

Budget Report And Operating Plan



3237 Arnold Ave | Salina, Kansas | 785-827-3914 www.salinaairport.com | www.flysalina.com



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

А	2021 SAA Rates and Charges
В	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

 \rightarrow 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
- \Rightarrow 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

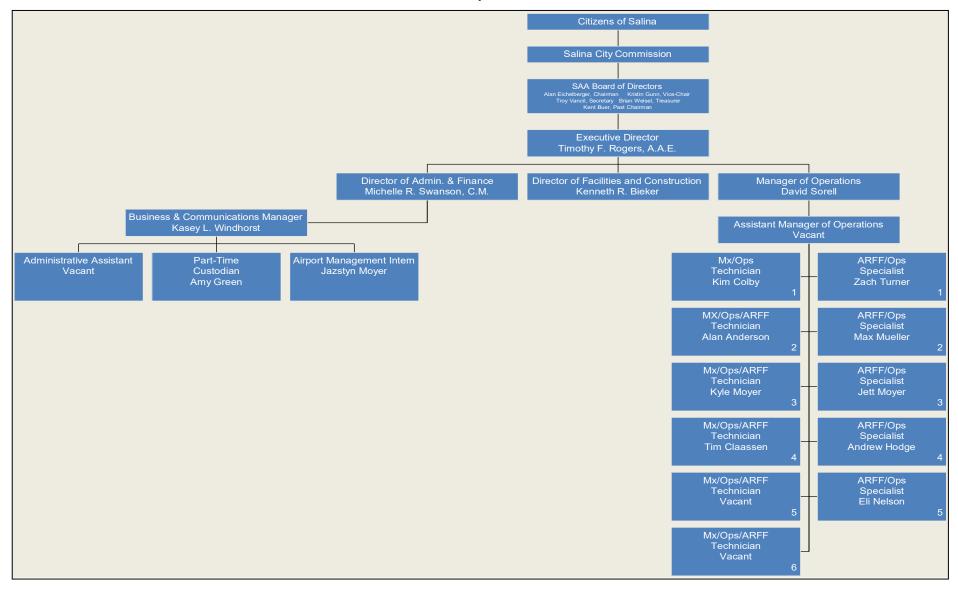
- → Continue to be a lead partner and trusted advisor with K-State Polytechnic aviation programs as their future growth will be a catalyst for significant economic activity in Saline County
- → Continued relationships with City, County, Salina Economic Dev. Organization & Chamber Partners
- → Contract 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	ice March	2012 > 1-year term or great				g l	December 1, 2020 SCORECA					
*				Mandala		Estimated		Current	Batantial Nam		Remaining Space Classific	
Building/Hangar	<u>Sq. Ft.</u>	Use	Current Lease Rate	Monthly Lease Rate	Lease Type	Annual Holding Cost Savings	Comments	Lease Revenue	Potential New Lease Revenue	Office	Manufacturing / Warehouse	<u>Aviation/</u> <u>Aerospace</u>
							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					
122	6,034	Office	4.42	2,223	Net	8,500						
	4.605						Leased to Federal Aviation Administration effective Oct. 1, 2020. Three year agreement for this one-room lease in					
412	1,697	Warehouse	8.00	1,131	Gross	0	Bldg. 412	13,576				
		Aircraft Storage and Crew Facility for Air Medical Transport					Leased to AirMD, LLC d/b/a LifeSave effective 11-01-					
504	5,617	Operation	4.12	1,930	Net	15,950	2019; 5 year firm with three 5-year options. Leased to Miller Pipeline effective 4-1-2017; 3-year firm	23,160				
506-1	4,900	Utility construction shop/equipment storage	5.08	2,075	Net	7,500	with one year option that includes rate adjustment to \$5.08/SF per year.	24,900				
		6					Leased to private aircraft owner effective 9-1-2018; 2-					
506-2	4,900	Aircraft Storage	3.29	1,345	Net	7,500	year firm.	16,140				
		Office/Warehouse/Light					Leased to Cross-Midwest Tire -effective 4-1-15; 1 year					
520, Unit F	2,540	Manufacturing	5.96	1,262	Modified Gross	1,200	term with four 1-year options. Biennial CPI adjustments	15,147				
		Office/Warehouse/Light					Leased to Cross-Midwest Tire -effective 4-1-15; 1 year					
520, Unit G	2,869	Manufacturing	5.96	1,426	Modified Gross	1,200	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				
000	2,734	Oncernangarmunt-purpose	5.00	4,010	Modified Cross	5,000	Leased to Universal Forest Products effective 5/1/12 ;	55,520				
620	30,000	Light manufacturing or warehouse	3.74	9,350	Net	18,500	entered into their third 3-year term on 11-1-18	112,200				
							Leased to KS Erosion Products effective Jan. 1, 2019 for					
655	33,992	Warehouse	2.30	6,515	Modified Gross	8,500	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				
							Leased to Wichita Winwater Works Co effective					
723	9,359	Machine shop or warehouse	3.44	2,680	Net	13,907	4/1/14; 2 year term lease with options.	32,160				
		Office and warehouse or vehicle					Leased to Durham School Services effective 9-1-2020 -					
824	12,353	maintenance	4.53	4,667	Net	25,000	five year term with 3, five year options		55,996		12353	
0.50	100 50 1	Aircraft maintenance repair and		~~~~			Leased to 1 Vision Aviation effective July 1, 2019; 5					
959	129,734	overhaul	2.18	23,545	Net	200,000	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				
				0,000		25,000	Leased to Ks Erosion Control, LLC., 75.5 month term	12,000				
1021	34,863	Manufacturing facility - erosion control wattles and blankets	4.75	13,800	Net	33,248	with graduated rental schedule from \$0.00- \$4.75/SF/YR. Total term rent \$902,078	165,600				
	377,251		2.73				· · · · · · · · · · · · · · · · · · ·					
Total Long-term Leased Leased Properties - Cl		ort-term (1 month - 1 year)	2.75	90,631		389,505		1,031,572				
	1				-	• •		1			1	
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				
							Leased to Professional Graphics Inc. for one year with					
412	3,483	Vehicle graphic/decal installation	5.96	1,730	Modified Gross	6,000	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	102,271		2.67	19,705		43,000		236,460				
Properties Available	e for Leas	e										
313	11,884	Office/Warehouse/Light Manufacturing	5.15	5,100	Net				61,203		11,884	
412	7,445	Manufacturing Office/Warehouse/Light Manufacturing	6.00	3,723	Net	-	Facility became available Oct. 1, 2016		44,670	2,120	8,037	
412 520-A	5,350	Office/Light manufacturing	5.75	2,564	Modified Gross		Facility became available Oct. 2017		30,763	5,350	0,037	
509	45,532	Business jet, Regional jet MRO, Flight training or aircraft storage	5.85	22,204	Modified Gross		Facility became available on March 15, 2019		266,412	5,550		45,53
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	_			338,688		00,000	53,76
606	49,222	Warehousing	6.30	25,842	Modified Gross	_	Facility became vacant March 2012 and has been leased for various short-term occupancies.		310,099			49,22
655	8,969	Office	4.50	3,363	Net	-	Became available on Jan. 1, 2018		40,361	8,969		
673	8,583	Warehouse	1.00	715	Net	-			8,583	.,	8,583	
724	25,665	Warehousing	1.95	4,171	Modified Gross	-			50,047		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		
Fotal Available For Lease	241,997		5.30	106,868					1,282,420	21,795	134,169	148,51
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 Occupancy >1 year	79% 70%	60%	58%									
Balance to 2020 Goal of 80% occupancy	9,303											
						•	<i>.</i>				• •	



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	P	roposed 2021 Budget	+/- E	Budget	% Budget	+/- \$	+/- %
(Admin. Salary Exp.) Acct. No. 550								Over 2	020	Three year a	nnual avg.
Total Administrative Salaries and Compensation	\$ 488,02	0\$	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	\$ 308,91	0\$	364,950	\$ 381,032	\$	380,187	\$	(845)	-0.2%	\$ 14,255	7.7%
TOTALS	\$ 796,93	0 \$	862,730	\$ 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	Business and Communications Manager	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
Tim 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

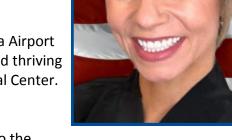
Awards & Recognitions

- 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.



Michelle is committed to the existing businesses and

organizations at the airport and serves as a resource to the

entities not only in financial related matters, but also with issues related to human resources, marketing and business expansions. Michelle has experience in working with airport businesses throughout all stages of a company life cycle.

Michelle has worked in financial management for more than 2 decades.

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

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

Michelle has participated in the following professional organizations:

- American Association of Airport Executives, Certified Member
- 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



maintenance and development of the facility structures and systems necessary to ensure the Authority's assets and infrastructure are well maintained and in compliance with applicable laws and regulations.

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

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

Professional Memberships and Registrations:

KDHE Underground Storage Tank Operator



David Sorrell Manager of Operations

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



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

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

Certifications:

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

Awards:

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



Kasey L. Windhorst Business and Communications Manager

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



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

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

Non-profit and civic leadership roles include:

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

Certifications:

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



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





Communications Manager

Length of Service: 16 Years

785-827-3914 785-342-6217 cell



Shelli Swanson Director of Admin & Finance

Length of Service: 24 Years

785-827-3914 785-577-4647 cell

David Sorell

785-342-9217 cell

Alan Anderson

785-829-8583 cell

Mx/Ops/ARFF Technician

Length of Service: 10 Years

Manager of Operations

Length of Service: 8 Years







Length of Service: 12 Years

785-827-3914 785-342-4324 cell

Jazstyn Moyer Airport Management Intern

Length of Service: 4 months

Length of Service: 35 Years

785-827-3914

Kim Colby

Mx/Ops Technician



Tim Claassen Mx/Ops/ARFF Technician

Length of Service: 6 months





Kyle Moyer Mx/Ops/ARFF Technician

Length of Service: 8 Years





Amy Green Custodian

Length of Service: 1 Year

785-827-3914







Length of Service: 4 Years

785-833-2271 cell

Jett Moyer ARFF/Operations Specialist

Length of Service: 5 months

620-952-1143 cell





785-827-3361

Max Mueller ARFF/Operations Specialist

Length of Service: 5 months

571-723-2930

Andrew Hodge ARFF/Operations Specialist

Length of Service: 2 months

812-655-2684



Salina Airport Authority 2021 Budget Summary

2/11/2020		-	-				
2/11/2020							
	2018 Actual	2019 Actual	2020 Budget	Projected 2020 Actual	Proposed 2021 Budget	2020/2 (Budget	
Operating Income						+/-	%
Airfield revenue						•7	,,,
Fuel Flowage Fees	\$ 194,647	\$ 185.249	\$ 202,000	\$ 202,000	\$ 185,000	\$ (17,000)	-8.4
-		1				, ,	
Hangar rent	478,573		645,000	645,000	660,000	15,000	2.3
Landing fees	60,238		25,500			4,500	17.
Ramp rent	47,298		50,250			7,085	14.1
Total Airfield revenue	780,756	5 927,923	922,750	957,000	932,335	9,585	1.
Building and land rent							
Agri land rent	70,689	72,673	56,000	65,759	66,760	10,760	19
	1,089,002		1,100,000			21,750	
Building rents							2
Land rent	210,955		230,593	263,740		11,417	5
Tank rent	12,630		11,970			1,530	12
Total Building and land rent	1,383,282	2 1,349,787	1,398,563	1,561,353	1,444,020	45,457	3
Other revenue							
Airport Promotion	144,863	3 68,380	70,000	60,420	25,000	-45,000	-64
Commissions	25,746		35,100		23,000	-43,000	-04
						1	-
Other income	165,246		65,000	90,000		12,000	18
Total Other revenue	335,855		170,100		123,060	-47,040	-27
oss Operating Income	\$ 2,499,893	\$ 2,432,959	\$ 2,491,413	\$ 2,682,773	\$ 2,499,415	\$ 8,002	(
perating Expense							
Administrative expenses							
A/E, consultants, brokers	21,072	33,401	21,500	15,000	32,000	10,500	48
Airport promotion	232,500	159,176	135,000	175,000	100,000	(35,000)	-25
Bad Debt Expense	10,390		10,000	47,000	5,000	(5,000)	-50
Computer/Network Admin.	13,809		20,000	43,000	30,000	10,000	50
Dues and subscriptions	23,165		24,000	25,000	25,000	1,000	
							4
Employee retirement	39,856		84,500	80,275	85,345	845	1
FICA and medicare tax expense	60,404		65,188	61,929	65,840	652	1
Industrial development	50,000		43,000	43,000	43,500	500	1
Insurance, property/liability	148,115	188,029	179,375	179,375	205,000	25,625	14
Insurance, medical	210,799	172,412	228,375	194,119	215,000	(13,375)	-5
Kansas unemployment tax	815	818	1,000	950	1,000	-	(
Legal and accounting	43,055		35,000	36,400	37,000	2,000	[
Office salaries	506,160		507,099	507,099	516,062	8,963	1
						,	8
Office Supplies	13,317		6,000	6,150	6,500	500	
Other administrative expense	9,835		10,875	14,355	15,000	4,125	37
Postage	4,025	2,077	2,500	2,500	2,500	-	(
Property appraisal expense	-	-	-	-	-	-	(
Property tax expense	145,976	142,350	165,878	165,878	170,854	4,976	
Special Events	436	2,084	1,000	1,000	1,000	-	(
Telephone	19,133		18,500	15,725	16,000	(2,500)	-13
Training	6,639		5,000	5,300	5,000	-	(
Travel and meetings	8,013		12,000	9,600	10,000	(2,000)	-16
Total Administrative expenses	\$ 1,567,514						(
Maintenance expenses Airfield maintenance	32,025	26,315	31,000	74,000	50,000	19,000	61
Airport Security	2,414		4,000			-1,500	-37
				,			
Building maintenance	83,586		50,000	1			50
Equipment fuel and repairs	111,685		90,500			-30,500	-33
Fire Services	16,521		18,500				
Grounds maintenance	3,416		4,500				66
Maintenance salaries	344,740	323,608	381,032	304,826	380,187	-845	-(
Other maintenance expenses	14,803		16,000	24,000	25,000	9,000	56
Snow removal expense	5,674		20,000	20,000		0	
Utilities	248,792		230,000				-4
Total Maintenance expenses	863,650		845,532	833,826		20,155	2
tal Expense	2,431,170		2,421,322	2,462,480			1
	_,)	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,,	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	.,,	,: 00	
tal Operating Not Pafara Danus sisting	\$ 69.722	¢ 77.500	¢ 70.001	¢ 220.202	¢ 46107	¢ (22.06.4)	2.
otal Operating Net Before Depreciatior	1 \$ 68,723	\$ 77,526	\$ 70,091	\$ 220,293	\$ 46,127	\$ (23,964)	-34

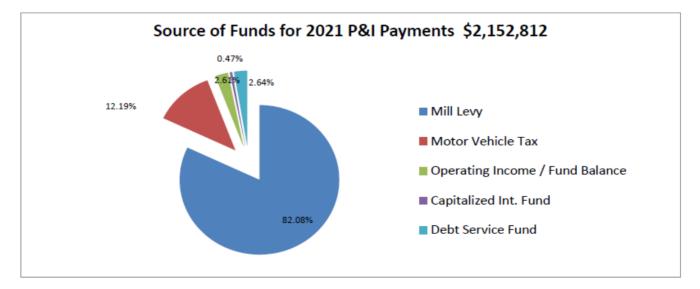
Salina Airport Authority 2021 Budget Summary

	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

	2	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-В	167,300					167,300			
2019-A	76,483					76,483			
2019-В	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

	А	В	С	D	E	Н		J	К	L	М	N
1	Salina Airport Authority, Sali	na, KS			SIN	alina Regional Airport		SA/	ΤΝΔΑ	irport enter		
2	Updated for 2021 Capital Budget P	rogramming - Preliminary; subject to 2020 year end balance	es			nipor c		2	ndustrial C	enter		
3	12/9/2020							-				
4					C	osts			FUN	IDING		
5	CAPITAL PROJECT BUDGET	PROJECT DESCRIPTION	PN	REMARKS	TOTAL PROJECT	FY PROJECTED	FAA/KDOT GRANT	BOND PROCEEDS	MILL LEVY	OPERATING	OTHER	TBD
86	FISCAL YEAR 2021											
87		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 Imps.	LED signs, gate openers			20,000	20,000				20,000		
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		ا ـــــــــــا
94	Other Bldg. Imps.	HVAC, roofing, asbestos abatement			30,000	30,000				30,000		ا ـــــــــــا
95	Hangar 626	Conversion to aeronautical use		In development								ا ـــــــــــا
96	Other Hangar Imps.	HVAC, roofing, asbestos abatement			40,000	40,000				40,000		ļ]
97	ARFF Equipment	Aircraft Rescue and Firefighting tools and equipment			10,000	10,000				10,000		ļ]
98	Comm Equipment	ARFF/MX radios			10,000	10,000				10,000		ļ
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		
105	2021 SUBTOTAL				\$ 984,502	\$ 800,000	\$ 423,000	\$-	\$ 147,000	\$ 230,000	\$-	\$ -

Salina Airport Authority

Other Income Fee Schedule

Effective January 1, 2021

Gate cards	\$	20.00	per key (new or replacement)
Telephone service	\$	0.085	per minute (long distance)
Facility keys	\$	15 00	per key (new or replacement)
Lock change	\$		per door
Look ondinge	Ψ	00.00	
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
, ,	\$		per hour
			1
Air Carrier Ramp / Background Check Fee			
Security Threat Assessment (STA)	\$	20.00	per employee
Criminal History Record Check (CHRC)	\$		per employee
	Ψ	40.00	per employee
Photocopies	\$	0 15	per page
1 hotocopies	Ψ	0.15	per page
Fax Services			
Outgoing	\$	5 00	for first page
Outgoing	φ \$		
Incoming			per page after first
Incoming	\$	1.00	per page
Notony convice	¢	E 00	nor eigneture
Notary service	\$	5.00	per signature
	•	05.00	
NSF Check	\$	35.00	each
	•	050.00	
Self-fuel permit fee	\$	650.00	
Fuel Spill Clean up			
Man hour	\$	95.00	
Small Equip.	\$		per hour
Large Equip.	\$	75.00	per hour
Consumables	á	at 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
Signatory Landing Fees	\$.6	65 <60,00	00lbs.
(per 1,000 lbs. per landing)	\$1	.25 >60,0	000lbs.
Non-Signatory Landing Fees	\$	1.95	
(per 1,000 lbs. per landing)			
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 LEO)
Maintenance Service Fee	\$	95.00	per hour
	ŕ		plus supplies & equipment
			(for items the responsibility of tenant)
			,,,
Other contract services		7,50%	plus cost

* Minimum of 1 hour for equipment rental



Hangar Rates and Charges - Transient Aircraft Storage Hangar 509

Door Clearance 95' (W) and 23' (H) Rates applicable for storage of aircraft only and do not include charges by FBOs for Aircraft handling.

As of January 1, 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	e/SF 1gar	tal Facility Rate/SF	Daily Rate 100% Usage	Da	iily Rate 50% Usage	Daily Rate Hangar Only	aily 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

Salina Airport Authority(SAA) Operator of:



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
- 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

Salina Airport Authority(SAA) Operator of:



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 Air Traffic Control	Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739 - for all equipment not available on SAA equipment list. Salina Air Traffic Control Tower, 785-825-4806
Machine Shop Services	Scientific Engineering, Jim Pratt, 785-827-7071
Food Service; Catering	Kansas State University Food Service Provider; AmeriServ, Kate Chambers, 785-826-2922 or Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825- 6739
Recreation; Fitness	Kansas State University Recreation Center, Kyle Chamberlin, 785-826-2662
Rental Cars	Hertz, 785-827-7237; Enterprise, 785-825-1100
Lodging	KSARNG Billeting - Jennifer Short 785-646-3311/3312; Candlewood Suites, Taylor Munoz, 785-823-6939; Hilton Garden Inn, Dana Bronson, 785-309-0440, Ext. 7152,Baymont Inn and Suites, Kimberely or Cindi, 785-823-6900; Quality Inn and Suites, Tammy Surface, 785-825-2111; Courtyard by Marriott, Leslie Lawson, 785-309-1300; La Quinta Inn and Suites, Becky Senger, 785-827-9000; Holiday Inn, Nicholyn Strome, 785-404-6767; Hampton Inn, Monica Batazor, 785-823-9800; Comfort Suites, Bart Garrett, 785-404-6944; Fairfield Inn and Suites, 785-515-5333; Homewood Suites, Jenn Reitz, 785-515-2600. For large scale events, please contact Jo Ann McClure at the Salina Chamber's Convention and Visitors Bureau 785-827-9301
Gases	Airgas, 785-823-8100
	Salina Regional Airport operated by: Salina Airport Authority (SAA) 3237 Arnold Ave., Salina, KS 67401 Shelli Swanson, Director of Admin. & Finance shellis@salair.org 785-827-3914 or 785-577-4647 Your trusted, experienced partners in forward operating location training and missions

Ground Support Equipment & Logistics As of January 1, 2021



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



Appendix A 10

Vehicles and Storage

Description: Chevy 12 Passenger Van



Description: GMC Box Truck L 23'9" W 7'9" H 8'6"



Description: International Semi Flatbed Truck



Description: 1986 International Series Stake Bed Truck



Description: 10K All-Terrain Forklift 15' Height Range



Description: Conex Box Quantity: 2



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

20.0 18.7 18.1 17.9 17.7 18.0 16.9 17.1 17.0 17.0 16.4 15.9 16.0 14.8 15.4 14.5 15.1 15.0 14.0 14.8 14.8 13.8 13.6 14.0 14.5 14.4 14.3 13.2 12.9 13.8 12.4 12.2 13.1 12.0 11. 12.4 11.0 10.9 10.7 11.5 10.3 11.2 10.1 10.0 10.5 10.510.1 10.0 9.1 9.9 9.9 8.6 7.9 7.9 7.9 7.9 8.0 8.4 7.3 8.3 8.3 8.1 8.0 7.1 8.0 8 7.2 7.2 7.0 6.9 6.7 6.0 5.2 6.1 5.2 4.0 3.8 3.0 2.0 0.0 AI Stall White Tuck Arstailwhite AISSAILBUR Appendix A 13

Aircraft Door Sill Heights in Feet (Minimum to Maximum)

.

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

TRI-MAX 30 COMPRESSION ARE FORM PORTABLE FIRE SUPPRESSION SYSTEM 30 Gallons of Solution Expands to Approx 600 Gal Of Finished Foam Product



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	ΨÎ	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	1
Jack up Work Stand		60	150	
K-Loaders		65	160	1
Man Lift Cage		25	70	
Portable Flood Lights		65	190	1
Portable Loading Ramp		65	150	
Tri-Max Wheeled Fire Extinguishers (12)		40	100	
Vehicles	\$	5 50	\$ 160	

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

- *Rates include delivery and return of equipment to any facility on the Airport.
- *Equipment will be positioned fueled.
- *Fuel included, with the exception of vehicles.



2021 CALENDAR OF EVENTS

January1New Year's Day/ Holiday208 a.m. Board of Directors Meeting18Martin 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

4	Independence Day
21	8 a.m. Board of Directors Meeting



August

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
- 27 Christmas Holiday



3237 Arnold Ave | Salina, Kansas | 785-827-3914 www.salinaairport.com | www.flysalina.com