

DATE: December 13, 2019
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **December 18, 2019 Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **second-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet.

Wednesday's meeting will focus on the following SAA priorities:

- Airport industrial center development and existing business expansion
- Schilling Project mediation
- T-Hangar construction feasibility
- Air service development and marketing
- 2020 operating plan and budget

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending November 30, 2019 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The November 2019 air traffic count increased 14% to 6,072 operations as compared to the November 2018 total of 5,317. For the year-to-date a total of 71,966 operations have been recorded which is 10% more than the November 2018 YTD total of 65,202.

Airport Activity – Fuel Flowage (Rogers)

November 2019 fuel flowage was 108,525 gallons, which was a 13% decrease as compared to the November 2018 total of 125,129 gallons. For the year-to-date, fuel flowage totals 2,191,477 gallons which is down 5% as compared to the November 2018 YTD total of 2,315,386 gallons.

Airport Activity – Passenger Counts (Rogers)

United/SkyWest flights enplaned 1,703 passengers, which was a 3% increase over the November 2018 total of 1,656 passengers. The airline's total passenger count was 3,340 which was a 2% increase over the November 2018 total of 3,279.

Financial Reports – Comments and Notes (Swanson)

As we ended November total operating revenues came within 1% of budget and total operating expenses arrived under budget by 4% or \$98,118. Net income before depreciation for the year-to-date reached \$113,052.

Short-term leasing activity: In late October, the Combat Aviation Brigade at Fort Riley leased a portion of Hangar 600 for 13 days at a rental rate of \$7,800. They returned in early Nov. and leased a portion of Hangar 509 for 4 days at a rental rate of \$2,080, plus \$620 for equipment utilization.

Financial Reports – November 2019 Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 30 days or more as of December 13, 2019
(Swanson)

Account	Amount	Days	Comments
Allegiant Air Charter	\$1,187	31-60	Landing Fees & ARFF Coverage
Federal Aviation Administration	\$2,510	31-60	Bldg. Rent
Kansas Military Board	\$1,900	31-90	Bldg. Rent
T&R Dirt Construction	\$620	31-90	Equip. Yard

Agenda Item #6 – Presentation of the Airport Authority’s 2020 Liability and Commercial Property Insurance Coverages (Swanson and Charlesworth)

In August of this year, SAA staff began the 2020 property/liability insurance renewal process. The Authority’s statement of property values, automobile and equipment schedules were reviewed and updated. In early October, the SAA completed the insurance applications and information requests for submittal to the underwriters through our insurance broker, Lockton. Annually, Lockton negotiates with each incumbent insurer to assure a competitive renewal and looks for options when appropriate. This renewal year was particularly important in seeking other markets with certain property insurers wishing to impose per location wind/hail deductibles and declining coverages based upon the type of occupancy. In addition, recent Authority claims on both its auto and worker’s compensation policies required an outreach to insure the most competitive premium possible.

The Airport Authority’s risk management consultant, James Charlesworth will attend the meeting and report on the Airport Authority’s 2020 insurance coverages that will renew on January 1. The report will include details concerning policy limits, deductible amounts and premiums for the Authority’s automobile, equipment, commercial property, environmental, workers’ compensation and liability insurance coverages. Enclosed is a summary of the 2020 insurance package. The total 2020 premium cost, including broker and consultant fees, is expected to be \$216,470 which is a 14.3% increase over our 2019 total premiums and fees of \$189,361. After we net our our tenant’s share of premiums, our net budget expense increase will arrive at 2.8% YOY.

Agenda Item #7 – Presentation of the Airport Authority’s 2020 Operating Plan and Budget (Rogers and Swanson)

Enclosed is a copy of the final draft of the Airport Authority’s 2020 Operating Plan and Budget. Priorities for 2020 include:

- Continued fuel flowage growth
- Market available buildings, hangars and development lots
- Continue air service development and marketing efforts
- Complete an airport master plan update to determine future terminal building requirements

- Complete Runway 17/35 repairs
- Support implementation of the K-State Polytechnic Global Aeronautics Initiative final report
- Complete the Schilling Project mediation and Consent Decree phases
- Airport Industrial Center development objectives and expansion projects
- Contract with the Salina Chamber for services to attract and retain a skilled aerospace workforce
- End CY 2020 with an ending operating cash balance greater than \$450,000
- Achieve an occupancy rate greater than 80% for available hangars and buildings
- Secure FAA grant funding for the Runway 17/35 rehabilitation project
- Support 2020 FOL deployments
- Support Ft. Riley APOE/D operations
- Actively pursue DoD projects in partnership with the Kansas Department of Commerce (The Salina Initiative), City, County, Chamber & SCEDO.
- Complete a T-Hangar construction feasibility study
- Retain current SAA staff members and add one part-time maintenance/custodial person

Please note the following comments concerning 2020 priorities.

Fuel Flowage Growth – 2019 fuel flowage will be 5% to 7% less than the 2018 total of 2,414,825. The total number of Ft. Riley charter flights during 2019 were less than expected and although FOL activity was up (NOAA, NASA and Jaded Thunder) fuel flowage during 2019 was less than expected. We will start out 2020 with a large Ft. Riley troop outbound deployment that will jump start the year’s fuel flowage.

Avflight Salina will start its seventh year of operations at SLN (the FBO started SLN operations on January 1, 2014). Avflight has proven to be an excellent partner and the NOAA, NASA and military deployments would not be possible without Avflight’s ability to support deployments with additional staff and equipment from their other locations.

Market Available Buildings, Hangars and Development Lots – Since the fall of 2016 the SAA’s vacancy rate has gone from 40% (699,241 SF leased) to 29% (829,966 SF leased). As of November 1, 2019, 63% of SAA available space is under a lease greater than 1-year. The Airport Authority is actively marketing over 300K SF of available space valued at over \$1.5 million per year. Three aviation hangars that total 148,500 SF of available space are a focus of the ongoing Kansas Department of Commerce initiative (The Salina Initiative) that focuses on DoD related projects. The Salina Initiative is consistent with both the SCEDO strategic plan and K-State Polytechnic Global Aeronautics Initiative.

Air Service Development and Marketing – The Fly SLN air service marketing campaign for nonstop Chicago flights will expanded to reach Western Kansas along I-70. Reaching out to the west will enable Salina to maintain momentum in air service growth. The City, County, Airport Authority, Chamber and SCEDO will continue to partner with United and SkyWest to execute a marketing campaign that leads to Salina and North Central Kansas passengers to choosing SLN as their “airport of convenience” for nonstop flights to Denver and Chicago.

Airport Master Plan Update – Terminal Building Requirements – Coffman Associates will use a FAA approved passenger enplanement forecast to determine terminal building requirements for expected passenger growth.

K-State Polytechnic Global Aeronautics Initiative - The Global Aeronautics Initiative (GAI) report will be presented to the City, County, Airport Authority, Chamber and SCEDO during Q1 2020. The report will be more than just a feasibility study, it will be a strategic plan for growing the K-State aviation programs. The plan will be a guide for growing and developing the K-State aviation program into an engine for local and state economic development.

Schilling Project CAD and Mediation – Mediation will continue during January and February 2020. Both the United States and Salina Public Entities prefer reaching a negotiated settlement versus litigation.

Summary of Airport and Airport Industrial Center Development Potential – SAA staff will work with our economic development partners to maintain a summary of Airport and Airport Industrial Center buildings and land available for development opportunities. The document (both paper and electronic) provides the reader information on buildings ready for lease and lots ready for development. The document will also highlight long term development areas such as the north ramp at the SLN Aviation Service Center.

Work Force Recruitment and Retention – A significant, limiting factor to Salina’s economic growth is the availability of skilled labor to fill current job openings. At the Airport and Airport Industrial Center there are over 400 job openings and not enough skilled workers to fill the jobs available. A potential source of qualified employees is Ft. Riley, KS. Approximately 300, Ft. Riley soldiers exit the military each month. Less than 10% of these soldiers stay in the region and many of the soldiers have aviation technical and maintenance skills. The Airport Authority and Salina Chamber services agreement specifies aviation and aerospace workforce recruitment services as a need. The Chamber has played a significant role in recruiting 1 Vision Aviation and leading efforts to recruit and train skilled workers to fill jobs at 1 Vision.

Secure FAA Grant Funding for the Runway 17/35 Rehabilitation Project – The need to rehabilitate the surface of Runway 17/35 emerged as the top airfield priority. The project is being considered for AIP Supplemental Appropriation grant funding. To improve the project’s chance for FAA grant funding project design and engineering will be completed in 2020.

Complete Runway 17/35 Repairs – The recently awarded KDOT grant for Hangar H959 repairs and improvements included \$250K for Runway 17/35 repairs. The repairs will be made in May 2020 and bridge the time until a FAA grant can be awarded for Runway 17/35 rehabilitation.

Complete a T-Hangar Construction Feasibility Study – Work on the T-hangar construction feasibility study will continue. Project financing and resulting hangar lease rates are key factors in a decision to proceed with the project.

SAA Staffing Priorities – Retention of current SAA staff will involve emphasis on training, updating equipment and tools, performance evaluations and competitive compensation. During 2019 the addition of a part-time custodial staff member provided more flexibility in meeting expectations for the appearance and use of the terminal building, H600, H606 and H959. Going into 2020 staffing is stable and recent ARFF and maintenance hires are proving to be good additions.

Recommendation: Approval of the 2020 Operating Plan and Budget Report

Agenda Item #8 – T-Hangar Construction Financing (Rogers and Swanson)

At the meeting Shelli and I will present options for new T-Hangar construction. The options will be for 20-year, 25-year and 30-year project financing.

Agenda Item #9 – Salina Community Economic Development Organization (SCEDO) Board of Directors Appointment (Buer)

The SCEDO **Members Agreement** provides that the Salina Airport Authority appoints two of the nine member SCEDO board of directors. The Airport Authority's first two appointees were Jeff Thompson and Pete Brungardt. As a member of the first SCEDO board, Pete complete an initial one-year term that ran from December 29, 2015 to January 31, 2017. He was reappointed to a full three-year term, February 1, 2017 to January 31, 2020. Pete is eligible for a second three-year term that would run from February 1, 2020 to January 31, 2023. We are fortunate that Pete is willing to accept an appointment for a second three-year term. His leadership and active involvement in the successful start-up of the SCEDO is appreciated.

Recommendation: Approval of SAA Resolution No. 19-13

Agenda Items #10, #11 and #12 – Executive Sessions (Bengtson and Rogers)

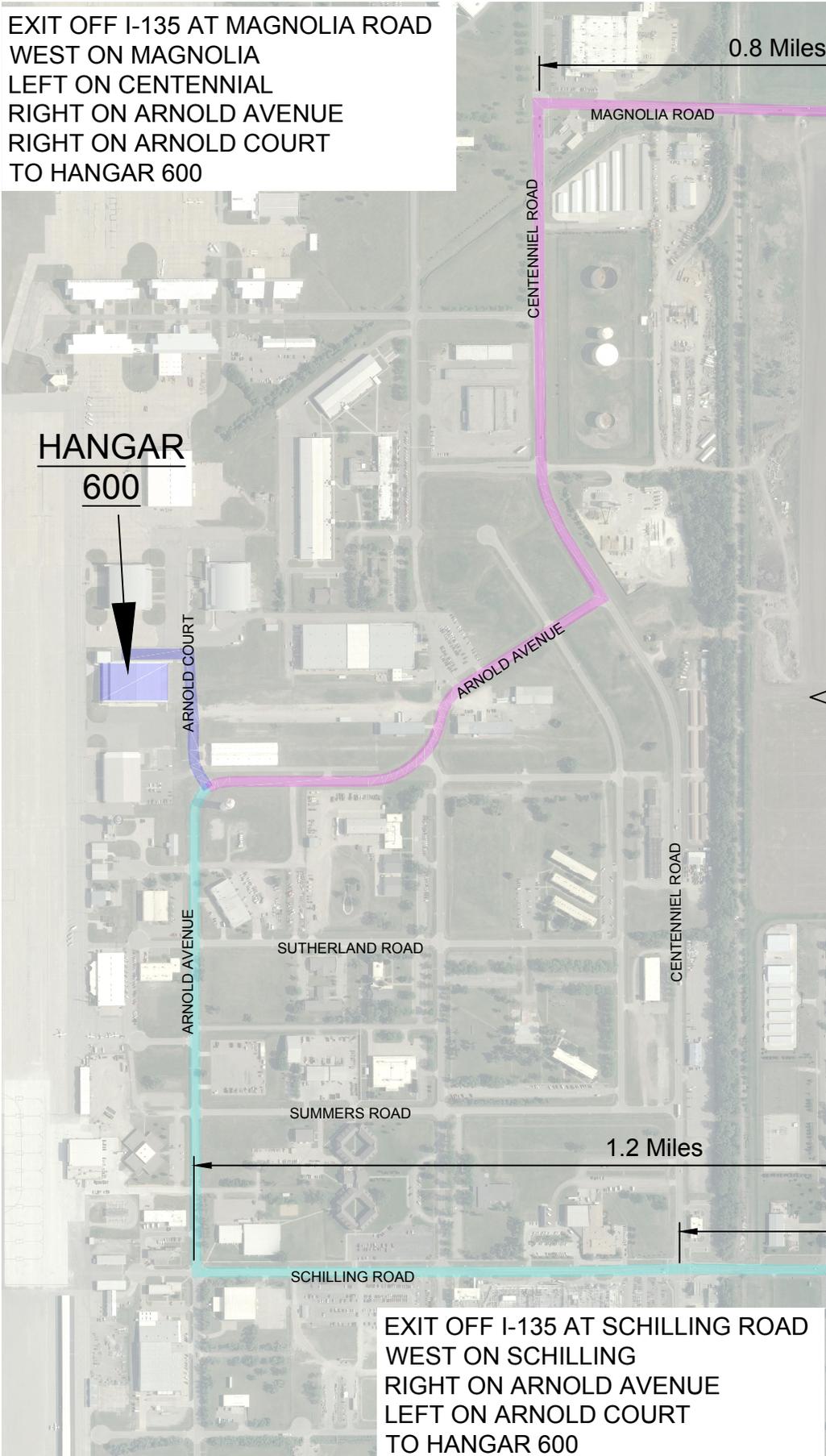
As noted on the agenda, each executive session requires a separate motion since different topics will be discussed. Each motion states the topic to be discussed and the relevant statutory citation providing the ability to discuss the topic in executive session. After each executive session the open meeting will be resumed and the motion and vote for the next executive session will occur.

Please contact me if you have any questions.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600

**HANGAR
600**



EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON ARNOLD COURT
TO HANGAR 600



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

**Hangar H600, Second Floor Conference Room
2720 Arnold Court
December 18, 2019– 8:00 AM**

AGENDA

Action Items

1. Call to order, determine a quorum is present and confirm that the meeting notice has been published. (Buer)
2. Recognition of guests. (Buer)
3. Additions to the agenda. (Buer)
4. Approval of the minutes of the November 13, 2019 regular board meeting. (Buer)
5. Review of airport activity and financial reports for the month ending November 30, 2019. (Rogers & Swanson)
6. Presentation of the Airport Authority's 2020 liability and commercial property insurance coverages. (Swanson and Charlesworth)
7. Presentation of the Airport Authority's 2020 Operating Plan and Budget. (Rogers and Swanson)
8. Review of new T-Hangar construction project financing options. (Rogers and Swanson)
9. Approval of SAA Resolution No. 19-13 reappointing Pete F. Brundgardt to the Salina Community Economic Development Organization board of directors. (Buer)

Directors' Forum (Buer)

Visitor's Questions and Comments (Buer)

Staff Reports (Buer)

Announcements (Windhorst)



Executive Sessions (Buer)

10. An executive session of the board of directors to consult with legal counsel. (Buer)

I move that the Airport Authority board of directors recess into an executive session for twenty (20) minutes to discuss the subject of anticipated mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with pending litigation in U.S. District Court with legal counsel based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 45-7319(b)(2). The open meeting will resume in this room at _____ AM.

11. An executive session of the board of directors to discuss trade secrets of a corporation. (Buer)

I move that the Airport Authority board of directors recess into an executive session for twenty (20) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at _____ AM.

12. An executive session of the board of directors to discuss matters of non-elected personnel. (Buer)

I move the Salina Airport Authority board of directors recess into executive session for 20 minutes to discuss the subject of the Executive Director's performance evaluation based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at _____ AM.

Adjournment (Buer)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
NOVEMBER 13, 2019
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

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

Attendance

Attendance was taken. Chairman Buer, Directors Vancil, Eichelberger, Weisel, and Gunn were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst and Attorney Greg Bengtson. Mitch Robinson, SCEDO and Jay Hatchett, SLN ATCT were guests.

Additions to the Agenda

Chairman Buer asked if there were any additions. Executive Director Tim Rogers stated there was one addition to the agenda. Agenda Item No. 14, discussion of the Schilling Project Tolling Agreement, was added to the agenda.

Minutes

Chairman Buer asked if the board members had additions or corrections to the minutes of the October 16, 2019 regular board meeting. Director Weisel moved, seconded by Director Eichelberger, to approve the minutes of the October 16, 2019 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of October 2019. The Salina Air Traffic Control Tower (ATCT) recorded 7,240 operations during October 2019, which was a 27% decrease as compared to October 2018 total of 9,974. During October 2018 the Airport Authority hosted the National Intercollegiate Flying Association SAFECON regional competition in partnership with K-State, accounting for the decrease. For the year-to-date, a total of 65,894 operations have occurred, which was 9% more than the October 2018 year-to-date total of 59,885. October 2019 fuel flowage came in at 223,382 gallons which was a 38% increase as compared to the October 2018 total of 151,563. For the year-to-date, a total of 2,082,953 gallons have been delivered on the airport which was a 5% decrease from the 2018 total of 2,190,257. SkyWest reported 3,466 total passengers during October 2019 which was slightly higher than the October 2018 total of 3,456 total passengers. Advanced bookings for the upcoming holidays indicate a strong finish to the calendar year. Rogers reviewed air service key performance indicators prepared by The ArkStar Group. Starting November 1, the refreshed Fly SLN campaign was launched and the targeted audience was expanded to an 18-county area covering over 120 zip codes.

Director of Administration and Finance, Shelli Swanson reported on the financials for October 2019. Swanson reported total income reached 1% over budget with airfield revenue and short-term leasing continuing to perform better than projections. Total administrative expenses are

tracking 7% under budget with maintenance expenses running under by 2%. Net ordinary income before depreciation at the end of October arrived at \$150,476. Swanson commented on the significant expenditures from the 2019-1 temporary note improvement fund for the H504 and H959 construction projects. Chairman Buer directed staff to file the financials for audit.

Professional Audit Service for Fiscal Years ending 2019-2021

Executive Director Rogers updated the board that the SAA current auditor, Mize Houser & Company was reorganized and would no longer perform municipal audits. SAA staff received a proposal from Adams, Brown, Beran & Ball (ABBB) to perform professional audit services for the fiscal years ending Dec. 31, 2019, 2020 and 2021. The firm received high recommendations from current auditors and SAA financial advisor, George K. Baum. ABBB meets all required qualifications to audit the SAA financial statements. The SAA’s 2018 audit fee by Mize House was \$21,000. The audit fees proposed by ABBB are not to exceed as follow:

2019	\$20,000
2020	\$20,540
2021	\$21,100

Director Eichelberger moved to approve a 3-year contract with Adams, Brown, Beran & Ball, Great Bend, KS for the audit of the SAA’s 2019-2021 financial statements. Seconded by Director Gunn. Motion passed unanimously.

Resolution No. 19-12

Director of Administration and Finance Swanson briefed the board on the current 457 Deferred Compensation Plan managed and administered through ICMA-RC. Kansas Public Employees Retirement System (KPERs) now offers a 457 plan with lower fees and regular retirement counseling services for employees. SAA staff recommend approval of SAA Resolution 19-12 authorizing a deferred compensation plan for employees of the Salina Airport Authority and authorizing staff to execute the documents with the State of Kansas necessary to offer the KPERs 457 plan to its employees. Director Eichelberger moved, seconded by Director Weisel. Motion passed unanimously.

2020 Property and Liability Insurance Renewals

Swanson reviewed the property and liability insurance renewals for 2020. There have been challenges with the 2020 renewal due to changes in the marketplace largely driven by national weather events and we have entered into a “hard” market with pressure by carriers to increase both premiums and deductibles. SAA staff is working with Charlesworth Consulting and Lockton Companies on the final premium numbers. Charlesworth will present at the December Board of Directors meeting to review the 2020 property and liability coverages.

2020 Forecasted Operating Expenses

Swanson distributed the detailed summaries of certain operating accounts for the 2020 budget. Executive Director Rogers highlighted on significant expenses. SAA staff is working to finalize the 2020 Operating Plan and Budget Report.

Kansas Erosion Lease Agreement (B655)

Rogers updated the board on Kansas Erosion, LLC (formerly, Kansas Erosion Products, LLC). Kansas Erosion is leasing space at Bldg. 1021, 3600 Airport Road, but requires additional

facility space to store materials and finished product. Swanson reviewed the proposed lease terms and conditions for Bldg. 655, Unit A.

Facility: Unit A, Bldg. 655 (33,992 SF)
Term: 2-years, with three 5-year options
Effective: December 1, 2019
Rental Rate: \$6,515/month - \$78,182/year - \$2.30/SF/year
Rate Adj. 10% - beginning of each option period
Type: Modified net- tenant responsible for utilities, taxes, insurance and routine maintenance.

Director Vancil moved to approve the lease agreement with Kansas Erosion, LLC for Bldg. 655, Unit A located at 2656 Arnold Avenue. Seconded by Director Eichelberger. Motion passed unanimously.

USCOC of Nebraska/Kansas Lease Agreement

Rogers reviewed the existing lease with USCOC. USCOC of Nebraska/Kansas expressed interest in continuing operations at Salina. The proposed terms and conditions for the new lease agreement is as follows:

Facility: Lt.7, Blk.12, Schilling Sub. #5(.769 acres) including Bldg. 127(3,200 SF)
Term: 5-years with, four 5-year options
Effective: July 1, 2020
Rental Rate: \$1,675/month - \$20,100/year - \$6.28/SF/year
Rate Adj. 4% biennially
Type: Net – Tenant responsible for utilities, taxes, insurance and all maintenance.

Director Weisel moved to approve the lease agreement with USCOC of Nebraska/Kansas. Seconded by Director Gunn. Motion passed unanimously.

Limited underground Communication Utility Easement

Director of Facilities and Construction Bieker reviewed the existing easement in place for the USCOC Lease Agreement. The proposed easement will provide USCOC a limited underground utility easement for the purposes of accessing, locating, constructing, excavating and maintaining underground communication utility lines necessary for USCOC to operate its cellular switching and transmission site. The easement is valid and in effect only for so long as the Lease with the Authority is in effect. Director Weisel moved to approve the Limited underground Communications Utility Easement for the term of the lease with USCOC of Nebraska/Kansas. Seconded by Director Vancil. Motion passed unanimously.

Universal Forest Products Lease Addendum (B620)

Rogers commented on the Universal Forest Products Salina expansion. The Salina location is one of approximately 170 operations across the globe. Since 2012, the Salina operation of UFP that manufacturing wood products such as industrial shipping crates, has grown from 15,000 SF to 30,000 SF. This lease addendum represents the second expansion of the Salina facility. Swanson presented the following third addendum to the lease agreement with Universal Forest Products.

Facility: Bldg. 620 (30,000 SF)
Term: Currently in option period 3 of 4 (three-year terms)
Effective: June 1, 2019
Rental Rate: \$9,350/month - \$112,200/year - \$3.75/SF/year
Rate Adj. CPI every 3-years
Type: Modified Net – Tenant responsible for utilities, taxes, ins. and routine maintenance.

Director Gunn moved to approve the third addendum to the UFP lease agreement. Seconded by Director Weisel. Motion passed unanimously.

Schilling Project Tolling Agreement

Board attorney Greg Bengtson discussed the Schilling Project Tolling Agreement. The current agreement expires at the end of calendar year 2019. The proposed tolling agreement amendment extends the expiration date to April 30, 2020. Director Gunn moved to approve the extension of the Schilling Project Tolling Agreement subject to consent by Salina Public Entities. Seconded by Director Weisel. Motion passed unanimously.

Staff Reports

Rogers updated the board on the priorities for calendar year 2020. Rogers highlighted on several financials goals and objectives including the SAA audit, GASB 87 compliance and increasing operating cash. Rogers presented the target balances for 2020 -2022 year-end operating cash balances.

Upon a motion duly made, the meeting adjourned at 9:22 A.M.

Minutes approved at the December 18, 2019 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2019**

AIR TRAFFIC/ATCT

November , 2019	6,072 Operations 600 Instrument Operations 463 Peak Day
November , 2018	5,317 Operations 763 Instrument Operations 452 Peak Day
January 2019 - November 2019	71,966 Operations
January 2018 - November 2018	65,202 Operations
January 2017 - November 2017	57,047 Operations

FUEL FLOWAGE

November , 2019	108,525 Gallons
November , 2018	125,129 Gallons
January 2019 - November 2019	2,191,477 Gallons
January 2018 - November 2018	2,315,386 Gallons
January 2017 - November 2017	2,488,984 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
7,753	100,771	4,766	0
8,166	116,963	9,128	380
96,317	2,095,160	989,973	4,426
83,665	2,231,721	1,080,797	7,391
92,076	2,396,908	880,051	8,288

SkyWest Airlines

ENPLANEMENTS

November , 2019	1,703 Passengers
November , 2018	1,656 Passengers
January 2019 - November 2019	17,836 Passengers
January 2018 - November 2018	13,020 Passengers
January 2017 - November 2017	8,050 Passengers

DEPLANEMENTS

TOTAL

1,637 Passengers	3,340
1,623 Passengers	3,279

ENPLANEMENTS - Charter Flights

November , 2019	0 Passengers
November , 2018	100 Passengers
January 2019 - November 2019	1,479 Passengers
January 2018 - November 2018	5,657 Passengers
January 2017 - November 2017	4,702 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

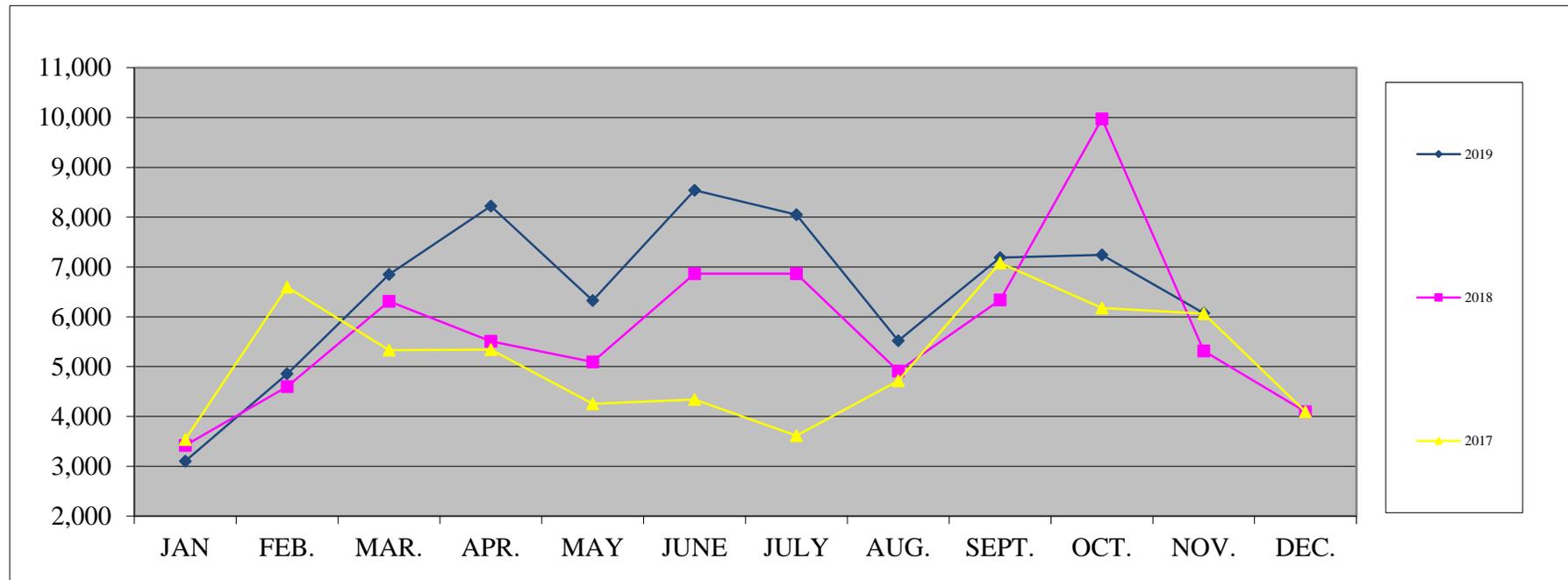
November , 2019	1,703 Passengers
November , 2018	1,756 Passengers
January 2019 - November 2019	19,315 Passengers
January 2018 - November 2018	18,677 Passengers
January 2017 - November 2017	12,752 Passengers

**AIRPORT TRAFFIC RECORD
2018 - 2019**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2019									
January, 19	61	819	600	258	1,738	992	372	1,364	3,102
February, 19	104	1,553	555	211	2,423	2,232	197	2,429	4,852
March, 19	115	1,765	790	147	2,817	3,811	220	4,031	6,848
April, 19	104	2,112	966	232	3,414	4,608	203	4,811	8,225
May, 19	118	1,464	939	235	2,756	3,328	244	3,572	6,328
June, 19	103	2,025	968	302	3,398	4,497	646	5,143	8,541
July, 19	119	2,084	877	155	3,235	4,506	310	4,816	8,051
August, 19	133	1,272	984	700	3,089	2,169	262	2,431	5,520
September, 19	117	2,268	1,924	236	4,545	2,500	142	2,642	7,187
October, 19	126	1,934	833	181	3,074	3,994	172	4,166	7,240
November, 19	121	1,710	744	98	2,673	3,299	100	3,399	6,072
December, 19									
Totals January - November	1,221	19,006	10,180	2,755	33,162	35,936	2,868	38,804	71,966
2018									
January, 18	0	1,068	587	205	1,860	1,390	168	1,558	3,418
February, 18	17	1,282	541	316	2,156	2,103	342	2,445	4,601
March, 18	2	1,413	840	462	2,717	2,976	619	3,595	6,312
April, 18	6	1,469	670	284	2,429	2,666	415	3,081	5,510
May, 18	7	1,431	811	264	2,513	2,370	211	2,581	5,094
June, 18	14	1,696	983	348	3,041	3,088	736	3,824	6,865
July, 18	4	1,444	874	464	2,786	3,502	577	4,079	6,865
August, 18	46	1,390	899	289	2,624	2,124	162	2,286	4,910
September, 18	48	1,846	767	332	2,993	2,823	520	3,343	6,336
October, 18	12	2,443	838	354	3,647	5,941	386	6,327	9,974
November, 18	6	1,702	640	173	2,521	2,742	54	2,796	5,317
December, 18									
Totals January - November	162	17,184	8,450	3,491	29,287	31,725	4,190	35,915	65,202
Difference	1,059	1,822	1,730	-736	3,875	4,211	-1,322	2,889	6,764
YTD % Change	654%	11%	20%	-21%	13%	13%	-32%	8%	10%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

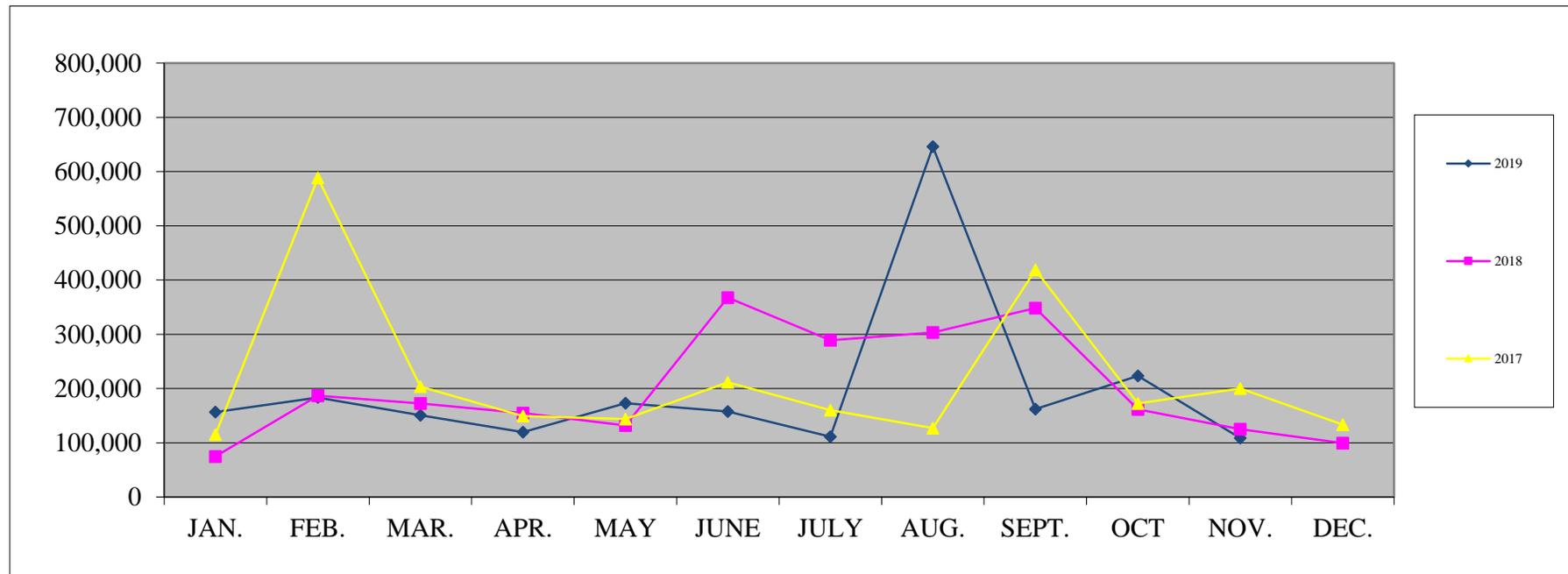
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072		71,966
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
2012	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
2011	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
2010	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
2009	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062



FUEL FLOWAGE

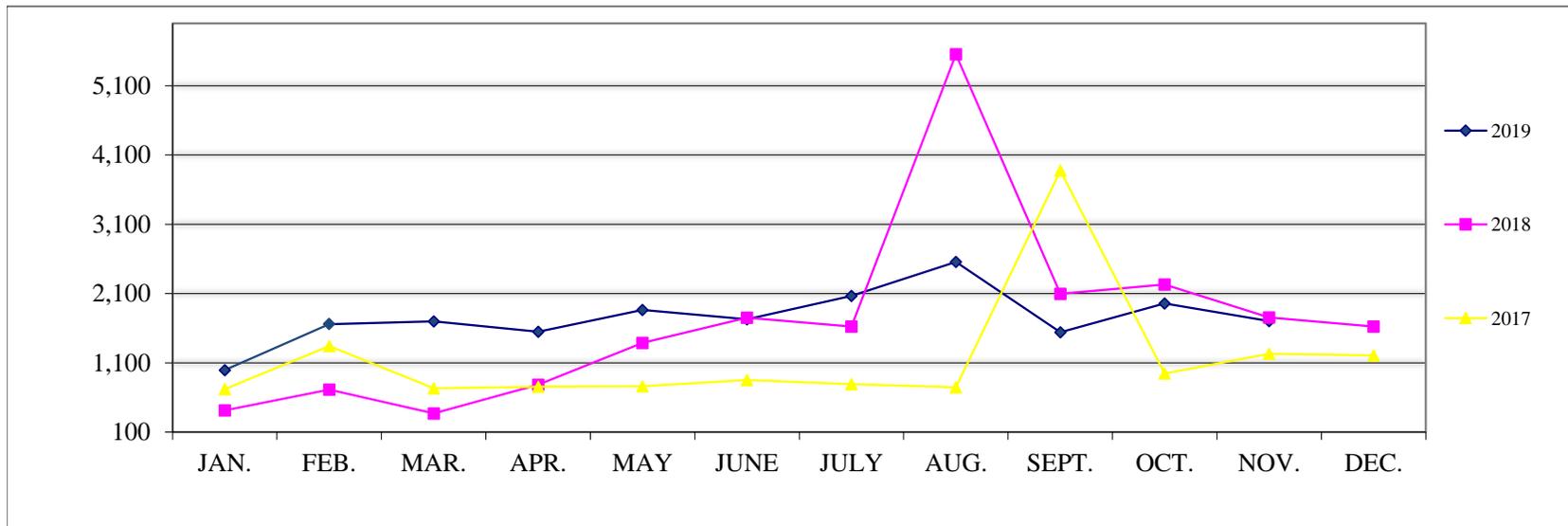
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2019	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525		2,191,478
2018	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	2,414,825
2017	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
2012	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
2011	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
2010	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
2009	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
2019	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703			19,315
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	-4,322	15,977
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	13,850
2016	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868



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

Salina Airport Authority
Statement of Net Position Prev Year Comparison
As of November 30, 2019

12/13/2019

	Nov 30, 19	Oct 31, 19	\$ Change	Nov 30, 18	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	488,095	607,097	-119,002	0	488,095	100%
Cash in bank-Operating Funds	200,625	243,474	-42,849	280,849	-80,224	-29%
Cash in Bank - Mill Levy	269,142	269,130	12	465	268,677	57,780%
Total Checking/Savings	957,862	1,119,701	-161,839	281,314	676,548	240%
Accounts Receivable						
Accounts Receivable	180,402	119,962	60,440	229,363	-48,961	-21%
Total Accounts Receivable	180,402	119,962	60,440	229,363	-48,961	-21%
Other Current Assets						
Mill Levy receivable	27,144	27,144	0	0	27,144	100%
Other current assets	34,160	136,123	-101,963	25,590	8,570	33%
Undeposited Funds	12,832	2,680	10,152	2,354	10,478	445%
Total Other Current Assets	74,136	165,947	-91,811	27,944	46,192	165%
Total Current Assets	1,212,400	1,405,610	-193,210	538,621	673,779	125%
Fixed Assets						
Fixed assets at cost	91,276,805	90,954,002	322,803	87,417,568	3,859,237	4%
Less accumulated depreciation	-47,061,442	-46,832,112	-229,330	-44,278,170	-2,783,272	-6%
Total Fixed Assets	44,215,363	44,121,890	93,473	43,139,398	1,075,965	2%
Other Assets						
Deferred Outflow of Resources	1,381,850	1,381,850	0	1,496,655	-114,805	-8%
Total Other Assets	1,381,850	1,381,850	0	1,496,655	-114,805	-8%
TOTAL ASSETS	46,809,613	46,909,350	-99,737	45,174,674	1,634,939	4%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	1,016,309	878,318	137,991	119,262	897,047	752%
Total Accounts Payable	1,016,309	878,318	137,991	119,262	897,047	752%
Credit Cards						
Sam's Club Discover	0	1,549	-1,549	-131	131	100%
VISA - Sunflower Bank, N.A. - S	0	-427	427	48	-48	-100%
Total Credit Cards	0	1,122	-1,122	-83	83	100%
Other Current Liabilities						
Accrued debt interest payable	103,365	49,651	53,714	202,744	-99,379	-49%
Debt, current portion	1,969,153	1,969,153	0	1,222,153	747,000	61%
Deferred Mill Levy revenue	199,800	399,601	-199,801	355,393	-155,593	-44%
Other current liabilities	246,137	242,707	3,430	213,394	32,743	15%
Total Other Current Liabilities	2,518,455	2,661,112	-142,657	1,993,684	524,771	26%
Total Current Liabilities	3,534,764	3,540,552	-5,788	2,112,863	1,421,901	67%
Long Term Liabilities						
Debt - Long Term	22,415,212	22,415,212	0	21,354,569	1,060,643	5%
Deferred Inflows of Resources	68,366	68,366	0	96,486	-28,120	-29%
Less current portion	-1,969,153	-1,969,153	0	-1,222,153	-747,000	-61%
Net OPEB Liability (KPERs)	11,126	11,126	0	0	11,126	100%
Net Pension Liability	605,630	605,630	0	603,456	2,174	0%
Security Deposits Returnable	57,564	57,653	-89	48,680	8,884	18%
Total Long Term Liabilities	21,188,745	21,188,834	-89	20,881,038	307,707	1%
Total Liabilities	24,723,509	24,729,386	-5,877	22,993,901	1,729,608	8%
Equity						
Invested in Capital Assets net	21,800,151	21,689,915	110,236	21,556,022	244,129	1%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	208,981	319,217	-110,236	162,162	46,819	29%
Net Income	-13,031	80,833	-93,864	372,588	-385,619	-103%
Total Equity	22,086,101	22,179,965	-93,864	22,180,772	-94,671	-0%
TOTAL LIABILITIES & EQUITY	46,809,610	46,909,351	-99,741	45,174,673	1,634,937	4%

Salina Airport Authority
Profit & Loss Budget Performance
November 2019

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12/13/2019
Accrual Basis

	Nov 19	Jan - Nov 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	10,618	178,124	183,333	-5,209	97%	200,000
Hangar rent	36,541	619,207	528,281	90,926	117%	576,307
Landing fees	2,261	33,149	22,917	10,232	145%	25,000
Ramp rent	4,760	49,325	45,833	3,492	108%	50,000
Total Airfield revenue	54,180	879,805	780,364	99,441	113%	851,307
Building and land rent						
Agri land rent	-96	72,673	51,333	21,340	142%	56,000
Building rents - Long Term						
Short-term leasing	31,445	301,735	192,500	109,235	157%	210,000
Building rents - Long Term - Other	60,203	651,677	840,272	-188,595	78%	916,660
Total Building rents - Long Term	91,648	953,412	1,032,772	-79,360	92%	1,126,660
Land rent						
Basic Land Rent	8,619	99,735	92,704	7,031	108%	101,131
Property tax - tenant share	10,325	113,574	113,574	0	100%	123,899
Total Land rent	18,944	213,309	206,278	7,031	103%	225,030
Tank rent	1,161	12,474	10,973	1,501	114%	11,970
Total Building and land rent	111,657	1,251,868	1,301,356	-49,488	96%	1,419,660
Other revenue						
Airport Marketing	6,774	59,039	100,833	-41,794	59%	110,000
Commissions	0	27,913	32,083	-4,170	87%	35,000
Other income	861	50,141	73,333	-23,192	68%	80,000
Total Other revenue	7,635	137,093	206,249	-69,156	66%	225,000
Total Income	173,472	2,268,766	2,287,969	-19,203	99%	2,495,967
Gross Income	3 173,472	2,268,766	2,287,969	-19,203	99%	2,495,967
Expense						
Administrative expenses						
A/E, consultants, brokers	1,250	29,024	19,250	9,774	151%	21,000
Airport promotion	14,870	133,366	178,704	-45,338	75%	194,950
Bad Debt Expense	0	1,209	13,750	-12,541	9%	15,000
Computer/Network Admin.	1,613	19,741	17,548	2,193	112%	19,143
Dues and subscriptions	2,535	22,726	22,917	-191	99%	25,000
Employee retirement	8,293	71,405	75,795	-4,390	94%	82,685
FICA and medicare tax expense	5,979	54,147	58,015	-3,868	93%	63,289
Industrial development	0	31,071	38,958	-7,887	80%	42,500
Insurance , property	15,133	160,079	160,417	-338	100%	175,000
Insurance, medical	14,380	173,645	206,250	-32,605	84%	225,000
Kansas unemployment tax	0	570	917	-347	62%	1,000
Legal and accounting	650	44,679	29,792	14,887	150%	32,500
Office salaries	53,087	450,592	456,298	-5,706	99%	497,780
Office Supplies	357	7,574	5,500	2,074	138%	6,000
Other administrative expense	990	10,116	9,969	147	101%	10,875
Postage	48	1,650	2,750	-1,100	60%	3,000
Property tax expense	13,552	149,073	149,073	0	100%	162,625
Special Events	309	1,978	917	1,061	216%	1,000
Telephone	2,738	18,458	16,844	1,614	110%	18,375
Training	0	2,235	6,417	-4,182	35%	7,000
Travel and meetings	1,636	10,542	11,000	-458	96%	12,000
Total Administrative expenses	4 137,420	1,393,880	1,481,081	-87,201	94%	1,615,722

		Nov 19	Jan - Nov 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget	
Maintenance expenses								
		164	26,204	28,325	-2,121	93%	30,900	
		0	2,150	3,667	-1,517	59%	4,000	
		4,181	71,261	45,513	25,748	157%	49,650	
		9,199	80,710	82,500	-1,790	98%	90,000	
		0	16,108	17,417	-1,309	92%	19,000	
		27	6,200	4,125	2,075	150%	4,500	
		32,230	296,817	334,538	-37,721	89%	364,950	
		1,561	12,070	18,333	-6,263	66%	20,000	
		0	20,444	18,333	2,111	112%	20,000	
		17,268	229,870	220,000	9,870	104%	240,000	
		5	64,630	772,751	-10,917	99%	843,000	
		6	202,050	2,253,832	-98,118	96%	2,458,722	
		7	-28,578	113,052	34,137	78,915	331%	37,245
Other Income/Expense								
Other Income								
		8	17,361	789,090	726,430	62,660	109%	792,469
			0	55,120	22,000	33,120	251%	24,000
Interest income								
		600	17,574	495	17,079	3,550%	540	
		600	17,574	495	17,079	3,550%	540	
		199,800	2,198,807	2,197,803	1,004	100%	2,397,603	
		217,761	3,060,591	2,946,728	113,863	104%	3,214,612	
Other Expense								
Debt interest expense net								
		0	73,185	18,068	55,117	405%	19,710	
		53,715	590,860	590,860	0	100%	644,575	
		53,715	664,045	608,928	55,117	109%	664,285	
		229,330	2,522,630	2,522,630	0	100%	2,751,960	
		283,045	3,186,675	3,131,558	55,117	102%	3,416,245	
		-65,284	-126,084	-184,830	58,746	68%	-201,633	
		-93,862	-13,032	-150,693	137,661	9%	-164,388	

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January through November 2019

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 12/13/2019
 Accrual Basis

	Jan - Nov 19	Jan - Nov 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	178,124.49	185,063.15	-6,938.66	-3.75%
Hangar rent	619,206.58	440,552.85	178,653.73	40.55%
Landing fees	33,148.89	57,136.96	-23,988.07	-41.98%
Ramp rent	49,325.00	43,029.00	6,296.00	14.63%
Total Airfield revenue	879,804.96	725,781.96	154,023.00	21.22%
Beech Bankruptcy Distributions	0.00	0.00	0.00	0.0%
Building and land rent				
Agri land rent	72,673.35	70,689.00	1,984.35	2.81%
Building rents - Long Term				
Short-term leasing	301,735.00	308,447.92	-6,712.92	-2.18%
Building rents - Long Term - Other	651,676.92	696,915.68	-45,238.76	-6.49%
Total Building rents - Long Term	953,411.92	1,005,363.60	-51,951.68	-5.17%
Land rent				
Basic Land Rent	99,734.67	93,111.24	6,623.43	7.11%
Property tax - tenant share	113,574.12	102,762.18	10,811.94	10.52%
Land rent - Other	0.00	0.00	0.00	0.0%
Total Land rent	213,308.79	195,873.42	17,435.37	8.9%
Tank rent	12,474.00	11,508.00	966.00	8.39%
Total Building and land rent	1,251,868.06	1,283,434.02	-31,565.96	-2.46%
Other revenue				
Airport Marketing	59,039.35	144,863.36	-85,824.01	-59.25%
ARFF Training	0.00	900.00	-900.00	-100.0%
Commissions	27,913.23	24,041.43	3,871.80	16.11%
Other income	50,140.82	156,632.47	-106,491.65	-67.99%
Total Other revenue	137,093.40	326,437.26	-189,343.86	-58.0%
Total Income	2,268,766.42	2,335,653.24	-66,886.82	-2.86%
Gross Profit	2,268,766.42	2,335,653.24	-66,886.82	-2.86%
Expense				
Administrative expenses				
A/E, consultants, brokers	29,024.00	21,072.25	7,951.75	37.74%
Airport promotion				
Total Airport promotion	133,366.22	209,754.92	-76,388.70	-36.42%
Bad Debt Expense	1,208.95	10,390.40	-9,181.45	-88.37%
Computer/Network Admin.	19,740.58	12,870.72	6,869.86	53.38%
Dues and subscriptions	22,726.36	21,069.83	1,656.53	7.86%
Employee retirement	71,404.50	70,124.08	1,280.42	1.83%
FICA and medicare tax expense	54,146.90	55,635.67	-1,488.77	-2.68%
Industrial development	31,071.43	50,000.00	-18,928.57	-37.86%
Insurance , property	160,079.36	128,393.59	31,685.77	24.68%
Insurance, medical	173,644.90	193,300.62	-19,655.72	-10.17%
Kansas unemployment tax	569.77	585.57	-15.80	-2.7%
Legal and accounting	44,679.00	42,641.50	2,037.50	4.78%
Office salaries	450,592.04	457,389.24	-6,797.20	-1.49%
Office Supplies	7,573.73	12,280.07	-4,706.34	-38.33%
Other administrative expense				
Merchant Processing Fees	3,744.80	3,380.85	363.95	10.77%
Other administrative expense - Other	6,371.26	5,889.80	481.46	8.17%
Total Other administrative expense	10,116.06	9,270.65	845.41	9.12%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,649.90	3,557.13	-1,907.23	-53.62%
Property tax expense	149,072.88	132,916.63	16,156.25	12.16%
Special Events	1,978.25	436.08	1,542.17	353.64%
Telephone	18,458.00	17,481.97	976.03	5.58%
Training	2,235.00	6,638.43	-4,403.43	-66.33%
Travel and meetings	10,541.54	7,625.79	2,915.75	38.24%
Total Administrative expenses	1,393,879.37	1,463,435.14	-69,555.77	-4.75%
Bank Service Charges	0.00	0.00	0.00	0.0%

	<u>Jan - Nov 19</u>	<u>Jan - Nov 18</u>	<u>\$ Change</u>	<u>% Change</u>
Maintenance expenses				
Airfield maintenance	26,204.30	32,528.19	-6,323.89	-19.44%
Airport Security	2,149.76	2,814.03	-664.27	-23.61%
Building maintenance	71,260.94	77,294.72	-6,033.78	-7.81%
Equipment fuel and repairs	80,710.17	97,773.02	-17,062.85	-17.45%
Fire Services	16,107.96	834.74	15,273.22	1,829.7%
Grounds maintenance	6,200.24	3,281.97	2,918.27	88.92%
Maintenance salaries	296,816.82	314,263.21	-17,446.39	-5.55%
Other maintenance expenses	12,070.43	13,587.82	-1,517.39	-11.17%
Snow removal expense	20,443.71	3,438.86	17,004.85	494.49%
Utilities	229,870.20	217,818.31	12,051.89	5.53%
Total Maintenance expenses	<u>761,834.53</u>	<u>763,634.87</u>	<u>-1,800.34</u>	<u>-0.24%</u>
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	<u>2,155,713.90</u>	<u>2,227,070.01</u>	<u>-71,356.11</u>	<u>-3.2%</u>
Net Ordinary Income	113,052.52	108,583.23	4,469.29	4.12%
Other Income/Expense				
Other Income				
Capital contributed	789,090.00	1,430,263.56	-641,173.56	-44.83%
Gain on sale of assets	55,120.00	5,375.00	49,745.00	925.49%
Interest income				
Interest income on deposits	17,574.27	3,743.56	13,830.71	369.45%
Total Interest income	<u>17,574.27</u>	<u>3,743.56</u>	<u>13,830.71</u>	<u>369.45%</u>
Mill levy income	2,198,807.43	1,983,573.64	215,233.79	10.85%
Total Other Income	<u>3,060,591.70</u>	<u>3,422,955.76</u>	<u>-362,364.06</u>	<u>-10.59%</u>
Other Expense				
Debt interest expense net				
Bond issue cost	73,184.50	0.00	73,184.50	100.0%
Interest Expense on Debt	590,860.38	685,050.65	-94,190.27	-13.75%
Total Debt interest expense net	<u>664,044.88</u>	<u>685,050.65</u>	<u>-21,005.77</u>	<u>-3.07%</u>
Depreciation expense	2,522,630.00	2,473,900.00	48,730.00	1.97%
Total Other Expense	<u>3,186,674.88</u>	<u>3,158,950.65</u>	<u>27,724.23</u>	<u>0.88%</u>
Net Other Income	<u>-126,083.18</u>	<u>264,005.11</u>	<u>-390,088.29</u>	<u>-147.76%</u>
Net Income	<u><u>-13,030.66</u></u>	<u><u>372,588.34</u></u>	<u><u>-385,619.00</u></u>	<u><u>-103.5%</u></u>

Salina Airport Authority
Capital Additions Budget vs. Actual
As of November 30, 2019

2:14 PM
12/13/2019
Accrual Basis

	<u>Nov 19</u>	<u>Jan - Nov. 19</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-39 ARFF Vehicle Acquisition		655	655	0	100%
AIP-40 Terminal Master Plan	13,452	96,969	200,000	-103,031	48%
AIP-41 Rwy 17/35 Rehab	2,500	2,500	1	2,499	250,000%
AIP-42 Txy D Extension		2,480	1	2,479	248,000%
Rwy 17/35 Improvements	2,600	10,256	250,000	-239,744	4%
Total Airfield	<u>18,552</u>	<u>112,860</u>	<u>450,657</u>	<u>-337,797</u>	<u>25%</u>
Buildings & Improvements					
Building improvements					
Bldg. Imps. Other		36,028	20,000	16,028	180%
Hangar 504 Improvements	152,815	251,135	240,000	11,135	105%
Hangar 959 Rehabilitation	109,051	2,142,936	2,638,918	-495,982	81%
Total Building improvements	<u>261,866</u>	<u>2,430,099</u>	<u>2,898,918</u>	<u>-468,819</u>	<u>84%</u>
Total Buildings & Improvements	<u>261,866</u>	<u>2,430,099</u>	<u>2,898,918</u>	<u>-468,819</u>	<u>84%</u>
Equipment					
Communications equipment		0	5,000	-5,000	0%
Computer equipment		4,372	2,500	1,872	175%
Shop equipment		44,953	0	44,953	100%
Total Equipment	<u>0</u>	<u>49,325</u>	<u>7,500</u>	<u>41,825</u>	<u>658%</u>
Land					
Airport Indust. Cent. Imps.		1,070	10,000	-8,930	11%
Environmental					
Environmental - SAFB	41,758	196,046	30,000	166,046	653%
Total Environmental	<u>41,758</u>	<u>196,046</u>	<u>30,000</u>	<u>166,046</u>	<u>653%</u>
Rail Spur Imps.		50,233	10,000	40,233	502%
Total Land	<u>41,758</u>	<u>247,349</u>	<u>50,000</u>	<u>197,349</u>	<u>495%</u>
Total Fixed assets at cost	<u>9 322,176</u>	<u>2,839,633</u>	<u>3,407,075</u>	<u>-567,442</u>	<u>83%</u>

Salina Airport Authority

Significant Capital Expenditures Detail

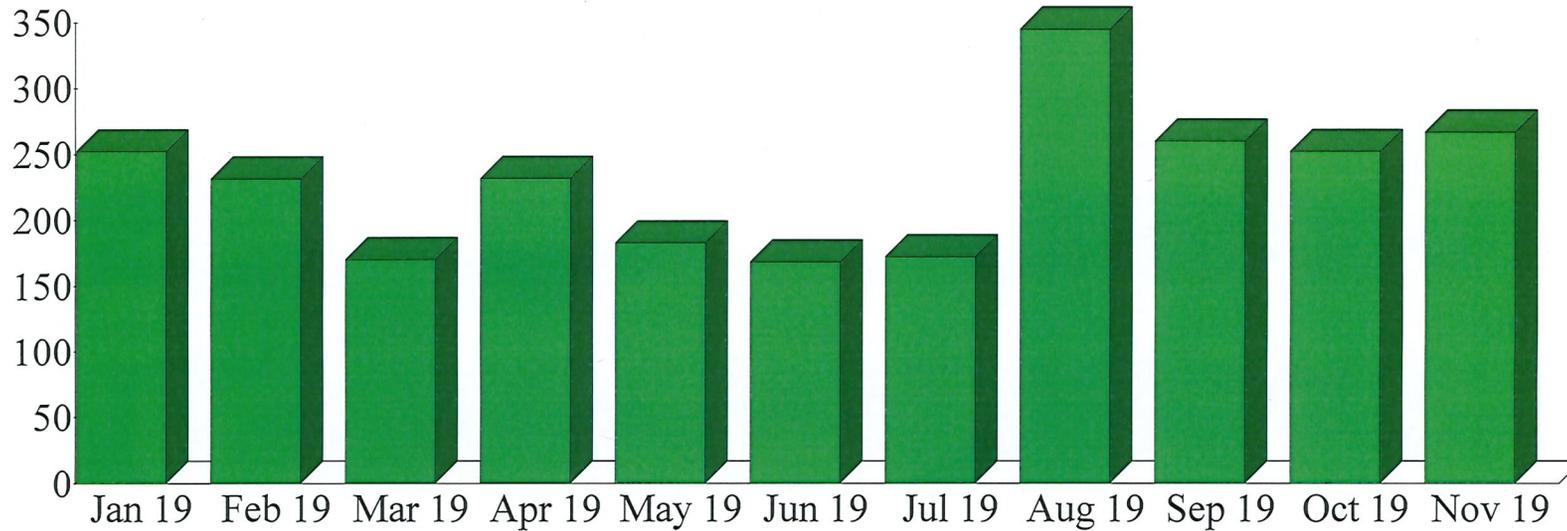
November 2019

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-40 Terminal Master Plan					
Bill	11/30/2019	Coffman Associates, Inc.	Term. Area Airport Master Plan	13,452.00	13,452.00
Total AIP-40 Terminal Master Plan				13,452.00	13,452.00
AIP-41 Rwy 17/35 Rehab					
Bill	11/30/2019	Coffman Associates, Inc.	Rwy 17/35 Rehab Design	2,500.00	2,500.00
Total AIP-41 Rwy 17/35 Rehab				2,500.00	2,500.00
Rwy 17/35 Improvements					
Bill	11/26/2019	Kaw Valley Engineering, Inc.	17/35 repairs as per bid	2,450.00	2,450.00
Bill	11/26/2019	Kaw Valley Engineering, Inc.	Core drilling extra hole at Taxiway A/D	150.00	2,600.00
Total Rwy 17/35 Improvements				2,600.00	2,600.00
Total Airfield				18,552.00	18,552.00
Buildings & Improvements					
Building improvements					
Hangar 504 Improvements					
Bill	11/04/2019	Baker Distributing Company...	H504 Heater	1,689.83	1,689.83
Bill	11/06/2019	D.R.C.L. Electric Inc.	New Electrical Panel - H504	2,500.00	4,189.83
Bill	11/10/2019	D.R.C.L. Electric Inc.	H504 Door Operators	2,920.00	7,109.83
Bill	11/15/2019	B-R-C Bearing Company, Inc.	H504 South Hangar Door	311.70	7,421.53
Bill	11/22/2019	Superior Plumbing and Heat...	H504 - Auger Sewer and Camera	295.00	7,716.53
Bill	11/26/2019	Superior Plumbing and Heat...	Hanging Rezonr Heater - H504	1,457.28	9,173.81
Bill	11/30/2019	Hutton Corporation	Hangar 504 Improvements - Progress payment no. 3	134,505.97	143,679.78
Bill	11/30/2019	Hutton Corporation	Hangar 504 Improvements - Progress payment no. 4	9,135.31	152,815.09
Total Hangar 504 Improvements				152,815.09	152,815.09
Hangar 959 Rehabilitation					
Bill	11/01/2019	Helm Electric, LLC	H959 Improvements - Final progress pymnt	97,450.00	97,450.00
Bill	11/01/2019	Helm Electric, LLC	Wall Packs on Hangr 959	1,798.00	99,248.00
Bill	11/14/2019	Lowe's Business Account	Plexiglass for broken windows - H959	75.04	99,323.04
Bill	11/14/2019	Lowe's Business Account	Paint for H959	20.04	99,343.08
Bill	11/15/2019	Western Extralite Company,...	H959 Lights	366.50	99,709.58
Bill	11/18/2019	Industrial Door Contractors, ...	H959 Door Inspection	9,050.00	108,759.58
Bill	11/21/2019	Alpak Battery	B959 Fire Panel - Battery Replacement	99.90	108,859.48
Bill	11/29/2019	Superior Plumbing and Heat...	Repair plumbing - wipes in line	191.08	109,050.56
Total Hangar 959 Rehabilitation				109,050.56	109,050.56
Total Building improvements				261,865.65	261,865.65
Total Buildings & Improvements				261,865.65	261,865.65
Land					
Environmental					
Environmental - SAFB					
Bill	11/07/2019	Stinson Leonard Street, LLP	Draguns Mediation Services	5,857.34	5,857.34
Bill	11/30/2019	Clark, Mize & Linville	Env. legal fees -Nov 2019	3,830.40	9,687.74
Bill	11/30/2019	Stinson Leonard Street, LLP	Professional Services through 11/30/2019	21,331.47	31,019.21
Bill	11/30/2019	Stinson Leonard Street, LLP	Dragun - Preparations for Mediation and Mediation Particip...	10,739.26	41,758.47
Total Environmental - SAFB				41,758.47	41,758.47
Total Environmental				41,758.47	41,758.47
Total Land				41,758.47	41,758.47
Total Fixed assets at cost				322,176.12	322,176.12
TOTAL				322,176.12	322,176.12

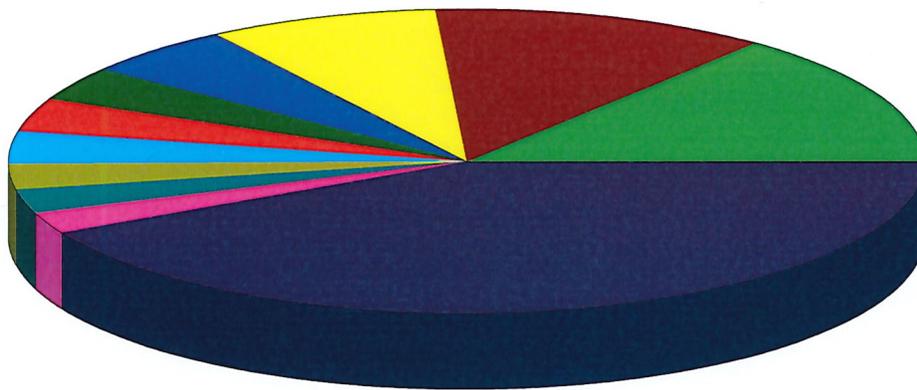
Sales by Month
January through November 2019

Dollar Sales

\$ in 1,000's



Sales Summary
January through November 2019



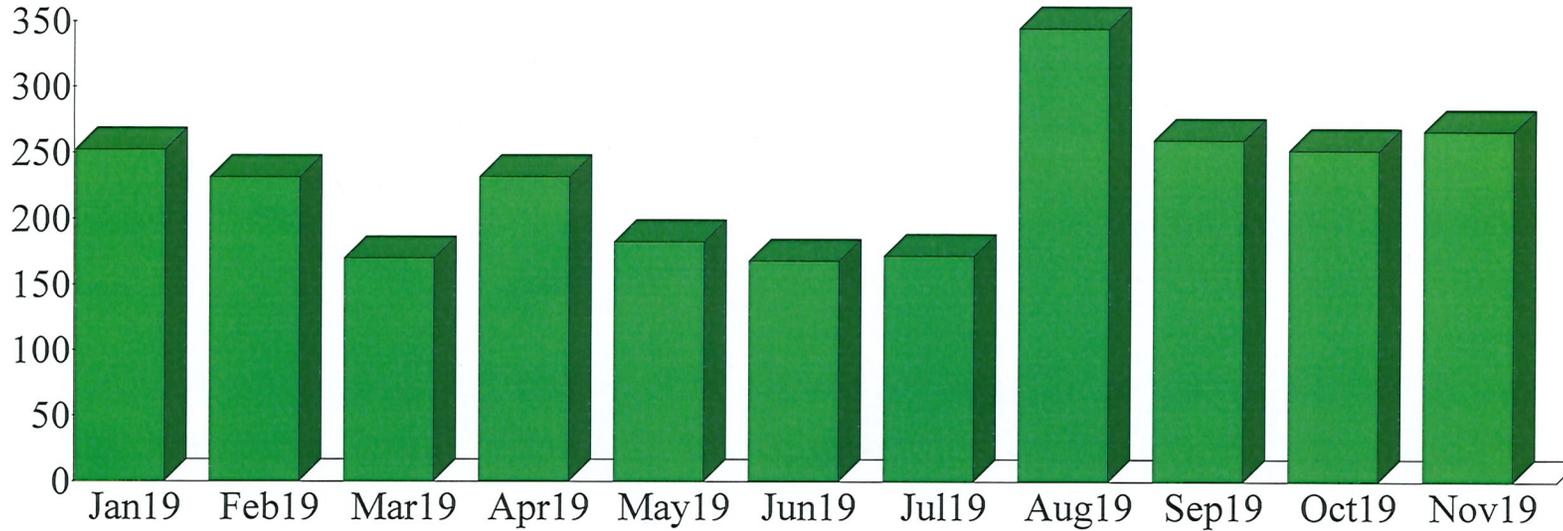
Kansas Erosion Products, LLC.	14.19%
Avflight Salina	11.99
Exide	8.25
Wal-Mart Stores, Inc.	5.45
Universal Forest Products (UFP)	3.72
USSOCOM (Jaded Thunder)	3.57
City of Salina, KS	3.55
SFC Global Supply Chain	2.79
Kansas State Polytechnic - Salina	2.67
582nd Helicopter Group	2.34
Other	41.47
Total	\$2,533,060.18

By Customer

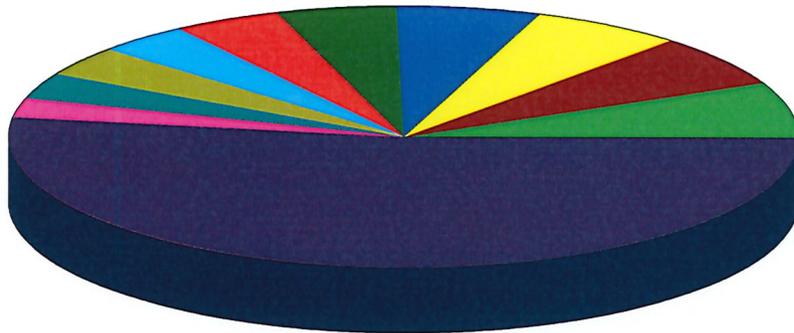
Sales by Month
January through November 2019

Dollar Sales

\$ in 1,000's



Sales Summary
January through November 2019



Utility Reimbursement (Utility Reimburse	6.89%
FFF-Avflight Salina (Fuel Flowage Fee @	6.52
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	6.34
B-01021 (Building #1021 located at 3600	5.99
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.97
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.55
pptx (2019 Real Estate Taxes (see attach	3.83
H-0509-1 (Hangar 509 Rental)	3.79
B-00620-1 (Building #620 (30,000 SF) an	3.32
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.54
Other	51.25
Total	\$2,533,060.18

By Item

Commercial Property / Liability Insurance Expense Analysis 2016-2020

Revised 12-13-2019

	<u>2016 Actual</u>	<u>2017 Actual</u>	<u>2018 Actual</u>	<u>2019 Actual</u>	<u>2020 Qouted</u>	<u>+/- Expiring</u>	<u>% Expiring</u>
Commercial Property							
Invoiced / Quoted	100,659.00	97,836.15	101,041.50	110,859.00	125,149.00	14,290.00	12.9%
Addition of Fossett Plaza		85.85				-	
Inland Marine	3,028.00	3,007.00	3,055.00	3,055.00	5,994.00	2,939.00	96.2%
Inland Marine Audit	47.00	(81.00)				-	
Remove Bldg. 394	(225.25)					-	
Return premium (H713 & H724 move to ACV)	-					-	
Total Commercial Property Insurance Expense	103,508.75	100,848.00	104,096.50	113,914.00	131,143.00	17,229.00	15.1%
Auto Policy							
Invoiced / Quoted	16,326.00	14,885.00	17,619.00	24,685.00	34,290.00	9,605.00	38.9%
Add DRMO Dump Truck						-	
Add vehicles to policy		1,080.00	839.00	743.00		(743.00)	-100.0%
Delete sold vehicles	(1,715.00)	(117.00)		(1,388.00)		1,388.00	
Total Commercial Auto Policy Expense	14,611.00	15,848.00	18,458.00	24,040.00	34,290.00	10,250.00	42.6%
Commercial Aviation and General Liability (Airport & Industrial Center Liability), including hangarkeeper's							
Invoiced / Quoted	2,538.00	2,538.00	2,463.00	2,635.00	3,162.00	527.00	20.0%
Public Officials Errors and Omissions							
Invoiced / Quoted	5,692.38	5,839.26	5,839.26	4,315.30	5,391.00	1,075.70	24.9%
Worker's Compensation							
Invoiced / Quoted	7,355.70	6,980.40	6,889.50	16,210.80	14,722.00	(1,488.80)	-9.2%
Workers' comp audit & mod rating credit	(1,707.00)	(355.50)	977.40	1,135.80		(1,135.80)	-116.2%
Workers Comp KS Rate Change or Dividend	(380.00)					-	
Total Worker's Compensation Expense	5,268.70	6,624.90	7,866.90	17,346.60	14,722.00	(2,624.60)	-15.1%
UST Liability							
Invoiced / Quoted (Commission Deletion)	1,900.80	1,425.60	1,425.60	1,425.60	1,577.00	151.40	10.6%
Crime							
Invoiced / Quoted	1,084.60	1,084.60	1,084.60	1,084.60	1,085.00	0.40	0.0%
Other							
Notary Renewals	50.00		50.00	-	-	-	0.0%
Total Property/Liability Insurance Premiums	134,654.23	134,208.36	141,283.86	164,761.10	191,370.00	26,608.90	16.1%
Broker Fee (Lockton 2013-2019)	17,000.00	17,500.00	18,000.00	18,000.00	18,500.00	500.00	2.8%
Risk Manager Fee (Charlesworth 2010-2019)	6,600.00	6,600.00	6,050.00	6,600.00	6,600.00	-	0.0%
Total Property/Liability Insurance Premiums & Fees	158,254.23	158,308.36	165,333.86	189,361.10	216,470.00	27,108.90	14.3%
Commercial Property Insured Billed as Additional Tenant Rental	(15,394.81)	(15,531.60)	(17,218.91)	(16,948.88)	(39,283.54)	22,334.66	131.8%
Previous Year Adjustments/Credits							
Net Property/Liability Insurance Expense	142,859.42	142,776.76	148,114.95	172,412.22	177,186.46	4,774.24	2.8%
Budget	150,000.00	150,000.00	144,862.00	175,000.00	179,375.00	4,375.00	2.5%
+/- Actual vs. Budget	(7,140.58)	(7,223.24)	3,252.95	(2,587.78)	(2,188.54)	399.24	-15.4%
NATA Good Experience Return							
KS UST Policy Dividend		(56.11)				-	
Net Property/Liability Insurance Expense After Returns & Dividends	142,859.42	142,720.65	148,114.95	172,412.22	177,186.46	4,774.24	2.8%

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
 JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

PREMIUM SUMMARY -

PROPERTY:	\$ 110,859	\$ 125,149
BUSINESS INCOME / EXTRA EXPENSE:	Included in Property	Included in Property
CONTRACTORS EQUIPMENT:	\$ 3,055	\$ 5,994
CRIME:	\$ 1,085	\$ 1,085
AVIATION & GENERAL LIABILITY:	\$ 2,635	\$ 3,162
HANGARKEEPERS LIABILITY:	Included	Included
EMPLOYEE BENEFIT LIABILITY:	Included	Included
PUBLIC OFFICIAL LIABILITY:	\$ 4,315	\$ 5,391
EMPLOYMENT PRACTICES LIABILITY:	Included	Included
AUTOMOBILE LIABILITY:	\$ 24,040	\$ 34,290
AUTOMOBILE PHYSICAL DAMAGE:	Included	Included
WORKERS' COMPENSATION :	\$ 16,211	\$ 14,722
UNDERGROUND STORAGE TANK:	\$ 1,426	\$ 1,577
TOTAL PREMIUMS	\$ 163,626	\$ 191,370
BROKER FEE:	\$ 18,000	\$ 18,500

PROPERTY

INSURER & BEST RATING:	Zurich A+: XV	Zurich A+: XV
LIMIT:	\$70,000,000	\$70,000,000
BLANKET:	Yes, Building and Contents	Yes, Building and Contents
RISK OF DIRECT PHYSICAL LOSS:	Yes	Yes
AGREED AMOUNT:	Yes	Yes
REPLACEMENT COST:	Yes	Yes
VACANCY CLAUSE:	NO VACANCY CLAUSE	NO VACANCY CLAUSE
POLLUTION CLEAN-UP CAUSED BY INSURED PERIL:	\$200,000	\$200,000
PROPERTY IN TRANSIT LIMIT:	\$500,000	\$500,000
INCL. BUILDING ORDINANCE & LAW:	Replacement of Undamaged--\$5,000,000 Demolition of Undamaged--Included Incr. Cost of Construction--Included	Replacement of Undamaged-\$5,000,000 Demolition of Undamaged-Included Incr. Cost of Construction-Included
INCL. UNINTENTIONAL E&O IN SCHEDULE:	Yes	Yes
INCL. PROPERTY IN THE OPEN:	Yes, within 1,000 feet of premises	Yes, within 1,000 feet of premises
INCL. EQUIPMENT BREAKDOWN:	Yes	Yes Policy limit
ACCOUNTS RECEIVABLE LIMIT:	\$1,000,000 Limit	1,000,000.00
VALUABLE PAPERS & RECORDS:	\$1,000,000 Limit	1,000,000.00
TREES, SHRUBS & PLANTS:	\$250,000	\$250,000

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
 JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
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LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

NEWLY ACQUIRED PROPERTY:	\$2,500,000 Building Limit Included--Personal Property 90 Days to Report	\$2,500,000 Building Limit Included--Personal Property 90 Days to Report
DATA PROCESSING:	\$500,000 Limit	\$500,000 Limit
TERRORISM:	Included	Included
DEDUCTIBLE:	\$ 25,000 All Perils	\$50,000 AOP \$150,000 Wind/Hail Per Building * * \$500,000 Wind/Hail Bldg 959 \$100,000 water/liquid
PROPERTY ANNUAL PREMIUM:	\$105,859	\$122,649
ENGINEERING FEE:	\$5,000 (\$0.1582 Rate)	\$2,500 (\$0.1689 Rate)

<u>EARTHQUAKE</u>	\$5,000,000 Earthquake Limit \$5,000,000 Annual Aggregate \$100,000 Deductible Includes Earth Movement Included	\$5,000,000 Earthquake Limit \$5,000,000 Annual Aggregate \$50,000 Deductible Includes Earth Movement Included
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<u>FLOOD</u>	\$5,000,000 Flood Limit \$100,000 Deductible Excludes Zone A Included	\$5,000,000 Flood Limit \$50,000 Deductible Excludes Zone A Included
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BUSINESS INCOME / EXTRA EXPENSE

ALL SCHEDULED LOCATIONS:	Yes	Yes
LIMIT:	Business Income - Incl. in property limit Extra Expense - \$1,000,000	Business Income - Incl. in property limit Extra Expense - \$1,000,000
LIMIT PER LOCATION:	Blanket	Blanket
RISK OF DIRECT PHYSICAL LOSS:	Yes	Yes
PERIOD OF INDEMNITY:	12 months	12 months
ALLOCATION OF VALUES:	None	None
COINSURANCE:	None	None
ORDINARY PAYROLL:	90 days not to exceed \$1,000,000	90 days not to exceed \$1,000,000
EE DEDUCTIBLE:	Included in property deductible	Included in property deductible
BI DEDUCTIBLE:	Included in property deductible	Included in property deductible
ANNUAL PREMIUM:	Included in property premium	Included in property premium

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
 JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
 POLICY PERIOD:

LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

CONTRACTORS EQUIPMENT

GENERAL CONDITIONS

INSURER & BEST RATING:	Atlantic Specialty A:X	Cincinnati Insurance Company A+ XV
ALL RISK OF DIRECT PHYSICAL LOSS:	Yes	Yes
VALUATION:	Stated Value	ACV
COINSURANCE PROVISION:	None	80%

CONTRACTOR'S EQUIPMENT

LIMIT:	\$1,456,088 Scheduled \$250,000 Newly Acquired \$30,000 Unscheduled \$5,000 Unscheduled Max per item \$25,000 Rental Expense Reimbursement \$100,000 Debris Removal \$50,000 Pollutant Clean Up	\$1,585,851 Scheduled \$250,000 Newly Acquired \$30,000 Unscheduled \$5,000 Unscheduled Max per item \$25,000 Rental Expense Reimbursement \$100,000 Debris Removal \$50,000 Pollutant Clean Up
CONT. EQUIP. DEDUCTIBLE:	\$1,000 Per Occurrence	\$1,000 Per Occurrence
CONT. EQUIPMENT PREMIUM:	\$3,055 (rate \$0.21)	\$5,994 (rate \$0.37)

EMPLOYEE TOOLS

LIMIT:	\$10,000 Scheduled \$2,500 Per Item Limit	Included in Miscellaneous Unscheduled
EMPLOYEE TOOLS DEDUCTIBLE:	\$250 Per Occurrence	\$1,000 Per Occurrence
SCHEDULED PROP. PREMIUM:	Included	Included

CRIME COVERAGE

INSURER & BEST RATING:	Hartford A+: XV	Hartford A+ XV
BLANKET EMPLOYEE DISHONESTY	\$250,000 Blanket Coverage	\$250,000 Blanket Coverage
FORGERY & ALTERATIONS	\$250,000 Per Loss	\$250,000 Per Loss
MONEY AND SECURITIES (THEFT, DISAPPEARANCE & DESTRUCTION):	\$100,000 Inside \$100,000 Outside	\$100,000 Inside \$100,000 Outside
COMPUTER / FUNDS TRANSFER FRAUD:	\$250,000 Per Loss	\$250,000 Per Loss
SOCIAL ENGINEERING:	\$15,000 Limit	\$15,000 Limit
DEDUCTIBLE:	\$2,500 (\$5,000 Social Engineering)	\$2,500 (\$5,000 Social Engineering)
CRIME PREMIUM:	\$1,085	\$1,085

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
 JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
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LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

AVIATION & GENERAL LIABILITY:

INSURER & BEST RATING:	Old Republic Insurance Co. A+:XII	Old Republic Insurance Co. A+XII
OCCURRENCE COVERAGE:	Yes	Yes
LIMITS -	\$2,000,000 Each Occurrence, BI & PD \$2,000,000 Aggregate Prod / CO \$2,000,000 Incidental Medical Malpractice \$2,000,000 Personal & Adv. Injury Agg. \$2,000,000 General Aggregate \$250,000 Fire Damage Legal \$ 0 Medical Payments	\$2,000,000 Each Occurrence, BI&PD \$2,000,000 Aggregate Prod/Comp Ops \$2,000,000 Incidental Medical Malpractice \$2,000,000 Personal & Adv. Injury Agg. \$2,000,000 General Aggregate \$250,000 Fire Damage Legal \$ 0 Medical Payments
DEDUCTIBLE:	None	None
TORT CAP ENDORSEMENT:	Declined by SAA	Declined by SAA
SUPPLEMENTARY DEFENSE COSTS:	Yes	Yes
INCL. SPECIAL EVENTS:	Yes	Yes
INCLUDE MOBILE EQUIPMENT INCLUDING STAIRS & BELT ROLLERS:	Yes	Yes
INCLUDES SPRAYING OF CHEMICALS:	Yes	Yes
INCL. ON-AIRPORT PREMISES AUTO COVERAGE ENDORSEMENT:	Yes	Yes
TERRORISM:	Not Included	Not Included
AVIATION & G.L. ANNUAL PREMIUM:	\$2,635	\$3,162

HANGARKEEPERS LIABILITY

COVERAGE FORM:	Occurrence	Occurrence
LIMITS:	\$1,000,000 Each Aircraft \$1,000,000 Each Loss	\$1,000,000 Each Aircraft \$1,000,000 Each Loss
DEDUCTIBLE:	None	None
HANG. LIABILITY ANNUAL PREMIUM:	Included	Included

EMPLOYEE BENEFIT LIABILITY

COVERAGE FORM:	Occurrence	Occurrence
LIMITS:	\$2,000,000 Each Claim \$2,000,000 Aggregate	\$2,000,000 Each Claim \$2,000,000 Aggregate
DEDUCTIBLE:	None	None
E.B.L. ANNUAL PREMIUM:	Included	Included

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

PUBLIC OFFICIAL LIABILITY /
EMPLOYMENT PRACTICES LIABILITY

INSURER & BEST RATING:	ACE American Insurance Co.	ACE American Insurance Co.
FORM:	Claims Made	Claims Made
RETRO DATE:	Full Prior Acts	Full Prior Acts
LIMITS OF LIABILITY :	\$2,000,000 Each Occurrence \$2,000,000 Aggregate	\$2,000,000 Each Occurrence \$2,000,000 Aggregate
DEDUCTIBLE :	\$10,000 Each Claim	\$10,000 Each Claims
WRONGFUL ACT COVERAGE:	Yes	Yes
CRISIS MANAGEMENT:	50,000	50,000
"PAY ON BEHALF OF INSURED":	Yes	Yes
INSURER'S DUTY TO DEFEND:	Yes	Yes
INCLUDES DISCRIMINATION:	Yes	Yes
INCLUDES CIVIL RIGHTS VIOLATIONS:	Yes	Yes
INCL. SEXUAL HARASSMENT (NO B.I.):	Yes	Yes
INCL. EMPLOYMENT PRACTICES:	Yes	Yes
INCLUDES AUTHORIZED VOLUNTEERS:	Yes	Yes
INCL. BOARDS, EMPLOYEES AND ENTITY:	Yes	Yes
SEVERABILITY EXCEPT FOR SIGNOR:	Yes	Yes
INCLUDE DEFENSE COVERAGE FOR NON-MONETARY DEMANDS:	Yes	Yes
DEDUCTIBLE INCLUDES LOSS ADJUSTMENT EXPENSES:	Yes	Yes
AWARDED PLAINTIFF FEES INCLUDED AS "DAMAGES":	Yes	Yes
INCL. EEOC / KHRC MEDIATION DEFENSE & SETTLEMENTS:	Yes	Yes
ANNUAL PREMIUM:	\$4,315	\$5,391

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
 JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
 POLICY PERIOD:

LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

AUTOMOBILE

INSURER & BEST RATING:	Philadelphia Insurance Co A++ : XV	Cincinnati Insurance Company A+XV
LIABILITY LIMITS:	\$1,000,000 Combined Single Limit	\$1,000,000 Combined Single Limit
INCL. TORT LIABILITY ENDORSEMENT:	Yes	Yes
UNINSURED/UNDER. MOTORIST:	\$1,000,000	\$1,000,000 Combined Single Limit
MEDICAL PAYMENTS:	\$5,000 All Vehicles	\$5,000 All Vehicles
SYMBOL "ONE" LIABILITY (ANY AUTO):	Yes	NO / Symbol 7 Scheduled vehicles
TERRORISM:	Included	Included
AUTO LIABILITY ANNUAL PREMIUM:	\$24,040	\$34,290

AUTO PHYSICAL DAMAGE

PER SCHEDULE:	Yes	Yes
AUTO PHYSICAL DAMAGE DEDUCT - COMPREHENSIVE: COLLISION:	Excludes vehicles 10+ years old (Coverage includes Fire Trucks) \$1,000 Per Vehicle \$1,000 Per Vehicle	Excludes vehicles 10+ years old (Coverage includes Fire Trucks) \$1,000 other/ \$2,500 Fire Trucks \$1000 other/ \$2,500 Fire Trucks
PHYS. DAMAGE ANNUAL PREMIUM:	Included	Included

HIRED PHYSICAL DAMAGE

LIMIT:	ACV	ACV
DEDUCTIBLE:	\$100 Comprehensive \$1,000 Collision	\$1,000 Comprehensive \$1,000 Collision
ANNUAL PREMIUM:	Included	Included

WORKERS' COMPENSATION

INSURER AND BEST RATING:	Old Republic A+:XII	Old Republic A+ XII
EMPLOYER'S LIABILITY LIMITS:	\$1,000,000 Each Accident \$1,000,000 Disease--Policy Limit \$1,000,000 Disease--Each Employee	\$1,000,000 Each Accident \$1,000,000 Disease-Policy Limit \$1,000,000 Disease-Each Employee
EMF / PAYROLL UTILIZED:	1.69 (\$764,993 payroll)	1.41 (838,330 payroll)
EST. ANNUAL PREMIUM:	\$16,211	\$14,722

SALINA AIRPORT AUTHORITY
PROPERTY AND LIABILITY INSURANCE
 JANUARY 1, 2019 TO JANUARY 1, 2020

AGENCY:
POLICY PERIOD:

LOCKTON COMPANIES
01/01/2019 - 2020
(Expiring)

LOCKTON COMPANIES
01/01/2020 - 2021
(Renewal)

UNDERGROUND STORAGE TANK LIABILITY

INSURER AND BEST RATING:	Great American Alliance A+:XIII	Great American Alliance A+XIII
LIMITS:	\$ 1,000,000 Per Environmental Incident \$ 1,000,000 Annual Aggregate \$ 100,000 Defense per Environmental Incident	\$1,000,000 Per Environmental Incident \$1,000,000 Annual Aggregate \$100,000 Defense per Environmental Incident
DEDUCTIBLE:	\$ 5,000 Per Incident	\$5,000 Per Incident
ANNUAL PREMIUM:	\$ 1,426	\$1,577



2020 Budget Report
and
Operating Plan



**2020 BUDGET REPORT and OPERATING
PLAN TABLE OF CONTENTS**

SECTION	DOCUMENT
1	SAA Mission Statement and Code of Ethics Statement
2	2020 Priorities
3	2020 SAA Staffing Plan
4	2020 Operating Budget & Capital Expenditures Budget
APPENDIX	
A	2020 SAA Rates and Charges
B	2020 SAA Board Meeting & Holiday Calendar

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.





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.

2020 Priorities

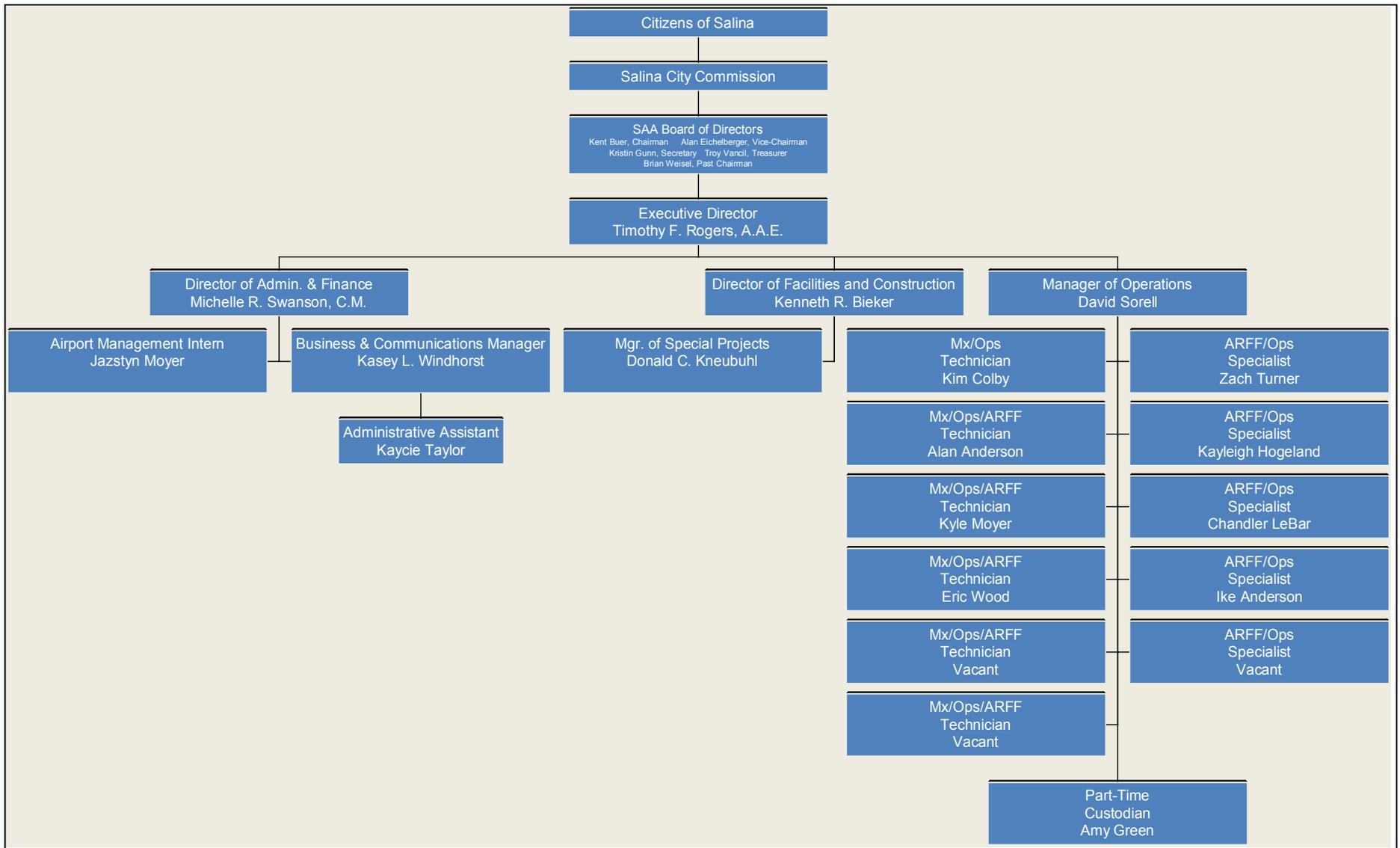
- Runway 17/35 rehabilitation, engineering design
- Runway 17/35 repairs (KDOT)
- Terminal building requirements study
- Schilling project mediation
- Air service development and marketing
- Aviation business recruitment
- Industrial center business recruitment and development
- Staff recruitment, retention, and development/training
- Short term leasing—hangars, warehouse, and office space
- Long term leasing—80% occupancy
- Salina Airport and Airport Industrial Center marketing and image
- T-Hangar construction feasibility report
- Achieve financial goals and objectives
- Airfield pavement maintenance action plan
- Hangars, building, and facilities maintenance action plan
- SAA board of directors' reappointment
- Ft. Riley APOE/D operations
- K-State Global Aeronautics Initiative
- Skilled Workforce recruitment and retention
- 2019 Audit finalized by June 1, 2020
 - Unmodified opinion
 - GFOA certificate of achievement
- Compliance with GASB 87 (Leases)
 - Inventory / Assessment
 - Implementation of program
- Increase operating cash/reserve fund balance
 - Target balances
 - 2020—\$450,000
 - 2021—\$550,000
 - 2022—\$750,000
 - Develop and Implement plan
 - New revenue opportunities
 - Terminal advertising, increased occupancy rate
 - Expense reduction (excluding personnel)
 - Limited travel, utility transfers
 - Reduced capital outlay for former SAFB environmental project

SAA Building and Hangar Leasing - Dec 1, 2019 SCORECARD

Leased Properties Since March 2012 > 1-year term or greater							Remaining Space Classification					
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	6,034	Office	4.42	2,223	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. Initial lease rate of \$4.14 per SF per year when including commercial property insurance billed as additional rental.	26,676				
394	3,951	Office	7.00	2,305	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.	27,660				
504	5,617	Aircraft Storage and Crew Facility for Air Medical Transport Operation	4.12	1,930	Net	15,950	Leased to AirMD, LLC d/b/a LifeSave effective 11-01-2019; 5 year firm with three 5-year options.	23,160				
506-1	4,900	Utility construction shop/equipment storage	5.08	2,075	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.	24,900				
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				
520, Unit F	2,540	Office/Warehouse/Light Manufacturing	5.96	1,262	Modified Gross	1,200	Leased to Cross-Midwest Tire -effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	15,147				
520, Unit G	2,869	Office/Warehouse/Light Manufacturing	5.96	1,426	Modified Gross	1,200	Leased to Cross-Midwest Tire -effective 4-1-15; 1 year term with four 1-year options. Biennial CPI adjustments	17,109				
600	9,734	Office/Hangar/Multi-purpose	5.68	4,610	Modified Gross	5,000	Leased to Kansas State University Polytechnic-Interim Applied Aviation Research Center	55,320				
620	30,000	Light manufacturing or warehouse	3.74	9,350	Net	18,500	Leased to Universal Forest Products effective 5/1/12; entered into their third 3-year term on 11-1-18	112,200				
655	33,992	Warehouse	2.30	6,515	Modified Gross	8,500	Leased to KS Erosion Products effective Jan. 1, 2019 for short-term storage. New two year lease effective Dec. 1, 2019	78,180				
723	9,359	Machine shop or warehouse	3.44	2,680	Net	13,907	Leased to Wichita Winwater Works Co. - effective 4/1/14; 2 year term lease with options.	32,160				
959	54,512	Aircraft maintenance repair and overhaul	1.38	12,500	Net	155,840	Leased to 1 Vision Aviation effective July 1, 2019; 5 year firm lease term with three 5-year options.	150,000				
1021	1,202	Office	5.51	552	Modified Gross	500	Leased to Quality Drive Away as bus disptach center.	6,624				
1021	30,496	Warehouse facility - erosion control wattles and blankets	1.40	3,550	Net	23,000	Leased to Ks Erosion Control, LLC. for product storage.	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	234,969		3.38	66,123		306,345		793,476				
Leased Properties - Current Short-term (1 month - 1 year)												
412	3,483	Vehicle graphic/decal installation	5.96	1,730	Modified Gross	6,000	Leased to Professional Graphics Inc. for one year with an option for one additional year.	20,760				
626	34,044	Warehousing	2.12	8,090	Modified Gross	10,000	Leased to Exide Battery for temporary inventory storage - one year lease	97,080				
655	56,961	Warehouse	2.45	11,630	Modified Gross	12,000	Leased to Exide Batter for Storage - one year lease	139,560				
Total Short-term Leased	94,488		3.51	21,450		28,000		257,400				
Properties Available for Lease												
313	11,884	Office/Warehouse/Light Manufacturing	5.15	5,100	Net	-			61,203		11,884	
412	10,157	Office/Warehouse/Light Manufacturing	6.00	5,079	Net	-	Facility became available Oct. 1, 2016		60,942	2,120	8,037	
520-A	5,350	Office/Light manufacturing	5.75	2,564	Modified Gross	-	Facility became available Oct. 2017		30,763	5,350		
509	45,532	Business jet, Regional jet MRO, Flight training or aircraft storage	5.85	22,201	Modified Gross	-	Facility became available on March 15, 2019		266,412			45,532
600 (SF remaining)	53,760	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	28,224	Net	-			338,688			53,760
606	49,222	Warehousing	4.94	20,263	Modified Gross	-	Facility became vacant March 2012 and has been leased for various short-term occupancies.		243,157			49,222
655	8,969	Office	4.50	3,363	Net	-	Became available on Jan. 1, 2018		40,361	8,969		
673	8,583	Warehouse	1.00	715	Net	-			8,583		8,583	
713	42,649	Light manufacturing or warehouse	1.36	6,245	Net	-	Facility became available on April 15, 2019		58,050			42,649
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 (SF remaining)	48,794	Narrow body aircraft storage & MRO or heavy manufacturing	2.72	11,045	Net	-			132,540			48,794
1021 (SF remaining)	3,331	Office	5.50	1,527	Net	-			18,321	3,100		
Total Available For Lease	333,505		4.17	117,165					1,389,096	21,795	114,171	197,308
Total SAA Bldg. Sq. Ft.	1,163,471	Compared to Fall 2016		Compared to April 2014								
Total Leased	829,966	699,241		677,355								
Vacancy	29%	40%		42%								
Occupancy	71%	60%		58%								
Occupancy >1 year	63%											
Balance to 2020 Goal of 80% occupancy	100,811											

SALINA Airport Authority

January 2020





**Timothy F. Rogers, A.A.E.
Executive Director**



Tim Rogers, A.A.E. leads the successful and vibrant regional airport and airport industrial center at Salina, Kan. As Executive Director of the Salina Airport Authority since 1985, he manages the Salina Regional Airport and the Salina Airport Industrial Center. Known as America's Fuel Stop, the Salina Regional Airport is a familiar cross-country refueling location for thousands of aircraft of all types. Tim's leadership was also instrumental in Steve Fossett's selection of the Salina Regional Airport as mission control and the launch/landing site for the GlobalFlyer's record setting flights.

In addition to supporting civilian aviation, the Salina Airport and Airport Industrial Center is actively involved in military operations. The Airport Industrial Center is home to the Kansas National Guard's Great Plains Joint Training Center. The GPJTC is affiliated with the Smoky Hill Weapons Range, Crisis City, the Kansas Regional Training Institute and the 284th Air Support Operations Squadron.

In partnership with the Salina Area Chamber of Commerce, the Airport Authority is aggressively recruiting aviation service businesses to the SLN Aviation Service Center with an attractive incentives package.

Over 100 businesses and organizations at the Salina Airport Industrial Center account for over 6,450 jobs. As a result of Tim's direction, the Salina Airport Industrial Center has been transformed from a former military base to a modern, urban industrial center.

Tim has worked to promote the growth and development of the nation's system of airports and the FAA's Contract Tower Program.

Tim has been in airport and industrial center management for more than 40 years. He obtained a degree in Business Administration and History from the University of Kansas and attended Washburn School of Law. Tim was designated an Accredited Airport Executive with the completion of an accreditation process administered by the American Association of Airport Executives.



Tim's current professional and volunteer boards include:

National

- American Association of Airport Executives Contract Tower Association Policy Board, Past Chairman

State Government

- Kansas Military Affairs Council, member
- KDOT Kansas Forward Advisory Group, member

Local

- K-State Polytechnic Dean's Advisory Council

Awards & Recognitions

- Awarded the Kansas National Guard Patriot Medal
- Awarded the American Association of Airport Executive's Distinguished Service Award
- Selected to the Salina Business Hall of Fame



Michelle Swanson, C.M. Director of Administration and Finance

As Director of Administration and Finance of the Salina Airport Authority, Michelle Swanson helps lead the vibrant and thriving Salina Regional Airport and the Salina Airport Industrial Center.



Michelle is committed to the existing businesses and organizations at the airport and serves as a resource to the entities not only in financial related matters, but also with issues related to human resources, marketing and business expansions. Michelle has experience in working with airport businesses throughout all stages of a company life cycle. Michelle has worked in financial management for more than 2 decades.

She obtained her B.S. in Business from Fort Hays State University in 1991 and her B.A. in Accounting from Kansas Wesleyan University in 2008. She began working for the Salina Airport Authority in 1998.

Michelle's proficiency was instrumental in the selection of the Salina Airport as Mission Control and the launch/landing site for Virgin Atlantic Global Flyer's international record attempt to fly around the world solo, non-stop, and non-refueled.

Michelle has participated in the following professional organizations:

- American Association of Airport Executives, Certified Member
- Vice-Chairman Kansas Association of Airports
- Kansas Aviation Advisory and Review Committee
- Kansas State University Adjunct Professor

Non-profit and civic leadership roles include:

- Salina Area Technical College Foundation Board Member
- Catechist – St. Elizabeth Ann Seton Church
- United Way - Past Chairman for Government Agency Fund Raising
- Salina Area Chamber of Commerce - Leadership Salina 1999 Graduate
- Greater Salina Community Foundation Past Board Member



Kenny Bieker **Director of Facilities and Construction**



As the Director of Facilities and Construction, Kenny Bieker is responsible for managing nearly 900,000 square feet of existing manufacturing, warehouse, hangar and office space at the Salina Regional Airport and Airport Industrial Center. Management of existing facilities is overseeing the maintenance and development of the facility structures and systems necessary to ensure the Authority's assets and infrastructure are well maintained and in compliance with applicable laws and regulations.

Bieker's responsibilities also include overseeing design and construction activity for airport facilities and pavement projects. Bieker joined the Salina Airport Authority staff in 2008 after working on Salina Regional Airport projects as a construction observer and inspector for a number of years. Bieker started working on Airport Authority projects in the early 1990s as a materials tester. Bieker assisted in the design and construction of several airport projects, including runway construction, runway rehabilitation and general aviation ramp repair.

Bieker has more than 35 years of experience as an engineering technician with more than 30 years involving airports. He has served in the capacities of drafter, detailer, surveyor and observer. He served in a survey party for four years before becoming a survey party chief. He served as party chief for three years and then became involved in construction inspection. He has served in the capacity of resident observer for numerous airport projects in Kansas, Missouri, Iowa and Oklahoma. His projects have involved concrete and asphalt pavement as well as concrete box structures and large earthwork fills.

Professional Memberships and Registrations:

- KDHE Underground Storage Tank Operator



David Sorrell Manager of Operations



As Manager of Operations, David Sorell is responsible for managing the operations, maintenance, aircraft rescue and firefighting, and security activities at the Salina Regional Airport and Salina Airport Industrial Center. He is responsible for FAR Part 139 and ensuring airport/industrial center compliance with federal, state and local regulations.

Sorell joins the Salina Airport Authority after a number of years with the State of Kansas DOFE Training Site in the maintenance department. Prior to his time with the State, Sorell had multiple years of experience in the construction industry.

The Salina Airport Industrial Center is one of the nation's most progressive airport industrial parks. More than 100 businesses and organizations at the Salina Airport Industrial Center employ more than 6,450 people. The Salina Airport Industrial Center has been transformed from a former military base to a modern, urban industrial center.

Certifications:

- AAAE Airport Security Coordinator
- AAAE Airport Safety and Operations Specialist
- Tank Management Services (TMS) Underground Storage Tank Operator
- USDA Wildlife Services - Wildlife Hazard Identification and Management
- NATA Safety 1st – Fuel Safety Supervisor and Professional Line Services
- KS Fire & Rescue Training Institute – Part 139 Airport Fire Fighter

Awards:

- Safety Services Company (SS) Safety Recognition Award
- Salina Army Aviation Support Facility Certification of Appreciation



Kasey L. Windhorst Business and Communications Manager



As Business and Communications Manager, Kasey Windhorst fully utilizes her exceptional customer service and organizational skills for the Salina Airport Authority. The Airport Authority's staff particularly appreciates Kasey's coordination and support skills as they work together to grow the vibrant and thriving Salina Regional Airport and Salina Airport Industrial Center.

Kasey provides high-level executive support for the Airport Authority and outstanding customer service to businesses and organizations at the airport and airport industrial center. Kasey efficiently and quickly processes information requests, prepares reports and performs accounting duties including accounts payable, accounts receivable and payroll. In addition, Kasey assist with issues related to human resources, marketing and communications.

Kasey came to the Salina Airport Authority in 2004 and brings with her several years of experience as an administrative assistant. She obtained her Office Assistant/Administrative Assistant degree from Wichita Area Technical College in 2002. She obtained her Bachelor of Science degree in Business Management at Kansas Wesleyan University. Before joining the Airport Authority, Kasey worked as a sales administrative assistant at a local, nationally known company, and as a receptionist for a national tax preparation business. Kasey's organizational skills have been instrumental in the growth of the Salina Regional Airport and Salina Airport Industrial Center.

Non-profit and civic leadership roles include:

- Salina Area Chamber of Commerce – Leadership Salina 2013 graduate
- Salina Human Resource Management Association (SHRMA) Member
Program/Professional Development Chair
Marketing/ Social Committee
- Salina Area United Way Internal Coordinator
- Project Salina Team Leader

Certifications:

- Certified AAAE Airport Security Coordinator
- Licensed Internal Revenue Tax Preparer
- State of Kansas Notary of the Public



Kaycie “KT” Taylor Administrative Assistant



As Administrative Assistant, Kaycie “KT” Taylor fills a vital role at the Salina Airport Authority. Her attention to detail, organizational and customer service skills help to grow the vibrant and thriving Salina Regional Airport and Salina Airport Industrial Center.

KT provides high-quality administrative support for the executive staff and first-class service to businesses, organizations and customers of the Salina Regional Airport. KT effectively and efficiently deals with all manner of correspondence, prepares important documents, directs inquiries, and assists in day to day tasks of airport management.

KT came to the Salina Airport Authority in 2017 and brings with her several years of experience as an Administrative Assistant and Office Manager. Before joining the Airport Authority KT worked as a Veterinary Technician at a local Veterinary Clinic, and an Office Manager at a local business. KT’s administrative support has been instrumental in the growth of the Salina Regional Airport and Salina Airport Industrial Center.

Certifications:

- Certified AAAE Airport Security Coordinator

Non-profit and civic leadership roles include:

- Salina Area United Way Internal Coordinator
- Project Salina Team Leader
- SRL All Breed Dog Rescue Volunteer
- Salina Public Library Volunteer

The Salina Airport Industrial Center is one of the nation’s most progressive airport industrial parks. More than 100 businesses and organizations at the Salina Airport Industrial Center employ more than 6,800 people.



Tim Rogers
Executive Director

Length of Service: 34 Years

785-827-3914
785-342-1199 cell



Shelli Swanson
Director of Administration & Finance

Length of Service: 23 Years

785-827-3914
785-577-4647 cell



Kenny Bieker
Director of Facilities & Construction

Length of Service: 11 Years

785-827-3914
785-342-4324 cell



Kasey Windhorst
Business & Communications Manager

Length of Service: 15 Years

785-827-3914
785-342-6217 cell



David Sorell
Manager of Operations

Length of Service: 7 Years

785-342-9217 cell



Don Kneubuhl
Manager of Special Projects

Length of Service: 53 Years

785-827-3914



Kaycie Taylor
Administrative Assistant

Length of Service: 2 Years

785-827-3914
785-643-8037 cell



Alan Anderson
Mx/Ops/ARFF Technician

Length of Service: 9 Years

785-829-8583 cell



Kim Colby
Maintenance/Ops Technician

Length of Service: 34 Years

785-827-3361



Kyle Moyer
Maintenance/ARFF/Ops Technician

Length of Service: 7 Years

785-827-3361



Eric Wood
Maintenance/ARFF/Ops Technician

Length of Service: 1 Month

785-827-3361



Zach Turner
ARFF/Operations Specialist

Length of Service: 3 Years

785-833-2271



Kayleigh Hogeland
ARFF/Operations Specialist

Length of Service: 1.5 Years

785-833-2271



Chandler LeBar
ARFF/Operations Specialist

Length of Service: 2 Months

785-833-2271



Ike Anderson
ARFF/Operations Specialist

Length of Service: 1 Month

785-833-2271



Amy Green
Custodian

Length of Service: 9 Months

785-827-3914

Salina Airport Authority

Wages and Salaries

Revised 12/13/2019

2020 Staffing and Compensation Plan



Base Salaries / Compensation	2016 Budget	2017 Budget	2018 Budget	2019 Budget	Proposed 2020 Budget	+/- Budget	% Budget	+/- \$	+/- %	
(Admin. Salary Exp.) Acct. No. 550						Over 2019		Five year annual avg.		
Total Administrative Salaries and Compensation	\$ 427,281	\$ 448,645	\$ 488,020	\$ 497,780	\$ 507,099	\$ 9,319	1.9%	\$ 19,496	4.8%	
(Maintenance Salary Exp.) Acct. No. 660										
Total Maintenance Salaries and Compensation	\$ 311,384	\$ 325,400	\$ 341,670	\$ 364,950	\$ 381,032	\$ 16,082	4.4%	\$ 10,239	3.1%	
TOTALS	\$ 738,665	\$ 774,045	\$ 829,690	\$ 862,730	\$ 888,131	\$ 25,401	3.1%	\$ 29,735	4.0%	

Employee Name	Title	Years of Service
(Admin. Salary Exp.) Acct. No. 550		
Timothy F. Rogers, A.A.E.	Executive Director	34 years
Michelle R. Swanson, C.M.	Director of Administration & Finance	23 years
Kenneth R. Bieker	Director of Facilities and Construction	11 years
David Sorell	Manager of Operations	7 years
Kasey L. Windhorst	Business and Communications Manager	15 years
Donald C. Kneubuhl	Manager of Special Projects	53 years
Kaycie L. Taylor	Administrative Assistant	1 year
(Maintenance Salary Exp.) Acct. No. 660		
Kim Colby	Maintenance/Operations Technician	34 years
Alan Anderson	Maintenance/Operations/ARFF Technician	9 years
Kyle Moyer	Maintenance/Operations/ARFF Technician	7 years
Eric Wood	Maintenance/Operations/ARFF Technician	1 month
Zach Turner	ARFF/Operations Specialist	3 years
Kayleigh Hogeland	ARFF/Operations Specialist	1 year
Chandler LeBar	ARFF/Operations Specialist	4 months
Ike Anderson	ARFF/Operations Specialist	3 months
Amy Green	Part-Time Custodian	9 months

**Salina Airport Authority
2020
Budget Summary**

10/11/2019

	2016 Actual	2017 Actual	2018 Actual	2019 Budget	Proposed 2020 Budget	2019/2020	
						+/-	%
Operating Income							
Airfield revenue							
Fuel Flowage Fees	\$ 145,280	\$ 202,728	\$ 194,647	\$ 200,000	\$ 202,000	\$ 2,000	1.0%
Hangar rent	469,826	416,818	478,573	576,307	645,000	68,693	11.9%
Landing fees	8,545	46,873	60,238	25,000	25,500	500	2.0%
Ramp rent	52,518	46,572	47,298	50,000	50,250	250	0.5%
Total Airfield revenue	676,169	712,991	780,756	851,307	922,750	71,443	8.4%
Building and land rent							
Agri land rent	56,354	55,774	70,689	56,000	56,000	0	0.0%
Building rents	919,606	1,028,932	1,089,002	1,126,660	1,105,000	-21,660	-1.9%
Land rent	188,897	216,391	210,955	225,030	225,593	563	0.2%
Tank rent	9,696	9,736	12,636	11,970	11,970	0	0.0%
Total Building and land rent	1,174,553	1,310,833	1,383,282	1,419,660	1,398,563	-21,097	-1.5%
Other revenue							
Airport Promotion	31,185	63,952	144,863	110,000	70,000	-40,000	-36.4%
Commissions	20,895	36,544	25,746	35,000	35,100	100	0.3%
Other income	54,064	88,980	165,246	80,000	65,000	-15,000	-18.8%
Total Other revenue	106,144	189,476	335,855	225,000	170,100	-54,900	-24.4%
Gross Operating Income	\$ 1,956,866	\$ 2,213,300	\$ 2,499,893	\$ 2,495,967	\$ 2,491,413	\$ (4,554)	-0.2%
Operating Expense							
Administrative expenses							
A/E, consultants, brokers	\$ 33,076	\$ 10,307	21,072	21,000	21,500	\$ 500	2.4%
Airport promotion	44,998	72,558	232,500	194,950	135,000	(59,950)	-30.8%
Bad Debt Expense	2,191	-	10,390	15,000	10,000	(5,000)	-33.3%
Computer/Network Admin.	16,049	15,298	13,809	19,143	20,000	857	4.5%
Dues and subscriptions	23,047	26,970	23,165	25,000	24,000	(1,000)	-4.0%
Employee retirement	31,386	41,605	39,856	82,685	84,500	1,815	2.2%
FICA and medicare tax expense	51,886	57,094	60,404	63,289	65,188	1,899	3.0%
Industrial development	15,000	25,000	50,000	42,500	43,000	500	1.2%
Insurance, medical	164,895	191,254	210,799	225,000	228,375	3,375	1.5%
Insurance, property/liability	142,859	142,721	148,115	175,000	179,375	4,375	2.5%
Kansas unemployment tax	709	769	815	1,000	1,000	-	0.0%
Legal and accounting	31,129	19,274	43,055	32,500	35,000	2,500	7.7%
Office salaries	431,540	462,291	506,160	497,780	507,099	9,319	1.9%
Office Supplies	8,394	8,125	13,317	6,000	6,000	-	0.0%
Other administrative expense	6,216	9,523	9,835	10,875	10,875	-	0.0%
Postage	1,769	2,165	4,025	3,000	2,500	(500)	-16.7%
Property appraisal expense	-	-	-	-	-	-	0.0%
Property tax expense	151,003	151,239	145,976	162,625	165,878	3,253	2.0%
Special Events	-	389	436	1,000	1,000	-	0.0%
Telephone	16,318	17,608	19,133	18,375	18,500	125	0.7%
Training	1,411	175	6,639	7,000	5,000	(2,000)	-28.6%
Travel and meetings	9,805	9,770	8,013	12,000	12,000	-	0.0%
Total Administrative expenses	\$ 1,183,681	\$ 1,264,135	\$ 1,567,514	\$ 1,615,722	\$ 1,575,789	\$ (39,933)	-2.5%
Maintenance expenses							
Airfield maintenance	33,712	23,071	32,025	30,900	31,000	100	0.3%
Airport Security	582	997	2,414	4,000	4,000	0	0.0%
Building maintenance	75,786	106,497	83,586	49,650	50,000	350	0.7%
Equipment fuel and repairs	64,407	123,747	111,685	90,000	90,500	500	0.6%
Fire Services	14,952	16,718	16,521	19,000	18,500	(500)	-2.6%
Grounds maintenance	3,396	4,481	3,416	4,500	4,500	0	0.0%
Maintenance salaries	277,613	349,681	344,740	364,950	381,032	16,082	4.4%
Other maintenance expenses	15,403	16,602	14,803	20,000	16,000	(4,000)	-20.0%
Snow removal expense	3,163	514	5,674	20,000	20,000	0	0.0%
Utilities	225,174	254,180	248,792	240,000	230,000	(10,000)	-4.2%
Total Maintenance expenses	714,188	896,488	863,656	843,000	845,532	2,532	0.3%
Total Expense	1,897,869	2,160,623	2,431,170	2,458,722	2,421,321	-37,401	-1.5%
Total Operating Net Before Depreciation	\$ 58,997	\$ 52,677	\$ 68,723	\$ 37,245	\$ 70,091	\$ 32,846	88.2%

A	B	C	D	E	H	I	J	K	L	M	N	
1	Salina Airport Authority, Salina, KS											
2	Updated for 2020 Capital Budget Programming - Preliminary; subject to 2019 year end balances											
3	12/17/2019											
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
75	FISCAL YEAR 2020											
76	AIP-40	Terminal Area Narrative Report (2014 Master Plan Update)-Continued	3-20-0072-40	Planning		100,000	90,000		10,000			
77	AIP-41	Rehabilitate Rwy 17/35 (South 7,500')	3-20-0072-42	Design/Construction	3,453,872	3,453,872	3,108,484		345,387			
78	Airfield	Rehabilitate Rwy 17/35 (South 900')		KDOT grant awarded in 2019	250,000	250,000	250,000					
79	Airfield	Airfield Improvements			20,000	20,000				20,000		
80	Office Equipment	Computer replacements		ARFF, Terminal & Shop	7,500	7,500				7,500		
81	Bldg Imps.	HVAC replacements, roof repairs			20,000	20,000				20,000		
82	Equipment	Self-Fuel Terminal Replacement	444-03-19		16,000	16,000				16,000		
83	Environmental	Former Schilling AFB Environmental Project			75,000	75,000				75,000		
84												
85	2020 SUBTOTAL				\$ 3,842,372	\$ 3,942,372	\$ 3,448,484	\$ -	\$ 355,387	\$ 138,500	\$ -	\$ -
86	FISCAL YEAR 2021											
87	AIP-43	Runway 12/30 Mill & Inlay			1,912,506	1,912,506	1,721,255		191,251			
88												
89	2021 SUBTOTAL				\$ 1,912,506	\$ 3,633,761	\$ 1,912,506	\$ 191,251	\$ 191,251	\$ -	\$ -	\$ -
90	FISCAL YEAR 2022											
91	AIP-44	Acquire a class VI snow blower with broom attachments			773,000	773,000	695,700		77,300			
92	Airfield	Reconstruct Rwy 17/35 Lighting			430,194	430,194	387,175		43,019			
93												
94	2022 SUBTOTAL				\$ 1,203,194	\$ 1,203,194	\$ 1,082,875	\$ -	\$ 120,319	\$ -	\$ -	\$ -
96												
97	INTERMEDIATE TERM PROJECTS											
98	Airfield	Reconstruct Rwy 17/35 Lighting			430,194	430,194	387,175		43,019			
99	Airfield	Rwy 18/36 Mill & Overlay										
100	Airfield	Rehabilitate shoulders along Txy A from Twy E to midway between Txy E & F			600,000	600,000	540,000		60,000			
101	Airfield	Rehabilitate shoulders along Txy A from Twy F to midway between Txy F & G			632,496	632,496	569,246		63,250			
102	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			
103												
104	INTERMEDIATE TERM PROJECTS SUBTOTAL				\$ 1,912,496	\$ 1,912,496	\$ 1,721,246	\$ -	\$ 191,250	\$ -	\$ -	\$ -
105	LONG TERM PROJECTS											
106	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			
107	Equipment	Acquire Passenger Lift Device			100,000	100,000	90,000		10,000			
108	Equipment	Acquire replacement of Class 5 blower/broom			997,500	997,500	897,750		99,750			
109	Equipment	Acquire carrier truck with plow			475,000	475,000	427,500		47,500			
110	Airfield	Reconstruct connector south of Txy F.			30,000	30,000	27,000		3,000			

	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
111	Airfield	Reconstruct the south Txy A connector to correct a geometry deficiency.			1,538,602	1,538,602	1,384,742		153,860			
112	Airfield	Reconstruct runway shoulders			4,375,800	4,375,800	3,938,220		437,580			
113	Airfield	Reconstruct Txy A between Txy E and Txy G including shoulders and MITL			292,126	292,126	262,913		29,213			
114	Airfield	Reconstruct connector north of Txy F										
115												
116	LONG TERM PROJECTS SUBTOTAL				\$ 12,185,548	\$ 12,185,548	\$ 10,966,993	\$ -	\$ 1,218,555	\$ -	\$ -	\$ -
117												
118	TOTAL PROGRAM COSTS				\$ 34,316,206	\$ 35,252,699	\$ 23,420,329	\$ 2,202,090	\$ 2,715,140	\$ 501,546	\$ 4,616,232	\$ 921,000



HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2020

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. 130 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 - \$725Add \$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).
8. Handheld programable portable UHF/VHF Radios - \$10 per day/per radio

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-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, 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	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 785-646-3311/3312; 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, Becky Senger, 785-827-9000; Holiday Inn, Nicholyn Strome, 785-404-6767; Hampton Inn, Monica Batazor, 785-823-9800; Comfort Suites, Bart Garrett, 785-404-6944; Fairfield Inn and Suites, 785-515-5333; Homewood Suites, Jenn Reitz, 785-515-2600. For large scale events, please contact Jo Ann McClure at the Salina Chamber's Convention and Visitors Bureau 785-827-9301
Gases	Airgas, 785-823-8100

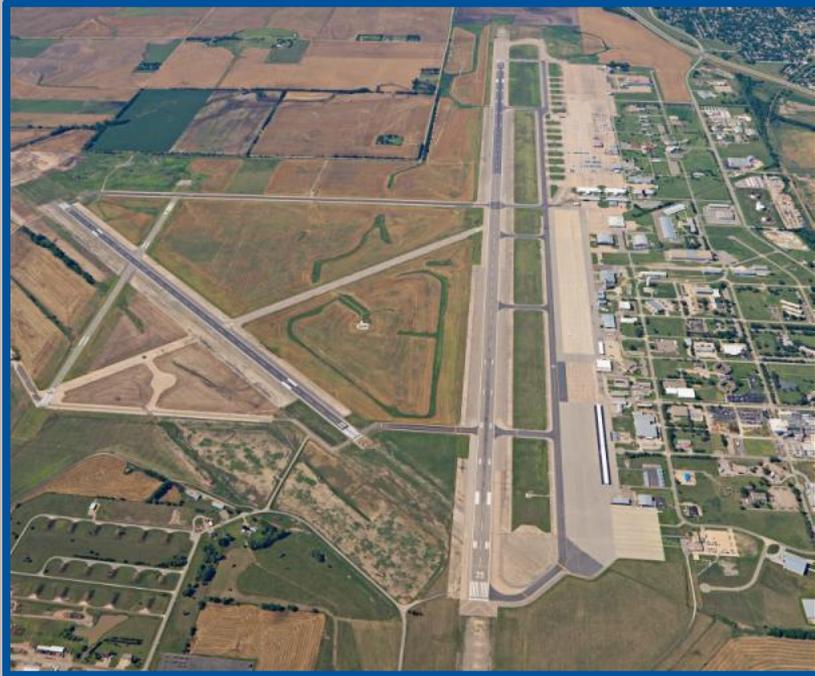
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Your trusted, experienced partners in forward operating location training and missions



Ground Support Equipment & Logistics

As of January 1, 2020



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



A-4

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:
10K All-Terrain Forklift
15' Height Range



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



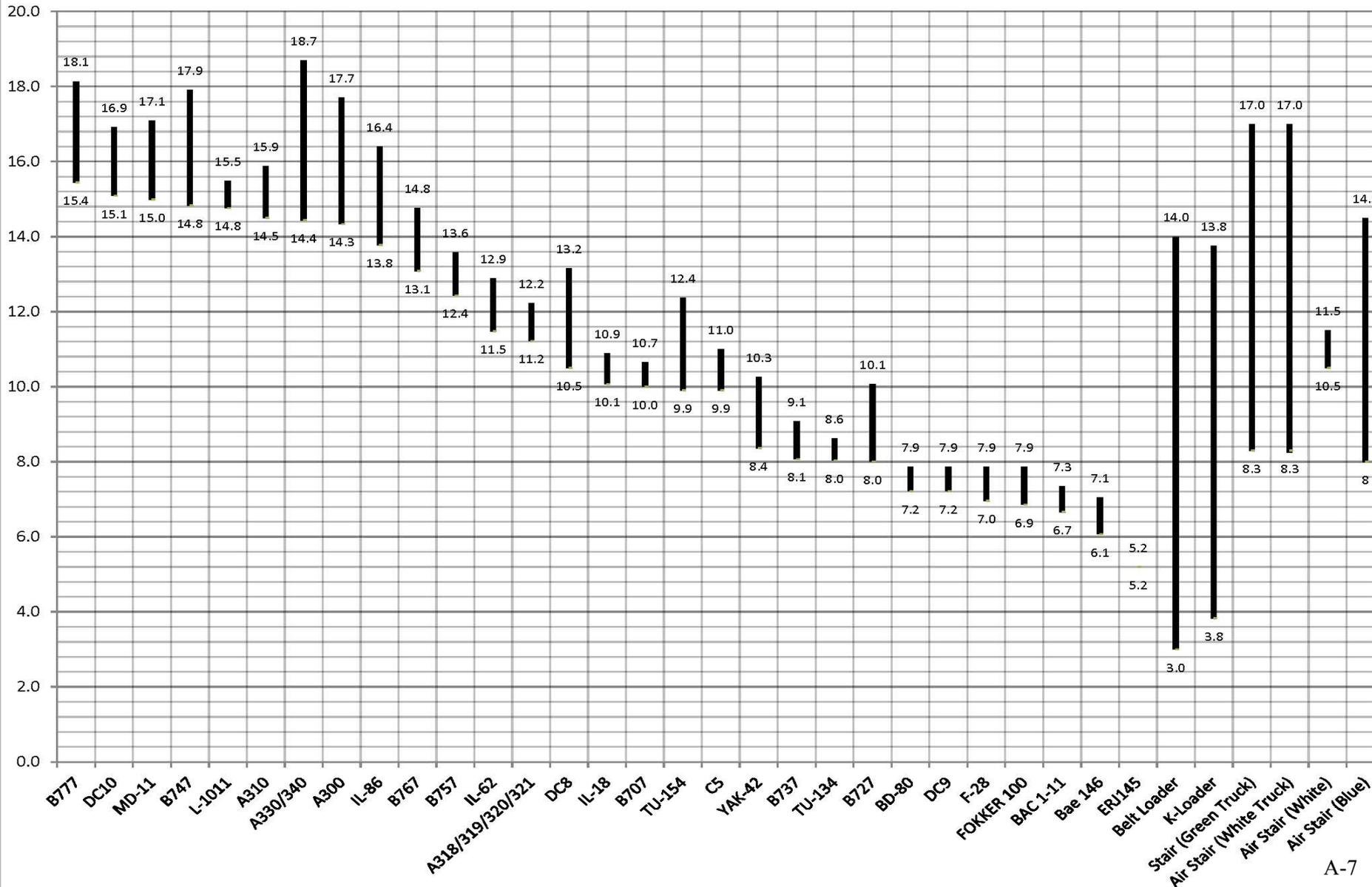
Description:

Portable Loading
Ramp
L 36' x W 7'



Height Range

Aircraft Door Sill Heights in Feet (Minimum to Maximum)



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



Description:

4K Forklift,
9.5' Height Range



Ground Support Equipment

Description:

Hobart AC Ground Power Unit 400 Hz Solid State 460 VAC 50-60Hz 45 KVA



Description:

11, Tri-max wheeled fire extinguishers



Description:

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



Description:

Flood Lamp 30' tall



Description:

3 sets of Portable Flood Lamp 35' tall



Description:

Jack up Work Stand, 10' Height Range



Ground Support Equipment

Description:

Landoll Type I De-Icer Mil
& Civ Aircraft
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.

*Fuel included, with the exception of vehicles.

* Minimum of 1 hour for equipment rental



Salina Airport Authority

Other Income Fee Schedule

Effective January 1, 2020

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
Self-fuel permit fee	\$ 600.00	
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.
<i>(per 1,000 lbs. per landing)</i>	\$ 1.25	>60,000lbs.
<i>Non-Signatory Landing Fees</i>	\$ 1.95	
<i>(per 1,000 lbs. per landing)</i>		
ARFF Standby Fee	\$ 90.00	per hour
ARFF Index C/D/E Fee	\$ 925.00	per flight
Terminal Use Fee (Public Charter)	\$ 950.00	per flight
Terminal Security (Public Charter)	\$ 750.00	per flight (includes LEO)
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 509

Door Clearance 95' (W) and 23' (H)

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

As of January 1, 2020

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

Discounts available for longer term storage



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, 2020

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
<i>Beechjet 400, Premier I, CJ-1/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
2500 to 5000 sq.ft.	\$190
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
5000 to 7500 sq.ft.	\$220
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
7500 and up sq.ft.	\$240
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Frienship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
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, 2020

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	
<i>Up to 2500 sq.ft.</i>	\$160
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<i>2500 to 5000 sq.ft.</i>	\$190
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<i>5000 to 7500 sq.ft.</i>	\$220
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<i>7500 and up sq.ft.</i>	\$240
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
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, 2020

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	
<i>Up to 2500 sq.ft.</i>	\$140
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<i>2500 to 5000 sq.ft.</i>	\$160
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VII/VIII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<i>5000 to 7500 sq.ft.</i>	\$170
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<i>7500 and up sq.ft.</i>	\$190
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Frienship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
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 July 1, 2019

Hangar Type	Monthly Rate
(A) T-hangars	\$93
(B) T-hangars	\$93
(D) Box hangars	\$115
- D5, D6, D7, D8	
(C) Box hangars	\$170
- C1	
(P) T-hangars	\$93
- P13 T-hangar	\$115
- P30, P31, P32	\$136

2020 CALENDAR OF EVENTS

January

1	New Year's Day/ Holiday
15	8 a.m. Board of Directors Meeting
20	Martin Luther King Junior Day

February

17	Presidents Day
19	8 a.m. Board of Directors Meeting

March

18	8 a.m. Board of Directors Meeting
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April

10	Good Friday
15	8 a.m. Board of Directors Meeting

May

20	8 a.m. Board of Directors Meeting
25	Memorial Day

June

17	8 a.m. Board of Directors Meeting
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July

3	Independence Day (Observed)
15	8 a.m. Board of Directors Meeting

August

19	8 a.m. Board of Directors Meeting
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September

7	Labor Day
16	8 a.m. Board of Directors Meeting

October

12	Columbus Day
21	8 a.m. Board of Directors Meeting

November

11	Veterans Day
18	8 a.m. Board of Directors Meeting
26	Thanksgiving Day
27	Thanksgiving Day Holiday

December

16	8 a.m. Board of Directors Meeting
24	Christmas Holiday
25	Christmas Day



Vacation Benefit Comparison Report - 2019

Years of Service	1-5 years	5-10 years	10-15 years	15-20 years	20-25 years	25-30 years
SAA	80 hrs/year	80 hrs/year	120 hrs/year	120 hrs/year	160 hrs/year	160 hrs/year
Saline Co.	104 hrs/year	104 hrs/ year	128 hrs/year	152 hrs/ year	176 hrs/year	176 hrs/ year
City of Salina	80 hrs/year	96 hrs/year	128 hrs/year	128 hrs/year	160 hrs/year	160 hrs/year
Local private entity	136 hrs/year	176 hrs/year	216 hrs/year	216 hrs/year	256 hrs/year	256 hrs/ year
Proposed:	80/hrs year	100 hrs/year	120 hrs/year	140 hrs/year	160 hrs/ year	180 hrs/year

***SALINA** Airport* *Authority*

***SALINA** Airport*
Industrial Center

Salina Regional
***SLN** Airport*

Fly
***SLN** Airport*

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

SALINA AIRPORT AUTHORITY

SAA RESOLUTION NO. 19-13

A RESOLUTION REAPPOINTING PETE F. BRUNGARDT TO THE BOARD OF DIRECTORS FOR THE SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC.

WHEREAS, the Salina Airport Authority has entered into an agreement with the City of Salina, Saline County and the Salina Area Chamber of Commerce to form and establish the Salina Community Economic Development Organization, Inc. (Corporation) in accordance with a written Members Agreement dated November 17, 2015; and

WHEREAS, the respective governing boards of the City of Salina, Saline County, Airport Authority and Salina Chamber of Commerce have taken action to approve the Members Agreement.; and

WHEREAS, in accordance with the Members Agreement the Salina Airport Authority Board of Directors appointed Pete F. Brungardt to an initial one (1) year term from December 29, 2015 – January 31, 2017 to the board of directors of the Corporation; and

WHEREAS, Pete F. Brungardt was reappointed to a full three (3) year term from February 1, 2017 – January 31, 2020 to the board of directors of the Corporation; and

WHEREAS, Pete F. Brungardt is eligible for reappointment for a 2nd full three (3) year term from February 1, 2020 – January 31, 2023 to the board of directors of the Corporation; and

NOW THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE SALINA AIRPORT AUTHORITY THAT:

1. Pete F. Brungardt is hereby reappointed for a 2nd three (3) year term from February 1, 2020 – January 31, 2023 on the board of directors of the Salina Community Economic Development Organization, Inc. Such term shall coincide with the annual meeting of the directors of the Corporation.

ADOPTED by the Board of Directors of the Salina Airport Authority this 18th day of December, 2019.

SALINA AIRPORT AUTHORITY

By: _____
Kent Buer, Chairman

ATTEST:

By: _____
Kristin Gunn, Secretary

(SEAL)

