

DATE: September 13, 2021
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **September 15, 2021, SAA Regular Board Meeting**

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

<https://global.gotomeeting.com/join/722130125>

Wednesday's meeting will address the following 2021 Airport Authority operating plan priorities.

- Salina Regional Airport and Airport Industrial Center capital improvements funding.
- Airport Industrial Center building leasing.
- Airport Industrial Center buildings deferred maintenance.
- Workforce recruitment for Airport and Airport Industrial Center employers.
- M.J. Kennedy Air Terminal passenger concourse improvements.
- General aviation hangar construction.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending August 31, 2021 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,181 operations during August 2021 which was a 15% decrease as compared to the August 2020 total of 7,318. For the year-to-date, a total of 53,535 operations have occurred at the Salina Airport which is 53% more than the August 2020 YTD total of 35,019. (During August 2020 the Airport Authority hosted Jaded Thunder 20.2)

Airport Activity – Fuel Flowage (Rogers)

The August 2021 fuel flowage came in at 226,367 gallons which was 67% less than the August 2020 total of 692,614 gallons. For the year-to-date, a total of 1,394,313 gallons has been delivered on the Airport which is 17% less than the 2020 YTD total of 1,672,456 gallons. (During August 2020 the Airport Authority hosted Jaded Thunder 20.2)

Airport Activity – Passenger Enplanements (Rogers)

During August 2021 SkyWest enplaned 1,859 passengers, which was a 290% increase over the August 2020 total of 476 passengers. The August YTD total passenger count was 3,888 which was a 329% increase over the August 2020 YTD total of 907. SLN 2021 passenger enplanements continue to recover at a pace greater than the national average and at numbers greater than 2019.

Financial Reports – Comments and Notes (Swanson)

At the end of August, total operating revenue arrived at 16% over budget and 7.3% (\$131,390) ahead of the same period in 2020. Total administrative expenses ended up 3% over budget while maintenance expenses reached 18% over budget bringing total operating expenses to 8% over budget or \$137,663.

Total operating income before depreciation reached \$159,291 at the end of August which is \$128,542 ahead of budget.

Total contributed capital in the form of grant funding YTD equaled \$1,041,311. Total fixed asset additions YTD arrived at \$1,687,404 or 28% of the annual budget.

Financial Reports – August Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of September 13, 2021 (Swanson)

Account	Amount	Days	Comments
Fort Riley, 1 st ID	\$5,110	31-60	Hangar, GSE rental
AirMD, LLC	\$2,046	31-60	Hangar rental
Shane Brown	\$265	31-60	Storage igloo rental
Kansas Military Board	\$1,976	31-90	Building rental
John Price	\$121	31-90	Hangar rental

Short-term Leasing Activity

On August 19, 2021, the SAA and Enel Green Power North America, Inc., executed a one-year agreement for a small area in Bldg. 808 (1,955 sq. ft.) for the storage of a damaged wind turbine nacelle. This agreement will generate \$360/month or \$43,200 year (\$2.20/SF). Enel has been leasing a portion of this SAA equipment storage building for the damaged component since 2017 while ongoing investigations by insurance companies and associated parties continues.

On August 31, the SAA executed a one-year lease with RMA Engineering, LLC, for the 4,900 sq. ft. aircraft hangar known as 506-2. RMA Engineering is a firm based out of Concordia, KS and is needing short-term storage for their corporate aircraft. This agreement generates \$1,350 per month or \$3.31/SF/Year.

On September 8, the SAA entered into a 4-day agreement with Dynamic Aviation for flight test work to occur at Salina in November 2021. This agreement for one small office, ramp space and certain ground support equipment will generate approximately \$2,040 this fall.

Lastly, the SAA added one more aerial spray operator to its lineup this year. Tyree Ag executed the aerial applicator seasonal use agreement on September 9. The aerial applicator fee is \$750/year plus the current flowage fee for all fuel not purchased through Avflight.

Agenda Item #6 – Approval of SAA Resolution No. 21-09 Authorizing for Sale Taxable General Obligation Temporary Notes, Series 2021-1. (Swanson)

At the August 18, 2021, board meeting, the SAA board authorized the projects and next steps towards financing portions of the general aviation box hangars, public restroom, MJ Kennedy Air Terminal Bldg. improvements, and the renovation of Bldg. 595. The next step in the process is consideration of Resolution No. 21-09 which would authorize the offering for sale of the taxable general obligation temporary notes in an amount not to exceed \$3,500,000, exclusive of bond issuance costs. Also enclosed is the proposed

Official Bid Form and Notice of Sale. Pending approval on 2nd reading by the City Commission scheduled on Sept. 13 and if the enclosed resolution is approved, the Authority would proceed to have a note sale on October 19 for the board to consider bids received and the final note resolution at the board meeting on October 20.

Recommendation: Approval of Resolution 21-09 Authorizing for Sale Taxable General Obligation Temporary Notes, Series 2021-1 and authorize Chair Gunn to sign.

Agenda Item #7 – Review of the Salina Airport Authority’s 2022 to 2028 Airport Capital Improvement Program (ACIP) (Rogers and Swanson)

Enclosed is the final version of the SAA’s 2022 to 2028 Airport Capital Improvement Program (ACIP) that has been reviewed by the FAA Central Region, Airports Division. The FAA’s review does not assure grant funding. The FAA’s comments did confirm the SAA’s priorities and potential sources of federal grant funding that are contingent on Congressional authorization and appropriation legislation. The SLN ACIP anticipates that availability of FAA grant funding from the following “buckets” of money:

1. Passenger Enplanement Entitlement
2. Military Airport Program
3. Airport Infrastructure Program
4. Airport Terminal Program
5. Kansas Department of Transportation
6. Economic Development Administration (EDA)

The 2022 to 2028 estimates a total cost of \$36M to complete needed capital improvement projects at the Salina Regional Airport. Potential federal and state grant funding is estimated to be \$32M. Local matching funds in the amount of \$4M will be needed over the next seven years.

A summary of all projects to funded by FAA, KDOT and EDA grant funding is also enclosed.

Agenda Item #8 – Consideration of an Updated Lease Agreement with Kansas Erosion Products for Building B1021 Located at 3600 Airport Rd. (Rogers and Swanson)

Since June 2015, Kansas Erosion Products (KEP), the makers of erosion control wattles and blankets, has been leasing portions of Bldg. 1021 located at 3600 Airport Road. Over the last five years, KEP has grown from the initial 51% to all of the available space in the 73,002 sq. ft. facility and now desires to combine the Base Lease and Expansion Area Leases into one new Lease combining all of the area into one agreement. Staff is recommending the following terms and conditions.

Base Term:	3 years effective October 1, 2021
Option to Renew:	Two 3-year options (at the sole option of the Lessee)
Rental:	\$19,725/month; \$236,700/year; \$3.24/SF/year
CPI Adjustments:	Biennially
Other rental:	Property taxes, insurance, utilities

Recommendation: Approval of the Lease Agreement with Kansas Erosion Products for Bldg. 1021 and authorize Chair Gunn to sign.

Agenda Item #9 – Approval of Building B1021 Office and Warehouse Improvements. (Rogers and Swanson)

Pending the approval of the KEP Lease Agreement terms presented above, the Authority staff would recommend with improvements to the office area (4,931 sq. ft.) in Bldg. 1021 that would continue to be the headquarters for Kansas Erosion Products’ administrative and sales staff. The office area is in need of new wall and floor coverings, removal and replacement of several interior doors and new acoustical

ceiling tile. KEP has also requested the conversion of one restroom to a break room and an upgrade of a second restroom to meet ADA compliance. The Authority's on call architect/contractor, Hutton, has estimated construction cost of \$139,170.

Secondly, KEP has indicated a second loading dock providing for a 10' x 10' opening on the south side would be of extreme value in the movement of their product in and out of Bldg. 1021. Presently, they are experiencing significant delays in shipping/receiving due to having only one loading dock into the facility. This second dock would add value to the building for KEP and any future tenant. Staff is estimating a construction cost of \$35,000.

Recommendation: Authorize a budget of \$175,000 for the Bldg. 1021 office renovation and the addition of a loading dock.

Agenda Item #10 – Consideration of Bids Received for Exterior Wall Repairs and Painting for Buildings B412, B520, and B700. (Swanson and Bieker)

Over the past ten years the SAA has had to defer maintenance on several owned buildings. Buildings B412, B520 and B700 are all due for exterior wall repairs and painting. B412 and B520 are masonry block construction that requires fixing joints, crack, sealing if masonry block and painting the masonry block. B700 (Avflight Salina) has a stucco exterior that needs repairs. After repairing the stucco exterior, the building would be painted. It has been over 10 years since the exteriors on each building have been repaired and painted.

Bids were received from Brace Integrated Services, Wichita, KS and Painting, Inc, Overland Park, KS. These were the most responsive to the SAA's requirements for exterior wall repair (masonry block and stucco) and ability to complete the work during Fall 2021.

- Brace Integrated Services - \$92,986.64
- Painting, Inc. - \$84,012.64

Recommendation: Approval of the low bid received from Painting, Inc for exterior wall repairs and painting for buildings B412, B520 and B700.

Agenda Item #11 – Salina Area Chamber of Commerce Workforce Recruitment Update (Rogers)

Salina Chamber president and CEO Eric Brown and the Chambers director of economic development and workforce development Renee Duxler will provide the board a workforce recruitment update. The Chamber has several "lines of effort" underway led by the **Imagine Salina** campaign. The Chamber is actively assisting Airport and Airport Industrial Center employers with workforce recruitment and training needs.

The Salina Airport Authority supports the Salina Chamber's workforce recruitment effort by means of a five-year agreement that provides for \$7,500 in SAA funds per year for work force recruitment efforts. The Chamber's presentation highlights the agreement's "deliverables." The agreement recognizes the significance of Salina Chamber work force recruitment capabilities to fill aviation and aerospace jobs created at SLN.

Please contact us if you have any questions or comments.

SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING
Hangar H600, First Floor Conference Room
2720 Arnold Court
Or
Online Via GoToMeeting

September 15, 2021 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine that a quorum is present and confirm that the meeting notice has been published. (Gunn)
2. Recognition of guests. (Gunn)
3. Additions to the agenda and agenda overview. (Rogers)
4. Approval of the minutes of the August 18, 2021, regular board meeting. (Gunn)
5. Review of airport activity and financial reports for the month ending August 31, 2021. (Rogers and Swanson)
6. Approval of SAA Resolution 21-09 authorizing the offering for sale of Taxable General Obligation Temporary Notes, Series 2021-1. (Swanson)
7. Review of the Salina Airport Authority's 2022 to 2028 Airport Capital Improvement Program (ACIP). (Rogers and Swanson)
8. Consideration of a Lease with Kansas Erosion Products for building B1021 located at 3600 Airport Rd. (Rogers and Swanson)
9. Approval of building B1021 office and warehouse improvements. (Rogers and Swanson)
10. Consideration of bids received for exterior wall repairs and painting for buildings B412, B520 and B700. (Swanson and Bieker)
11. Salina Area Chamber of Commerce workforce recruitment update. (Rogers)

Directors' Forum (Gunn)

Visitor's Questions and Comments (Gunn)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Gunn)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
AUGUST 18, 2021
HANGAR 600, ROOM 100**

Call to Order

The meeting was called to order at 8:00 AM by Chair Kristin Gunn. Chair Gunn confirmed that a quorum was present. Business and Communications Manager, Kasey Windhorst noted the board meeting notice was published on Friday, August 13, 2021 and the board packet was distributed on Monday, August 16, 2021.

Attendance

Attendance was taken. Chair Gunn, Directors Buer, Eichelberger, and Weisel were present. Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Jazstyn Moyer; and Attorney Greg Bengtson was in attendance. Julie Yager Zuker, AvFlight and Mitch Robinson, Salina Community Economic Development Organization were in attendance as guests.

Additions to the Agenda

Chair Gunn asked if there were any additions to the agenda. Executive Director Rogers stated an addition under staff reports for SCEDO contributions for CY 2022-2024 and consideration of a lease agreement with One Office Solutions for Bldg. 520, Unit E.

Minutes

Chair Gunn asked if the board members had additions or corrections to the minutes of the July 21, 2021, regular board meeting. Director Weisel moved, seconded by Director Buer, to approve the minutes of the July 21, 2021, regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported that the Salina Air Traffic Control Tower (ATCT) recorded 7,230 operations during July 2021, which was a 34% increase compared to the July 2020 total of 5,399. For year-to-date a total of 47,354 operations have occurred at the airport which is 71% more than the July year-to-date total of 27,701. July fuel flowage came in at 233,652 gallons which was a 64% increase compared to July 2020 total of 142,234 gallons. For year-to-date, a total of 1,650,146 gallons has been delivered to the Airport which is 19% more than the 2020 year-to-date total of 979,842 gallons. United/SkyWest flights enplaned 2,379 passengers, which was a 507% increase as compared to the July 2020 total of 772 enplaned passengers.

Director of Administration and Finance Swanson reported on the financials for the month of July 2021. Total administrative expenses arrived 3% over budget while total maintenance expenses ended the month 21% over budget bringing total operating expenses to 9% over budget year-to-date. Net operating income before depreciation for July reached \$68,728 which is ahead of budget by \$41,820.

Short-term leasing activity continues on a positive trend. During the month of July, the SAA

entered into a five-month lease with Kansas Erosion Products for two acres at the Airport Road equipment yard for the temporary storage of hay bales. This short-term agreement will generate \$4,000 in rental from August to December 2021. Vision Aviation extended their short-term lease agreement in Hangar 600 by two weeks for approximately 20,000 sq. ft. resulting in \$4,720 in hangar revenue.

2022 to 2026 Airport Capital Improvement Program (ACIP)

Executive Director Rogers reviewed the priorities of the Salina Airport Authority that were submitted to the Federal Aviation Administration for grant funding consideration of which include:

- **2022** - Runway 17/35 rehabilitation construction phase
- **2022** – Pumphouse 305 (fuel farm) rehabilitation design and construction
- **2023** – Terminal building parking lot rehabilitation and design and construction
- **2023** - Terminal building expansion and renovation, design phase
- **2024** - Terminal building expansion and renovation, construction phase
- **2025** – Runway 12/30 rehabilitation
- **2026** – Taxiway Alpha rehabilitation

The FAA notified the Salina Airport Authority that the Salina Regional Airport was selected for designation in the FAA’s Military Airports Program (MAP). This selection will provide federal grant funding for the rehabilitation of the airport fuel farm and rehabilitation of the terminal building parking lot.

SAA Resolution No. 21-06

Executive Director Rogers presented SAA Resolution 21-06 for the purpose of providing matching funds to qualify for federal and state grants. The 2022 mill levy funds needed for matching state and federal airport improvement grants is \$420,000 or an estimated mill levy of 0.9479. Director Buer moved to approve SAA Resolution 21-06 levying an ad valorem tax of an estimated 0.9479 mills on all taxable tangible property within the City of Salina, Kansas for the purpose of providing matching funds to qualify for any federal or state grant relating to the development, improvement, operation or maintenance of the Salina Regional Airport and authorize Chair Gunn and Secretary Weisel to sign the Resolution. Director Weisel seconded the motion. Motion passed unanimously.

SAA Resolution No. 21-07

Director of Administration and Finance Swanson reviewed SAA Resolution No. 21-07 that details the mill levy required to pay G.O. Bond debt principal and interest in 2022. An estimated mill levy of 3.998 mills will raise \$1,767,255 required for G.O. Bond debt service payments. Director Weisel moved to approve SAA Resolution No. 21-07 levying an ad valorem tax of an estimated 3.998 mills on all taxable tangible property within the City of Salina, Kansas for the purpose of paying the interest on and principal of General Obligation bonds of the Salina Airport Authority and authorize Chair Gunn and Secretary Weisel to sign the Resolution. Seconded by Director Eichelberger. Motion passed unanimously.

SAA Resolution No. 21-08

Rogers reviewed the SAA's capital improvement project budgets and estimated construction costs for all projects listed below and discussed financing through General Obligation Temporary notes.

- 1.) General Aviation Box Hangars and Public Restrooms
- 2.) M.J. Kenney Air Terminal Concourse Expansion and Remodel
- 3.) Bldg. 595 Remodel (20,000 sq. ft. warehouse/industrial bldg. located at 2760 Centennial)

Staff provided the board with two financing options for their consideration:

Option 1 – Finance a portion of all three projections with a principal amount of bonds not to exceed \$3,500,000 exclusive of costs of issuance and any temporary financing costs as per the estimated development costs on the worksheet titled Option 1.

Option 2 – Finance a portion of two of the three projects (excluding Bldg. 595) with a principal amount of bonds not to exceed \$1,670,000 exclusive of costs of issuance and any temporary financing costs as per the estimated development costs on the worksheet titled Option 2.

Option 1 includes all three projects referenced above and totals to approximately \$4,100,000.00. Option 2 includes all with the exception of Bldg. 595 and totals to approximately \$2,270,000.00. Director Weisel moved to approve Resolution No. 21-08 authorizing the issuance of general obligation bonds of the Salina Airport Authority for the purpose financing the cost of certain capital improvements at the Salina Regional Airport and Airport Industrial Center and authorizing the sale of taxable general obligation temporary notes, Series 2021-1 of the Salina Airport Authority in an amount not to exceed \$3,500,000 (Option 1) and authorize Chair Gunn and Secretary Weisel to sign the Resolution. Seconded by Director Eichelberger. Motion passed unanimously.

American Rescue Plan Act (ARPA) Grant Offer

Rogers reviewed the American Rescue Plan Act (ARPA) grant offer and agreement from the Federal Aviation administration in the amount of \$1,078,987. The grant provides 100% federal funding for costs related to Salina Regional Airport operations and maintenance. Director Eichelberger moved to accept and approve the proposed American Rescue Plan Act (ARPA) federal grant offer and agreement and authorize Chair Gunn and board attorney Bengtson sign the agreement. Seconded by Director Weisel. Motion passed unanimously.

Dragun Corporation Lease Agreement (Building B412)

Swanson reviewed the proposed lease agreement with Dragun Corporation for a portion of Bldg. 412 (1,576 SF) located at 2804 Arnold Avenue for the purpose of establishing an environmental field office for the former Schilling Air Force Base environmental cleanup project. The Lease terms are as follows:

Effective Date:	August 23, 2021
Term:	Two Years
Renewal:	Option to renew for one additional term of either 1 or 2 years (tenant option)
Rate:	\$825.00/month, \$9,900/year, \$6.28/SF/year
Renewal Rate:	CPI Adjustment over primary lease term

Other: Lessee is responsible for utilities and general liability insurance.

Director Weisel moved to approve the two-year lease agreement with Dragun Corporation for the leasing of 1,576 sq. ft. in Bldg. 412 and authorize Chair Gunn and Secretary Weisel to sign the agreement. Seconded by Director Buer. Motion passed unanimously.

One Office Solutions Lease Agreement (Building B520, Unit E)

Swanson distributed and reviewed the proposed lease agreement with One Office Solutions for Bldg. 520, Unit E located at 2775 Arnold Avenue. The Lease terms are as follows:

Effective Date:	September 1, 2021	
Term:	Two Years	
Renewal:	Option to renew for one additional term of 1-year	
Rate:	Sept. 2021	\$0 per month
	Oct. – Nov. 2021	\$900 per month
	Dec. 2021 – Feb. 2022	\$1,000 per month
	Mar. – May 2022	\$1,200 per month
	June – Aug. 2022	\$1,400 per month
Other:	Lessee is responsible for utilities and general liability insurance.	

Director Buer moved to approve the two-year lease agreement with One Office Solutions for Bldg. B520, Unit E and authorize Chair Gunn and Secretary Weisel to sign the agreement. Seconded by Director Eichelberger. Motion passed unanimously.

Staff Reports

Rogers reviewed the member funding contributions for the Salina Community Economic Development Organization (SCEDO). For calendar years 2022-2024, the amount is \$50,000 per year. Director Eichelberger inquired about access to SCEDO monthly board meeting packets. Mitch Robinson, SCEDO Executive Director stated board meeting notices will be provided to the SAA board members monthly.

Upon a motion duly made, the meeting adjourned at 9:30 A.M.

Minutes approved at the September 15, 2021, Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2021**

AIR TRAFFIC/ATCT

August, 2021	6,181 Operations 840 Instrument Operations 430 Peak Day
August, 2020	7,318 Operations 889 Instrument Operations 485 Peak Day
January 2021 - August 2021	53,535 Operations
January 2020 - August 2020	35,019 Operations
January 2019 - August 2019	51,467 Operations

FUEL FLOWAGE

August, 2021	226,367 Gallons
August, 2020	692,614 Gallons
January 2021 - August 2021	1,394,313 Gallons
January 2020 - August 2020	1,672,456 Gallons
January 2019 - August 2019	1,697,683 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
10,606	215,761	65,186	656
10,333	682,281	547,695	683
84,001	1,310,312	303,626	3,565
48,132	1,624,324	737,106	2,129
67,366	1,630,317	828,595	4,141

SkyWest Airlines

ENPLANEMENTS

August, 2021	1,859 Passengers
August, 2020	476 Passengers
January 2021 - August 2021	10,505 Passengers
January 2020 - August 2020	5,471 Passengers
January 2019 - August 2019	12,850 Passengers

DEPLANEMENTS

TOTAL

2,029 Passengers	3,888
431 Passengers	907

ENPLANEMENTS - Charter Flights

August, 2021	0 Passengers
August, 2020	1,229 Passengers
January 2021 - August 2021	862 Passengers
January 2020 - August 2020	5,288 Passengers
January 2019 - August 2019	1,264 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

August, 2021	1,859 Passengers
August, 2020	1,705 Passengers
January 2021 - August 2021	11,367 Passengers
January 2020 - August 2020	10,759 Passengers
January 2019 - August 2019	14,114 Passengers

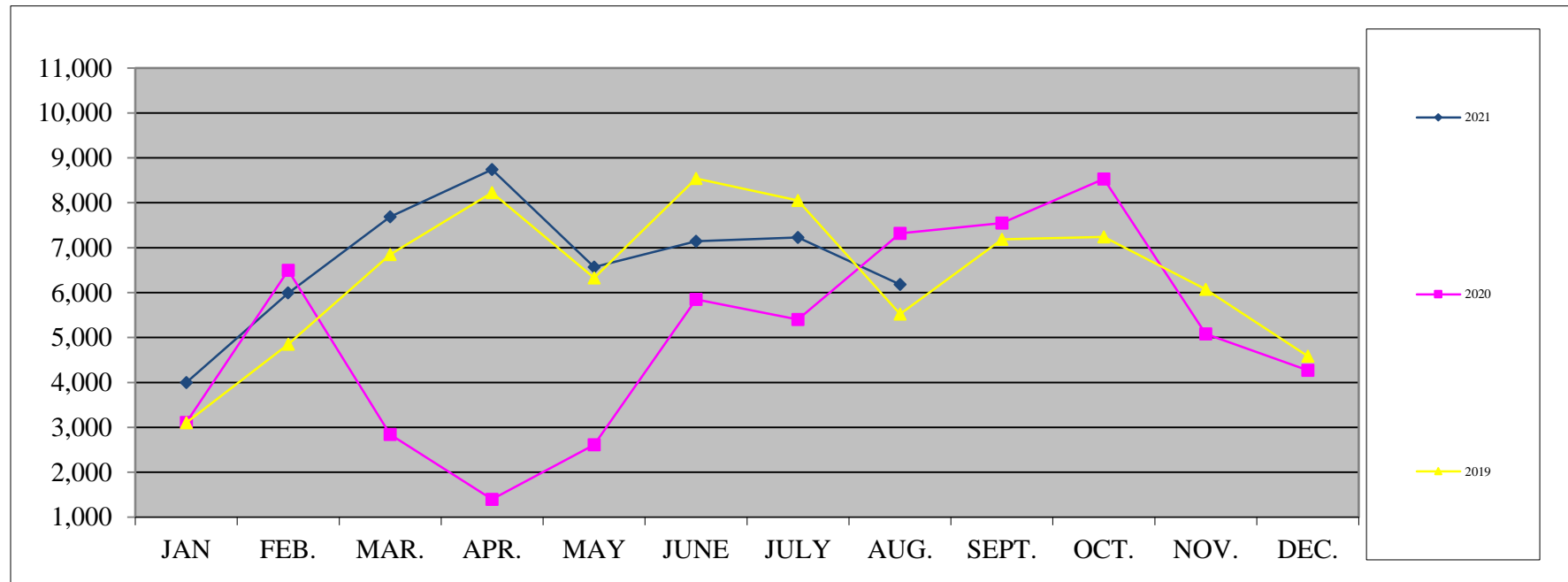
AIRPORT TRAFFIC RECORD

2020 - 2021

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2021									
January, 21	131	1,074	540	161	1,906	1,968	122	2,090	3,996
February, 21	109	1,966	533	218	2,826	2,863	300	3,163	5,989
March, 21	113	2,286	743	340	3,482	3,804	402	4,206	7,688
April, 21	120	2,534	743	196	3,593	4,966	180	5,146	8,739
May, 21	132	1,767	847	272	3,018	3,274	278	3,552	6,570
June, 21	141	2,327	876	154	3,498	3,522	122	3,644	7,142
July, 21	129	2,063	845	189	3,226	3,874	130	4,004	7,230
August, 21	132	1,694	898	193	2,917	3,120	144	3,264	6,181
September, 21									
October, 21									
November, 21									
December, 21									
Totals January - August	1,007	15,711	6,025	1,723	24,466	27,391	1,678	29,069	53,535
2020									
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									
October, 20									
November, 20									
December, 20									
Totals January - August	926	9,211	4,853	2,923	17,913	14,844	2,262	17,106	35,019
Difference	81	6,500	1,172	-1,200	6,553	12,547	-584	11,963	18,516
YTD % Change	9%	71%	24%	-41%	37%	85%	-26%	70%	53%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

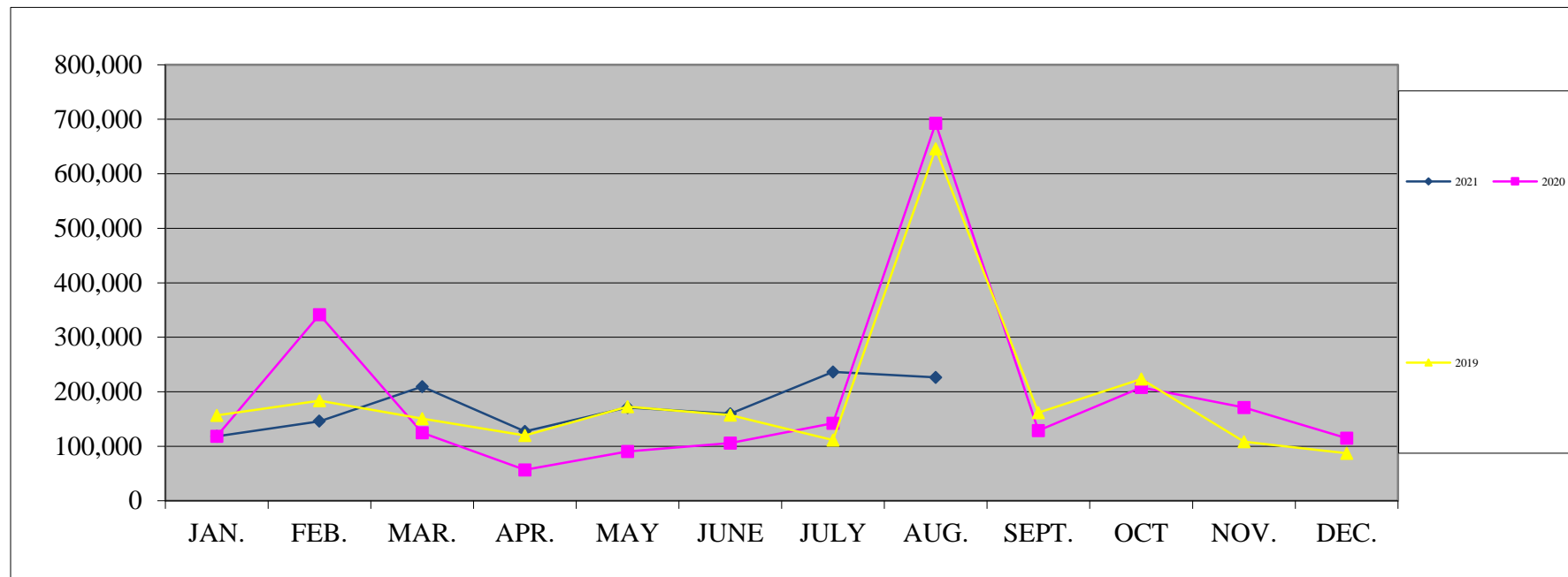
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2021	3,996	5,989	7,688	8,739	6,570	7,142	7,230	6,181					53,535
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
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



FUEL FLOWAGE

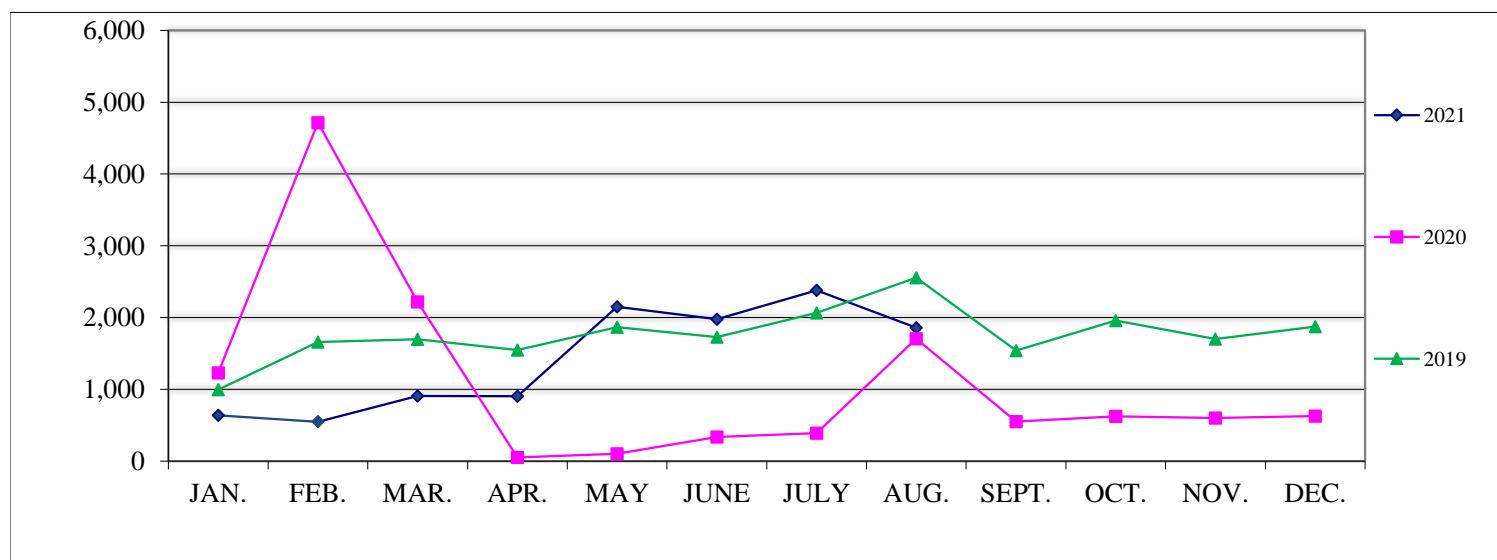
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2021	118,269	145,726	209,376	127,107	171,289	159,725	236,452	226,367					1,394,313
2020	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	170,893	114,869	2,295,009
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



ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2021	638	548	909	904	2,151	1,979	2,379	1,859					11,367
2020	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	13,165
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



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

Salina Airport Authority
Statement of Net Assets Prev Year Comparison
As of August 31, 2021

09/13/2021

	Aug 31, 21	Jul 31, 21	\$ Change	Aug 31, 20	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	51,623	52,173	-550	182,276	-130,653	-72%
Cash in bank-Operating Funds	1,550,539	2,011,635	-461,096	853,615	696,924	82%
Cash in Bank - Mill Levy	586,123	2,344,452	-1,758,329	338,120	248,003	73%
LPA - B824 Project Fund	0	0	0	460,000	-460,000	-100%
Total Checking/Savings	2,188,285	4,408,260	-2,219,975	1,834,011	354,274	19%
Accounts Receivable						
Accounts Receivable	178,801	113,726	65,075	310,323	-131,522	-42%
Total Accounts Receivable	178,801	113,726	65,075	310,323	-131,522	-42%
Other Current Assets						
Agri Land Receivable	66,760	66,760	0	56,000	10,760	19%
Mill Levy receivable	196,494	196,494	0	258,580	-62,086	-24%
Other current assets	153,088	164,360	-11,272	149,336	3,752	3%
Undeposited Funds	53,934	19,298	34,636	8,082	45,852	567%
Total Other Current Assets	470,276	446,912	23,364	471,998	-1,722	-0%
Total Current Assets	2,837,362	4,968,898	-2,131,536	2,616,332	221,030	8%
Fixed Assets						
Fixed assets at cost	94,399,443	94,225,303	174,140	92,175,442	2,224,001	2%
Less accumulated depreciation	-52,343,023	-52,105,683	-237,340	-49,289,526	-3,053,497	-6%
Total Fixed Assets	42,056,420	42,119,620	-63,200	42,885,916	-829,496	-2%
Other Assets						
Deferred Outflow of Resources	1,232,712	1,232,712	0	1,276,204	-43,492	-3%
Total Other Assets	1,232,712	1,232,712	0	1,276,204	-43,492	-3%
TOTAL ASSETS	46,126,494	48,321,230	-2,194,736	46,778,452	-651,958	-1%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	156,518	431,773	-275,255	192,744	-36,226	-19%
Total Accounts Payable	156,518	431,773	-275,255	192,744	-36,226	-19%
Credit Cards						
Sam's Club Discover	-20	-1,322	1,302	1,375	-1,395	-101%
Total Credit Cards	-20	-1,322	1,302	1,375	-1,395	-101%
Other Current Liabilities						
Accrued debt interest payable	9,779	264,135	-254,356	-10,889	20,668	190%
Debt, current portion	1,670,000	3,772,397	-2,102,397	1,427,350	242,650	17%
Deferred Agri Land Revenue	22,253	27,817	-5,564	18,667	3,586	19%
Deferred Mill Levy revenue	844,890	1,056,112	-211,222	889,169	-44,279	-5%
Other current liabilities	265,491	245,966	19,525	210,078	55,413	26%
Total Other Current Liabilities	2,812,413	5,366,427	-2,554,014	2,534,375	278,038	11%
Total Current Liabilities	2,968,911	5,796,878	-2,827,967	2,728,494	240,417	9%
Long Term Liabilities						
Debt - Long Term	22,100,188	23,551,148	-1,450,960	21,447,102	653,086	3%
Deferred Inflows of Resources	66,426	66,426	0	41,412	25,014	60%
Less current portion	-1,670,000	-3,772,397	2,102,397	-1,427,350	-242,650	-17%
Net OPEB Liability (KPERs)	13,924	13,924	0	13,338	586	4%
Net Pension Liability	715,670	715,670	0	632,856	82,814	13%
Security Deposits Returnable	92,501	91,151	1,350	75,449	17,052	23%
Total Long Term Liabilities	21,318,709	20,665,922	652,787	20,782,807	535,902	3%
Total Liabilities	24,287,620	26,462,800	-2,175,180	23,511,301	776,319	3%
Equity						
Invested in Capital Assets net	18,568,472	18,568,472	0	21,418,316	-2,849,844	-13%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,538,711	2,538,711	0	994,469	1,544,242	155%
Net Income	641,692	661,248	-19,556	764,366	-122,674	-16%
Total Equity	21,838,875	21,858,431	-19,556	23,267,151	-1,428,276	-6%
TOTAL LIABILITIES & EQUITY	46,126,495	48,321,231	-2,194,736	46,778,452	-651,957	-1%

Salina Airport Authority
Profit & Loss Budget Performance
August 2021

12:23 PM
09/13/2021
Accrual Basis

	Aug 21	Jan - Aug 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	20,002	119,011	123,333	-4,322	96%	185,000
Hangar rent	114,615	560,745	440,000	120,745	127%	660,000
Landing fees	2,529	19,268	20,000	-732	96%	30,000
Ramp rent	5,373	42,664	38,223	4,441	112%	57,335
Total Airfield revenue	142,519	741,688	621,556	120,132	119%	932,335
Building and land rent						
Agri land rent	5,563	44,507	44,507	0	100%	66,760
Building rents - Long Term						
Short-term leasing	31,695	271,205	202,800	68,405	134%	304,200
Building rents - Long Term - Other	80,196	619,938	545,033	74,905	114%	817,550
Total Building rents - Long Term	111,891	891,143	747,833	143,310	119%	1,121,750
Land rent						
Basic Land Rent	15,115	108,830	85,724	23,106	127%	128,586
Property tax - tenant share	9,452	75,616	75,616	0	100%	113,424
Total Land rent	24,567	184,446	161,340	23,106	114%	242,010
Tank rent	1,167	9,336	9,000	336	104%	13,500
Total Building and land rent	143,188	1,129,432	962,680	166,752	117%	1,444,020
Other revenue						
Airport Marketing	0	0	16,667	-16,667	0%	25,000
Commissions	0	9,476	14,040	-4,564	67%	21,060
Other income	14,637	51,885	51,333	552	101%	77,000
Total Other revenue	14,637	61,361	82,040	-20,679	75%	123,060
Total Income	300,344	1,932,481	1,666,276	266,205	116%	2,499,415
Gross Profit	300,344	1,932,481	1,666,276	266,205	116%	2,499,415
Expense						
Administrative expenses						
A/E, consultants, brokers	3,564	24,967	21,333	3,634	117%	32,000
Airport promotion	21,282	129,857	66,667	63,190	195%	100,000
Bad Debt Expense	0	107	3,333	-3,226	3%	5,000
Computer/Network Admin.	1,473	17,596	20,000	-2,404	88%	30,000
Dues and subscriptions	383	16,294	16,667	-373	98%	25,000
Employee retirement	5,855	51,747	56,897	-5,150	91%	85,345
FICA and medicare tax expense	4,897	39,992	43,893	-3,901	91%	65,840
Industrial development	2,375	19,000	29,000	-10,000	66%	43,500
Insurance , property	17,083	136,667	143,333	-6,666	95%	215,000
Insurance, medical	16,122	133,325	136,667	-3,342	98%	205,000
Kansas unemployment tax	0	4,220	667	3,553	633%	1,000
Legal and accounting	0	49,321	24,667	24,654	200%	37,000
Office salaries	37,992	321,195	344,041	-22,846	93%	516,062
Office Supplies	28	4,393	4,333	60	101%	6,500
Other administrative expense	1,818	11,288	10,000	1,288	113%	15,000
Postage	0	1,064	1,667	-603	64%	2,500
Property tax expense	14,238	113,903	113,903	0	100%	170,854
Special Events	0	0	667	-667	0%	1,000
Telephone	2,049	15,584	10,667	4,917	146%	16,000
Training	0	335	3,333	-2,998	10%	5,000
Travel and meetings	19	3,168	6,667	-3,499	48%	10,000
Total Administrative expenses	129,178	1,094,023	1,058,402	35,621	103%	1,587,601

	Aug 21	Jan - Aug 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	1,735	31,034	33,333	-2,299	93%	50,000
Airport Security	-103	3,969	1,667	2,302	238%	2,500
Building maintenance	12,773	98,037	50,000	48,037	196%	75,000
Equipment fuel and repairs	5,461	59,979	40,000	19,979	150%	60,000
Fire Services	3,251	13,149	17,000	-3,851	77%	25,500
Grounds maintenance	0	10,040	5,000	5,040	201%	7,500
Maintenance salaries	27,032	221,348	253,458	-32,110	87%	380,187
Other maintenance expenses	1,525	12,274	16,667	-4,393	74%	25,000
Snow removal expense	0	2,685	13,333	-10,648	20%	20,000
Utilities	14,783	226,652	146,667	79,985	155%	220,000
Total Maintenance expenses	66,457	679,167	577,125	102,042	118%	865,687
Total Expense	195,635	1,773,190	1,635,527	137,663	108%	2,453,288
Net Ordinary Income	104,709	159,291	30,749	128,542	518%	46,127
Other Income/Expense						
Other Income						
Capital contributed	0	1,041,311	350,000	691,311	298%	525,000
Gain on sale of assets	0	193,240	13,333	179,907	1,449%	20,000
Interest income						
Interest income on deposits	71	701	1,000	-299	70%	1,500
Total Interest income	71	701	1,000	-299	70%	1,500
Mill levy income	211,222	1,689,779	1,689,779	0	100%	2,534,669
Total Other Income	211,293	2,925,031	2,054,112	870,919	142%	3,081,169
Other Expense						
Debt interest expense net						
Bond issue cost	44,613	46,678	30,000	16,678	156%	45,000
Interest Expense on Debt	53,605	428,840	428,833	7	100%	643,250
Total Debt interest expense net	98,218	475,518	458,833	16,685	104%	688,250
Depreciation expense	237,340	1,898,721	1,898,721	0	100%	2,848,082
Other Non-Operating Expenses	0	68,394	1	68,393	6,839,400%	1
Total Other Expense	335,558	2,442,633	2,357,555	85,078	104%	3,536,333
Net Other Income	-124,265	482,398	-303,443	785,841	-159%	-455,164
Net Income	-19,556	641,689	-272,694	914,383	-235%	-409,037

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through August 2021

12:31 PM
09/13/2021
Accrual Basis

	Jan - Aug 21	Jan - Aug 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	119,011.07	138,646.30	-19,635.23	-14.16%
Hangar rent	560,745.08	437,942.79	122,802.29	28.04%
Landing fees	19,268.10	35,818.65	-16,550.55	-46.21%
Ramp rent	42,664.00	40,880.00	1,784.00	4.36%
Total Airfield revenue	741,688.25	653,287.74	88,400.51	13.53%
Building and land rent				
Agri land rent	44,506.64	37,333.36	7,173.28	19.21%
Building rents - Long Term				
Short-term leasing	271,205.47	227,318.80	43,886.67	19.31%
Building rents - Long Term - Other	619,938.27	570,908.38	49,029.89	8.59%
Total Building rents - Long Term	891,143.74	798,227.18	92,916.56	11.64%
Land rent				
Basic Land Rent	108,829.51	82,939.74	25,889.77	31.22%
Property tax - tenant share	75,616.00	82,599.36	-6,983.36	-8.45%
Total Land rent	184,445.51	165,539.10	18,906.41	11.42%
Tank rent	9,336.00	9,306.00	30.00	0.32%
Total Building and land rent	1,129,431.89	1,010,405.64	119,026.25	11.78%
Other revenue				
Airport Marketing	0.00	60,419.58	-60,419.58	-100.0%
Commissions	9,475.86	10,158.83	-682.97	-6.72%
Other income	51,885.21	66,819.17	-14,933.96	-22.35%
Total Other revenue	61,361.07	137,397.58	-76,036.51	-55.34%
Uncategorized Income	0.00	0.00	0.00	0.0%
Total Income	1,932,481.21	1,801,090.96	131,390.25	7.3%
Gross Profit	1,932,481.21	1,801,090.96	131,390.25	7.3%
Expense				
Administrative expenses				
A/E, consultants, brokers	24,966.55	0.00	24,966.55	100.0%
Airport promotion				
Air Serv. Mktg - City	0.00	3,410.54	-3,410.54	-100.0%
Air Serv. Mktg - County	0.00	50,000.00	-50,000.00	-100.0%
Air Serv. Mktg - SAA	126,798.98	83,474.57	43,324.41	51.9%
Airport promotion - Other	3,057.75	3,267.13	-209.38	-6.41%
Total Airport promotion	129,856.73	140,152.24	-10,295.51	-7.35%
Bad Debt Expense	107.00	0.00	107.00	100.0%
Computer/Network Admin.	17,595.83	21,641.90	-4,046.07	-18.7%
Dues and subscriptions	16,293.50	16,411.90	-118.40	-0.72%
Employee retirement	51,746.97	45,907.26	5,839.71	12.72%
FICA and medicare tax expense	39,992.45	37,492.58	2,499.87	6.67%
Industrial development	19,000.00	21,000.00	-2,000.00	-9.52%
Insurance , property	136,666.64	114,851.18	21,815.46	19.0%
Insurance, medical	133,324.88	110,807.94	22,516.94	20.32%
Kansas unemployment tax	4,220.38	371.79	3,848.59	1,035.15%
Legal and accounting	49,320.60	29,065.50	20,255.10	69.69%
Office salaries	321,194.51	310,933.80	10,260.71	3.3%
Office Supplies	4,393.13	3,481.83	911.30	26.17%
Other administrative expense				
Merchant Processing Fees	7,717.19	6,469.48	1,247.71	19.29%
Other administrative expense - Other	3,570.50	3,229.42	341.08	10.56%
Total Other administrative expense	11,287.69	9,698.90	1,588.79	16.38%
Postage	1,064.34	668.23	396.11	59.28%
Property tax expense	113,902.64	110,585.36	3,317.28	3.0%
Special Events	0.00	0.00	0.00	0.0%
Telephone	15,583.94	8,277.83	7,306.11	88.26%
Training	334.95	2,192.95	-1,858.00	-84.73%
Travel and meetings	3,167.81	7,591.29	-4,423.48	-58.27%
Total Administrative expenses	1,094,020.54	991,132.48	102,888.06	10.38%

	Jan - Aug 21	Jan - Aug 20	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	31,033.52	64,658.82	-33,625.30	-52.0%
Airport Security	3,969.03	472.07	3,496.96	740.77%
Building maintenance	98,036.81	62,573.97	35,462.84	56.67%
Equipment fuel and repairs	59,979.14	43,256.58	16,722.56	38.66%
Fire Services	13,148.88	5,718.33	7,430.55	129.94%
Grounds maintenance	10,039.76	3,767.15	6,272.61	166.51%
Maintenance salaries				
COVID-19 Compensation	343.00	0.00	343.00	100.0%
Maintenance salaries - Other	221,005.38	182,577.02	38,428.36	21.05%
Total Maintenance salaries	221,348.38	182,577.02	38,771.36	21.24%
Other maintenance expenses	12,273.98	16,533.89	-4,259.91	-25.77%
Snow removal expense	2,684.74	2,413.14	271.60	11.26%
Utilities	226,652.19	144,254.29	82,397.90	57.12%
Total Maintenance expenses	679,166.43	526,225.26	152,941.17	29.06%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	1,773,186.97	1,517,357.74	255,829.23	16.86%
Net Ordinary Income	159,294.24	283,733.22	-124,438.98	-43.86%
Other Income/Expense				
Other Income				
Capital contributed				
CARES Grant No. 41 - Operating	183,669.53	698,655.65	-514,986.12	-73.71%
CRRSAA Grant No. 43 - Equipment	270,402.57	0.00	270,402.57	100.0%
CRRSAA Grant No. 43 - Operating	512,128.65	0.00	512,128.65	100.0%
Capital contributed - Other	75,110.27	316,918.00	-241,807.73	-76.3%
Total Capital contributed	1,041,311.02	1,015,573.65	25,737.37	2.53%
Gain on sale of assets	193,240.00	0.00	193,240.00	100.0%
Interest income				
Interest income on deposits	700.60	1,527.60	-827.00	-54.14%
Total Interest income	700.60	1,527.60	-827.00	-54.14%
Mill levy income	1,689,779.36	1,779,627.37	-89,848.01	-5.05%
Total Other Income	2,925,030.98	2,796,728.62	128,302.36	4.59%
Other Expense				
Debt interest expense net				
Bond issue cost	46,677.92	30,510.30	16,167.62	52.99%
Interest Expense on Debt	428,840.00	424,094.40	4,745.60	1.12%
Total Debt interest expense net	475,517.92	454,604.70	20,913.22	4.6%
Depreciation expense	1,898,721.36	1,861,491.60	37,229.76	2.0%
Other Non-Operating Expenses	68,393.71	0.00	68,393.71	100.0%
Total Other Expense	2,442,632.99	2,316,096.30	126,536.69	5.46%
Net Other Income	482,397.99	480,632.32	1,765.67	0.37%
Net Income	641,692.23	764,365.54	-122,673.31	-16.05%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of August 31, 2021

10:29 AM

09/13/2021

Accrual Basis

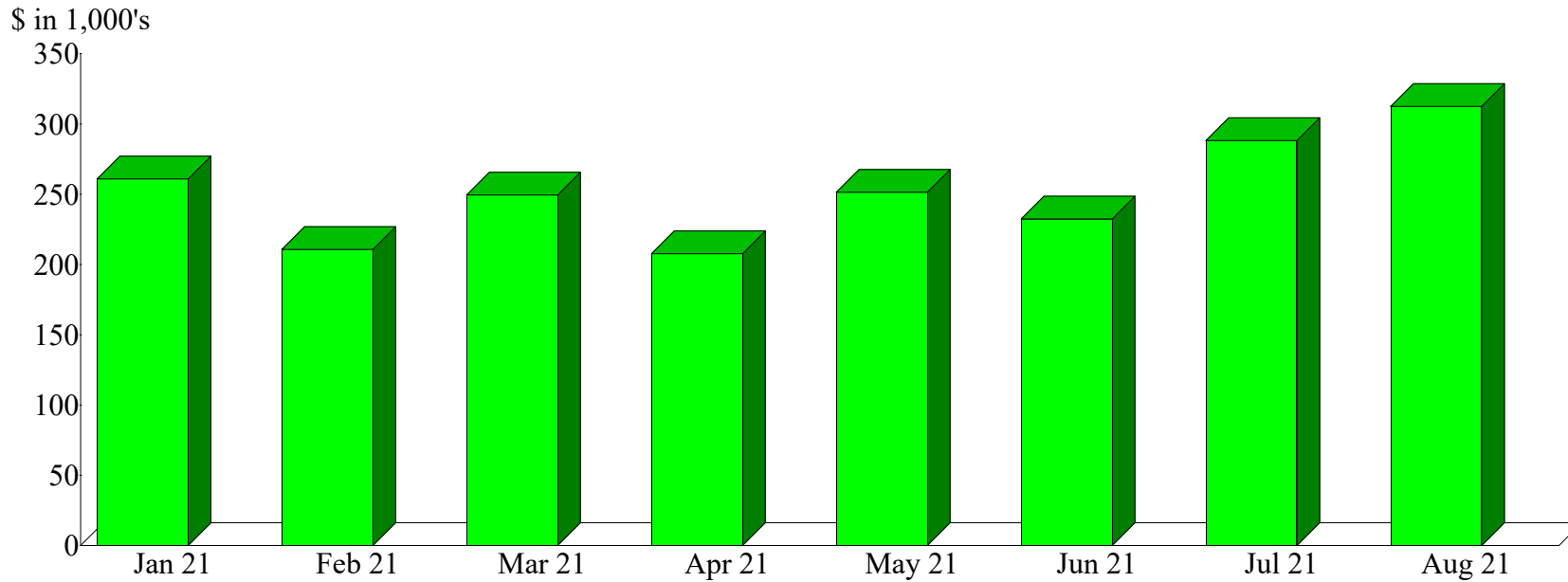
	Aug 21	Jan - Aug 21	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab		232,240	470,000	-237,760	49%
Airfield Improvements	30,159	153,923	145,000	8,923	106%
GA Hangar Construction		0	943,307	-943,307	0%
GA Hangar Restroom Construction	57,735	137,502	156,693	-19,191	88%
GA Hangar Restroom Design		6,455	8,217	-1,762	79%
GA Hangars Design		42,089	61,783	-19,694	68%
Total Airfield	87,894	572,209	1,785,000	-1,212,791	32%
Buildings & Improvements					
Building improvements					
Bldg. #614 Imps.		0	25,000	-25,000	0%
Bldg. 595 Improvements	47,749	47,749	1,749,000	-1,701,251	3%
Bldg. 724 Renovation		18,935	20,000	-1,065	95%
Bldg. 824 Imps.		19,583	16,058	3,525	122%
Bldg. Imps. Other		247,293	30,000	217,293	824%
Hangar 606 Mechanical Additions		4,787	1	4,786	478,700%
Hangar 606 Rehabilitation		15,171	20,000	-4,829	76%
Hangar 959 Rehabilitation	550	61,644	85,000	-23,356	73%
Total Building improvements	48,299	415,162	1,945,059	-1,529,897	21%
FBO Improvements					
Avflight North		0	22,500	-22,500	0%
Total FBO Improvements		0	22,500	-22,500	0%
Terminal building improvements					
Concourse Imps.	20,077	56,277	1,181,000	-1,124,723	5%
Total Terminal building improvements	20,077	56,277	1,181,000	-1,124,723	5%
Total Buildings & Improvements	68,376	471,439	3,148,559	-2,677,120	15%
Equipment					
Airfield Equipment		20,340	105,000	-84,660	19%
ARFF equipment		53,524	52,726	798	102%
Communications equipment		76,874	85,946	-9,072	89%
Computer equipment		2,492	15,000	-12,508	17%
Office equipment		18,517	20,000	-1,483	93%
Other Equipment		0	10,000	-10,000	0%
Shop equipment		166,614	563,126	-396,512	30%
Terminal bldg equipment		7,025	7,500	-475	94%
Vehicles		252,172	258,887	-6,715	97%
Total Equipment	0	597,558	1,118,185	-520,627	53%
Land					
Airport Indust. Cent. Imps.	0	0	15,000	-15,000	0%
Rail Spur Imps.	0	46,198	10,000	36,198	462%
Total Land	0	46,198	25,000	21,198	185%
Total Fixed assets at cost	156,270	1,687,404	6,076,744	-4,389,340	28%

Salina Airport Authority
Significant Capital Expenditures Detail
August 2021

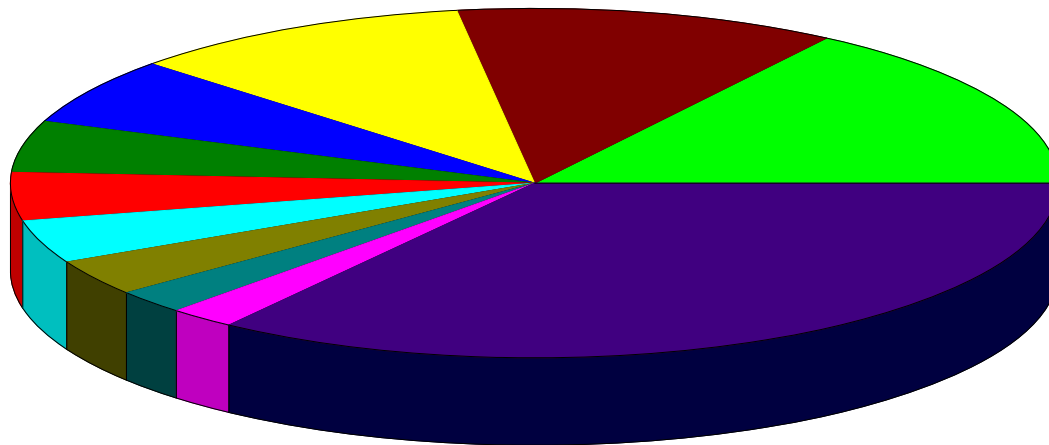
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
Airfield Improvements					
Bill	08/07/2021	Standard Signs Inc.(Lumacurve)	LED lighting - Airfield	27,649.00	27,649.00
Bill	08/31/2021	Cheney Door Company, Inc.	Gate Opener	2,510.23	30,159.23
Total Airfield Improvements				30,159.23	30,159.23
GA Hangar Restroom Construction					
Bill	08/31/2021	Cheney Construction Inc.	GA Hangar Public Restroom Facility - Payment No. 2	57,735.05	57,735.05
Total GA Hangar Restroom Construction				57,735.05	57,735.05
Total Airfield				87,894.28	87,894.28
Buildings & Improvements					
Building improvements					
Bldg. 595 Improvements					
Bill	08/31/2021	Ryan Roofing, Inc.	B595 roof (progress payment 1 of 2)	47,748.75	47,748.75
Total Bldg. 595 Improvements				47,748.75	47,748.75
Hangar 959 Rehabilitation					
Bill	08/04/2021	Hutton Corporation	H959 project manager fee	550.00	550.00
Total Hangar 959 Rehabilitation				550.00	550.00
Total Building improvements				48,298.75	48,298.75
Terminal building improvements					
Concourse Imps.					
Bill	08/05/2021	Hutton Corporation	Concourse design contract fees	10,000.00	10,000.00
Bill	08/19/2021	DJ Cain	PA System updagrades (50% deposit)	2,367.16	12,367.16
Bill	08/31/2021	Hutton Corporation	Concourse Remodel project - Progress payment no. 1	7,709.66	20,076.82
Total Concourse Imps.				20,076.82	20,076.82
Total Terminal building improvements				20,076.82	20,076.82
Total Buildings & Improvements				68,375.57	68,375.57
Total Fixed assets at cost				156,269.85	156,269.85
TOTAL				156,269.85	156,269.85

Sales by Month
January through August 2021

Dollar Sales



Sales Summary
January through August 2021

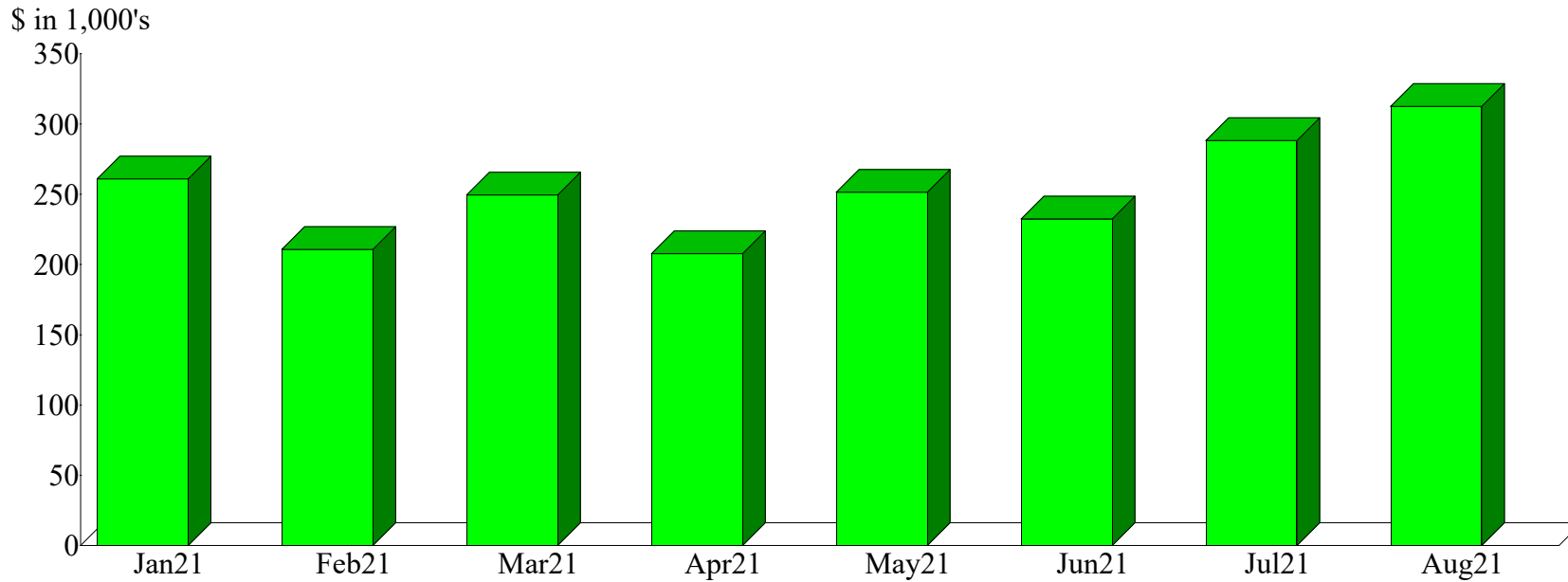


Kansas Erosion Products, LLC.	15.72%
1 Vision Aviation, PLLC	11.88
Avflight Salina	10.76
SFC Global Supply Chain	6.27
NASA	4.83
Stryten Salina, LLC	4.56
Universal Forest Products (UFP)	4.09
Kansas State Polytechnic - Salina	3.38
Sierra Nevada Corporation	2.28
Durham School Service, L.P.	2.14
Other	34.08
Total	\$2,013,255.32

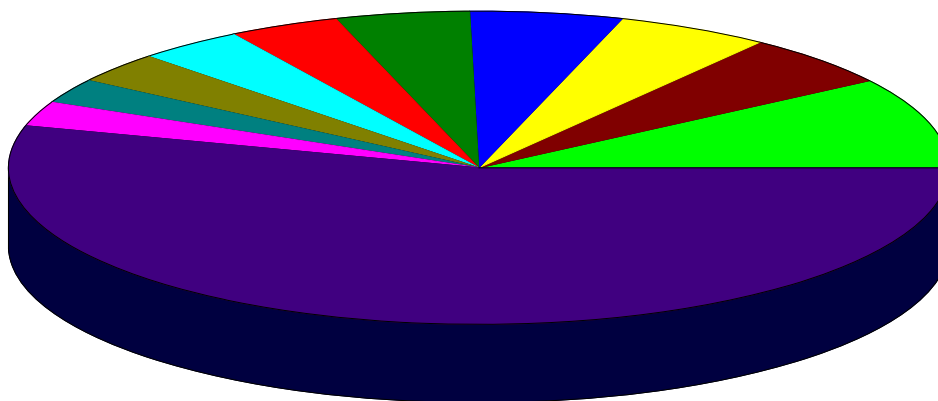
By Customer

Sales by Month
January through August 2021

Dollar Sales



Sales Summary
January through August 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.45%
B-01021 (Building #1021 located at 3600	5.48
Utility Reimbursement (Utility Reimburse	5.39
FFF-Avflight Salina (Fuel Flowage Fee @	5.30
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	4.68
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	3.96
B-00620-1 (Building #620 (30,000 SF) an	3.79
B-00626-1 (Manufacturing facility #626 (3.21
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.59
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.56
Other	53.59
Total	\$2,013,255.32

By Item

SALINA AIRPORT AUTHORITY

RESOLUTION NO. 21-09

**A RESOLUTION AUTHORIZING THE OFFERING FOR SALE OF TAXABLE
GENERAL OBLIGATION TEMPORARY NOTES, SERIES 2021-1, OF THE
SALINA AIRPORT AUTHORITY (SALINA, KANSAS).**

WHEREAS, the Salina Airport Authority (Salina, Kansas) (the “Issuer”), has previously authorized certain internal improvements described as follows (the “Improvements”):

<u>Project Description</u>	<u>Resolution No.</u>	<u>Authority (K.S.A.)</u>	<u>Amount</u>
General Aviation Hangars and related improvements; M.J. Kennedy Air Terminal concourse and gate improvements; and Building 595 Remodel	21-08	K.S.A. 27-315 to 27-326 inclusive	\$3,500,000*

* Plus costs of issuance and interest on temporary financing.

; and

WHEREAS, on September 13, 2021, the City Commission of the City of Salina, Kansas (the “City”), pursuant to K.S.A. 27-323, unconditionally authorized the Issuer to issue general obligation bonds for the Improvements; and

WHEREAS, the Issuer is authorized by law to issue general obligation bonds and/or temporary notes to the costs of the Improvements in an amount not to exceed \$3,500,000 plus costs of issuance and interest on temporary financing; and

WHEREAS, it is necessary for the Issuer to provide cash funds (from time to time) to meet its obligations incurred in constructing the Improvements prior to the completion thereof and the issuance of the Issuer's general obligation bonds, and it is desirable and in the interest of the Issuer that such funds be raised by the issuance of temporary notes of the Issuer; and

WHEREAS, the Issuer proposes to issue its temporary notes to pay the costs of the Improvements; and

WHEREAS, the Issuer has selected the firm of Stifel, Nicolaus & Company, Incorporated, Kansas City, Missouri (the “Financial Advisor”), as financial advisor for one or more series of temporary notes of the Issuer to be issued in order to provide funds to temporarily finance the Improvements; and

WHEREAS, the Issuer desires to authorize the Financial Advisor to proceed with the offering for sale of the temporary notes and related activities; and

WHEREAS, one of the duties and responsibilities of the Issuer is to prepare and distribute a preliminary official statement relating to the temporary notes; and

WHEREAS, the Issuer desires to authorize the Financial Advisor, in conjunction with the Issuer’s staff, and Gilmore & Bell, P.C., Kansas City, Missouri, the Issuer’s bond counsel (“Bond Counsel”), to proceed with the preparation and distribution of a preliminary official statement and notice

of note sale and to authorize the distribution thereof and all other preliminary action necessary to sell the temporary notes.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY, SALINA, KANSAS, AS FOLLOWS:

Section 1. The Issuer is hereby authorized to offer at competitive public sale the Issuer's Taxable General Obligation Temporary Notes, Series 2021-1 (the "Notes") as described in the Notice of Sale to be prepared by Bond Counsel, in conjunction with the Issuer's staff. All proposals for the purchase of the Notes shall be delivered to the Governing Body at its meeting to be held on the day immediately following the sale date referenced in the Notice of Sale, at which meeting the Governing Body shall review such bids and award the sale of the Notes or reject all proposals.

Section 2. The Chairman, Executive Director, Director of Administration and Finance or other officers and representatives of the Issuer, in conjunction with the Financial Advisor and Bond Counsel are hereby authorized to cause to be prepared a Preliminary Official Statement and Notice of Note Sale relating to the Notes (the "Preliminary Official Statement"), and such officials and other representatives of the Issuer are hereby authorized to use such document in connection with the sale of the Notes. The Notes shall be sold, subject to the approving opinion of Bond Counsel, at a competitive public sale as described in the Notice of Note Sale.

Section 3. The Director of Administration and Finance, in conjunction with the Financial Advisor and Bond Counsel, is hereby authorized and directed to give notice of the note sale by distributing copies of the Notice of Note Sale and Preliminary Official Statement to prospective purchasers of the Notes. Proposals for the purchase of the Notes shall be submitted upon the terms and conditions set forth in the Notice of Note Sale and awarded or rejected in the manner set forth in the Notice of Note Sale.

Section 4. For the purpose of enabling the purchaser of the Notes (the "Purchaser") to comply with the requirements of Rule 15c2-12 of the Securities and Exchange Commission (the "Rule"), the Chairman, Executive Director, Director of Administration and Finance or other officers and representatives of the Issuer are hereby authorized: (a) to approve the form of the Preliminary Official Statement and to execute the "Certificate Deeming Preliminary Official Statement Final" in substantially the form attached hereto as *Exhibit A* as approval of the Preliminary Official Statement, such official's signature thereon being conclusive evidence of such official's and the Issuer's approval thereof; (b) covenant to provide continuous secondary market disclosure by annually transmitting certain financial information and operating data and other information necessary to comply with the Rule to the Municipal Securities Rulemaking Board; and (c) take such other actions or execute such other documents as such officers in their reasonable judgment deem necessary to enable the Purchaser to comply with the requirement of the Rule.

Section 5. The Issuer agrees to provide to the Purchaser within seven business days of the date of the sale of Notes or within sufficient time to accompany any confirmation that requests payment from any customer of the Purchaser, whichever is earlier, sufficient copies of the final Official Statement to enable the Purchaser to comply with the requirements of the Rule and with the requirements of Rule G-32 of the Municipal Securities Rulemaking Board.

Section 5. The Chairman, Executive Director, Director of Administration and Finance or other officers and representatives of the Issuer, the Financial Advisor, the Purchaser and Bond Counsel are hereby authorized and directed to take such other action as may be necessary to carry out the sale of the Notes.

The transactions described in this Resolution may be conducted, and documents related to the Notes may be sent, received, executed, and stored, by electronic means or transmissions. Copies, telecopies, electronic files and other reproductions of original executed documents (or documents executed by electronic means or transmissions) shall be deemed to be authentic and valid counterparts of such documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

Section 6. This Resolution shall be in full force and effect from and after its adoption.

ADOPTED AND PASSED by the governing body of the Authority on September 15, 2021.

SALINA AIRPORT AUTHORITY

Name: Kristin Gunn
Chairman

(SEAL)

ATTEST:

By: _____
Name: Brian Weisel
Secretary

EXHIBIT A

**CERTIFICATE DEEMING
PRELIMINARY OFFICIAL STATEMENT FINAL**

_____, 2021

To: _____
_____, _____

Re: Salina Airport Authority (Salina, Kansas), Taxable General Obligation Temporary Notes,
Series 2021-1

The undersigned is the duly acting Director of Administration and Finance of Salina Airport Authority (Salina, Kansas) (the "Issuer"), and is authorized to deliver this Certificate to the purchaser (the "Purchaser") of the above-referenced notes (the "Notes") on behalf of the Issuer. The Issuer has previously caused to be delivered to the Purchaser copies of the Preliminary Official Statement (the "Preliminary Official Statement") relating to the Bonds.

For the purpose of enabling the Purchaser to comply with the requirements of Rule 15c2-12(b)(1) of the Securities and Exchange Commission (the "Rule"), the Issuer hereby deems the information regarding the Issuer contained in the Preliminary Official Statement to be final as of its date, except for the omission of such information as is permitted by the Rule, such as offering prices, interest rates, selling compensation, aggregate principal amount, principal per maturity, delivery dates, ratings, identity of the underwriters and other terms of the Notes depending on such matters.

**SALINA AIRPORT AUTHORITY
(SALINA, KANSAS)**

By: _____
Title: Director of Administration and Finance

NOTICE OF SALE

SALINA AIRPORT AUTHORITY (SALINA, KANSAS)

\$3,500,000* **TAXABLE GENERAL OBLIGATION TEMPORARY NOTES** **SERIES 2021-1**

(GENERAL OBLIGATION NOTES PAYABLE
FROM UNLIMITED AD VALOREM TAXES)

Bids. Emailed and electronic (as explained below) bids for the purchase of the above-referenced temporary notes (the “Notes”) of Salina Airport Authority (Salina, Kansas) (the “Issuer”) herein described will be received on behalf of the undersigned Director of Administration and Finance of the Issuer until 10:30 a.m., Central Time (the “Submittal Hour”), on

October 19, 2021

(the “Sale Date”). All bids will be publicly evaluated at said time and place and the award of the Notes to the successful bidder (the “Successful Bidder”) will be acted upon by the governing body at its meeting to be held at 8:00 a.m. on October 20, 2021. No oral or auction bids will be considered. Capitalized terms not otherwise defined herein shall have the meanings set forth in the hereinafter referenced Preliminary Official Statement relating to the Notes.

Terms of the Notes. The Notes will consist of fully registered notes in the denomination of \$5,000 or any integral multiple thereof (the “Authorized Denomination”). The Notes will be dated November 10, 2021 (the “Dated Date”), and will become due on September 1, 2023. The Notes will bear interest from the Dated Date at rates to be determined when the Notes are sold as hereinafter provided, which interest will be payable semiannually on March 1 and September 1 in each year, beginning on March 1, 2022 (the “Interest Payment Dates”).

Adjustment of Issue Size. The Issuer reserves the right to increase or decrease the total principal amount of the Notes, depending on the purchase price and interest rates bid and the offering prices specified by the Successful Bidder. The Successful Bidder may not withdraw its bid or change the interest rates bid as a result of any changes made to the principal amount of the Notes as described herein. If there is an increase or decrease in the final aggregate principal amount of the Notes as described above, the Issuer will notify the Successful Bidder by means of telephone or facsimile transmission, subsequently confirmed in writing, no later than 2:00 p.m., Central Time, on the Sale Date. The actual purchase price for the Notes shall be calculated by applying the percentage of par value bid by the Successful Bidder against the final aggregate principal amount of the Notes, as adjusted, plus accrued interest from the Dated Date to the Closing Date (as hereinafter defined).

Place of Payment. The principal of and interest on the Notes will be payable in lawful money of the United States of America by check or draft of the Treasurer of the State of Kansas, Topeka, Kansas (the “Paying Agent” and “Note Registrar”). The principal of each Note will be payable at maturity or earlier redemption to the owners thereof whose names are on the registration books (the “Note Register”) of the Note Registrar (the “Registered Owner”) upon presentation and surrender at the principal office of

* Preliminary; subject to change. See “Adjustment of Issue Size” herein.

the Paying Agent. Interest on each Note will be payable to the Registered Owner of such Note as of the fifteenth day (whether or not a Business Day) of the calendar month next preceding such Interest Payment Date (the "Record Date"): (a) mailed by the Paying Agent to the address of such Registered Owner as shown on the Note Register or at such other address as is furnished to the Paying Agent in writing by such Registered Owner; or (b) in the case of an interest payment to Cede & Co. or any Registered Owner of \$500,000 or more in aggregate principal amount of Notes, by wire transfer to such Registered Owner upon written notice given to the Paying Agent by such Registered Owner, not less than 15 days prior to the Record Date for such interest, containing the wire transfer address to which such Registered Owner wishes to have such wire directed.

Note Registration. The Notes will be registered pursuant to a plan of registration approved by the Issuer and the Attorney General of the State of Kansas (the "State"). The Issuer will pay for the fees of the Note Registrar for registration and transfer of the Notes and will also pay for printing a reasonable supply of registered note blanks. Any additional costs or fees that might be incurred in the secondary market, other than fees of the Note Registrar, will be the responsibility of the Registered Owners.

Book-Entry-Only System. The Notes shall be initially registered in the name of Cede & Co., as the nominee of DTC and no beneficial owner will receive certificates representing their interests in the Notes. During the term of the Notes, so long as the book-entry-only system is continued, the Issuer will make payments of principal of, premium, if any, and interest on the Notes to DTC or its nominee as the Registered Owner of the Notes, DTC will make book-entry-only transfers among its participants and receive and transmit payment of principal of, premium, if any, and interest on the Notes to its participants who shall be responsible for transmitting payments to beneficial owners of the Notes in accordance with agreements between such participants and the beneficial owners. The Issuer will not be responsible for maintaining, supervising or reviewing the records maintained by DTC, its participants or persons acting through such participants. In the event that: (a) DTC determines not to continue to act as securities depository for the Notes, or (b) the Issuer determines that continuation of the book-entry-only form of evidence and transfer of ownership of the Notes would adversely affect the interests of the beneficial owners of the Notes, the Issuer will discontinue the book-entry-only form of registration with DTC. If the Issuer fails to identify another qualified securities depository to replace DTC, the Issuer will cause to be authenticated and delivered to the beneficial owners replacement Notes in the form of fully registered certificates. Reference is made to the Preliminary Official Statement for further information regarding the book-entry-only system of registration of the Notes and DTC.

Redemption of Notes Prior to Maturity.

General. Whenever the Issuer is to select Notes for the purpose of redemption, it will, in the case of Notes in denominations greater than the minimum Authorized Denomination, if less than all of the Notes then outstanding are to be called for redemption, treat each minimum Authorized Denomination of face value of each such fully registered Note as though it were a separate Note in the minimum Authorized Denomination.

Optional Redemption. At the option of the Issuer, the Notes will be subject to redemption and payment prior to maturity on September 1, 2022, and thereafter, as a whole or in part at any time (selection of the amount of Notes to be redeemed to be determined by the Issuer in such equitable manner as it may determine), at the redemption price of 100% (expressed as a percentage of the principal amount), plus accrued interest to the date of redemption.

Notice and Effect of Call for Redemption. Unless waived by any owner of Notes to be redeemed, if the Issuer shall call any Notes for redemption and payment prior to the maturity thereof, the Issuer shall give written notice of its intention to call and pay said Notes to the Note Registrar. In

addition, the Issuer shall cause the Note Registrar to give written notice of redemption to the registered owners of said Notes. Each of said written notices shall be deposited in United States first class mail not less than 30 days prior to the Redemption Date. All notices of redemption shall state the Redemption Date, the redemption price, the Notes to be redeemed, the place of surrender of Notes so called for redemption and a statement of the effect of the redemption. The Issuer shall also give such additional notice as may be required by State law or regulation of the Securities and Exchange Commission in effect as of the date of such notice. If any Note be called for redemption and payment as aforesaid, all interest on such Note shall cease from and after the Redemption Date, provided funds are available for its payment at the price hereinbefore specified.

Authority, Purpose and Security. The Notes are being issued pursuant to K.S.A. 10-101 to 10-125, inclusive (specifically including K.S.A. 10-123) and K.S.A. 27-315 to 27-326, inclusive, all as amended and supplemented from time to time, a resolution adopted by the Issuer (the “Note Resolution”) for the purpose of paying a portion of the cost of certain public improvements (the “Improvements”). The Notes shall be general obligations of the Issuer payable as to both principal and interest from ad valorem taxes which may be levied without limitation as to rate or amount upon all the taxable tangible property, real and personal, within the territorial limits of the Issuer. The full faith, credit and resources of the Issuer are irrevocably pledged for the prompt payment of the principal and interest on the Notes as the same become due.

Submission of Bids. Emailed bids should not be preceded by a cover sheet and should be sent only once to shellis@salair.org and arteberryd@stifel.com. Confirmation of receipt of email bids may be made by contacting the Financial Advisor at the number listed below.

Electronic bids via PARITY® must be submitted in accordance with its Rules of Participation, as well as the provisions of this Notice of Sale. If provisions of this Notice of Sale conflict with those of PARITY®, this Notice of Sale shall control. Bids must be received prior to the Submittal Hour on the Sale Date accompanied by the Deposit (as hereinafter defined), which may be submitted separately. The Issuer shall not be responsible for any failure, misdirection or error in the means of transmission selected by any bidder.

PARITY®. Information about the electronic bidding services of PARITY® may be obtained from i-Deal LLC at 1359 Broadway, 2nd Floor, New York, New York 10018, Phone No. (212) 849-5023.

Conditions of Bids. Proposals will be received on the Notes bearing such rate or rates of interest as may be specified by the bidders, subject to the following conditions: (a) the same rate shall apply to all Notes; (b) no interest rate may exceed a rate equal to the daily yield for the 10-year Treasury Bond published by **THE BOND BUYER**, in New York, New York, on the Monday next preceding the day on which the Notes are sold, plus 4%; (c) no supplemental interest payments will be considered; and (d) each interest rate specified shall be a multiple of 1/8 or 1/20 of 1%. No bid for less than [___%] of the principal amount of the Notes and accrued interest thereon to the date of delivery will be considered. Each bid shall specify the total interest cost (expressed in dollars) during the term of the Notes on the basis of such bid, and an estimate of the TIC (as hereinafter defined) on the basis of such bid. Each bidder shall certify to the Issuer the correctness of the information contained on the Official Bid Form; the Issuer will be entitled to rely on such certification. Each bidder agrees that, if it is awarded the Notes, it will provide the certification described under the caption “Establishment of Issue Price” in this Notice.

Good Faith Deposit. Each bid shall be accompanied by a good faith deposit (the “Deposit”) in the amount of \$70,000.00 payable to the order of the Issuer in order to secure the Issuer from any loss resulting from the failure of the bidder to comply with the terms of its bid. The Deposit may be submitted at the address hereinafter set forth in either of the following forms:

(a) *Certified or Cashier's Check.* Certified or cashier's check drawn on a bank located in the United States of America received by the Issuer or the Financial Advisor **prior to the Submittal Hour**; or

(b) *Wire Transfer.* Wire transfer submitted by the Successful Bidder in Federal Reserve funds, immediately available for use by the Issuer **not later than 3:00 p.m. applicable Central Time on the Sale Date** (wire transfer information may be obtained from the Financial Advisor at the addresses set forth below).

Contemporaneously with the submission of a wire transfer Deposit, such bidder shall send an email to the Financial Advisor at the email address set forth below, including the following information: (a) notification that a wire transfer has been made; (b) the amount of the wire transfer; and (c) return wire transfer instructions in the event such bid is unsuccessful. Checks submitted for Deposits by unsuccessful bidders will be returned; wire transfer Deposits submitted by unsuccessful bidders will not be accepted or shall be returned in the same manner received on the next business day following the Sale Date. The Issuer reserves the right to withhold reasonable charges for any fees or expenses incurred in returning a wire transfer Deposit. No interest on the Deposit will be paid by the Issuer. If a bid is accepted, the Deposit, or the proceeds thereof, will be held by the Issuer until the Successful Bidder has complied with all of the terms and conditions of this Notice at which time the amount of said Deposit shall be returned to the Successful Bidder or deducted from the purchase price at the option of the Issuer. If a bid is accepted but the Issuer fails to deliver the Notes to the Successful Bidder in accordance with the terms and conditions of this Notice, said Deposit, or the proceeds thereof, will be returned to the Successful Bidder. If a bid is accepted but the bidder defaults in the performance of any of the terms and conditions of this Notice, the proceeds of such Deposit will be retained by the Issuer as and for liquidated damages.

Basis of Award. The award of the Notes will be made on the basis of the lowest true interest cost ("TIC"), which will be determined as follows: the TIC is the discount rate (expressed as a per annum percentage rate) which, when used in computing the present value of all payments of principal and interest to be paid on the Notes, from the payment dates to the Dated Date, produces an amount equal to the price bid, including any adjustments for premium or discount, if any. Present value will be computed on the basis of semiannual compounding and a 360-day year of twelve 30-day months. Bidders are requested to provide a calculation of the TIC for the Notes on the Official Bid Form, computed as specified herein on the basis of their respective bids, which shall be considered as informative only and not binding on either the bidder or the Issuer. The Issuer or its Financial Advisor will verify the TIC based on such bids. If there is any discrepancy between the TIC specified and the bid price and interest rates specified, the specified bid price and interest rates shall govern and the TIC specified in the bid shall be adjusted accordingly. If two or more proper bids providing for identical amounts for the lowest TIC are received, the governing body of the Issuer will determine which bid, if any, will be accepted, and its determination is final.

The Issuer reserves the right to reject any and/or all bids and to waive any irregularities in a submitted bid. Any bid received after the Submittal Hour on the Sale Date will not be considered. Any disputes arising hereunder shall be governed by the laws of the State, and any party submitting a bid agrees to be subject to jurisdiction and venue of the federal and state courts within the State with regard to such dispute.

The Issuer's acceptance, including electronic acceptance through PARITY®, of the Successful Bidder's proposal for the purchase of the Notes in accordance with this Notice of Sale shall constitute a note purchase agreement between the Issuer and the Successful Bidder for purposes of the laws of the State and a contract between the Issuer and the Successful Bidder for the purposes of Rule 15c2-12 of the Securities and Exchange Commission (the "Rule") and Rule G-32 of the Municipal Securities

Rulemaking Board (“Rule G-32”). The method of acceptance shall be determined solely by the Governing Body.

Ratings. The Issuer has applied to Moody’s Investors Service for a rating on the Notes herein offered for sale.

CUSIP Numbers. CUSIP identification numbers will be assigned and printed on the Notes, but neither the failure to print such number on any Note nor any error with respect thereto shall constitute cause for failure or refusal by the purchaser thereof to accept delivery of and pay for the Notes in accordance with the terms of this Notice. The Financial Advisor will apply for CUSIP numbers pursuant to Rule G-34 implemented by the Municipal Securities Rulemaking Board. All expenses in relation to the assignment and printing of CUSIP numbers on the Notes will be paid by the Issuer.

Delivery and Payment. The Issuer will pay for printing the Notes and will deliver the Notes properly prepared, executed and registered without cost on or about **NOVEMBER 10, 2021** (the “Closing Date”), at DTC for the account of the Successful Bidder. The Successful Bidder will be furnished with a certified transcript of the proceedings evidencing the authorization and issuance of the Notes and the usual closing documents, including a certificate that there is no litigation pending or threatened at the time of delivery of the Notes affecting their validity and a certificate regarding the completeness and accuracy of the Official Statement. Payment for the Notes shall be made in federal reserve funds, immediately available for use by the Issuer. The Issuer will deliver one Note of each maturity registered in the nominee name of DTC.

Establishment of Issue Price. The Successful Bidder must agree to provide such information necessary to establish the issue price of the Notes if: (a) the Issuer requests the information in connection with an audit or inquiry by the Internal Revenue Service (the “IRS”) or the Securities and Exchange Commission (the “SEC”) or (b) the information is required to be retained by the Issuer pursuant to future regulation or similar guidance from the IRS, the SEC or other federal or state regulatory authority.

Preliminary Official Statement and Official Statement. The Issuer has prepared a Preliminary Official Statement dated October __, 2021, “deemed final” by the Issuer except for the omission of certain information as provided in the Rule, copies of which may be obtained from the Director of Administration and Finance of the Issuer or from the Financial Advisor. Upon the sale of the Notes, the Issuer will adopt the final Official Statement and will furnish the Successful Bidder, without cost, within seven business days of the acceptance of the Successful Bidder's proposal, with a sufficient number of copies thereof, which may be in electronic format, in order for the Successful Bidder to comply with the requirements of the Rule and Rule G-32. Additional copies may be ordered by the Successful Bidder at its expense.

Continuing Disclosure. In the Note Resolution, the Issuer has covenanted to annually provide certain financial information and operating data and other information necessary to comply with the Rule, and to transmit the same to the Municipal Securities Rulemaking Board. This covenant is for the benefit of and is enforceable by any Registered Owner of the Notes. For further information, reference is made to the caption “CONTINUING DISCLOSURE” in the Preliminary Official Statement.

Assessed Valuation and Indebtedness. The total assessed valuation of the taxable tangible property within the Issuer for the year 2020, was \$510,951,650. The total general obligation indebtedness of the Issuer as of the Dated Date, including the Notes being sold, is \$24,395,000.

Legal Opinion. The Notes will be sold subject to the approving legal opinion of Gilmore & Bell, P.C., Kansas City, Missouri, Bond Counsel to the Issuer, which opinion will be furnished and paid for by

the Issuer, will be printed on the Notes, if the Notes are printed, and will be delivered to the Successful Bidder when the Notes are delivered. Said opinion will also include the opinion of Bond Counsel relating to the interest on the Notes being exempt from income taxation by the State of Kansas. Reference is made to the Preliminary Official Statement for further discussion of federal and Kansas income tax matters relating to the interest on the Notes.

Electronic Transactions. The transactions described herein may be conducted and related documents may be sent, received and stored by electronic means or transmissions. All bid documents, closing documents, certificates, ordinances, resolutions and related instruments may be executed by electronic means or transmissions. Copies, telecopies, electronic files and other reproductions of original executed documents (or documents executed by electronic means or transmissions) shall be deemed to be authentic and valid counterparts of such documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

Additional Information. Additional information regarding the Notes may be obtained from the undersigned, or from the Financial Advisor, at the addresses set forth below:

DATED: September 15, 2021.

**SALINA AIRPORT AUTHORITY
(SALINA, KANSAS)**

By Michelle R. Swanson
Director of Administration and Finance

Issuer:

Salina Airport Authority (Salina, Kansas)
3237 Arnold Ave
Salina, Kansas 67401
Phone No. 785-827-3914
Fax No. 785-827-2221
Email: shellis@salair.org

Financial Advisor:

Stifel, Nicolaus & Company, Incorporated
4801 Main Street, Suite 530
Kansas City, Missouri 64112
Attn: David Arteberry
Phone No. 816-203-8733
Fax No. 816-203-8757
Email: arteberryd@stifel.com

OFFICIAL BID FORM
PROPOSAL FOR THE PURCHASE OF SALINA AIRPORT AUTHORITY
(SALINA, KANSAS)
TAXABLE GENERAL OBLIGATION TEMPORARY NOTES

TO: Michelle R. Swanson
Director of Administration and Finance,
Salina Airport Authority
Salina, Kansas

October 19, 2021

For \$3,500,000 principal amount of Taxable General Obligation Temporary Notes, Series 2021-1, of Salina Airport Authority (Salina, Kansas), to be dated November 10, 2021, as described in your Notice of Sale dated September 15, 2021 (the "Notice"), said Notes to bear interest as follows:

<u>Maturity</u> <u>September 1</u>	<u>Principal</u> <u>Amount*</u>	<u>Interest</u> <u>Rate</u>	<u>Initial Offering</u> <u>Price</u>
2023	\$3,500,000	_____ %	_____ %

* Subject to change, see the Notice

the undersigned will pay the purchase price for the Notes set forth below, plus accrued interest to the date of delivery.

Principal Amount	\$3,500,000.00
Less Discount (not to exceed [\$_____ or ____%])	-
Plus Premium (if any)	
Total Purchase Price	\$ _____
 Total interest cost to maturity at the rate(s) specified	\$ _____
Net interest cost	\$ _____
Average annual net interest rate	_____ %
True Interest Cost	_____ %

This proposal is subject to all terms and conditions contained in the Notice, and if the undersigned is the Successful Bidder, the undersigned will comply with all of the provisions contained in the Notice. A cashier's or certified check or a wire transfer in the amount of \$70,000.00 payable to the order of the Issuer, submitted in the manner set forth in the Notice accompanies this proposal as an evidence of good faith. The acceptance of this proposal by the Issuer by execution below shall constitute a contract between the Issuer and the Successful Bidder for purposes of complying with Rule 15c2-12 of the Securities and Exchange Commission and a note purchase agreement for purposes of the laws of the State of Kansas.

Submitted by: _____

(LIST ACCOUNT MEMBERS ON REVERSE)

By: _____

Telephone No. (_____) _____

ACCEPTANCE

Pursuant to action duly taken by the Governing Body of Salina Airport Authority (Salina, Kansas), the above proposal is hereby accepted on October 20, 2021.

Attest:

Director of Administration and Finance

Chairman

NOTE: No additions or alterations in the above proposal form shall be made, and any erasures may cause rejection of any bid. Sealed bids may be filed with the Director of Administration and Finance via email to shellis@salair.org and arteberryd@stifel.com or electronic bids may be submitted via **PARITY**®, at or prior to 10:30 a.m., Central Time, on October 19, 2021. Any bid received after such time will not be accepted or shall be returned to the bidder.

Revised Sept. 3, 2021

State and Federal Grant Funding Summary

Calendar Year	Project	Total Cost	Grant \$	Grant Status	Agency	SAA Local Share
2022	Runway 17/35, South 7,500 ft construction	\$ 4,321,531	\$ 4,200,979	Awarded 6-23-2021	FAA	\$ 120,552
2022	Runway 17/35, North 4,800 ft construction	1,691,185	1,352,948	Application in Process	KDOT	338,237
2022	PH 305 rehabilitation design	168,750	151,875	MAP Program Acceptance 8-12-2021	FAA	16,875
2022	Terminal Bldg. expansion & renovation design	562,500	506,250	Airport Terminal Program	FAA	56,250
2022	Runway 12/30 rehabilitation design	285,250	256,725	Airport Infrastructure Program	FAA	28,525
2023	Hangar 626 rehabilitation design and construction	4,000,000	3,200,000	Application in Development	EDA	800,000
2023	PH 305 rehab construction	1,121,275	1,009,148	MAP Program Acceptance 8-12-2021	FAA	112,128
2023	Runway 12/30 rehabilitation construction	3,750,000	3,375,000	Airport Infrastructure Program	FAA	375,000
2023	Snow blower with broom attachment & two snow plows	900,000	810,000	AIP Entitlement	FAA	90,000
2024	Terminal parking lot rehabilitation design	185,750	167,175	MAP Program Acceptance 8-12-2021	FAA	18,575
2025	Terminal parking lot rehabilitation construction	1,544,000	1,389,600	MAP Program Acceptance 8-12-2021	FAA	154,400
2025	Terminal building remodel & expansion phase's I, II & III constr	7,996,500	7,196,850	Airport Terminal Program	FAA	799,650
2025	T/W's A, B, C, D, E & from Rwy 35 to T/W G design	575,000	517,500	AIP Entitlement	FAA	57,500
2026	T/W's A, B, C, D, E & from Rwy 35 to T/W G construction	4,500,000	4,050,000	AIP Entitlement	FAA	450,000
2027	Upgrade Runways 17-35 & 12-30 lighting systems design	435,000	391,500	Airport Infrastructure Program	FAA	43,500
2028	Upgrade Runways 17-35 & 12-30 lighting systems construction	3,950,000	3,555,000	Airport Infrastructure Program	FAA	395,000
		\$ 35,986,741	\$ 32,130,550			\$ 3,856,192

Mill Levy / Matching Grant Funds

Funds

Balance as of 07/31/2021	\$ 313,206
Anticipated tax receipts through 12-31-2021	35,000
Reimbursement from AIP 42 grant (Rwy 17/35 A/E)	363,340
Total projected balance at 12-31-2021	711,546

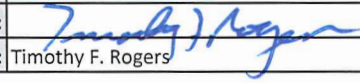
Projected 2021 Mill Levy (Received in 2022)	420,000
Total available Mill Levy through 2022	1,131,546

2022 Projects

Runway 17/35, South 7,500 ft (FAA)	120,552
Runway 17/35, North 4,800 ft (KDOT)	338,237
PH 305 rehabilitation design	16,875
Terminal Bldg. expansion & renovation design	56,250
Runway 12/30 rehabilitation design	28,525
	560,439
Projected Balance at 12-31-2022	\$ 571,107

FEDERAL AVIATION ADMINISTRATION
CAPITAL IMPROVEMENT PROGRAM (CIP)
AIRPORTS DIVISION - CENTRAL REGION

5-Year CIP
 (Attach additional sheets if necessary)

Airport Name, LOCID, City, State:	Salina Regional Aripport, SLN, Salina, Kansas		
Prepared By:	Kenny Bieker	Sponsor Email:	trogers@salair.org
Date Prepared:	8/25/21	Sponsor Signature:	
Sponsor Phone:	785-827-3914	Printed Name:	Timothy F. Rogers

FY	Detailed Project / Scope Description	Fund Source	Amount
2022	SLN fuel farm rehabilitation and improvements design. Pumphouse P305 was built in the 1950's and consists of twelve (12) 25,000-gallon underground storage tanks, fuel pumps, fuel filters, electrical controls, piping, and valves associated with the receiving, storing, and delivering aviation fuels. The existing tanks are in good condition but the pumphouse building, fuel pumps, fuel filters, fuel receiving and delivery piping, electrical controls, UST monitoring sensors, cathodic protection and automatic shutoff devices need to be upgraded. The project design will meet Part 139 and NFPA 407 standards and requirements. (AIP MAP Funds)	Federal	\$151,875.00
		State	\$0.00
		Local	\$16,875.00
		Total	\$168,750.00
2022	SLN terminal building expansion and renovation design. The existing terminal building does not provide adequate space for current and forecasted passenger demand. The SLN, November 2020, Terminal Area Master Plan update details the improvements needed to meet passenger demand. The project design will consist of building renovation and expansion as detailed in the SLN Terminal Area Master Plan. (FAA Airport Terminal Program Funds)	Federal	\$506,250.00
		State	\$0.00
		Local	\$56,250.00
		Total	\$562,500.00
2022	SLN Runway 12/30 rehabilitation design. The current runway surface was milled and overlayed in 2005. The rehabilitation of the 6,510 x 100 feet of Runway 12/30 will maintain the structural integrity of the pavement and extend the service life of the runway. The design will include pavement condition evaluation and justification for the recommended scope of rehabilitation. (FAA Airport Infrastructure Program Funds)	Federal	\$256,725.00
		State	\$0.00
		Local	\$28,525.00
		Total	\$285,250.00
2023	SLN fuel farm (PH305) rehabilitation and improvements construction. PH305 rehabilitation and improvements construction will following project design and bidding. Project construction documents and specifications will meet Part 139 and NFPA 407 standards and requirements. (AIP MAP Funds)	Federal	\$1,009,147.50
		State	\$0.00
		Local	\$112,127.50
		Total	\$1,121,275.00
2023	SLN Runway 12/30 rehabilitation construction. The rehabilitation project will follow completion of project design and bidding. Project construction documents and specifications will meet FAA design standards. (FAA Airport Infrastructure Program Funds)	Federal	\$3,375,000.00
		State	\$0.00
		Local	\$375,000.00
		Total	\$3,750,000.00

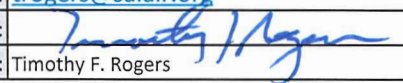
FEDERAL AVIATION ADMINISTRATION

CAPITAL IMPROVEMENT PROGRAM (CIP)

AIRPORTS DIVISION - CENTRAL REGION

5-Year CIP


(Attach additional sheets if necessary)

Airport Name, LOCID, City, State:	Salina Regional Aripport, SLN, Salina, Kansas		
Prepared By:	Kenny Bieker	Sponsor Email:	trogers@salair.org
Date Prepared:	8/25/21	Sponsor Signature:	
Sponsor Phone:	785-827-3914	Printed Name:	Timothy F. Rogers

FY	Detailed Project / Scope Description	Fund Source	Amount
2023	Acquire snow removal equipment. Two (2) 21-foot blade displacement plows with deicer spreaders and one (1) Class 6 (5000 tons/hr.) high-speed rotary plow with broom attachment. (AIP Entitlement Funds)	Federal	\$810,000.00
		State	\$0.00
		Local	\$90,000.00
		Total	\$900,000.00
2024	Terminal parking lot rehabilitation and expansion design. The existing terminal building parking lot at is aging and is not large enough to serve existing and forecasted passenger demand. The project would consist of rehabilitation the existing parking lot and expanding it to provide adequate paved parking. The design will follow the recommended parking lot development concept detailed in the SLN, November 2020, Terminal Area Master Plan update. (AIP MAP Funds)	Federal	\$167,175.00
		State	\$0.00
		Local	\$18,575.00
		Total	\$185,750.00
2025	Terminal parking lot rehabilitation and expansion construction. The terminal parking lot rehabilitation and expansion will follow project design and bidding. Project construction documents and specifications will meet FAA design standards. (AIP MAP Funds)	Federal	\$1,389,600.00
		State	\$0.00
		Local	\$154,400.00
		Total	\$1,544,000.00
2025	SLN terminal building construction. SLN terminal building construction will follow project design and bidding. Project construction documents and specifications will follow FAA terminal building design standards. (FAA Airport Terminal Program Funds)	Federal	\$7,196,850.00
		State	\$0.00
		Local	\$799,650.00
		Total	\$7,996,500.00
2025	SLN Taxiway Alpha and Runway 17/35 connecting taxiways rehabilitation design. Taxiway Alpha from the threshold of Runway 35 to Taxiway Golf is nearing the end of the useful life of an asphalt mill and overlay completed in 2010. The design will include pavement condition evaluation and justification for the recommended scope of rehabilitation. (AIP Entitlement Funds)	Federal	\$517,500.00
		State	\$0.00
		Local	\$57,500.00
		Total	\$575,000.00
2026	SLN Taxiway Alpha and Runway 17/35 connecting taxiways rehabilitation construction. The rehabilitation project will follow completion of project design and bidding. Project construction documents and specifications will meet FAA design standards. (FAA Airport Infrastructure Program Funds)	Federal	\$4,050,000.00
		State	\$0.00
		Local	\$450,000.00
		Total	\$4,500,000.00

FEDERAL AVIATION ADMINISTRATION
CAPITAL IMPROVEMENT PROGRAM (CIP)
AIRPORTS DIVISION - CENTRAL REGION

LONG-RANGE NEEDS ASSESSMENT
YEARS 6 to 20
 (Attach additional sheets if necessary)

Airport Name, LOCID, City, State:	Salina Regional Aripport, SLN, Salina, Kansas		
Prepared By:	Kenny Bieker	Sponsor Email:	trogers@salair.org
Date Prepared:	8/25/21	Sponsor Signature:	
Sponsor Phone:	785-827-3914	Printed Name:	Timothy F. Rogers

FY	Detailed Project / Scope Description	Fund Source	Amount
2027	Runway 17/35, Runway 12/30, and associated taxiways lighting systems rehabilitation design. The project design addresses the need to rehabilitate aging runway and taxiway lighting. Improvements will include energy saving regulators and LED lighting. (AIP Entitlement Funds)	Federal	\$391,500.00
		State	\$0.00
		Local	\$43,500.00
		Total	\$435,000.00
2028	Runway 17/35, Runway 12/30, and associated taxiways lighting systems rehabilitation construction. The rehabilitation project will follow completion of project design and bidding. Project construction documents and specifications will meet FAA design standards. (FAA Airport Infrastructure Program Funds)	Federal	\$3,555,000.00
		State	\$0.00
		Local	\$395,000.00
		Total	\$3,950,000.00
		Federal	\$0.00
		State	\$0.00
		Local	\$0.00
		Total	\$0.00
		Federal	\$0.00
		State	\$0.00
		Local	\$0.00
		Total	\$0.00
		Federal	\$0.00
		State	\$0.00
		Local	\$0.00
		Total	\$0.00
		Federal	\$0.00
		State	\$0.00
		Local	\$0.00
		Total	\$0.00

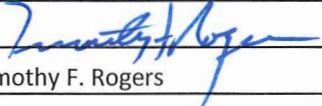
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Fuel Farm Rehabilitation & Upgrade (Design)		
Local Priority:	1 - Very High	Federal Share:	\$151,875.00
FFY Requested:	2022	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$16,875.00
		Total Project Cost:	\$168,750.00

SLN fuel farm rehabilitation and improvements design. Pumphouse P305 was built in the 1950's and consists of twelve (12) 25,000-gallon underground storage tanks, fuel pumps, fuel filters, electrical controls, piping, and valves associated with the receiving, storing, and delivering aviation fuels. The existing tanks are in good condition but the pumphouse building, fuel pumps, fuel filters, fuel receiving and delivery piping, electrical controls, UST monitoring sensors, cathodic protection and automatic shutoff devices need to be upgraded. The project design will meet Part 139 and NFPA 407 standards and requirements. (AIP MAP Funds)



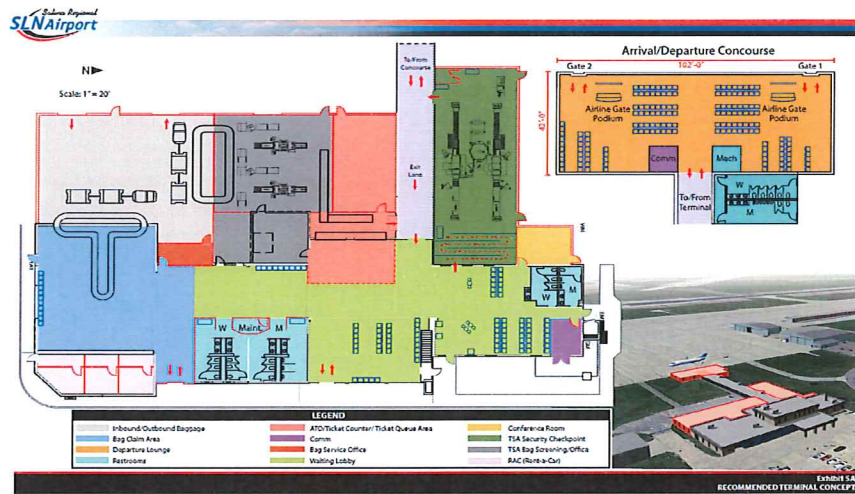
SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Terminal Building Expansion & Renovation (Design)		
Local Priority:	1 - Very High	Federal Share:	\$506,250.00
FFY Requested:	2022	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$56,250.00
		Total Project Cost:	\$562,500.00

SLN terminal building expansion and renovation design. The existing terminal building does not provide adequate space for current and forecasted passenger demand. The SLN, November 2020, Terminal Area Master Plan update details the improvements needed to meet passenger demand. The project design will consist of building renovation and expansion as detailed in the SLN Terminal Area Master Plan. (FAA Airport Terminal Program Funds)



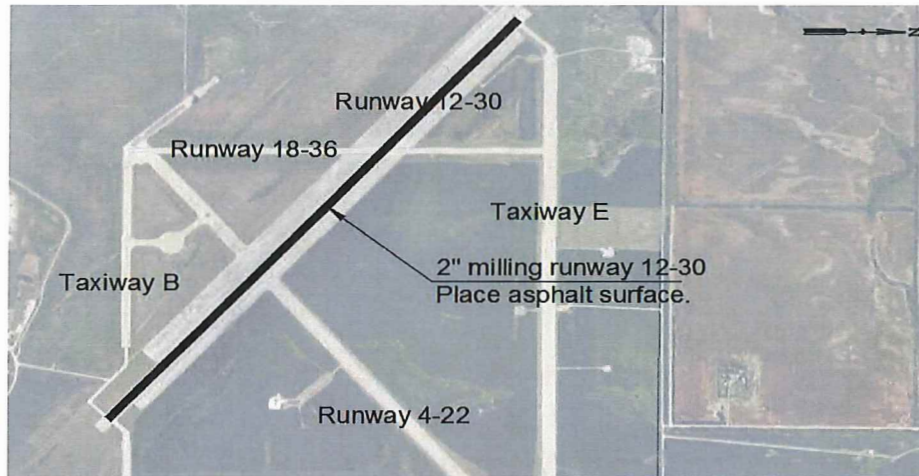
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Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org


SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Runway 12-30 Rehabilitation (Design)		
Local Priority:	1 - Very High	Federal Share:	\$256,725.00
FFY Requested:	2022	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$28,525.00
		Total Project Cost:	\$285,250.00

SLN Runway 12/30 rehabilitation design. The current runway surface was milled and overlayed in 2005. The rehabilitation of the 6,510 x 100 feet of Runway 12/30 will maintain the structural integrity of the pavement and extend the service life of the runway. The design will include pavement condition evaluation and justification for the recommended scope of rehabilitation. (FAA Airport Infrastructure Program Funds)



SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

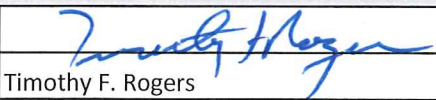
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	SLN Fuel Farm Rehabilitation (Construction)		
Local Priority:	1 - Very High	Federal Share:	\$1,009,147.50
FFY Requested:	2023	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$112,127.50
		Total Project Cost:	\$1,121,275.00

SLN fuel farm (PH305) rehabilitation and improvements construction. PH305 rehabilitation and improvements construction will following project design and bidding. Project construction documents and specifications will meet Part 139 and NFPA 407 standards and requirements. (AIP MAP Funds)



SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

**SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST**

8/25/2021
Construct 2023

Remodel the existing fuel farm (pump house 305)

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
1	Mobilization	L.S.	1	\$45,000.00	\$ 4,500.00	\$ 40,500.00	\$ 45,000.00
	DEMO						
2	Remove Existing 2,955 S.F. building. Including floor, footings, walls and roof and dispose off airport property	L.S.	1	\$100,000.00	\$ 10,000.00	\$ 90,000.00	\$ 100,000.00
3	Remove existing piping.	L.S.	1	\$40,000.00	\$ 4,000.00	\$ 36,000.00	\$ 40,000.00
					\$ 0.00	\$ 0.00	\$ 0.00
	Fueling System						
4	Fuel Filter Vessels & Filters	Each	6	\$15,000.00	\$ 9,000.00	\$ 81,000.00	\$ 90,000.00
5	Cathodic Protection System	Each	1	\$60,000.00	\$ 6,000.00	\$ 54,000.00	\$ 60,000.00
6	Veeder Root System	Each	1	\$90,000.00	\$ 9,000.00	\$ 81,000.00	\$ 90,000.00
7	Electrical system	L.S.	1	\$70,000.00	\$ 7,000.00	\$ 63,000.00	\$ 70,000.00
8	Piping System	L.S.	1	\$70,000.00	\$ 7,000.00	\$ 63,000.00	\$ 70,000.00
9	Fuel Pumps	Each	12	\$10,000.00	\$ 12,000.00	\$ 108,000.00	\$ 120,000.00
10	Pipe all Manholes together for pumping of storm water.	L.S.	1	\$3,300.00	\$ 330.00	\$ 2,970.00	\$ 3,300.00
11	Line Tanks 1 & 11	Each	2	\$38,000.00	\$ 7,600.00	\$ 68,400.00	\$ 76,000.00
	STORM DRAIN CONTROL						
11	Site Landscaping	L.S.	1	\$5,000.00	\$ 500.00	\$ 4,500.00	\$ 5,000.00
	PAVEMENT WORK						
12	New 8" concrete pavement over 6" base rock	S.F.	9800	\$10.50	\$ 10,290.00	\$ 92,610.00	\$ 102,900.00
13	New 4" Sidewalk pavement over 4" base rock	S.F.	1500	\$5.00	\$ 750.00	\$ 6,750.00	\$ 7,500.00
	Building Facility						
14	Fuel Farm Canopy, 10,485 S.F.	L.S.	1	\$157,275.00	\$ 15,727.50	\$ 141,547.50	\$ 157,275.00
Construction Costs					\$103,697.50	\$933,277.50	\$1,036,975.00
Engineering Costs					\$0.00	\$0.00	\$0.00
Administrative Costs					\$0.00	\$0.00	\$0.00
Construction Management Costs					\$8,430.00	\$75,870.00	\$84,300.00
Total Costs					\$112,127.50	\$1,009,147.50	\$1,121,275.00

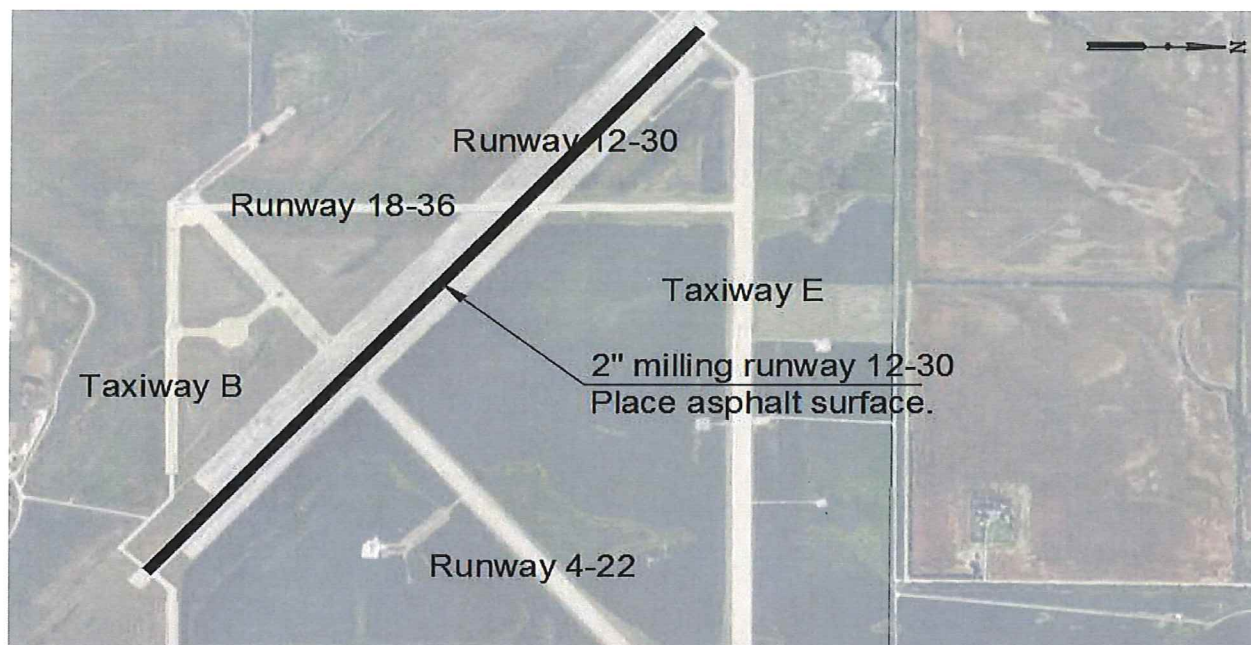
Project Description

Pumphouse 305 was built in the early 1940's. There are twelve 25,000 gallon tank underground. The existing tanks are still believed to be in good shape but the building and piping above ground need to be upgraded. Also the building itself needs to be demoed with a new canopy over the fueling area and new piping for the fuel lines. The veeder root system and cathodic protection system need to be upgraded also.

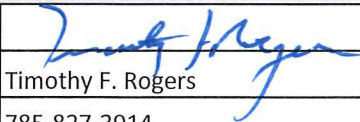
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	SLN Runway 12-30 Rehabilolitation (Construction)		
Local Priority:	2 - High	Federal Share:	\$3,375,000.00
FFY Requested:	2023	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.	Local Share:		\$375,000.00
	Total Project Cost:		\$3,750,000.00

SLN Runway 12/30 rehabilitation construction. The rehabilitation project will follow completion of project design and bidding. Project construction documents and specifications will meet FAA design standards. (FAA Airport Infrastructure Program Funds)



SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST

8/25/2021

Construct 2023

Rehab runway 12-30 with a full length mill & inlay including 15' shoulders.

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
1	Mobilization	L.S.	1	\$150,000.00	\$ 15,000.00	\$ 135,000.00	\$ 150,000.00
2	Temporary Marking, Lighting & Barricades	L.S.	1	\$15,467.17	\$ 1,546.72	\$ 13,920.45	\$ 15,467.17
	DEMO						
3	Mill Asphalt (2")	S.Y.	72333	\$10.00	\$ 72,333.33	\$ 651,000.00	\$ 723,333.33
	PAVEMENT WORK						
4	Bituminous Tack Oil	Gal	14,467	\$6.00	\$ 8,680.00	\$ 78,120.00	\$ 86,800.00
5	Bituminous Surface Course	Ton	8300	\$220.00	\$ 182,605.50	\$ 1,643,449.50	\$ 1,826,055.00
6	Marking, Reflectorized, Permanent	S.F.	89,181	\$3.50	\$ 31,213.35	\$ 280,920.15	\$ 312,133.50
7	Marking, Non Reflectorized, Permanent	S.F.	21,342	\$3.00	\$ 6,402.60	\$ 57,623.40	\$ 64,026.00
8	Pavement Condition Survey	L.S.	1	\$100,000.00	\$ 10,000.00	\$ 90,000.00	\$ 100,000.00
9	Full Depth Pavment Repair	S.Y.	2875	\$150.00	\$ 15.00	\$ 135.00	\$ 431,250.00
Construction Costs					\$370,906.50	\$3,338,158.50	\$3,709,065.00
Engineering Costs					\$0.00	\$0.00	\$0.00
Administrative Costs					\$300.00	\$2,700.00	\$3,000.00
Construction Management Costs					\$3,793.50	\$34,141.50	\$37,935.00
Total Costs					\$375,000.00	\$3,375,000.00	\$3,750,000.00

Project Description

Runway 12-30 Mill & Inlay. The current runway surface was milled 2" and inlaid with asphalt in 2005. This project would fund the rehabilitation of 6 510 x 100 feet of Runway 12/30 with a mill and inlay of asphalt to maintain the structural integrity of the pavement and to minimize foreign object debris. 15' shoulders will also be milled and overlaid to eliminate fod from jet blast on the deteriorating shoulder pavement.. The existing and future PCN is 45/R/B/W/T


SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	New Snow blower with broom attachment & two snow plows.		
Local Priority:	1 - Very High	Federal Share:	\$810,000.00
FFY Requested:	2023	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$90,000.00
		Total Project Cost:	\$900,000.00

Acquire snow removal equipment. Two (2) 21-foot blade displacement plows with deicer spreaders and one (1) Class 6 (5000 tons/hr.) high-speed rotary plow with broom attachment. (AIP Entitlement Funds)



SPONSOR SIGNATURE BLOCK

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**SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST**

8/25/2021

Construct 2023

Engineering Specifications & Purchase of a Snow Blower with Broom Attachment

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
EQUIPMENT							
1	Snow Blower With Broom Attachment	Each	1	\$425,000.00	\$ 42,500.00	\$ 382,500.00	\$ 425,000.00
2	Snow Plow (21' Blade)	Each	2	\$200,000.00	\$ 40,000.00	\$ 360,000.00	\$ 400,000.00
Construction Costs					\$82,500.00	\$742,500.00	\$825,000.00
Engineering Costs					\$7,000.00	\$63,000.00	\$70,000.00
Administrative Costs					\$500.00	\$4,500.00	\$5,000.00
Construction Management Costs					\$0.00	\$0.00	\$0.00
Total Costs					\$90,000.00	\$810,000.00	\$900,000.00

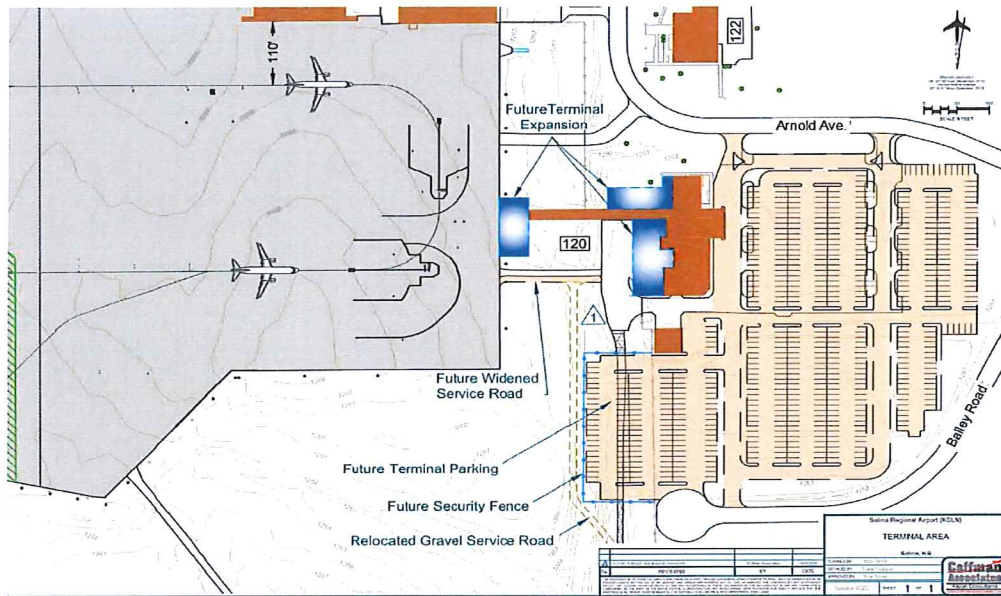
Project Description

The current snow blower is a 1986 vehicle. The wear and tear is such that we incur break downs nearly every snow event needing urgent repair to get the equipment back in service. The current snow plows are breaking down nearly every snow event as well. The wear and tear has been substantial. The existing hydraulic lines and plow attachment parts are wearing down. An alternate to replacing the entire vehicle & plow assembly would be to replace the existing plow assembly only.

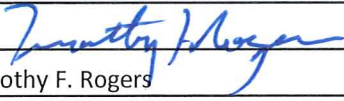
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Terminal Building Parking Lot Rehabilitation (Design)		
Local Priority:	1 - Very High	Federal Share:	\$167,175.00
FFY Requested:	2024	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$18,575.00
		Total Project Cost:	\$185,750.00

Terminal parking lot rehabilitation and expansion design. The existing terminal building parking lot at is aging and is not large enough to serve existing and forecasted passenger demand. The project would consist of rehabilitation the existing parking lot and expanding it to provide adequate paved parking. The design will follow the recommended parking lot development concept detailed in the SLN, November 2020, Terminal Area Master Plan update. (AIP MAP Funds)



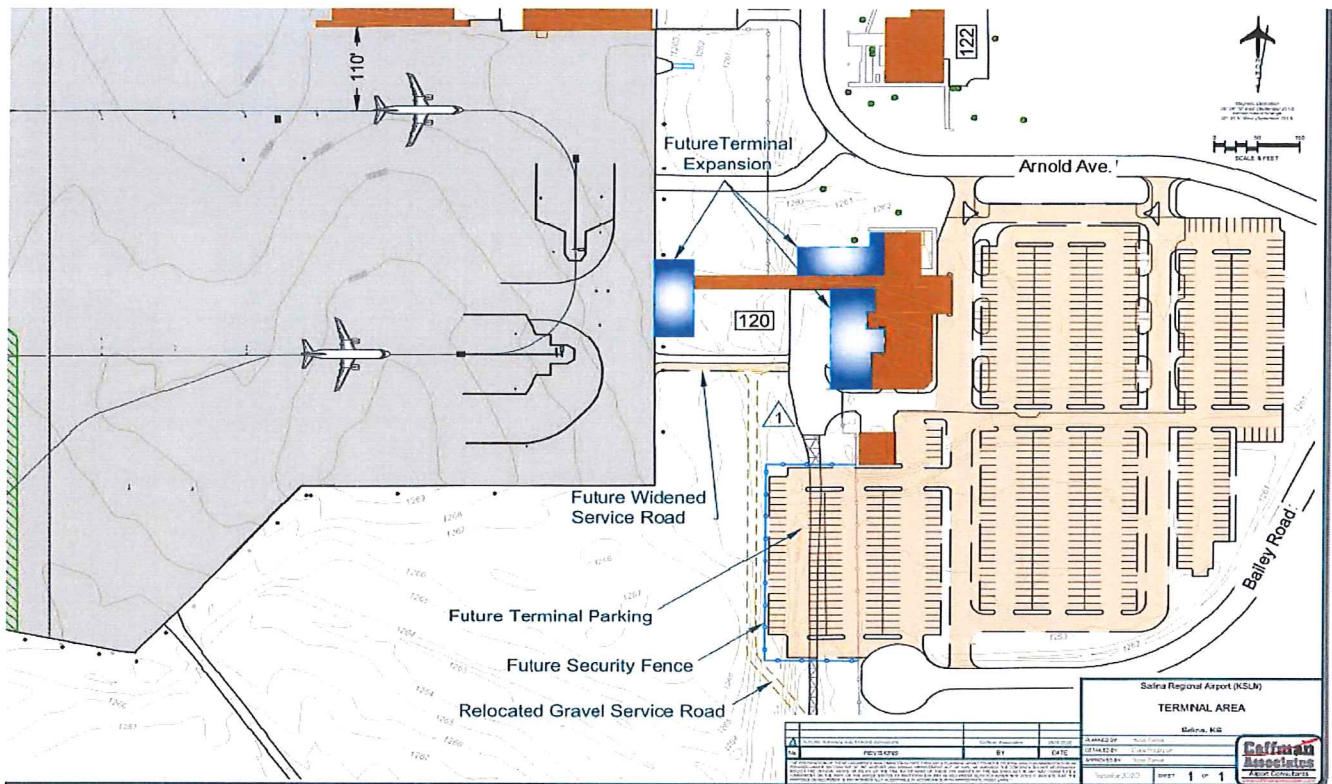
SPONSOR SIGNATURE BLOCK

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Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

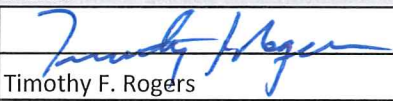
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Terminal building parking lot rehabilitation (Construction)		
Local Priority:	1 - Very High	Federal Share:	\$1,389,600.00
FFY Requested:	2025	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$154,400.00
		Total Project Cost:	\$1,544,000.00

Terminal parking lot rehabilitation and expansion construction. The terminal parking lot rehabilitation and expansion will follow project design and bidding. Project construction documents and specifications will meet FAA design standards. (AIP MAP Funds)



SPONSOR SIGNATURE BLOCK

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SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST

8/25/2021
Construct 2025

Reconstruct & Expand the existing terminal building parking lot

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
	Terminal Building Parking Lot Expansion						
1	Reconfigure/Extend Paved Lot for 293 Total Spaces	L.S.	1	\$1,544,000.00	\$ 154,400.00	\$ 1,389,600.00	\$ 1,544,000.00
Construction Costs					\$154,400.00	\$1,389,600.00	\$1,544,000.00
Engineering Costs					\$0.00	\$0.00	\$0.00
Administrative Costs					\$0.00	\$0.00	\$0.00
Construction Management Costs					\$0.00	\$0.00	\$0.00
Total Costs					\$154,400.00	\$1,389,600.00	\$1,544,000.00

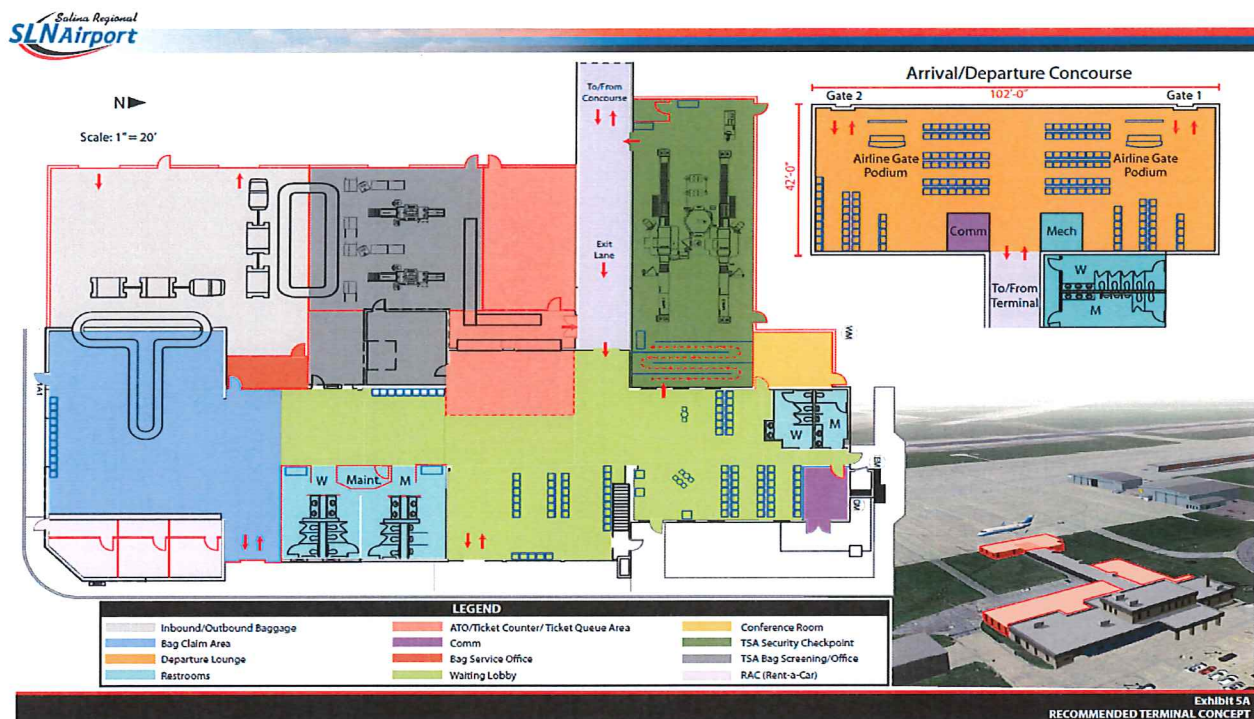
Project Description

The existing terminal building parking lot is aging and also is not enough space to serve the existing and forecast passenger demand. The project would consist of remodeling the existing parking lot and expanding it for passenger demands.


SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	SLN Terminal Building Rehabilitation & Expansion (Construction)		
Local Priority:	1 - Very High	Federal Share:	\$7,196,850.00
FFY Requested:	2025	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$799,650.00
		Total Project Cost:	\$7,996,500.00

SLN terminal building construction. SLN terminal building construction will follow project design and bidding. Project construction documents and specifications will follow FAA terminal building design standards. (FAA Airport Terminal Program Funds)



SPONSOR SIGNATURE BLOCK

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Phone Number:	785-827-3914	Email:	trogers@salair.org

SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST
Terminal Building Remodel & Expansion

8/25/2021

Construct 2025

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
	Terminal Building Remodel & Expansion Phase I Improvements						
1	Phase I Terminal Improvements	L.S.	1	\$3,214,333.00	\$ 321,433.30	\$ 2,892,899.70	\$ 3,214,333.00
	Terminal Building Remodel & Expansion Phase II Improvements						
2	Phase II Terminal Improvements	L.S.	1	\$2,982,333.00	\$ 298,233.30	\$ 2,684,099.70	\$ 2,982,333.00
	Terminal Building Remodel & Expansion Phase III Improvements						
2	Phase III Terminal Improvements	L.S.	1	\$1,645,094.00	\$ 164,509.40	\$ 1,480,584.60	\$ 1,645,094.00
Construction Costs					\$784,176.00	\$7,057,584.00	\$7,841,760.00
Engineering Costs					\$0.00	\$0.00	\$0.00
Administrative Costs					\$300.00	\$2,700.00	\$3,000.00
Construction Management Costs					\$15,174.00	\$136,566.00	\$151,740.00
Total Costs					\$799,650.00	\$7,196,850.00	\$7,996,500.00

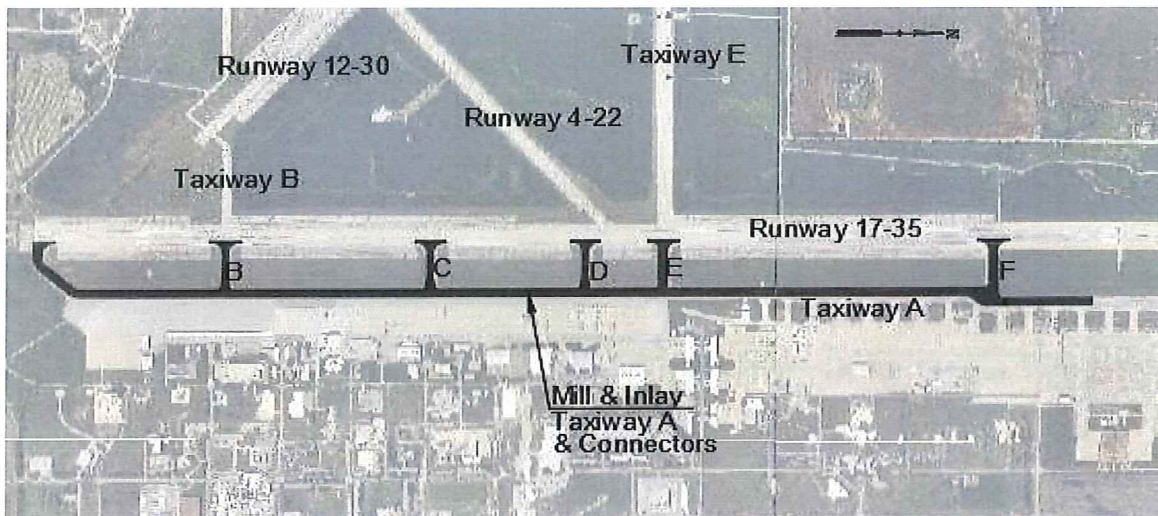
Project Description

The existing terminal building does not provide proper space for the passenger demands. This project would consist of remodeling the existing terminal building along with expanding it for passenger demands.


SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Taxiway's A, B, C, D, E & F from runway 35 to Taxiway G (Design)		
Local Priority:	1 - Very High	Federal Share:	\$517,500.00
FFY Requested:	2025	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.	Local Share:		\$57,500.00
	Total Project Cost:		\$575,000.00

SLN Taxiway Alpha and Runway 17/35 connecting taxiways rehabilitation design. Taxiway Alpha from the threshold of Runway 35 to Taxiway Golf is nearing the end of the useful life of an asphalt mill and overlay completed in 2010. The design will include pavement condition evaluation and justification for the recommended scope of rehabilitation. (AIP Entitlement Funds)



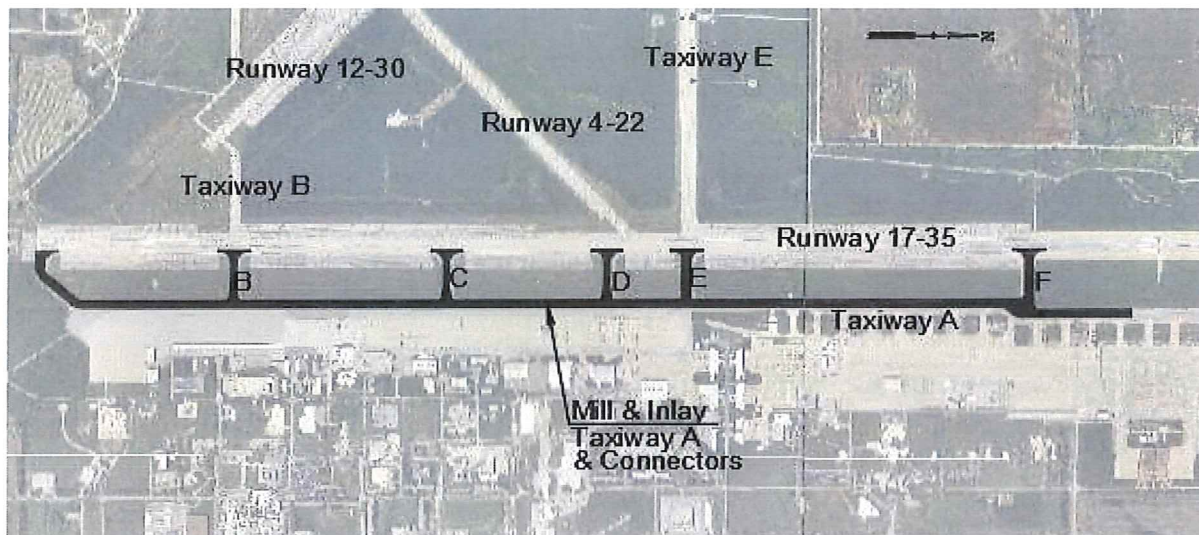
SPONSOR SIGNATURE BLOCK

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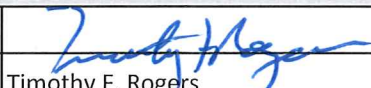
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Taxiway Alpha & Runway 17-35 Connecting Taxiways Rehabilitation (Construction)		
Local Priority:	3 - Medium	Federal Share:	\$4,050,000.00
FFY Requested:	2026	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$450,000.00
		Total Project Cost:	\$4,500,000.00

SLN Taxiway Alpha and Runway 17/35 connecting taxiways rehabilitation construction. The rehabilitation project will follow completion of project design and bidding. Project construction documents and specifications will meet FAA design standards. (FAA Airport Infrastructure Program Funds)



SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST

8/25/2021

Construct 2026

Rehab taxiway A from runway 35 threshold to taxiway G including taxiway F.

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
1	Mobilization	L.S.	1	\$ 90,000.00	\$ 9,000.00	\$ 81,000.00	\$ 90,000.00
2	Temporary Marking, Lighting & Barricades	L.S.	1	\$ 7997.10	\$ 799.71	\$ 7,197.39	\$ 7,997.10
	DEMO						
3	Saw Cut Full Depth 24" Concrete	L.F.	4570	\$ 15.00	\$ 6,855.00	\$ 61,695.00	\$ 68,550.00
4	Remove Asphalt Pavement (4")	S.Y.	50,742	\$ 4.00	\$ 20,296.80	\$ 182,671.20	\$ 202,968.00
5	Remove Concrete Pavement (8")	S.Y.	2,029	\$ 12.00	\$ 2,434.80	\$ 21,913.20	\$ 24,348.00
6	Mill Asphalt (2")	S.Y.	35955	\$ 4.00	\$ 14,382.00	\$ 129,438.00	\$ 143,820.00
	SUBGRADE WORK						
7	Earthwork, Embankment	C.Y.	5,425	\$ 17.00	\$ 9,222.50	\$ 83,002.50	\$ 92,225.00
8	Subgrade Preparation	S.Y.	13,000	\$ 2.50	\$ 3,250.00	\$ 29,250.00	\$ 32,500.00
9	Base Rock, Recycled (12")	S.Y.	13,000	\$ 15.00	\$ 19,500.00	\$ 175,500.00	\$ 195,000.00
	PAVEMENT WORK						
10	Crack Sealing (3/8 to 1 inch)	L.F.	19,956	\$ 4.00	\$ 7,982.40	\$ 71,841.60	\$ 79,824.00
11	Bituminous Tack Oil	Gal.	25162	\$ 5.00	\$ 12,581.00	\$ 113,229.00	\$ 125,810.00
12	Bituminous Surface Course	Ton	20077	\$ 120.00	\$ 240,924.00	\$ 2,168,316.00	\$ 2,409,240.00
13	Marking, Reflectorized, Temporary	S.F.	40563	\$ 1.50	\$ 6,084.45	\$ 54,760.05	\$ 60,844.50
14	Marking, Reflectorized, Permanent	S.F.	40563	\$ 1.80	\$ 7,301.34	\$ 65,712.06	\$ 73,013.40
15	Marking, Non Reflectorized, Permanent	S.F.	62100	\$ 1.80	\$ 11,178.00	\$ 100,602.00	\$ 111,780.00
	ELECTRICAL WORK						
16	Sign, New L-858, 3 Module	Each	155	\$ 4,700.00	\$ 72,850.00	\$ 655,650.00	\$ 728,500.00
Construction Costs					\$444,642.00	\$4,001,778.00	\$4,446,420.00
Engineering Costs					\$0.00	\$0.00	
Administrative Costs					\$300.00	\$2,700.00	\$3,000.00
Construction Management Costs					\$5,058.00	\$45,522.00	\$50,580.00
Total Costs					\$450,000.00	\$4,050,000.00	\$4,500,000.00

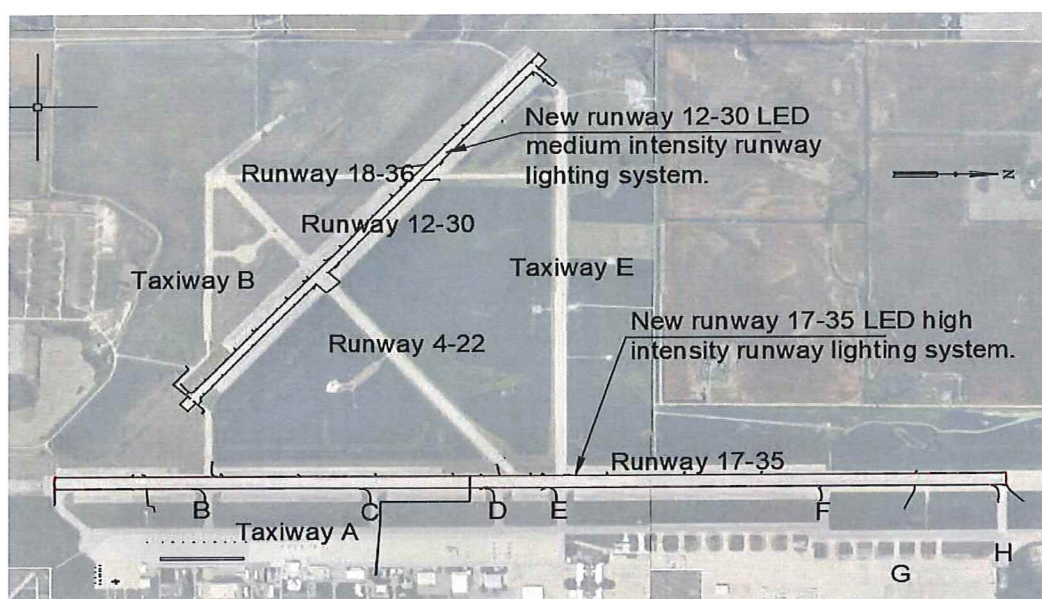
Project Description

Taxiway A - signs of a failing surface are showing up and before it turns into a fod issue through freeze-thaw cycling and a mill & inlay of the taxiway from the K-State connecting taxiway to taxiway G is needed. Taxiway A existing asphalt surface was placed in 2010. The existing and future PCN is 75/R/C/W/T.

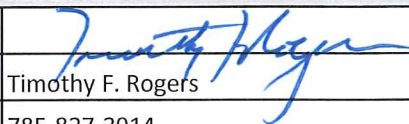
SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Upgrade Runways 17-35 & 12-30 Lighting Systems (Design)		
Local Priority:	1 - Very High	Federal Share:	\$391,500.00
FFY Requested:	2027	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$43,500.00
		Total Project Cost:	\$435,000.00

Runway 17/35, Runway 12/30, and associated taxiways lighting systems rehabilitation design. The project design addresses the need to rehabilitate aging runway and taxiway lighting. Improvements will include energy saving regulators and LED lighting. (AIP Entitlement Funds)



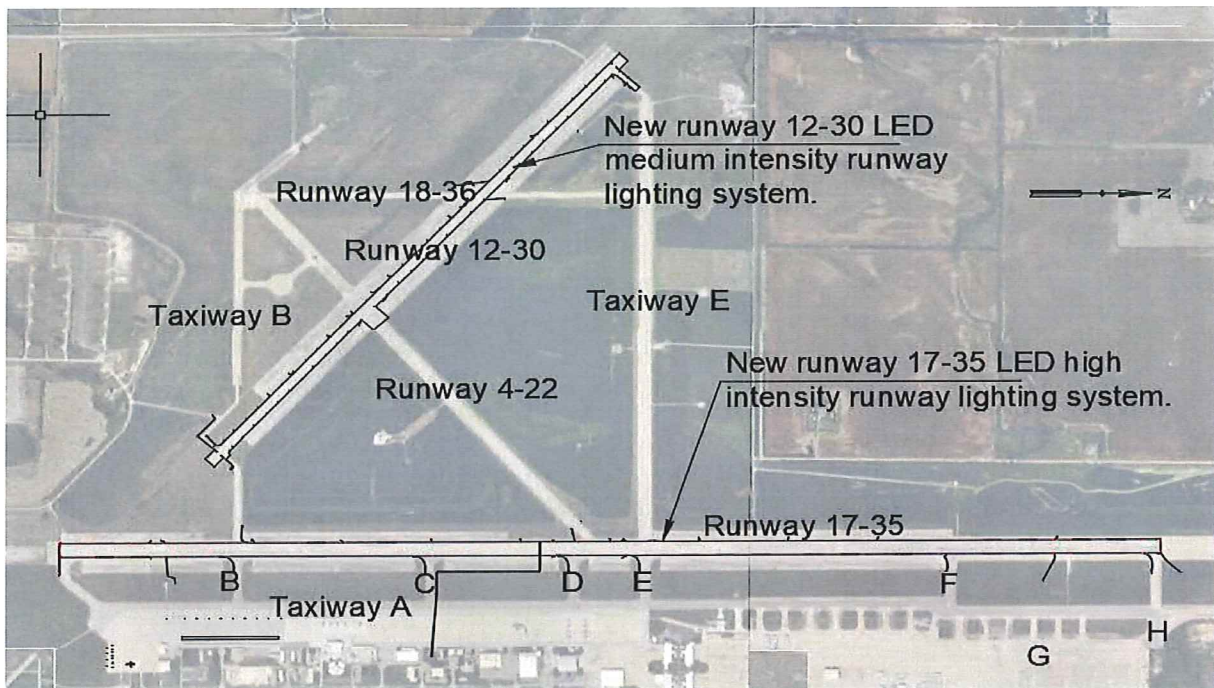
SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org


SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Runway 17-35 High Intensity Lighting Upgrade to LED system (Construction)		
Local Priority:	3 - Medium	Federal Share:	\$3,555,000.00
FFY Requested:	2028	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$395,000.00
		Total Project Cost:	\$3,950,000.00

Runway 17/35, Runway 12/30, and associated taxiways lighting systems rehabilitation construction. The rehabilitation project will follow completion of project design and bidding. Project construction documents and specifications will meet FAA design standards. (FAA Airport Infrastructure Program Funds)



SPONSOR SIGNATURE BLOCK

Signature:		Date:	8/25/2021
Printed Name:	Timothy F. Rogers	Title:	Executive Director
Phone Number:	785-827-3914	Email:	trogers@salair.org

SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST

8/25/2021

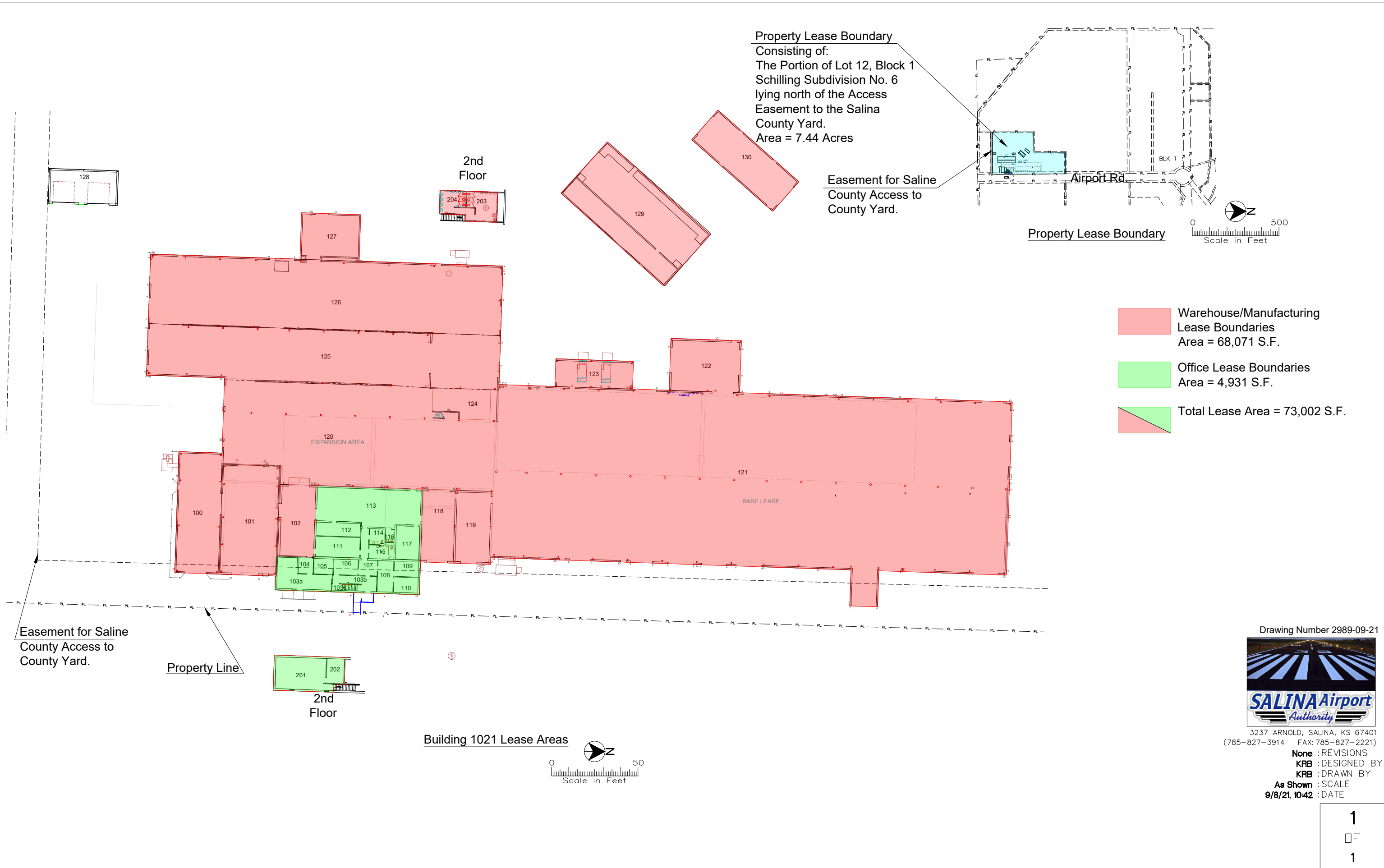
Construct 2028

Install new LED High Intensity Runway Lighting System on Runway 17-35 (Full Length)

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
1	Mobilization	L.S.	1	\$ 200,000.00	\$ 20,000.00	\$ 180,000.00	\$ 200,000.00
2	Temporary Marking, Lighting & Barricades	L.S.	1	\$ 79620.00	\$ 7,962.00	\$ 71,658.00	\$ 79,620.00
	RUNWAY 17-35 LIGHTING						
	DEMOLITION						
3	Remove Existing Base Mounted Runway/Taxiway Light	Each	138	\$ 800.00	\$ 11,040.00	\$ 99,360.00	\$ 110,400.00
	ELECTRICAL WORK						
4	Runway Light, New, Flush Mounted	Each	12	\$ 3000.00	\$ 3,600.00	\$ 32,400.00	\$ 36,000.00
5	Runway Light, New, Elevated, Base Mounted	Each	126	\$ 3000.00	\$ 37,800.00	\$ 340,200.00	\$ 378,000.00
6	Sign, New L-858, 1 Module	Each	15	\$ 4000.00	\$ 6,000.00	\$ 54,000.00	\$ 60,000.00
7	Sign, New L-858, 2 Module	Each	7	\$ 5000.00	\$ 3,500.00	\$ 31,500.00	\$ 35,000.00
8	Sign, New L-858, 3 Module	Each	15	\$ 7000.00	\$ 10,500.00	\$ 94,500.00	\$ 105,000.00
9	Cable, #8 600V 5KV in Duct	L.F.	43,027	\$ 18.75	\$ 80,675.63	\$ 726,080.63	\$ 806,756.25
10	Counterpoise wire, #6 Bare Copper	L.F.	42,027	\$ 18.75	\$ 78,800.63	\$ 709,205.63	\$ 788,006.25
11	7.5 KW Regulator	Each	2	\$ 20000.00	\$ 4,000.00	\$ 36,000.00	\$ 40,000.00
	RUNWAY 12-30 LIGHTING						
	DEMO						
12	Remove Existing Base Mounted Runway/Taxiway Light	Each	78	\$ 800.00	\$ 6,240.00	\$ 56,160.00	\$ 62,400.00
13	Remove Guidance Sign	Each	19	\$ 800.00	\$ 1,520.00	\$ 13,680.00	\$ 15,200.00
	ELECTRICAL WORK						
14	Runway Light, New, Elevated, Base Mounted	Each	78	\$ 3000.00	\$ 23,400.00	\$ 210,600.00	\$ 234,000.00
15	Sign, New L-858, 2 Module	Each	19	\$ 5000.00	\$ 9,500.00	\$ 85,500.00	\$ 95,000.00
16	Cable, #8 600V 5KV in Duct	L.F.	22,332	\$ 18.75	\$ 41,872.50	\$ 376,852.50	\$ 418,725.00
17	Counterpoise wire, #6 Bare Copper	L.F.	21,750	\$ 18.75	\$ 40,781.25	\$ 367,031.25	\$ 407,812.50
18	7.5 KW Regulator	Each	1	\$ 24500.00	\$ 2,450.00	\$ 22,050.00	\$ 24,500.00
Construction Costs					\$389,642.00	\$3,506,778.00	\$3,896,420.00
Engineering Costs					\$0.00	\$0.00	
Administrative Costs					\$300.00	\$2,700.00	\$3,000.00
Construction Management Costs					\$5,058.00	\$45,522.00	\$50,580.00
Total Costs					\$395,000.00	\$3,555,000.00	\$3,950,000.00

Project Description

Runway 17-35 lighting was installed in 2003 and would be replaced with a high intensity LED lighting system. Runway 12-30 lighting was installed in 2005 and would be replaced with a medium intensity LED lighting system.

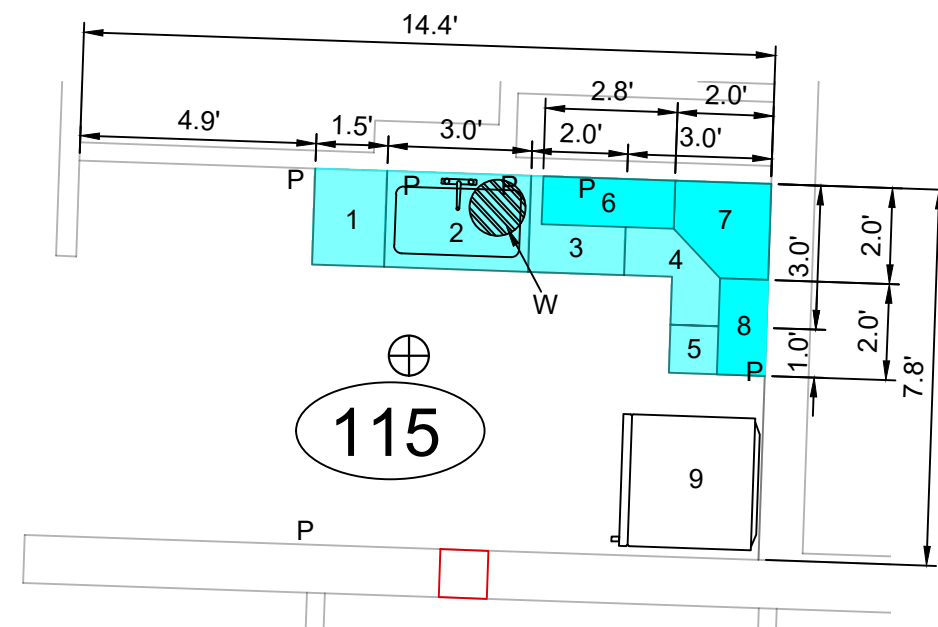


Drawing Number 2989-09-21

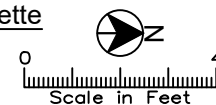


3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
As Shown : SCALE
9/8/21, 10:42 : DATE



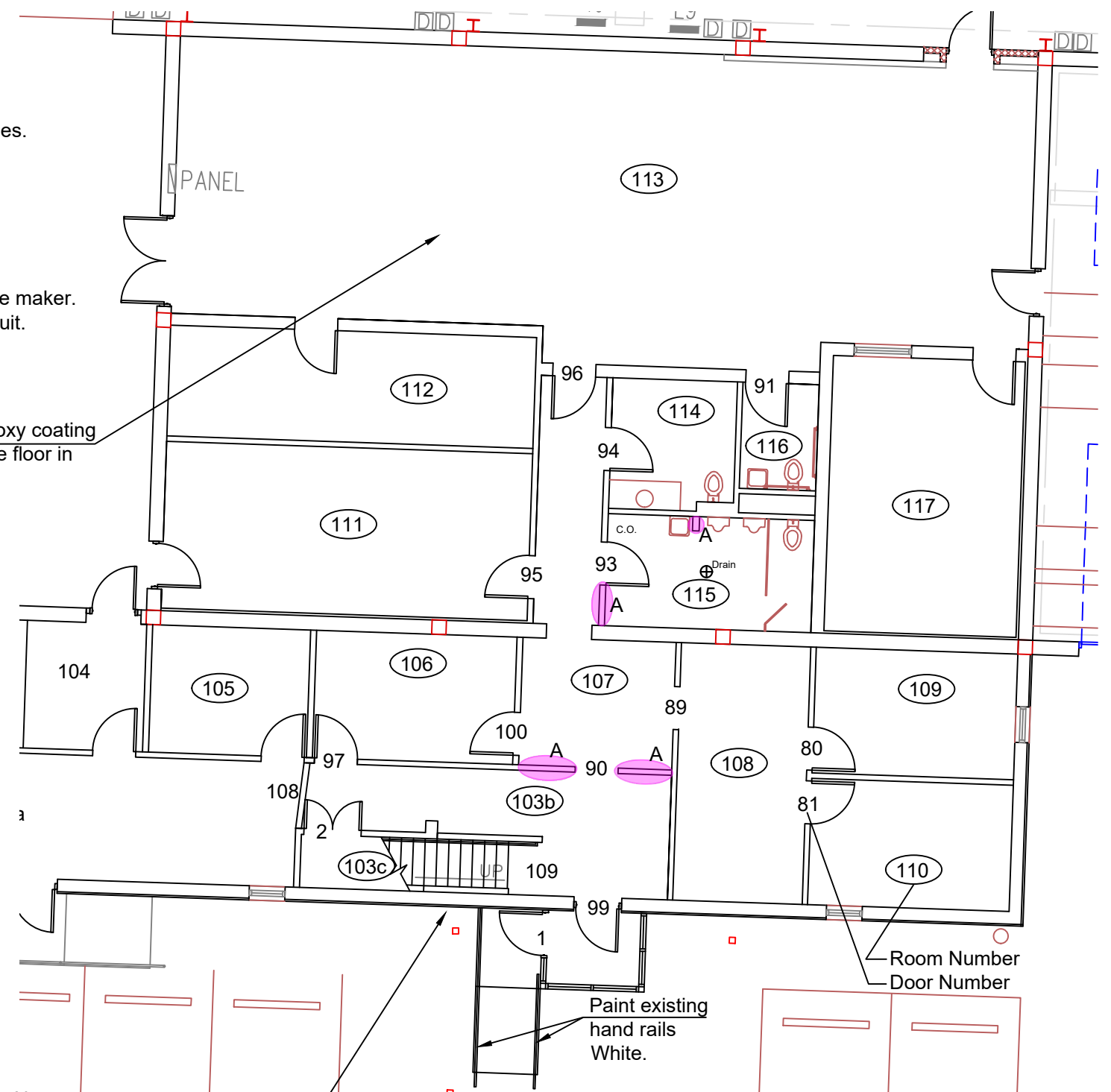
Room 115 Bathroom Conversion to a Kitchenette
Scale 1" = 4'



- Room 115
Install the following
1. 18" Base, 3-Drawer
 2. 36" Sink Base with new water lines.
 3. 24" Base
 4. 36" Corner Base
 5. 12" Base
 6. 33" Upper Microwave Shelf
 7. 24" Upper Corner Cabinet
 8. 24" Upper Cabinet
 9. Refrigerator with water line for ice maker.
- P. 110v dual plug each on own circuit.
W. 2.5 Gallon Water Heater

Install new gray epoxy coating
on existing concrete floor in
room 113.

Door No.	Remove Door	New Door	New Door Hardware	Room No.	Remove Tile	Remove Carpet	New Ceramic Tile	New Drywall	New Cove Base	Primer & Paint	Remove All Fixtures	Remove Wall A	Replace All Fixtures
80	80	80		103b	103b		103b	103b	103b	103b		103b	
81	81	81		106		106	106	106	106	106			
89				107	107		107	107	107	107			
90				108		108	108	108	108	108			
93	93			109		109	109	109	109	109			
94	94	94	94	110		110	110	110	110	110			
95	95	95	95	111									
96	96	96	96	114	114		114		114	114	114		114
97	97	97		115	115		115	115	115	115	115	115	
100	100	100											
108		108	108										
109		109	109										



- Notes:
1. Remove & Replace the roofing on the East roof.
 2. Reset existing mailbox.
 3. Cap, Level & cover the existing floor drain in room 115. Clean out in 115 to remain in use.
 4. After removing the walls between rooms 103b & 107 remove ceiling grid in room 107 to match room 103b
 5. Frame existing Mirror in room 114.

Office Layout
Scale 1" = 10'



Drawing Number 2965-07-21

SALINA Airport Authority

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

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
As Shown : SCALE
7/27/21, 08:47 : DATE

SALINA AIRPORT AUTHORITY
Building 1021 Office Remodel Plan

1
OF
1

September 15, 2021

Salina Area Chamber of
Commerce

Workforce Update for Salina Airport Authority Board

The logo for "Imagine Salina" features the words "Imagine" and "Salina" in a bold, blue, sans-serif font. The text is centered within a white, rounded rectangular frame. The frame is decorated with stylized, wavy lines in shades of blue and purple that curve around the text, giving it a dreamy or imaginative feel.

**Imagine
Salina**

Imagine Salina Campaign

Core Goals

- Through recruitment, training/professional development and retention of talent, create a talented and ready workforce pipeline
- Support the growth of existing employers in Salina and Saline County by providing project assistance, resource information, and advocacy

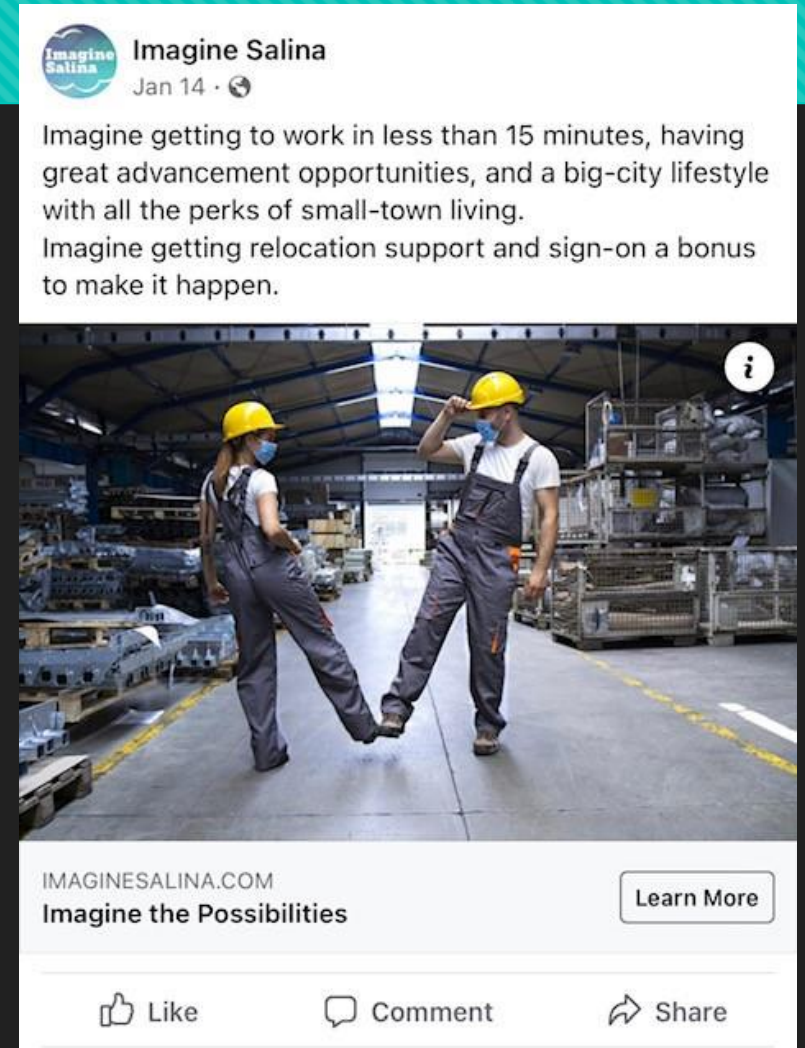


www.imaginesalina.com



Imagine Salina Campaign

- Website with links to information on jobs, housing, schools, and quality of life
- Printable materials with information and resources
- Key messaging points for employers
- Videos, blog, and other content that can be shared and embedded
- Digital marketing campaign, along with some coordinated television, print and billboard collateral



Data Trends: 2nd Quarter of 2021



- **29,088** labor force participation (+ 6.3% from last quarter)
- **4.2%** unemployment rate for June (up from May's 3.0%)
- **3,876** job listings (+25% from last quarter and +63% from Q4 of 2020)

County Median Wage Comparison

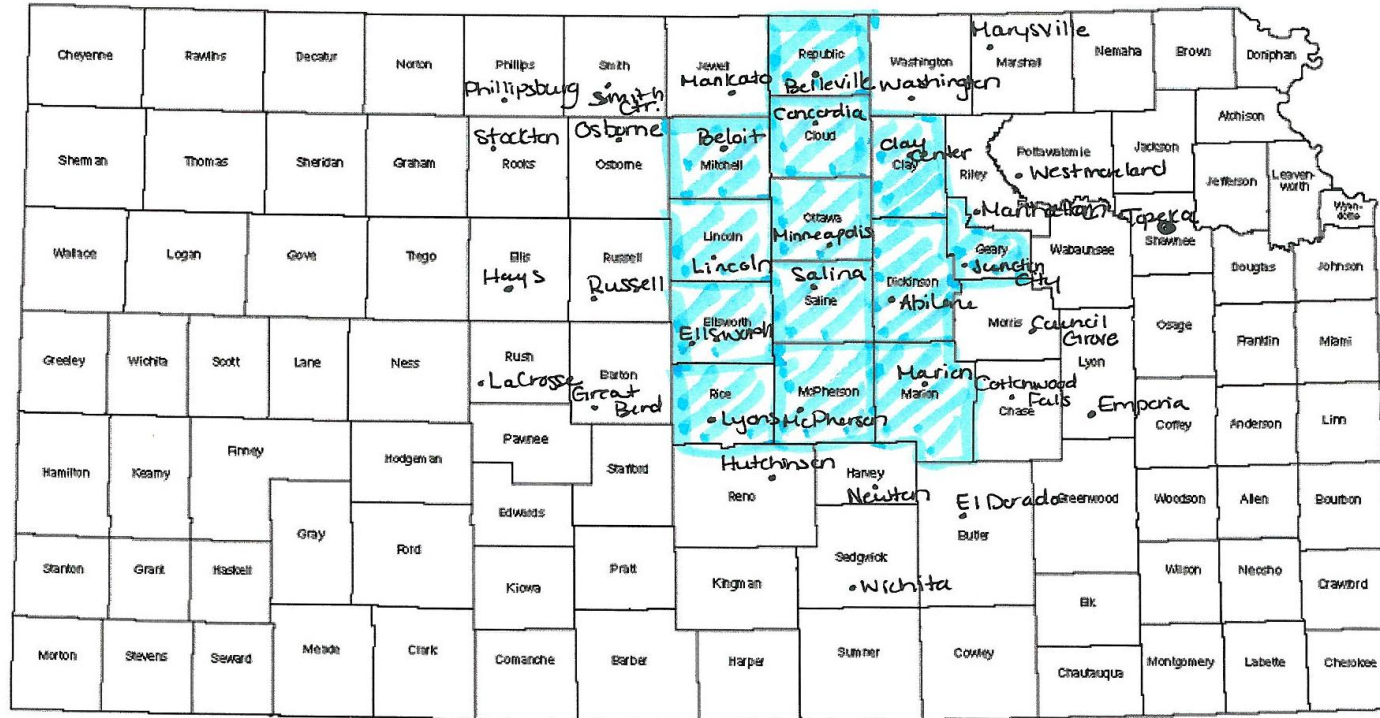
- Up to \$18.27/hour in 2021 from \$17.44/ hour in 2020 (increase of **4.76%**)
- **Saline County falls in the top 28% for wages in Kansas**
- Ten KS counties median wage at \$20/hour or more

Labor Basin Median Wage Data

County	2021
Saline	\$18.27
Clay	\$16.92
Cloud	\$15.10
Dickinson	\$14.63
Ellsworth	\$18.75
Geary	\$19.34
Lincoln	\$16.41
Marion	\$16.56
Mitchell	\$15.80
McPherson	\$17.02
Ottawa	\$12.19
Republic	\$18.16
Rice	\$15.34



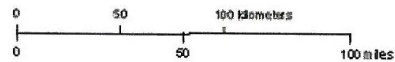
KANSAS



Labor Basin Map



Salina Area
Labor Basin



Commuter Data

91.5% of our
workforce both live
and work in Saline
County

Another 2,243 of our
labor force living here
and work outside of
Saline County (8.5%)

We have
approximately 6,307
workers who
commute in from
throughout the region

Commuter Data

- Commuters are our 7th most important economic driver
- This part of our economy has grown from \$51 million in 1990 to \$136 million in 2019 in household earnings.

Commuter Data

Where They Work

Region	Residents of Saline
Saline	23,878
Sedgwick	278
McPherson	255
Dickinson	237
Shawnee	155
Riley	139
Johnson	88
Reno	85
Geary	76
Ellis	69
Ottawa	65
Ellsworth	52
Pottawatomie	40
Barton	39

Where They Live

Region	Work in Saline
Saline	23,878
Ottawa	795
Dickinson	772
Riley	403
McPherson	372
Sedgwick	335
Johnson	246
Reno	178
Butler	135
Ellsworth	134
Lincoln	128
Geary	108
Pottawatomie	105
Cloud	102

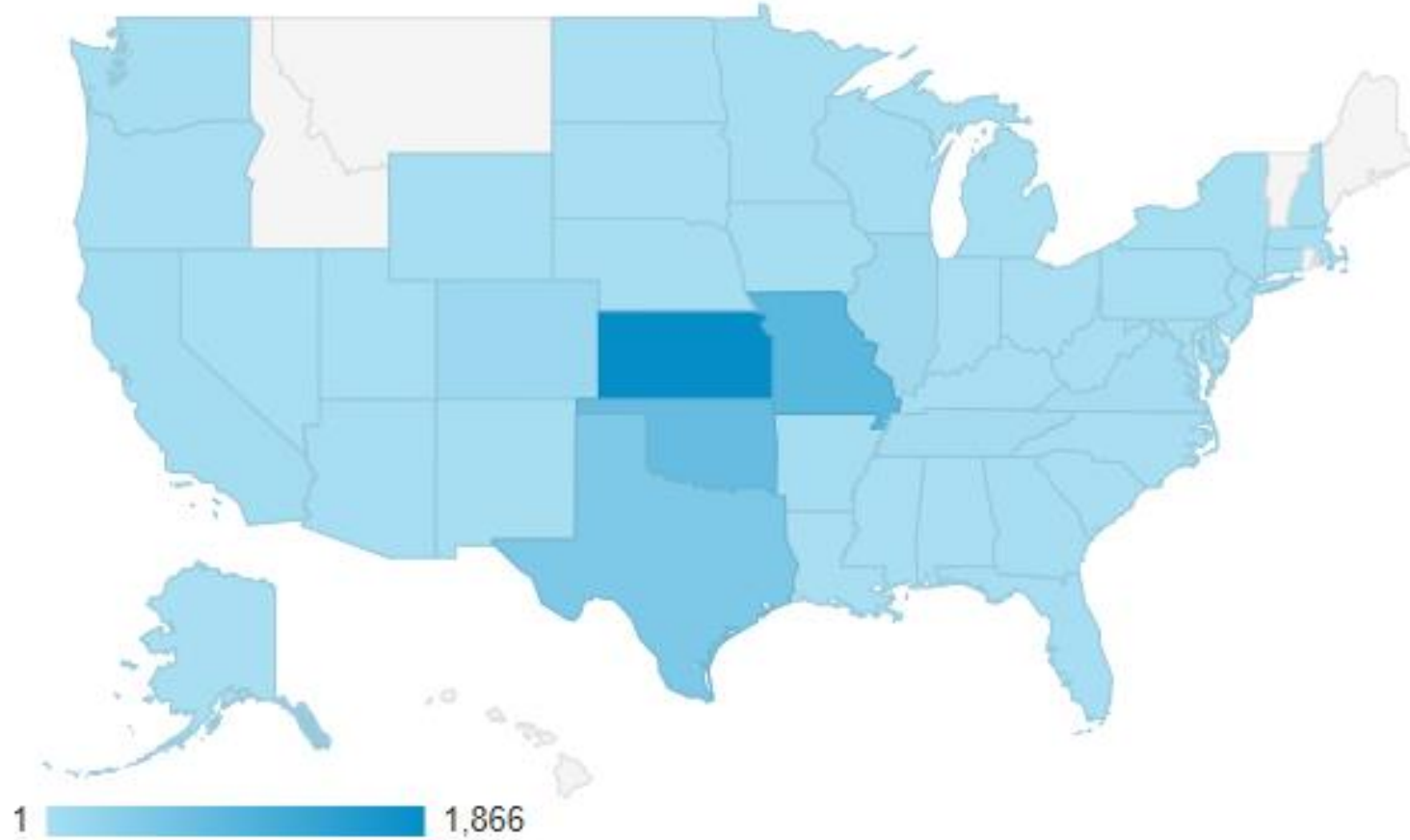


2nd Quarter Campaign Numbers

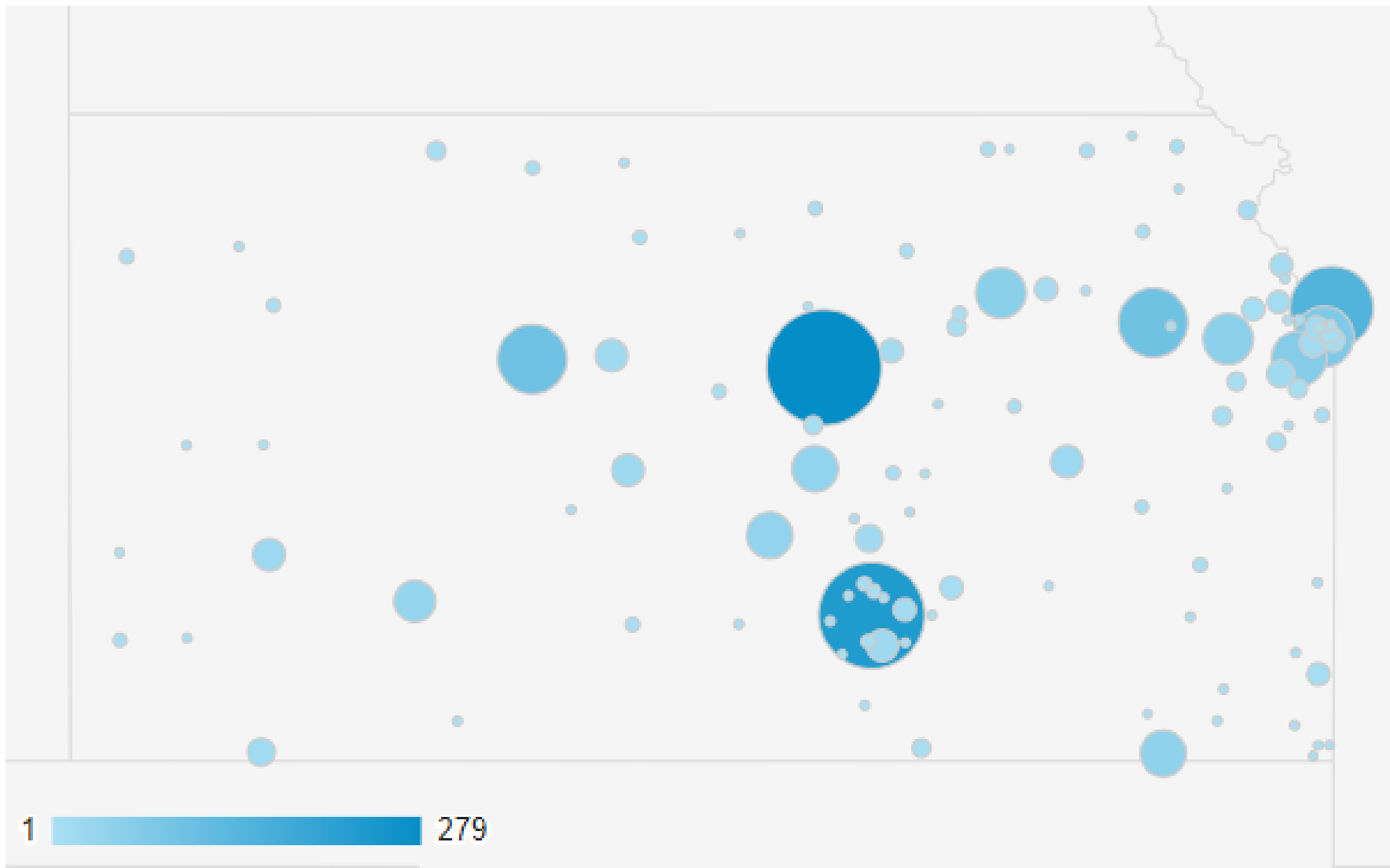
- 5,602 new visitors to website (-15.33% from Q1)
- 29 resumes submitted (-21%)
- 5 Customized Tours (same)
- 611 followers on FB (+15%)
- 407 followers on Instagram (+15%)







National Web Traffic

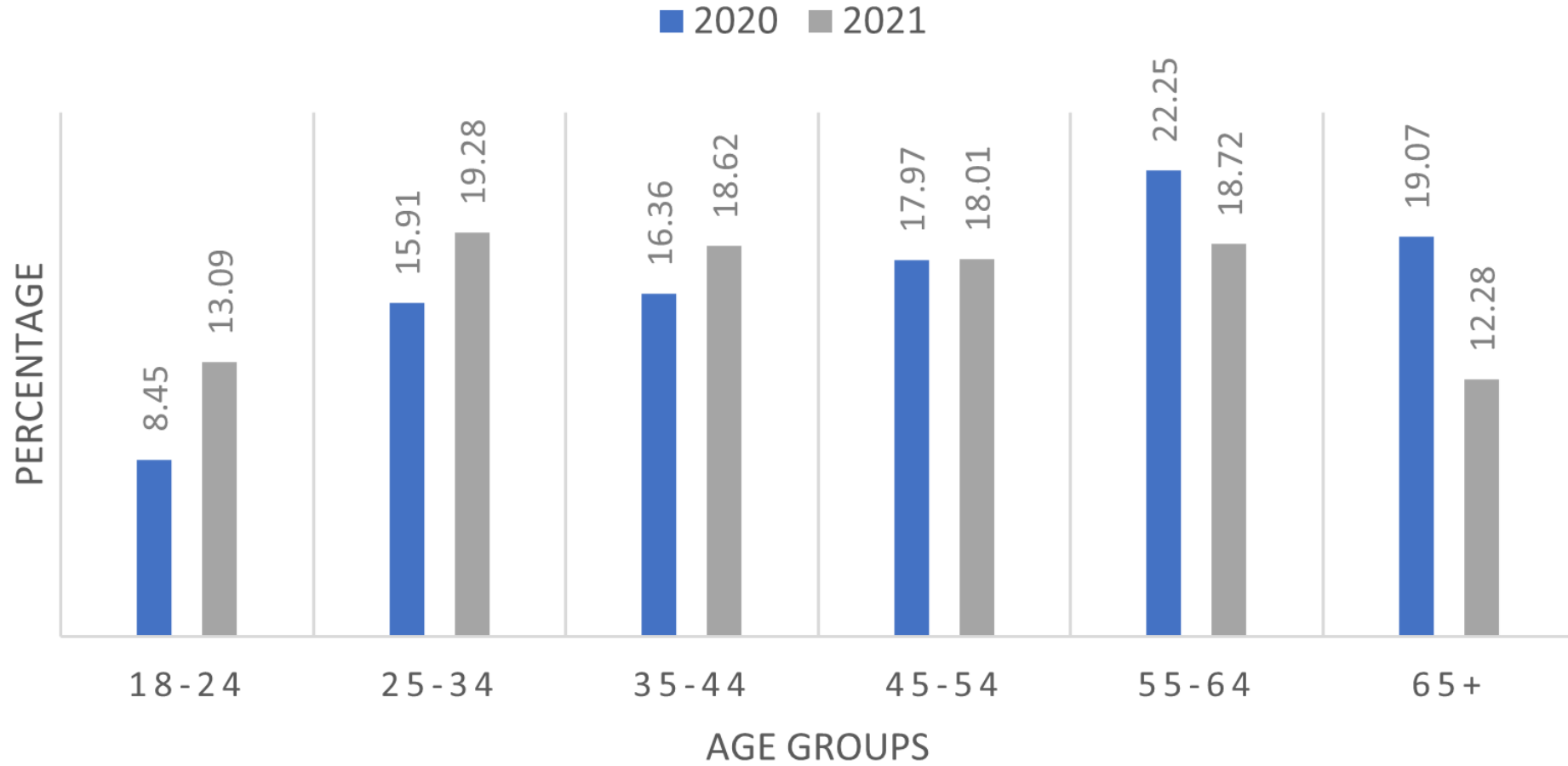


Kansas Web Traffic

New Users by Location

	Percentage of New Users-Q1	Percentage of New Users-Q2
Salina	13.52%	14.01%
Kansas City	10.17%	8.0%
Topeka	6.30%	5.24%
Wichita	3.48%	12.58%
Oklahoma City	4.37%	15.19%
Dallas	5.24%	9.77%

WEBSITE USERS BY AGE



Resume Activity

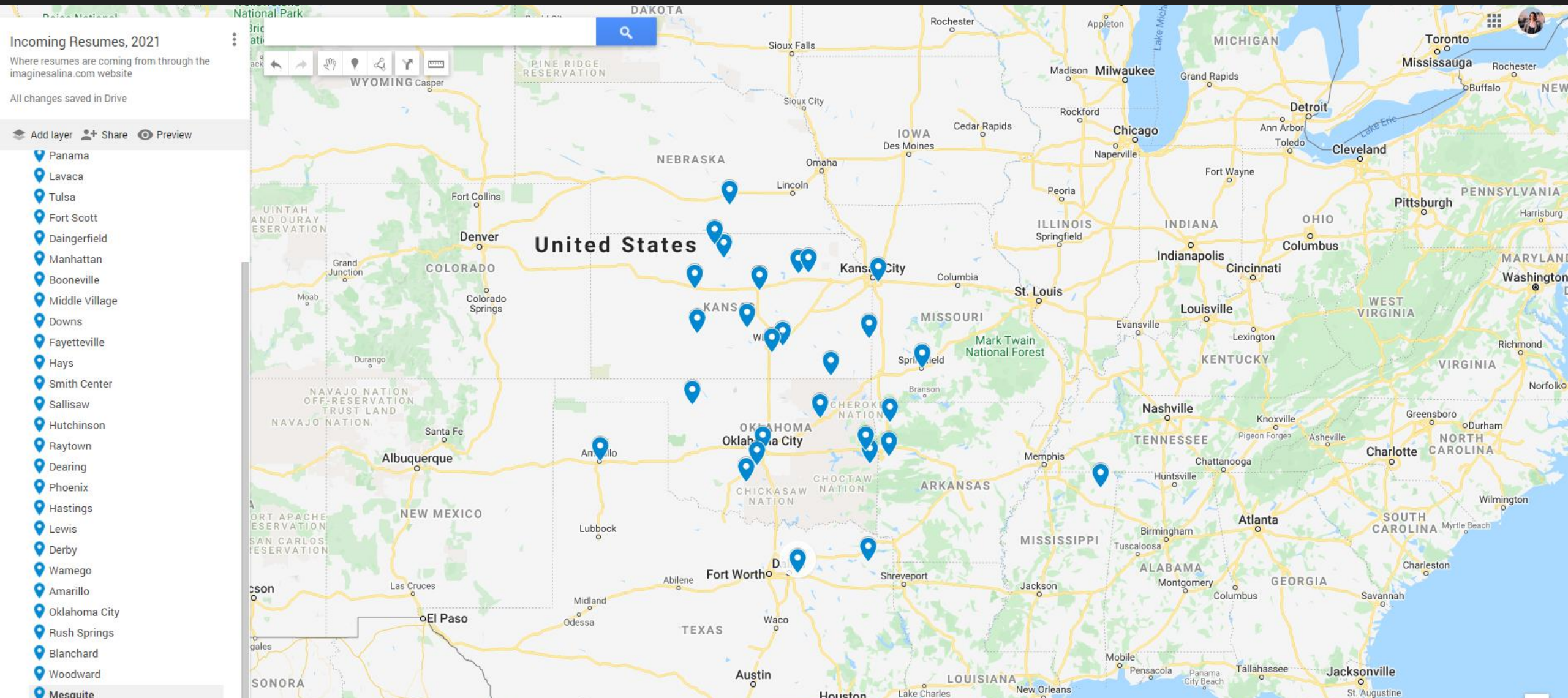
Q2 2021: 29 resumes submitted

YTD: 55 resumes submitted


Trailing spouse resumes: 20

Only 4% of resumes submitted are already living in Salina

Resume Map




Imagine Salina Campaign



The comfort and charm of a small hometown with all of the vibrancy and opportunity of a metropolitan locale

Imagine yourself in Salina

imaginesalina.com  derful visitsalinaks.org

- New strategy and content for the Fall!
- Focus on areas with high unemployment/low wages
- Looking into capabilities of advertising/reaching alumni of post-secondary programs





Housing & Childcare Conversations

- Working closely with City of Salina, Saline County, SCEDO, developers, state & local leadership, and other partners to work toward creative solutions for our housing needs.
- Participate in the local childcare consortia to advocate and initiate dialogue with employers regarding childcare needs and gaps

Building Bridges: USD 305

- Invites workers throughout the community to engage with USD 305, and build connections between education and workforce
- Helps solicit volunteers to provide job shadowing, internships, tours/field trips, mock interviews, equipment/materials, or other support for career and technical education
- Creates a dialogue to learn where skills gaps are, as well as creating opportunities for students to get hands-on experience as well as build local connections



Next Quarter Priorities

- Continue tracking marketing performance
- Re-activate a Business Retention and Expansion (BRE) program, in collaboration with SCEDO and KDOC
- Continue to look for opportunities to get in front of work force- specifically targeting low wage/high unemployment areas as well as alumni
- Schedule a webinar with the Puerto Rico Chamber of Commerce to educate/inform area employers on opportunities for recruitment
- Look at expanding Manufacturing Day/Building Bridges efforts w/ area high schools
- Continue to work with post-secondary programs on building training/education opportunities to meet skills gaps

A photograph of a brick wall with a mural. The mural features the text 'HELLO FROM' in a banner at the top, a large '07401' in the center, and 'SALINA, KS' in a banner at the bottom. The background of the mural is a stylized map of Kansas. The text 'Thank you!' is overlaid in large white letters.

Thank you!

Renee Duxler, Economic & Workforce
Development Director

785-827-9301 x127

rduxler@salinakansas.org