



2016 Budget Report
and
Operating Plan



**2016 BUDGET REPORT and OPERATING PLAN
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Mission Statement

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





Code of Ethics Statement

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

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

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

2016 Priorities



Building & Hangar Leasing

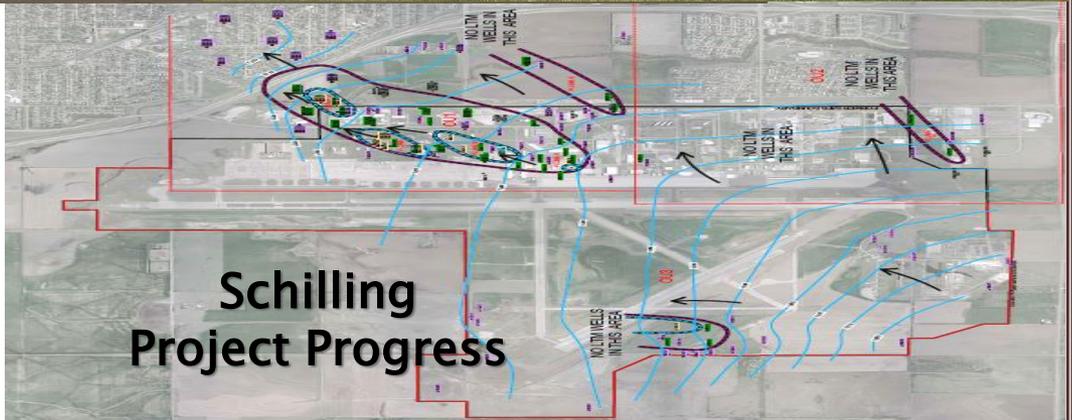
Some cells are approximate figures and generally should not be viewed

Profit and Loss Summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Revenue	\$1,200,000	\$1,200,000	\$200,000	\$1,200,000	\$1,200,000	\$200,000	The remainder may exceed target by 2% due to average execution in the West region.
Gross margin	\$150,000	\$160,000	-\$10,000	\$160,000	\$170,000	-\$10,000	
Gross margin percentage	12.5%	13.3%	-0.8%	13.3%	14.2%	-0.9%	
Operating expenses	\$1,050,000	\$1,040,000	\$10,000	\$1,040,000	\$1,030,000	\$10,000	
Operating profit	\$150,000	\$160,000	-\$10,000	\$160,000	\$170,000	-\$10,000	
Operating margin	12.5%	13.3%	-0.8%	13.3%	14.2%	-0.9%	

Balance Sheet Summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Fixed asset cash flow	\$100,000	\$100,000	\$20,000	\$100,000	\$100,000	\$20,000	Cash flow allowed was due to cash settlement of legal issues with Alaska Inc. in May.
Accounts receivable	\$100,000	\$100,000	-\$10,000	\$100,000	\$100,000	-\$10,000	
Inventory	\$100,000	\$100,000	-\$10,000	\$100,000	\$100,000	-\$10,000	
Total liquid assets	\$200,000	\$200,000	-\$20,000	\$200,000	\$200,000	-\$20,000	
Assets required by debt covenants	\$100,000	\$100,000	\$0	\$100,000	\$100,000	\$0	
Goodwill value	\$100,000	\$100,000	\$0	\$100,000	\$100,000	\$0	
Other Balance Sheet Item	\$100,000	\$100,000	\$0	\$100,000	\$100,000	\$0	Differential due to purchase of new building machine in May.
Property, plant, and equipment	\$500,000	\$500,000	\$0	\$500,000	\$500,000	\$0	
Accounts payable	\$500,000	\$500,000	\$0	\$500,000	\$500,000	\$0	
Long term liabilities	\$500,000	\$500,000	\$0	\$500,000	\$500,000	\$0	
Shareholder equity	\$100,000	\$100,000	\$0	\$100,000	\$100,000	\$0	

Operating Metrics Summary	May Actuals	May Targets	Monthly Variance	YTD Actuals	YTD Targets	YTD Variance	Notes
Number of defects per 1,000 widgets produced	2.30	2.00	0.30	2.40	2.00	0.40	Quality issues were from material defect reported in April. We have changed inspection and material controls.
Production capacity (units per month)	200,000	200,000	0	200,000	200,000	0	
Days of sales outstanding	35	35	0	35	35	0	

Budget Management & Expense Control



Schilling Project Progress



Air Service Improvements



Fuel Flowage Fee Growth

**Salina Airport Authority
2016 Operating Plan**



PRIORITIES

- **Building and hangar leasing**
 - Achieve a 65% or greater occupancy

- **Budget management and expense control**
 - Minimum operating revenue increase of 5%
 - Maximum operating expense increase of 2.3%

- **Schilling Project**
 - Consent Decree, CAFO and Interlocal Agreement compliance
 - RI/FS and Risk Assessment Reports

- **Fuel flowage fee growth**
 - Achieve a minimum 4.5% growth in fuel flowage fees
 - Support Fort Riley APOE/D operations

- **Air service development and marketing**
 - April 1, 2016 EAS air carrier transition
 - Regional air service marketing and promotion program

Salina Airport Authority 2016 Operating Plan



Salina Regional Airport Development and Operations

FAR Part 139 Operations

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

Federal Aviation Administration Airport Improvement Program

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

Kansas Department of Transportation Airport Improvement Program

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

2016 Airfield Maintenance – SAA Staff

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

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

Coordinate KSLN airspace use and procedures

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

Airfield Buildings and Hangars Maintenance

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

Airfield Equipment

- Vericom RFM4000X Decelrometer for measuring runway pavement friction

Equipment Maintenance / Cost Control Initiatives

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

Essential Air Service (EAS) Transition

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

Steve Fossett & Global Flyer Monument

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

**Salina Airport Authority
2016 Operating Plan**



Salina Airport Industrial Center Development and Operations

Industrial Center Buildings

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

Beechcraft Road Improvements

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

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

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

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

Build an annual maintenance plan for all industrial center buildings

Weekly building inspections

Annual insurance inspection and response

Building B310 Clean-up and interior demo

Industrial Center Improvements

- Rail spur upkeep
- Remove Airport Industrial Center guidance signage

Salina Airport Authority 2016 Operating Plan



Schilling Project

Consent Decree Implementation

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

Salina Airport Authority 2016 Operating Plan



Finance and Administration

2015 Financial Statement Audit

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

Marketing and Leasing of Available Hangar and Buildings

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

Short term leasing

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

2016 Lease Renewals

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

2016 T-hangar lease & based aircraft verification

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

Develop new t-hangar construction policy & plan

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

Interim Financial Statement Preparation and Budget Management

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

Long term liability management

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

Risk Management

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

Information Technology Management

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

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

Federal and State Airport Improvement Program Management

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

Human Resource Management

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

Air Service Improvements

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

Air service marketing and promotion

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

Monthly newsletter, "Reporting Points"

- Airport and Airport Industrial Center business features

SAA website updates

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

- Maintain updated airport activity reports

News Releases as needed

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

Maintain SAA buildings and hangar marketing brochures

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

Coordinate airport tours

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

Maintain the SAA Constant Contact distribution list

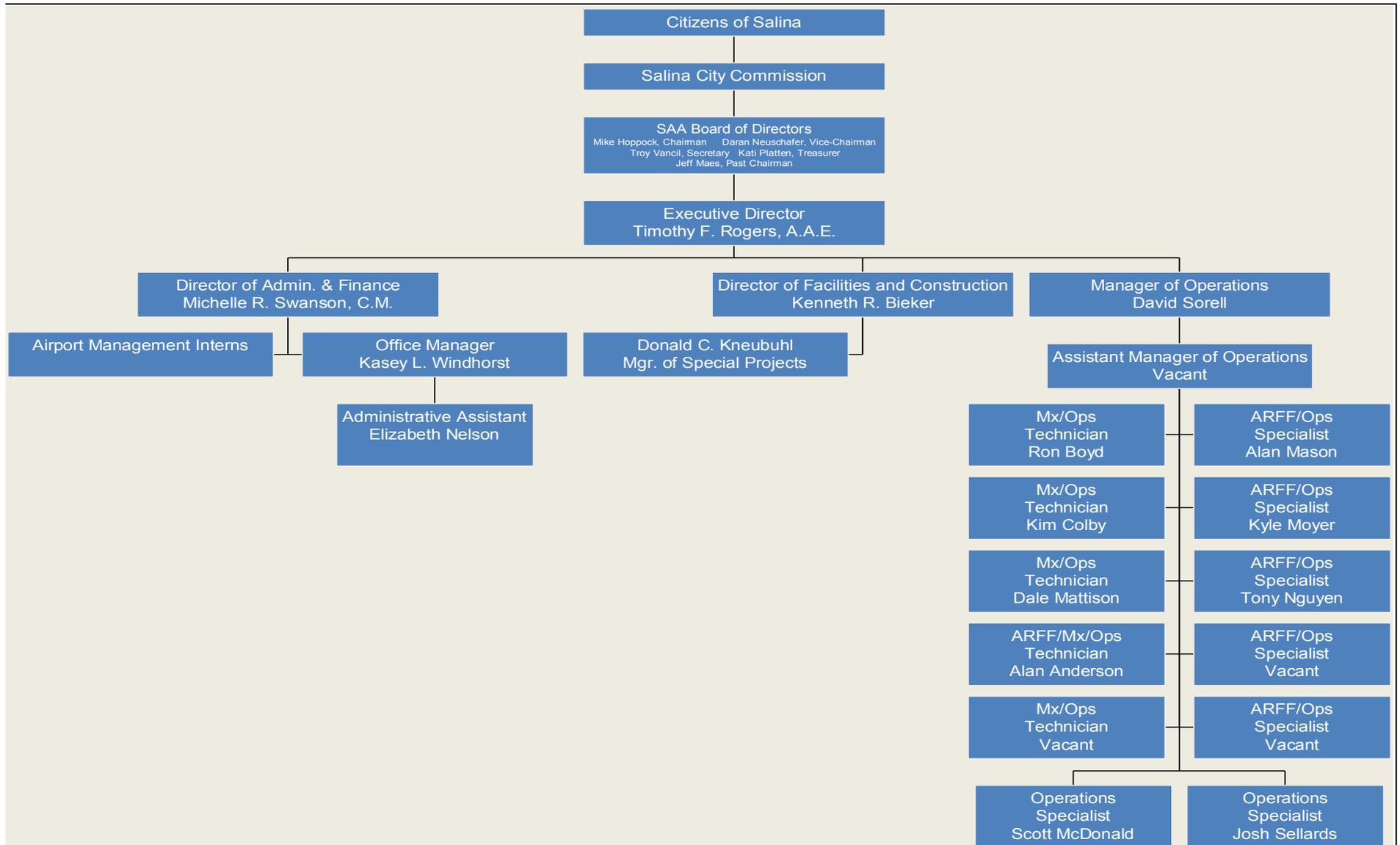
- Update and organize distro list in constant contacts
- Add e-mails from Zimmer prospecting reports
- Track community boards and leaders for names to add

Coordinate direct mailings for available hangars and buildings

- Prepare prospect mailings quarterly
- Utilize Zimmer prospect reports

SALINA Airport Authority

As of January 2016



Base Salaries / Compensation	2012 Budget	2013 Budget	2014 Budget	2015 Budget	2016 Proposed Budget	+/- Budget	% Budget	+/- \$	+/- %
(Admin. Salary Exp.) Acct. No. 500						Over 2015		Four year annual avg.	
Total Administrative Salaries and Compensation	\$ 472,630	\$ 415,006	\$ 409,619	\$ 405,231	\$ 427,281	\$ 23,456	5.8%	\$ (11,337)	-2.65%
(Maintenance Salary Exp.) Acct. No. 600									
Total Maintenance Salaries and Compensation	\$ 371,530	\$ 398,382	\$ 329,836	\$ 330,000	\$ 311,384	\$ (18,616)	-5.6%	\$ (15,037)	-4.83%
TOTALS	\$ 844,160	\$ 813,388	\$ 739,455	\$ 735,231	\$ 738,665	\$ 4,840	0.7%	\$ (26,374)	-3%

Notes:

1. All salary/wages are based upon employee retention objectives, position market value and merit.
2. All wages contingent upon final Board approval of the respective FY budgets.
3. The data represents the cash outlay and does not include year end adjustments for accrued wages and benefits payable.

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

Notes:

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

**Salina Airport Authority
2016
Budget Summary**

12/5/2015

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

**Salina Airport Authority
2016
Budget Summary**

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

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

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

Salina Airport Authority
2016 Budget Summary
Capital Assets

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

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

12/10/2015

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



HANGAR / MISSION OPERATING FACILITY PRICING
January 1, 2016

Forward Operating Location (FOL) Activity

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

The above hangar rental includes the following:

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



HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Additional services available through the SAA

1. Increased Internet speed as follows (rate is per hangar, per month):
a.) 10.0/2.0 - \$690 b.) 25.0/5.0 - \$720 c.) 50.0/10.0 - \$770 d.) 100.0/20.0 - \$840 e.) 150.0/20.0 - \$920
2. Long distance telephone call capability (codes issued per unit's request and ease in tracking utilization) - \$.069/minute
3. Additional land telephone lines - \$50 per line per month.
4. Printer/copier rental as follows (rate is per unit, per month, one month minimum, paper available for \$50/case):
a.) 35/45 PPM, color copier/printer - \$730 b.) 35/45 PPM, back/white copier/printer - \$645
Add \$250 for hard drive removal and surrender to unit.
5. Janitorial services - \$225 per day per facility for detail restroom cleaning and trash removal (can specify certain dates and times for services). For detail office / hangar cleaning services, please contact the SAA for pricing.
6. Port-a-potties - \$100 per week (includes 1 service)
7. Utilization of SAA Logistics and Ground Services Support Equipment - \$180 per day (see separate GSE schedule for equipment listing detail).

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

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

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

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



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HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Services provided by other SAA partners and contact information:

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

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Ground Support Equipment & Logistics

As of January 1, 2016



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

Vehicles

Description:

Chevy 12 Passenger Van



Description:

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



Description:

International Semi Flatbed Truck



Description:

Chevy Blazer



Description:

1986 International Series Stake Bed Truck



Ground Support Equipment

Description:

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



Description:

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



Description:

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



Description:

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



Description:

Bucket Truck Lift, 52' Height range



Description:

Jack up Work Stand, 10' Height Range



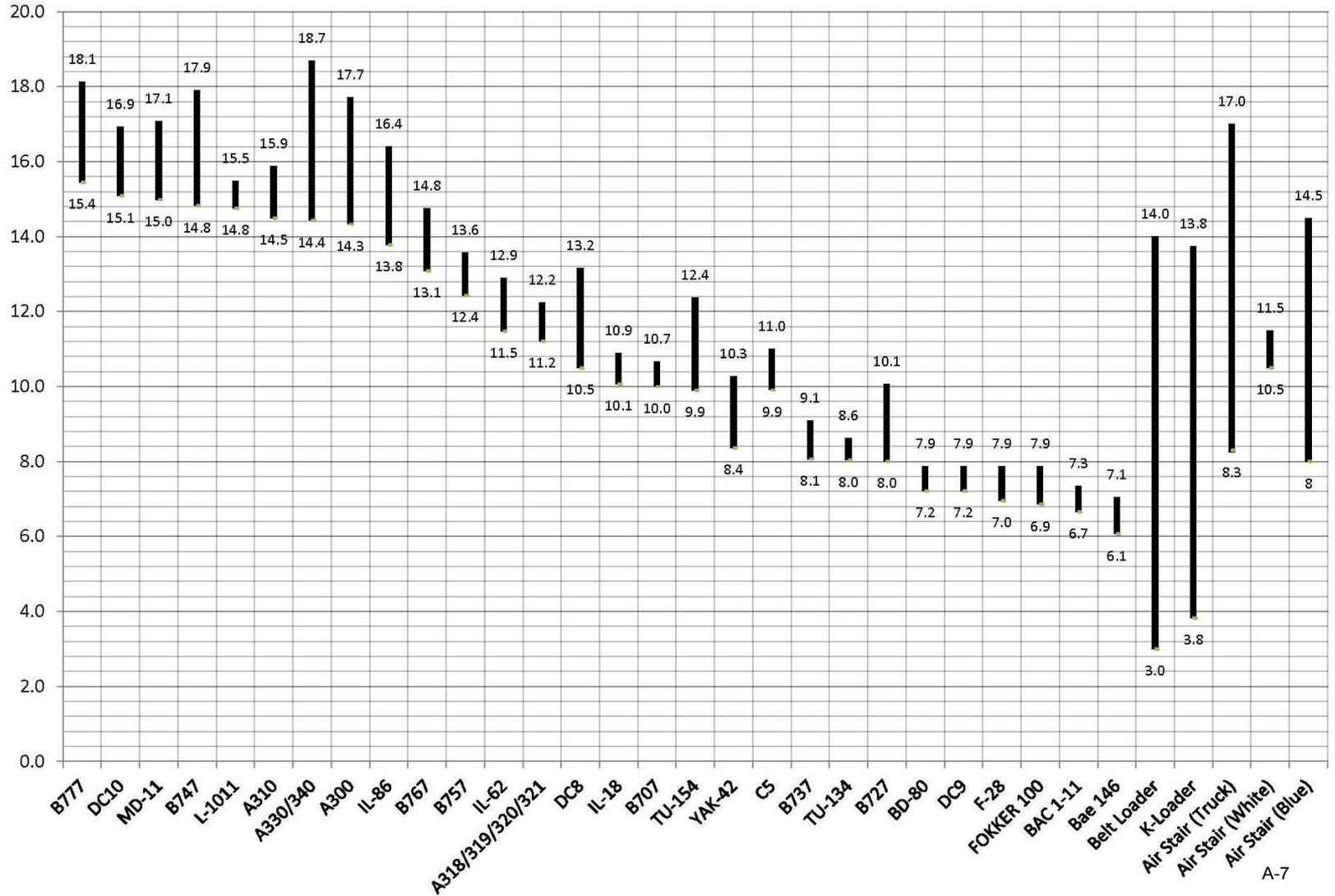
Description:

Portable Loading Ramp, L 36' x W 7'



Height Range

Aircraft Door Sill Heights in Feet (Minimum to Maximum)



Ground Support Equipment

Description:

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



Description:

10K Forklift,
12.6' Height Range



Description:

Grey 2K Forklift,
10.8' Height Range



Description:

10K Forklift,
8.25' Height Range



Description:

4K Forklift,
10.3' Height Range



Man Lift Cage

For fork lift
Platform size:

Ground Support Equipment

Description:

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



Description:

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



Description:

3 sets of Portable
Flood Lamp
35' tall



Description:

12, Tri-max wheeled
fire extinguishers



Ground Support Equipment

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



Description:
Aircraft Tug



Description:
Aircraft Tug,
4,000 lbs Weight
Limit



Description:
Bobtail tug



Ground Support Equipment and Logistics Fee Schedule

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

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

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

* Minimum of 1 hour for equipment rental

Salina Airport Authority

Other Income Fee Schedule

Effective January 1, 2016

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

* Minimum of 1 hour for equipment rental

***SALINA** Airport* *Authority*


***SALINA** Airport*
Industrial Center

Salina Regional
***SLN** Airport*

Aviation
Service
Center
SLN

3237 Arnold | Salina, KS 67401 | 785-827-3914
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