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**DATE:** December 11, 2020

**TO:** SAA Board of Directors

**FROM:** Tim Rogers and Shelli Swanson

**SUBJECT:** December 16, 2020 Regular Meeting

Transmitted with this memo are items for your review prior to the Wednesday, December 16 regular board meeting.

Due to increased COVID-19 infection rates in Salina and Saline County the meeting will be held via a GoToMeeting video and audio link. Public access to the Salina Airport Authority's administrative offices is restricted at this time. Restricted public access to the SAA's administrative offices is the reason that the meeting will be held solely by means of interactive communications. All board meeting documents (agenda, agenda memo, financial statements, etc.) and written information to be discussed at the meeting can be viewed at the following board meeting packet link:

https://www.salinaairport.com/public-information/board-meeting-documents.aspx

To aid in transparency, the Airport Authority will take the following steps:

- 1. The meeting's video and audio will be recorded and be posted on the Airport Authority's website, www.salinaairport.com
- 2. Post the Airport Authority's meeting notice, agenda, agenda packet and other meeting documents on the Airport Authority's website, <a href="https://www.salinaairport.com">www.salinaairport.com</a>
- 3. Post the meeting minutes to the Airport Authority's website, <a href="www.salinaairport.com">www.salinaairport.com</a> as soon as possible after the meeting.

Members of the public may login to the meeting to listen, observe and/or participate in the board meeting. The login can be accomplished by telephone, smartphone, tablet, or computer. Meeting login instructions are:

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https://global.gotomeeting.com/join/750915917

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The special board meeting will focus on the following 2020 Airport Authority priorities.

- Approval of the SAA's 2021 Operating Plan and Budget.
- Complete the executive director's 2020 performance evaluation

Please note the following agenda comments.

## <u>Agenda Item #6 – Review of Airport Activity and Financial Reports for the Month Ending November 30, 2020</u> (Rogers and Swanson)

#### **<u>Airport Activity – Air Traffic</u>** (Rogers)

The November 2020 air traffic count decreased 16% to 5,078 operations as compared to the November 2019 total of 6,072. For the year-to-date a total of 56,179 operations have been recorded which is 22% less than the November 2019 YTD total of 71,966.

#### <u>Airport Activity – Fuel Flowage</u> (Rogers)

November 2020 fuel flowage was 171,011 gallons, which was a 57% increase as compared to the November 2019 total of 108,524 gallons. For the year-to-date, fuel flowage totals 2,180,258 gallons which is a 0% change as compared to the November 2019 YTD total of 2,191,477 gallons.

#### <u>Airport Activity – Passenger Counts</u> (Rogers)

United/SkyWest flights enplaned 602 passengers, which was a 65% decrease as compared to the November 2019 total of 1,703 enplaned passengers. The airline's total passenger count was 1,079 which was a 68% decrease as compared to the November 2019 total of 3,340.

#### **Financial Reports – Comments and Notes** (Swanson)

Total operating revenue is exceeding budget at the end of November by \$185,834 and is exceeding 2019 income by 8.61% as a result of YOY growth in landing fees, building rental, land rental and other income such as ARFF standby fees and equipment rentals. Total operating expenses are tracking 2% under budget bringing net income before depreciation to \$303,537 YTD which represents a 180% increase over 2019.

**Short-term leasing activity:** The SAA has entered into a six-month lease agreement with Northwest Crane Service for 20,000 sq. ft. of pavement located on the north ramp for the purposes of storing crane components and associated materials. This temporary agreement will generate \$1,920 during the term, or \$.192/sq.ft/year for the tract of ground.

#### Financial Reports - November 2020 Significant Expenditures/Payables Report Enclosed

The below table represents the disbursements and other activity from the bond proceed fund accounts during November 2020.

	114 · GO Temp No	otes Series 2019-1				152,250.96
•	Transfer	11/10/2020	Hangar 959 Imps. Funds Transfer (Builder's Choice & Salina Steel)	120 · SFB - Cash mgmt (26	-893.53	151,357.43
	Transfer	11/25/2020	Hangar 959 Imps. Funds Transfer (Superior & Helm)	120 · SFB - Cash mgmt (26	-11,142.63	140,214.80
	Deposit	11/30/2020	Interest	810 · Interest income on d	0.90	140,215.70
	Total 114 · GO Tem	p Notes Series 2019-1			-12,035.26	140,215.70
	Total Cash in Bank-KM	IIP			-12,035.26	149,382.72
	SFB- 2020-1 GO Tem	p Note (4199)				112,332.05
	Deposit	11/30/2020	Interest	810 · Interest income on d	5.54	112,337.59
	Total SFB- 2020-1 GO	Temp Note (4199)			5.54	112,337.59

## <u>Financial Reports – Accounts Receivable Past Due 30 days or more as of December 11, 2020</u> (Swanson)

Account	Amount	Days	Comments
Shane Brown	\$490	31-90	Storage Igloo Rent
Exide	\$48,040	>90	Bldg. Rental & Utilities
			(pre-petition claims submitted)
Federal Aviation Administration	\$2,720	31-60	Bldg. Rent
Max Gebhardt	\$148	31-60	Storage Igloo Rent
Kansas Military Board	\$2,466	31-90	Bldg. Rent
Kenny's Body Shop	\$1,435	31-90	Storage Igloo Rent

## <u>Agenda Item #7 – Presentation of the Airport Authority's 2021 Operating Plan and Budget</u> (Rogers and Swanson)

Enclosed is a copy of the final draft of the Airport Authority's 2021 Operating Plan and Budget. Priorities and goals for 2021 include:

- Continued fuel flowage growth
- Market available buildings, hangars, and development lots to reach 85% occupancy
- Continue air service development and marketing efforts
- Secure FAA MAP grant funding for terminal building expansion
- Secure FAA grant funding for the Runway 17/35 rehabilitation project
- Support implementation of the K-State Polytechnic Global Aeronautics Initiative and campus vision initiatives
- Complete the Schilling Project remedial design (RD) and start remedial action (RA) work
- Airport Industrial Center development objectives and expansion projects
- Contract with the Salina Chamber for services to meet aerospace workforce recruitment and workforce housing needs
- End CY 2021 with an ending operating cash balance greater than \$1.5M
- Achieve an occupancy rate greater than 85% for available hangars and building
- Support 2021 FOL deployments
- Support Ft. Riley APOE/D operations
- Complete the design of new GA aircraft storage hangars, secure project financing, prelease units and construction hangars

- Recruit and hire one ARFF& operations specialist and create the new position of assistant manager of operations
- Update the job descriptions for the executive director, director of finance and administration, director of facilities and construction, business and communications manager and operations manager
- Develop a standard environmental report for prospective tenants considering hangar and building available for lease
- Prepare an EDA grant application for hangar H626 rehabilitation

#### **Agenda Item #8 – Executive Session** (Eichelberger)

An executive session is needed to discuss matters of non-elected personnel. The topic of discussion will be completion of the executive director's 2020 performance evaluation.

#### **Agenda Item #8 – Consideration of the Executive Director's 2021 Contract** Eichelberger)

The board of directors will consider the extension of the executive director's employment contract for calendar year 2021.

Please contact me if you have any questions or comments.

#### SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING Hangar H600, First Floor Conference Room 2720 Arnold Court

#### **December 16, 2020 – 8:00 AM**

#### **AGENDA**

#### **Action Items**

- 1. Call to order. (Eichelberger)
  - a. Roll call and determine that a quorum is present.
  - b. Confirm that the meeting notice has been published.
- 2. Meeting procedures. (Rogers)
  - a. Mute all participant microphones, phones, or other electronic devices.
  - b. SAA board members, staff and presenters are required to state the individual's name each time the individual begins to speak or vote.
  - c. The Visitor's Forum that follows the Directors' Forum is the time for public comment.
  - d. Each board motion will be clearly stated before a board vote and the results of the vote will be announced.
  - e. All motions will identify the SAA board officer and/or staff member authorized to sign a legally binding document for the Airport Authority.
  - f. The meeting will be recorded (video and audio) and posted to the Airport Authority's web site.
  - g. Executive session procedures will be as follows:
    - i. Visitors and nonessential attendees will be asked to leave the VTC.
    - ii. After visitors and nonessential staff have been dismissed, access to the VTC will be locked.
    - iii. At the end of the executive session and when the open meeting resumes, the VTC will be unlocked and visitors will be able to again login to the meeting.
- 3. Recognition of guests. (Eichelberger)
- 4. Additions to the agenda and agenda overview. (Rogers)
- 5. Approval of the minutes of the November 18, 2020 regular board meeting and December 2, 2020 special board meeting. (Eichelberger)
- 6. Review of airport activity and financial reports for the month ending November 30, 2020. (Rogers & Swanson)
- 7. Presentation and discussion of the 2021 Salina Airport Authority Operating Plan and Budget. (Rogers and Swanson)

#### **Staff Reports**

#### **Directors' Forum**

#### **Visitor's Questions and Comments**







#### **Announcements**

#### **Executive Session**

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

I move that the Salina Airport Authority board of directors' recess into executive session for 30 minutes to discuss the subjects of the final phase 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.

#### **Resume the Open Meeting**

9. Consideration of the renewal of the executive director's employment contact for calendar year 2021. (Eichelberger)

**Adjournment** (Eichelberger)







#### MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY NOVEMBER 18, 2020 HANGAR 600 FIRST FLOOR CONFERENCE ROOM

#### Call to Order

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

#### Attendance

Attendance was taken. Chairman Eichelberger and Director Vancil were present. Directors Buer, Gunn, and Weisel attended via video conference. 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, Salina Community Economic Development Organization and Melissa Hodges, Salina City Commissioner attended via video conference. Julie Yager-Zuker, Avflight Salina and Michael Bunn, T-hangar tenant were guests.

#### Additions to the Agenda

Chairman Eichelberger asked if there were any additions. Executive Director Rogers stated there were no additions.

#### **Minutes**

Chairman Eichelberger asked if the board members had additions or corrections to the minutes of the October 21, 2020 regular board meeting. Director Gunn moved, seconded by Director Vancil, to approve the minutes of the October 21, 2020 board meeting. Motion passed unanimously.

#### **Airport Activity and Financial Reports**

Executive Director Rogers reported that the Salina Air Traffic Control Tower (ATCT) recorded 8,532 operations during October 2020, which was a 18% increase compared to the same period last year. A total of 51,101 operations have occurred year-to-date which is 22% less than the October 2019 year-to-date total of 65,894. October fuel flowage came in at 208,081 gallons which was a 7% decrease compared to October 2019 total of 223,382 gallons. A total of 2,009,247 gallons have been delivered on the airport during 2020 which is a 3.5% decrease from the 2019 total of 2,082,953. Reaching the 2-million-gallon level is a significant accomplishment during this calendar year. SkyWest reported 1,210 total passengers (624 enplaned and 586 deplaned) during the month of October. For year-to-date a total of 6,647 passengers have boarded United/SkyWest flights at SLN which is a 59% decrease compared to the same period last year.

Director of Administration and Finance, Shelli Swanson reported on the financials for the month of October 2020. Total operating income arrived at 9% over budget projections. Both total administrative and maintenance expenses are tracking 4% under budget through October. Comparatively, expenses are down .71% or \$13,864 less than the same period in 2019. Net ordinary income before depreciation at the end of October arrived at \$319,749 and is up \$177,187 over last year. Swanson noted Year-to-date contributed capital from FAA grants, including the CARES Act. grant is \$1,413,914. Swanson reviewed detailed expenditures from the 2020-1 Temporary Note project fund account and reported that all costs associated with the

acquisition and transfer of the land for the Schwan's plant expansion project have been finalized. The balance in the 2021-1 GO Temporary note fund will be transferred to the respective debt service fund. Swanson commented on a short-term lease agreement with Evergy Kansas Central, Inc. for 20,000 SF of pavement located on the north ramp. The rental rate is \$.192 SF/year and will result in additional \$2,240 in revenue. Chairman Eichelberger directed staff to file the financials for audit.

#### **2021 Property and Liability Insurance Renewal**

Executive Director Rogers reviewed the 2021 property/liability insurance renewal process and discussed the addition of a new cybersecurity policy for 2021. Director of Administration and Finance Swanson commented on the state of market scorecard and summarized policy limits, deductible amounts and premiums for the Authority's automobile, equipment, commercial property, environmental, workers' compensation and liability insurance coverages. Swanson highlighted on the insurance expense analysis for 2017-2021 and noted the total new increase in expenses ended up slightly under 9% for 2021.

#### **2021 Operating Expenses**

Director of Administration and Finance Swanson distributed and reviewed the budget summary for CY 2021. Swanson commented on several key operating expense line items for the upcoming calendar year. The target gross operating expenses for 2021 is \$1,583,709. The final budget report will be presented to the board at the December 16 regular board meeting.

#### **Durham School Services Lease Addendum #1**

Director of Administration and Finance Swanson reported that Durham School Services has requested a lot expansion of approximately 90' to the north end of the tract of ground located west of Hein Avenue for bus parking. Swanson presented Addendum #1 to the Sublease Agreement with Durham School Services which provides for an additional 14,510.76 sq. ft. of land and an increase of \$195/month or \$2,340 per year (adjusted by 3% biennially) to the basic rent.

Director Vancil moved to approve Addendum No. One to Sublease Agreement with Durham School Services, L.P. and authorize SAA staff to work with bond counsel to update the Site Lease and Lease Purchase Agreements as necessary to modify the property legal description of the site, seconded by Director Gunn. Motion passed unanimously.

#### ARFF, Operations and Airfield Maintenance Equipment

Executive Director Rogers noted staff have finalized the needs for new equipment for Airport Authority ARFF (Aircraft Rescue and Fire Fighting), airfield operations and maintenance obligations per Federal Aviation Regulation (FAR) Part 139 that governs airport operations and safety requirements. Equipment will be funded by CARES Act grant funds. The **Group 2** includes new 800Mhz radios and ACU1000 upgrades, ARFF and service truck requirements, service truck equipment and accessories, snowplow upgrades, and a replacement vacuum truck header assembly. The Group 2 budget increased to \$353,382. **Group 2** bids and quotes ended up totaling \$345,721.

GROUP 2					
	Supplier	Budget	Contract / Actual	Dif	<u>ference</u>
(7) ARFF / MX Service Trucks	Marshall Motors	\$ 167,500	\$ 166,440	\$	1,060
(2) 20 ft. deck mowers	Lang Diesel	\$ 23,100	\$ 23,100	\$	-
(2) replacement of snowplow mounting assemblies on two (2) snowplow trucks	Wausau Equipment	\$ 46,458	\$ 47,308	\$	(850)
(6) programmable mobile radios, (6) handheld radios and ACU 1000 upgrades (7) UHF Radios & lightbars with installation	Ka-Comm	\$ 78,500	\$ 76,873	\$	1,627
Service Truck Accessories				\$	-
* Service truck flatbed - Pronghorn 8700 - 56"	Better Built Trailers	\$ 5,900	\$ 6,500	\$	(600)
* Tradesman package (2) 1/2 ton service trucks	Christensen Mfg. Corp.	\$ 14,268	\$ 7,844	\$	6,424
* 3/4 ton service truck equipment (tool box, transfer pump and fuel tank)	Tractor Supply Co.	\$ 630	\$ 630	\$	_
* 3/4 ton service truck welder	Lampton	\$ 4,312	\$ 4,312	\$	-
* Vacuum truck pickup head assembly	Armor Kansas	\$ 12,714	\$ 12,714	\$	-
Total		\$ 353,382	\$ 345,721	\$	7,661

Rogers recommended approval of the purchase of **Group 2** ARFF, operations, safety, and airfield maintenance equipment at a cost not to exceed \$353,382. Director Gunn moved, seconded by Director Buer. Motion passed unanimously.

#### **Terminal Expansion Funding Options**

Executive Director Rogers commented on the recent changes by Congress to the FAA's Military Airport Program (MAP). Congress added a new eligibility category that reads "The airport is a former military installation that, at any time after December 31, 1965, was owned and operated by the Department of Defense and is a non-hub primary airport." The Salina Regional Airport is a former military installation that was owned and operated by the Department of Defense until September 9, 1966 which is the date of the deed transferring SLN ownership to the Salina Airport Authority. FAA Airports Division confirmed that SLN is now eligible for MAP grant funding.

Rogers reviewed the following MAP priorities and funding levels for the Salina Regional Airport. Acceptance as a MAP airport is usually for a three to five-year term at funding levels in the range of \$2M per year.

М	ilitary Airport Program Project Summary								
Sa	Salina Regional Airport								
		_	Takal						
		l	Total Project	Eligible		Total		FAA/MAP	SAA
			Cost	Percentage		Eligible		@90%	@10%
M	AP Projects								
1	Reconfigure/Extend Paved Lot for 293 Total Spaces	\$	1,544,000	100%	\$	1,544,000	\$	1,389,600	\$ 154,400
2	Phase I Terminal Improvements	\$	2,892,000	100%	\$	2,892,000	\$	2,602,800	\$ 289,200
3	Phase II Terminal Improvements	\$	3,866,000	100%	\$	3,866,000	\$	3,479,400	\$ 386,600
4	Phase III Terminal Improvments	\$	1,802,000	100%	\$	1,802,000	\$	1,621,800	\$ 180,200
5	Fuel Farm Rehabilitation	\$	1,000,000	100%	\$	1,000,000	\$	900,000	\$ 100,000
To	tal MAP Project Costs	\$	11,104,000	100%	\$	11,104,000	\$	9,993,600	\$ 1,110,400

#### Former Schilling Air Force Base Site Environmental Project Update

Rogers commented on the Former Schilling Air Force Base Site Environmental Project status and the submittal of the SPE's and DOJ's **Joint Motion for Entry of Consent Decree**. The

Consent Decree has been accepted by the Department of Justice and on file with the U.S. District Court. The current tolling agreement expires December 31, 2020. Rogers reviewed the process and anticipates approval by the end of the year.

#### **Staff Reports**

Rogers noted the Salina Community Economic Development Organization (SCEDO) board candidate resumes and ranking survey will be submitted to the board and approved at the December 2 Special board meeting. The board will also approve the on-call architect and the Executive Directors annual performance review during the December 2, 2020 Special board meeting.

Upon a motion duly made, the med	eting adjourned at 9:25 AM.	
Minutes approved at the December	16, 2020 Board Meeting.	
Secretary	(SEAI	_)

# MINUTES OF THE SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY DECEMBER 2, 2020 VIA GOTO MEETING VIDEO AND AUDIO LINK

#### Call to Order

The meeting was called to order at 8:00 AM by Chairman Alan Eichelberger. Business and Communications Manager Kasey Windhorst completed roll call and confirmed that a quorum was present. Windhorst noted the board meeting notice was published and distributed on Wednesday, November 25<sup>th</sup>.

#### **Meeting Procedures**

Executive Director Rogers reviewed the following meeting procedures (K.A.R. 16-20-1 concerning open meetings during an emergency declaration).

- a. Mute all participant microphones, phones or other electronic devices.
- b. SAA board members, staff and presenters are required to state the individual's name each time the individual begins to speak or vote.
- c. The Visitor's Forum that follows the Directors' Forum is the time for public comment.
- d. Each board motion will be clearly stated before a board vote and the results of the vote will be announced.
- e. All motions will identify the SAA board officer and/or staff member authorized to sign a legally binding document for the Airport Authority.
- f. The meeting will be recorded (video and audio) and posted to the Airport Authority's web site.
- g. Executive session procedures will be as follows:
  - i. Visitors and nonessential attendees will be asked to leave the VTC.
  - ii. After visitors and nonessential staff have been dismissed, access to the VTC will be locked.
  - iii. At the end of the executive session and when the open meeting resumes, the VTC will be unlocked and visitors will be able to again login to the meeting.

#### **Attendance**

Roll call attendance was taken. Chairman Eichelberger, Directors Buer, Gunn, Vancil and Weisel attended via video conference. 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 attended via video conference. Alysia Starkey, Kansas State Polytechnic, Lindsey Dreiling, Kansas State Polytechnic and Bob Vidricksen, Salina City Commissioner were guests via video conference.

#### Additions to the Agenda

Chairman Eichelberger asked if there were any additions. Executive Director Rogers stated there were no additions.

#### K-State Global Aeronautics Initiative and K-State Polytechnic Campus Vision Updates

Executive Director Rogers introduced K-State Polytechnic's Dr. Alysia Starkey, CEO/Dean and Lindsey Dreiling, executive director of aviation strategy. Dean Starkey updated the board on the comprehensive vision and campus priorities. The Global Aeronautics Initiative (GAI) has grown to incorporate programs and opportunities that span both the K-State campus at Salina and Manhattan. Executive Director of Aviation Strategy discussed strategic engagement and partnerships, Kansas Simulation Center Vision, workforce development, leveraged innovation and commercial opportunities.

#### SAA Resolution No. 20-08

Director of Administration and Finance Swanson commented on the sublease agreement with Durham School Services, L.P. The Sublease and Addendum are subordinate to the Site Lease and Taxable Lease Purchase Agreement ("Lease") with BSB Capital Inc., which provided the mechanism for funding the improvements to Bldg. 824 and the bus parking lot. SAA Resolution No. 20-08 authorizes the modifications to the Site Lease and Lease by way of the Global Lease Amendment to modify the respective exhibits to include the additional 14,510.76 sq. ft. of land.

Director Gunn moved, seconded by Director Weisel to approve Resolution No. 20-08 Authorizing the Execution of a Global Lease Amendment and the Execution of Certain Documents in Connection with the Durham School Services, LP Site Lease and authorize Director Gunn and Director Vancil to sign the documents.

Roll call vote: Director Buer – Aye, Chairman Eichelberger – Aye, Director Gunn – Aye, Director Vancil - Aye and Director Weisel - Aye. Motion passed unanimously.

#### On-Call Architectural Firm (2021 – 2023)

Director Vancil abstained from discussion and vote. Executive Director Rogers reviewed the selection process of an on-call firm for a three-year period, 2021 through 2023. Three local architectural firms responded to the SAA's solicitation and were interviewed based upon the completeness of their written submittals, assessment of qualifications and capability to meet the Airport Authority's design requirements. The firms ranked as follows.

- 1. Hutton
- 2. Jones Gillam Renz Architects, Inc.
- 3. Bieberly Architects, PA

SAA staff recommends selecting Hutton as the on-call firm. Director Gunn moved, seconded by Director Weisel to approve selecting Hutton as the on-call architectural firm for calendar years 2021 through 2023.

Roll call vote: Director Buer – Aye, Chairman Eichelberger – Aye, Director Gunn – Aye, and Director Weisel - Aye. Director Vancil – Abstained. Aye – 4, Nay 0. Motion passed.

#### **SCEDO Board Candidates**

Executive Director Rogers reviewed the three candidates for consideration for appointment to the Salina Community Economic Development Organization (SCEDO) Board of Directors. SAA

board members identified Tom Dill, Jim Maes, and Daran Neuschafer as candidates and voted for their top pick. The overall preference by SAA board members was to select Jim Maes for a three-year term. Director Buer moved to appoint Jim Maes to the Salina Community Economic Development Organization (SCEDO) board of directors. Seconded by Director Weisel.

Roll call vote: Director Buer – Aye, Chairman Eichelberger – Aye, Director Gunn – Aye, Director Vancil - Aye and Director Weisel - Aye. Motion passed unanimously.

#### **2021-2022 Airport Authority Operating Plan Priorities**

Rogers highlighted on top priorities for 2021 and 2022 to include Runway 17/35 rehabilitation and engineering design work, terminal building remodel and expansion, fuel farm rehabilitation Schilling project cleanup, Fly Salina marketing, aviation business recruitment, industrial center development and staff recruitment, retention, and development.

#### **Executive Session**

At 9:27 A.M. Director Vancil moved the following:

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 and other individual employees 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 9:47 AM.

Director Gunn seconded the motion.

Roll call vote: Director Buer – Aye, Chairman Eichelberger – Aye, Director Gunn – Aye, Director Vancil - Aye and Director Weisel - Aye.

The motion passed unanimously.

The open meeting resumed at 9:47 AM.

A motion was made to adjourn the meeting.

Roll call vote: Director Buer – Aye, Chairman Eichelberger – Aye, Director Gunn – Aye, Director Vancil - Aye and Director Weisel - Aye. Motion passed unanimously.

The meeting adjourned at 9:48 A.M.

Minutes approved at the December 16, 2020 Board Meeting.

Secretary		

#### SALINA AIRPORT AUTHORITY AIRPORT ACTIVITY REPORT 2020

#### AIR TRAFFIC/ATCT

November, 2020 5,078 Operations

593 Instrument Operations

475 Peak Day

November, 2019 6,072 Operations

600 Instrument Operations

463 Peak Day

January 2020 - November 2020 56,179 Operations January 2019 - November 2019 71,966 Operations 65,202 Operations January 2018 - November 2018

#### **FUEL FLOWAGE**

November, 2020 November, 2019		171,011 108,524	
January 2020 - November		2,180,258	
January 2019 - November	2019	2,191,477	Gallons
January 2018 - November	2018	2,315,386	Gallons

		Avflight		
			Self-fuel	
	Avflight	Military/Gov't	Station	
KSU-S	Salina	Portion	Portion	
7,500	163,511	11,814	351	
7,753	100,771	4,766	0	
83,740	2,096,518	821,956	2,986	
96,317	2,095,160	989,973	4,426	
83,665	2,231,721	1,080,797	7,391	

**TOTAL** 

1,079

3,340

SkyWest Airlines	<b>ENPLANEMENTS</b>	DEPLANEMENTS
November, 2020	602 Passengers	477 Passengers
November, 2019	1,703 Passengers	1,637 Passengers

January 2020 - November	2020	7,249	Passengers
January 2019 - November	2019	17,836	Passengers
January 2018 - November	2018	13,020	Passengers

#### **ENPLANEMENTS - Charter Flights**

November, 2020	0 Passengers
November, 2019	0 Passengers
January 2020 - November 2020	5,288 Passengers
January 2019 - November 2019	1,479 Passengers
January 2018 - November 2018	5,657 Passengers

#### **TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

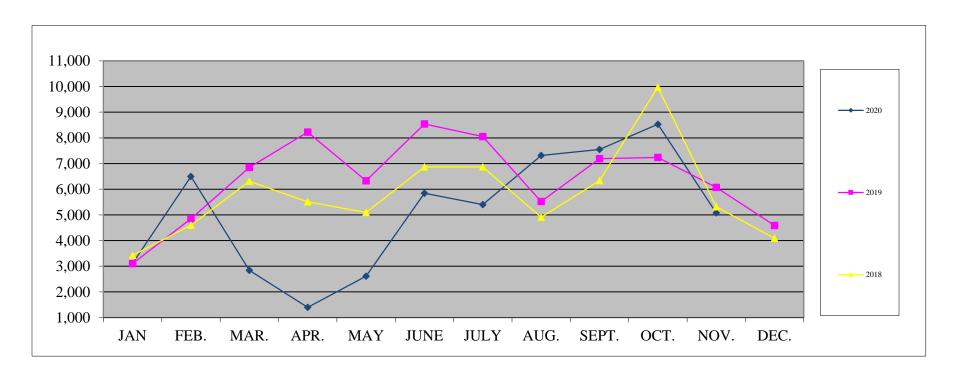
November, 2020	602 Passengers
November, 2019	1,703 Passengers
January 2020 - November 2020	12,537 Passengers
•	19,315 Passengers
January 2019 - November 2019	, ,
January 2018 - November 2018	18,677 Passengers

#### AIRPORT TRAFFIC RECORD 2019 - 2020

			ITINERA	NT			LOCAL		
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2020			911						Р
January, 20	134	675	488	252	1,549	1,192	368	1,560	3,109
February, 20	125	2,095	594	222	3,036	3,196	262	3,458	6,494
March, 20	121	642	531	183	1,477	1,140	224	1,364	2,841
April, 20	131	52	410	139	732	378	288	666	1,398
May, 20	78	436	534	270	1,318	868	428	1,296	2,614
June, 20	72	1,675	751	294	2,792	2,782	272	3,054	5,846
July, 20	112	1,589	751	331	2,783	2,458	158	2,616	5,399
August, 20	153	2,047	794	1,232	4,226	2,830	262	3,092	7,318
September, 20	112	2,539	641	313	3,605	3,635	310	3,945	7,550
October, 20	133	2,304	686	419	3,542	4,574	416	4,990	8,532
November, 20	96	1,383	642	237	2,358	2,590	130	2,720	5,078
December, 20									
Totals January - November	1,267	15,437	6,822	3,892	27,418	25,643	3,118	28,761	56,179
Ţ.		,	•	,	,	,		,	,
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		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
Difference	46	-3,569	-3,358	1,137	-5,744	-10,293	250	-10,043	-15,787
YTD % Change	4%	-19%	-33%	41%	-17%	-29%	9%	-26%	-22%
Legend:	AC: Air Ca	rrier		AT: Air Ta	xi				
<b>3</b> 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	GA: Genera			MI: Militar					

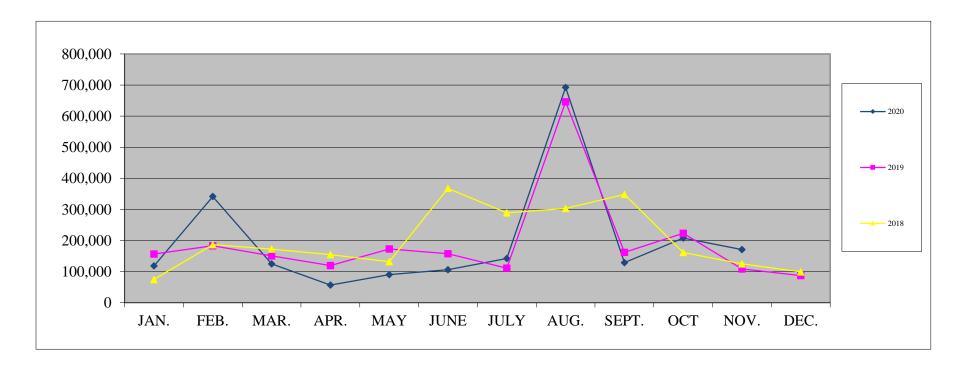
#### **AIR TRAFFIC**

	<u>JAN</u>	FEB.	MAR.	APR.	MAY	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	SEPT.	OCT.	NOV.	DEC.	<b>TOTAL</b>
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	<u>5,078</u>		<u>56,179</u>
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
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



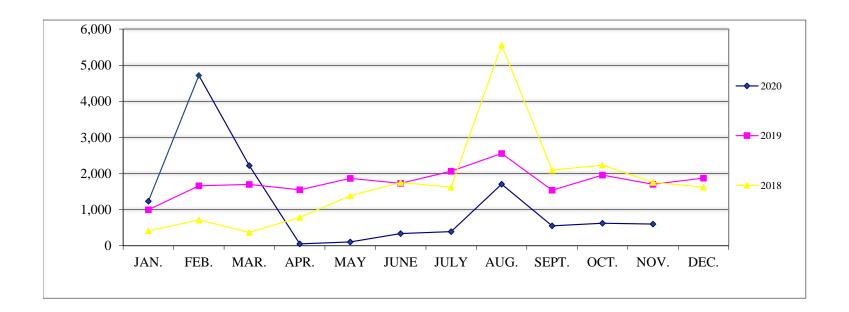
FUEL FLOWAGE
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	MAR.	<u>APR.</u>	MAY	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	SEPT.	<u>OCT</u>	NOV.	DEC.	<u>TOTAL</u>
2020	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	<u>171,011</u>		2,180,258
2019	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525	87,182	2,278,659
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



#### **ENPLANEMENTS**

	JAN.	FEB.	MAR.	APR.	<b>MAY</b>	<b>JUNE</b>	<b>JULY</b>	AUG.	SEPT.	OCT.	NOV.	DEC.	<b>TOTAL</b>
2020	1,232	4,716	2,219	52	105	338	392	1,705	552	624	<u>602</u>		12,537
2019	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703	1,874	21,189
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	20,299
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	13,959
2016	36	0	0	0	0	104	372	910	637	558	574	692	3,883
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	10,389
2014	145	109	140	135	175	403	282	223	178	431	157	178	2,556
2013	166	191	205	214	243	218	202	205	161	178	212	243	2,438
2012	237	249	247	216	287	213	174	198	151	187	229	335	2,723
2011	146	156	205	181	254	258	261	234	225	287	264	234	2,705
2010	81	97	139	116	668	166	162	154	178	436	234	510	2,941



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

As of November 30, 2020

Current Assets		Nov 30, 20	Oct 31, 20	\$ Change	Nov 30, 19	\$ Change	% Change
Cach in Bank Bond funds	ASSETS						
Cash in Bank-Bond Funds	Current Assets						
Cash in bank-Operating Funds   1,333,48   1,333,67   1,90,711   200,638   932,710   665%   Cash in Bank-Millury   407,705   407,866   19   269,142   130,563   51%   Cash in Bank-Millury   407,705   102,687   122,124   46,461   0   76,673   102%   Total Checking/Savings   1 1,879,444   21,737,677   256,173   99,7873   92,1571   102%   Accounts Receivable   121,444   181,104   49,700   189,592   46,478   39%   Control Receivable   21,444   181,104   49,700   189,592   46,478   39%   Control Receivable   21,444   181,104   49,700   189,592   46,478   39%   Control Receivable   21,444   181,104   49,700   189,592   46,478   39%   Control Receivable   40,000   40,	Checking/Savings						
Cash in Bank - Mill Levy	Cash in Bank-Bond Funds	261,720	273,750	-12,030	488,095	-226,375	-46%
LPA - BRSA Project Fund	Cash in bank-Operating Funds	1,133,346	1,333,057	-199,711	200,636	932,710	465%
Total Checking/Savings	Cash in Bank - Mill Levy	407,705	407,686	19	269,142	138,563	51%
Accounts Receivable	LPA - B824 Project Fund	76,673	123,124	-46,451	0	76,673	100%
Mill Ley receivable   121,444   181,164   59,740   155,022   -04,476   -35%   Total Accounts Receivable   2 121,444   181,164   -59,740   155,022   -64,476   -35%   -35%   Other Current Assets   30,861   30,861   2,860   33,8410   109,808   322,800   142,778   140,108   2,890   33,8410   109,808   322,800   100,800   149,760   128,820   121,7581   109,808   322,800   100,800   149,760   128,820   121,7581   109,808   122,760   100,800   149,760   128,820   121,7581   109,808   149,760   128,820   121,7581   109,808   149,760   128,820   121,7581   109,808   149,760   128,820   121,7581   109,808   149,760   128,820   121,7581   109,808   129,758	Total Checking/Savings	1 1,879,444	2,137,617	-258,173	957,873	921,571	96%
Total Accounts Receivable	Accounts Receivable						
Mill Levy receivable   30,801   30,801   0   27,144   3,457   13%	Accounts Receivable	121,444	181,184	-59,740	185,922	-64,478	-35%
Mill Levy receivable   30,801   30,801   0   27,144   3,457   13%	Total Accounts Receivable	2 121,444	181,184	-59,740	185,922	-64,478	-35%
Other current assets         14.2,778         14.0,188         2.500         33.810         108,988         322%           Total Other Current Assets         18,3370         17,1692         4.586         73,786         100,550         149%           Total Other Current Assets         18,3370         187,962         4.586         73,786         100,550         149%           Fixed Assets         2,184,284         2,595,783         322,499         1,217,581         586,883         79%           Fixed Assets at cost         2,288,2780         42,514,801         167,979         91,235,400         1,447,390         2.%           Total Fixed Assets         42,295,194         42,725,902         -0,4708         47,032,014         2,335,577         -8%           Other Assets         1,278,204         1,278,204         0         1,381,850         -105,646         -8%           Total Other Assets         1,278,204         1,278,204         0         1,381,850         -105,646         -8%           Total Counts Payable         4,155,662         46,542,869         387,267         46,782,817         -427,155         -1%           Current Liabilities         2,22         1,527,75         -90,263         1,027,953         -905,441         -94% </td <td>Other Current Assets</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Other Current Assets						
Undeposited Funds	Mill Levy receivable	30,601	30,601	0	27,144	3,457	13%
Total Other Current Assets 2.184.264 2.500.763 3.224.99 1.217.581 906.083 79% Fixed Assets		·	140,198	•	•		
Total Current Assets	•			-7,166			
Fixed Assets at cost	Total Other Current Assets	183,376	187,962	-4,586	73,786	109,590	149%
Fixed assets at cost		2,184,264	2,506,763	-322,499	1,217,581	966,683	79%
Less accumulated depreciation							
Total Fixed Assets							
Other Assets         1,276,204         1,276,204         0         1,381,850         -105,646         -8%           Total Other Assets         1,276,204         40         1,381,850         -105,646         -8%           TOTAL ASSETS         46,155,662         46,542,869         -387,207         46,782,817         427,155         -1%           LIABILITES & CUITY           Liabilities           Current Liabilities           Accounts Payable         62,512         152,775         -90,283         1,027,953         -965,441         -94%           Cordit Cards         0         1,559         -1,559         0 <t< td=""><td>•</td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	•						
Total Other Assets   1,276,204   1,276,204   0   1,381,850   -105,646   -8%   Total Other Assets   1,276,204   46,155,662   46,542,869   387,207   46,782,817   -627,155   -3%   -3%   -387,207   -46,77,155   -3%   -48,77,155   -38,7207   -48,77,155   -38,7207   -48,77,155   -38,7207   -48,77,155   -38,7207   -48,77,155   -38,7207   -48,77,155   -38,7207   -48,77,155   -39,263   -38,7207   -38		42,695,194	42,759,902	-64,708	44,183,386	-1,488,192	-3%
Total Other Assets				_			-01
TOTAL ASSETS   46,155,662   46,542,869   387,207   46,782,817   -627,155   -1/5							
Liabilities   Current Liabilities   Accounts Payable   62,512   152,775   -90,263   1,027,953   -965,441   -94%   Accounts Payable   44,146   95,134   53,012   103,365   44,781   43%   Account debt interest payable   148,146   95,134   53,012   103,365   44,781   43%   Account debt interest payable   1,427,350   0 1,427,350   0 1,999,153   -54,1803   -22%   Deferred Mill Levy revenue   222,292   444,585   -222,293   199,800   22,492   11%   Other current Liabilities   226,067   280,493   -54,426   248,702   -22,635   -9%   Total Other Current Liabilities   2,023,855   2,247,562   -223,707   2,521,020   -497,165   -20%   Account Liabilities   2,547,102   2,547,102   0   2,412,963   1,134,139   5%   Account Liabilities   2,547,102   23,547,102   0   2,2412,963   1,134,139   5%   Deferred inflows of Resources   41,412   41,412   0   68,366   -26,954   -39%   Account portion   -1,427,350   -1,427,350   0   -1,969,153   541,803   22%   Account portion							
Current Liabilities		40,133,002	40,042,003	-301,201	40,702,017	-027,100	-170
Current Liabilities							
Accounts Payable         62,512         152,775         -90,263         1,027,953         -965,441         -94%           Total Accounts Payable         62,512         152,775         -90,263         1,027,953         -965,441         -94%           Credit Cards         Total Credit Cards         0         1,559         -1,559         0         0         0%           Other Current Liabilities         4ccrued debt interest payable         148,146         95,134         53,012         103,365         44,781         43%           Debt, current portion         1,427,350         1,427,350         0         1,969,153         -54,803         -28%           Deferred Mill Levy revenue         222,292         444,885         -222,293         199,800         22,492         11%           Other current Liabilities         2,060,67         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         2,547,102         23,547,102         0         22,412,963         1,134,139         5%           Detriced Inflows of Resources         41,412         41,412         0<							
Accounts payable         62,512         152,775         -90,263         1,027,953         -965,441         -94%           Total Accounts Payable         62,512         152,775         -90,263         1,027,953         -965,441         -94%           Credit Cards         0         1,559         -1,559         0         0         0         0%           Other Current Liabilities         148,146         95,134         53,012         103,365         44,781         43%           Debt, current portion         1,427,350         1,427,350         0         1,969,153         541,803         -28%           Deferred Mill Levy revenue         222,292         445,855         -222,333         199,800         22,492         11%           Other current Liabilities         2,063,67         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         2,347,102         23,547,102         20,542,102         0         22,412,963         1,134,139         5%           Debt - Long Term         23,547,102         23,547,102         0         22,412,963							
Total Accounts Payable         62,512         152,775         -90,263         1,027,953         -965,441         -94%           Credit Cards         Total Credit Cards         0         1,559         -1,559         0         0         0%           Other Current Liabilities           Accrued debt interest payable         148,146         95,134         53,012         103,365         44,781         43%           Debt, current portion         1,427,350         1,427,350         0         1,969,153         -541,803         -28%           Deferred Mill Levy revenue         222,292         244,585         -222,293         199,800         22,492         11%           Other current liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         2,3547,102         23,547,102         0         22,412,963         1,134,139         5%           Debt - Long Term portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability	•	62.512	152.775	-90.263	1.027.953	-965.441	-94%
Credit Cards         Total Credit Cards         0         1,559         -1,559         0         0         0%           Other Current Liabilities           Accrued debt interest payable         148,146         95,134         53,012         103,365         44,781         43%           Debt, current portion         1,427,350         1,427,350         0         1,969,153         -541,803         -28%           Deferred Mill Levy revenue         222,292         444,885         -222,293         199,800         22,492         11%           Other current liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Debt - Long Term Liabilities         2,3547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,3	• •						
Other Current Liabilities           Accrued debt interest payable         148,146         95,134         53,012         103,365         44,781         43%           Debt, current portion         1,427,350         1,427,350         0         1,969,153         -541,803         -28%           Deferred Mill Levy revenue         222,292         444,885         -222,293         199,800         22,492         11%           Other current Liabilities         226,067         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         29%           Net OPEB Liability (KPERS)         13,333	•	, ,		,	, , , , , , , , , , , , , , , , , , , ,	,	
Other Current Liabilities         Accrued debt interest payable         148,146         95,134         53,012         103,365         44,781         43%           Debt, current portion         1,427,350         1,427,350         0         1,989,153         -541,803         -28%           Deferred Mill Levy revenue         222,292         444,585         -22,293         199,800         22,492         11%           Other current Liabilities         226,067         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,333         13,338         <	Total Credit Cards	0	1.559	-1.559	0	0	0%
Debt, current portion         1,427,350         1,427,350         0         1,969,153         -541,803         -28%           Deferred Mill Levy revenue         222,292         444,585         -222,293         199,800         22,492         11%           Other current liabilities         226,067         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Debt - Long Term         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         632,856         0         05,564	Other Current Liabilities		,	,			
Deferred Mill Levy revenue         222,292         444,585         -222,293         199,800         22,492         11%           Other current liabilities         226,067         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         85,419         0         57,564	Accrued debt interest payable	148,146	95,134	53,012	103,365	44,781	43%
Other current liabilities         226,067         280,493         -54,426         248,702         -22,635         -9%           Total Other Current Liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         Debt - Long Term         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         13,338         0         11,126         2,212         20%           Net Pension Liabilities         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673 <td>Debt, current portion</td> <td>1,427,350</td> <td>1,427,350</td> <td>0</td> <td>1,969,153</td> <td>-541,803</td> <td>-28%</td>	Debt, current portion	1,427,350	1,427,350	0	1,969,153	-541,803	-28%
Total Other Current Liabilities         2,023,855         2,247,562         -223,707         2,521,020         -497,165         -20%           Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         Debt - Long Term         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Invested in Capital Assets net         19,148,092         19,186,948	Deferred Mill Levy revenue	222,292	444,585	-222,293	199,800	22,492	11%
Total Current Liabilities         2,086,367         2,401,896         -315,529         3,548,973         -1,462,606         -41%           Long Term Liabilities         Debt - Long Term         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948	Other current liabilities	226,067	280,493	-54,426	248,702	-22,635	-9%
Debt - Long Term   23,547,102   23,547,102   0   22,412,963   1,134,139   5%	<b>Total Other Current Liabilities</b>	2,023,855	2,247,562	-223,707	2,521,020	-497,165	-20%
Debt - Long Term         23,547,102         23,547,102         0         22,412,963         1,134,139         5%           Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0	Total Current Liabilities	2,086,367	2,401,896	-315,529	3,548,973	-1,462,606	-41%
Deferred Inflows of Resources         41,412         41,412         0         68,366         -26,954         -39%           Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         <	Long Term Liabilities						
Less current portion         -1,427,350         -1,427,350         0         -1,969,153         541,803         28%           Net OPEB Liability (KPERS)         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786	Debt - Long Term	23,547,102	23,547,102	0	22,412,963	1,134,139	5%
Net OPEB Liability (KPERS)         13,338         13,338         13,338         0         11,126         2,212         20%           Net Pension Liability         632,856         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679 <td>Deferred Inflows of Resources</td> <td>41,412</td> <td>41,412</td> <td>0</td> <td>68,366</td> <td>-26,954</td> <td>-39%</td>	Deferred Inflows of Resources	41,412	41,412	0	68,366	-26,954	-39%
Net Pension Liability         632,856         632,856         632,856         0         605,630         27,226         4%           Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Less current portion	-1,427,350	-1,427,350	0	-1,969,153	541,803	28%
Security Deposits Returnable         85,419         85,419         0         57,564         27,855         48%           Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Net OPEB Liability (KPERS)	13,338	13,338	0	11,126	2,212	20%
Total Long Term Liabilities         22,892,777         22,892,777         0         21,186,496         1,706,281         8%           Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Net Pension Liability	632,856	632,856	0	605,630	27,226	4%
Total Liabilities         24,979,144         25,294,673         -315,529         24,735,469         243,675         1%           Equity         Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Security Deposits Returnable	85,419	85,419	0	57,564	27,855	48%
Equity           Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0         0           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Total Long Term Liabilities	22,892,777	22,892,777	0	21,186,496	1,706,281	8%
Invested in Capital Assets net         19,148,092         19,186,948         -38,856         21,800,151         -2,652,059         -12%           Net assets, Designated         90,000         90,000         0         90,000         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Total Liabilities	24,979,144	25,294,673	-315,529	24,735,469	243,675	1%
Net assets, Designated         90,000         90,000         0         90,000         0         0%           Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Equity						
Net assets, Unrestricted         3,264,693         3,225,837         38,856         208,981         3,055,712         1,462%           Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Invested in Capital Assets net	19,148,092	19,186,948	-38,856	21,800,151	-2,652,059	-12%
Net Income         -1,326,269         -1,254,590         -71,679         -51,786         -1,274,483         -2,461%           Total Equity         21,176,516         21,248,195         -71,679         22,047,346         -870,830         -4%	Net assets, Designated	90,000	90,000	0	90,000	0	0%
Total Equity 21,176,516 21,248,195 -71,679 22,047,346 -870,830 -4%	Net assets, Unrestricted	3,264,693	3,225,837	38,856	208,981	3,055,712	1,462%
	Net Income	-1,326,269	-1,254,590	-71,679	-51,786	-1,274,483	-2,461%
TOTAL LIABILITIES & EQUITY 46,155,660 46,542,868 -387,208 46,782,815 -627,155 -1%							
	TOTAL LIABILITIES & EQUITY	46,155,660	46,542,868	-387,208	46,782,815	-627,155	-1%

# Salina Airport Authority Profit & Loss Budget Performance November 2020

	Nov 20	Jan - Nov 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						<u> </u>
Income						
Airfield revenue						
Fuel Flowage Fees	13,996	180,704	185,167	-4,463	98%	202,000
Hangar rent	42,848	586,798	591,250	-4,452	99%	645,000
Landing fees	8,611	54,156	23,375	30,781	232%	25,500
Ramp rent	4,928	55,128	46,063	9,065	120%	50,250
Total Airfield revenue	70,383	876,786	845,855	30,931	104%	922,750
Building and land rent						
Agri land rent	0	67,683	51,333	16,350	132%	56,000
Building rents - Long Term						
Short-term leasing	31,572	307,195	278,850	28,345	110%	304,200
Building rents - Long Term - Other	72,653	805,071	729,483	75,588	110%	795,800
Total Building rents - Long Term	104,225	1,112,266	1,008,333	103,933	110%	1,100,000
Land rent						
Basic Land Rent	13,318	123,852	97,802	26,050	127%	106,693
Property tax - tenant share	10,325	113,574	113,575	-1	100%	123,900
Total Land rent	23,643	237,426	211,377	26,049	112%	230,593
Tank rent	1,167	12,807	10,973	1,834	117%	11,970
Total Building and land rent	129,035	1,430,182	1,282,016	148,166	112%	1,398,563
Other revenue						
Airport Marketing	0	60,420	64,167	-3,747	94%	70,000
Commissions	0	12,970	32,175	-19,205	40%	35,100
Other income	6,575	89,272	59,583	29,689	150%	65,000
Total Other revenue	6,575	162,662	155,925	6,737	104%	170,100
Total Income	205,993	2,469,630	2,283,796	185,834	108%	2,491,413
Gross Profit	4 205,993	2,469,630	2,283,796	185,834	108%	2,491,413
Expense						
Administrative expenses						
A/E, consultants, brokers	4,889	11,978	19,708	-7,730	61%	21,500
Airport promotion	7,552	161,798	123,750	38,048	131%	135,000
Bad Debt Expense	0	264	9,167	-8,903	3%	10,000
Computer/Network Admin.	3,796	39,047	18,333	20,714	213%	20,000
Dues and subscriptions	327	22,095	22,000	95	100%	24,000
Employee retirement	7,699	66,817	77,458	-10,641	86%	84,500
FICA and medicare tax expense	6,028	54,382	59,756	-5,374	91%	65,188
Industrial development	0	28,000	39,417	-11,417	71%	43,000
Insurance , property	14,948	159,695	164,427	-4,732	97%	179,375
Insurance, medical	14,829	154,765	209,344	-54,579	74%	228,375
Kansas unemployment tax	0	537	917	-380	59%	1,000
Legal and accounting	1,265	31,511	32,083	-572	98%	35,000
Office salaries	52,180	473,840	464,841	8,999	102%	507,099
Office Supplies	714	5,841	5,500	341	106%	6,000
Other administrative expense	1,299	13,282	9,969	3,313	133%	10,875
Postage	23	1,529	2,292	-763	67%	2,500
Property tax expense	13,823	152,055	152,055	0	100%	165,878
Special Events	0	0	917	-917	0%	1,000
Telephone	1,953	14,480	16,958	-2,478	85%	18,500
Training	0	4,405	4,583	-178	96%	5,000
Travel and meetings	417	8,549	11,000	-2,451	78%	12,000
Total Administrative expenses	5 131,742	1,404,870	1,444,475	-39,605	97%	1,575,790

		Nov 20	Jan - Nov 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses							
Airfield maintenance		5,052	69,928	28,417	41,511	246%	31,000
Airport Security		0	670	3,667	-2,997	18%	4,000
Building maintenance		25,469	105,977	45,833	60,144	231%	50,000
Equipment fuel and repairs		4,343	64,881	82,958	-18,077	78%	90,500
Fire Services		0	21,936	16,958	4,978	129%	18,500
Grounds maintenance		45	10,960	4,125	6,835	266%	4,500
Maintenance salaries		31,889	268,764	349,279	-80,515	77%	381,032
Other maintenance expenses		1,134	21,697	14,667	7,030	148%	16,000
Snow removal expense		0	4,599	18,333	-13,734	25%	20,000
Utilities		14,619	191,811	210,833	-19,022	91%	230,000
Total Maintenance expenses	6	82,551	761,223	775,070	-13,847	98%	845,532
Total Expense		214,293	2,166,093	2,219,545	-53,452	98%	2,421,322
Net Ordinary Income	7	-8,300	303,537	64,251	239,286	472%	70,091
Other Income/Expense							
Other Income							
Capital contributed		0	1,413,914	3,161,110	-1,747,196	45%	3,448,484
Gain on sale of assets		0	-2,305,610	1	-2,305,611	-230,561,000%	1
Interest income							
Interest income on deposits		27	1,670	1,650	20	101%	1,800
Total Interest income		27	1,670	1,650	20	101%	1,800
Mill levy income		222,292	2,447,789	2,445,216	2,573	100%	2,667,508
Total Other Income		222,319	1,557,763	5,607,977	-4,050,214	28%	6,117,793
Other Expense							
Debt interest expense net							
Bond issue cost		0	44,885	36,667	8,218	122%	40,000
Interest Expense on Debt		53,012	583,130	583,130	0	100%	636,142
Total Debt interest expense net		53,012	628,015	619,797	8,218	101%	676,142
Depreciation expense		232,686	2,559,551	2,559,551	0	100%	2,792,237
Total Other Expense		285,698	3,187,566	3,179,348	8,218	100%	3,468,379
Net Other Income		-63,379	-1,629,803	2,428,629	-4,058,432	-67%	2,649,414
Net Income		-71,679	-1,326,266	2,492,880	-3,819,146	-53%	2,719,505

	Jan - Nov 20	Jan - Nov 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	180,704.49	178,124.49	2,580.00	1.45%
Hangar rent	586,798.08	619,206.58	-32,408.50	-5.23%
Landing fees	54,156.10	33,199.04	20,957.06	63.13%
Ramp rent	55,128.00	49,325.00	5,803.00	11.77%
Total Airfield revenue	876,786.67	879,855.11	-3,068.44	-0.35%
Building and land rent	67.600.55	70.670.05	4 000 00	C 070/
Agri land rent	67,682.55	72,673.35	-4,990.80	-6.87%
Building rents - Long Term Short-term leasing	307,194.83	301,735.00	5,459.83	1.81%
Building rents - Long Term - Other	805,070.74	651,753.16	153,317.58	23.52%
Total Building rents - Long Term	1,112,265.57	953,488.16	158,777.41	16.65%
Land rent	1,112,203.37	955,400.10	130,777.41	10.03 //
Basic Land Rent	123,851.87	100,486.03	23,365.84	23.25%
Property tax - tenant share	113,574.12	113,574.12	0.00	0.0%
Land rent - Other	0.00	0.00	0.00	0.0%
Total Land rent	237,425.99	214,060.15	23,365.84	10.92%
Tank rent	12,807.00	12,474.00	333.00	2.67%
Total Building and land rent	1,430,181.11	1,252,695.66	177,485.45	14.17%
Other revenue	1,430,101.11	1,232,093.00	177,465.45	14.17 70
Airport Marketing	60,419.58	59,039.35	1,380.23	2.34%
Commissions	12,969.79	32,136.62	-19,166.83	-59.64%
Other income	89,271.58	50,140.82	39,130.76	78.04%
Total Other revenue	162,660.95	141,316.79	21,344.16	15.1%
Total Income	2,469,628.73	2,273,867.56	195,761.17	8.61%
Gross Profit	2,469,628.73	2,273,867.56	195,761.17	8.61%
Expense				
Administrative expenses				
A/E, consultants, brokers	11,978.40	29,024.00	-17,045.60	-58.73%
Airport promotion				
Air Serv. Mktg - City	3,410.54	50,343.06	-46,932.52	-93.23%
Air Serv. Mktg - County	50,000.00	5,902.26	44,097.74	747.13%
Air Serv. Mktg - SAA	104,550.78	69,908.08	34,642.70	49.56%
Airport promotion - Other	3,836.65	8,112.82	-4,276.17	-52.71%
<b>Total Airport promotion</b>	161,797.97	134,266.22	27,531.75	20.51%
Bad Debt Expense	264.32	1,208.95	-944.63	-78.14%
Computer/Network Admin.	39,046.62	19,740.58	19,306.04	97.8%
Dues and subscriptions	22,095.35	22,726.36	-631.01	-2.78%
Employee retirement	66,817.19	71,404.50	-4,587.31	-6.42%
FICA and medicare tax expense	54,382.49	54,146.90	235.59	0.44%
Industrial development	28,000.00	31,071.43	-3,071.43	-9.89%
Insurance , property	159,694.94	160,079.36	-384.42	-0.24%
Insurance, medical	154,765.40	173,644.90	-18,879.50	-10.87%
Kansas unemployment tax	537.40	569.77	-32.37	-5.68%
Legal and accounting	31,510.80	44,679.00	-13,168.20	-29.47%
Office salaries	473,840.33	450,482.08	23,358.25	5.19%
Office Supplies	5,841.25	7,683.69	-1,842.44	-23.98%
Other administrative expense				
Merchant Processing Fees	9,008.80	3,734.34	5,274.46	141.24%
Other administrative expense - Other	4,273.23	6,371.26	-2,098.03	-32.93%
Total Other administrative expense	13,282.03	10,105.60	3,176.43	31.43%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,528.66	1,649.90	-121.24	-7.35%
Property tax expense	152,054.87	149,072.88	2,981.99	2.0%
Special Events	0.00	1,978.25	-1,978.25	-100.0%
Telephone	14,479.65	18,458.00	-3,978.35	-21.55%
Training	4,405.22	2,235.00	2,170.22	97.1%
Travel and meetings	8,548.68	10,541.54	-1,992.86	-18.91%
Total Administrative expenses	1,404,871.57	1,394,768.91	10,102.66	0.72%

	Jan - Nov 20	Jan - Nov 19	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	69,928.17	26,185.11	43,743.06	167.05%
Airport Security	669.57	2,242.26	-1,572.69	-70.14%
Building maintenance	105,976.87	74,285.82	31,691.05	42.66%
Equipment fuel and repairs	64,881.23	81,411.28	-16,530.05	-20.3%
Fire Services	21,936.07	16,107.96	5,828.11	36.18%
Grounds maintenance	10,959.61	6,405.38	4,554.23	71.1%
Maintenance salaries	268,764.33	296,816.82	-28,052.49	-9.45%
Other maintenance expenses	21,696.95	12,070.43	9,626.52	79.75%
Snow removal expense	4,599.04	20,443.71	-15,844.67	-77.5%
Utilities	191,811.19	234,660.51	-42,849.32	-18.26%
Total Maintenance expenses	761,223.03	770,629.28	-9,406.25	-1.22%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	2,166,094.60	2,165,398.19	696.41	0.03%
Net Ordinary Income	303,534.13	108,469.37	195,064.76	179.83%
Other Income/Expense				
Other Income				
Capital contributed				
CARES Grant 3-20-0072-041-2020	1,076,543.94	0.00	1,076,543.94	100.0%
Capital contributed - Other	337,370.00	789,090.00	-451,720.00	-57.25%
Total Capital contributed	1,413,913.94	789,090.00	624,823.94	79.18%
Gain on sale of assets	-2,305,609.94	21,262.93	-2,326,872.87	-10,943.33%
Interest income				
Interest income on deposits	1,670.32	17,574.27	-15,903.95	-90.5%
Total Interest income	1,670.32	17,574.27	-15,903.95	-90.5%
Mill levy income	2,447,788.94	2,198,807.43	248,981.51	11.32%
Total Other Income	1,557,763.26	3,026,734.63	-1,468,971.37	-48.53%
Other Expense				
Debt interest expense net				
Bond issue cost	44,885.30	73,184.50	-28,299.20	-38.67%
Interest Expense on Debt	583,129.80	591,175.68	-8,045.88	-1.36%
Total Debt interest expense net	628,015.10	664,360.18	-36,345.08	-5.47%
Depreciation expense	2,559,550.95	2,522,630.00	36,920.95	1.46%
Total Other Expense	3,187,566.05	3,186,990.18	575.87	0.02%
Net Other Income	-1,629,802.79	-160,255.55	-1,469,547.24	-917.0%
Net Income	-1,326,268.66	-51,786.18	-1,274,482.48	-2,461.05%

As of November 30, 2020

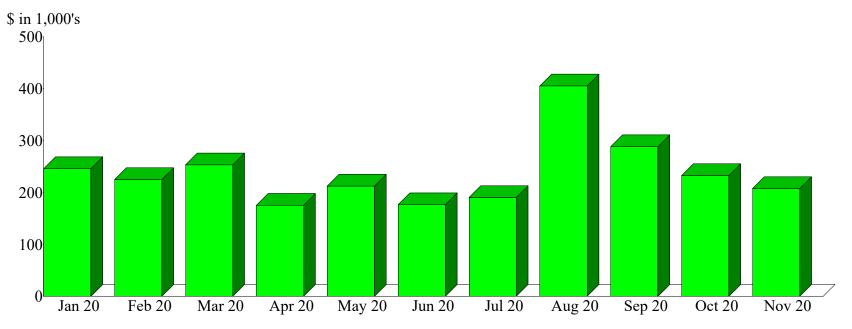
	Nov 20	Jan- Nov. 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfeld					
AIP-40 Terminal Master Plan	9,102	104,096	10,000	94,096	1,041%
AIP-42 Rwy 17/35 Rehab		178,233	200,000	-21,767	89%
Airfield Improvements	4,268	50,677	20,000	30,677	253%
Rwy 17/35 Improvements		227,316	250,000	-22,684	91%
Total Airfeld	13,370	560,322	480,000	80,322	1179
Buildings & Improvements					
Building improvements					
Bldg. 655 Unit A Improvements	66,057	71,583	1	71,582	7,158,300%
Bldg. 724 Renovation		0	1	-1	0%
Bldg. 824 Imps.	41,944	396,246	460,000	-63,754	86%
Bldg. Imps. Other		127,087	20,000	107,087	635%
Hangar 504 Improvements		19,235	25,000	-5,765	77%
Hangar 959 Rehabilitation	11,143	45,857	200,000	-154,143	23%
Total Building improvements	119,144	660,008	705,002	-44,994	94%
<b>Total Buildings &amp; Improvements</b>	119,144	660,008	705,002	-44,994	94%
Equipment					
Computer equipment	16,603	24,577	7,500	17,077	328%
Other Equipment		20,517	16,000	4,517	128%
Shop equipment	14,496	40,394	250,000	-209,606	16%
Vehicles		24,850	200,000	-175,150	129
Total Equipment	31,099	110,338	473,500	-363,162	23%
Land					
Environmental					
Environmental - SAFB	4,364	147,936	75,000	72,936	197%
Total Environmental	4,364	147,936	75,000	72,936	1979
Schwans Expansion Real Estate	0	0	1	-1	0%
Total Land	4,364	147,936	75,001	72,935	197%
Total Fixed assets at cost	167,977	1,478,604	1,733,503	-254,899	85%

# Salina Airport Authority Significant Capital Expenditures Detail November 2020

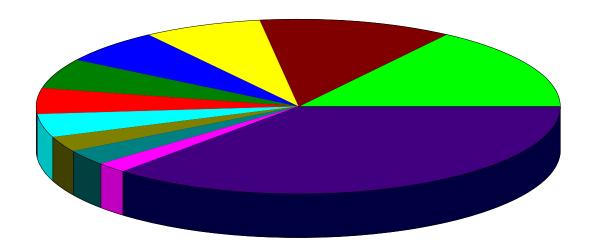
	Type Date	Name	Memo	Amount	Balance
ixed ass Airfeld	ets at cost d				
Al Bill	IP-40 Terminal Master Plan 11/30/2020	Coffman Associates, Inc.	Terminal Master Plan Update - November 2020	9,102.20	9,102.2
To	otal AIP-40 Terminal Master	Plan		9,102.20	9,102.2
Ai Bill	irfield Improvements 11/20/2020	Cheney Door Company, Inc.	2 Gate Openers (Gate C1 & Gate H2)	4,268.00	4,268.0
	otal Airfield Improvements	Change Book Company, ma	2 date openior (date of a date in2)	4,268.00	4,268.0
Total A	·			13,370.20	13,370.:
	ings & Improvements uilding improvements				
Bill	Bldg. 655 Unit A Improve 11/05/2020	D.R.C.L. Electric Inc.	B655 Lighting Upgrades (Unit A & Unit B)	17,000.00	17,000.0
Bill	11/12/2020	Bortec, LLC	B655 - Install 6" fire line	21,000.00	38,000.0
Bill Bill	11/13/2020 11/17/2020	Coy Enterprise Systems 4	B65 Siding repairs B655 Improvements	8,659.00 19,398.00	46,659.0 66,057.0
	Total Bldg. 655 Unit A Imp	provements		66,057.00	66,057.0
	Bldg. 824 Imps.				
Bill Bill	11/08/2020 11/10/2020	Dellinger Fence Co. DH Pace Company, Inc.	B824, 2359 Hein, Fencing Improvements B824 door hardware	30,532.00 6.414.96	30,532.0 36.946.9
Bill	11/13/2020	Sturdi-Bilt Storage Barns, Inc.	B824 - 10x10 shed	4,929.00	41,875.9
Bill	11/30/2020	Clark, Mize & Linville	B824 Lease Purchase legal fees - November 2020	68.40	41,944.
	Total Bldg. 824 Imps.			41,944.36	41,944.3
D:11	Hangar 959 Rehabilitation		Horal	0.440.00	0.440
Bill Bill	11/16/2020 11/20/2020	Superior Plumbing and Heating, I Helm Electric, LLC	H959 Improvements H959 North Door Repairs	2,440.63 8,702.00	2,440.6 11,142.6
	Total Hangar 959 Rehabil	itation		11,142.63	11,142.6
To	otal Building improvements			119,143.99	119,143.9
Total E	Buildings & Improvements			119,143.99	119,143.9
Equip	ment ffice equipment				
Bill	11/03/2020	Nex-Tech Communications	Computer replacement/upgrades (qty-9)	16,603.51	16,603.5
To	otal Office equipment			16,603.51	16,603.5
	hop equipment				
Bill Bill	11/12/2020 11/24/2020	Kimtek Corporation Lampton Welding Supply Co., Inc.	FIRELITE Skid Unit - ARFF 5 3/4 ton truck welder and accessories	10,185.00 4,311.15	10,185.0 14,496.
	otal Shop equipment	Lampion Welding Supply Co., Inc.	3/4 toll truck welder and accessories	14,496.15	14,496.
	Equipment			31,099.66	31,099.6
Land				2.,555.50	0.,000.0
E	nvironmental Environmental - SAFB				
Bill	11/30/2020	Stinson Leonard Street, LLP	Professional Services through 11/23/2020	2,403.25	2,403.2
Bill Bill	11/30/2020 11/30/2020	Stinson Leonard Street, LLP Clark, Mize & Linville	Dragun services through 11/23/2020 November 2020 environmental legal fees	729.88 1,231.20	3,133. 4,364.
	Total Environmental - SAF	FB		4,364.33	4,364.3
To	otal Environmental			4,364.33	4,364.3
Total I	Land			4,364.33	4,364.3
otal Fixed	d assets at cost			167,978.18	167,978.1
<b>AL</b>				167,978.18	167,978.1
<b>AL</b>				167,978.18	

#### Sales by Month January through November 2020





Sales Summary January through November 2020

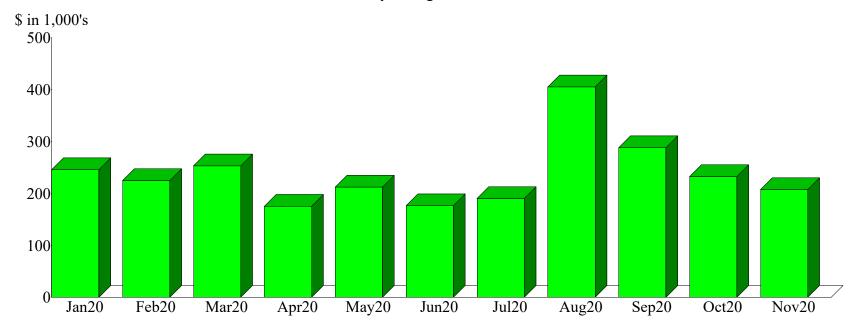


Kansas Erosion Products, LLC	. 15.58%
Avflight Salina	12.08
1 Vision Aviation, PLLC	7.46
Exide	6.45
USSOCOM (Jaded Thunder)	5.64
SFC Global Supply Chain	4.77
Universal Forest Products (UF)	P) 4.42
Kansas State Polytechnic - Sali	ina 2.99
Nellis AFB	2.89
Saline County	1.91
Other	35.81
Total	\$2,612,643.47

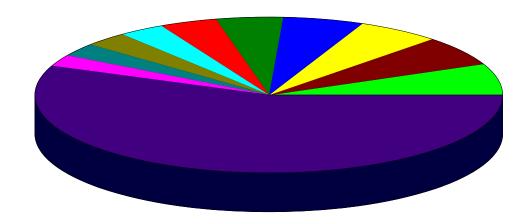
By Customer

#### Dollar Sales

#### Sales by Month January through November 2020



Sales Summary January through November 2020



FFF-Avflight Salina (Fuel Flowage Fee @	6.54%
H-00959-1 (Hangar Facility H959 - 2044)	
B-01021 (Building #1021 located at 3600	5.81
Utility Reimbursement (Utility Reimburse	
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	
B-00620-1 (Building #620 (30,000 SF) ar	
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.19
B-00626-1 (Manufacturing facility #626 (	3.10
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	
H-00409-1 (FBO Hangar - 2010 Rogers C	
Other	55.45
Total	\$2,612,643.47

By Item



# Budget Report And Operating Plan

2021



## **2021 BUDGET REPORT and OPERATING PLAN TABLE OF CONTENTS**

SECTION	DOCUMENT
1	SAA Mission Statement and Code of Ethics Statement
2	2021 Priorities
3	2021 SAA Staffing Plan
4	2021 Operating Budget & Capital Expenditures Budget

#### **APPENDIX**

- A 2021 SAA Rates and Charges
- B 2021 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.

# 2021 Priorities



#### M.J. Kennedy Air Terminal Bldg.

→ Terminal remodel and expansion

#### **Airport Operations**

- → Promote maximum air traffic through KSLN (UA, transients, military, etc.)
- → Attract special events (aerobatic competition, etc.)
- → Support scheduled 2021 FOL deployments
- → In partnership with Avflight, continue fuel flowage growth
- → Continue enhancement of air service
- → Support Ft. Riley APOE/D operations

#### Airfield

- → Runway 17/35 rehabilitation, engineering design
- → Complete project design of general aviation aircraft storage hangars, obtain construction bids, secure project financing, pre-lease units and construct units.
- → New openers for gates
- → Airfield sign LED upgrade

#### **Airport Industrial Center**

- → Drive for maximum occupancy in Airport Authority buildings
- → Continued support of current Airport/Industrial center business and industry
- → Airport & Industrial area operations, maintenance and development
- → Market and lease available airport and airport industrial center buildings and space
- → Promote SAA industrial center growth and job creation

#### **Facilities Maintenance Action Plan**

- → Develop a systematic facilities maintenance and inspection program for the 1.6 million sq. ft. of building space, drainage structures, rail spur, and perimeter fencing. Key 2021 areas of focus in this plan include:
  - → Hangar 626 rehabilitation
  - → Hangar and building roof replacements
  - → Hangar and building HVAC upgrades and replacements
  - → Facility asbestos abatement and removal

#### Former Schilling Air Force Base Environmental Project

→ Complete the remedial design (RD) and begin the remedial action (RA) work

## 2021 Priorities cont'd



#### Finance / Admin

- → Standard environmental report for prospective and new tenants
- → Hangar 626 rehabilitation EDA grant application
- → SLN/SAIC Economic Impact Analysis
- → Cybersecurity
- → 2020 Audit/CAFR
- → Compliance with new GASB 87 (Leases)
- → Formalize and implement operating cash/reserve fund balance policy
- → Maintain Aa3 on GOULD and removal of negative outlook
- → Continued leasing activity to achieve an 85% building occupancy rate
- → Reduce turnover rate ARFF crew by 50%
- → Secure \$2M grant funding to retire 2020-1 GO Temporary Notes
- → Secure FAA MAP grant funding for Terminal Bldg. renovation/expansion
- → Secure FAA AIP grant funding for Rwy. 17/35 rehabilitation expansion

#### **Staffing**

- → Staff management and development and future replacements
- → Update job descriptions for executive staff
- → Develop assistant manager of operations position description
- → Maintain 2-year staffing plan
- → In-depth wage and benefits review
- → Employee satisfaction analysis
- → Implement employee morale and job satisfaction program
- → Recruit and hire one ARFF/Operations specialist and create the new position of assistant operations manager

#### **Partnerships**

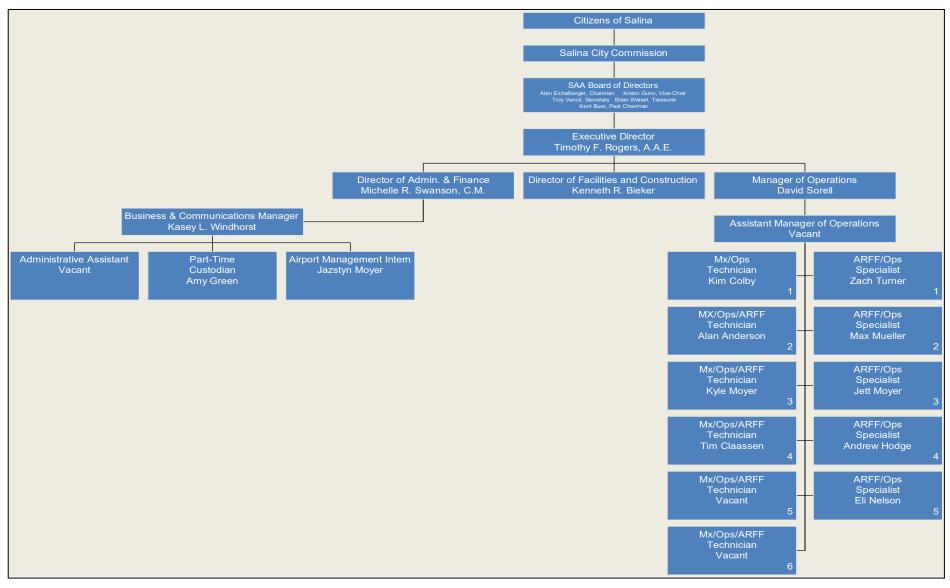
- → Continue to be a lead partner and trusted advisor with K-State Polytechnic aviation programs as their future growth will be a catalyst for significant economic activity in Saline County
- → Continued relationships with City, County, Salina Economic Dev. Organization & Chamber Partners
- → Contract with Salina Area Chamber of Commerce for services to meet aerospace workforce recruitment and housing needs
- → Continue partnership with General Atomics Aeronautical Services to support the Kansas Simulation Center initiative
- → Expand strategic partnership and support 1 Vision Aviation

#### SAA Building and Hangar Leasing - December 1, 2020 SCORECARD

Leased Properties Sin	ce March	2012 > 1-year term or great	ter				December 1, 2020 SCORECA					
			Current	Monthly		Estimated		Current	Potential New		Remaining Space Classific  Manufacturing /	Aviation/
Building/Hangar	Sq. Ft.	<u>Use</u>	Lease Rate	Lease Rate	Lease Type	Annual Holding Cost Savings	Comments	Lease Revenue	Lease Revenue	Office	Warehouse	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				
412	1,697	Warehouse	8.00	1,131	Gross	0	Leased to Federal Aviation Administration effective Oct. 1, 2020. Three year agreement for this one-room lease in Bldg. 412	13,576				
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. 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.	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				
655	56,961	Warehouse	2.10	9,970	Modified Gross	20,000	Leased to Stryten Manufacturing for battery storage - three - year lease effective Oct. 1, 2020.	119,640				
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				
824	12,353	Office and warehouse or vehicle maintenance	4.53	4,667	Net	25,000	Leased to Durham School Services effective 9-1-2020 - five year term with 3, five year options	32,100	55,996		12353	
959	129,734	Aircraft maintenance repair and overhaul	2.18	23,545	Net	200,000	Leased to 1 Vision Aviation effective July 1, 2019; 5 year firm lease term with three 5-year options.	282,540				
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	377,251	ort-term (1 month - 1 year)	2.73	90,631		389,505		1,031,572				
Leuseu 1 roperties - Ci	arrent Sn	ori-term (1 month - 1 year)									I I	
394	3,951	Office	5.37	1,920	Modified Gross	12,500	Leased to Kansas Dept. of Motor Vehicles (includes 31,250 sq. ft. ramp space for driver training)	23,040				
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	47,188	Warehousing / Hangar	2.06	8,090	Modified Gross	18,500	Leased to Schwan's - One year agreement	97,080				
713	42,649	Warehouse	1.83	6,515	Modified Gross	5,000	Leased to Kansas Erosion for finished product storage Leased to Vestas American Wind Technology for parts	78,180				
724	5,000	Warehouse	3.48	1,450	Modified Gross	1,000	storage	17,400				
Total Short-term Leased Properties Available	102,271	ie.	2.67	19,705		43,000		236,460				
		Office/Warehouse/Light										
313	11,884	Manufacturing Office/Warehouse/Light	5.15	5,100	Net	-			61,203		11,884	
412	7,445	Manufacturing	6.00	3,723	Net	-	Facility became available Oct. 1, 2016		44,670	2,120	8,037	
520-A 509	5,350 45,532	Office/Light manufacturing Business jet, Regional jet MRO, Flight training or aircraft storage	5.75	2,564	Modified Gross  Modified Gross	-	Facility became available Oct. 2017  Facility became available on March 15, 2019		30,763 266,412	5,350		45,532
595	20,000	Warehouse	4.00	6,667	Net		Facility being vacated by Schwan's		80,000		80,000	
600 (SF remaining)	53,760	Business jet, Regional jet MRO, Flight training or aircraft storage	6.30	28,224	Net	-	Facility became vacant March 2012 and has been		338,688			53,760
606	49,222	Warehousing	6.30	25,842	Modified Gross	-	leased for various short-term occupancies.		310,099			49,222
655	8,969	Office	4.50	3,363	Net	-	Became available on Jan. 1, 2018		40,361	8,969	0.505	
673 724	8,583 25,665	Warehouse Warehousing	1.00	715 4,171	Net  Modified Gross				8,583 50,047		8,583 25,665	
820	2,256	Office	14.75	2,773	Net	_	Facility became available Mar. 1, 2018		33,276	2,256		
1021 (SF remaining)	3,331	Office	5.50	1,527	Net	_			18,321	3,100		
Total Available For Lease	241,997		5.30	106,868					1,282,420	21,795	134,169	148,514
Total SAA Bldg. Sq. Ft.	1,163,471	Compared to Fall 2016		to April 201	4							
Total Leased Vacancy	921,474 21%	699,241 40%	677,355 42%									
Occupancy >1 year	79% 70%	60%	58%									
Balance to 2020 Goal of 80% occupancy	9,303											



#### January 2021



# Salina Airport Authority Wages and Salaries Revised 12/10/2021

## 2021 Staffing and Compensation Plan



Base Salaries / Compensation	2018 Budget	2019 Budget		2020 Budget	Pr	oposed 2021 Budget	+/- Bud	get	% Budget	+/- \$	+/- %
(Admin. Salary Exp.) Acct. No. 550							0	ver 2	020	Three year a	nnual avg.
Total Administrative Salaries and Compensation	\$ 488,020	\$ 497,780	\$	507,099	\$	516,062	\$ 8,	963	1.8%	\$ 9,347	1.9%
(Maintenance Salary Exp.) Acct. No. 660											
Total Maintenance Salaries and Compensation	\$ 308,910	\$ 364,950	\$	381,032	\$	380,187	\$ (	845)	-0.2%	\$ 14,255	7.7%
TOTALS	\$ 796,930	\$ 862,730	0 \$	888,131	\$	896,249	\$ 8	118	0.9%	\$ 24,441	4.2%

Employee Name	Title	Years of Service
(Admin. Salary Exp.) Acct. No. 550		
Timothy F. Rogers, A.A.E.	Executive Director	35 years
Michelle R. Swanson, C.M.	Director of Administration & Finance	24 years
Kenneth R. Bieker	Director of Facilities and Construction	12 years
David Sorell	Manager of Operations	8 years
Kasey L. Windhorst	<b>Business and Communications Manager</b>	16 years
Jazstyn Moyer	Airport Management Intern	4 months
(Maintenance Salary Exp.) Acct. No. 660		
Kim Colby	Maintenance/Operations Technician	35 years
Alan Anderson	Maintenance/Operations/ARFF Technician	10 years
Kyle Moyer	Maintenance/Operations/ARFF Technician	8 years
Fim Claassen	Maintenance/Operations/ARFF Technician	6 months
Zach Turner	ARFF/Operations Specialist	4 years
Max Mueller	ARFF/Operations Specialist	5 months
Jett Moyer	ARFF/Operations Specialist	4 months
Andrew Hodge	ARFF/Operations Specialist	2 months
Amy Green	Part-Time Custodian	1 year



## 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

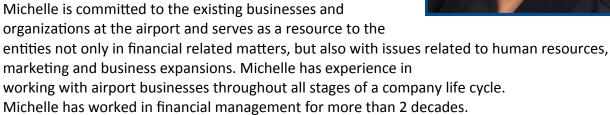
#### **Awards & Recognitions**

- 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
- 2020/2021 President 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 1<sup>st</sup> 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



#### Jazstyn Moyer Airport Management Intern

As an Airport Management Intern at the Salina Airport Authority, Jazstyn Moyer participates and assists in daily operations of the Salina Regional Airport and Salina Airport Industrial Center.



Jazstyn provides administrative support for the executive staff and service to businesses, organizations, and customers of the Salina Regional Airport. Jazstyn effectively and efficiently deals with manners of correspondence, prepares important documents, directs inquiries, and assists in day to day tasks of airport management.

Jazstyn graduated from Ulysses High School in 2018 and will graduate from Kansas State University Polytechnic in 2021 with her Airport Management degree and minors in Aviation Safety and Business. She began working for the Salina Airport Authority in 2019.

#### Professional organization participation:

- Certified AAAE Airport Security Coordinator
- Co-Chair of the K-State Polytechnic University AAAE Student Chapter
- President of the K-State Polytechnic University Student Chapter of Women in Aviation

#### Non-profit and civic leadership roles include:

• Big Brothers Big Sisters Volunteer



**Tim Rogers** Executive Director

Length of Service: 35 Years

785-827-3914 785-342-1199 cell



**Shelli Swanson**Director of Admin & Finance

Length of Service: 24 Years

785-827-3914 785-577-4647 cell



**Kenny Bieker**Director of Facilities & Construction

Length of Service: 12 Years

785-827-3914 785-342-4324 cell



Kasey Windhorst
Business and
Communications Manager

Length of Service: 16 Years

785-827-3914 785-342-6217 cell



**David Sorell**Manager of Operations

Length of Service: 8 Years

785-342-9217 cell



Jazstyn Moyer Airport Management Intern

Length of Service: 4 months

785-827-3914



**Tim Claassen** Mx/Ops/ARFF Technician

Length of Service: 6 months

785-914-7410 cell



**Alan Anderson** Mx/Ops/ARFF Technician

Length of Service: 10 Years

785-829-8583 cell



Kim Colby Mx/Ops Technician

Length of Service: 35 Years

785-827-3361



**Kyle Moyer** Mx/Ops/ARFF Technician

Length of Service: 8 Years

785-827-3361



**Zach Turner** ARFF/Operations Specialist

Length of Service: 4 Years

785-833-2271 cell



Max Mueller ARFF/Operations Specialist

Length of Service: 5 months

571-723-2930



Amy Green Custodian

Length of Service: 1 Year

785-827-3914



**Jett Moyer** ARFF/Operations Specialist

Length of Service: 5 months

620-952-1143 cell



Andrew Hodge ARFF/Operations Specialist

Length of Service: 2 months

812-655-2684

#### Salina Airport Authority 2021 Budget Summary

12/11/2020									
	Duo		Projected	Proposed	2020/2	2020/2021			
	2018 Actual	2019 Actual	2020 Budget	2020 Actual	2021 Budget				
Operating Income	2016 Actuat	2019 Actuat	2020 Budget	2020 Actuat	2021 Buuget	(Budget +/-	<b>101)</b>		
Operating Income Airfield revenue						+/-	/0		
Fuel Flowage Fees	\$ 194,647	\$ 185,249	\$ 202,000	\$ 202,000	\$ 185,000	\$ (17,000)	-8.4%		
Hangar rent	478,573	652,896	645,000	645,000	660,000	15,000	2.3%		
Landing fees	60,238		25,500	50,000	30,000	4,500	17.6%		
Ramp rent	47,298	54,085	50,250	60,000	57,335	7,085	14.1%		
Total Airfield revenue	780,756		922,750	957,000	932,335	9,585	1.0%		
	7.0077.50	327,323	322//30	33.7000	302,000	3/303	2.070		
Building and land rent									
Agri land rent	70,689	72,673	56,000	65,759	66,760	10,760	19.2%		
Building rents	1,089,002	1,045,989	1,100,000	1,217,854	1,121,750	21,750	2.0%		
Land rent	210,955	217,490	230,593	263,740	242,010	11,417	5.0%		
Tank rent	12,636		11,970	14,000	13,500	1,530	12.8%		
Total Building and land rent	1,383,282	1,349,787	1,398,563	1,561,353	1,444,020	45,457	3.3%		
3		, ,		, ,	, ,	,			
Other revenue									
Airport Promotion	144,863	68,380	70,000	60,420	25,000	-45,000	-64.3%		
Commissions	25,746		35,100	14,000	21,060	-14,040	-40.0%		
Other income	165,246		65,000	90,000	77,000	12,000	18.5%		
Total Other revenue	335,855	155,249	170,100	164,420	123,060	-47,040	-27.7%		
Gross Operating Income	\$ 2,499,893	\$ 2,432,959	\$ 2,491,413	\$ 2,682,773	\$ 2,499,415	\$ 8,002	0.3%		
<u> </u>									
Operating Expense									
Administrative expenses									
A/E, consultants, brokers	21,072	33,401	21,500	15,000	32,000	10,500	48.8%		
Airport promotion	232,500	159,176	135,000	175,000	100,000	(35,000)	-25.9%		
Bad Debt Expense	10,390	2,709	10,000	47,000	5,000	(5,000)	-50.0%		
Computer/Network Admin.	13,809	20,523	20,000	43,000	30,000	10,000	50.0%		
Dues and subscriptions	23,165	25,432	24,000	25,000	25,000	1,000	4.2%		
Employee retirement	39,856	62,632	84,500	80,275	85,345	845	1.0%		
FICA and medicare tax expense	60,404	59,373	65,188	61,929	65,840	652	1.0%		
Industrial development	50,000	31,071	43,000	43,000	43,500	500	1.2%		
Insurance, property/liability	148,115	188,029	179,375	179,375	205,000	25,625	14.3%		
Insurance, medical	210,799	172,412	228,375	194,119	215,000	(13,375)	-5.9%		
Kansas unemployment tax	815	818	1,000	950	1,000	-	0.0%		
Legal and accounting	43,055	47,346	35,000	36,400	37,000	2,000	5.7%		
Office salaries	506,160	519,382	507,099	507,099	516,062	8,963	1.8%		
Office Supplies	13,317	9,588	6,000	6,150	6,500	500	8.3%		
Other administrative expense	9,835	11,192	10,875	14,355	15,000	4,125	37.9%		
Postage	4,025	2,077	2,500	2,500	2,500	-	0.0%		
Property appraisal expense	-	-	-	-	-	-	0.0%		
Property tax expense	145,976	142,350	165,878	165,878	170,854	4,976	3.0%		
Special Events	436	2,084	1,000	1,000	1,000	ı	0.0%		
Telephone	19,133	20,617	18,500	15,725	16,000	(2,500)	-13.5%		
Training	6,639	2,235	5,000	5,300	5,000	Ī	0.0%		
Travel and meetings	8,013	12,450	12,000	9,600	10,000	(2,000)	-16.7%		
Total Administrative expenses	\$ 1,567,514	\$ 1,524,897	\$ 1,575,790	\$ 1,628,654	\$ 1,587,601	\$ 11,811	0.7%		
Maintenance expenses									
Airfield maintenance	32,025		31,000	74,000	50,000		61.3%		
Airport Security	2,414	'	4,000	2,000	2,500	-1,500	-37.5%		
Building maintenance	83,586		50,000	77,000	75,000	25,000			
Equipment fuel and repairs	111,685		90,500	75,000	60,000	-30,500	-33.7%		
Fire Services	16,521		18,500	25,000	25,500	7,000	37.8%		
Grounds maintenance	3,416		4,500	12,000	7,500		66.7%		
Maintenance salaries	344,740		381,032	304,826	380,187	-845	-0.2%		
Other maintenance expenses	14,803		16,000	24,000	25,000	9,000	56.3%		
Snow removal expense	5,674		20,000	20,000	20,000	0	0.0%		
Utilities	248,792		230,000	220,000	220,000	-10,000	-4.3%		
Total Maintenance expenses	863,656	\$ 830,536	845,532	833,826	865,687	20,155	2.4%		
Total Expense	2,431,170	\$ 2,355,433	2,421,322	2,462,480	2,453,288	31,966	1.3%		
Total Operating Net Before Depreciation	\$ 68,723	\$ 77,526	\$ 70,091	\$ 220,293	\$ 46,127	\$ (23,964)	-34.2%		

#### Salina Airport Authority 2021 Budget Summary

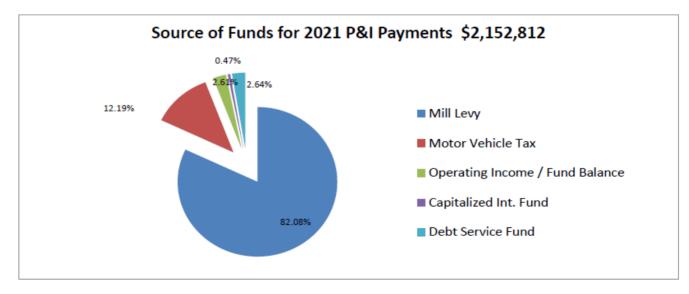
	2018 Actual	2019 Actual	2020 Budget	Projected 2020 Actual	Proposed 2021 Budget	2020/20 (Budget )	
Non Operating Income / Expense						+/-	%
Capital Contributed	1,474,356	1,727,674	3,161,220	1,700,000	525,000	-1,175,000	-37.2%
Gain (Loss) on sale of assets	5,375	21,263	0	-2,305,610	20,000	2,325,610	-
Interest Income on Deposits	3,744	17,954	1,650	1,700	1,500	-200	-12.1%
Mill Levy	2,338,967	2,371,463	2,445,216	2,447,789	2,534,669	86,880	3.6%
Bond Issue Costs	0	-73,185	-40,000	-44,885	-45,000	115	0.3%
Interest Expense	-827,143	-840,389	-636,142	-636,142	-643,250	7,108	1.1%
Depreciation Expense	-2,761,019	-2,898,650	-2,729,237	-2,792,237	-2,848,082	55,845	2.0%
Total Non Operating Income/Expense	\$ 234,280	\$ 326,130	\$ 2,202,707	\$ (1,629,385)	\$ (455,163)	\$ 1,300,358	59.0%
Net Income	\$ 303,003	\$ 403,656	\$ 2,272,798	\$ (1,409,092)	\$ (409,036)	\$ 1,276,394	56.2%

Debt Service (principal & interest) &

Special Assessments

Salina Airport Authority 2021 Debt Service Payments Analysis Sources of Repayment

	2021 Payment Schedule and & Source of Funds - \$2,152,812								
Long-Term Liability	Mill Levy	Motor Vehicle Tax	Capitalized Int. Fund	Debt Service Fund	Operating Income / Fund Balance	Total			
2015-A	188,368					188,368			
2017-A	366,958					366,958			
2017-B	167,300					167,300			
2019-A	76,483					76,483			
2019-B	967,974	262,506				1,230,480			
2019-1 Temp Notes 1			56,250			56,250			
2020-1 Temp Notes				10,080		10,080			
2020-Lease Purchase Agreement				-	54,328	54,328			
Special Assessments (Hangar 600)					2,565	2,565			
Totals	\$ 1,767,083	\$ 262,506	\$ 56,250	\$ 10,080	\$ 56,893	\$ 2,152,812			



#### Notes:

1. The 2019-1 Temp notes mature 9-1-2021 and will be permanently financed with GO Bonds

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1	Salina Airport Authority, Sal	ina, KS			CIN	A <i>irport</i>		SAI	TNAA	irport enter		]
2	Updated for 2021 Capital Budget P	rogramming - Preliminary; subject to 2020 year end balance	es		JEIV.	Amport		JAL	edustric 1 C	outor		
3	12/9/2020								nuusiiuu C	emei		
4					C	OSTS			FUN	IDING		
5	CAPITAL PROJECT BUDGET	PROJECT DESCRIPTION	PN	REMARKS	TOTAL PROJECT	FY PROJECTED	FAA/KDOT GRANT	BOND PROCEEDS	MILLLEVY	OPERATING	OTHER	TBD
٦	505021	TROCEST BEGGRIF HON		KEMAKKO	TROOLOT	TROOLOTED	OIU-IIII	TROOLLDO		OI EIGHING	OTTIER	133
86	FISCAL YEAR 2021											
87	AIP-42	Design - Rehabilitate Rwy 17/35 (South 7,500+/-') - Continued from 2020	3-20-0072-42	Design	654,502	470,000	423,000		47,000			
88	Airfield	Design - Rehabilitate Rwy 17/35 (North 4,800"+/-')		Design	100,000	100,000			100,000			
89	Airfield Pavement Imps.	Other pavement repairs (aprons, ramps, taxiways, heaves)			25,000	25,000				25,000		
	Airfield Lighting, Signage & Access											
90	Imps.	LED signs, gate openers			20,000	20,000				20,000		<b> </b>
91	Terminal Bldg.	MJ Kennedy Air Terminal Remodel and Expansion		In development								
92	GA aircraft storage hangars	Project design and construction		In development								
93	Bldg. 394 Imps.	Sidewalk to CDL lot, IT room security, HVAC		Salina DMV location	15,000	15,000				15,000		
94	Other Bldg. Imps.	HVAC, roofing, asbestos abatement			30,000	30,000				30,000		
95	Hangar 626	Conversion to aeronautical use		In development								
96	Other Hangar Imps.	HVAC, roofing, asbestos abatement			40,000	40,000				40,000		
97	ARFF Equipment	Aircraft Rescue and Firefighting tools and equipment			10,000	10,000				10,000		
98	Comm Equipment	ARFF/MX radios			10,000	10,000				10,000		
99	Computer Equipment	Scheduled computer equip. replacements			15,000	15,000				15,000		
100	Office Equipment	Board room, terminal bldg. furniture			10,000	10,000				10,000		
101	Other Equipment	Contingency ARFF/Mx tools and equipment			15,000	15,000				15,000		
102	Shop Equipment	Building and hangar maintenance tools and equipment			15,000	15,000				15,000		
103	Railroad Imps.	Rail spur upgrades			10,000	10,000				10,000		
104	Airport Industrial Center Imps.	Contingency for AICS signgage, water/sewer/fire service line improvements			15,000	15,000				15,000		
_	2021 SUBTOTAL				\$ 984.502		\$ 423,000	s -	\$ 147,000	\$ 230,000	s -	\$ -

### **Salina Airport Authority**

Other Income Fee Schedule Effective January 1, 2021

	Cata carda	φ	20.00 por kov/now or re-l	amont)
	Gate cards	\$	20.00 per key (new or replace	ement)
	Telephone service	\$	0.085 per minute (long distan	ce)
	Facility keys	\$	15.00 per key (new or replace	ement)
	Lock change	\$	50.00 per door	,
	Finance Charge on overdue balances	\$7	5 or 6% of the overdue balance	
	Air Terminal Conference Room (Wifi and TV Included)	\$ \$	125.00 per day 25.00 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	\$	5.00 for first page	
	Catgonig	\$	2.00 per page after first	
	Incoming	\$	1.00 per page	
	··• <b>9</b>	*		
	Notary service	\$	5.00 per signature	
	NSF Check	\$	35.00 each	
	Self-fuel permit fee	\$	650.00	
	Fuel Spill Clean up			
	Man hour	\$	95.00	
	Small Equip.	\$	45.00 per hour	
	Large Equip.	\$	75.00 per hour	
	Consumables		t cost	
	Airfield Escort Fee	\$	55.00 per hour (min. of 1 hr.)	
	AOA Driving Training	\$	75.00 per class	
	Fuel Flowage Fee	\$	0.0815 per gallon	
1	O'man Armad and the or Fore	_	F -00 000H	
1	Signatory Landing Fees (per 1,000 lbs. per landing)		5 <60,000lbs. 25 >60,000lbs.	
1	(per 1,000 lbs. per landing)	φl	20 /00,000lb5.	
	Non-Signatory Landing Fees (per 1,000 lbs. per landing)	\$	1.95	
1	ARFF Standby Fee	\$	95.00 per hour	
	ARFF Index C/D/E Fee	\$	950.00 per flight	
	Terminal Use Fee (Public Charter)	\$	950.00 per flight	
	Terminal Security (Public Charter)	\$	750.00 per flight (includes LE	ΞΟ)
	Maintenance Service Fee	\$	95.00 per hour plus supplies & equipm (for items the responsit	
	Other contract services		7.50% plus cost	
	Other contract services		7.50 % pius cost	

<sup>\*</sup> 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, 2021

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$65
Single Engine turbo-props and piston twins	\$80
Twin engine turbo-prop	\$90
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$145
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.	\$165
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.	\$175
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.	\$195
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$145
Military Jets (large)	\$185

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, 2021

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$85
Single Engine turbo-props and piston twins	\$95
Twin engine turbo-prop	\$115
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$165
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.	\$195
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.	\$225
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.	\$245
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$185
Military Jets (large)	\$250

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, 2021

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$85
Single Engine turbo-props and piston twins	\$95
Twin engine turbo-prop	\$115
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$165
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.	\$195
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.	\$225
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.	\$245
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$185
Military Jets (large)	\$250

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, 2021

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$65
Single Engine turbo-props and piston twins	\$80
Twin engine turbo-prop	\$90
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$145
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.	\$165
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.	\$175
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.	\$195
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$140
Military Jets (large)	\$185

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 Jan. 1, 2021

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



### HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2021

Forward Operating Location (FOL) Activity

Facility	Hangar Floor SF	Door Height Clearance	Office / Multi-Use SF	Total SF	Rate/SF Office	te/SF ngar	 al Facility Rate/SF	•	Rate Usage	Dai	ily Rate 50% Usage	ly Rate gar Only	ily Rate Office Only
Hangar 509	27,673	19'10"	17,859	45,532	\$ 12.65	\$ 6.35	\$ 8.85	\$	1,100	\$	550	\$ 480	\$ 610
Hangar 606	34,932	34'4"	14,290	49,222	\$ 16.85	\$ 8.50	\$ 10.95	\$	1,470	\$	735	\$ 810	\$ 650
Hangar 600	42,052	28'	26,256	68,308	\$ 18.20	\$ 9.00	\$ 12.50	\$	2,330	\$	1,165	\$ 1,030	\$ 1,300
Hangar 703	25,882	•	0	25,882	NA	\$ 5.05	\$ 5.05	\$	350	\$	175	\$ 350	NA
Hangar 959	89,513	58'	40,220	129,733	\$ 13.00	\$ 9.85	\$ 10.50	\$	3,730	\$	1,865	\$ 2,410	\$ 1,430

#### 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. All electricity, natural gas, water and trash services.
- 6. The use of hangar restrooms within the leased facilities; all consumables to be stocked and supplied by the SAA during the mission.
- 7. Two refrigerators and 2 microwaves; coordinate early to reserve appliances.
- 8. 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 - \$275 / day
Rate for mission use of ordnance storage bunkers, lockers and/or assembly building no.1080 - \$150 / day



#### HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

#### Additional services available through the SAA

- 1. Internet speed as follows (rate is per hangar, per month):
- a.) 20/20 \$475
- b.) 100/100 \$595

c.) 500/500 - \$790

- 2. Long distance telephone call capability (codes issued per unit's request and ease in tracking utilization) \$.069/minute
- 3. Telephone lines \$75 per line per month.
  30 Toshiba phones (Subject to availability; coordinate early to reserve phones
- 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 \$900 b.) 35/45 PPM, back/white copier/printer \$825 Add \$295 for hard drive removal and surrender to unit.
- 5. Janitorial services \$285 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 \$185 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 \$15 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

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

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# **Ground Support Equipment** & Logistics

As of January 1, 2021



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**

Chevy

<u>Description</u>: 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



Appendix A 11

#### **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

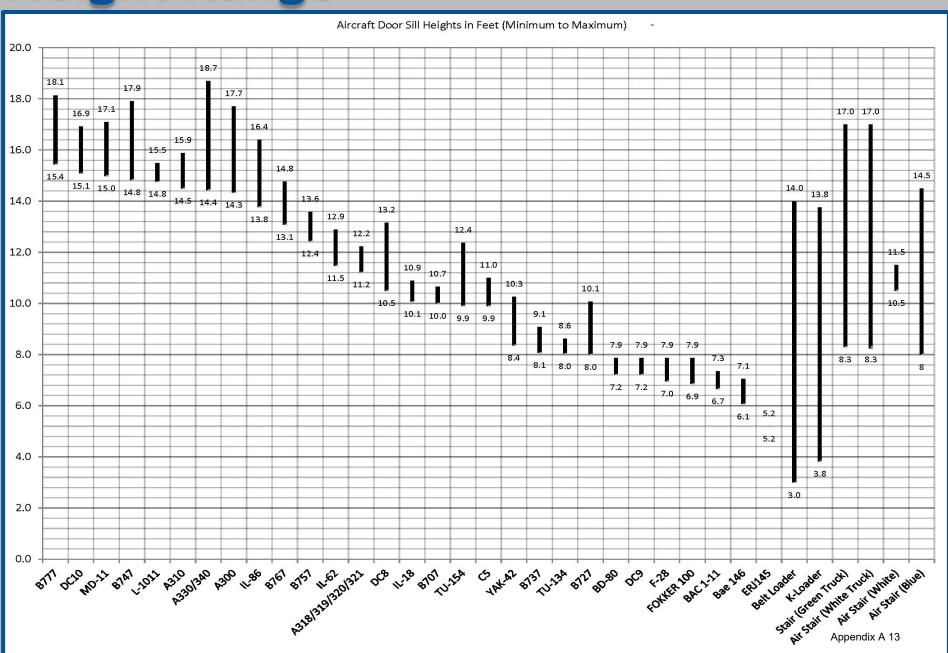


#### **Description:**

Portable Loading Ramp L 36' x W 7'



# **Height Range**



#### **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



**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



Appendix A 16

# Ground Support Equipment and Logistics Fee Schedule

Equipment	Hourly Rate	Daily Rate
AC Ground Power Units	45	120
Air Stairs	n/a	155
Aircraft Tugs	50	200
Belt Loader	n/a	155
Boom Lift	65	155
Deicer Vehicles		155 (per aircraft)
FOD Busters (ea)	35	70
Forklifts	65	160
Jack up Work Stand	60	150
K-Loaders	65	160
Man Lift Cage	25	70
Portable Flood Lights	65	190
Portable Loading Ramp	65	150
Tri-Max Wheeled Fire Extinguishers (12)	40	100
Vehicles	\$ 50	\$ 160_

Multiple day FOL activities qualify for the \$195 per day logistics rate which includes access to all equipment on this schedule.



<sup>\*</sup>Rates include delivery and return of equipment to any facility on the Airport.

<sup>\*</sup>Equipment will be positioned fueled.

<sup>\*</sup>Fuel included, with the exception of vehicles.

<sup>\*</sup> Minimum of 1 hour for equipment rental

### 2021 CALENDAR OF EVENTS

January	
1	New Year's Day/ Holiday
20	8 a.m. Board of Directors Meeting
18	Martin Luther King Junior Day
February	
15	Presidents Day
17	8 a.m. Board of Directors Meeting
March	
17	8 a.m. Board of Directors Meeting
April	
21	8 a.m. Board of Directors Meeting
2	Good Friday
May	
19	8 a.m. Board of Directors Meeting
31	Memorial Day
June	
16	8 a.m. Board of Directors Meeting
July	

**Independence Day** 

8 a.m. Board of Directors Meeting

21

August	
18	8 a.m. Board of Directors Meeting
September	
6	Labor Day
15	8 a.m. Board of Directors Meeting
October	
11	Columbus Day
20	8 a.m. Board of Directors Meeting
November	
11	Veterans Day
17	8 a.m. Board of Directors Meeting
25	Thanksgiving Day
26	Thanksgiving Day Holiday
December	
15	8 a.m. Board of Directors Meeting
24	Christmas Holiday

Christmas Holiday



