SALINA Airport Authority

2019 Budget Report
and
Operating Plan

Draft

3237 Arnold | Salina, KS 67401 | 785-827-3914
www.salinaairport.com | www.flysalina.com

PROPOSED

2019 BUDGET REPORT and OPERATING PLAN
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SALINA Airport Authority

Mission Statement

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

SALINE SC COUNTY KANSAS 1860

City of Salina

Salina Area Chamber of Commerce

NATIONAL GUARD ALWAYS READY ALWAYS THERE

KANSAS DEPARTMENT OF COMMERCE

Salina Regional SLN Airport

KANSAS DEPARTMENT OF TRANSPORTATION

SALINA TECH SALINA AREA TECHNICAL COLLEGE

SALINA Airport Industrial Center

SALINA KANSAS Salina Community Economic Development Organization

Code of Ethics Statement

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

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

1. Act with honesty and integrity, avoiding actual or apparent conflicts of interest in personal and professional relationships.

2. Provide constituents with information that is accurate, complete, objective, relevant, timely, and understandable.

3. Comply with rules and regulations of federal, state and local governments, and other appropriate private and public regulatory agencies.

4. Act in good faith; responsibly; and with due care, competence, and diligence, without misrepresenting material facts or allowing one's independent judgment to be subordinated.

5. Respect the confidentiality of information acquired in the course of one's work except when authorized or otherwise legally obligated to disclose. Confidential information acquired in the course of one's work will not be used for personal advantage.

6. Share knowledge and maintain skills important and relevant to constituents' needs.

7. Proactively promote ethical behavior as a responsible partner among peers, in the work environment, and in the community.

8. Achieve responsible use of and control over all assets and resources employed or entrusted.

9. Salina Airport Authority executive management also acknowledge and adhere to the American Association of Airport Executives Code of Ethics in the performance of their duties.

2019 Priorities –
On Course for Success

- Schilling Project Next Steps
- Hangar H724 Renovation and K-State Global Aeronautics Initiative
- Taxiway Delta Extension, Runway 12/30 and Runway 17/35 design
- Air Service Development and Marketing
- M.J. Kennedy Air Terminal Building Requirements and Study Plan
- Airport and Airport Industrial Center Leasing
- FOL Activity
- Staffing Requirements
- Fund balance reserve plan and implementation
- T-Hangar Construction Feasibility Study

SAA Building and Hangar Leasing - Nov. 1, 2018 SCORECARD

Leased Properties Since March 2012 > 1-year term or greater

Building/Hangar	Sq. Ft.	Use	Current Lease Rate	Monthly Lease Rate	Lease Type	Estimated Annual Holding Cost Savings	Comments	Current Lease Revenue	Potential New Lease Revenue	Remaining Space Classification: Office	Manufacturing / Warehouse	Aviation/ Aerospace
122	6,034	Office	4.02	2,021	Net	8,500	Leased to Waters, Inc. - Effective 10-15-2013; 10 year firm with two additional 5-year terms; rate adjustments every five years. Lease rate of $4.14. per SF per year when including commercial property insurance billed as additional rental.	24,252				
394	3,951	Office	6.77	2,230	Net	6,000	Leased to Interstates Construction effective 6-1-2016; 3 year firm with one 3 year option that includes rate adjustment to 7.00/SF per year.	26,760				
506-1	4,900	Utility construction shop/equipment storage	4.86	1,985	Net	7,500	Leased to Miller Pipeline effective 4-1-2017; 3-year firm with one year option that includes rate adjustment to $5.08/SF per year.	23,820				
506-2	4,900	Aircraft Storage	3.29	1,345	Net	7,500	Leased to private aircraft owner effective 9-1-2018; 2-year firm.	16,140				
509	45,532	Hangar and Office for Military, Aircrew Training	5.85	22,201	Gross	2,500	Leased to 582d Helicopter Group, FE Warren AFB, effective 6-1-2017; Gross Lease, 1-year firm; 1-year renewal option	266,412				
520, Unit F	2,540	Office/Warehouse/Light Manufacturing	5.70	1,207	Modified Gross	-	Leased to Cross-Midwest Tire -effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	14,482				
520, Unit G	2,869	Office/Warehouse/Light Manufacturing	5.70	1,363	Modified Gross	-	Leased to Cross-Midwest Tire -effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	16,358				
600	9,734	Office/Hangar/Multi-purpose	5.68	4,610	Modified Gross		Leased to Kansas State University Polytechnic-Interim Applied Aviation Research Center	55,320				
620-A	19,215	Light manufacturing or warehouse	3.51	6,015	Net	17,500	Leased to Universal Forest Products effective 5/1/12 ; entered into second 3-year term on 10-1-15	67,440				
655	43,638	Light manufacturing or warehouse	1.95	7,090	Modified Gross	33,771	Leased to Tischlerei - Effective 5/1/12, 8 year, 8 month firm lease with graduated increases to $1.95 after 2 years and cpi thereafter.	85,080				
655	59,961	Warehouse	2.01	10,043	Modified Gross	12,000	Leased to Exide Batter for Storage Effective Sept. 1, 2017	120,510				
713	42,649	Light manufacturing or warehouse	1.36	6,245	Net	25,000	Leased to AAL Organic, for industrial recycling	58,050				
723	9,359	Machine shop or warehouse	3.12	2,600	Net	13,907	Leased to Wichita Winwater Works Co. - effective 4/1/14; 2 year term lease with options.	29,160				
1021	1,063	Office	5.55	492	Modified Gross		Leased to Quality Drive Away as bus disptach center.	5,904				
1021	30,496	Warehouse facility - erosion control wattles and blankets	1.40	3,550	Net	23,000	Leased to Ks Erosion Control, LLC., 1 year term $1.34/SF/YR. Storage only.	42,600				
1021	34,863	Manufacturing facility - erosion control wattles and blankets	4.75	13,800	Net	33,248	Leased to Ks Erosion Control, LLC., 75.5 month term with graduated rental schedule from $0.00-$4.75/SF/YR. Total term rent $902,078	165,600				
Total Long-term Leased	321,704		3.16	86,797		190,426		1,017,888				

Leased Properties - Current Short-term <1-year term

626	35,867	Warehousing	2.00	5,975	Modified Gross	10,000	Leased to Exide Battery for temporary inventory storage	71,700				
959	35,840	Warehousing	2.00	5,975	Modified Gross	12,000	Leased to Exide Battery for temporary inventory storage	71,680				
Total Short-term Leased	71,707		2.00	11,950		22,000		143,380				

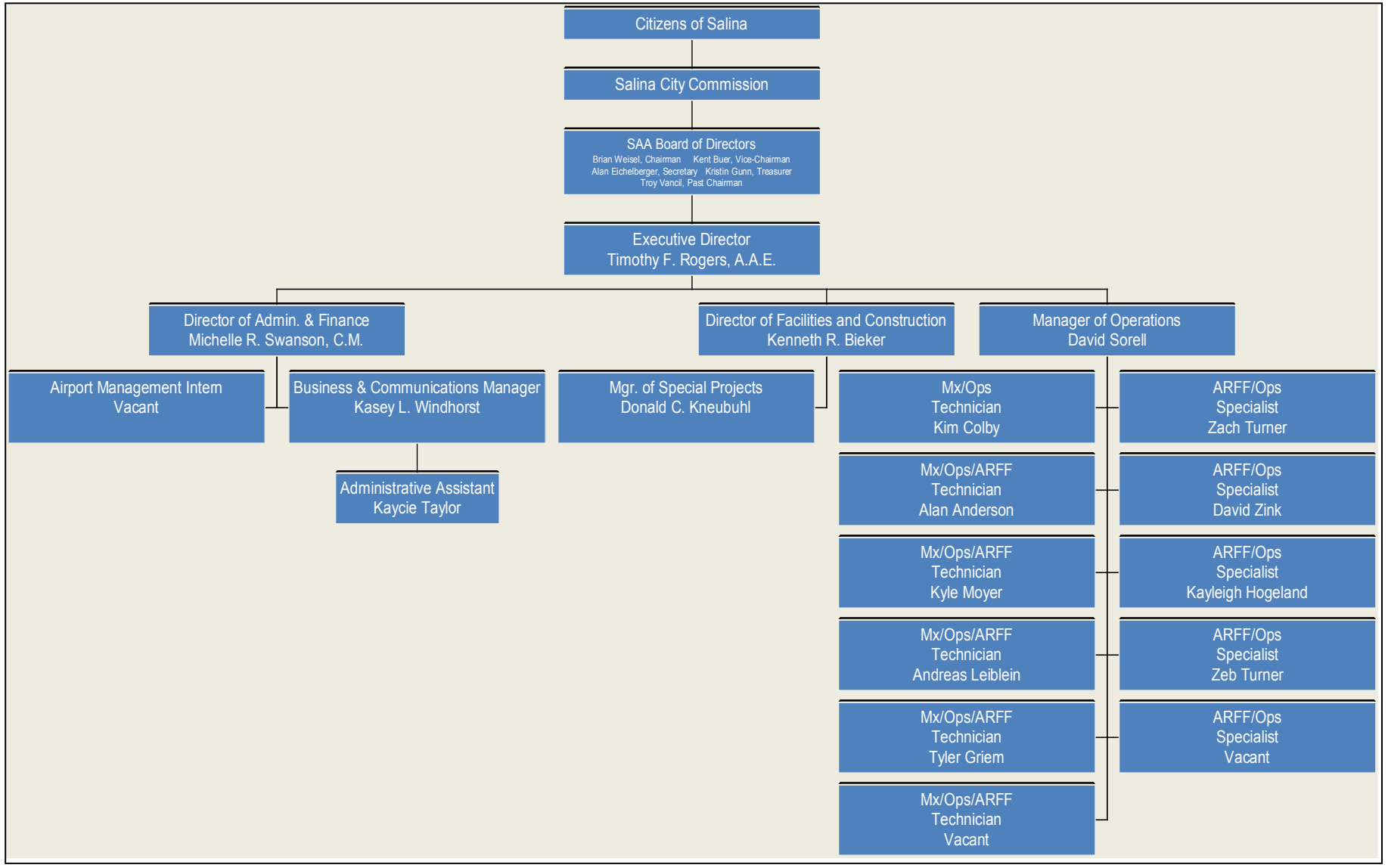
Properties Available for Lease

313	11,884	Office/Warehouse/Light Manufacturing	5.15	5,100	Net	-			61,203		11,884	
412	13,640	Office/Warehouse/Light Manufacturing	6.00	6,820	Net	-	Facility became available Oct. 1, 2016		81,840	2,120	11,520	
520-A	5,350	Office/Light manufacturing	5.75	2,564	Modified Gross		Facility became available Oct. 2017		30,763	5,350		
504	5,617	Aircraft hangar storage	3.10	1,450	Modified Gross	-	Facility became available on Nov. 1, 2018		17,400			5,617
600 (SF Remaining)	58,574	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	30,751	Net	-			369,016			58,574
606	49,222	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	25,842	Net	-			310,099			49,222
673	8,583	Warehouse	1.00	715	Net	-			8,583		8,583	
724	30,665	Warehousing	1.95	4,983	Modified Gross	-			59,797		30,665	
820	2,256	Office	15.00	2,820	Net		Facility became available Mar. 1, 2018		33,840	2,256		
824	12,353	Office and warehouse or vehicle maintenance	2.95	3,037	Net	-			36,441		12,353	
959	129,734	Narrow body aircraft storage & MRO or heavy manufacturing	6.95	75,138	Net	-			901,651			129,734
1021 (SF remaining)	3,331	Office	5.50	1,527	Net	-				3,100		
Total Available For Lease	331,209		5.77	160,746					1,910,632	12,826	75,005	243,147

Total SAA Bldg. Sq. Ft.	**1,163,471**	**Compared to Fall 2016**	**Compared to April 2014**		
Total Leased	**832,262**	**699,241**	**677,355**		
Vacancy	**28%**	**40%**	**42%**		
Occupancy	**72%**	**60%**	**58%**		
Balance to 2019 Goal of 80% occupancy	**98,515**				

SALINA Airport Authority

January 2019



Salina Airport Authority
Wages and Salaries

2019 Staffing and Compensation Plan

Base Salaries / Compensation	2014 Budget	2015 Budget	2016 Budget	2017 Budget	2018 Budget	Proposed 2019 Budget	+/- Budget	% Budget	+/- $	+/- %
(Admin. Salary Exp.) Acct. No. 550							Over 2018		Five year annual avg.	
Total Administrative Salaries and Compensation	$ 409,619	$ 405,231	$ 427,281	$ 448,645	$ 488,020	$ 497,780	$ 9,760	2.0%	$ 17,632	4.3%
(Maintenance Salary Exp.) Acct. No. 660										
Total Maintenance Salaries and Compensation	$ 329,836	$ 330,000	$ 311,384	$ 325,400	$ 341,670	$ 362,170	$ 20,500	6.0%	$ 6,467	2.0%
TOTALS	$ 739,455	$ 735,231	$ 738,665	$ 774,045	$ 829,690	$ 859,950	$ 30,260	3.6%	$ 24,099	3.3%

Employee Name	Title	Years of Service
(Admin. Salary Exp.) Acct. No. 550		
Timothy F. Rogers, A.A.E.	Executive Director	33 years
Michelle R. Swanson, C.M.	Director of Administration & Finance	22 years
Kenneth R. Bieker	Director of Facilities and Construction	10 years
David Sorell	Manager of Operations	6 years
Kasey L. Windhorst	Business and Communications Manager	14 years
Donald C. Kneubuhl	Manager of Special Projects	52 years
Kaycie L. Taylor	Administrative Assistant	9 month
(Maintenance Salary Exp.) Acct. No. 660		
Kim Colby	Maintenance/Operations Technician	33 years
Alan Anderson	Maintenance/Operations/ARFF Technician	8 years
Kyle Moyer	Maintenance/Operations/ARFF Technician	6 years
Andreas Leiblein	Maintenance/Operations/ARFF Technician	1 year
Tyler Griem	Maintenance/Operations/ARFF Technician	1 year
Zach Turner	ARFF/Operations Specialist	2 years
David Zink	ARFF/Operations Specialist	1 year
Kayleigh Hogeland	ARFF/Operations Specialist	7 months
Zeb Turner	ARFF/Operations Specialist	7 months

Salina Airport Authority
2019
Budget Summary

11/7/2018

	2015 Actual	2016 Actual	2017 Actual	2018 Budget	2019 Preliminary Budget	2018/2019 +/-	2018/2019 %
Operating Income							
Airfield revenue							
Fuel Flowage Fees	$ 189,532	$ 145,280	$ 202,728	$ 198,000	$ 200,000	$ 2,000	1.0%
Hangar rent	472,454	469,826	416,818	435,000	576,307	$ 141,307	32.5%
Landing fees	7,668	8,545	46,873	15,000	25,000	$ 10,000	66.7%
Ramp rent	49,851	52,518	46,572	50,000	50,000	$ -	0.0%
Total Airfield revenue	719,505	676,169	712,991	698,000	851,307	$ 153,307	22.0%
Building and land rent							
Agri land rent	53,673	56,354	55,774	55,000	56,000	$ 1,000	1.8%
Building rents	815,922	919,606	1,028,932	1,072,950	1,126,660	$ 53,710	5.0%
Land rent	189,200	188,897	216,391	210,000	220,920	$ 10,920	5.2%
Tank rent	9,540	9,696	9,736	9,500	11,970	$ 2,470	26.0%
Total Building and land rent	1,068,335	1,174,553	1,310,833	1,347,450	1,415,550	$ 68,100	5.1%
Other revenue							
Airport Promotion	-	31,185	63,952	78,500	110,000	$ 31,500	40.1%
Commissions	20,710	20,895	36,544	35,000	35,000	$ -	0.0%
Other income	67,953	54,064	88,980	65,000	80,000	$ 15,000	23.1%
Total Other revenue	88,663	106,144	189,476	178,500	225,000	46,500	26.1%
Gross Operating Income	$ 1,876,503	$ 1,956,866	$ 2,213,300	$ 2,223,950	$ 2,491,857	$ 267,907	12.1%
Operating Expense							
Administrative expenses							
A/E, consultants, brokers	$ 19,904	$ 33,076	$ 10,307	28,000	21,000	$ (7,000)	-25.0%
Airport promotion	9,722	44,998	72,558	86,500	194,950	108,450	125.4%
Bad Debt Expense	3,422	2,191	-	-	15,000	15,000	100.0%
Computer/Network Admin.	12,096	16,049	15,298	13,750	19,143	5,393	39.2%
Dues and subscriptions	20,781	23,047	26,970	25,500	25,000	(500)	-2.0%
Employee retirement	185,676	31,386	41,605	75,307	77,566	2,259	3.0%
FICA and medicare tax expense	50,468	51,886	57,094	60,576	62,393	1,817	3.0%
Industrial development	-	15,000	25,000	50,000	30,000	(20,000)	-40.0%
Insurance, medical	176,485	164,895	191,254	224,634	225,000	366	0.2%
Insurance, property/liability	145,433	142,859	142,721	144,862	166,591	21,729	15.0%
Kansas unemployment tax	684	709	769	1,000	1,000	-	0.0%
Legal and accounting	41,905	31,129	19,274	32,500	32,500	-	0.0%
Office salaries	389,267	431,540	462,291	488,020	497,780	9,760	2.0%
Office Supplies	6,487	8,394	8,125	7,000	6,000	(1,000)	-14.3%
Other administrative expense	4,444	6,216	9,523	5,000	10,875	5,875	117.5%
Postage	2,030	1,769	2,165	3,000	3,000	-	0.0%
Property appraisal expense	-	-	-	-	-	-	0.0%
Property tax expense	154,466	151,003	151,239	145,000	153,700	8,700	6.0%
Special Events	-	-	389	1,000	1,000	-	0.0%
Telephone	16,565	16,318	17,608	17,500	18,375	875	5.0%
Training	4,824	1,411	175	5,000	7,000	2,000	40.0%
Travel and meetings	8,386	9,805	9,770	11,500	12,000	500	4.3%
Total Administrative expenses	$ 1,253,045	$ 1,183,681	$ 1,264,135	$ 1,425,649	$ 1,579,874	$ 154,225	10.8%
Maintenance expenses							
Airfield maintenance	16,812	33,712	23,071	30,000	30,900	900	3.0%
Airport Security	793	582	997	500	4,000	3,500	700.0%
Building maintenance	34,998	75,786	106,497	47,500	71,250	23,750	50.0%
Equipment fuel and repairs	63,791	64,407	123,747	65,000	90,000	25,000	38.5%
Fire Services	14,511	14,952	16,718	20,000	19,000	-1,000	-5.0%
Grounds maintenance	2,117	3,396	4,481	4,000	4,500	500	12.5%
Maintenance salaries	308,435	277,613	349,681	341,670	362,170	20,500	6.0%
Other maintenance expenses	13,716	15,403	16,602	20,000	20,000	0	0.0%
Snow removal expense	1,936	3,163	514	22,000	20,000	-2,000	-9.1%
Utilities	241,064	225,174	254,180	200,000	240,000	40,000	20.0%
Total Maintenance expenses	698,173	714,188	896,488	750,670	861,820	111,150	14.8%
Total Expense	1,951,218	1,897,869	2,160,623	2,176,319	$ 2,441,694	265,375	12.2%
Total Operating Net Before Depreciation	$ (74,715)	$ 58,997	$ 52,677	$ 47,631	50,163	$ 2,532	5.3%

	A	B	C	D	E
1					
2	**A/E Consultants, Brokers - 500**				
3	Salina Airport Authority				
4	*2019 Sub-Category Detail Budget*				
5					
6	Item Description		2018 Projected Actual		2019 Budget
7	FHSU Docking Institute		$ 11,800		$ -
8	Broker Fees		10,173		-
9	AARC		5,000		-
10	Baker Donelson		-		20,000
11	Miscellaneous survey work		-		1,000
12	Total Estimated A/E Consultants, Brokers Ex.		$ 26,973		$ 21,000
13					
14					
15	**Airport Promotion - 502**				
16	Salina Airport Authority				
17	*2019 Sub-Category Detail Budget*				
18					
19	Item Description		2018 Projected Actual		2019 Budget
20	Emico / Media Buys		$ 72,500		$ 81,000
21	Arkstar Consulting		58,166		60,000
22	Arkstar Travel Reimbursement		13,712		5,000
23	Arkstar Marketing/Ads		9,457		12,000
24	Airline ticket giveaways		5,337		-
25	Website		4,500		5,000
26	Terminal Food & Beverage		4,290		5,000
27	TPEC Sponsorship		4,000		4,000
28	Apparel		3,675		4,000
29	Promotion supplies (paper, cardstock)		3,500		3,000
30	Terminal photos		3,065		1,500
31	Newsletter (contract reporter)		3,000		9,000
32	Fly in GA Breakfast		2,500		2,500
33	KAA Conf		1,500		-
34	Terminal supplies - charging stations, banners		1,377		1,500
35	Chamber Banquet & Day at the Capital		810		850
36	Fossett Plaza dedication		690		-
37	Hangar Network		500		500
38	Crew/supplier appreciation		370		-
39	SAFB Memorabilia		96		100
40	Total Estimated Airport Promotion Expense		$ 193,046		$ 194,950
41					
42					
43	**Computer / Network Admin. - 510**				
44	Salina Airport Authority				
45	*2019 Sub-Category Detail Budget*				
46					
47	Item Description		2018 Projected Actual		2019 Budget
48	Nex-tech (Internet service at Terminal Bldg. ARFF Station and Maint. Shop)		$ 1,656		$ 1,800
49	Nex-tech (Internet service at H600)		1,656		1,080
50	AutoCAD subscription renewal		542		575
51	Nex-tech Network Support & Server Rental		6,528		10,128
52	Nex-tech IT support (on-call)		2,200		2,500
53	Office 365 Subscription & domain renewals (11 licenses)		2,046		2,060
54	Web hosting, domain renewals, SSL certificates		615		700
55	Misc. computer supplies		280		300
56	Total Estimated Computer / Network Admin. Expense		$ 15,523		$ 19,143

Dues & Subscriptions - 515

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
AAAE dues Rogers	$ 275	$ 275
AAAE dues Swanson	275	275
Abilene Chamber of Commerce	-	280
Adobe Acrobat	450	360
Aircraft Owners & Pilot Assocation (AOPA)	159	165
Airport News & Training Network (ANTN) Subbscription	1,254	1,300
ARFF recurrent training.com subscription	1,180	1,225
Century Business Systems (Copier Services Agreements	1,646	
Constant Contacts	607	625
Cox Cable TV (B120)	1,618	1,650
Document Resources (shredding & recycling service)	240	240
Gov't Finance Officers Association Swanson	135	135
Insurance information exchange (iiX) MVR reports	115	130
Intuit Qb payroll / tax tables	610	700
Keating & Associates (Cafeterial plan admin fees)	521	528
KS Association of Airports	100	100
KS Hunting Licenses	30	30
KDHE (UST tank permits)	120	130
KS Gov. Info Network of Ks	125	125
LoopNet (online real estate listing)	1,200	5,125
McPherson Chamber of Commerce		500
Military Affairs Council	250	250
Newspapers.com	150	150
Salina Chamber of Commerce BAH fast pass	40	40
Salina Country Club Dues Rogers	5,488	5,653
Salina Journal	260	265
SAMs Club membership	665	680
Sirius XM (XD)	226	230
US Contract Tower Association (USCTA)	2,600	2,700
Wall Street Journal online	285	445
Wichita Business Journal	109	-
Other		689
Total Estimated Dues & Subscription Expense	$20,733	$25,000

Employee Retirement - 520

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Admin KPERS Wages	$ 438,645	$ 460,320
Maint/ARFF KPERS Wages	320,640	341,670
Total KPERS Wages	759,285	801,990
Jan - Dec Employer Contribution Rate	8.46%	8.39%
Jan - Dec Death/Disability Rate	1.00%	1.00%
Total Employer Contribution Rate (Weighted)	9.46%	9.39%
Total Estimated KPERS Expense	$ 71,828	$ 75,307

FICA - 523

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Admin Social Security Wages	$ 409,537	$ 452,620
Maint. Social Security Wages	319,187	342,670
Less Section 125 Plan Estimate	(13,800)	(8,400)
Total Social Security Wages	$ 714,924	$ 786,890
Social Security Employer Tax Rate	6.20%	6.20%
Total Social Security Tax Expense	$ 44,325	$ 48,787
Item Description		Budget
Admin Medicare Wages	$ 451,164	$ 478,720
Maint. Medicare Wages	312,392	342,670
Less Section 125 Plan Estimate	(13,800)	(8,400)
Total Medicate Wages	$ 749,756	$ 812,990
Medicare Employer Tax Rate	1.45%	1.45%
Total Medicare Tax Expense	$ 10,871	$ 11,788
Total Estimated FICA Expense	$ 55,197	$ 60,576

	A	B	C	D	E
1	**Industrial Dev. - 525**				
2	Salina Airport Authority				
3	*2019 Sub-Category Detail Budget*				
4					
5	Item Description		2018 Projected Actual		2019 Budget
6	Salina Community Economic Development Organization		$ 50,000		$ 20,000
7	UAS Conference Sponsorship				3,571
8	Salina Chamber Workforce Development and Recruitment Services Contract				2,500
9	Other				3,929
10	Total Estimated Industrial Dev. Expense		$ 50,000		$ 30,000
11					
12	**Insurance - Medical - 530**				
13	Salina Airport Authority				
14	*2019 Sub-Category Detail Budget*				
15					
16	Item Description	Qty	Unit Monthly		2019 Budget
17	Medical/Dental/Prescription				
18	Family	7	$ 1,600		$ 134,400
19	Employee plus 1	4	1,332		63,936
20	Single	5	597		35,820
21					
22	Less (Non-Exempt) Employee Contribution (Family)	7	(100)		(8,400)
23	Less (Non-Exempt) Employee Contribution (Employee plus 1)	4	(80)		(3,840)
24	Less (Non-Exempt) Employee Contribution (Single)	5	(20)		(1,200)
25					
26	Health/Wellness Memberships				1,872
27					
28					
29	City of Salina (Life) - $.14 per $1,000 annual salary rounded to nearest $1,000	16	790		1,770
30	City of Salina (Life-dependent)	11	3.084		407
31					
32	Genworth Life Policy				235
33					
34	Adjustment for Plan Year Effective Feb 1				-
35					
36	Total Estimated Insurance-Medical Expense				$ 225,000

Commercial Property / Liability Insurance Expense Analysis 2015-2019

Revised 11-13-18

	2015 Actual	2016 Actual	2017 Actual	2018 Actual	2019 Quoted	+/- Expiring	% Expiring
Commercial Property							
Invoiced / Quoted	101,296.50	100,659.00	97,836.15	101,041.50	110,859.00	9,817.50	9.7%
Addition of Fossett Plaza			85.85			-	
Inland Marine	2,907.00	3,028.00	3,007.00	3,055.00	3,055.00	-	0.0%
Inland Marine Audit		47.00	(81.00)			-	
Remove Bldg. 394		(225.25)				-	
Return premium (H713 & H724 move to ACV)	(2,797.35)	-				-	
Total Commercial Property Insurance Expense	**101,406.15**	**103,508.75**	**100,848.00**	**104,096.50**	**113,914.00**	**9,817.50**	9.4%
Auto Policy							
Invoiced / Quoted	15,610.00	16,326.00	14,885.00	17,619.00	19,399.00	1,780.00	10.1%
Add DRMO Dump Truck	307.00					-	
Add vehicles to policy			1,080.00	839.00		(839.00)	-100.0%
Delete sold vehicles		(1,715.00)	(117.00)			-	
Total Commercial Auto Policy Expense	15,917.00	14,611.00	15,848.00	18,458.00	19,399.00	**941.00**	5.1%
Commercial Aviation and General Liability (Airport & Industrial Center Liability), including hangarkeeper's							
Invoiced / Quoted	**2,538.00**	**2,538.00**	**2,538.00**	**2,463.00**	**2,635.00**	**172.00**	7.0%
Public Officials Errors and Omissions							
Invoiced / Quoted	**5,598.30**	**5,692.38**	**5,839.26**	**5,839.26**	**4,315.00**	**(1,524.26)**	-26.1%
Worker's Compensation							
Invoiced / Quoted	9,774.60	7,355.70	6,980.40	6,889.50	18,012.00	11,122.50	161.4%
Workers' comp audit & mod rating credit	(1,609.20)	(1,707.00)	(355.50)	977.40		(977.40)	-100.0%
Workers Comp KS Rate Change or Dividend	(792.90)	(380.00)				-	
Total Worker's Compensation Expense	**7,372.50**	**5,268.70**	**6,624.90**	**7,866.90**	**18,012.00**	**10,145.10**	129.0%
UST Liability							
Invoiced / Quoted	**1,900.80**	**1,900.80**	**1,425.60**	**1,425.60**	**1,426.00**	**0.40**	0.0%
(Commission Deletion)							
Crime							
Invoiced / Quoted	**1,120.80**	**1,084.60**	**1,084.60**	**1,084.60**	**1,085.00**	**0.40**	0.0%
Other							
Notary Renewals		50.00		50.00	-	(50.00)	-100.0%
Total Property/Liability Insurance Premiums	135,853.55	134,654.23	134,208.36	141,283.86	160,786.00	19,502.14	13.8%
Broker Fee (Lockton 2013-2019)	16,500.00	17,000.00	17,500.00	18,000.00	18,000.00	-	0.0%
Risk Manager Fee (Charlesworth 2010-2019)	6,600.00	6,600.00	6,600.00	6,600.00	6,600.00	-	0.0%
Total Property/Liability Insurance Premiums & Fees	158,953.55	158,254.23	158,308.36	165,883.86	185,386.00	19,502.14	11.8%
Commercial Property Insuranced Billed as Additional Tenant Rental	(13,448.99)	(15,394.81)	(15,531.60)	(17,218.90)	(17,500.00)	281.10	1.6%
Previous Year Adjustments/Credits							
Net Property/Liability Insurance Expense	145,504.56	142,859.42	142,776.76	148,664.96	167,886.00	19,221.04	12.9%
Budget	155,000.00	150,000.00	150,000.00	144,862.00	166,591.00	21,729.00	15.0%
+/- Actual vs. Budget	(9,495.44)	(7,140.58)	(7,223.24)	3,802.96	1,295.00	(2,507.96)	-65.9%
NATA Good Experience Return							
KS UST Policy Dividend	(71.25)		(56.11)			-	
Net Property/Liability Insurance Expense After Returns & Dividends	145,433.31	142,859.42	142,720.65	148,664.96	167,886.00	19,221.04	12.9%

KS Unemployment - 540

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Admin Taxable Wages		$ 512,398
Maint. Taxable Wages		375,804
Less Section 125 Plan Estimate		(7,500)
Total Taxable Wages		880,702
SUTA Tax Rate		0.001000
Total SUTA Tax Expense		$881

Update

Legal & Accounting - 545

Salina Airport Authority

2018 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Spencer Summers, Annual Audit	$ 14,800	$ 14,800
Clark, Mize & Linville, Legal Fees	14,695	15,700
Woods & Durham, Y/E assistance and fixed assets	2,505	2,000
Total Estimated Legal & Accounting	$32,000	$32,500

Office Supplies - 555

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Century Business System (Savin service/supplies agreement)		$ 242
Century Business System (Savin overage)	225	600
Century Business System (Kyocera service/supplies agreement)		396
Century Business Systems (Kyocera copies)	403	4,000
Paper, general office supplies		762
	$628	$6,000

Other Admin. - 560

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Drug screening and physicals	$ 900	$ 950
Employee background checks	1,480	500
GFOA/CAFR submittal	-	400
Merchant Processing Fees	3,000	3,500
Water / coffee conf. room	1,575	1,575
Awards, Recognition Items	1,335	1,500
Bank equip/fees	1,600	1,700
MVR reports	215	250
Other	500	500
Total Other Admin. Expense	$10,605	$10,875

Postage - 565

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
USPS	$ 2,500	$ 2,200
Fed-Ex	280	300
UPS	260	250
Other	250	250
Total Estimated Postage Expense	$3,290	$3,000

Property Appraisal Expense - 570

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
	$ -	$ -
Total Estimated Property Appraisal Expense	$0.00	$0.00

Special Events- 580

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Candy Canes & Airplanes	$ 200	$ 250
Christmas activities Terminal Bldg.	200	350
Press conferences	150	150
Parade supplies		150
Other		100
	$ 550	$ 1,000

Telephone - 585

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Cox - fire alarm phone lines (B620 & B655)	$ 755	$ 770
Executive Answering Service	855	872
Nex-Tech Wireless (cell & wireless devices)	5,500	5,610
Telephone lines, incl. fire alarm lines (B120, H600, H606, B700, B1021, B959)	10,500	10,873
Misc. phone supplies	200	250
	$17,810	$18,375

Training - 590

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Wildlife Hazard	$ 1,750	$ 2,000
ASOS Training	1,500	1,500
CPR	979	1,000
4-States Airport Conference Registration	825	900
KAA Conference	550	250
Airport Security Coordinator Training	500	500
Other	500	850
	$6,604	$7,000

Travel & Meetings - 595

Salina Airport Authority

2019 Sub-Category Detail Budget

Item Description	2018 Projected Actual	2019 Budget
Luncheons	$ 1,850	$ 2,500
Conference and Registration Fees	1,216	3,500
Hotel and travel expenses	750	2,000
Mileage Reimbursement	2,500	3,000
Other	500	1,000
	$6,816	$12,000

	A	B	C	D	E
2	**Airfield Maintenance - 600**				
3	Salina Airport Authority				
4	*2019 Sub-Category Detail Budget*				
5					
6	Item Description		2018 Projected Actual		2019 Budget
7	Lighting and signage		$ 10,716		$ 11,000
8	Pavement maintenance and patching		8,408		8,500
9	Pavement markings		850		1,000
10	Perimeter fencing		6,256		6,000
11	Vegetation Control		2,800		2,900
12	Wildlife control				500
13	Windsocks, PAPIs		1,500		1,000
14	Total Estimated Airfield Maintenance Expense		$30,530		$30,900
15					
16	**Building Maintenance - 620**				
17	Salina Airport Authority				
18	*2019 Sub-Category Detail Budget*				
19					
20	Item Description		2018 Projected Actual		2019 Budget
21	Fire Alarm Monitoring		$ 2,700		$ 2,781
22	PH 305 statistical inventory (SIR) services		1,452		1,469
23	Terminal Bldg. contract cleaning service		21,600		21,600
24	Cleaning / janitorial supplies (all buildings)		5,580		6,000
25	Doors (overhead, personnel, bldg. interior)		5,100		5,000
26	Bldg keys/cores		2,300		2,500
27	H600 Elevator		1,000		1,000
28	Electrical and lighting		4,625		4,800
29	Fire suppression and extinguishers		4,750		4,750
30	HVAC / ventilation systems		8,900		8,000
31	Plumbing / drinking water systems / service lines		7,250		7,000
32	Pumphouse 305 and self-serve avgas station		850		850
33	Roofing		1,500		1,000
34	Termite / pest control		4,400		3,000
35	Painting		1,500		1,000
36	Parking lot / sidewalks		750		500
37	Total Estimated Bldg. Maintenance Expense		$74,257		$71,250
38					

	A	B	C	D	E
1					
2	**Equip., Fuel & Repairs - 630**				
3	Salina Airport Authority				
4	*2019 Sub-Category Detail Budget*				
5					
6	Item Description		2018 Projected Actual		2019 Budget
7	Batteries		$ 1,575		$ 1,600
8	Communications equipment		4,575		4,700
9	Equipment Rental (Airgas cylinder, lifts)		1,950		2,500
10	Filters/oil/fluids		3,800		4,100
11	Fire Trucks		2,800		3,500
12	Fuel		27,500		28,000
13	Mowers/tractors		8,500		8,900
14	Other large equipment (k-loader, air stairs, man lift, fork lift)		9,500		9,750
15	Other small equipment (air compressors, floor scrubbers, sealers, chain saws)		4,000		4,500
16	Snow removal equipment		4,500		4,700
17	Tires		5,200		5,400
18	Vans, smaller trucks, pathfinders		2,500		3,350
19	Vehicle allowance		8,700		9,000
20	Total Estimated Equip., Fuel & Repair Expense		$85,100		$90,000
21					
22					
23	**Other Maintenance Expense - 670**				
24	Salina Airport Authority				
25	*2019 Sub-Category Detail Budget*				
26					
27	Item Description		2018 Projected Actual		2019 Budget
28	Trash Services		$ 6,000		$ 7,500
29	Uniforms (ARFF & MX)		8,500		9,000
30	Misc. tools & supplies		3,000		3,500
31	Total Other Mx. Expense		$17,500		$20,000

Fire Services - 640

Salina Airport Authority

2019 Sub-Category Detail Budget

	Item Description	2018 Projected Actual	2019 Budget
7	Mobile ARFF Trainer	$ 15,500	$ 16,430
8	Propane for ARFF Trainer	$ 600	$ 650
9	City of Salina - After Hour Standby	250	500
10	Full Scale Exercise	-	1,000
11	Misc. Supplies, (first aid kits)	500	420
12	Total Other Fire Services Expense	$16,850	$19,000

	A	B	C	D	E	H	I	J	K	L	M	N
1	**Salina Airport Authority, Salina, KS**											
2	**Updated for 2019 Capital Budget Programming - Preliminary; subject to 2018 year end balances**											
3	8/14/2018											
4					***COSTS***		***FUNDING***					
5	**CAPITAL PROJECT BUDGET**	**PROJECT DESCRIPTION**	**PN**	**REMARKS**	**TOTAL PROJECT**	**FY PROJECTED**	**FAA/KDOT GRANT**	**BOND PROCEEDS**	**MILL LEVY**	**OPERATING**	**OTHER**	**TBD**
53	***FISCAL YEAR 2019***											
54	AIP-39	Aircraft Rescue & Fire Fighting Vehicle (cont'd)	3-20-0072-39	Design/Construction		703,521	612,469		91,052			
55	AIP-40	Terminal Area Narrative Report (2014 Master Plan Update)	3-20-0072-40	Planning	200,000	200,000	180,000		20,000			
56	Airfield	Rwy 17/35 N'4800 Slurry Seal		Design/Construction	150,000	150,000						150,000
57	Buildings	Hangar 724 Rehabilitation		Design/Construction	4,500,000	4,500,000			185,000		4,315,000	
58	Buildings	Airport/Airport Industrial Center Bldg. Imps.			20,000	20,000				20,000		
59	Buildings	Hangar 606 Roof		Replace shingles with metal roof	40,000	40,000						40,000
60	Buildings	Building 310 Environmental		Assessment/Abatement and Facility Upgrades.	35,000	35,000						35,000
61	Buildings	H600 1st floor conference center furniture/fixtures			20,000	20,000						20,000
62	Buildings	Rail Spur Improvements			10,000	10,000				10,000		
63	Comm Equipment	Airfield Communication Equip. Replacements			5,000	5,000				5,000		
64	Computer Equip.	Network / Desktop Replacements			2,500	2,500				2,500		
65	Shop Equip.	Pavement marking machine			25,000	25,000						25,000
66	Shop Equip.	Zero Turn Mowers (X2)		Replacement of JD mowers	20,000	20,000						20,000
67	Shop Equip.	Deck Mowers (X2)			30,000	30,000						30,000
68	Shop Equip.	Front End Loader			80,000	80,000						80,000
69	Shop Equip.	Painting Machine			30,000	30,000						30,000
70	Vehicles	Operations/Mx Services Vehicles (X4)			80,000	80,000						80,000
71	Vehicles	Airport 3 Vehicle			25,000	25,000						25,000
72	Land	Airport/Airport Industrial Center Improvements			10,000	10,000				10,000		
73	Environmental	Former Schilling AFB Environmental Project			30,000	30,000				30,000		
74	***2019 SUBTOTAL***				**$ 5,312,500**	**$ 6,016,021**	**$ 792,469**	**$ -**	**$ 296,052**	**$ 77,500**	**$ 4,315,000**	**$ 535,000**
75	***FISCAL YEAR 2020***											
76	AIP-41	Txy D Extension	3-20-0072-41	Design/Construction	1,237,222	185,583	167,025		18,558			
77	AIP-42	Rehabilitate Rwy 17/35 (South 7,500')	3-20-0072-42	Design/Construction	2,591,956	388,793	349,914		34,991			
78												
79	***2020 SUBTOTAL***				**$ 3,829,178**	**$ 574,376**	**$ 516,939**	**$ -**	**$ 53,550**	**$ -**	**$ -**	**$ -**
80	***FISCAL YEAR 2021***											
81	AIP-41	Txy D Extension (Cont'd)	3-20-0072-41			1,051,639	946,475		105,164			
82	AIP-42	Rehabilitate Rwy 17/35 (South 7,500') (cont'd)	3-20-0072-42	Design/Construction		2,203,162	1,982,846		198,285			
83												
84												
85	***2021 SUBTOTAL***				**$ -**	**$ 2,203,162**	**$ 1,982,846**	**$ -**	**$ 198,285**	**$ -**	**$ -**	**$ -**
86	***FISCAL YEAR 2022***											
87	Airfield	Rwy 18/36 Mill & Overlay										
88	Airfield	Reconstruct Rwy 17/35 Lighting			430,194	430,194	387,175		43,019			
89												
90	***2022 SUBTOTAL***				**$ 430,194**	**$ 430,194**	**$ 387,175**	**$ -**	**$ 43,019**	**$ -**	**$ -**	**$ -**
91	***SHORT TERM PROJECTS TOTALS***				**$ 17,519,462**	**$ 15,583,060**	**$ 7,175,184**	**$ 2,010,839**	**$ 933,233**	**$ 363,046**	**$ 4,616,232**	**$ 921,000**
93	***INTERMEDIATE TERM PROJECTS***											

	A	B	C	D	E	H	I	J	K	L	M	N
4					***COSTS***		***FUNDING***					
5	**CAPITAL PROJECT BUDGET**	**PROJECT DESCRIPTION**	**PN**	**REMARKS**	**TOTAL PROJECT**	**FY PROJECTED**	**FAA/KDOT GRANT**	**BOND PROCEEDS**	**MILL LEVY**	**OPERATING**	**OTHER**	**TBD**
94	Airfield	Rwy 12/30 Rehabilitation			1,760,633	1,760,633	1,584,570		176,063			
95	Airfield	Rehabilitate shoulders along Txy A from Twy E to midway between Txy E & F			600,000	600,000	540,000		60,000			
96	Airfield	Rehabilitate shoulders along Txy A from Twy F to midway between Txy F & G			632,496	632,496	569,246		63,250			
97	Airfield	Rehabilitate shoulders along Txy A from midway between Txy E and Txy F to Txy F			680,000	680,000	612,000		68,000			
98												
99	***INTERMEDIATE TERM PROJECTS SUBTOTAL***				**$ 3,673,129**	**$ 3,673,129**	**$ 3,305,816**	**$ -**	**$ 367,313**	**$ -**	**$ -**	**$ -**
100	***LONG TERM PROJECTS***											
101	Airfield	Correct enhanced Txy markings on Txy A, B & E and to rehabilitate the surface of Txy E & B			4,376,520	4,376,520	3,938,868		437,652			
102	Equipment	Acquire Passenger Lift Device			100,000	100,000	90,000		10,000			
103	Equipment	Acquire replacement of Class 5 blower/broom			997,500	997,500	897,750		99,750			
104	Equipment	Acquire carrier truck with plow			475,000	475,000	427,500		47,500			
105	Airfield	Reconstruct connector south of Txy F.			30,000	30,000	27,000		3,000			
106	Airfield	Reconstruct the south Txy A connector to correct a geometry defiicency.			1,538,602	1,538,602	1,384,742		153,860			
107	Airfield	Reconstruct runway shoulders			4,375,800	4,375,800	3,938,220		437,580			
108	Airfield	Reconstruct Txy A between Txy E and Txy G including shoulders and MITL			292,126	292,126	262,913		29,213			
109	Airfield	Reconstruct connector north of Txy F										
110												
111	***LONG TERM PROJECTS SUBTOTAL***				**$ 12,185,548**	**$ 12,185,548**	**$ 10,966,993**	**$ -**	**$ 1,218,555**	**$ -**	**$ -**	**$ -**
112												
113	***TOTAL PROGRAM COSTS***				**$ 33,378,139**	**$ 31,441,737**	**$ 21,447,993**	**$ 2,010,839**	**$ 2,519,100**	**$ 363,046**	**$ 4,616,232**	**$ 921,000**

HANGAR / MISSION OPERATING FACILITY PRICING

January 1, 2019

Forward Operating Location (FOL) Activity

Facility	Hangar Floor SF	Door Height Clearance	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	19'10"	17,859	45,532	$ 12.40	$ 6.20	$ 8.65	$ 1,070	$ 535	$ 470	$ 600
Hangar 606	34,932	34'4"	14,290	49,222	$ 16.50	$ 8.30	$ 10.70	$ 1,440	$ 720	$ 790	$ 640
Hangar 600	42,052	28'	26,256	68,308	$ 17.85	$ 8.80	$ 12.25	$ 2,290	$ 1,145	$ 1,010	$ 1,280
Hangar 959	89,513	58'	40,220	129,733	$ 12.75	$ 9.65	$ 10.25	$ 3,640	$ 1,820	$ 2,360	$ 1,400

The above hangar rental includes the following:

1. The use of SLN runways, taxiways and designated aircraft parking aprons. The SAA and mission planners will coordinate to designate ramp space to accommodate mission aircraft. As soon as possible, provide the SAA with the mission concept of operations and number/type of aircraft.
2. The use of up to 3 storage bunkers, and one building for the storage and assembly of practice ordnance. Upon receipt of the list of ordnance to be used, the SAA can assist the unit(s) in obtaining the appropriate explosives facility licenses.
3. 50 six ft. tables and 300 folding chairs. (Subject to availability; coordinate needs early with SAA to reserve tables and chairs).
4. 12 Flight gear lockers
5. Up to 3 telephone digital land lines and 1 analog line per hangar leased.
6. 30 Toshiba phones (Subject to availability; coordinate early to reserve phones).
7. Commercial Internet including hard wired and wireless provided by Nex-Tech (ISP) via a Fiber line (15.0/15.0 speed).
8. All electricity, natural gas, water and trash services.
9. The use of hangar restrooms within the leased facilities; all consumables to be stocked and supplied by the SAA during the mission.
10. Two refrigerators and 2 microwaves; coordinate early to reserve appliances.
11. Issuance of building and airfield access keys and gate cards as per mission planner instructions.

Rates for missions not leasing hangar facilities

Rate for mission use of airfield including apron space and/or FARP locations - $250 / day
Rate for mission use of ordnance storage bunkers, lockers and/or assembly building no.1080 - $100 / day

HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Additional services available through the SAA

1. Increased Internet speed as follows (rate is per hangar, per month):

a.) 20/20 - $450 b.) 100/100 - $550 c.) 500/500 - $750

2. Long distance telephone call capability (codes issued per unit's request and ease in tracking utilization) - $.069/minute

3. Additional land telephone lines - $60 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 - $885 b.) 35/45 PPM, back/white copier/printer - $725

Add $275 for hard drive removal and surrender to unit.

5. Janitorial services - $250 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 - $150 per week (includes 1 service)

7. Utilization of SAA Logistics and Ground Services Support Equipment - $195 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

Your trusted, experienced partners in forward operating location training and missions

HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Services provided by other SAA partners and contact information:

Aircraft Fuel	SLN FBO and DoD contract fuel provider: Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739
Aircraft Support Equipment	Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739 - for all equipment not available on SAA equipment list.
Air Traffic Control	Salina Air Traffic Control Tower, 785-825-4806
Machine Shop Services	Scientific Engineering, Jim Pratt, 785-827-7071
Food Service; Catering	Kansas State University Food Service Provider; AmeriServ, Kate Chambers, 785-826-2922 or Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739
Recreation; Fitness	Kansas State University Recreation Center, Kyle Chamberlin, 785-826-2662
Rental Cars	Hertz, 785-827-7237; Enterprise, 785-825-1100, Long McArthur Ford 785-283-2237
Lodging	KSARNG Billeting - Jennifer Short 785-646-3296; Candlewood Suites, Taylor Munoz, 785-823-6939; Hilton Garden Inn, Dana Bronson, 785-309-0440, Ext. 7152,Baymont Inn and Suites, Kimberely or Cindi, 785-823-6900; Quality Inn and Suites, Tammy Surface, 785-825-2111; Courtyard by Marriott, Leslie Lawson, 785-309-1300; La Quinta Inn and Suites, Mike Harmon, 785-827-9000; Holiday Inn, Nicholyn Strome, 785-404-6767; Hampton Inn, Monica Batazor, 785-823-9800; Comfort Suites, Kristine Maxey, 785-404-6944. 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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Salina Regional SLN Airport

Ground Support Equipment & Logistics

As of January 1, 2019

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

Vehicles and Storage

Description:
Chevy 12 Passenger Van

Description:
GMC Box Truck
L 23’9” W 7’9” H 8’6”

Description:
International Semi Flatbed Truck

Description:
1986 International Series Stake Bed Truck

Description:
Conex Box
Quantity: 2

Ground Support Equipment

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

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

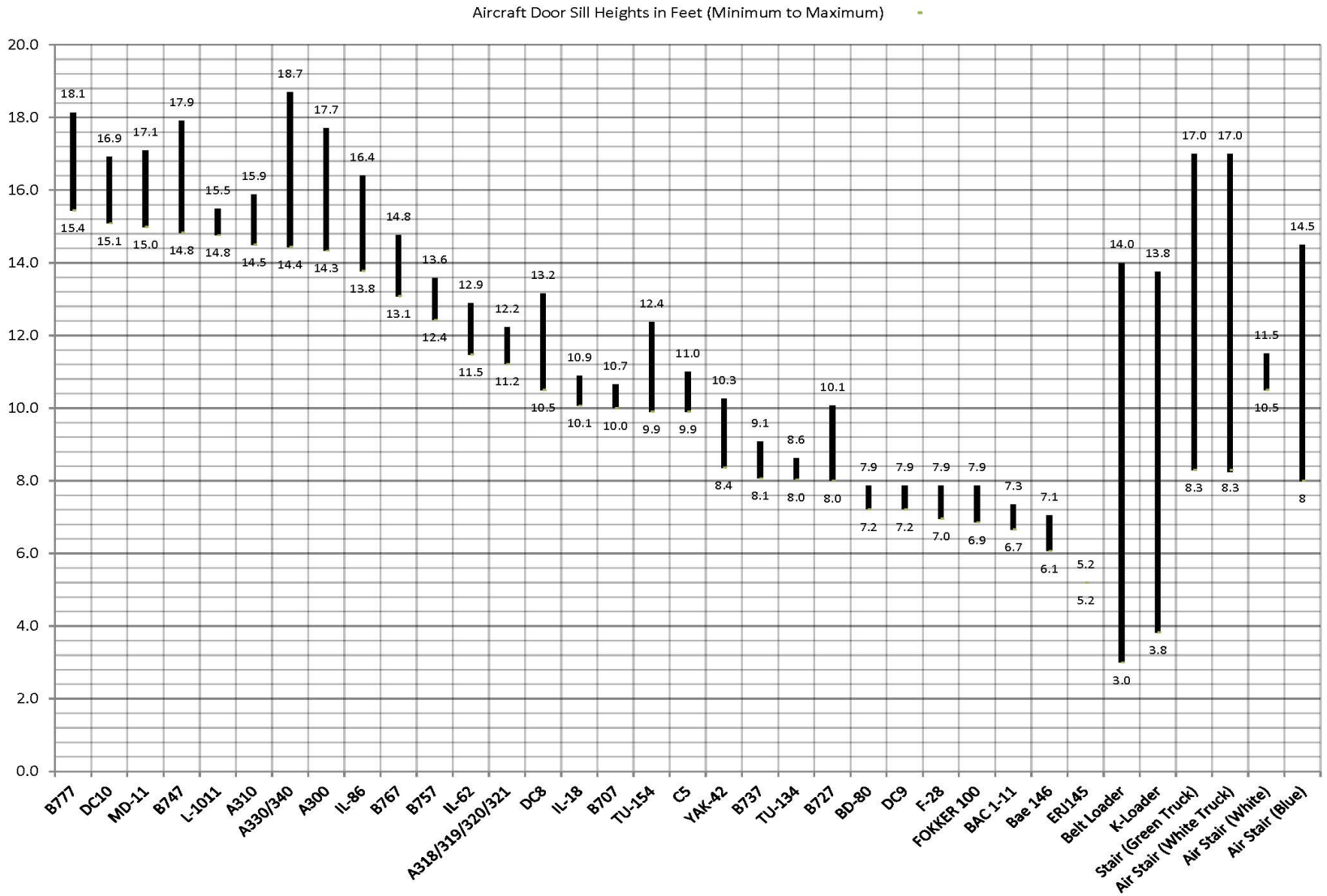
Description:
PS2: Passenger Aircraft Air Stair
See attachment for height range

Description:
S&S Tug, Mobile Belt Loader, 11’ Height Range

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

Description:
Portable Loading Ramp, L 36’ x W 7’

Height Range



Ground Support Equipment

Description:
Grey 2K Forklift,
10.8’ Height Range

Description:
10K Forklift,
12.6’ Height Range

Description:
4K Forklift,
10.3’ Height Range

Description:
10K Forklift,
8.25’ Height Range

Description:
Man Lift Cage
for fork lift
Platform size:

Description:
4K Forklift,
9.5’ Height Range

Ground Support Equipment

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

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

Description:
3 sets of Portable Flood Lamp
35’ tall

Description:
11, Tri-max wheeled fire extinguishers

Description:
Flood Lamp
30’ tall

Description:
Jack up Work Stand,
10’ Height Range

Ground Support Equipment

Description:
Landoll Type I De-Icer
Mil & Civ AC
Up to B757
40.5’
1,640 gallons
165 gallons Type IV anti-Ice

Description:
MB2
Aircraft Tug
15 Ton Weight Limit

Description:
Aircraft Tug,
4,000 lbs Weight Limit

Description:
Bobtail tug
5,000 lbs Weight Limit

Description:
Bucket Truck Lift,
52’ Height range

Description:
Northwestern tug
4,000 lbs Weight Limit

Ground Support Equipment and Logistics Fee Schedule

Equipment	Hourly Rate	Daily Rate
AC Ground Power Units	40	115
Air Stairs	n/a	150
Aircraft Tugs	45	155
Belt Loader	n/a	150
Boom Lift	60	150
Deicer Vehicles		150 (per aircraft)
FOD Busters (ea)	30	65
Forklifts	60	155
Jack up Work Stand	55	145
K-Loaders	60	155
Man Lift Cage	20	65
Portable Flood Lights	60	190
Portable Loading Ramp	60	145
Tri-Max Wheeled Fire Extinguishers (12)	35	95
Vehicles	$ 45	$ 155

Multiple day FOL activities qualify for the $195 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, 2019

Gate cards	$	20.00	per key (new or replacement)
Telephone service	$	0.07	per minute (long distance)
Facility keys	$	15.00	per key (new or replacement)
Lock change	$	50.00	per door
Finance Charge on overdue balances	$75 or 6% of the overdue balance		
Air Terminal Conference Room			
(Wifi and TV Included)	$	100.00	per day
	$	20.00	per hour
Air Carrier Ramp / Background Check Fee			
Security Threat Assessment (STA)	$	20.00	per employee
Criminal History Record Check (CHRC)	$	45.00	per employee
Photocopies	$	0.15	per page
Fax Services			
Outgoing	$	5.00	for first page
	$	2.00	per page after first
Incoming	$	1.00	per page
NSF Check	$	35.00	each
Fuel Spill Clean up			
Man hour	$	90.00	
Small Equip.	$	40.00	per hour
Large Equip.	$	60.00	per hour
Consumables	at cost		
Airfield Escort Fee	$	50.00	per hour (min. of 1 hr.)
AOA Driving Training	$	70.00	per class
Fuel Flowage Fee	$	0.0784	per gallon
Signatory Landing Fees	$.65 <60,000lbs.		
(per 1,000 lbs. per landing)	$1.25 >60,000lbs.		
Non-Signatory Landing Fees	$	1.95	
(per 1,000 lbs. per landing)			
ARFF Standby Fee	$	90.00	per hour
ARFF Index C/D/E Fee	$	925.00	per flight
Terminal Use Fee	$	425.00	per flight
Terminal Security	$	495.00	per flight (includes LEO AND DRO)
Maintenance Service Fee	$	90.00	per hour plus supplies & equipment (for items the responsibility of tenant)
Other contract services		7.50%	plus cost

** Minimum of 1 hour for equipment rental*

Hangar Rates and Charges - Transient Aircraft Storage

Hangar 600

Door Clearance 100' (W) and 28' (H)

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

As of January 1, 2019

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	$80
Single Engine turbo-props and piston twins	$90
Twin engine turbo-prop	$110
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	$160
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet	
Citation 550, Mustang, Falcon 10,Delfin L-29, Exlipse 500	
1124 Westwind, Learjet 24/25/28/29/31/35/36/55	
Diamond I, T-38 Talon, Hawker 400XP/700,	
Jet Commander 1121, Sabreliner 65	
2500 to 5000 sq.ft.	$190
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I	
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000	
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa	
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,	
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000	
5000 to 7500 sq.ft.	$220
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000	
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26	
ATR 42-500, Canadair Regional Jet, Fokker Fellowship	
British Aerospace BAE 146-200, HS 748	
7500 and up sq.ft.	$240
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	$180
Military Jets (large)	$245

Discounts available for longer-term storage

Hangar Rates and Charges - Transient Aircraft Storage

Hangar 606

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

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

As of January 1, 2019

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	$80
Single Engine turbo-props and piston twins	$90
Twin engine turbo-prop	$110
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	$160
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet	
Citation 550, Mustang, Falcon 10,Delfin L-29, Exlipse 500	
1124 Westwind, Learjet 24/25/28/29/31/35/36/55	
Diamond I, T-38 Talon, Hawker 400XP/700,	
Jet Commander 1121, Sabreliner 65	
2500 to 5000 sq.ft.	$190
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I	
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000	
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa	
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,	
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000	
5000 to 7500 sq.ft.	$220
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000	
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26	
ATR 42-500, Canadair Regional Jet, Fokker Fellowship	
British Aerospace BAE 146-200, HS 748	
7500 and up sq.ft.	$240
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	$180
Military Jets (large)	$245

Discounts available for longer-term storage

Hangar Rates and Charges - Transient Aircraft Storage

Hangar 703

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

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

As of January 1, 2019

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	$60
Single Engine turbo-props and piston twins	$75
Twin engine turbo-prop	$85
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	$140
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet	
Citation 550, Mustang, Falcon 10,Delfin L-29, Exlipse 500	
1124 Westwind, Learjet 24/25/28/29/31/35/36/55	
Diamond I, T-38 Talon, Hawker 400XP/700,	
Jet Commander 1121, Sabreliner 65	
2500 to 5000 sq.ft.	$160
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I	
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000	
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa	
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,	
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000	
5000 to 7500 sq.ft.	$170
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000	
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26	
ATR 42-500, Canadair Regional Jet, Fokker Fellowship	
British Aerospace BAE 146-200, HS 748	
7500 and up sq.ft.	$190
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	$135
Military Jets (large)	$180

Discounts available for longer term storage

T-Hangar Rates and Charges

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

As of January 1, 2019

Hangar Type	Monthly Rate
(A) T-hangars	$89
(B) T-hangars	$89
(D) Box hangars	$110
- D5, D6, D7, D8	
(C) Box hangars	$162
- C1	
(P) T-hangars	$89
- P13 T-hangar	$110
- P30, P31, P32	$130

2019 Calendar of Events

January

1	New Year's Day/ Holiday
16	8 a.m. Board of Directors Meeting
21	Martin Luther King Junior Day

February

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

March

20	8 a.m. Board of Directors Meeting

April

17	8 a.m. Board of Directors Meeting
19	Good Friday

May

15	8 a.m. Board of Directors Meeting
27	Memorial Day

June

19	8 a.m. Board of Directors Meeting

July

4	Independence Day
17	8 a.m. Board of Directors Meeting

August

21	8 a.m. Board of Directors Meeting

September

2	Labor Day
18	8 a.m. Board of Directors Meeting

October

14	Columbus Day
16	8 a.m. Board of Directors Meeting

November

11	Veterans Day
20	8 a.m. Board of Directors Meeting
28	Thanksgiving Day
29	Thanksgiving Day Holiday

December

18	8 a.m. Board of Directors Meeting
24	Christmas Holiday
25	Christmas Day

SALINA Airport Authority