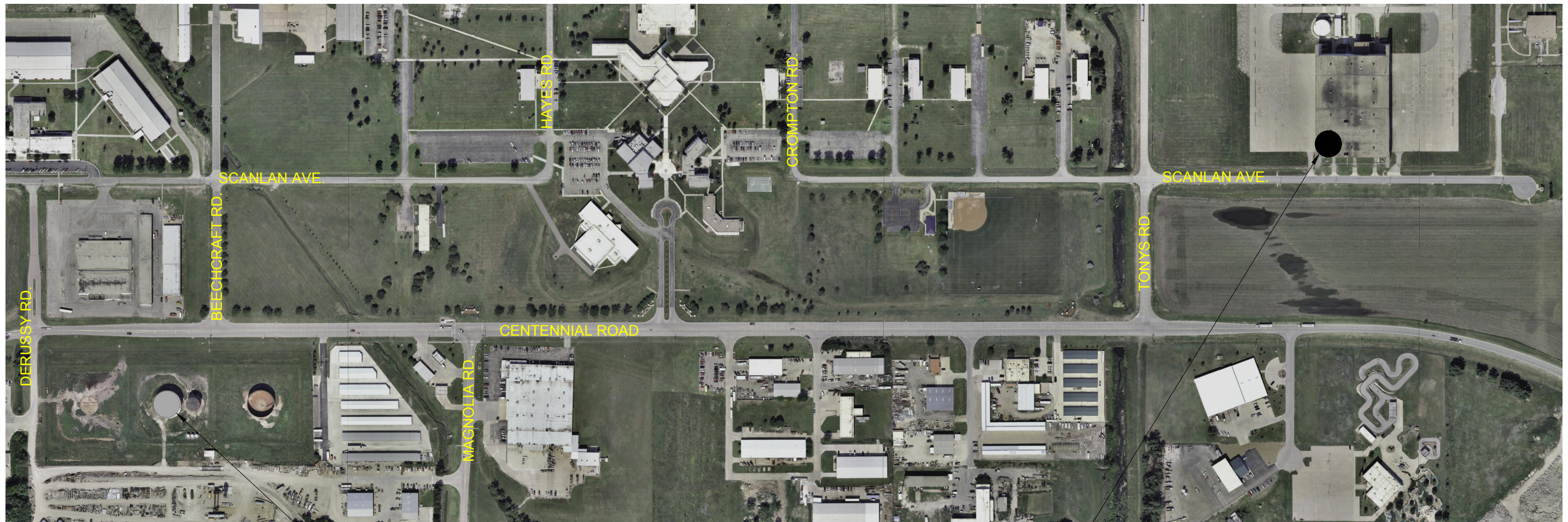
Hangar 959 Roof Circle Site Plan
Scale 1" = 200'


 Drawing Number 2756-04-20

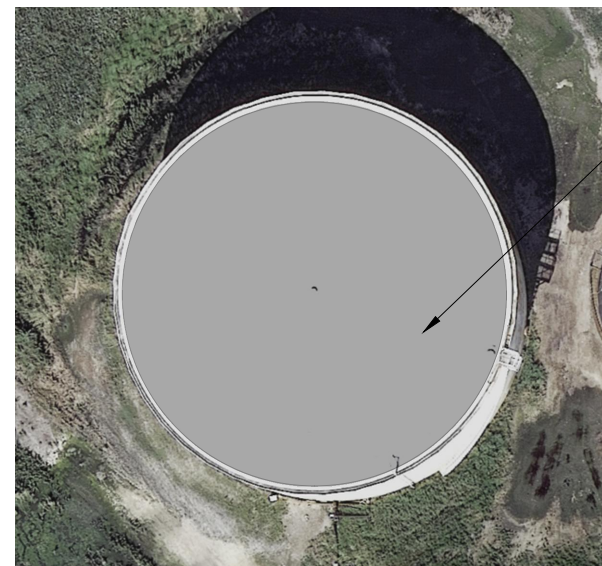


3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
As Shown : SCALE
4/9/20, 07:03 : DATE



Roof Circles Location Map
Scale 1" = 400'



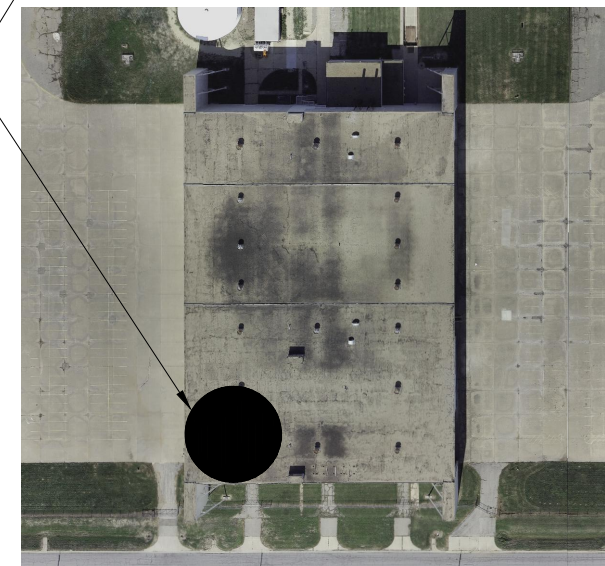
Tank 784 Roof Circle Site Plan
Scale 1" = 50'

Paint a 100' Diameter Circle
(7,854 S.F.) on top of Tank
784. Color shall be a light
grey.



Notes:

1. The Circles are 100' diameter. Each circle has 7854 S.F. of surface area for a total area of 15, 708 S.F.
2. Hangar 959 existing surface is a White PVC single ply membrane. The proposed color shall be black.
3. Tank 784 is a steel tank. The painted surface consists of an epoxy primer coat overlaid with 1 coat of Urethane Finish in White. The proposed color shall be a light grey.
4. It is anticipated that a second application at each location will be needed within two years due to fading and/or failure. ARSI will cover the costs for this application and SAA will obtain a contractor and oversee the application of the second coat. During the use of the surfaces ARSI will perform periodical site inspections. SAA will attend these site inspections if requested by ARSI. Any actions such as power washing, touch-ups or spot cleaning will be over and above the contract and will need to be compensated by ARSI for the work.

Paint a 100' Diameter Circle
(7,854 S.F.) at the southeast
corner on top of Hangar 959.
Color shall be a light black.



Hangar 959 Roof Circle Site Plan
Scale 1" = 200'


 Drawing Number 2757-04-20

 3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)
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 4/8/20, 15:24 : DATE