

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



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

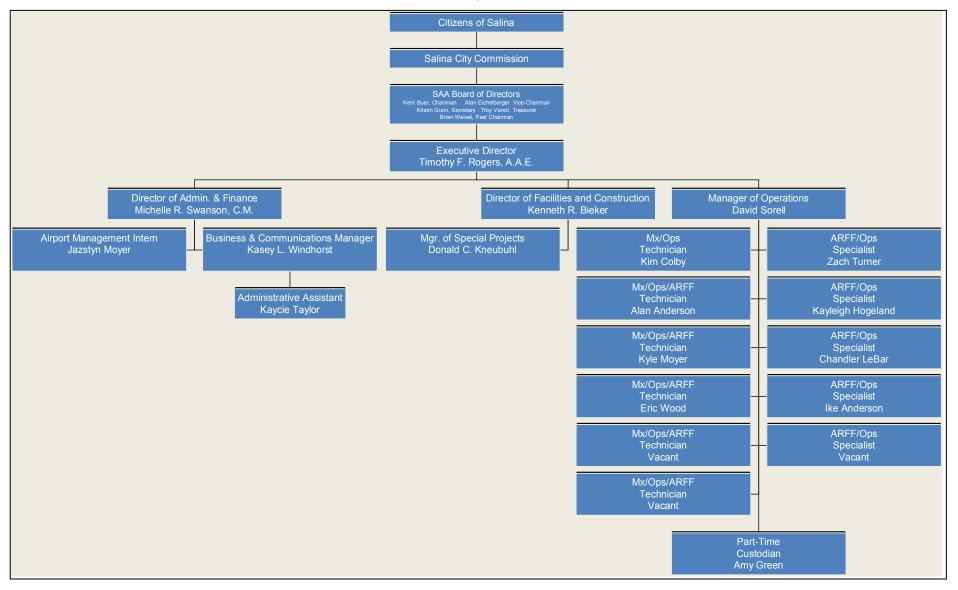
SAA Building and Hangar Leasing - Dec 1, 2019 SCORECARD

<u>Building/Hangar</u>										Re	maining Space Classificatio	n
	Sq. Ft.	<u>Use</u>	Current	Monthly	Lease Type	Estimated Annual Holding	<u>Comments</u>	Current Lease	Potential New	Office	Manufacturing /	Aviation
1	34.14	93.	Lease Rate	Lease Rate	ecose type	Cost Savings	Leased to Waters, Inc Effective 10-15-2013; 10 year firm with two additional 5-year terms; rate adjustments	Revenue	Lease Revenue	<u> </u>	Warehouse	Aerospac
122	6,034	Office	4.42	2,223	Net	8,500	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				
334	3,331	Aircraft Storage and Crew Facility for Air Medical Transport	7.00	2,303	Nec	0,000	Leased to AirMD, LLC d/b/a LifeSave effective 11-01-	27,000				
504	5,617	Operation	4.12	1,930	Net	15,950	2019; 5 year firm with three 5-year options. Leased to Miller Pipeline effective 4-1-2017; 3-year firm	23,160				
506-1	4,900	Utility construction shop/equipment storage	5.08	2,075	Net	7,500	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. Leased to Cross-Midwest Tire -effective 4-1-15; 1 year	16,140				
520, Unit F	2,540	Office/Warehouse/Light Manufacturing	5.96	1,262	Modified Gross	1,200	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				
							Leased to KS Erosion Products effective Jan. 1, 2019 for short-term storage. New two year lease effective Dec.					
655	33,992	Warehouse	2.30	6,515	Modified Gross	8,500	1, 2019 Leased to Wichita Winwater Works Co effective	78,180				
723	9,359	Machine shop or warehouse Aircraft maintenance repair and	3.44	2,680	Net	13,907	4/1/14; 2 year term lease with options. Leased to 1 Vision Aviation effective July 1, 2019; 5 year	32,160				
959	54,512	overhaul	1.38	12,500	Net	155,840	firm lease term with three 5-year options.	150,000				
1021	1,202	Office Warehouse facility - erosion	5.51	552	Modified Gross	500	Leased to Quality Drive Away as bus disptach center.	6,624				
1021	30,496	control wattles and blankets Manufacturing facility - erosion	1.40	3,550	Net	23,000	Leased to Ks Erosion Control, LLC., for product storage. Leased to Ks Erosion Control, LLC., 75.5 month term with graduated rental schedule from \$0.00-	42,600				
1021	34,863	control wattles and blankets	4.75	13,800	Net	33,248	\$4.75/SF/YR. Total term rent \$902,078	165,600				
otal Long-term Leased .eased Properties - Cu	234,969 Irrent Sho	ort-term (1 month - 1 year)	3.38	66,123		306,345		793,476				
	l											
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. Leased to Exide Battery for temporary inventory	20,760				
626	34,044	Warehousing	2.12	8,090	Modified Gross	10,000	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				
otal Short-term Leased	94,488		3.51	21,450		28,000		257,400				
Properties Available		se	3.31	21,430		20,000		237,400				
		Office/Warehouse/Light										
313	11,884	Manufacturing Office/Warehouse/Light	5.15	5,100	Net	-			61,203		11,884	
412	10,157	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 Business jet, Regional jet MRO,	5.75	2,564	Modified Gross		Facility became available Oct. 2017		30,763	5,350		
509 600 (SF remaining)	45,532 53,760	Flight training or aircraft storage Business jet, Regional jet MRO, Flight training or aircraft storage	5.85 6.30	22,201	Modified Gross Net	-	Facility became available on March 15, 2019 Facility became vacant March 2012 and has been		266,412 338,688			45,5 53,7
606	49,222	Warehousing	4.94	20,263	Modified Gross		leased for various short-term occupancies.		243,157			49,2
655	8,969	Office	4.50	3,363	Net	-	Became available on Jan. 1, 2018		40,361	8,969		
	8,583	Warehouse	1.00	715	Net	-			8,583		8,583	
673	42,649	Light manufacturing or warehouse	1.36	6,245	Net		Facility became available on April 15, 2019		58,050		42,649	
673 713	30,665	Warehousing	1.95	4,983	Modified Gross	-			59,797		30,665	
713 724		Off: · ·	15.00	2,820	Net		Facility became available Mar. 1, 2018		33,840	2,256		
713 724 820	2,256	Office Office and warehouse or vehicle					ĺ	1	36,441		12.252	
713 724 820 824	12,353	Office and warehouse or vehicle maintenance Narrow body aircraft storage &	2.95	3,037	Net	-					12,353	
713 724 820 824 959 (SF remaining)	12,353 48,794	Office and warehouse or vehicle maintenance Narrow body aircraft storage & MRO or heavy manufacturing	2.72	11,045	Net	-			132,540	3 100	12,353	48,7
713 724 820 824	12,353	Office and warehouse or vehicle maintenance Narrow body aircraft storage &				-				3,100 21,795	114,171	
713 724 820 824 959 (SF remaining) 1021 (SF remaining)	12,353 48,794 3,331 333,505	Office and warehouse or vehicle maintenance Narrow body aircraft storage & MRO or heavy manufacturing Office	2.72 5.50 4.17	11,045 1,527 117,165	Net Net	-			132,540 18,321			
713 724 820 824 959 (SF remaining) 1021 (SF remaining) otal Available For Lease Total SAA Bldg. Sq. Ft. Total Leased	12,353 48,794 3,331 333,505 1,163,471 829,966	Office and warehouse or vehicle maintenance Narrow body aircraft storage & MRO or heavy manufacturing Office Compared to Fall 2016 699,241	2.72 5.50 4.17 Compared 677,355	11,045 1,527	Net Net	-			132,540 18,321			
713 724 820 824 959 (SF remaining) 1021 (SF remaining) otal Available For Lease Total SAA Bildg, Sq. Ft.	12,353 48,794 3,331 333,505	Office and warehouse or vehicle maintenance Narrow body aircraft storage & MRO or heavy manufacturing Office	2.72 5.50 4.17	11,045 1,527 117,165	Net Net	-			132,540 18,321			48,79 197,30

2-2









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

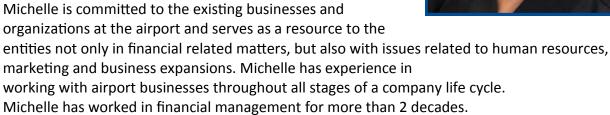
Awards & Recognitions

- 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.



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

g

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 SwansonDirector of Administration & Finance

Length of Service: 23 Years

785-827-3914 785-577-4647 cell



Director of Facilities &

Kenny Bieker

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



Don Kneubuhl Manager of Special Projects

Length of Service: 53 Years

Kaycie Taylor Administrative Assistant

Length of Service: 2 Years

785-827-3914 785-643-8037 cell



Alan Anderson Mx/Ops/ARFF Technician

785-342-9217 cell

Length of Service: 9 Years



Kim Colby

785-827-3914

Maintenance/Ops Technician

Length of Service: 34 Years



Kyle MoyerMaintenance/ARFF/Ops
Technician

Length of Service: 7 Years

Eric Wood Maintenance/ARFF/Ops Technician

785-829-8583 cell

Length of Service: 1 Month



Zach Turner

785-827-3361

ARFF/Operations Specialist

Length of Service: 3 Years



Kayleigh Hogeland ARFF/Operations Specialist

Length of Service: 1.5 Years



Chandler LeBar ARFF/Operations Specialist

785-827-3361

785-833-2271

Length of Service: 2 Months

Ike AndersonARFF/Operations Specialist

785-833-2271

Length of Service: 1 Month

785-833-2271



785-827-3361

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	2016Budget	2017 Budget	2018 Budget	2019 Budget	Proposed 2020 Budget	+/- Budget	% Budget	+/- \$	+/- %
(Admin. Salary Exp.) Acct. No. 550						Over 2	2019	Five year a	nnual 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		
lke Anderson	ARFF/Operations Specialist	3 months		
Amy Green	Part-Time Custodian	9 months		

Salina Airport Authority 2020 Budget Summary

10/11/2019					_		
					Proposed		
	2016 Actual	2017 Actual	2018 Actual	2019 Budget	2020 Budget	2019/20	0220
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%
3 · · · · · · ·	, ,	,,	,,	, -,	, ,	,	
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%
- C							
Operating Expense						1	
Administrative expenses	¢ 22.076	¢ 10.207	21.072	21.000	21 500	¢ 500	2.40/
A/E, consultants, brokers	\$ 33,076	\$ 10,307	21,072	21,000	,	\$ 500	2.4%
Airport promotion	44,998 2,191	72,558	232,500 10,390	194,950 15,000	135,000 10,000	(59,950) (5,000)	-30.8% -33.3%
Bad Debt Expense Computer/Network Admin.	16,049	15,298	13,809	19,143	20,000	(5,000)	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 Travel and meetings	1,411 9,805	175 9,770	6,639 8,013	7,000 12.000	5,000 12,000	(2,000)	-28.6% 0.0%
Total Administrative expenses	\$ 1,183,681			,		\$ (39,933)	-2.5%
Total Administrative expenses	φ 1,103,001	Ψ 1,20 4 ,135	ψ 1,307,314	Ψ 1,013,722	Ψ 1,373,769	ψ (33,333)	-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	0	0.0%
Building maintenance	75,786	106,497	83,586		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		19,000	18,500	-500	-2.6%
Grounds maintenance	3,396	4,481	3,416		4,500	0	0.0%
Maintenance salaries	277,613	349,681	344,740		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		20,000	20,000	0	0.0%
Utilities	225,174	254,180		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		2,421,321	-37,401	-1.5%
Total Operating Net Before Depreciation	\$ 58,997						88.2%
Total Operating Net Before Depreciation	\$ 58,997	\$ 52,677	\$ 68,723	\$ 37,245	\$ /0,091	\$ 32,846	88.29

	Α	В	С	D	E	Н	1	J	К	L	М		N
	Calina Airmant Ar	showity Coline VC			18	alina Region	al			55			
1	Salina Airport At	ithority, Salina, KS			SIN	4 <i>irpor</i>	*	SA	LINAA	Airport Center			
	•	pital Budget Programming - Preliminary; subject to 2018 y	ear end balance	ces		III POI	•		Industrial	Center			
3	12/10/2019												
4					CO	STS			FUN	DING			
	CAPITAL PROJECT				TOTAL	FY	FAA/KDOT	BOND					
5	BUDGET	PROJECT DESCRIPTION	PN	REMARKS	PROJECT	PROJECTED	GRANT		MILL LEVY	OPERATING	OTHER		TBD
75	FISCAL YEAR 2020												
		Terminal Area Narrative Report (2014 Master Plan Update)-											
	AIP-40	Continued	3-20-0072-40	Planning		100,000	90,000		10,000				
\vdash	AIP-41	Rehabilitate Rwy 17/35 (South 7,500')	3-20-0072-42	Design/Construction	2,591,956	388,793	349,914		34,991				
78	Airfield	Airfield Improvements			20,000	20,000				20,000			
	Office Equipment	Computer replacements		ARFF, Terminal & Shop	7,500	7,500				7,500			
	Bldg Imps.	HVAC replacements, roof repairs	444.00.40		20,000	20,000				20,000			\longrightarrow
	Equipment	Self-Fuel Terminal Replacement	444-03-19		16,000	16,000				16,000			
82	Environmental	Former Schilling AFB Environmental Project			75,000	75,000				75,000			
_	2020 SUBTOTAL				\$ 2,730,456	\$ 627,293	\$ 439,914	s -	\$ 44,991	\$ 138,500	s -	\$	
\vdash	FISCAL YEAR 2021				Ψ 4,/30,436	Ψ 021,293	ψ 4 33,314	- ·	44,551	ψ 130,500		Ψ	
86	AIP-42	Txy D Extension	3-20-0072-41	Design/Construction	1,237,222	185,583	167,025		18,558			Π	
	AIP-42	Txy D Extension (Cont'd)	3-20-0072-41	Design/Construction	1,237,222	1,051,639	946,475		105,164				
88	All -42	TAY D EXICUSION (CONT. C)	5-20-0072-41			1,031,033	340,473		103,104				
89													
\vdash	2021 SUBTOTAL				s -	s -	\$ -	s -	s -	s -	s -	\$	_
91	FISCAL YEAR 2022		•								•		
92	Airfield	Rwy 18/36 Mill & Overlay											
93	Airfield	Reconstruct Rwy 17/35 Lighting			430,194	430,194	387,175		43,019				
94													
95	2022 SUBTOTAL				\$ 430,194	\$ 430,194	\$ 387,175	\$ -	\$ 43,019	\$ -	\$ -	\$	-
96	SHORT TERM PROJ	ECTS TOTALS			\$ 16,420,740	\$ 13,432,815	\$ 5,115,313	\$ 2,010,839	\$ 726,390	\$ 501,546	\$ 4,616,232	\$	921,000
98	INTERMEDIATE TER	RM PROJECTS											
99	Airfield	Rwy 12/30 Rehabilitation			1,760,633	1,760,633	1,584,570		176,063				
		Rehabilitate shoulders along Txy A from Twy E to midway											
100	Airfield	between Txy E & F Rehabilitate shoulders along Txy A from Twy F to midway			600,000	600,000	540,000		60,000				
101	Airfield	between Txy F & G			632,496	632,496	569,246		63,250				
		Rehabilitate shoulders along Txy A from midway between Txy											
	Airfield	E and Txy F to Txy F			680,000	680,000	612,000		68,000	-			
103 104	INTERMEDIATE	DM DDO IECTS SUBTOTAL			\$ 3.673.129	¢ 2 072 400	£ 2 20E 040		\$ 367.313	s -	\$ -	•	
104	LONG TERM PROJE	RM PROJECTS SUBTOTAL		•	\$ 3,673,129	\$ 3,673,129	\$ 3,305,816	\$ -	\$ 367,313	_ -	φ -	Þ	-
100	LONG TERM PROJE	Correct enhanced Txy markings on Txy A, B & E and to											
106	Airfield	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				
111	Airfield	Reconstruct the south Txy A connector to correct a geometry deflicency.			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				

	Α	В	С	D	E	Н	I	J	K	L	M	N
4					cos	STS	FUNDING					
5	CAPITAL PROJECT BUDGET	PROJECT DESCRIPTION	PN	REMARKS	TOTAL PROJECT	FY PROJECTED	FAA/KDOT GRANT	BOND PROCEEDS	MILL LEVY	OPERATING	OTHER	TBD
113		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	5											
116	LONG TERM PROJE	ECTS SUBTOTAL			\$ 12,185,548	\$ 12,185,548	\$ 10,966,993	\$ -	\$ 1,218,555	\$ -	\$ -	\$ -
117	,											
118	TOTAL PROGRAM	COSTS			\$ 32,279,417	\$ 29,291,492	\$ 19,388,122	\$ 2,010,839	\$ 2,312,257	\$ 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 \$725
 - Add \$275 for hard drive removal and surrender to unit.
- 5. Janitorial services \$250 per day per facility for detail restroom cleaning and trash removal (can specify certain dates and times for services). For detail office / hangar cleaning services, please contact the SAA for pricing.
- 6. Port-a-potties \$150 per week (includes 1 service)
- 7. Utilization of SAA Logistics and Ground Services Support Equipment \$195 per day (see separate GSE schedule for equipment listing detail).
- 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-Zuker, Operations Manager 785-825-6739

Aircraft Support Equipment Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739 - for all equipment not available on SAA equipment list.

Air Traffic Control Salina Air Traffic Control Tower, 785-825-4806

Machine Shop Services Scientific Engineering, Jim Pratt, 785-827-7071

Kansas State University Food Service Provider; AmeriServ, Kate Chambers, 785-826-2922 or Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-

Food Service; Catering 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

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

Lodging scale events, please contact Jo Ann McClure at the Salina Chamber's Convention and Visitors Bureau 785-827-9301

Gases Airgas, 785-823-8100

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



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



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



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



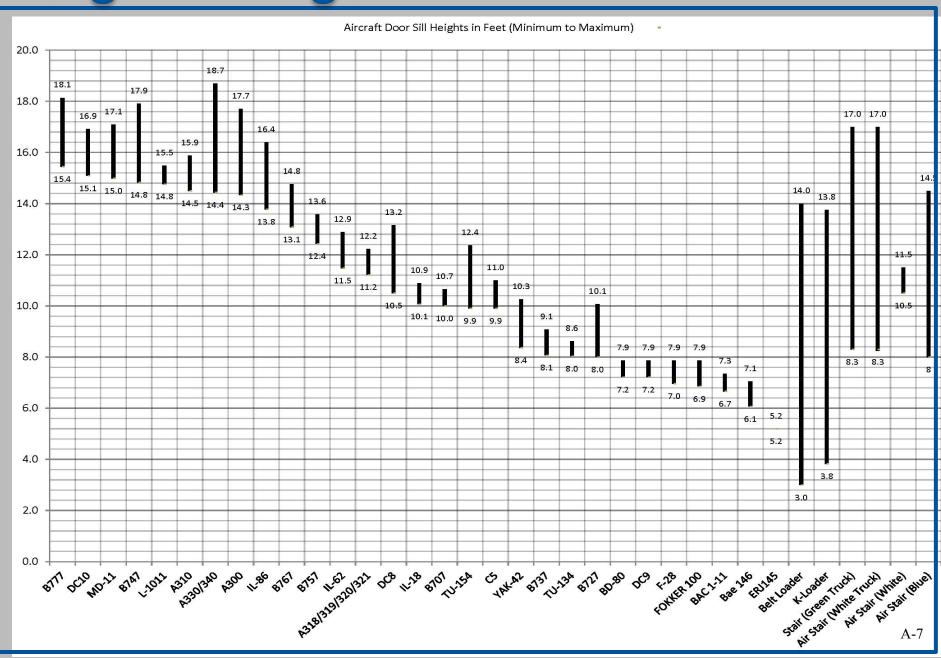
Description:

Portable Loading Ramp

L 36' x W 7'



Height Range



<u>Description</u>: 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



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



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 Lock change	\$ 15.00 per key (new or replacement) \$ 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) Criminal History Record Check (CHRC)	\$ 20.00 per employee \$ 45.00 per employee
Photocopies	\$ 0.15 per page
Fax Services Outgoing Incoming	\$ 5.00 for first page \$ 2.00 per page after first \$ 1.00 per page
NSF Check	\$ 35.00 each
Self-fuel permit fee	\$ 600.00
Fuel Spill Clean up Man hour Small Equip. Large Equip. Consumables	\$ 90.00 \$ 40.00 per hour \$ 60.00 per hour 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 (per 1,000 lbs. per landing)	\$.65 <60,000lbs. \$1.25 >60,000lbs.
Non-Signatory Landing Fees (per 1,000 lbs. per landing)	\$ 1.95
ARFF Standby Fee ARFF Index C/D/E Fee	\$ 90.00 per hour \$ 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	
Up to 2500 sq.ft.	\$140
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet	
Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500	
1124 Westwind, Learjet 24/25/28/29/31/35/36/55	
Diamond I, T-38 Talon, Hawker 400XP/700,	
Jet Commander 1121, Sabreliner 65	
2500 to 5000 sq.ft.	\$160
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I	
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000	
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa	
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,	
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000)
5000 to 7500 sq.ft.	\$170
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000	
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26	
ATR 42-500, Canadair Regional Jet, Fokker Fellowship	
British Aerospace BAE 146-200, HS 748	
7500 and up sq.ft.	\$190
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$135
Military Jets (large)	\$180

Discounts available for longer term storage



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

Discounts available for longer-term storage



Hangar Rates and Charges - Transient Aircraft Storage Hangar 606

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

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

As of January 1, 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
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet	
Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500	
1124 Westwind, Learjet 24/25/28/29/31/35/36/55	
Diamond I, T-38 Talon, Hawker 400XP/700,	
Jet Commander 1121, Sabreliner 65	
2500 to 5000 sq.ft.	\$190
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I	
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000	
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa	
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,	
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000	
5000 to 7500 sq.ft.	\$220
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000	
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26	
ATR 42-500, Canadair Regional Jet, Fokker Fellowship	
British Aerospace BAE 146-200, HS 748	
7500 and up sq.ft.	\$240
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$180
Military Jets (large)	\$245

Discounts available for longer-term storage



Hangar Rates and Charges - Transient Aircraft Storage Hangar 703

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

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

As of January 1, 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			
Up to 2500 sq.ft.	\$140		
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet			
Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500			
1124 Westwind, Learjet 24/25/28/29/31/35/36/55			
Diamond I, T-38 Talon, Hawker 400XP/700,			
Jet Commander 1121, Sabreliner 65			
2500 to 5000 sq.ft.	\$160		
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I			
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000			
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa			
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,			
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000)		
5000 to 7500 sq.ft.	\$170		
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000			
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26			
ATR 42-500, Canadair Regional Jet, Fokker Fellowship			
British Aerospace BAE 146-200, HS 748			
7500 and up sq.ft.	\$190		
Global Express, Convair 440/580, Dash 7			
Fokker 50/100, Fokker Frienship, Gulfstriem V			
British Aerospace BAC 111-500			
Military Jets (small)	\$135		
Military Jets (large)	\$180		

Discounts available for longer term storage



T-Hangar Rates and Charges

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

As of 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

Jan	uary
1	New Year's Day/ Holiday
15	8 a.m. Board of Directors Meeting
20	Martin Luther King Junior Day
Feb	pruary
17	Presidents Day
19	8 a.m. Board of Directors Meeting
Ma	rch
18	8 a.m. Board of Directors Meeting
Apı	ril
10	Good Friday
15	8 a.m. Board of Directors Meeting
Ma	у
20	8 a.m. Board of Directors Meeting
25	Memorial Day
Jun	e
17	8 a.m. Board of Directors Meeting
July	7
3	Independence Day (Observed)

8 a.m. Board of Directors Meeting

15

Aug	gust
19	8 a.m. Board of Directors Meeting
Sep	tember
7	Labor Day
16	8 a.m. Board of Directors Meeting
Oct	ober
12	Columbus Day
21	8 a.m. Board of Directors Meeting
Nov	vember
11	Veterans Day
18	8 a.m. Board of Directors Meeting
26	Thanksgiving Day
27	Thanksgiving Day Holiday
Dec	ember
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









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