

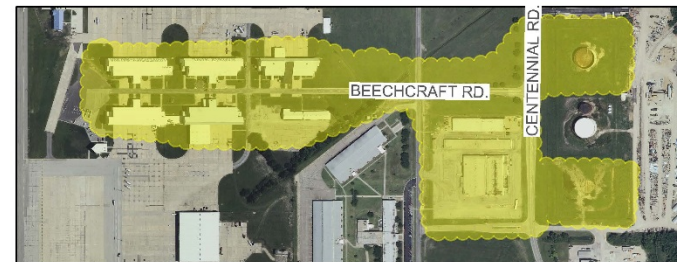
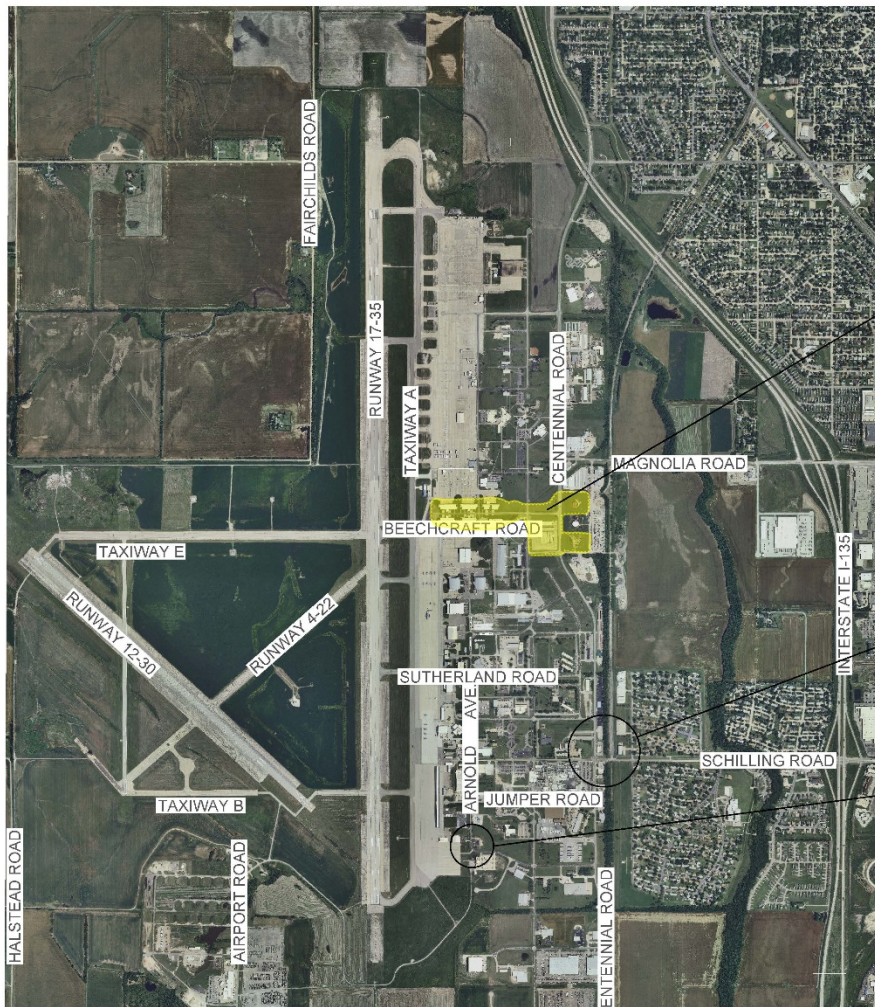
Salina Airport Authority Board of Directors Regular Meeting

January 16, 2019



2019 Priorities

- 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



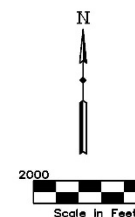
Beechcraft Road
Improvement District



Building 394



Building 122 Roof Replacement



Drawing Number 2548-01-19



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

None REVISIONS

KRB : DESIGNED BY

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1" = 2000' SCALE

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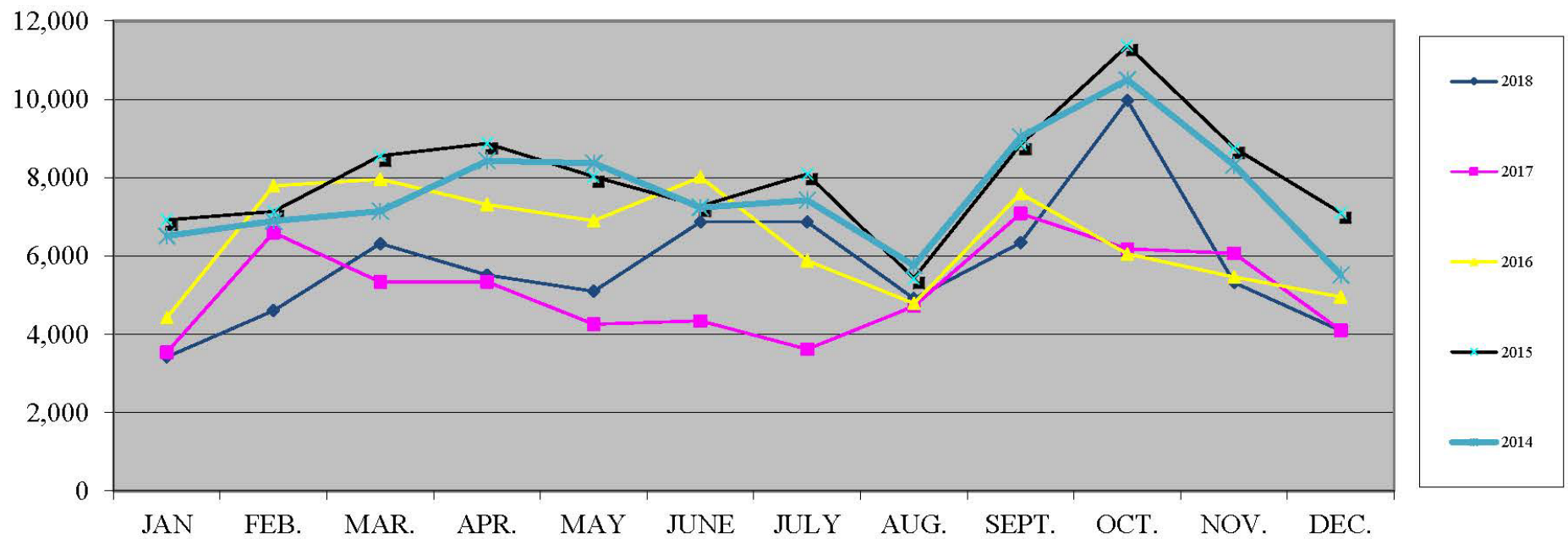
SALINA AIRPORT AUTHORITY
January 2019 Board Meeting Location Map

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Review of Airport Activity & Financial Reports

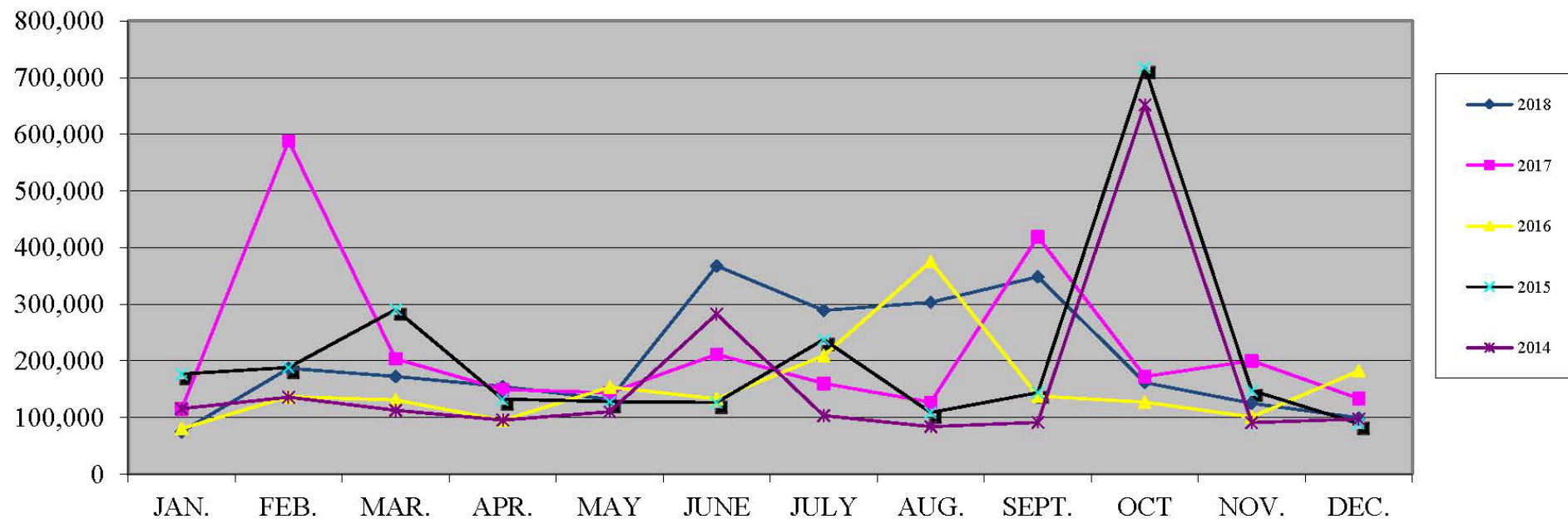
Tim Rogers, A.A.E.

Shelli Swanson, C.M.



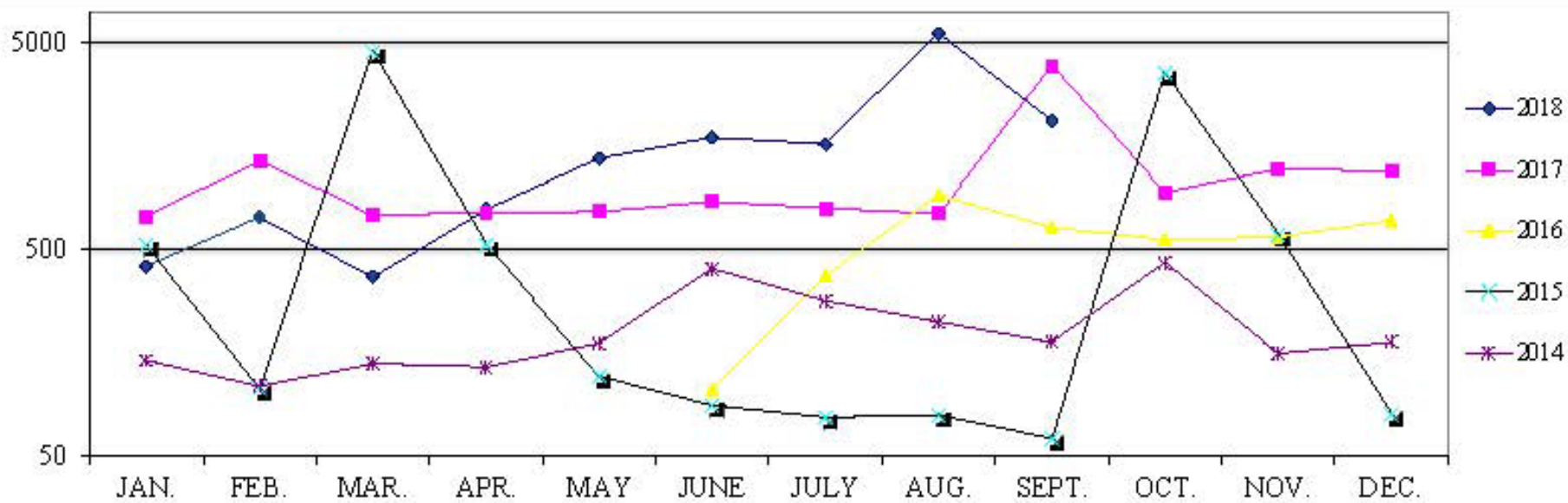


Fuel Flowage





Enplanements



Financial Reports

Salina Airport Authority Profit & Loss Budget Performance December 2018

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01/11/2019

Accrual Basis

	Dec 18	Jan - Dec 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Total Airfield revenue	54,972	780,754	698,000	82,754	112%	698,000
Total Building and land rent	99,078	1,382,511	1,347,450	35,061	103%	1,347,450
Total Other revenue	7,713	334,150	178,501	155,649	187%	178,501
Total Income	161,763	2,497,415	2,223,951	273,464	112%	2,223,951
Gross Profit	161,763	2,497,415	2,223,951	273,464	112%	2,223,951
Expense						
Total Administrative expenses	111,598	1,561,940	1,433,050	128,890	109%	1,433,050
Total Maintenance expenses	78,736	836,579	750,670	85,909	111%	750,670
Total Expense	190,334	2,398,519	2,183,720	214,799	110%	2,183,720
Net Ordinary Income	-28,571	98,896	40,231	58,665	246%	40,231
Other Income/Expense						
Total Other Income	355,394	3,778,350	3,519,262	259,088	107%	3,519,262
Total Other Expense	287,140	3,445,679	3,445,679	0	100%	3,445,679
Net Other Income	68,254	332,671	73,583	259,088	452%	73,583
Net Income	39,683	431,567	113,814	317,753	379%	113,814

Financial Reports

Salina Airport Authority Capital Additions Budget vs. Actual As of December 31, 2018

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01/11/2019

Accrual Basis

ASSETS

	<u>Dec 18</u>	<u>Jan - Dec 18</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
Total Airfield	0	1,652,953	1,742,391	-89,438	95%
Total Buildings & Improvements	4,220	94,937	45,000	49,937	211%
Total Equipment	0	163,358	56,650	106,708	288%
Total Land	134,959	984,633	1,203,000	-218,367	82%
Total Fixed assets at cost	139,179	2,895,881	3,047,041	-151,160	95%

Leased Properties Since March 2012 > 1-year term or greater										Remaining Space Classifications			
Building/Hangar	Sq. Ft.	Use	Current Lease Rate	Monthly Lease Rate	Lease Type	Estimated Annual Holding Cost Savings	Comments	Current Lease Revenue	Potential New Lease Revenue	Office	Manufacturing / Warehouse	Aviation/Aerospace	
122	6,094	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 \$5.06/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	7,500	Leased to 5826 Helicopter Group, FE Warren AFB, effective 5-1-2017; 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	2,868	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	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 dispatch 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., 7.5 month term with graduated rental schedule from \$8.08, \$4.75/SF/Yr. Total term rent \$902,078	165,600					
Total Long-term Leased	278,066		3.35	79,707		156,655		932,808					
Leased Properties - Current Short-term (1 month - 1 year)													
600	16,682	Aircraft Storage	4.35	6,050	Gross	0	Leased to KS Army National Guard for temporary aircraft storage while their hangar undergoes renovation (4 months)	24,200					
606	49,222	Warehousing	4.94	20,263	Modified Gross	18,000	Leased to Walmart for temporary storage (98 days)	65,264					
626	35,867	Warehousing	2.00	5,975	Modified Gross	10,000	Leased to Exide Battery for temporary inventory storage (month/month)	71,790					
655	32,628	Warehousing	2.15	5,845	Modified Gross	10,000	Leased to XEP for temporary inventory storage (4 months)	23,380					
959	35,840	Warehousing	2.00	5,975	Modified Gross	12,000	Leased to Exide Battery for temporary inventory storage (month/month)	71,680					
Total Short-term Leased	170,239		3.11	44,108		50,000		256,224					
Properties Available for Lease													
313	11,884	Office/Warehouse/Light Manufacturing	5.15	5,100	Net	-			61,203		11,884		
412	13,649	Office/Warehouse/Light Manufacturing	6.00	6,820	Net	-	Facility became available Oct. 1, 2016		81,840	2,129	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	
609 (SF Remaining)	41,892	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	21,993	Net	-		263,920				41,892	
655	11,010	Office	4.50	49,545	Net	-	Became available on Jan. 1, 2018	49,54					

Consideration of Lease Addendum #1 to the Airport Authority's lease with Interstates Construction Services, Inc. for Building B394, 2941 Centennial Road.

Shelli Swanson, C.M.

Building B394



ADDENDUM TO LEASE AGREEMENT

This Addendum to Lease Agreement is made and entered into this ____ day of January 2019, by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas (the "Authority"), and **INTERSTATES CONSTRUCTION SERVICES, INC.**, an Iowa corporation, authorized to do business in Kansas, with principal offices located at 1520 North Main Ave., Sioux Center, IA 51250, ("Lessee").

RECITALS

- A. The Authority and Lessee entered in to a Lease Agreement, dated April 11, 2016 (the "Lease"), for Building 394 located on Lot 9, Block 1, Schilling Subdivision No. 5 at the Salina Airport Industrial Center located within the City of Salina, Saline County, Kansas and commonly known as 2941 Centennial Rd., (the "Premises").
- B. On July 12, 2018, well in advance of the December 31, 2018 renewal notification date, the Lessee notified the Authority of their desire to renew the Lease.
- C. The Lease provides for one renewal option of 3-years commencing effective May 1, 2019.
- D. The Lessee is currently reassessing their plans for this regional office and desires a 1-year renewal as opposed to the currently provided for 3-year renewal.
- E. The Authority is in support of the Lessee's desire to renew the lease for the 1-year period.
- F. Now therefore, the parties desire to amend the Lease as follows.

THE PARTIES therefore covenant and agree:

1. Section 3 of the Lease is amended as follows:

3. Option to Renew

- 3.1. The Lessee is hereby given the option to renew this Lease for one (1) additional term of one (1) year at the expiration of the Primary Term ("Option Period").

- 3.2. Exercise of Option Period. Lessee hereby exercises its right to renew the Lease for Option Period One, and the Authority acknowledges and agrees that it has received sufficient and appropriate notice for such exercise. Lessee and the Authority agree that the Lease will terminate on May 31, 2020.

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

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

Consideration of Bids Received for the Replacement of the Building B122 Roof.

Tim Rogers, A.A.E.

Kenny Bieker

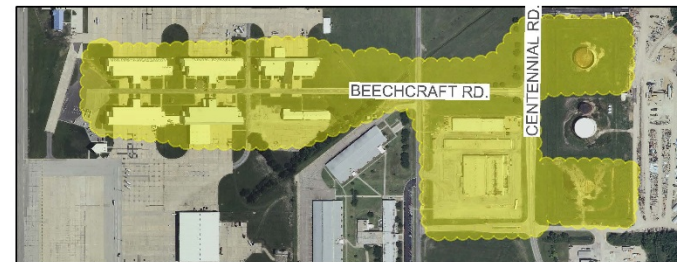
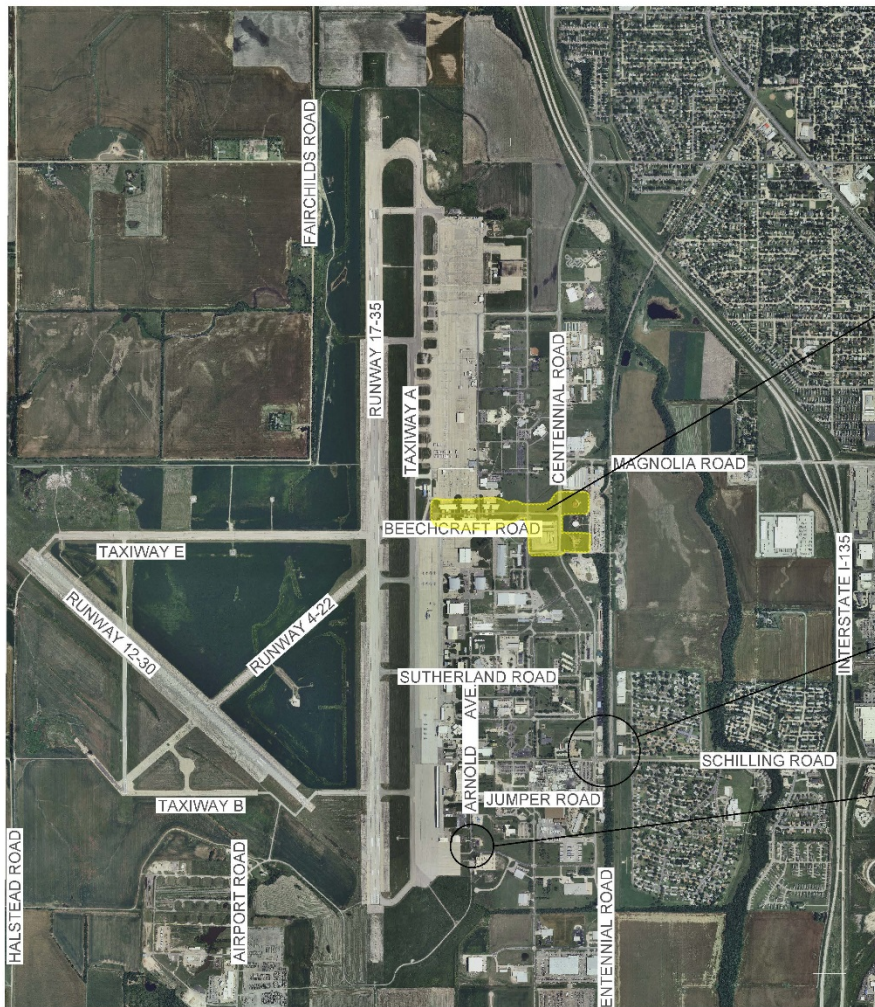
Building B122



Update on Grant Funding Available for Improvements to Buildings and Hangars Located in the Beechcraft Road Improvement District.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.



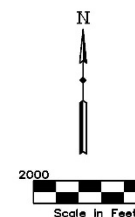
Beechcraft Road
Improvement District



Building 394



Building 122 Roof Replacement



Drawing Number 2548-01-19



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

None REVISIONS

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1" = 2000' SCALE

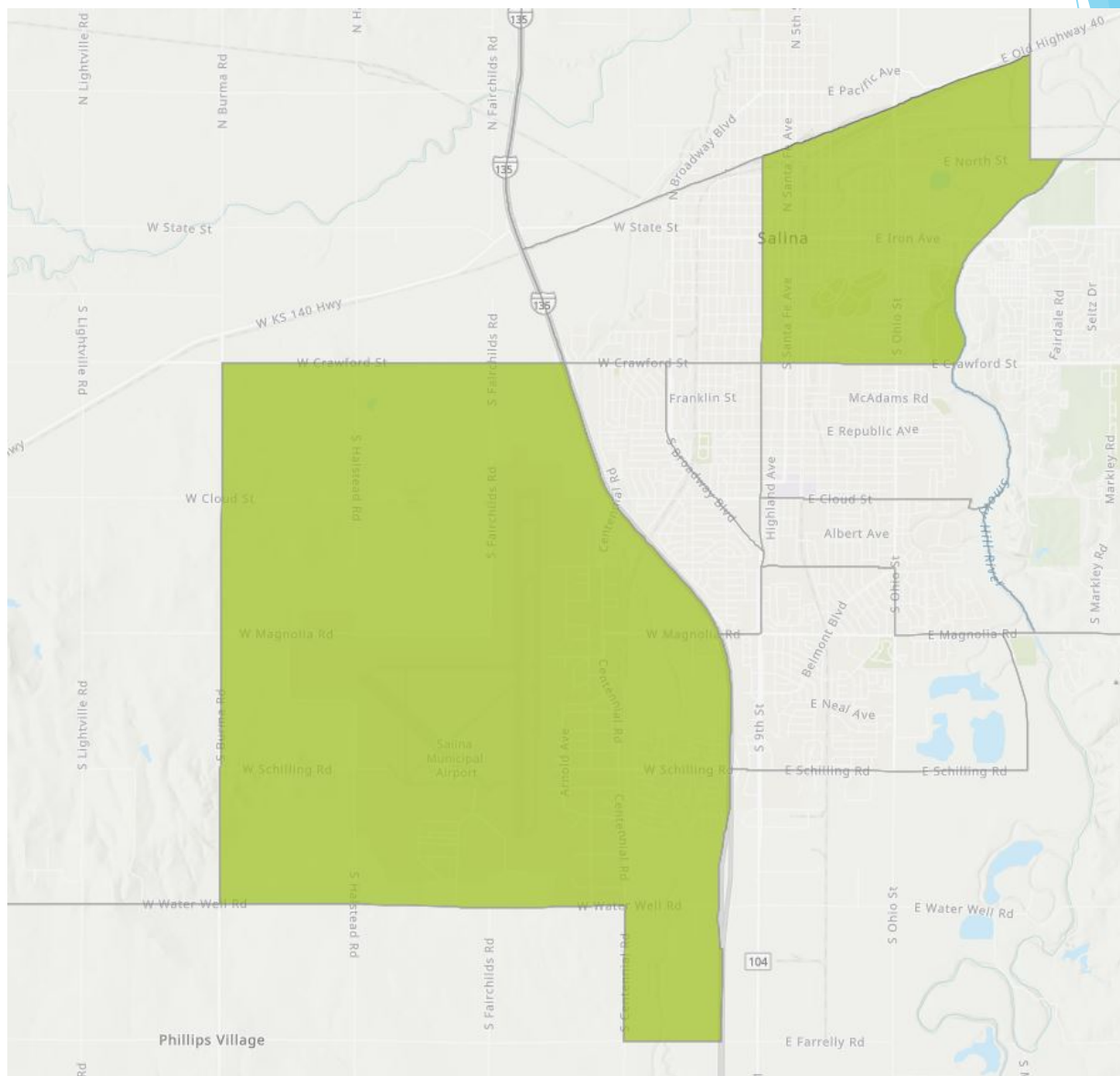
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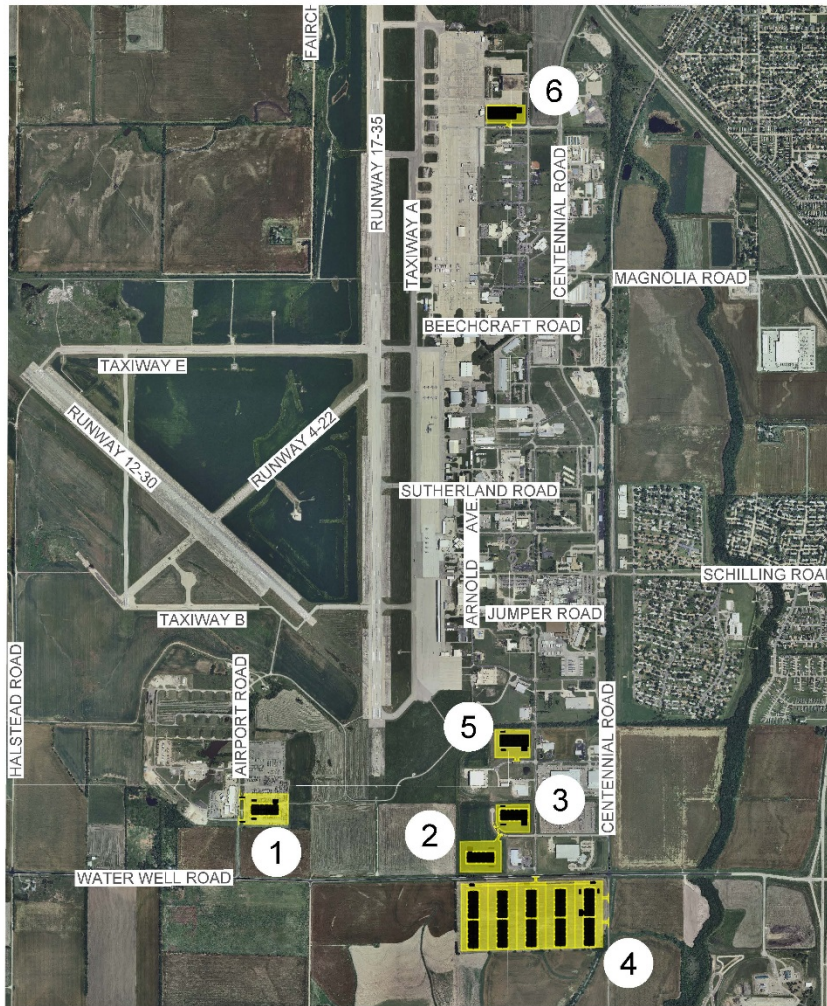
SALINA AIRPORT AUTHORITY
January 2019 Board Meeting Location Map

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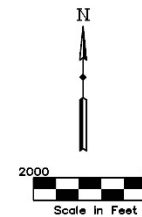
Review of the Airport Authority's Airport Industrial Center Development Lots and Development Priorities

Tim Rogers, A.A.E.






Lot Development
Concepts, 6 Sites.



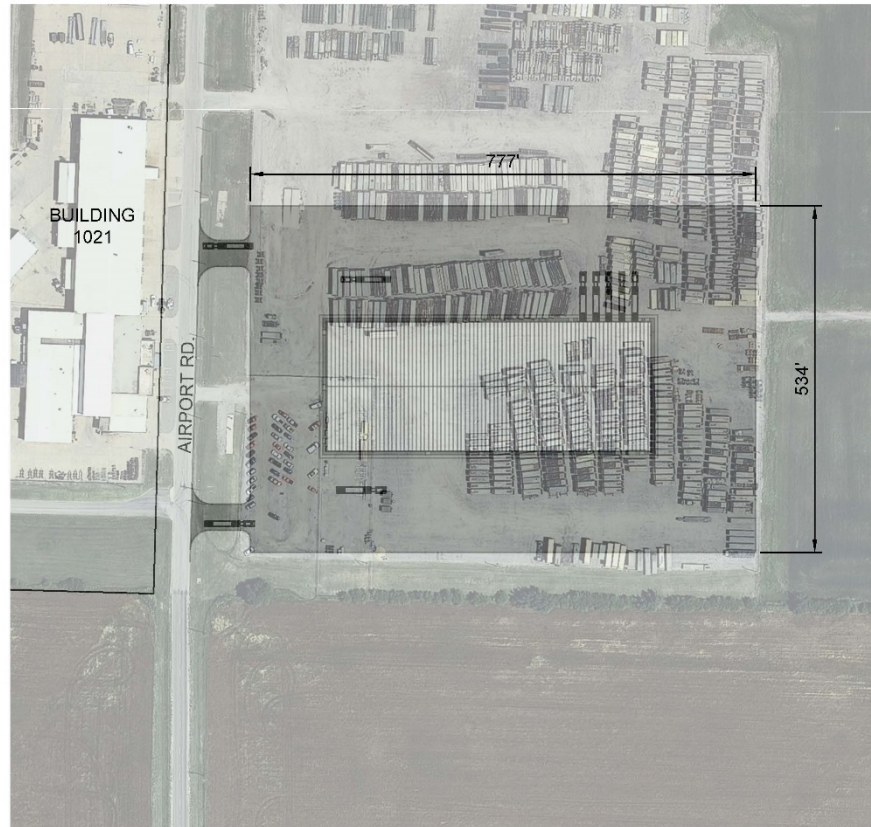
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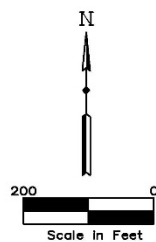
3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
None REVISIONS
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SALINA AIRPORT AUTHORITY
January 2019 Board Meeting Location Map

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Site 1, 9.5 Acres
 Airport Rd. North of Water Well Rd.
 500' x 200' Building = 100,000 S.F.



Drawing Number 2542-01-19

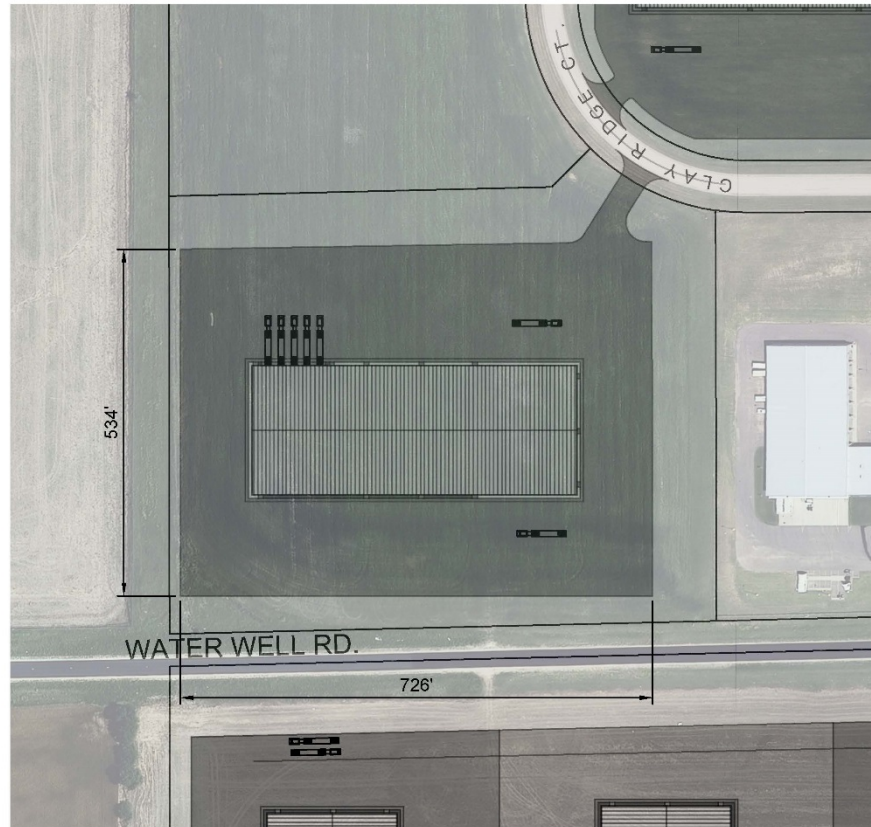


3237 ARNOLD, SALINA, KS 67401
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 KRB : DESIGNED BY
 KRB : DRAWN BY
 T - 200' : SCALE
 1/11/19, 19:01 : DATE

SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Site 1

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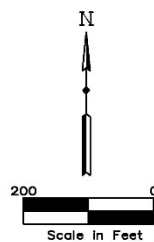
Site 2, 13 Acres
 Clay Ridge Ct.
 500' x 200' Building = 100,000 S.F.

Drawing Number 2543-01-19



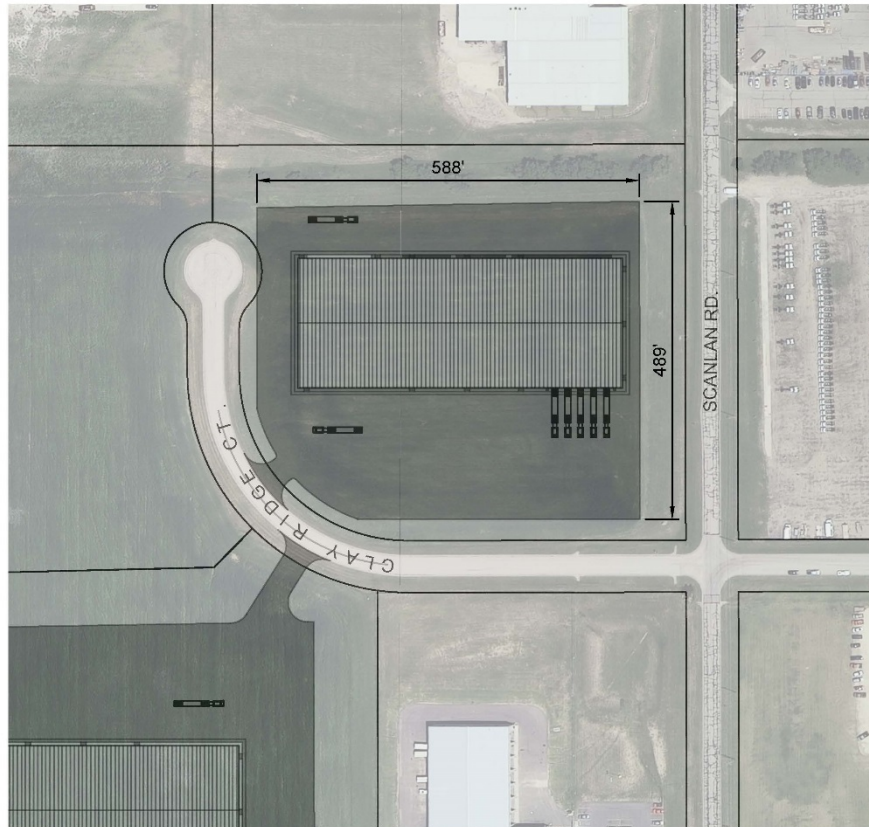
3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

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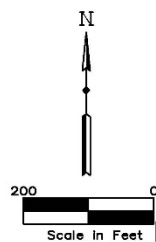


SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Site 2

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Site 3, 9 Acres
 Clay Ridge Ct.
 500' x 200' Building = 100,000 S.F.



Drawing Number 2544-01-19

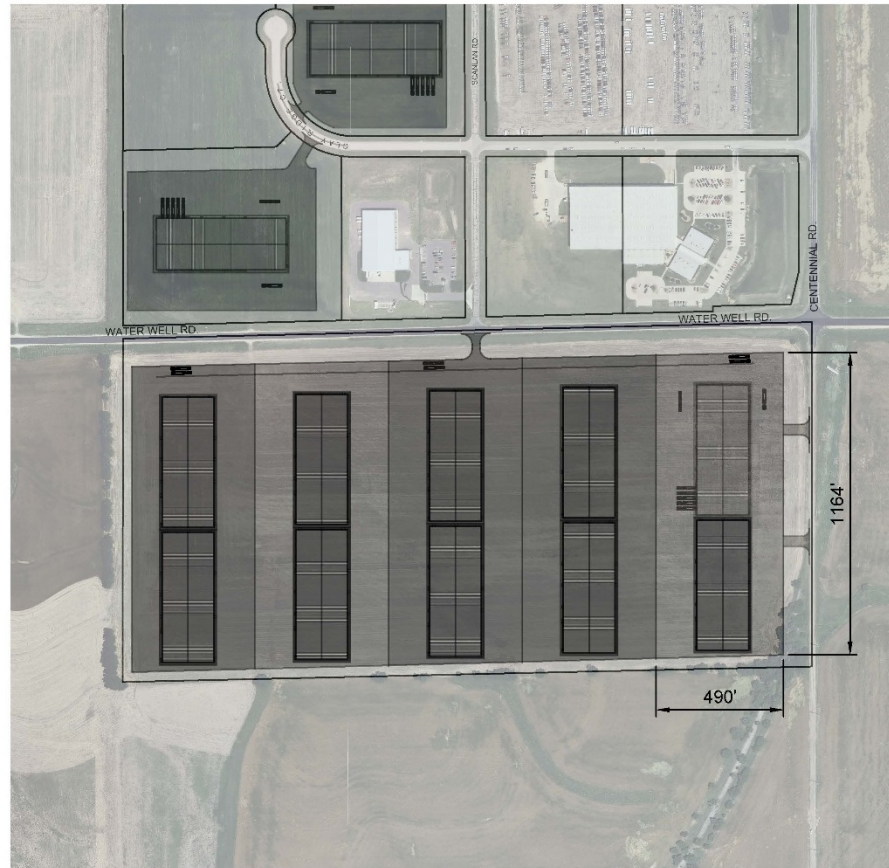


3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

None : REVISIONS
 KRB : DESIGNED BY
 KRB : DRAWN BY
 T - 200' : SCALE
 1/1/19, 1902 : DATE

SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Site 3

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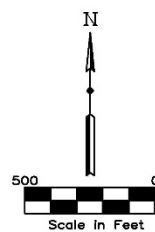


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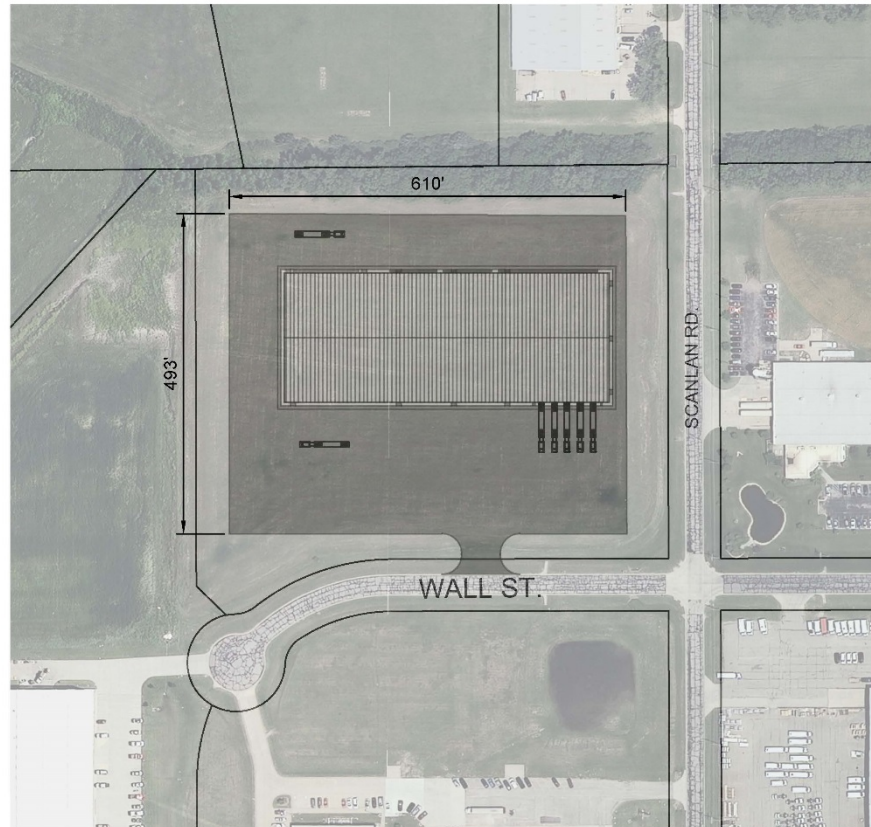
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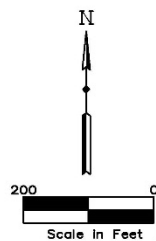
Site 4, 80 Acres
Centennial Rd. & Water Well Rd.
1000' x 200' Building = 200,000 S.F.

SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Site 4

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Site 5, 10 Acres
 Wall St. & Scanlan Rd.
 500' x 200' Building = 100,000 S.F.



Drawing Number 2546-01-19

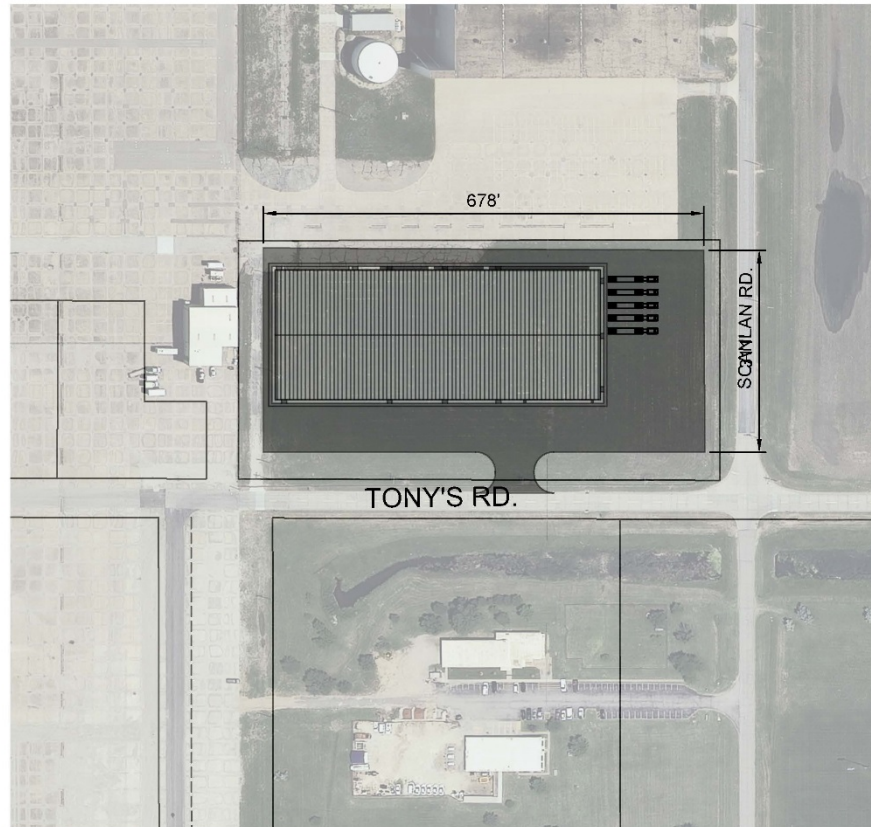


3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

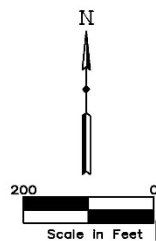
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SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Site 5

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Site 6, 6 Acres
 Tony's Rd. & Scanlan Rd.
 500' x 200' Building = 100,000 S.F.



Drawing Number 2547-01-19

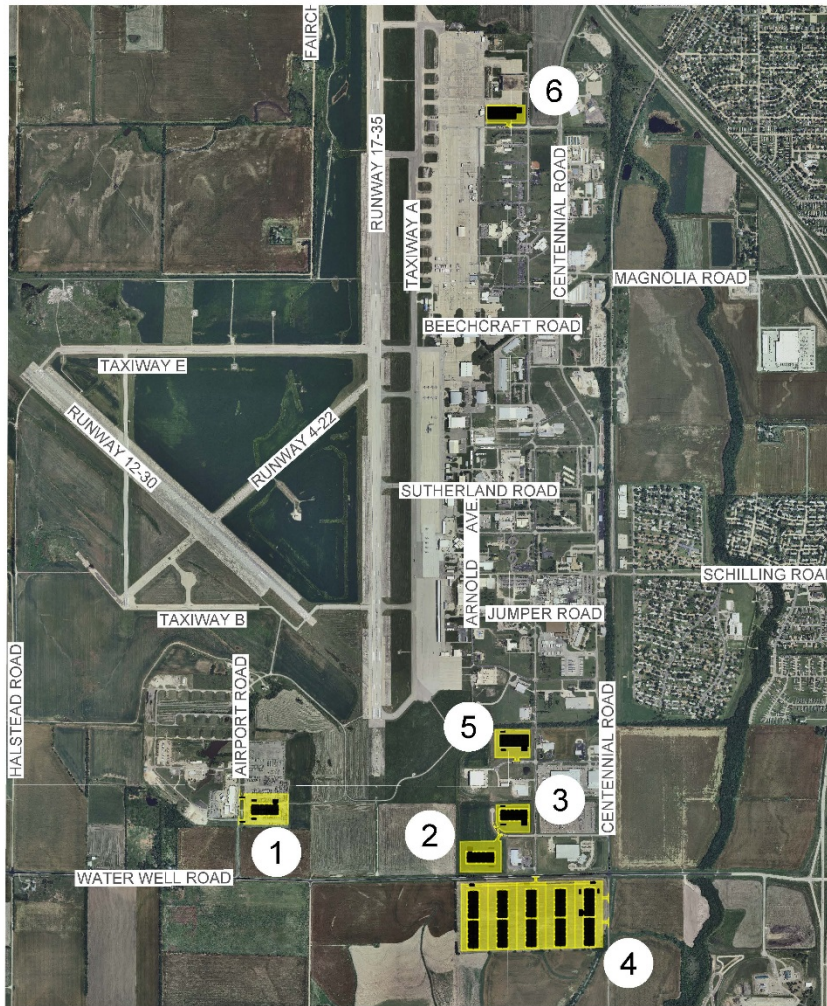


3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

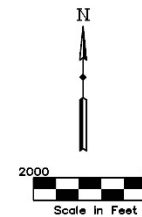
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SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Site 6


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Lot Development
Concepts, 6 Sites.



Drawing Number: 2549-01-19



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
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1/11/19, 08:23 : DATE

SALINA AIRPORT AUTHORITY
January 2019 Board Meeting Location Map

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Airport and Industrial Center Business Recruitment Update.

Tim Rogers, A.A.E.

SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT

Airport Industrial Center Activity



Report as of 1-11-2019

Prospect ID	Status	Bldg.	Estimated Sf Needed	Proposed Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
19-001	New	B655	40,000	Existing industry expansion - manufacturing	TBD	TBD	Multi-Year	
18-007	New	TBD	30,000-100,000	Manufacturing	TBD	TBD	Multi-Year	Contact through EDO
19-002	New	TBD	120,000	Existing Industry - warehousing	TBD	TBD	Multi-Year	
18-003	Active	B412, B824	10,000	Graphics Co.	TBD	TBD	TBD	Information submitted
18-006	Active	B820, B520	4,000	High-tech computer company	6	TBD	Multi-Year	Information submitted; site visit pending
18-005	Active	B824	5,000	Vehicle Maintenance & Repair	TBD	TBD	Multi-Year	Information submitted; multiple site visits
18-004	Active	Land	1 acre	Driver Training Course - existing business	0	0	0	Proposal submitted
18-001	Inactive	B412	10,000	Existing business expansion	TBD	TBD	Multi-Year	Information submitted; one site visit
18-002	Inactive	B824	10,000	Vehicle Maintenance & Repair	TBD	TBD	Multi-Year	Proposal submitted

Aeronautical Activity



Report as of 1-11-2019

Prospect ID	Status	Hangar	SF	Proposed Aeronautical Use	Est. Jobs	Est. Payroll	Lease Term	Notes / Incentives
18-010	Active	H600-606	25,000	Base of flight operations - Agriculture remote sensing	TBD	TBD	Multi-Year	Information submitted; site visiting pending
18-011	Active	H959	Unknown	MRO facility	TBD	TBD	TBD	Information submitted
17-008	Active	H600	68,308	Military flight training (tactical aircraft)	10	650,000	Multi-Year	
17-005	Active	H724	30,664	Global Aeronautics Initiative/AARC	5	325,000	Multi-Year	Sales tax grant; rent abatement
18-007	Active	H959	80,000	Unmanned Aircraft MRO	25	1,040,000	Long-Term	
18-008	Active	H959	66,000	MRO facility - tactical aircraft	N/A	TBD	Multi-Year	
18-005	Inactive	H504	5,617	Ground/Air Ambulance Service	4	TBD	Multi-Year	TBD, Site visit pending
17-002	Inactive	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A	N/A	Multi-Year	
18-009	Inactive	H600-606	50,000	Business Jet MRO/final assembly	50	1,976,000	Multi-Year	TBD, information submitted
17-001	Inactive	H606	49,222	Aircraft completions and maintenance	15	750,000	Multi-Year	
17-003	Inactive	H606	49,222	Aircraft service center - single type	3	150,000	Multi-Year	
17-006	Inactive	H959	129,733	Aircraft sub-components and structures production	35	2,100,000	Multi-Year	Sales tax grant; all available state
18-004	Inactive	H959	129,733	Regional aircraft MRO	TBD	TBD	Multi-Year	TBD, Site visit pending
18-006	Inactive	H959	20,000	Flight Test	N/A	N/A	Short-Term	N/A
18-002	Dark	H506-2	4,900	Helicopter Service Center; Avionics install and service; Part 135 charter; Ag aviation; helicopter flight training	3	150,000	Multi-Year	Prospect was looking only for business address. Was not interested in paying even as much as \$300/\$500 a month in
17-004	Dark	H600	68,308	Flight training	10	550,000	Multi-Year	
18-001	Dark	H606	20,000	Aircraft modification - business jets	TBD	TBD	Short -Term	Company was not awarded project (by NASA). Will keep SLN in mind for future projects.

Staff Reports

- Aircraft Rescue and Fire Fighting Vehicle (ARFF #7)
- Fossett Plaza
- Terminal Building Overflow Parking
- \$89 Fare (January 9 - February 26)
- Fly Salina Marketing



Salina to Denver or
Salina to Chicago O'Hare

\$89*
one way
Standard Economy Fare

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UNITED
Operated by SkyWest Airlines

*Book by February 26, 2019 for travel through May 22, 2019.
14 day advance purchase and other restrictions apply.

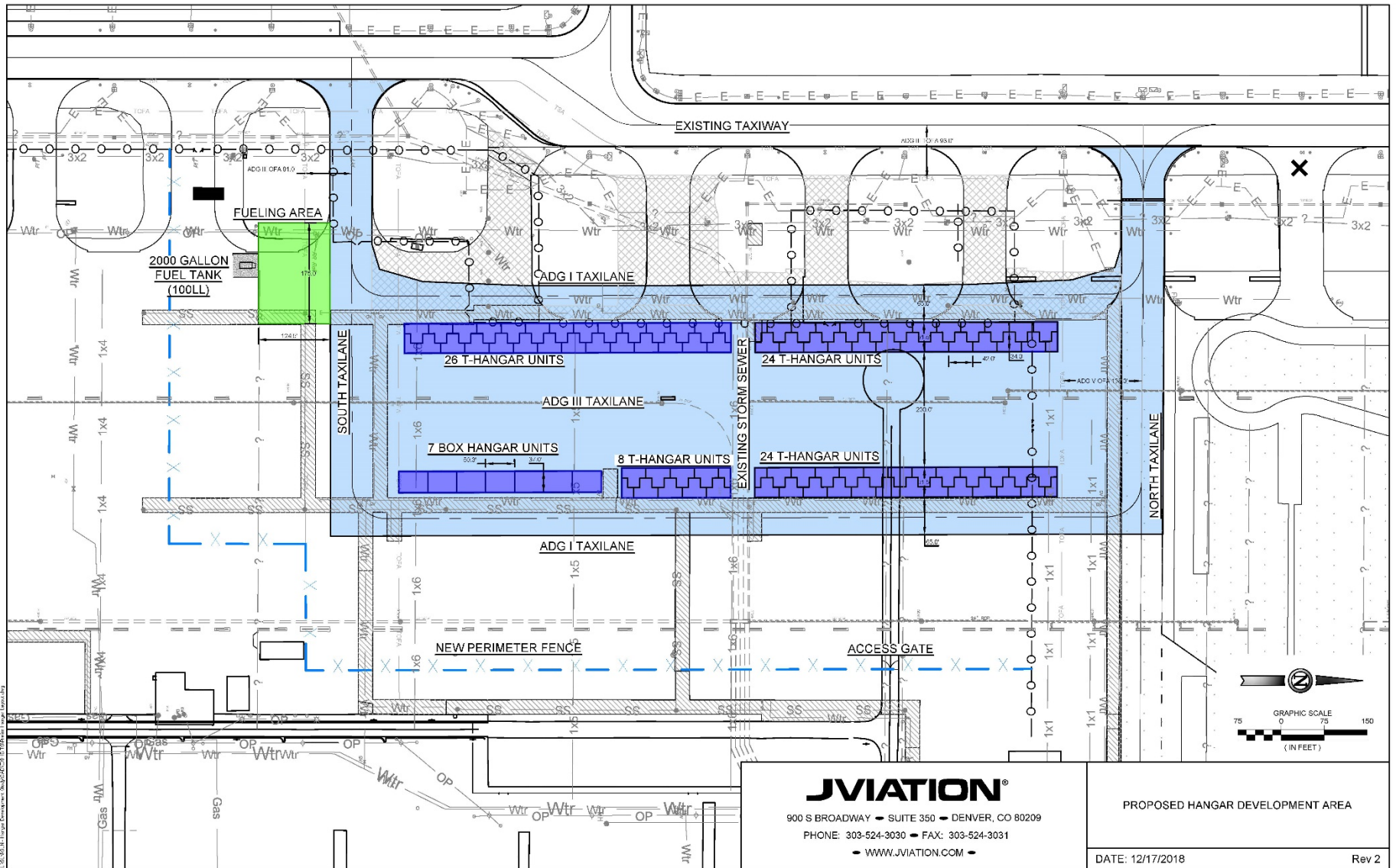
A United Airlines advertisement featuring a smiling couple flying over a blue sky. The woman is wearing sunglasses and a white shirt, and the man is wearing sunglasses and a white shirt. They are both smiling and have their arms outstretched. The background is a bright blue sky with white clouds.

Period Impressions

Media	As of 7/20/2018 (+/-)	As of 8/8/2018 (+/-)	As of 8/31/2018 (+/-)	As of 09/14/18 (+/-)	As of 09/28/18 (+/-)	As of 10/12/18 (+/-)	As of 10/30/18 (+/-)	As of 11/12/18 (+/-)	As of 11/26/18 (+/-)	As of 1/4/19 (+/-)	Total Cumulative Impressions
Native Digital	81,467 78%	157,641 94%	134,769 -16%	103,851 -23%	153,077 47%	34,675 -77%	97,776 182%	47,058 -53%	93,853 173%	240,608 166%	1,761,967
Facebook	31,844 195%	28,480 -11%	23,987 -16%	13,220 -45%	8,814 -33%	27,345 210%	24,247 -11%	20,632 -15%	32,763 59%	84,790 159%	439,826
Pandora	17,537 100%	16,843 -4%	16,850 0%	7,602 -55%	9,251 22%	16,845 82%	5,089 -70%	11,746 131%	16,652 42%	33,684 102%	218,763
Total	130,848 76%	202,964 55%	175,606 -13%	124,673 -29%	171,142 37%	78,865 -54%	127,112 61%	74,436 -41%	143,268 92%	359,082 151%	2,420,556

Rate of Change per Prior Report Period





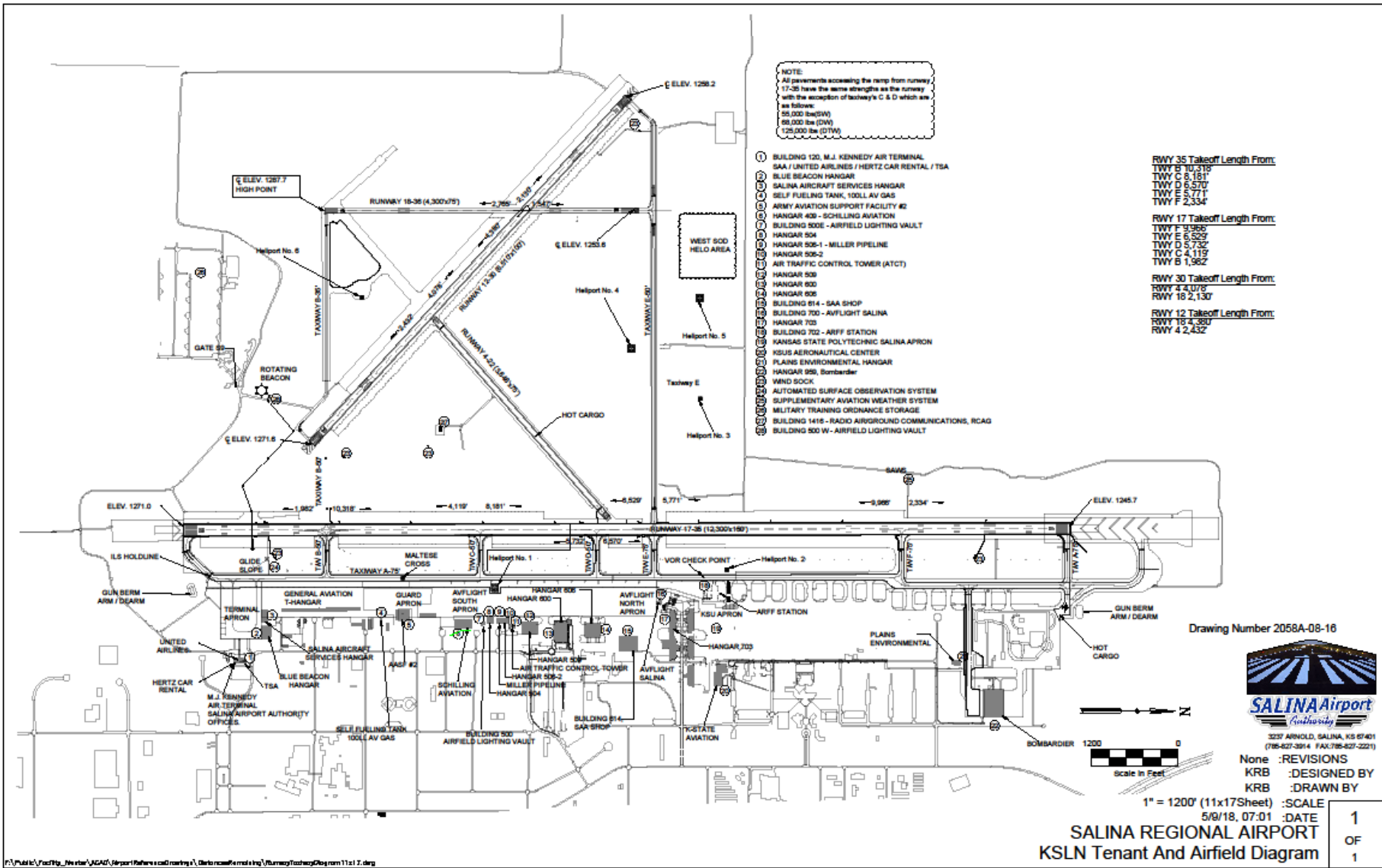


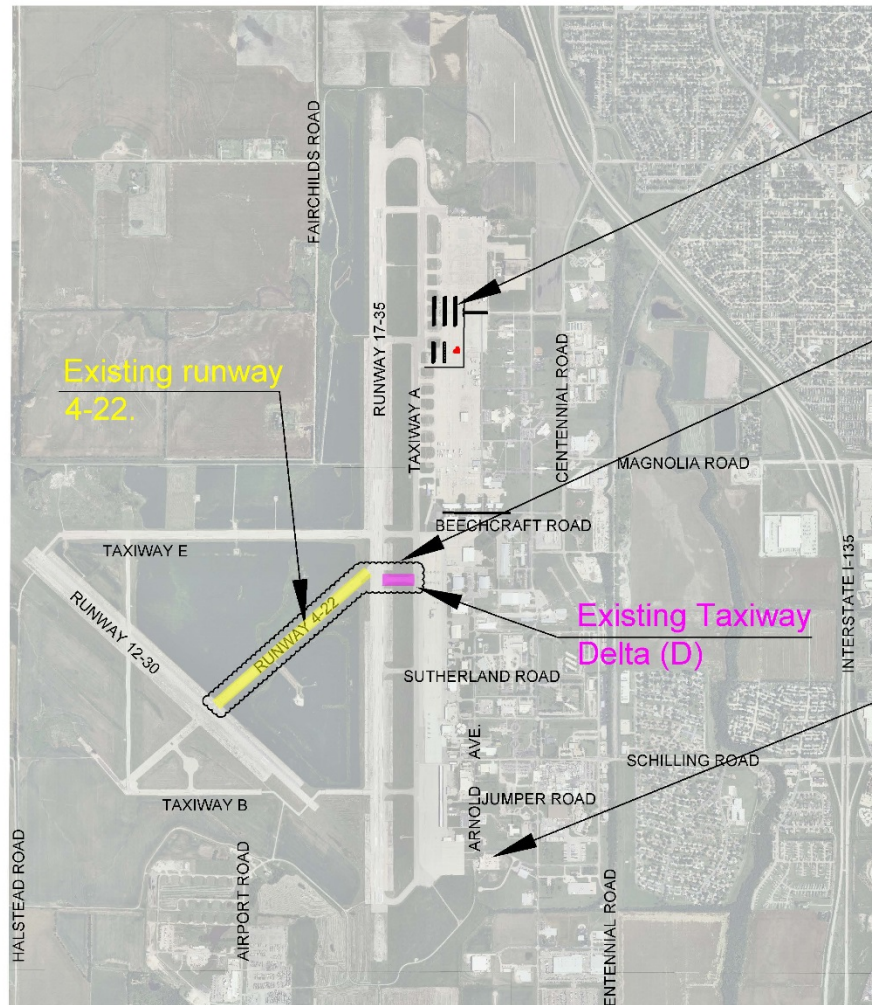
Adjournment

Location Maps

Tim Rogers, A.A.E.

KSLN Tenant and Airfield Diagram

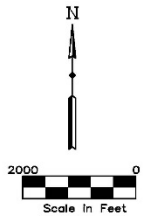




North Ramp Stage I
T-Hangar Planning
Review.

Convert Runway
4-22 to Taxiway
Delta Extension.

M. J. Kennedy
Airport Terminal
Planning Review
Project.



Drawing Number 2512-10-18



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
None REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" = 2000' : SCALE
10/10/18, 08:44 : DATE

SALINA AIRPORT AUTHORITY
October 2018 Board Meeting Location Map

1
OF
1



Site 6
6 Acres
Sheet 3

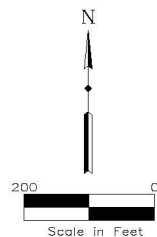
Site 5
10 Acres
Sheet 3

Site 1
9.5 Acres
Sheet 2

Site 2
13 Acres
Sheet 3

Site 3
9 Acres
Sheet 3

Site 4
80 Acres
Sheet 3



Drawing Number 2541-01-19



3237 ARNOLD, SALINA, KS 67401
(785-827-3814 FAX: 785-827-2221)

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
1" = 3000' : SCALE
1/11/19, 13:01 : DATE

SALINA AIRPORT AUTHORITY
Lot Development Concepts, 100,000 S.F. Facility Location Map

1
OF
7