

DATE: April 17, 2015
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **April 22, 2015 SAA Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's board meeting. Following the meeting we will recognize the 50th anniversary of the first meeting of the Airport Authority board of directors on April 28, 1965. Former SAA board members have been invited to join current board members for coffee and cake following the conclusion of the meeting.

Please note the following agenda item comments.

50 Years Ago – April 28, 1965

Enclosed is a copy of the minutes of the first meeting of the SAA board of directors. The first board members were:

M.J. Kennedy
C.J. Wertz
William W. Yost
Allen R. Dodge
Edward H. Bell

Agenda Item #5 – SAA Resolution 15-03 (Hoppock)

Enclosed is a copy of SAA Resolution 15-03 that recognizes Dr. Randy Hassler for his six years of service as a member of the Salina Airport Authority board of directors.

Agenda Item #6 – Review of airport activity and financial reports for the month ending March 31, 2015
(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower recorded 8,557 operations during March 2015 which was a 20 percent increase over the March 2014 total of 7,143. For the year-to-date total operations are 22,608, which is 10 percent more than the 2014 year-to-date total of 20,608 operations. The March 2015 air traffic count includes the trend of an increase in air carrier and business jet operations.

Airport Activity – Fuel Flowage (Rogers)

The total fuel flowage amount for March 2015 was 290,470 gallons which is 158 percent more than the March 2014 amount of 112,694 gallons. For the year-to-date total fuel flowage is 655,601 gallons which is 80 percent more than the March 2014 year-to-date amount of 363,973 gallons.

The upward trend in fuel flowage has continued through mid April. By April 15, Avflight Salina was at 62 percent of the FBO's April fuel flowage goal. Avflight is also keeping pace on goals for increased sales to business jets.

Airport Activity – Passenger Enplanements (Rogers)

Seaport's passenger boarding's dropped 18 percent to 115, as compared to the March 2014 total of 140. For the

year-to-date total Seaport enplanements are down 16 percent as compared to the March 2014 year-to-date total of 394. Seaport will be taking steps to increase boarding's through the remainder of the year. The airline will add a lower fare and also work with local media to promote the "Fly Salina" message. Most importantly, Seaport continues to work on a code share agreement with a major airline. According to Seaport senior management, progress has been made with an airline that has multiple flights at the Kansas City International Airport.

Financial Reports – Comments and Notes (Swanson)

At the end of the first quarter of 2015, total operating income arrived \$30,760 or 7 percent over the YTD budget target. Fuel flowage fees continue on a favorable trend running \$11,911 over budget and 60 percent ahead of the same period in 2014. A continuation of this trend will see the fuel flow fee income exceeding the goal of a 5 percent increase over 2014. All airfield revenue categories are meeting and exceeding budget as is land rent and other revenue. Regular building rental income is tracking right on budget with short-term building leasing activity falling short of target by \$8,570 YTD.

Total operating expenses at the end of Q1 arrived under budget by \$12,605 or 2 percent with administrative costs ending up 4 percent under and maintenance expenses under by 2 percent.

The \$14,270 in March contributed capital represented grant drawdown number 6 on AIP 37 (Txy E & B rehabilitation design). The federal grant fund balance is \$116,332 as we reached 90 percent completed on the project in mid March. The SAA is awaiting FAA review and comments on the 90 percent design submittal and we anticipate the completion of final plans and specification this fall.

Total capital expenditures for the month were \$9,781 with \$34,053 expended on fixed assets year-to-date. The expenditures at Hangar 959 included the installation of motorized overhead door operator on the west side of the building, installation of an electric receptacle to accommodate Bombardier's 120 KVA generator, repairs to the hangar doors and repairs associated with an airline break.

Financial Reports – March 2015 Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of April 16, 2015 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Alltel Newco No. 4	\$200.00	31-60	Mowing fee
Delta Airlines	\$176.32	31-60	Landing fees
Tischlerei	\$13,178.20	31-90	Bldg. rent and FC

Agenda Item #7 – Audit Committee Report (Swanson)

The SAA's 2015 audit committee met on March 17 and the Authority's auditor, Leslie Corbett with Clubine and Rettele, Chtd., reviewed the results of the field work. The committee also reviewed the role and basic tasks of the audit committee, the internal control procedures relate to cash and banking functions and the 2015 financial goals of the Authority. In your packet you'll find the agenda and notes associated with the meeting.

Agenda Item #8 – Review of SAA Operating Plan Results (Hoppock)

The SAA's 2015 Operating Plan identified the following priorities and goals:

Priority: Building and hangar leasing

Goal – Achieve a 60 percent or more occupancy

Results: 5,409 SF leased (B520 Units F & G). SAA is now at 56percent occupancy and needs to lease an additional 37,591 SF to meet goal.

Priority: Budget management and expense control

Goal – Contingency planning for response to a major lease default
Goal – Reduce operating expenses by 2 percent less than budgeted

Results: SAA staffing has been adjusted to reduce operating expense.

Total operating income is up 7 percent or \$30,760 over budget.

Total operating expenses are down 2 percent or \$12,605 under budget.

Priority: Fuel flowage fee growth

Goal – Achieve a minimum 5percent growth in fuel flowage fees

Results: Fuel flowage fees are up 27 percent.

Priority: Schilling Project Management

Goal – Full compliance with the Schilling Project Consent Decree and CAFO
Goal – Keep the project on budget
Goal – Keep the project on schedule

Results: Only Consent Decree and CAFO compliant change orders have been approved by the Public Entities CEOs.

The project is within budget.

The RI field work is ahead of schedule

Priority: Air Service Development

Goal – A Seaport code share agreement with a major airline
Goal – Maintain EAS program eligibility

Results: A response plan to the questions of DOT EAS Program eligibility has been coordinated with Seaport and the offices of Senator Moran, Senator Roberts and Congressman Huelskamp.

At the meeting I'll review specific staff actions that have led to positive operating plan results through the first three months of 2015.

Agenda Item #9 – Universal Forrest Products Lease Addendum #1 (Rogers and Swanson)

On Feb. 29, 2012, the SAA and UFP Harrisonville, LLC, commonly known as Universal Forest Products, entered into a lease agreement for Unit A of Bldg. 620 (15,000 sq. ft.) located at 1940 General Jim Road (northeast corner of General Jim and Arnold Ave.) UFP has subsidiaries throughout North America and the company is headquartered in Grand Rapids, MI. The SAA lease is with UFP's Western Division office located in Harrisonville, MO. UFP in Salina and Harrisonville manufacturer pallets and crates from dimensional lumber for industrial product shipping. The 2012 lease provided for a one 3-year term with the option to renew for two (2) additional terms of three (3) years each. The primary term of the lease is set to expire on Apr. 30, 2015. In anticipation of the lease expiration, in early 2015, the SAA began having discussions with UFP regarding their intentions for renewal. UFP Harrisonville expressed to the SAA their intent to renew the lease and indicated the Salina plant has performed well and met and exceeded their expectations. For the past several months, UFP has

been negotiating a contract renewal with one of the Salina plant's primary customers and UFP expressed their desire to have the next lease renewal option coincide with the contract of this primary customer. The result would provide UFP with an interim 6-month renewal option in between the primary term and the two (2) additional terms of three years. Per the 2012 lease, the rental rate for the first option period was to be set based upon a CPI Adjustment. The proposed rental rate includes such CPI adjustment for the first option period which carries over into the second option period with an additional \$25/month or \$900 for the 3-year term as consideration for the addition of the six month option period. Included in your packet is the proposed First Addendum to Lease Agreement summarized as follows:

- Restructure of Section 19. Option to Renew:
 - Option Period One - May 1, 2015 – Oct. 31, 2015 \$4,370/month - \$3.50/SF/YR
 - Option Period Two - Nov. 1, 2015 – Oct. 31, 2018 \$4,395/month - \$3.52/SF/YR
 - Option Period Three-Nov. 1, 2018 – Oct. 31, 2021 To be established by CPI Adjustment

- Addition of 60 day notification period to SAA by Lessee to exercise renewal options.

- Acknowledgement of Lessee's notification and exercise of Option Period One.

Recommendation: Approval of the First Addendum to Lease Agreement with UFP Harrisonville, LLC.

Please contact me if you have questions or comments.

SALINA AIRPORT AUTHORITY ANNUAL BOARD MEETING
M.J. KENNEDY AIR TERMINAL
April 22, 2015 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Hoppock)
2. Recognition of guests. (Hoppock)
3. Additions to the agenda. (Rogers)
4. Approval of the minutes of the March 18, 2015 regular board meeting. (Hoppock)
5. Approval of SAA Resolution 15-03 recognizing Dr. Randy Hassler for six years of service as a member of the Salina Airport Authority board of directors. (Hoppock)
6. Review of airport activity and financial reports for the month ending March 31, 2015. (Rogers and Swanson)
7. Audit committee report. (Swanson)
8. Review of first quarter SAA Operating Plan results. (Hoppock)
9. Consideration of Addendum #1 to the Universal Forrest Products (UFP) lease for Unit A of Building B620. (Rogers and Swanson)

Directors' Forum (Hoppock)

Visitor's Questions and Comments (Hoppock)

Staff Reports (Bieker, McCoy and Windhorst)

Announcements and SAA Calendar of Events (McCoy)

Adjournment (Hoppock)



MINUTES OF THE FIRST MEETING OF THE BOARD OF DIRECTORS

The first meeting of the Board of Directors of the Salina Airport Authority of Salina, Kansas, was held on the 28th day of April, 1965, at 4:00 p.m. at the City Hall, 151 North Fifth Street, Salina, Kansas, pursuant to the written waiver of notice fixing the time and place of said meeting which was signed by all of the Board of Directors.

The meeting was called to order by M. J. Kennedy who, with the consent of all present, acted as chairman of the meeting. William W. Yost was duly appointed by the chairman to act as secretary.

Upon roll call, it was ascertained that all of the members of the Board of Directors, namely: M. J. Kennedy, C. J. Wertz, William W. Yost, Allen R. Dodge and Edward H. Bell were present in person and that there was a quorum.

Thereupon, the chairman stated that the meeting was duly organized and ready for the transaction of business and that the first order of business was election of officers of the Authority.

Thereupon, M. J. Kennedy was nominated for the office of chairman, C. J. Wertz was nominated for the office of vice-chairman and William W. Yost was nominated for the office of secretary-treasurer.

Thereupon, it was moved, seconded and carried that nominations be closed and that the secretary cast all of the votes of those present for M. J. Kennedy as chairman, C. J. Wertz as vice-chairman, William W. Yost as secretary-treasurer and upon the casting of such votes, M. J. Kennedy was duly elected as chairman, C. J. Wertz was duly elected as vice-chairman and William W. Yost was elected secretary-treasurer for the ensuing year and to hold office until respective successors be elected and qualified.

Thereupon, the proposed by-laws for the Salina Airport Authority were submitted to the Board of Directors for its consideration. After due consideration of the proposed by-laws, the following resolution was introduced and adopted:

RESOLVED, that the by-laws of the Salina Airport Authority be and the same are hereby adopted and that the secretary submit a copy of the by-laws to the Board of City Commissions of the City of Salina, Kansas, for ratification.

The chairman reported that according to the by-laws, it was necessary that a regular meeting date for the Board of Directors be determined by resolution and, after a discussion of the same, the following resolution was introduced and adopted:

RESOLVED, that the regular meeting of the Board of Directors of the Salina Airport Authority be held on the 3rd Tuesday of each month at 12:15 P.M. at the Salina Elks Club.

There being no further business to come before the meeting, the meeting was duly adjourned.


Secretary

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

Call to Order

The meeting was called to order at 8:00 A.M. by Chairman Maes.

Attendance

Attendance was taken. Chairman Maes, Directors Neuschafer, Hoppock, Vancil and Platten (via conference call) were present. Also present were Executive Director Tim Rogers; Director of Finance and Administration Shelli Swanson; Director of Facilities and Operations Kenny Bieker; Manager of Public Affairs and Communications Melissa McCoy; Office Manager Kasey Windhorst; Administrative Assistant Scott McDonald; and Board Attorney Greg Bengtson. Jon Blanchard, Salina City Commission; Luci Larson, Saline County Commission; Dave Middleton, TDM Aerotek; and Tim Unruh, Salina Journal were guests.

Additions to the Agenda

Chairman Maes asked if there were additions to the agenda. There were no additions to the agenda.

50 Years Ago

Executive Director Tim Rogers started the meeting with the quote, “The Schilling Development Council completed work on a preliminary land-use map together with a list of facilities the Council considered necessary to establish a new airport & supporting revenue producing facilities. The tentative ‘save’ or ‘want’ list for the ‘airfield package’ was developed in conformity with preliminary proposals being prepared for a technical institute, a vocational-technical school & second campus for Kansas Wesleyan University.”

The Salina Story

“Swords into Plowshares”

August 1966

Minutes

Chairman Maes asked if the board members had any additions or corrections to the minutes of the February 18, 2015 and the March 13, 2015 board meeting. Director Neuschafer moved, seconded by Director Hoppock, to approve the minutes of the February 18, 2015 regular board meeting and the March 13, 2015 special board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported during February 2015 KSLN air traffic controllers recorded a total of 7,133 operations which was a 4% increase over the February 2014 total of 6,887. General aviation itinerant operations are up 33% for year-to-date. The additional 371 itinerant operations are made up of additional business jet traffic at Avflight Salina. Rogers mentioned a combination of lower fuel costs and marketing helped increase business jet traffic. Total fuel flowage at KSLN for February 2015 increased

39% to 188,386 gallons as compared to the 135,167 gallons total for February 2014. For the year-to-date total passenger enplanements (Seaport plus charter flights) is 635 passengers which is a 150% increase over the February 2014 year-to-date total of 254.

Director of Finance and Administration Swanson reported on the financial statements for the month of February 2015. The SAA remitted the first of the 2015 semi-annual debt interest payments on our outstanding long-term debt in the amount of \$518,131 to the Kansas State Treasurer's office. In addition, the SAA remitted the first 2015 semi-annual principal and interest payment in the amount of \$29,235.97 to the Bank of America for the capital lease related to the SAA's acquisition of Bldg. 412, currently leased to the KS Military Board. Swanson noted total operating income arrived within 1% of the YTD budget. Fuel flowage fees are tracking over budget by 11% and \$8,560 or 45% ahead of the same period last year. Total administrative expenses tracking 3% under budget came within \$330 of offsetting the 4% overrun of total maintenance expense costs. Chairman Maes directed the staff to file the financials for audit.

2014 Financial Audit Field Work

Director of Finance and Administration Swanson reviewed the results of the 2014 financial audit. Swanson stated that the SAA's auditors, Clubine & Rettele, completed their on-site audit field work during the week of March 2, 2015. During this time they conducted staff interviews and reviewed the Salina Airport Authority internal control procedures.

2015-2016 Election of Officers and Board Member Assignments

The slate of officers for 2015-2016 is:

Chairman	Mike Hoppock
Vice-Chairman	Daran Neuschafer
Secretary	Troy Vancil
Treasurer	Katie Platten
Past Chairman	Jeff Maes

The committee assignments for 2015-2016 are:

Salina Area Chamber of Commerce Board of Directors	Mike Hoppock
Salina Economic Development Incentives Council	Mike Hoppock
SAA Finance and Audit Committee	Katie Platten Troy Vancil
Wings Over Salina Advisory Council	Troy Vancil

SAA Resolution 15-04

Director of Finance and Administration Swanson introduced SAA Resolution 15-04. **A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AND DIRECTING HOW SAID CHECKS ARE TO BE SIGNED.** Director Neuschafer moved, seconded by Director Maes, to approve the SAA Resolution 15-04. Motion passed unanimously.

Director Forum

Director Hoppock presented Chairman Maes a plaque for appreciation of his year of service as the Salina Airport Authority board chairman

Staff Reports

Rogers explained the T-Hangar waiting list procedures. Office Manager Windhorst maintains a waiting list for all T-hangars located at the Salina Regional Airport. The Salina Airport Authority owns and operates a total of 52 T-hangars. Currently there are 29 people on the waiting list and at least 6 individuals who are interested in leasing newly constructed units. The SAA would require a letter of intent to be executed and a minimum 1 year lease. Rogers noted that Kansas Department of Transportation grant funds may be available for new construction. Salina Airport Authority staff will look into options available and report the results to the board.

Executive Session

At 8:40 A.M. Director Neuschafer moved to recess the open meeting until 9:10 A.M. for an executive session for the following:

Discussing matters of non-elected personnel for the purpose that public discussion would violate the individual's privacy and for preliminary discussions relating to the acquisition of real property.

The open meeting shall resume in the M.J. Kennedy Air Terminal Conference Room at 9:10 A.M. Director Maes seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:10 A.M.

At 9:10 A.M. Director Vancil moved to extend the executive session until 9:20 A.M. Director Neuschafer seconded the motion. Motion carried unanimously.

The open meeting resumed at 9:20 A.M.

At 9:20 A.M. Director Neuschafer moved to extend the executive session until 9:25 A.M. Director Maes 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 April 22, 2015, 2015 Board meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY
RESOLUTION 15-03

**A RESOLUTION EXPRESSING GRATITUDE AND APPRECIATION TO
DR. RANDY HASSLER, FOR HIS SERVICES RENDERED TO THE
CITY OF SALINA AND ITS CITIZENS**

WHEREAS, Dr. Randy Hassler, in his capacity as a member of the Board of Directors of the Salina Airport Authority, has unselfishly and with great ability served the City of Salina for a period of six (6) years (March 1, 2009 to February 28, 2015); and,

WHEREAS, as a result of his efforts many lasting improvements have been made to the Salina Regional Airport and the Salina Airport Industrial Center; and,

WHEREAS, the City of Salina has been made a better place to live because of his work and efforts on behalf of his community.

NOW THEREFORE, BE IT RESOLVED by the Board of Directors of the Salina Airport Authority:

Section 1. That the Board of Directors of the Salina Airport Authority, by the adoption of this resolution, expresses its gratitude and appreciation to Dr. Randy Hassler for his faithful and dedicated service to the citizens of Salina, Kansas, as a member of the Board of Directors to the Salina Airport Authority.

Section 2. That the Secretary of the Board of Directors is hereby instructed to file the contents of this resolution with the official records of the Salina Airport Authority and to forward a copy of the resolution to Dr. Randy Hassler.

Adopted by the Board of Directors of the Salina Airport Authority on this 22nd day of April, 2015.

Michael L. Hoppock, Chairman

CERTIFICATION OF VICE CHAIRMAN

I, Daran Neuschafer, the duly appointed, qualified, Salina Airport Authority Vice Chairman, Salina, Kansas, do hereby certify that the foregoing Resolution was duly adopted and that said Resolution has been compared by me with the original thereof on file and of record in the office of the Airport Authority, and is a true copy of the whole of said original.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Salina Airport Authority, Salina, Kansas, this 22nd day of April 2015.

Daran R. Neuschafer, Vice Chairman

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2015**

AIR TRAFFIC/ATCT

March, 2015	8,557 Operations 814 Instrument Operations 564 Peak Day
March, 2014	7,143 Operations 699 Instrument Operations 580 Peak Day
January 2015 - March 2015	22,608 Operations
January 2014 - March 2014	20,541 Operations
January 2013 - March 2013	19,927 Operations

FUEL FLOWAGE

March, 2015	290,470 Gallons
March, 2014	112,694 Gallons
January 2015 - March 2015	655,621 Gallons
January 2014 - March 2014	363,972 Gallons
January 2013 - March 2013	442,452 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
12,618	277,852	33,328	824
9,204	102,805	9,252	685
29,558	626,064	152,529	1,784
26,153	336,133	44,387	1,686
30,326	409,350	65,716	2,776

ENPLANEMENTS - SEAPORT

		LOAD FACTOR
March, 2015	115 Passengers	30%
March, 2014	140 Passengers	21%
January 2015 - March 2015	331 Passengers	21%
January 2014 - March 2014	394 Passengers	21%
January 2013 - March 2013	515 Passengers	27%

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

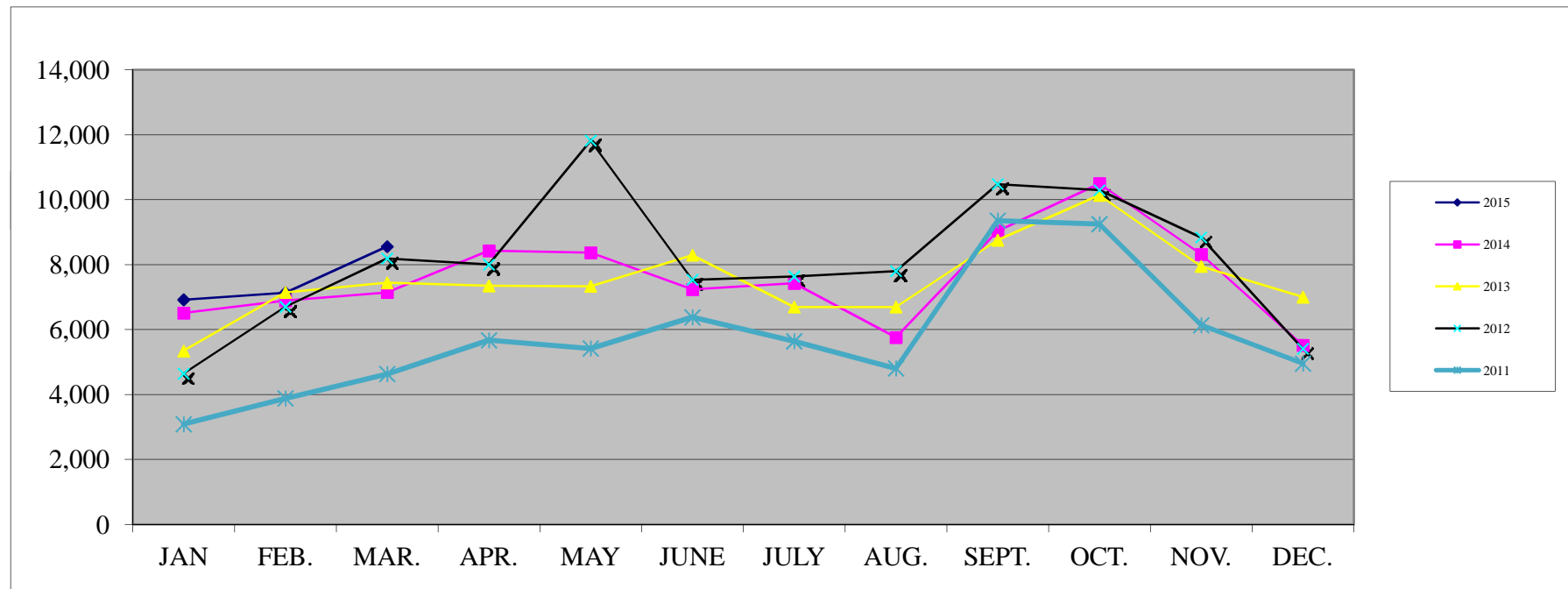
March, 2015	4550 Passengers
March, 2014	140 Passengers
January 2015 - March 2015	5,185 Passengers
January 2014 - March 2014	394 Passengers
January 2013 - March 2013	562 Passengers

**AIRPORT TRAFFIC RECORD
2014 - 2015**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2015									
January, 15	7	1,543	723	138	2,411	4,243	264	4,507	6,918
February, 15	6	1,937	779	138	2,860	3,997	276	4,273	7,133
March, 15	68	2,086	814	176	3,144	5,079	334	5,413	8,557
April, 15									
May, 15									
June, 15									
July, 15									
August, 15									
September, 15									
October, 15									
November, 15									
December, 15									
Totals January - March	81	5,566	2,316	452	8,415	13,319	874	14,193	22,608
2014									
January, 14	0	1,544	573	174	2,291	4,078	142	4,220	6,511
February, 14	0	1,752	558	153	2,463	4,260	164	4,424	6,887
March, 14	10	1,791	684	132	2,617	4,162	364	4,526	7,143
April, 14									
May, 14									
June, 14									
July, 14									
August, 14									
September, 14									
October, 14									
November, 14									
December, 14									
Totals January - March	10	5,087	1,815	459	7,371	12,500	670	13,170	20,541
Difference	71	479	501	-7	1,044	819	204	1,023	2,067
YTD % Change	710%	9%	28%	-2%	14%	7%	30%	8%	10%

AIR TRAFFIC

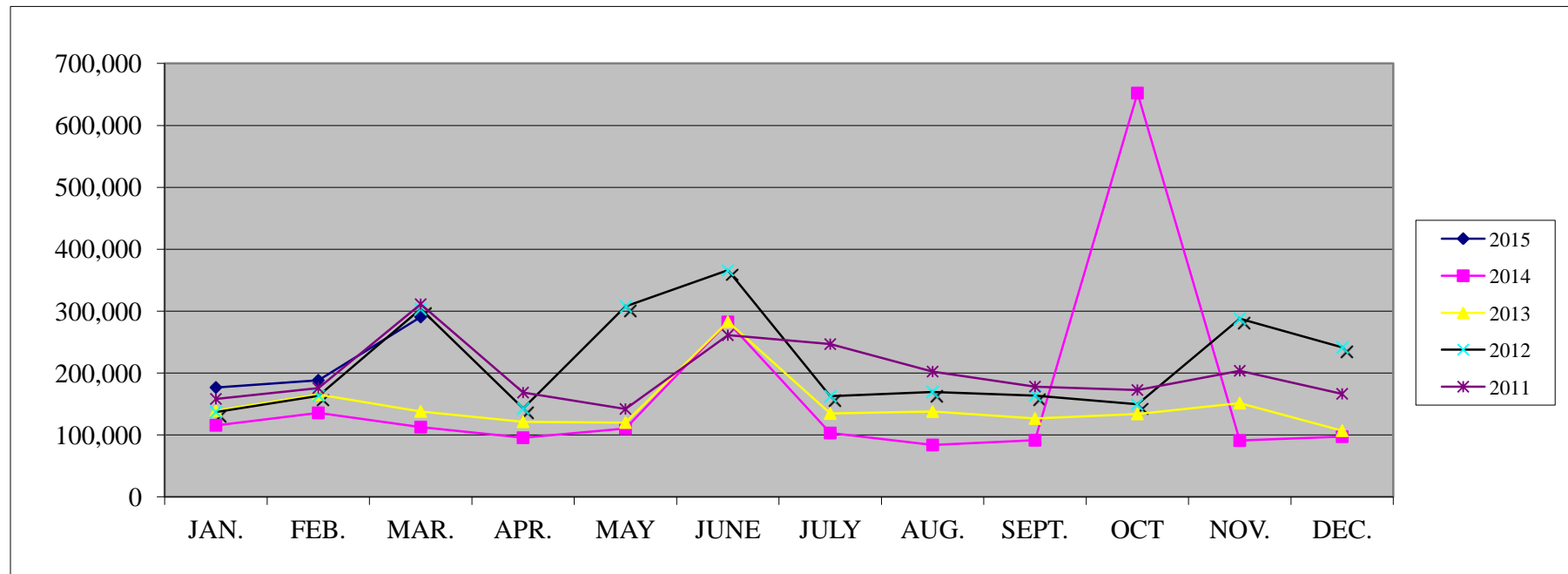
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2015	6,918	7,133	8,557										22,608
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	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
2006	5,660	6,886	6,468	6,719	6,958	6,411	5,074	6,370	8,692	9,410	6,894	5,922	81,464
2005	4,504	6,931	7,125	11,801	6,358	5,969	5,664	6,224	9,925	8,949	6,953	5,889	86,292



FUEL FLOWAGE

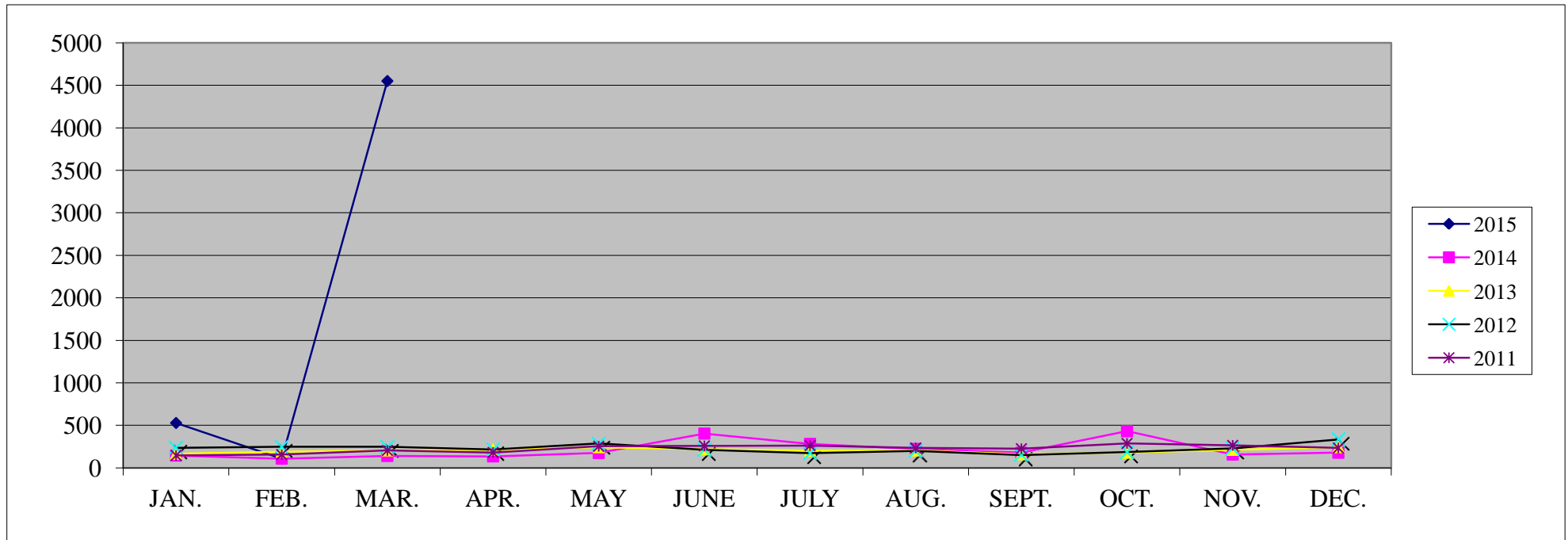
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2015	176,746	188,406	290,470										655,622
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
2006	267,924	311,776	297,888	287,710	286,273	286,903	324,655	413,395	388,262	321,437	314,458	316,431	3,817,112
2005	239,422	321,501	338,175	287,489	314,404	289,621	373,194	419,212	380,853	325,869	315,672	557,475	4,162,887



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>FAA Adjustment</u>	<u>TOTAL</u>
2015	528	107	4550											5,185
2014	145	109	140	135	175	403	282	223	178	431	157	178		2,556
2013	166	191	205	214	243	218	202	205	161	178	212	243	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
2006	163	140	230	121	176	179	161	150	161	147	293	108	848	2,877
2005	267	257	258	186	150	218	162	134	225	135	192	155	466	2,805
2004	367	159	214	185	189	265	250	311	208	244	338	244	3,127	6,101



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

Salina Airport Authority
Statement of Net Assets Prev Year Comparison
As of March 31, 2015

	<u>Mar 31, 15</u>	<u>Feb 28, 15</u>	<u>\$ Change</u>	<u>Mar 31, 14</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Checking/Savings						
Cash in bank & Petty Cash-Op	600,796	540,513	60,283	1,255,538	-654,742	-52%
Total Checking/Savings	<u>600,796</u>	<u>540,513</u>	<u>60,283</u>	<u>1,255,538</u>	<u>-654,742</u>	<u>-52%</u>
Accounts Receivable						
Accounts Receivable	163,650	135,557	28,093	98,109	65,541	67%
Total Accounts Receivable	<u>163,650</u>	<u>135,557</u>	<u>28,093</u>	<u>98,109</u>	<u>65,541</u>	<u>67%</u>
Other Current Assets						
Agri Land Receivable	58,000	58,000	0	55,000	3,000	5%
Mill Levy receivable	864,718	932,309	-67,591	898,903	-34,185	-4%
Other current assets	140,567	143,470	-2,903	148,839	-8,272	-6%
Undeposited Funds	4,893	2,021	2,872	2,107	2,786	132%
Total Other Current Assets	<u>1,068,178</u>	<u>1,135,800</u>	<u>-67,622</u>	<u>1,104,849</u>	<u>-36,671</u>	<u>-3%</u>
Total Current Assets	<u>1,832,624</u>	<u>1,811,870</u>	<u>20,754</u>	<u>2,458,496</u>	<u>-625,872</u>	<u>-25%</u>
Fixed Assets						
Fixed assets at cost	81,977,673	81,967,891	9,782	80,742,127	1,235,546	2%
Less accumulated depreciation	-34,795,656	-34,581,906	-213,750	-32,298,156	-2,497,500	-8%
Total Fixed Assets	<u>47,182,017</u>	<u>47,385,985</u>	<u>-203,968</u>	<u>48,443,971</u>	<u>-1,261,954</u>	<u>-3%</u>
TOTAL ASSETS	<u><u>49,014,641</u></u>	<u><u>49,197,855</u></u>	<u><u>-183,214</u></u>	<u><u>50,902,467</u></u>	<u><u>-1,887,826</u></u>	<u><u>-4%</u></u>
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	43,463	71,027	-27,564	95,988	-52,525	-55%
Total Accounts Payable	<u>43,463</u>	<u>71,027</u>	<u>-27,564</u>	<u>95,988</u>	<u>-52,525</u>	<u>-55%</u>
Total Credit Cards	0	401	-401	523	-523	-100%
Other Current Liabilities						
Accrued debt interest payable	92,557	3,738	88,819	90,379	2,178	2%
Debt, current portion	1,025,674	1,025,674	0	991,702	33,972	3%
Deferred Agri Land Revenue	43,500	48,333	-4,833	41,250	2,250	5%
Deferred Mill Levy revenue	1,493,449	1,659,388	-165,939	1,494,649	-1,200	-0%
Other current liabilities	213,104	195,892	17,212	232,616	-19,512	-8%
Sales Tax Payable	0	0	0	231	-231	-100%
Total Other Current Liabilities	<u>2,868,284</u>	<u>2,933,025</u>	<u>-64,741</u>	<u>2,850,827</u>	<u>17,457</u>	<u>1%</u>
Total Current Liabilities	<u>2,911,747</u>	<u>3,004,453</u>	<u>-92,706</u>	<u>2,947,338</u>	<u>-35,591</u>	<u>-1%</u>
Long Term Liabilities						
Capital Lease Payable	82,296	82,296	0	132,817	-50,521	-38%
Debt - Long Term	23,023,503	23,023,503	0	23,947,408	-923,905	-4%
Less current portion	-1,025,674	-1,025,674	0	-991,702	-33,972	-3%
Security Deposits Returnable	22,559	21,184	1,375	19,579	2,980	15%
Total Long Term Liabilities	<u>22,102,684</u>	<u>22,101,309</u>	<u>1,375</u>	<u>23,108,102</u>	<u>-1,005,418</u>	<u>-4%</u>
Total Liabilities	<u>25,014,431</u>	<u>25,105,762</u>	<u>-91,331</u>	<u>26,055,440</u>	<u>-1,041,009</u>	<u>-4%</u>
Equity						
Invested in Capital Assets net	24,076,218	24,280,186	-203,968	24,373,482	-297,264	-1%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	212,197	8,229	203,968	764,936	-552,739	-72%
Net Income	-378,204	-286,321	-91,883	-381,391	3,187	1%
Total Equity	<u>24,000,211</u>	<u>24,092,094</u>	<u>-91,883</u>	<u>24,847,027</u>	<u>-846,816</u>	<u>-3%</u>
TOTAL LIABILITIES & EQUITY	<u><u>49,014,642</u></u>	<u><u>49,197,856</u></u>	<u><u>-183,214</u></u>	<u><u>50,902,467</u></u>	<u><u>-1,887,825</u></u>	<u><u>-4%</u></u>

Salina Airport Authority Profit & Loss Budget Performance

March 2015

	Mar 15	Budget	\$ Over Budget	% of Budget	Jan - Mar 15	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income									
Airfield revenue									
Fuel Flowage Fees	21,640	12,500	9,140	173%	49,411	37,500	11,911	132%	150,000
Hangar rent	50,836	32,535	18,301	156%	119,210	97,606	21,604	122%	531,639
Landing fees	2,131	276	1,855	772%	2,760	828	1,932	333%	3,310
Ramp rent	4,096	4,096	0	100%	12,288	12,288	0	100%	49,152
Total Airfield revenue	78,703	49,407	29,296	159%	183,669	148,222	35,447	124%	734,101
Building and land rent									
Agri land rent	5,333	4,833	500	110%	15,000	14,500	500	103%	58,000
Building rents									
Short-term leasing	1,110	3,967	-2,857	28%	3,330	11,900	-8,570	28%	47,600
Building rents - Other	61,303	61,402	-99	100%	184,891	184,173	718	100%	732,400
Total Building rents	62,413	65,369	-2,956	95%	188,221	196,073	-7,852	96%	780,000
Land rent									
Basic Land Rent	5,098	5,507	-409	93%	17,315	16,523	792	105%	66,210
Property tax - tenant share	13,000	13,000	0	100%	39,000	39,000	0	100%	156,000
Total Land rent	18,098	18,507	-409	98%	56,315	55,523	792	101%	222,210
Tank rent	791	742	49	107%	2,372	2,225	147	107%	8,900
Total Building and land rent	86,635	89,451	-2,816	97%	261,908	268,321	-6,413	98%	1,069,110
Other revenue									
Commissions	0	1,750	-1,750	0%	2,448	5,250	-2,802	47%	21,000
Other income	9,412	2,500	6,912	376%	12,028	7,500	4,528	160%	30,000
Total Other revenue	9,412	4,250	5,162	221%	14,476	12,750	1,726	114%	51,000
Total Income	174,750	143,108	31,642	122%	460,053	429,293	30,760	107%	1,854,211
Expense									
Administrative expenses									
A/E, consultants, brokers	0	0	0	0%	0	0	0	0%	0
Airport promotion	575	708	-133	81%	3,314	2,125	1,189	156%	8,500
Bad Debt Expense	0	0	0	0%	0	0	0	0%	0
Computer/Network Admin.	1,515	833	682	182%	2,400	2,500	-100	96%	10,000
Dues and subscriptions	2,421	833	1,588	291%	5,106	2,500	2,606	204%	10,000
Employee retirement	5,725	5,396	329	106%	19,376	18,886	490	103%	70,148
FICA and medicare tax expense	4,179	4,111	68	102%	14,159	14,388	-229	98%	53,440
Industrial development	0	0	0	0%	0	0	0	0%	0
Insurance , property	12,917	12,917	0	100%	38,750	38,750	0	100%	155,000
Insurance, medical	16,361	16,039	322	102%	46,997	48,117	-1,120	98%	192,466
Kansas unemployment tax	185	250	-65	74%	185	250	-65	74%	1,000
Legal and accounting	0	2,500	-2,500	0%	5,292	7,500	-2,208	71%	30,000
Office salaries	29,322	31,172	-1,850	94%	101,742	109,101	-7,359	93%	405,231
Office Supplies	23	583	-560	4%	418	1,750	-1,332	24%	7,000
Other administrative expense									
Merchant Processing Fees	35	35	0	100%	86	105	-19	82%	420
Other administrative expense - (240	278	-38	86%	678	833	-155	81%	3,330
Total Other administrative expense	275	313	-38	88%	764	938	-174	81%	3,750

Salina Airport Authority Profit & Loss Budget Performance

March 2015

	Mar 15	Budget	\$ Over Budget	% of Budget	Jan - Mar 15	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Postage	0	267	-267	0%	546	800	-254	68%	3,200
Property appraisal expense	0	0	0	0%	0	0	0	0%	0
Property tax expense	12,917	12,917	0	100%	38,750	38,750	0	100%	155,000
Special Events	0	83	-83	0%	0	250	-250	0%	1,000
Telephone	1,214	1,375	-161	88%	4,026	4,125	-99	98%	16,500
Training	0	500	-500	0%	0	1,500	-1,500	0%	6,000
Travel and meetings	147	667	-520	22%	1,188	2,000	-812	59%	8,000
Total Administrative expenses	87,776	91,464	-3,688	96%	283,013	294,230	-11,217	96%	1,136,235
Maintenance expenses									
Airfield maintenance	3,799	1,292	2,507	294%	4,230	3,875	355	109%	15,500
Airport Security	0	42	-42	0%	0	125	-125	0%	500
Building maintenance	3,860	3,333	527	116%	8,525	10,000	-1,475	85%	40,000
Equipment fuel and repairs	2,004	4,167	-2,163	48%	15,364	12,500	2,864	123%	50,000
Fire Services	0	125	-125	0%	0	375	-375	0%	1,500
Grounds maintenance	0	292	-292	0%	534	875	-341	61%	3,500
Maintenance salaries	26,302	25,385	917	104%	86,033	88,846	-2,813	97%	330,000
Other maintenance expenses	932	1,542	-610	60%	3,723	4,625	-902	80%	18,500
Snow removal expense	0	2,500	-2,500	0%	0	7,500	-7,500	0%	15,000
Utilities	19,615	26,341	-6,726	74%	92,626	83,702	8,924	111%	215,000
Total Maintenance expenses	56,512	65,019	-8,507	87%	211,035	212,423	-1,388	99%	689,500
Total Expense	144,288	156,483	-12,195	92%	494,048	506,653	-12,605	98%	1,825,735
Net Ordinary Income	30,462	-13,375	43,837	-228%	-33,995	-77,360	43,365	44%	28,476
Other Income/Expense									
Other Income									
Capital contributed	14,270	7,139	7,131	200%	63,873	21,418	42,455	298%	21,418
Gain on sale of assets	0	0	0	0%	0	0	0	0%	15,000
Interest income									
Interest income on deposits	17	42	-25	40%	59	125	-66	47%	500
Total Interest income	17	42	-25	40%	59	125	-66	47%	500
Mill levy income	165,939	165,939	0	100%	499,564	497,816	1,748	100%	1,991,265
Total Other Income	180,226	173,120	7,106	104%	563,496	519,359	44,137	108%	2,028,183
Other Expense									
Debt interest expense net									
Interest Expense on Debt	88,819	88,819	0	100%	266,456	266,456	0	100%	1,065,822
Total Debt interest expense net	88,819	88,819	0	100%	266,456	266,456	0	100%	1,065,822
Depreciation expense	213,750	213,750	0	100%	641,250	641,250	0	100%	2,565,000
Total Other Expense	302,569	302,569	0	100%	907,706	907,706	0	100%	3,630,822
Net Other Income	-122,343	-129,449	7,106	95%	-344,210	-388,347	44,137	89%	-1,602,639
Net Income	-91,881	-142,824	50,943	64%	-378,205	-465,707	87,502	81%	-1,574,163

Salina Airport Authority
Capital Additions Budget vs. Actual
As of March 31, 2015

	<u>Mar 15</u>	<u>Jan - Mar 15</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-37 Taxiway B & E Reconst.		15,856	22,545	-6,689	70%
Airfield Improvements		0	5,000	-5,000	0%
Term., Public View, Museum Dev.		3,445	1	3,444	344,500%
Total Airfield	<u>0</u>	<u>19,301</u>	<u>27,546</u>	<u>-8,245</u>	<u>70%</u>
Buildings & Improvements					
Building improvements					
Bldg. Roofing Systems		0	5,000	-5,000	0%
Hangar 626 Rehabilitation		0	10,000	-10,000	0%
Hangar 959 Rehabilitation	6,051	9,714	10,000	-286	97%
Total Building improvements	<u>6,051</u>	<u>9,714</u>	<u>25,000</u>	<u>-15,286</u>	<u>39%</u>
Pumphouse 305		0	5,000	-5,000	0%
Total Buildings & Improvements	<u>6,051</u>	<u>9,714</u>	<u>30,000</u>	<u>-20,286</u>	<u>32%</u>
Equipment					
Communications equipment		0	1,000	-1,000	0%
Computer equipment		0	1,000	-1,000	0%
Other Equipment	1,834	1,834	5,000	-3,166	37%
Total Equipment	<u>1,834</u>	<u>1,834</u>	<u>7,000</u>	<u>-5,166</u>	<u>26%</u>
Land					
Environmental					
Environmental - SAFB	1,896	3,204	10,455	-7,251	31%
Total Environmental	<u>1,896</u>	<u>3,204</u>	<u>10,455</u>	<u>-7,251</u>	<u>31%</u>
Total Land	<u>1,896</u>	<u>3,204</u>	<u>10,455</u>	<u>-7,251</u>	<u>31%</u>
Total Fixed assets at cost	<u>9,781</u>	<u>34,053</u>	<u>75,001</u>	<u>-40,948</u>	<u>45%</u>

Salina Airport Authority
Significant Capital Expenditures Detail
March 2015

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Buildings & Improvements					
Building improvements					
Hangar 959 Rehabilitation					
Bill	03/05/2015	Cheney Door Company	H959 single phase comm. operator installed	929.00	929.00
Bill	03/10/2015	B-R-C Bearing Company, Inc.	H959 door repairs	383.60	1,312.60
Bill	03/18/2015	Salina Supply Company	H959 repairs	468.33	1,780.93
Bill	03/25/2015	Helm Electric	H959 - Install circuit to receptacle for 120kva generator.	2,670.00	4,450.93
Bill	03/25/2015	Ferco Rental, Inc.	Boomlift rental - repairs @ H959	1,600.00	6,050.93
Total Hangar 959 Rehabilitation				<u>6,050.93</u>	<u>6,050.93</u>
Total Building improvements				<u>6,050.93</u>	<u>6,050.93</u>
Total Buildings & Improvements				6,050.93	6,050.93
Equipment					
Other Equipment					
Bill	03/17/2015	Ka-Comm, Inc.	ICOM TRUNK MOUNT AVIONICS TRANSCEIVER	1,470.00	1,470.00
Bill	03/18/2015	Ka-Comm, Inc.	VHF radio XD vehicle	364.08	1,834.08
Total Other Equipment				<u>1,834.08</u>	<u>1,834.08</u>
Total Equipment				1,834.08	1,834.08
Land					
Environmental					
Environmental - SAFB					
Bill	03/31/2015	Stinson Leonard Street, LLP	Professional services - March 2015	1,896.38	1,896.38
Total Environmental - SAFB				<u>1,896.38</u>	<u>1,896.38</u>
Total Environmental				<u>1,896.38</u>	<u>1,896.38</u>
Total Land				<u>1,896.38</u>	<u>1,896.38</u>
Total Fixed assets at cost				<u>9,781.39</u>	<u>9,781.39</u>
TOTAL				<u>9,781.39</u>	<u>9,781.39</u>



2015 FINANCE / AUDIT COMMITTEE

March 17, 2015 – 2:30 p.m.
Agenda & Notes

Members Present: Troy Vancil, Board Secretary, Katie Platten, Board Treasurer (via conference call)

Other Committee Meeting Participants: Leslie Corbett, CPA-Clubine and Rettele, Partner in Charge of Field Work, Michelle Swanson, SAA Director Admin. & Finance

- 1. Review February and 2015 YTD Financial Statements**
- 2. Review 2015 Financial Goals**
 - a. Fuel flowage fees**
 - b. Short-term leasing**
 - c. FOL Activity**
 - d. Building occupancy**
 - e. Budget management and expense control**
- 3. Review of Internal Control Procedures Related to Cash and Banking Functions**
- 4. Review of the Role of the Audit Committee**

Purpose of the audit is to provide an independent opinion that the financial statements are fairly presented in all material respects in accordance with generally accepted accounting principles.

Review with the Audit Committee members and meeting participants **the role and purpose** of the Authority's audit committee. The audit committee is a practical tool for ensuring that the governing body provides oversight of regulatory compliance and risk management and periodically considers internal control and financial reporting. The committee provides the means and ensures regular, direct communication between the independent auditors and the governing body. The audit committee also helps preserve and enhance the objectivity of the financial statement audit and provides a forum in which the auditors can candidly discuss audit-related matters with members of the governing board.

The meeting participants to discuss the benefits of having an audit committee including insuring that internal control and financial reporting are reliable, and

providing the public and others who rely on the Authority's financial statements, the confidence that we have taken the steps necessary to do so.

5. Review of Basic Tasks of the Committee

- a. Determining and understanding scope of the independent audit;
- b. Reviewing the financial statements;
- c. Reviewing the independent auditors reports;
- d. Reviewing the comprehensive framework of the Authority's internal control;
- e. Assessing the performance of the independent auditors;
- f. Providing an independent forum for auditors to report findings; and
- g. Reporting back to the full Authority board.

6. Audit Timeline

7. Review of Audit Work Completed to-date on the 2014 Financial Statements

- i. On-site audit fieldwork
- ii. SAA banks of deposit to verify cash
- iii. FAA to verify grant dollars received
- iv. Federal Reserve to verify pledged securities
- v. State Treasurer to verify balance on long-term debt
- vi. U.S. Equal Employment Opportunity Commission to determine if any EEO complaints have been filed and the status, if any.
- vii. KS Human Rights Commission to determine if any complaints have been filed or if any investigations are underway.
- viii. Saline County Treasurer to verify mill levy dollars received

8. Additional testing or information requested from Audit Committee

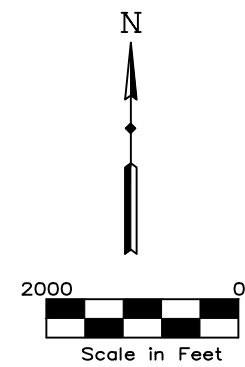
9. Review of standard setting boards, i.e. GASB, FASB and adherence to GAAP

10. Questions and Comments

11. The next audit committee is scheduled for 9:30 a.m. on May 1, 2015 at the M.J. Kennedy Air Terminal Conference Room



Building 620 Universal Forest Products



Drawing Number 1991-04-15



3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)
None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" = 2000' : SCALE
4/17/15 : DATE

F:\Public\Facility_Master\BoardEvents\150422BoardLocationMapUFP.dwg

FIRST ADDENDUM TO LEASE AGREEMENT

This First Addendum to Lease Agreement is made and entered into this ____ day of March, 2015, by and between the **SALINA AIRPORT AUTHORITY**, a Kansas Corporation, of Salina, Saline County, Kansas (the "Authority"), and **UFP HARRISONVILLE, LLC**, a limited liability company authorized to do business in Kansas, with principal offices located at 2600 Precision Drive, Harrisonville, MO 67401, ("Lessee").

Recitals

A. The Authority and Lessee entered into a Lease Agreement, dated February 29, 2012 (the "Lease"), for Unit A of Building 620 along with approximately 1.219 acres of land all located at the Salina Airport Industrial Center located within the City of Salina, Saline County, Kansas (the "Premises").

B. Lessee has notified the Authority that they wish to defer exercising their first three-year option to renew under the Lease until such time as they have certainty of a contract for their services from a primary customer.

C. The Authority desires to grant Lessee a shorter, interim option period which will provide Lessee the ability to continue to lease the Premises beyond the end of the primary term and the necessary time to confirm the primary customer contract before exercising the three-year option period.

D. Now therefore, the parties desire to amend the Lease as follows.

THE PARTIES therefore covenant and agree:

1. Section 19 of the Lease is amended as follows:

19. Option to Renew. Lessee is hereby given the option to renew the Lease of the Premises for one additional term of six (6) months followed by two (2) additional terms of three (3) years each at the expiration of the primary term of this Lease. Lessee shall notify the Authority in writing of Lessee's desire to exercise the option periods no later than sixty (60) days prior to the end of each expiring term.

19.1 The Basis rental for each option period shall be as follows:

Option Period One - May 1, 2015 – Oct. 31, 2015	\$4,370 per month
Option Period Two -Nov. 1, 2015 – Oct. 31, 2018	\$4,395 per month
Option Period Three -Nov. 1, 2018 – Oct. 31, 2021	CPI Adjustment

The Basic Rental for Option Period Three shall be determined by increasing the Basic Rental of the prior 36-month period by the same percentage

as the percentage of increase in the U.S. Government Consumer Price Index (C.P.I.) over the same prior 36-month period. If the C.P.I. over the same prior 36-month period has not shown a net increase, the Basic Rental for the option period shall remain the same as the Basic Rental for the prior 36-month period. The C.P.I. shall be the statistical report prepared and published by the Bureau of Labor Statistics for the United States for all items for all urban consumers or such other index or report substituted therefore by the U.S. Government. The reference basis for the C.P.I. shall be 1967 equals 100 or the most current index base as established by the Bureau of Labor Statistics. The difference between such index nearest to the first day of the prior 36-month and the latest available index to the last day of the prior 36-month period divided by such index nearest to the first day of the prior 36-month period will determine either the percentage of increase in the Basic Rental or that the Basic Rental will remain the same as the prior 36-month period, as provided above.

2. Exercise of Option Period One. Lessee hereby exercises its right to renew the Lease for Option Period One, and the Authority acknowledges and agrees that it has received sufficient and appropriate notice for such exercise. Lessee and the Authority agree that the Lease will terminate on October 31, 2015, subject to Lessee's further rights to exercise options to renew.


3. Other Terms. All of the terms and conditions of the Lease, except as amended by this Addendum, are hereby ratified and shall be in full force and effect.

4. Binding Effect. This Addendum shall be binding upon the heirs, beneficiaries, personal representatives, successors, and assigns of the Authority and the Lessee.

The Authority and the Lessee each have caused this Addendum to be executed by its duly authorized officers on the date shown.

SALINA AIRPORT AUTHORITY
By: _____
Michael L. Hoppock, Board Chairman
Date: _____

ATTEST
By: _____
Troy L. Vancil, Board Secretary
Date: _____

UFP HARRISONVILLE, LLC
By: 
Michael R. Cole
Treasurer

Date: March 26, 2015

DATE: 04/22/15
TO: SAA Board of Directors
FROM: Kenny Bieker
Director of Facilities and Operations
SUBJECT: Project Updates

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

Jviation has submitted the set of plans at 90% complete for the FAA review. The schedule has been delayed in anticipation of receipt of comments from FAA. Since this project will not be constructed in 2015, it is lower on the priority list and is being reviewed following projects with 2015 funding. .

Hangar 509

The service line from the water meter to the building has been replaced by Superior Plumbing.

FAA Part 139 Inspection

Mark Cozad, with the Federal Aviation Administration (FAA) has completed the part 139 inspection and two items were brought up for corrections. Some pavement marking along taxiway Alpha is not visible enough at night and needs repainting. The maintenance crew has completed this. The second item is to have a “table top review” of our airport emergency plan with all entities involved. This will be done in May. One item of interest is our “full scale exercise” which we did in 2013. We were advised that this exercise is not required for our airport.

Pavement Maintenance

The spring time with warmer weather is here now and we are preparing for airfield maintenance items. I completed a survey of the concrete portion of our ramp and put together a plan for concrete repair areas. We do our concrete repair in-house with the maintenance crew. David has been busy already with mowing, spraying weeds, bird control in our buildings etc.

DATE: April 17, 2015
TO: Salina Airport Authority Board of Directors
FROM: Melissa L. McCoy
Manager of Public Affairs & Communications
SUBJECT: April Board Meeting

Email Contact List

- With the addition of 43 new contacts in the last 30 days, our news and other items have the ability to reach active 3157 contacts.
- Our average open rate is 22.11 percent. This represents a 7.44 percent increase over the previous quarter and is only representative of people who open our emails in a separate window, not those who see it in their reading pane. Industry average for similar organizations is 19.08 percent.
- This tells us the people who are on our mailing list are getting the information they are looking for and that we are doing a good job targeting each release.

Recent Events

- The Kansas Department of Transportation- Aviation chose K-State Salina to unveil their new (and amazing) Kansas Aviation Portal. If you missed it, you can check out the news report on KWCH.com.
- We hosted a field trip for Minneapolis' Head Start Program. The kids were really excited to see the ARFF trucks and enjoyed learning a little bit about how airplanes fly. Field trips are just one small way we can reach out and be good stewards to the local community.

Pilots Club Coffee

- Our KLSN Pilots Club Coffee is April 18 at 9 a.m. at the ARFF Station. Tim will give interested parties a first quarter update and AOA Drivers training to anyone who needs it.
- This is a great opportunity for anyone to come learn more about the airport. If you haven't attended one, I encourage you to come out and do so. It's always a good time.

Respectfully,

Melissa L. McCoy

April 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 April Fool's Day	2	3 Good Friday	4
5 Easter Sunday	6 Easter Monday	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22 Earth Day	23	24	25
26	27	28	29	30		

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Meetings & Events

- March 31- April 1 McCoy- Vacation
- 1 12 pm SAA, KSU Coordination Luncheon
11:30 am Avflight Luncheon
3 pm SEDIC
 - 2 9 am EDO Meeting
2 pm Tour Planning Meeting
3 om VanKuren Meeting
3 pm USCTA Policy Board
Dale- Vacation
8 am Tenant Meeting
 - 6 9:30 am Admin Coordination Meeting
 - 7 9 am KSLN & SAIC Marketing & Recruiting Meeting
9:30 am Managers Meeting
1 pm RSAT Meeting
 - 8 8 am Jerry Moran Recognition NAM Award
12 pm Lunch with Leadership
2:30 pm Airport Security discussion
 - 9 Kim- Vacation
7 am City Manager Breakfast
8 am building showing
8:30 am KS Erosion Meeting
11 am Minneapolis Head Start Field Trip
10 am Roundtable discussion
1:30 pm City, County, Chamber, Airport Coordination Meeting
 - 10 8:30 am Tenant Meeting
9:30 am Tenant Meeting
11 am Prospect Meeting
 - 13 3 pm Project Coordination
4 pm City Commission Meeting
 - 14 8:45 am Admin. Staff Meeting

11:30 am Salina Military Affairs Council Meeting
 3:30 pm SAA Audit/Finance Committee meeting
 15 9 am Emily Haug Meeting
 12 am Airport Telecon Conferences
 16 9 am Wellness Committee Meeting
 11:15 am SHRMA Luncheon
 11:30 am Project Salina Kickoff Luncheon
 17 9 am Project Waddle Meeting
 18 9 am KSLN Coffee Club
 20 8 am AOA Drivers Training
 2 pm K-State Photo Shoot
 4 pm City Commission Meeting
 21 9 am KSLN & SAIC Marketing & Recruiting Meeting
 9:30 am Managers Meeting
 4 pm Planning Commission Meeting
 22 8 am Board of Directors Meeting
 1 pm SAA All Employee Meeting
 23- 24 Dale- Vacation
 23 2015 YP Summit
 27 Shelli- Vacation
 2 pm President Thompson Tour
 28 9:30 am Managers Meeting
 3:30 pm Avflight Meeting
 4 pm Board of Directors Study Session
 5 pm Konza Seeds
 30 to May 1 Dale- Vacation

May 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10 Mother's Day	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25 Memorial Day	26	27	28	29	30
31						

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Meetings & Events

- April 30 - May 1 Dale- Vacation
KAPIO Annual Conference
- 1 9:30 am Audit Committee Meeting
 - 4 1 pm Admin Staff Meeting
 - 5 9 am KSLN & SAIC Marketing & Recruitment
9:30 am Managers Meeting
 - 6 5:30 pm KDOC Dinner
 - 7 12 pm Konza Book Club
 - 12 9:30 am Managers Meeting
 - 14 8:30 am Board Meeting Agenda Review
9 am Wellness Committee Meeting
1:30 pm City, County, Chamber, Airport Coordination Meeting
 - 18 1 pm Admin Staff Meeting
 - 19 9 am KSLN & SAIC Marketing & Recruitment
9:30 am Managers Meeting
3:30 pm Audit/Finance Committee Meeting
 - 20 8 am Board Meeting
10 am Burns and Mac Meeting
12 pm Airport Telcon Conferences
 - 21 11:15 am SHRMA Luncheon
12 pm KAA Workshop
 - 22 9 am Schilling Project CEO Meeting
 - 25 SAA Closed- Memorial Day
 - 26 9:30 am Managers Meeting
3:30 pm Avflight Salina FBO Coordination Meeting
 - 27 1 pm SAA Employee Meeting
 - 28 11 am Team Kansas Board of Directors meeting

June 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14 Flag Day	15	16	17	18	19	20
21 Father's Day	22	23	24	25	26	27
28	29	30				

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Meetings & Events

- 1 1 pm Admin Staff Meeting
- 2 9 am KSLN & SAIC Marketing Meeting
9:30 am Managers Meeting
12 pm KONZA Book Club
- 3 12 pm SAA, KSUS Coordination Lunch
- 5- 8 Shelli vacation
- 8 1 pm Admin Staff Meeting
- 9 9:30 am Managers Meeting
2 pm SATC Foundation Board Meeting
- 11 9 am Wellness Committee Meeting
1:30 pm City, County, Airport, Chamber Meeting
- 15 1 pm Admin Staff Meeting
- 16 3:30 pm Audit/ Finance Committee Meeting
- 17 8 am SAA Board of Directors Meeting
12 pm Airport Telcon Conferences
- 18 11:15 am SHRMA Lucheon
12 pm KAA Workshop
- 19 KAA Workshop
- 20 9 am KSLN Coffee Club
- 22 1 pm Admin Staff Meeting
2 pm USCTA Policy Board Meeting
- 23 9:30 am Managers Meeting
3:30 am Avflight Salina FBO Coordination Meeting
- 24 1 pm SAA Employee Meeting
- 26 9 am Salina Public Entities Meeting
- 29 1 pm Admin Staff Meeting
- 30 9 am KSLN & SAIC Marketing Meeting
9:30 am Managers Meeting