

**DATE:** November 15, 2021  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** November 17, 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/595671213>

Wednesday's meeting will feature discussion concerning the following 2021 and 2022 Airport Authority operating plan priorities.

- Salina Airport Authority financial goals and objectives.
- Airport Industrial Center development lot leasing.
- Airport Industrial Center facility leasing.
- M.J. Kennedy Air Terminal expansion and renovation.

Please note the following agenda comments.

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

**Airport Activity – Air Traffic** (Rogers)

The Salina air traffic control tower (ATCT) recorded 7,958 operations during October 2021 which was a 7% decrease as compared to the October 2020 total of 8,532. For the year-to-date, a total of 68,699 operations have occurred at the Salina Airport which is 34% more than the October 2020 YTD total of 51,101.

**Airport Activity – Fuel Flowage** (Rogers)

The October 2021 fuel flowage came in at 199,197 gallons which was 4% less than the October 2020 total of 208,081 gallons. For the year-to-date, a total of 1,764,769 gallons has been delivered on the Airport which is 12% less than the October 2020 YTD total of 2,009,247 gallons.

**Airport Activity – Passenger Enplanements** (Rogers)

During October 2021 SkyWest enplaned 1,967 passengers, which was a 215% increase over the October 2020 total of 624 passengers. The October YTD total passenger count was 3,902 which was a 222% increase over the October 2020 YTD total of 1,210. 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 October, total operating revenue arrived at 17% over budget (\$359,142) and 8% ahead of the same period in 2020. Total administrative expenses ended up 9% over budget while maintenance expenses reached 14% over budget bringing total operating expenses to 11% over budget or \$220,559. Utility expenses associated with the Feb. winter storm, increase building maintenance expense, and airport promotion represent the majority of the resulting 11% overrun.

Total operating income before depreciation reached \$177,024 at the end of October which is \$138,583 ahead of budget.

Total reimbursement for airport operating expenses and equipment purchases under the COVID and CRRSAA grant (COVID relief) grant programs total \$1,189,137 YTD. Total fixed asset additions YTD arrived at \$2,318,673 or 36% of the annual budget. Several items under the capital budget including Bldg. 595 rehabilitation, GA Hangar Construction and certain Terminal Concourse expenditures will not be completed before the end of the year and will carry forward into the 2022 budget. Additionally, non-restricted cash expenditures YTD on the Terminal Concourse, Bldg. 595 and GA Hangar development, will be reimbursed in November with the 2021-1 General Obligation Temporary Notes. The 2021-1 GOTN closed on November 10, 2021 and proceeds have been invested with Bennington State Bank, the bank that provided the best interest rate for the funds until the project is complete and all funds have been expended.

### **Financial Reports – September Significant Expenditures/Payables Report Enclosed**

### **Financial Reports – Accounts Receivable Past Due 31 days or more as of November 15, 2021 (Swanson)**

Account	Amount	Days	Comments
108 <sup>th</sup> Aviation Regiment	\$130	61-90	Hangar rental
Fort Riley, 1 <sup>st</sup> ID	\$8,645	31-60	Hangar, GSE rental
AGCO Corporation	\$63	31-60	Utilities
Atlas Air, Inc.	\$1,535	31-60	Landing Fees & ARFF coverage
Kansas Military Board	\$1,052	31-60	Bldg. rental

### **Short-term Leasing Activity**

On Oct. 27, 2021, the SAA entered into an 8-day lease with 582<sup>nd</sup> Helicopter Group, Warren AFB, WY, for the leasing of 18,394 sq. ft. of hangar bay and office space in support of initial quality training for aircrew at Smoky Hill Weapons Range. This short-term agreement will generate \$3,200 in rental in November. The 582<sup>nd</sup> HG is a returning SAA military customer. Their last mission based at SLN was in 2018.

### **Agenda Item #6 – Final Action on the Triplett Self Storage, LLC Land Lease for a Portion of Lot 4, Block1, Schilling Subdivision No. 7. (Rogers and Swanson)**

Following a subsequent review of the land lease approved by the SAA board of directors on October 20, 2021, the tenant has requested a material modification to the land lease. The approved land lease provided that all fixtures (i.e., buildings) attached to the premises would be removed by the tenant at the expiration of the land lease. The tenant prefers to amend the SAA approved land lease to provide that all fixtures (i.e., buildings) remain on the premises upon expiration of the land lease. The effect of the amendment is to allow for the fixtures to revert to the ownership of the Airport Authority upon lease expiration. The base lease term in five (5) years with seven (7) additional terms of five (5) years each.

The tenant requested a change to minimum insurance requirements for independent contractors that was not accepted.

**Recommendation:** Authorize a modification to paragraph **9. Ownership and Removal of Fixtures**. to allow for the “any fixtures attached to the Premises or placed on or about Premises by Lessee shall remain on the Premises upon the expiration of this Lease.” and authorize the SAA board chair to sign the amended land lease agreement with Triplett Self Storage, LLC.

**Agenda Item #7 – Consideration of a Lease with Nex-Tech Wireless for Antenna Space on the SAA’s Former Water Tower Located at 2725 Arnold Ave. (Swanson)**

Since 2012, Nex-Tech Inc. has utilized the checkered tower located at the corner of Arnold Ave. and General Jim Road for the purpose of affixing equipment as necessary to provide their clients wireless Internet service. The original Airport Use/Lease Agreement was a three-year term that expired at the end of 2015, was renewed for two additional 3-year terms and the current term expires at the end of this year. Nex-tech desires to continue to offer wireless service in this area and has agreed to another three-year lease term. The proposed rental will increase from \$325 to \$355 per month and Nex-tech will be responsible for all utilities and costs associated with their utilization of the tower site. A copy of the agreement is enclosed for your consideration.

**Recommendation:** Approval of the three-year Airport Use Lease Agreement with Nex-Tech, Inc. and authorize Chair Gunn to sign the Agreement.

**Agenda Item #8 – Consideration of Lease Addendum #1 with Stryten Salina, LLC for Unit A, Building B655 Located at 2656 Arnold Ave. (Swanson)**

In August of 2020, Atlas Holdings established Stryten Manufacturing to operate former Exide Technologies’ plants, including Salina. In October 2020, the SAA and Stryten entered into a Lease Agreement for 56,961 SF of warehouse space and put the warehouse space formerly leased by Exide into a lease agreement with Stryten Salina, LLC. Enclosed is a copy of the Addendum No. 1 to Lease Agreement with Stryten Salina, LLC to expand their leased premises to 96,611 SF in building B655 to include Unit. A.

Lease Addendum Effective Date:	Dec. 1, 2021
Lease Term Expiration:	Sept. 30, 2023
Basic rental:	\$17,570 per month \$210,840 per year \$2.18 per SF per year
Utilities:	Lessee responsibility
Bldg. Insurance	SAA responsibility

**Recommendation:** Approval of the proposed B655 Lease Addendum #1 with Stryten Salina LLC and authorize Chair Gunn to sign the Agreement.

**Agenda Item #8 – Consideration of Resolution 21-11 Recognizing Kenny Bieker for 13-Years of Service as the Airport Authority’s Director of Facilities and Construction. (Rogers).**

Wednesday’s board meeting will be Kenny’s final board meeting prior to his November 30 retirement. During Kenny’s tenure he has overseen and directed major improvements to the Salina Airport’s runways, taxiways, and aircraft aprons. Projects such as the rehabilitation of Hangar H606 have enable to Airport Authority to host and support a wide range of government, military, and civilian aircraft deployments to the Salina Airport. The reopening of hangar H959 for occupancy by 1 Vision Salina was a transformative project for the Airport Authority and Salina community.

Kenny’s M.J. Kennedy Air Terminal remodeling projects needed to accommodate scheduled air service growth have benefited the citizens of Salina, Saline County and North Central Kansas. As with many

projects, Kenny was asked to work with engineer's, contractors, and local building officials to expedite plans, bidding, and completion to meet growing passenger demand. The new Salina Airport terminal building concourse improvements project is a capstone to Kenny's time with the SAA.

During recent weeks Kenny has mentored his successor, Maynard Cunningham. He has also provided the Airport Authority with a unique challenge – completion of a five-year \$36 million airport capital improvement program. Kenny developed and submitted the SAA's multi-year airport CIP to the Federal Aviation Administration. Completion of the multi-year plan will be tribute to Kenny.

Finally, the entire SAA staff will miss Kenny. He has provided behind the scenes support to me, Shelli, Kasey, David Sorell and all our firefighter and maintenance personnel. Kenny took care of countless late night and early morning call outs that enabled staff to stay at home. Kenny always had the best interests of the Airport Authority and staff as his top priority.

**Recommendation:** Unanimous approval of SAA Resolution No. 21-11.

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**

**November 17, 2021 – 8:00 AM**

**AGENDA**

**Action Items (Gunn)**

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 October 20, 2021, regular board meeting and November 10, 2021, special board meeting. (Gunn)
5. Review of airport activity and financial reports for the month ending October 31, 2021. (Rogers and Swanson)
6. Final action on the Triplett Self Storage, LLC land lease for a portion of Lot 4, Block 1, Schilling Subdivision No. 7 consisting of 3.73 acres. (Rogers and Swanson)
7. Consideration of a lease with Nex-Tech Wireless for antenna space on the Airport Authority's former water tower located at 2725 Arnold Ave. (Swanson)
8. Consideration of lease addendum #1 with Stryten Salina, LLC for Unit A, building B655 located at 2656 Arnold Ave. (Swanson)
9. Consideration of SAA Resolution No. 21-11 recognizing Kenny Bieker for 13-years of service as the Salina Airport Authority's director of facilities and construction. (Rogers)

**Directors' Forum** (Gunn)

**Visitor's Questions and Comments** (Gunn)

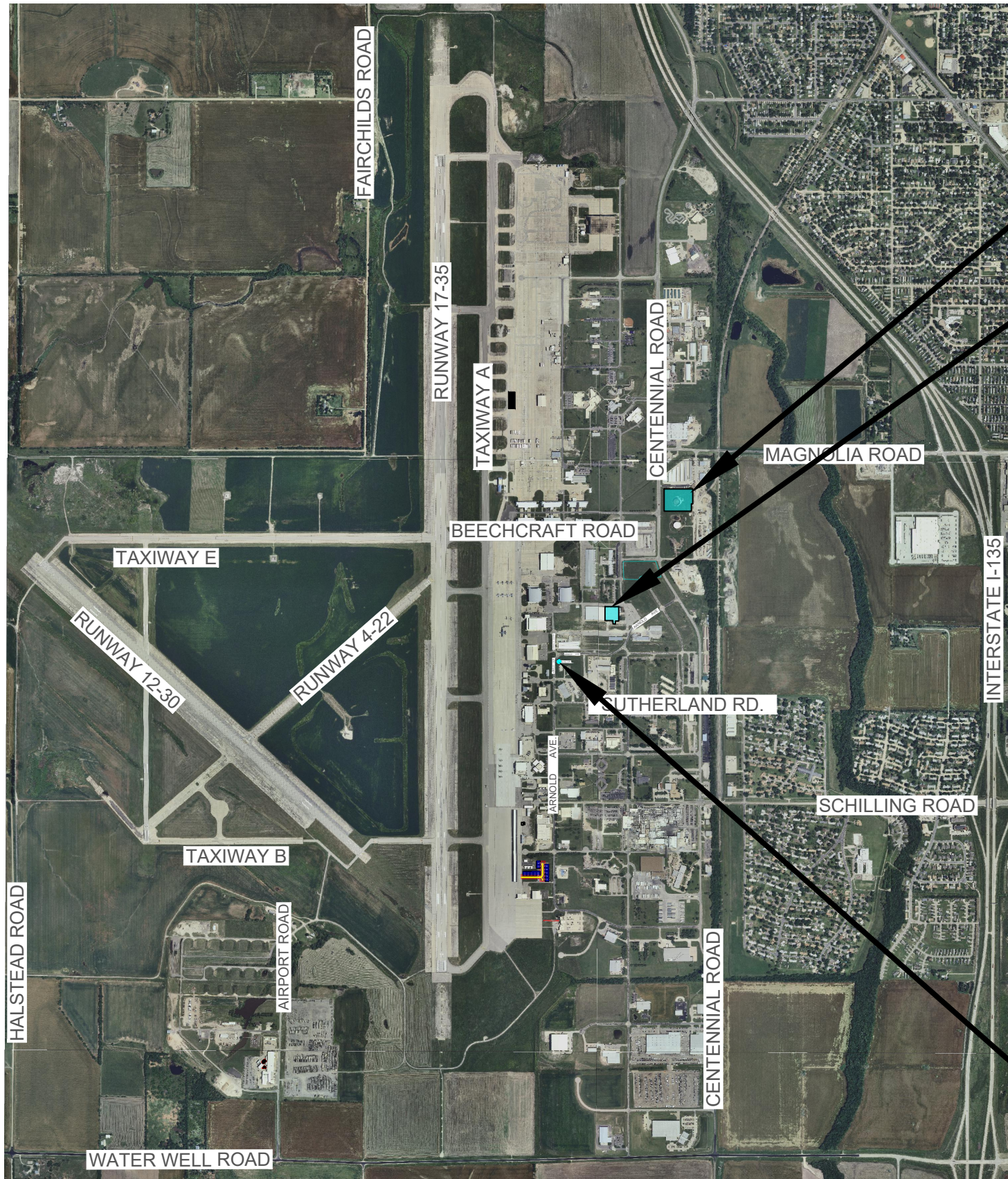
**Staff Reports** (Rogers)

**Announcements** (Windhorst)

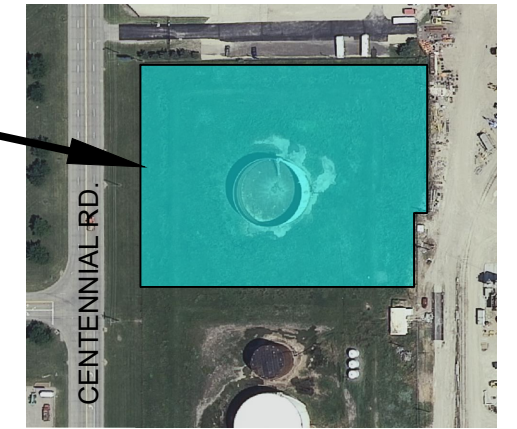
**Adjournment** (Gunn)



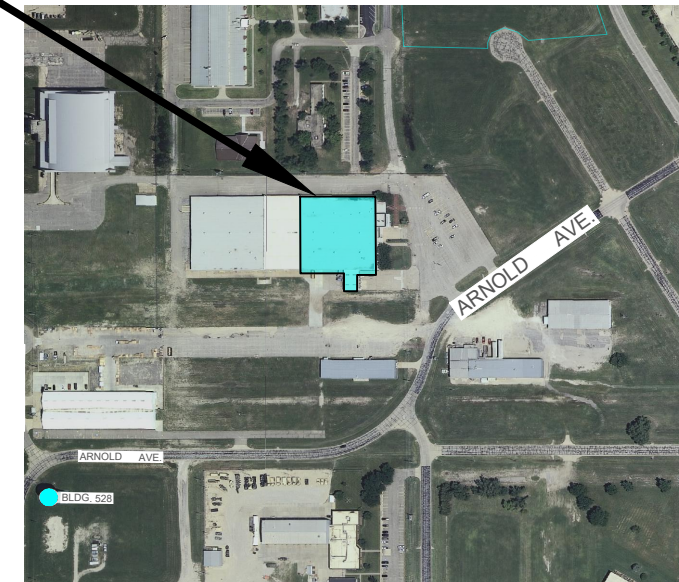




Lot 4, Block 1  
Schilling  
Subdivision No. 7



Building 655, Unit A



Building 528, Former Water Tower

Drawing Number 3014-11-21



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

None : REVISIONS

KRB : DESIGNED BY

MWC : DRAWN BY

1" = 2000' : SCALE

11/15/21, 12:20 : DATE





**MINUTES OF THE REGULAR MEETING OF THE BOARD  
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
OCTOBER 20, 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 and noted the board meeting notice was published on Friday, October 15, 2021, and the board packet was distributed on Monday, October 18, 2021.

**Attendance**

Attendance was taken. Chair Gunn, Directors Buer, Eichelberger, Roberg, and Weisel were present. Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Director of Facilities and Construction Maynard Cunningham; Airport Administration Specialist Jazstyn Moyer; and Attorney Greg Bengtson was in attendance. Mitch Robinson, Salina Community Economic Development Organization; David Arteberry, Stifel, Nicolaus & Company, Inc.; Mitch Walter, Gilmore & Bell were in attendance as guests.

**Additions to the Agenda**

Chair Gunn asked if there were any additions to the agenda. Executive Director Rogers stated there were no additions to the agenda.

**Minutes**

Chair Gunn asked if the board members had additions or corrections to the minutes of the September 15, 2021, regular board meeting. Director Eichelberger moved, seconded by Director Buer, to approve the minutes of the September 15, 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 7,206 operations during September 2021, which was a 4.5% decrease compared to the September 2020 total of 7,550. For year-to-date a total of 60,741 operations have occurred at the airport which is 43% more than the September 2020 year-to-date total of 42,569. September fuel flowage came in at 171,259 gallons which was a 33% increase compared to September 2020 total of 128,710 gallons. For year-to-date, a total of 1,565,572 gallons has been delivered to the Airport which is 13% less than the 2020 year-to-date total of 1,801,166 gallons. United/SkyWest flights enplaned 1,900 passengers, which was a 244% increase as compared to the September 2020 total of 552 enplaned passengers.

Director of Administration and Finance Swanson reported on the financials for the month of September 2021. Total administrative expenses arrived 8% over budget while total maintenance expenses ended the month 17% over budget bringing total operating expenses to 11% over budget year-to-date. Net operating income before depreciation for September reached \$141,606 which is ahead of budget by \$107,010. On October 14, SAA received \$222,935.78 marking the

final reimbursement under the \$1,005,467 CRRSAA grant (2<sup>nd</sup> COVID relief grant). Total fixed asset additions YTD arrived at \$1,880,171 or 29% of the annual budget.

Short-term leasing activity continues a positive trend. On October 5, 2021, the SAA entered into a 2-week lease with Blue Air Training, Las Vegas, NV, for the leasing of 18,550 sq. ft. of hangar bay space, one small office, and ground support equipment in support of Canadian Joint Terminal Attack Controller course training flights at Smoky Hill Weapons Range. This short-term agreement will generate \$9,730 in rental during the month of October. Blue Air Training is a new SAA customer.

### **January – September 2021 (Q3) 10-year trend analysis**

Director of Administration and Finance Swanson reviewed the third quarter 10-year trend analysis report (January – September) 2012 – 2021. Swanson highlighted on significant trends and reported a 10-year high in 2021 operating revenue.

### **Salina Airport Authority Taxable General Obligation Temporary Notes Bids Received**

Swanson noted that on October 19, 2021, the SAA received bids for the 2021-1 General Obligation Temporary Notes (GOTN) in the amount of \$3,500,000. Moody's assigned a Aa3 rating to this GOTN. SAA's financial advisor, David Arteberry with Stifel, Nicolaus & Company, Inc. reviewed the following results of the sale.

#### **Bid Results**

### **Salina Arpt Auth \$3,550,000 Taxable General Obligations Temporary Notes Series 2021-1**

The following bids were submitted using **PARITY**<sup>®</sup> and displayed ranked by lowest TIC.  
Click on the name of each bidder to see the respective bids.

Bid Award*	Bidder Name	TIC
<input type="checkbox"/>	<a href="#">Piper Sandler &amp; Co</a>	0.525146
<input type="checkbox"/>	<a href="#">Huntington Securities, Inc.</a>	0.600554
<input type="checkbox"/>	<a href="#">Country Club Bank</a>	0.608643
<input type="checkbox"/>	<a href="#">First Bankers' Banc Securities Inc.</a>	0.688296
<input type="checkbox"/>	<a href="#">Oppenheimer &amp; Co., Inc.</a>	0.788043
<input type="checkbox"/>	<a href="#">Northland Securities, Inc.</a>	0.877446
<input type="checkbox"/>	<a href="#">UMB Bank N.A.</a>	0.957105

\*Awarding the Bonds to a specific bidder will provide you with the Reoffering Prices and Yields.

### **SAA Resolution 21-10**

Director of Administration and Finance Swanson reviewed SAA Resolution No. 21-10 which will authorize the issuance, sale and delivery of the taxable 2021-1 GOTN and provide for the levy and collection of an annual tax, if necessary, for the purpose of paying the principal and interest on notes as they become due and authorizing staff to take the steps necessary to finalize the temporary notes. Director Eichelberger moved to approve SAA Resolution No. 21-10 authorizing and



directing the issuance, sale and delivery of taxable General Obligation Temporary Notes, Series 2021-1. Seconded by Director Weisel. Motion passed unanimously.

### **2022 Operating Revenue and Expense Forecast**

Director of Administration and Finance Swanson distributed and reviewed the budget summary for CY 2022. Swanson commented on several key operating revenue and expense line items for the upcoming calendar year. The target operating revenue for 2022 is \$2,909,490 while targeted gross operating expenses is forecasted at \$2,765,089. The final budget report will be presented to the board at the December board meeting.

### **Triplett Self-Storage, LLC Land Lease**

Swanson reviewed the proposed land lease with Triplett Self-Storage, LLC to expand the self-storage located at 2435 Centennial Road in the Airport Industrial Center.

<b>Property:</b>	3.74 Acres – Portion of Lot 4, Block 1, Schilling Subdivision No. 7
<b>Term:</b>	Five years with 7 five-year options to renew
<b>Rental:</b>	\$800/month or \$.06/SF/Year Lease provides for a graduated rental rate during first year as Lessee is developing site and constructing units.
<b>Rate adjustment:</b>	Every 24-months during term and renewal options
<b>Effective date:</b>	Commencing on the issuance of a City of Salina building permit for any component of the project.
<b>Lessee:</b>	Lessee will be responsible for all site development including fencing upgrades, utilities, paving and storage unit construction.
<b>SAA:</b>	SAA will work with AT&T to relocate a telephone line currently on the site, will fill in a cut-out of an earthen berm to the south of the premises, will relocate or abandon a septic system encroaching from the premises from the south, and will assist in modifying a fence as necessary between the Triplett and Winfield United leaseholds.

Director Weisel moved to approve the Lease Agreement with Triplett Self Storage, LLC for the leasing of 3.74 acres of land located on a portion of Lot 4, Block 1, Schilling Subdivision No. 7. Seconded by Director Buer. Motion passed unanimously.

### **Building B520 (Salina Development Center) Exterior Marquee**

Swanson commented on the multi-tenant facility known as the Salina Development Center, Bldg. 520, located at 2775 Arnold Avenue. The facility is home to GeoCore, One Office Solution, and Pomp's Tire Center and only one unit is currently available for lease.

Luminous Neon and Gleason Sign Company both submitted the following proposals.

Gleason					Luminous Neon				
Item	Description	Quantity	Unit Price	Extended Amount	Item	Description	Quantity	Unit Price	Extended Amount
1	Illuminated Lot Marquee Sign (includes removal of existing)	1	\$ 17,368.00	\$ 17,368.00	1	Illuminated Lot Marquee Sign (includes removal of existing)	1	\$ 23,966.92	\$ 23,966.92
2	Building Unit Signs (includes removal of existing)	7	2,329.143	16,304.00	2	Building Unit Signs (includes removal of existing)	7	1,153.71	8,075.98
<b>Total</b>				<b>\$ 33,672.00</b>	<b>Total</b>				<b>\$ 32,042.90</b>

Director Weisel moved to approve the bid submitted by Luminous Neon in the amount of \$32,042.90. Seconded by Director Roberg. Motion passed unanimously.

### **Airport Engineering and Consulting Firm Interviews**

Rogers commented on the Five (5) airport engineering and consulting firms that were interviewed for multiple airport improvement projects to be completed over a five-year period, 2022 – 2026. The firms interviewed were:

- The Aviation Planning Group (Group 1 Projects)
- Garver (Group 1 Projects)
- Lochner (Group 1 Projects)
- Benesh (Group 2 Projects)
- Jviation (Group 1 and 2 Projects)

The airport improvement projects were:

- Terminal building expansion design and construction (Group 2 Projects)
- Runway 12/30 rehabilitation design and construction (Group 1 Projects)
- Acquisition of airfield snow removal equipment (Group 1 Projects)
- Terminal building parking lot rehabilitation and expansion (Group 1 Projects)
- SLN fuel farm rehabilitation (Group 1 Projects)
- Taxiway Alpha (A) rehabilitation (Group 1 Projects)
- Runway and taxiway lighting system rehabilitation (Group 1 Projects)

The scoring results by the interview panel members was quite close. Based on interview scores, the top ranked firms for the projects listed above are:

- Terminal building expansion design and construction - **Jviation**
- Runway 12/30 rehabilitation design and construction - **Jviation**
- Acquisition of airfield snow removal equipment - **Garver**
- Terminal building parking lot rehabilitation and expansion - **Lochner**
- SLN fuel farm rehabilitation - **Jviation**
- Taxiway Alpha (A) rehabilitation - **Jviation**
- Runway and taxiway lighting system rehabilitation - **Jviation**

Director Weisel moved to proceed with scope of work and fee negotiations with the top ranked engineering and consulting firms. Seconded by Director Eichelberger. Motion passed unanimously.

### **Runway 12/30 Pavement Investigation**

Rogers reviewed the process of determining whether to rehabilitate Runway 12/30 or reconstruct the runway is to fully understand the condition of runway's pavement. The SAA's airport engineering firm Jviation can complete a Runway 12/30 pavement investigation by November 30. The field work would be completed late October and the results will be available to share with KDOT and the FAA by November 30. The total cost for the field work is \$75,000.

Completion of a Runway 12/30 pavement investigation report will enable the SAA and Jviation to initiate discussions with the FAA on the scope of work (rehabilitation and/or reconstruction) needed to keep the runway in good repair and operational.

Director Weisel moved to approve a contract with Jviation of a not-to-exceed amount of \$75,000 for completion of a Runway 12/30 Pavement Investigation Report. Seconded by Director Eichelberger. Motion passed unanimously.

### **Executive Session**

At 9:30 A.M. Director Buer moved the following:

I move that the Airport Authority board of directors recess into an executive session for fifteen (15) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 9:45 AM.

Director Weisel second the motion. The motion passed unanimously.

The open meeting resumed at 9:45 A.M.

Upon a motion duly made, the meeting adjourned at 9:47 A.M.

Minutes approved at the Noveber 17, 2021 Board Meeting.

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Secretary

(SEAL)



**MINUTES OF THE SPECIAL MEETING OF THE BOARD  
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
NOVEMBER 10, 2021  
HANGAR 600, ROOM 100**

**Call to Order**

The meeting was called to order at 4:00 PM 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 and distributed on Thursday, November 4, 2021.

**Attendance**

Attendance was taken. Chair Gunn, Directors Buer, Eichelberger, Roberg, and Weisel were present. Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Maynard Cunningham; Business and Communications Manager Kasey Windhorst and Attorney Greg Bengtson was in attendance. Mitch Robinson, Salina Community Economic Development Organization; Mike Schrage, City of Salina and Eric Brown, Salina Area Chamber of Commerce were in attendance as guests. No guest attended via VTC.

**Additions to the Agenda**

Chair Gunn asked if there were any additions to the agenda. Executive Director Rogers stated there were no additions to the agenda.

**Executive Session**

At 4:00 P.M. Director Buer moved the following:

I move that the Airport Authority board of directors recess into an executive session for twenty-five (25) minutes to discuss the subject of two (2) specific economic development projects based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 4:25 PM.

Director Eichelberger second the motion. The motion passed unanimously.

The open meeting resumed at 4:25 P.M.

At 4:45 P.M. Director Buer moved the following:

I move that the Airport Authority board of directors recess into an executive session for fifteen (15) minutes to discuss the subject of two (2) specific economic development projects based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 5:00 PM.

Director Weisel second the motion. The motion passed unanimously.

The open meeting resumed at 5:00 P.M.

**2022 Priorities**

Executive Director Rogers distributed and reviewed the priorities for calendar year 2022. Rogers highlighted on significant priorities which included airfield and building improvements, SAFB environmental project, staffing and partnerships. SAA staff is preparing the draft 2022 budget that will be presented to the board at the December board meeting.

**Executive Session**

At 5:10 P.M. Director Weisel moved the following:

I move that the Salina Airport Authority board of directors recess into executive session for fifteen (15) minutes to discuss the subjects of the initial phase of the Executive Director's performance evaluation and matters affecting the privacy interests of other individual employees based upon the need to discuss personnel matters of non-elected personnel pursuant to K.S.A. 75-4319(b)(1). The open meeting will resume in this room at 5:25 PM.

Director Buer second the motion. The motion passed unanimously.

The open meeting resumed at 5:25 P.M.

Director of Administration and Finance Swanson presented bank signature cards for the deposit of SAA 2021-1 temporary note bond issue proceeds at Bennington State Bank.

Executive Director Rogers reviewed the dates and times for the remaining 2021 SAA board meetings.

Upon a motion duly made, the meeting adjourned at 5:35 P.M.

Minutes approved at the Noveber 17, 2021 Board Meeting.

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Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY**  
**AIRPORT ACTIVITY REPORT**  
**2021**

**AIR TRAFFIC/ATCT**

October, 2021	7,958 Operations 875 Instrument Operations 495 Peak Day
October, 2020	8,532 Operations 864 Instrument Operations 571 Peak Day
January 2021 - October 2021	68,699 Operations
January 2020 - October 2020	51,101 Operations
January 2019 - October 2019	65,894 Operations

**FUEL FLOWAGE**

October, 2021	199,197 Gallons
October, 2020	208,081 Gallons
January 2021 - October 2021	1,764,769 Gallons
January 2020 - October 2020	2,009,247 Gallons
January 2019 - October 2019	2,082,953 Gallons

		<b>Avflight</b>	
		<b>Military/Gov't</b>	<b>Self-fuel</b>
<b>KSU-S</b>	<b>Avflight Salina</b>	<b>Portion</b>	<b>Station Portion</b>
13,384	185,813	17,588	861
12,508	195,573	36,318	192
110,794	1,653,975	348,936	4,974
76,240	1,933,007	810,142	2,635
88,564	1,994,389	985,207	4,426

**SkyWest Airlines**

	<b>ENPLANEMENTS</b>	<b>DEPLANEMENTS</b>	<b>TOTAL</b>
October, 2021	1,967 Passengers	1935 Passengers	3,902
October, 2020	624 Passengers	586 Passengers	1,210
January 2021 - October 2021	14,372 Passengers		
January 2020 - October 2020	6,647 Passengers		
January 2019 - October 2019	16,133 Passengers		

**ENPLANEMENTS - Charter Flights**

October, 2021	215 Passengers
October, 2020	0 Passengers
January 2021 - October 2021	1,227 Passengers
January 2020 - October 2020	5,288 Passengers
January 2019 - October 2019	1,479 Passengers

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

October, 2021	2,182 Passengers
October, 2020	624 Passengers
January 2021 - October 2021	15,599 Passengers
January 2020 - October 2020	11,935 Passengers
January 2019 - October 2019	17,612 Passengers



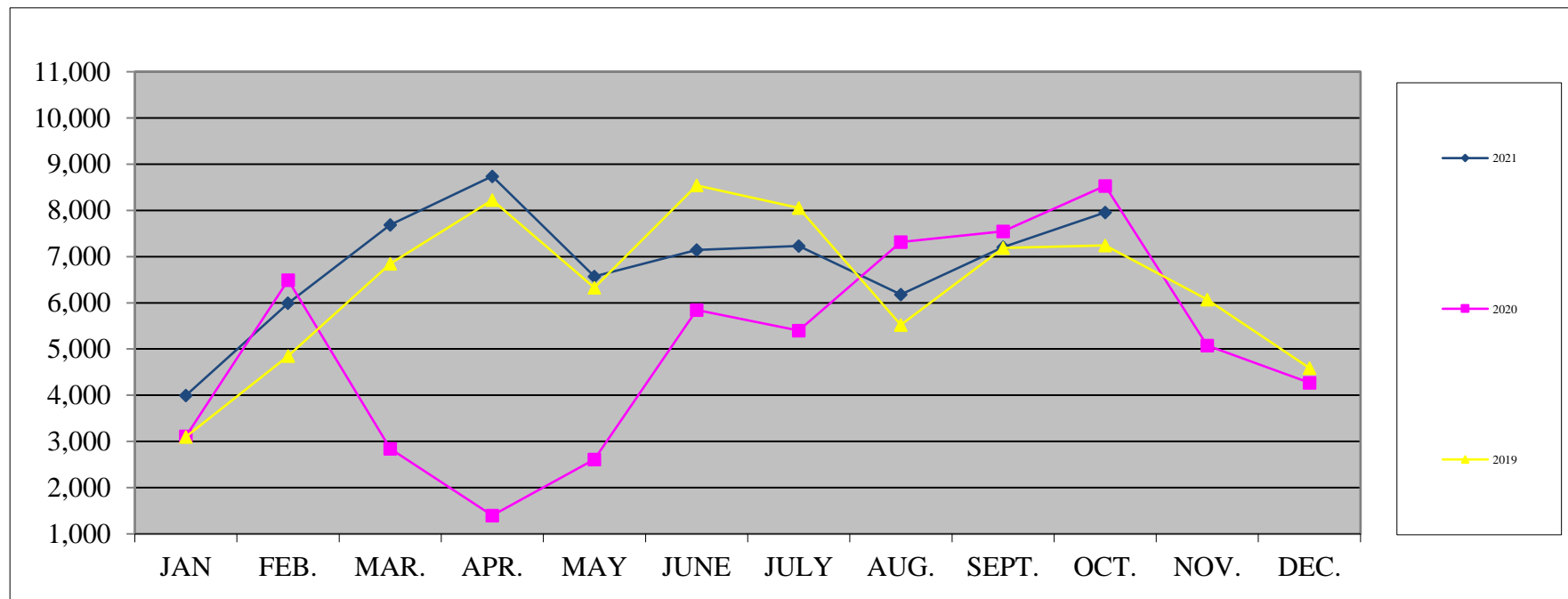
# AIRPORT TRAFFIC RECORD

## 2020 - 2021

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
<b>2021</b>									
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	130	2,528	1,859	164	4,681	2,467	58	2,525	7,206
October, 21	131	2,231	852	230	3,444	4,432	82	4,514	7,958
November, 21									
December, 21									
<b>Totals January - October</b>	<b>1,268</b>	<b>20,470</b>	<b>8,736</b>	<b>2,117</b>	<b>32,591</b>	<b>34,290</b>	<b>1,818</b>	<b>36,108</b>	<b>68,699</b>
<b>2020</b>									
January, 20	134	675	488	252	1,549	1,192	368	1,560	3,109
February, 20	125	2,095	594	222	3,036	3,196	262	3,458	6,494
March, 20	121	642	531	183	1,477	1,140	224	1,364	2,841
April, 20	131	52	410	139	732	378	288	666	1,398
May, 20	78	436	534	270	1,318	868	428	1,296	2,614
June, 20	72	1,675	751	294	2,792	2,782	272	3,054	5,846
July, 20	112	1,589	751	331	2,783	2,458	158	2,616	5,399
August, 20	153	2,047	794	1,232	4,226	2,830	262	3,092	7,318
September, 20	112	2,539	641	313	3,605	3,635	310	3,945	7,550
October, 20	133	2,304	686	419	3,542	4,574	416	4,990	8,532
November, 20									
December, 20									
<b>Totals January - October</b>	<b>1,171</b>	<b>14,054</b>	<b>6,180</b>	<b>3,655</b>	<b>25,060</b>	<b>23,053</b>	<b>2,988</b>	<b>26,041</b>	<b>51,101</b>
<b>Difference</b>	<b>97</b>	<b>6,416</b>	<b>2,556</b>	<b>-1,538</b>	<b>7,531</b>	<b>11,237</b>	<b>-1,170</b>	<b>10,067</b>	<b>17,598</b>
<b>YTD % Change</b>	<b>8%</b>	<b>46%</b>	<b>41%</b>	<b>-42%</b>	<b>30%</b>	<b>49%</b>	<b>-39%</b>	<b>39%</b>	<b>34%</b>
<b>Legend:</b>	<b>AC: Air Carrier</b>			<b>AT: Air Taxi</b>					
	<b>GA: General Aviation</b>			<b>MI: Military</b>					

## AIR TRAFFIC

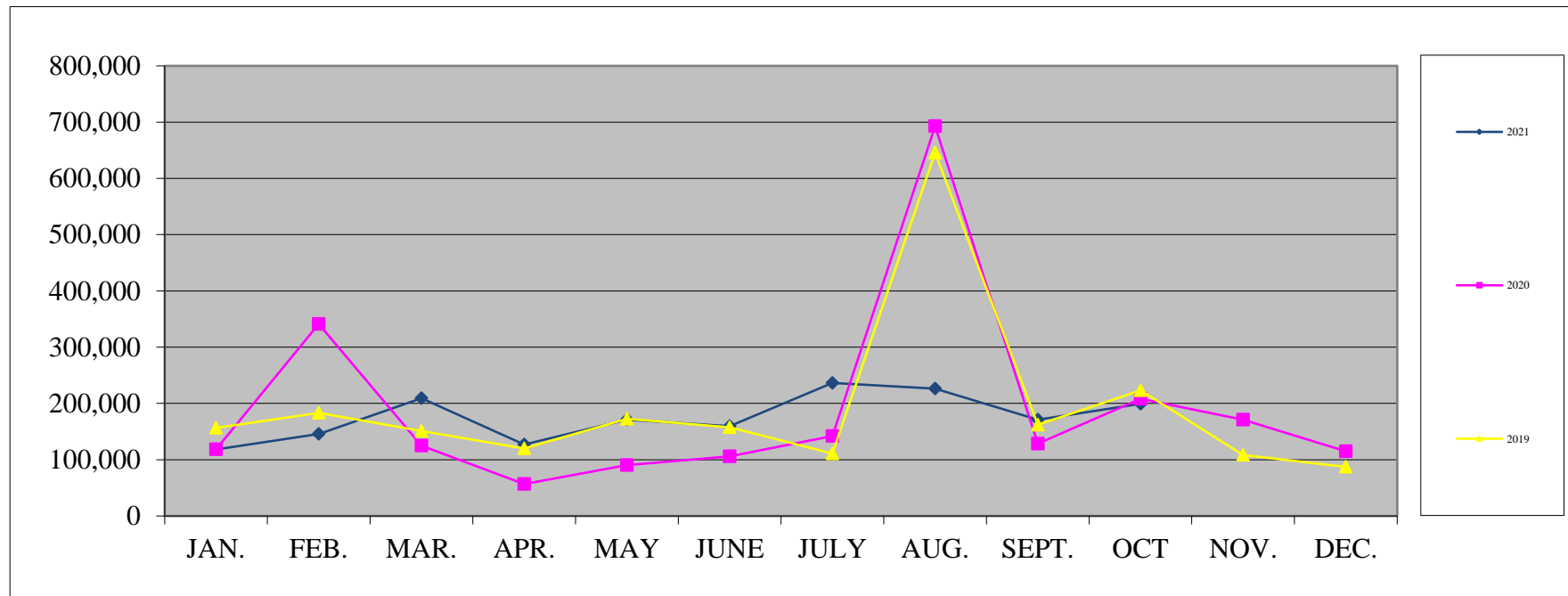
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2021</b>	3,996	5,989	7,688	8,739	6,570	7,142	7,230	6,181	7,206	<b>7,958</b>			<b>68,699</b>
<b>2020</b>	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
<b>2019</b>	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
<b>2018</b>	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
<b>2017</b>	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
<b>2016</b>	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
<b>2015</b>	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
<b>2014</b>	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
<b>2013</b>	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
<b>2012</b>	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
<b>2011</b>	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

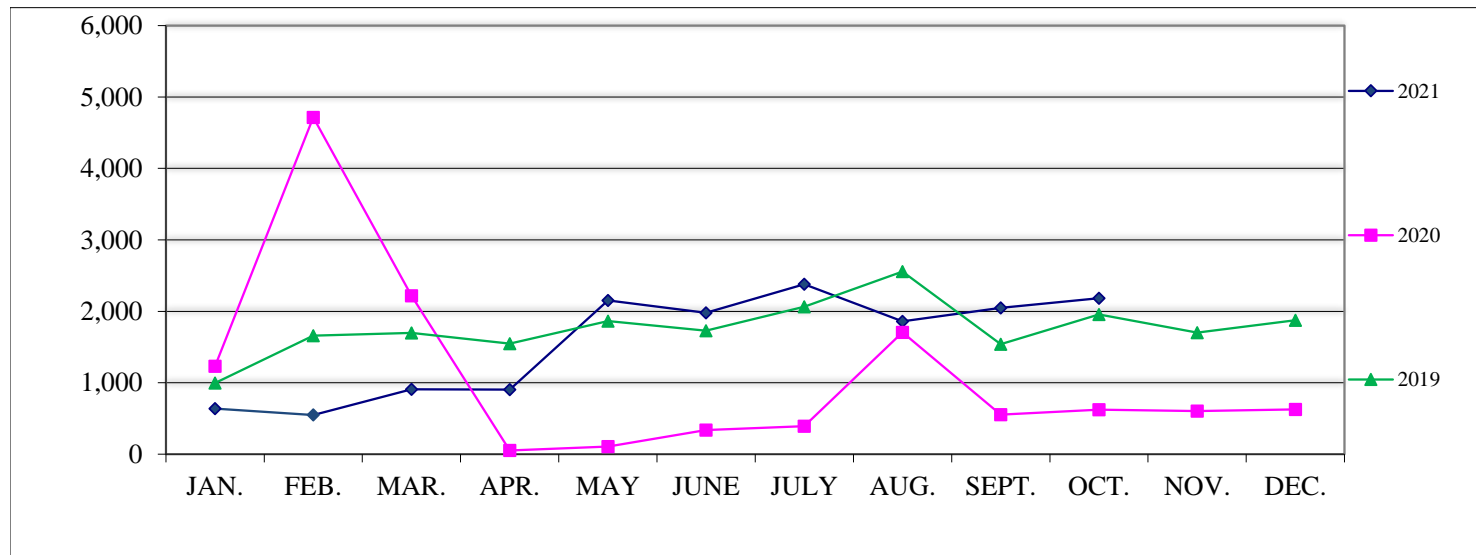
	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2021</b>	118,269	145,726	209,376	127,107	171,289	159,725	236,452	226,367	171,259	<b>199,197</b>			<b>1,764,769</b>
<b>2020</b>	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	170,893	114,869	2,295,009
<b>2019</b>	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
<b>2018</b>	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
<b>2017</b>	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
<b>2016</b>	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
<b>2015</b>	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
<b>2014</b>	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
<b>2013</b>	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
<b>2012</b>	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
<b>2011</b>	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>
<b>2021</b>	638	548	909	904	2,151	1,979	2,379	1,859	2,050	<b>2,182</b>			<b>15,599</b>
<b>2020</b>	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	13,165
<b>2019</b>	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
<b>2018</b>	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	20,299
<b>2017</b>	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	13,959
<b>2016</b>	36	0	0	0	0	104	372	910	637	558	574	692	3,883
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592	80	10,389
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	2,556
<b>2013</b>	166	191	205	214	243	218	202	205	161	178	212	243	2,438
<b>2012</b>	237	249	247	216	287	213	174	198	151	187	229	335	2,723
<b>2011</b>	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 October 31, 2021

11/15/2021

	Oct 31, 21	Sep 30, 21	\$ Change	Oct 31, 20	\$ Change	% Change
<b>ASSETS</b>						
<b>Current Assets</b>						
<b>Checking/Savings</b>						
Cash in Bank-Bond Funds	49,821	51,623	-1,802	273,750	-223,929	-82%
Cash in bank-Operating Funds	1,517,530	1,463,045	54,485	1,333,057	184,473	14%
Cash in Bank - Mill Levy	817,549	768,231	49,318	407,686	409,863	101%
LPA - B824 Project Fund	0	0	0	123,428	-123,428	-100%
<b>Total Checking/Savings</b>	<b>1 2,384,900</b>	<b>2,282,899</b>	<b>102,001</b>	<b>2,137,921</b>	<b>246,979</b>	<b>12%</b>
<b>Accounts Receivable</b>						
Accounts Receivable	144,526	246,635	-102,109	180,739	-36,213	-20%
<b>Total Accounts Receivable</b>	<b>144,526</b>	<b>246,635</b>	<b>-102,109</b>	<b>180,739</b>	<b>-36,213</b>	<b>-20%</b>
<b>Other Current Assets</b>						
Mill Levy receivable	0	14,395	-14,395	30,601	-30,601	-100%
Other current assets	136,486	146,383	-9,897	140,198	-3,712	-3%
Undeposited Funds	13,895	27,875	-13,980	17,163	-3,268	-19%
<b>Total Other Current Assets</b>	<b>150,381</b>	<b>188,653</b>	<b>-38,272</b>	<b>187,962</b>	<b>-37,581</b>	<b>-20%</b>
<b>Total Current Assets</b>	<b>2,679,807</b>	<b>2,718,187</b>	<b>-38,380</b>	<b>2,506,622</b>	<b>173,185</b>	<b>7%</b>
<b>Fixed Assets</b>						
Fixed assets at cost	95,030,713	94,677,830	352,883	92,514,801	2,515,912	3%
Less accumulated depreciation	-52,817,704	-52,580,364	-237,340	-49,754,899	-3,062,805	-6%
<b>Total Fixed Assets</b>	<b>42,213,009</b>	<b>42,097,466</b>	<b>115,543</b>	<b>42,759,902</b>	<b>-546,893</b>	<b>-1%</b>
<b>Other Assets</b>						
Deferred Outflow of Resources	1,232,712	1,232,712	0	1,276,204	-43,492	-3%
<b>Total Other Assets</b>	<b>1,232,712</b>	<b>1,232,712</b>	<b>0</b>	<b>1,276,204</b>	<b>-43,492</b>	<b>-3%</b>
<b>TOTAL ASSETS</b>	<b>2 46,125,528</b>	<b>46,048,365</b>	<b>77,163</b>	<b>46,542,728</b>	<b>-417,200</b>	<b>-1%</b>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
<b>Current Liabilities</b>						
<b>Accounts Payable</b>						
Accounts payable	3 304,684	350,259	-45,575	173,874	130,810	75%
<b>Total Accounts Payable</b>	<b>304,684</b>	<b>350,259</b>	<b>-45,575</b>	<b>173,874</b>	<b>130,810</b>	<b>75%</b>
<b>Credit Cards</b>						
<b>Total Credit Cards</b>	<b>0</b>	<b>-1,142</b>	<b>1,142</b>	<b>1,559</b>	<b>-1,559</b>	<b>-100%</b>
<b>Other Current Liabilities</b>						
Accrued debt interest payable	116,989	63,384	53,605	95,134	21,855	23%
Debt, current portion	1,670,000	1,670,000	0	1,427,350	242,650	17%
Deferred Mill Levy revenue	422,445	633,667	-211,222	444,585	-22,140	-5%
Other current liabilities	267,937	270,978	-3,041	280,404	-12,467	-4%
<b>Total Other Current Liabilities</b>	<b>2,477,371</b>	<b>2,638,029</b>	<b>-160,658</b>	<b>2,247,473</b>	<b>229,898</b>	<b>10%</b>
<b>Total Current Liabilities</b>	<b>2,782,055</b>	<b>2,987,146</b>	<b>-205,091</b>	<b>2,422,906</b>	<b>359,149</b>	<b>15%</b>
<b>Long Term Liabilities</b>						
Debt - Long Term	22,171,188	22,100,188	71,000	23,547,102	-1,375,914	-6%
Deferred Inflows of Resources	66,426	66,426	0	41,412	25,014	60%
Less current portion	-1,670,000	-1,670,000	0	-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	92,501	0	85,419	7,082	8%
<b>Total Long Term Liabilities</b>	<b>21,389,709</b>	<b>21,318,709</b>	<b>71,000</b>	<b>22,892,777</b>	<b>-1,503,068</b>	<b>-7%</b>
<b>Total Liabilities</b>	<b>24,171,764</b>	<b>24,305,855</b>	<b>-134,091</b>	<b>25,315,683</b>	<b>-1,143,919</b>	<b>-5%</b>
<b>Equity</b>						
Invested in Capital Assets net	20,041,821	19,908,731	133,090	19,186,948	854,873	4%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,065,362	1,198,452	-133,090	3,225,837	-2,160,475	-67%
Net Income	756,582	545,327	211,255	-1,275,742	2,032,324	159%
<b>Total Equity</b>	<b>21,953,765</b>	<b>21,742,510</b>	<b>211,255</b>	<b>21,227,043</b>	<b>726,722</b>	<b>3%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4 46,125,529</b>	<b>46,048,365</b>	<b>77,164</b>	<b>46,542,726</b>	<b>-417,197</b>	<b>-1%</b>

**Profit & Loss Budget Performance**  
October 2021

1:07 PM  
11/14/2021  
Accrual Basis

	Oct 21	Jan - Oct 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Airfield revenue</b>						
Fuel Flowage Fees	17,250	150,219	154,167	-3,948	97%	185,000
Hangar rent	71,870	698,441	550,000	148,441	127%	660,000
Landing fees	3,669	26,069	25,000	1,069	104%	30,000
Ramp rent	5,435	53,472	47,779	5,693	112%	57,335
<b>Total Airfield revenue</b>	<b>5 98,224</b>	<b>928,201</b>	<b>776,946</b>	<b>151,255</b>	<b>119%</b>	<b>932,335</b>
<b>Building and land rent</b>						
Agri land rent	0	67,463	55,633	11,830	121%	66,760
<b>Building rents - Long Term</b>						
Short-term leasing	30,069	333,134	253,500	79,634	131%	304,200
Building rents - Long Term - Other	82,245	782,380	681,292	101,088	115%	817,550
<b>Total Building rents - Long Term</b>	<b>112,314</b>	<b>1,115,514</b>	<b>934,792</b>	<b>180,722</b>	<b>119%</b>	<b>1,121,750</b>
<b>Land rent</b>						
Basic Land Rent	13,461	137,434	107,155	30,279	128%	128,586
Property tax - tenant share	9,452	94,520	94,520	0	100%	113,424
<b>Total Land rent</b>	<b>22,913</b>	<b>231,954</b>	<b>201,675</b>	<b>30,279</b>	<b>115%</b>	<b>242,010</b>
Tank rent	1,220	11,723	11,250	473	104%	13,500
<b>Total Building and land rent</b>	<b>136,447</b>	<b>1,426,654</b>	<b>1,203,350</b>	<b>223,304</b>	<b>119%</b>	<b>1,444,020</b>
<b>Other revenue</b>						
Airport Marketing	0	0	20,833	-20,833	0%	25,000
ARFF Training	0	2,460	1	2,459	246,000%	1
Commissions	1,176	16,078	17,550	-1,472	92%	21,060
Other income	13,525	68,596	64,167	4,429	107%	77,000
<b>Total Other revenue</b>	<b>14,701</b>	<b>87,134</b>	<b>102,551</b>	<b>-15,417</b>	<b>85%</b>	<b>123,061</b>
<b>Total Income</b>	<b>249,372</b>	<b>2,441,989</b>	<b>2,082,847</b>	<b>359,142</b>	<b>117%</b>	<b>2,499,416</b>
<b>Gross Profit</b>	<b>6 249,372</b>	<b>2,441,989</b>	<b>2,082,847</b>	<b>359,142</b>	<b>117%</b>	<b>2,499,416</b>
<b>Expense</b>						
<b>Administrative expenses</b>						
A/E, consultants, brokers	0	24,967	26,667	-1,700	94%	32,000
Airport promotion	16,280	179,106	83,333	95,773	215%	100,000
Bad Debt Expense	0	107	4,167	-4,060	3%	5,000
Computer/Network Admin.	3,166	23,876	25,000	-1,124	96%	30,000
Dues and subscriptions	3,380	24,072	20,833	3,239	116%	25,000
Employee retirement	8,645	67,480	71,121	-3,641	95%	85,345
FICA and medicare tax expense	7,192	56,449	54,867	1,582	103%	65,840
Industrial development	2,375	23,750	36,250	-12,500	66%	43,500
Insurance , property	16,076	169,826	179,167	-9,341	95%	215,000
Insurance, medical	14,031	163,478	170,833	-7,355	96%	205,000
Kansas unemployment tax	0	6,365	833	5,532	764%	1,000
Legal and accounting	1,129	52,313	30,833	21,480	170%	37,000
Office salaries	60,351	453,960	430,052	23,908	106%	516,062
Office Supplies	179	6,445	5,417	1,028	119%	6,500
Other administrative expense	2,089	15,552	12,500	3,052	124%	15,000
Postage	17	1,081	2,083	-1,002	52%	2,500
Property tax expense	14,238	142,378	142,378	0	100%	170,854
Special Events	0	2,083	833	1,250	250%	1,000
Telephone	2,980	21,584	13,333	8,251	162%	16,000
Training	135	470	4,167	-3,697	11%	5,000
Travel and meetings	96	9,764	8,333	1,431	117%	10,000
<b>Total Administrative expenses</b>	<b>7 152,359</b>	<b>1,445,106</b>	<b>1,323,000</b>	<b>122,106</b>	<b>109%</b>	<b>1,587,601</b>

	Oct 21	Jan - Oct 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Maintenance expenses</b>						
Airfield maintenance	2,322	37,380	41,667	-4,287	90%	50,000
Airport Security	0	5,836	2,083	3,753	280%	2,500
Building maintenance	8,841	118,899	62,500	56,399	190%	75,000
Equipment fuel and repairs	2,782	69,514	50,000	19,514	139%	60,000
Fire Services	-1,000	22,394	21,250	1,144	105%	25,500
Grounds maintenance	0	10,040	6,250	3,790	161%	7,500
Maintenance salaries	36,122	284,478	316,823	-32,345	90%	380,187
Other maintenance expenses	731	14,473	20,833	-6,360	69%	25,000
Snow removal expense	0	2,685	16,667	-13,982	16%	20,000
Utilities	13,123	254,160	183,333	70,827	139%	220,000
<b>Total Maintenance expenses</b>	<b>62,921</b>	<b>819,859</b>	<b>721,406</b>	<b>98,453</b>	<b>114%</b>	<b>865,687</b>
<b>Total Expense</b>	<b>215,280</b>	<b>2,264,965</b>	<b>2,044,406</b>	<b>220,559</b>	<b>111%</b>	<b>2,453,288</b>
<b>Net Ordinary Income</b>	<b>34,092</b>	<b>177,024</b>	<b>38,441</b>	<b>138,583</b>	<b>461%</b>	<b>46,128</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
Capital contributed	222,936	1,264,247	437,500	826,747	289%	525,000
Gain on sale of assets	0	193,240	16,667	176,573	1,159%	20,000
<b>Interest income</b>						
Interest income on deposits	12	724	1,250	-526	58%	1,500
<b>Total Interest income</b>	<b>12</b>	<b>724</b>	<b>1,250</b>	<b>-526</b>	<b>58%</b>	<b>1,500</b>
<b>Mill levy income</b>	<b>246,135</b>	<b>2,147,137</b>	<b>2,112,224</b>	<b>34,913</b>	<b>102%</b>	<b>2,534,669</b>
<b>Total Other Income</b>	<b>469,083</b>	<b>3,605,348</b>	<b>2,567,641</b>	<b>1,037,707</b>	<b>140%</b>	<b>3,081,169</b>
<b>Other Expense</b>						
<b>Debt interest expense net</b>						
Bond issue cost	977	47,946	37,500	10,446	128%	45,000
Interest Expense on Debt	53,605	536,050	536,042	8	100%	643,250
<b>Total Debt interest expense net</b>	<b>54,582</b>	<b>583,996</b>	<b>573,542</b>	<b>10,454</b>	<b>102%</b>	<b>688,250</b>
<b>Depreciation expense</b>	<b>237,340</b>	<b>2,373,402</b>	<b>2,373,402</b>	<b>0</b>	<b>100%</b>	<b>2,848,082</b>
<b>Other Non-Operating Expenses</b>	<b>0</b>	<b>68,394</b>	<b>1</b>	<b>68,393</b>	<b>6,839,400%</b>	<b>1</b>
<b>Total Other Expense</b>	<b>291,922</b>	<b>3,025,792</b>	<b>2,946,945</b>	<b>78,847</b>	<b>103%</b>	<b>3,536,333</b>
<b>Net Other Income</b>	<b>177,161</b>	<b>579,556</b>	<b>-379,304</b>	<b>958,860</b>	<b>-153%</b>	<b>-455,164</b>
<b>Net Income</b>	<b>211,253</b>	<b>756,580</b>	<b>-340,863</b>	<b>1,097,443</b>	<b>-222%</b>	<b>-409,036</b>



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

1:08 PM  
11/14/2021  
Accrual Basis

	Jan - Oct 21	Jan - Oct 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	150,219.17	166,708.97	-16,489.80	-9.89%
Hangar rent	698,440.94	543,729.65	154,711.29	28.45%
Landing fees	26,069.25	45,544.80	-19,475.55	-42.76%
Ramp rent	53,472.00	50,050.00	3,422.00	6.84%
Total Airfield revenue	928,201.36	806,033.42	122,167.94	15.16%
Building and land rent				
Agri land rent	67,462.55	67,682.56	-220.01	-0.33%
Building rents - Long Term				
Short-term leasing	333,133.96	275,622.82	57,511.14	20.87%
Building rents - Long Term - Other	782,379.65	732,417.43	49,962.22	6.82%
Total Building rents - Long Term	1,115,513.61	1,008,040.25	107,473.36	10.66%
Land rent				
Basic Land Rent	137,433.58	110,534.29	26,899.29	24.34%
Property tax - tenant share	94,520.00	103,249.20	-8,729.20	-8.45%
Land rent - Other	0.00	0.00	0.00	0.0%
Total Land rent	231,953.58	213,783.49	18,170.09	8.5%
Tank rent	11,723.00	11,640.00	83.00	0.71%
Total Building and land rent	1,426,652.74	1,301,146.30	125,506.44	9.65%
Other revenue				
Airport Marketing	0.00	60,419.58	-60,419.58	-100.0%
ARFF Training	2,460.00	0.00	2,460.00	100.0%
Commissions	16,078.37	12,969.79	3,108.58	23.97%
Other income	68,596.31	82,621.58	-14,025.27	-16.98%
Total Other revenue	87,134.68	156,010.95	-68,876.27	-44.15%
Uncategorized Income	0.00	0.00	0.00	0.0%
Total Income	2,441,988.78	2,263,190.67	178,798.11	7.9%
Gross Profit	2,441,988.78	2,263,190.67	178,798.11	7.9%
Expense				
Administrative expenses				
A/E, consultants, brokers	24,966.55	7,089.20	17,877.35	252.18%
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	175,065.66	117,797.90	57,267.76	48.62%
Airport promotion - Other	4,040.05	3,836.65	203.40	5.3%
Total Airport promotion	179,105.71	175,045.09	4,060.62	2.32%
Bad Debt Expense	107.00	264.32	-157.32	-59.52%
Computer/Network Admin.	23,875.91	35,251.08	-11,375.17	-32.27%
Dues and subscriptions	24,071.52	21,768.35	2,303.17	10.58%
Employee retirement	67,479.98	59,118.05	8,361.93	14.14%
FICA and medicare tax expense	56,448.50	48,266.19	8,182.31	16.95%
Industrial development	23,750.00	28,000.00	-4,250.00	-15.18%
Insurance , property	169,826.30	144,747.02	25,079.28	17.33%
Insurance, medical	163,478.05	139,936.08	23,541.97	16.82%
Kansas unemployment tax	6,365.27	537.40	5,827.87	1,084.46%
Legal and accounting	52,313.10	30,245.40	22,067.70	72.96%
Office salaries				
Covid-19 Compensation	0.00	240.00	-240.00	-100.0%
Office salaries - Other	453,959.67	421,781.63	32,178.04	7.63%
Total Office salaries	453,959.67	422,021.63	31,938.04	7.57%
Office Supplies	6,444.75	5,126.95	1,317.80	25.7%
Other administrative expense				
Merchant Processing Fees	9,318.44	7,981.73	1,336.71	16.75%
Other administrative expense - Other	6,233.57	4,001.67	2,231.90	55.77%
Total Other administrative expense	15,552.01	11,983.40	3,568.61	29.78%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,081.21	1,505.21	-424.00	-28.17%
Property tax expense	142,378.30	138,231.70	4,146.60	3.0%
Special Events	2,082.98	0.00	2,082.98	100.0%
Telephone	21,584.39	12,527.14	9,057.25	72.3%
Training	469.95	4,405.22	-3,935.27	-89.33%
Travel and meetings	9,764.03	8,131.43	1,632.60	20.08%
Total Administrative expenses	1,445,105.18	1,294,200.86	150,904.32	11.66%

	Jan - Oct 21	Jan - Oct 20	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	37,380.25	64,876.04	-27,495.79	-42.38%
Airport Security	5,836.03	669.57	5,166.46	771.61%
Building maintenance	118,899.01	80,507.68	38,391.33	47.69%
Equipment fuel and repairs	69,514.37	60,838.47	8,675.90	14.26%
Fire Services	22,393.88	21,936.07	457.81	2.09%
Grounds maintenance	10,039.76	10,914.64	-874.88	-8.02%
Maintenance salaries				
COVID-19 Compensation	343.00	1,188.00	-845.00	-71.13%
Maintenance salaries - Other	284,134.54	235,326.61	48,807.93	20.74%
Total Maintenance salaries	284,477.54	236,514.61	47,962.93	20.28%
Other maintenance expenses	14,473.05	20,563.40	-6,090.35	-29.62%
Snow removal expense	2,684.74	4,599.04	-1,914.30	-41.62%
Utilities	254,160.01	177,192.29	76,967.72	43.44%
Total Maintenance expenses	819,858.64	678,611.81	141,246.83	20.81%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	2,264,963.82	1,972,812.67	292,151.15	14.81%
Net Ordinary Income	177,024.96	290,378.00	-113,353.04	-39.04%
Other Income/Expense				
Other Income				
Capital contributed				
CARES Grant No. 41 - Operating	183,669.53	1,076,543.94	-892,874.41	-82.94%
CRRSAA Grant No. 43 - Equipment	280,763.77	0.00	280,763.77	100.0%
CRRSAA Grant No. 43 - Operating	724,703.23	0.00	724,703.23	100.0%
Capital contributed - Other	75,110.27	427,470.00	-352,359.73	-82.43%
Total Capital contributed	1,264,246.80	1,504,013.94	-239,767.14	-15.94%
Gain on sale of assets	193,240.00	-2,395,709.94	2,588,949.94	108.07%
Interest income				
Interest income on deposits	724.11	1,947.53	-1,223.42	-62.82%
Total Interest income	724.11	1,947.53	-1,223.42	-62.82%
Mill levy income	2,147,136.93	2,225,496.61	-78,359.68	-3.52%
Total Other Income	3,605,347.84	1,335,748.14	2,269,599.70	169.91%
Other Expense				
Debt interest expense net				
Bond issue cost	47,945.52	44,885.30	3,060.22	6.82%
Interest Expense on Debt	536,050.00	530,118.00	5,932.00	1.12%
Total Debt interest expense net	583,995.52	575,003.30	8,992.22	1.56%
Depreciation expense	2,373,401.70	2,326,864.50	46,537.20	2.0%
Other Non-Operating Expenses	68,393.71	0.00	68,393.71	100.0%
Total Other Expense	3,025,790.93	2,901,867.80	123,923.13	4.27%
Net Other Income	579,556.91	-1,566,119.66	2,145,676.57	137.01%
Net Income	756,581.87	-1,275,741.66	2,032,323.53	159.31%

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

1:02 PM  
11/14/2021  
Accrual Basis

	Oct 21	Jan - Oct 21	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab		267,965	470,000	-202,035	57%
Airfield Improvements	6,030	164,906	145,000	19,906	114%
GA Hangar Construction	203	0	943,307	-943,307	0%
GA Hangar Restroom Construction		152,112	156,693	-4,581	97%
GA Hangar Restroom Design		6,455	8,217	-1,762	79%
GA Hangars Design		42,089	61,783	-19,694	68%
Total Airfield	6,233	633,527	1,785,000	-1,151,473	35%
Buildings & Improvements					
Building improvements					
Bldg. #1021 Facility Imps.					
Bldg. #1021 Facility Imps. A/E		0	35,000	-35,000	0%
Bldg. #1021 Imp. Construction	26,168	26,168	139,170	-113,002	19%
Total Bldg. #1021 Facility Imps.	26,168	26,168	174,170	-148,002	15%
Bldg. #614 Imps.		0	25,000	-25,000	0%
Bldg. 412 Imps.		0	24,301	-24,301	0%
Bldg. 520 Imps.		0	36,381	-36,381	0%
Bldg. 595 Improvements		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	4,798	280,900	77,500	203,400	362%
Hangar 606 Mechanical Additions		4,787	1	4,786	478,700%
Hangar 606 Rehabilitation		15,171	20,000	-4,829	76%
Hangar 959 Rehabilitation	8,724	70,148	85,000	-14,852	83%
Total Building improvements	39,690	483,441	2,227,411	-1,743,970	22%
FBO Improvements					
Avflight North		0	45,831	-45,831	0%
Total FBO Improvements		0	45,831	-45,831	0%
Terminal building improvements					
Concourse Imps.	246,331	454,930	1,181,000	-726,070	39%
Total Terminal building improvements	246,331	454,930	1,181,000	-726,070	39%
Total Buildings & Improvements	286,021	938,371	3,454,242	-2,515,871	27%
Equipment					
Airfield Equipment		20,340	105,000	-84,660	19%
ARFF equipment		75,546	52,726	22,820	143%
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	60,630	247,611	563,126	-315,515	44%
Terminal bldg equipment		7,025	7,500	-475	94%
Vehicles		252,172	258,887	-6,715	97%
Total Equipment	60,630	700,577	1,118,185	-417,608	63%
Land					
Airport Indust. Cent. Imps.		0	15,000	-15,000	0%
Rail Spur Imps.		46,198	10,000	36,198	462%
Total Land	0	46,198	25,000	21,198	185%
Total Fixed assets at cost	352,884	2,318,673	6,382,427	-4,063,754	36%

# Salina Airport Authority

## Significant Capital Expenditures Detail

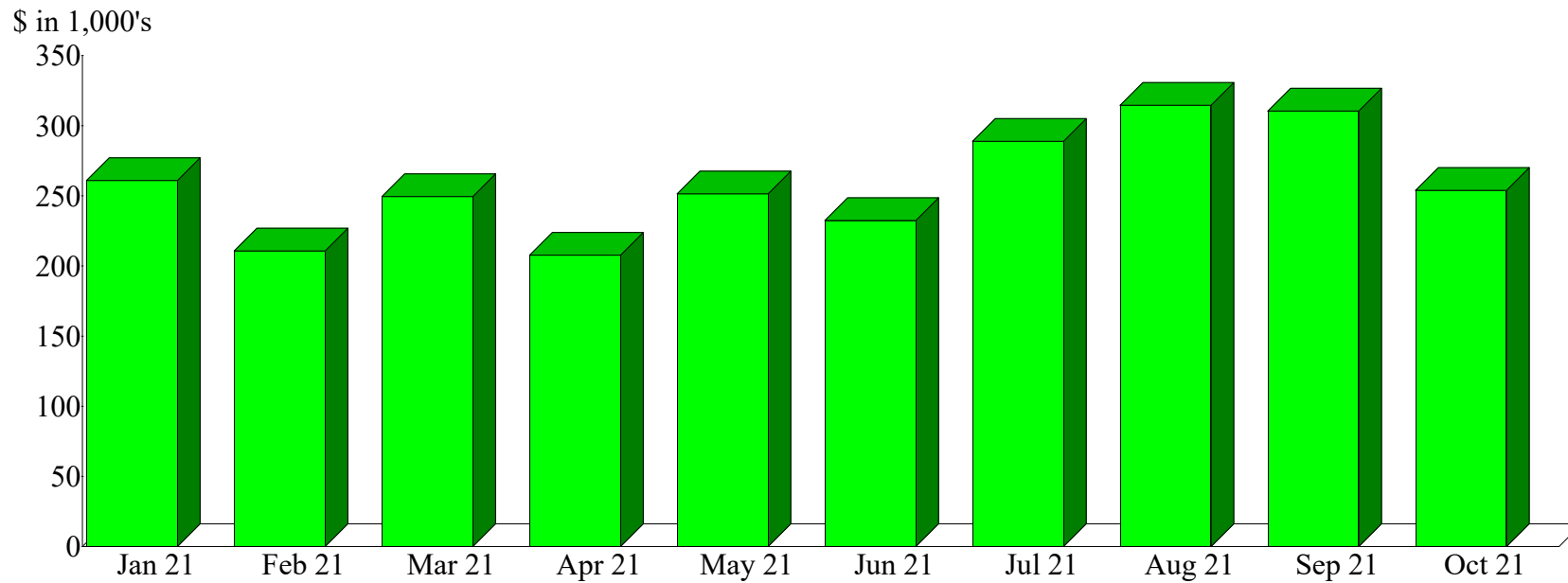
### October 2021

Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>Airfield Improvements</b>					
Bill	10/15/2021	Hail-Brite Inc.	Windcone - LED / Transformer	6,030.38	6,030.38
Total Airfield Improvements				6,030.38	6,030.38
<b>GA Hangar Restroom Construction</b>					
Bill	10/05/2021	Midwest Concrete Materials, Inc. ...	GA RR water valve concrete pad	202.50	202.50
Total GA Hangar Restroom Construction				202.50	202.50
Total Airfield				6,232.88	6,232.88
<b>Buildings &amp; Improvements</b>					
<b>Building Improvements</b>					
<b>Bldg. #1021 Facility Imps.</b>					
<b>Bldg. #1021 Imp. Construction</b>					
Bill	10/18/2021	T & R Dirt Construction	Bldg. 1021 Parking Lot Repairs	24,777.00	24,777.00
Bill	10/18/2021	T & R Dirt Construction	Bldg. 1021 - demo and replace 8' x 13' flooring	1,391.00	26,168.00
Total Bldg. #1021 Imp. Construction				26,168.00	26,168.00
Total Bldg. #1021 Facility Imps.				26,168.00	26,168.00
<b>Bldg. Imps. Other</b>					
Bill	10/29/2021	Systems 4, LLC	New Drainage line - Hangar 504	4,798.00	4,798.00
Total Bldg. Imps. Other				4,798.00	4,798.00
<b>Hangar 959 Rehabilitation</b>					
Bill	10/12/2021	Systems 4, LLC	H959 (Shop 1) West shop remodel	1,802.00	1,802.00
Bill	10/27/2021	Western Extralite Company, Inc.	H959 (Shop 1) west shop remodel - lighting	5,612.90	7,414.90
Bill	10/27/2021	Western Extralite Company, Inc.	H959 (shop 1) west shop remodel - lighting	1,308.93	8,723.83
Total Hangar 959 Rehabilitation				8,723.83	8,723.83
Total Building improvements				39,689.83	39,689.83
<b>Terminal building improvements</b>					
<b>Concourse Imps.</b>					
Bill	10/29/2021	Design Central LLC	Term. Bldg. concourse seating	50,117.50	50,117.50
Bill	10/31/2021	Hutton Corporation	Concourse Remodel project - Progress payment no. 3	196,213.34	246,330.84
Total Concourse Imps.				246,330.84	246,330.84
Total Terminal building improvements				246,330.84	246,330.84
Total Buildings & Improvements				286,020.67	286,020.67
<b>Equipment</b>					
<b>Shop equipment</b>					
Bill	10/15/2021	Fairbank Equipment, Inc.	Wood/Brush Chipper - Bandit Intimidator	60,629.72	60,629.72
Total Shop equipment				60,629.72	60,629.72
Total Equipment				60,629.72	60,629.72
Total Fixed assets at cost				352,883.27	352,883.27
<b>TOTAL</b>				<b>352,883.27</b>	<b>352,883.27</b>

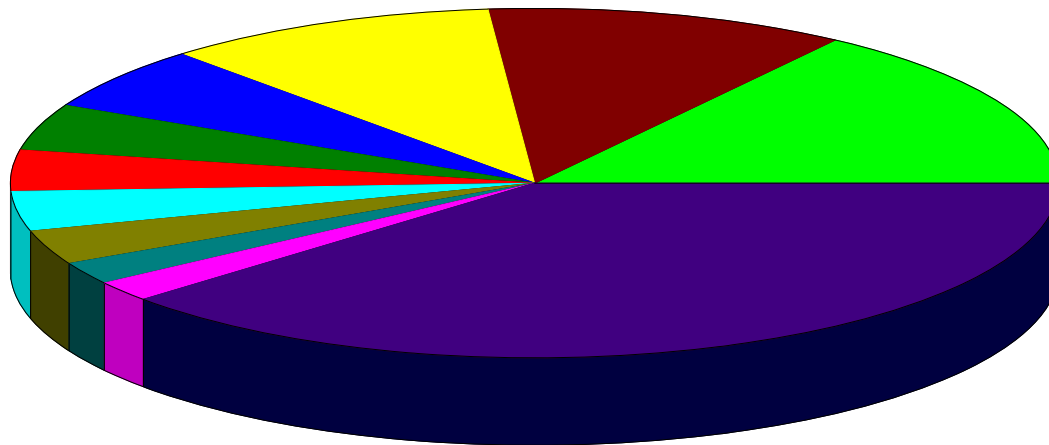


Sales by Month  
January through October 2021

Dollar Sales



Sales Summary  
January through October 2021

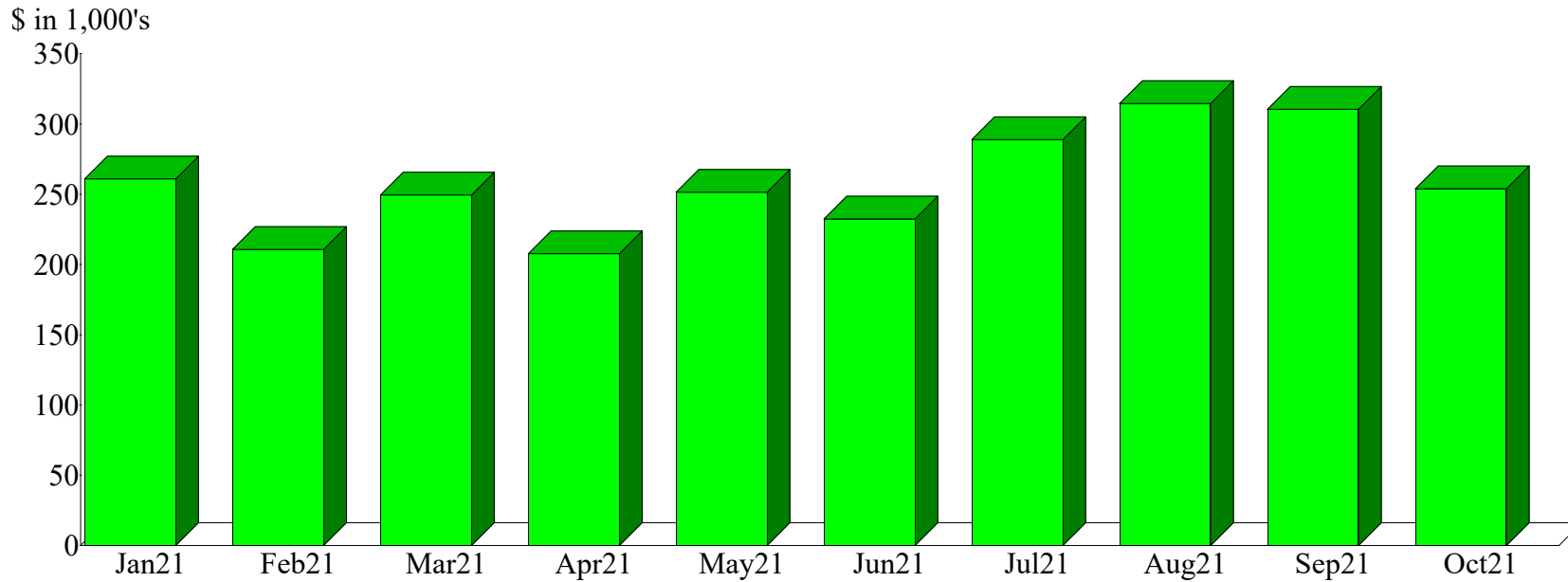


Kansas Erosion Products, LLC.	15.36%
1 Vision Aviation, PLLC	11.17
Avflight Salina	10.50
SFC Global Supply Chain	5.95
Stryten Salina, LLC	4.43
Universal Forest Products (UFP)	3.93
NASA	3.76
Kansas State Polytechnic - Salina	3.29
Durham School Service, L.P.	2.09
Nellis AFB	2.00
Other	37.53
Total	\$2,580,177.26

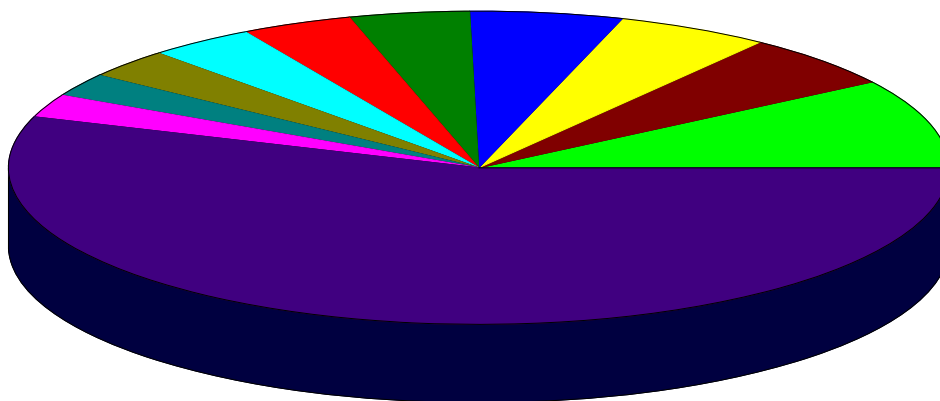
By Customer

Sales by Month  
January through October 2021

Dollar Sales

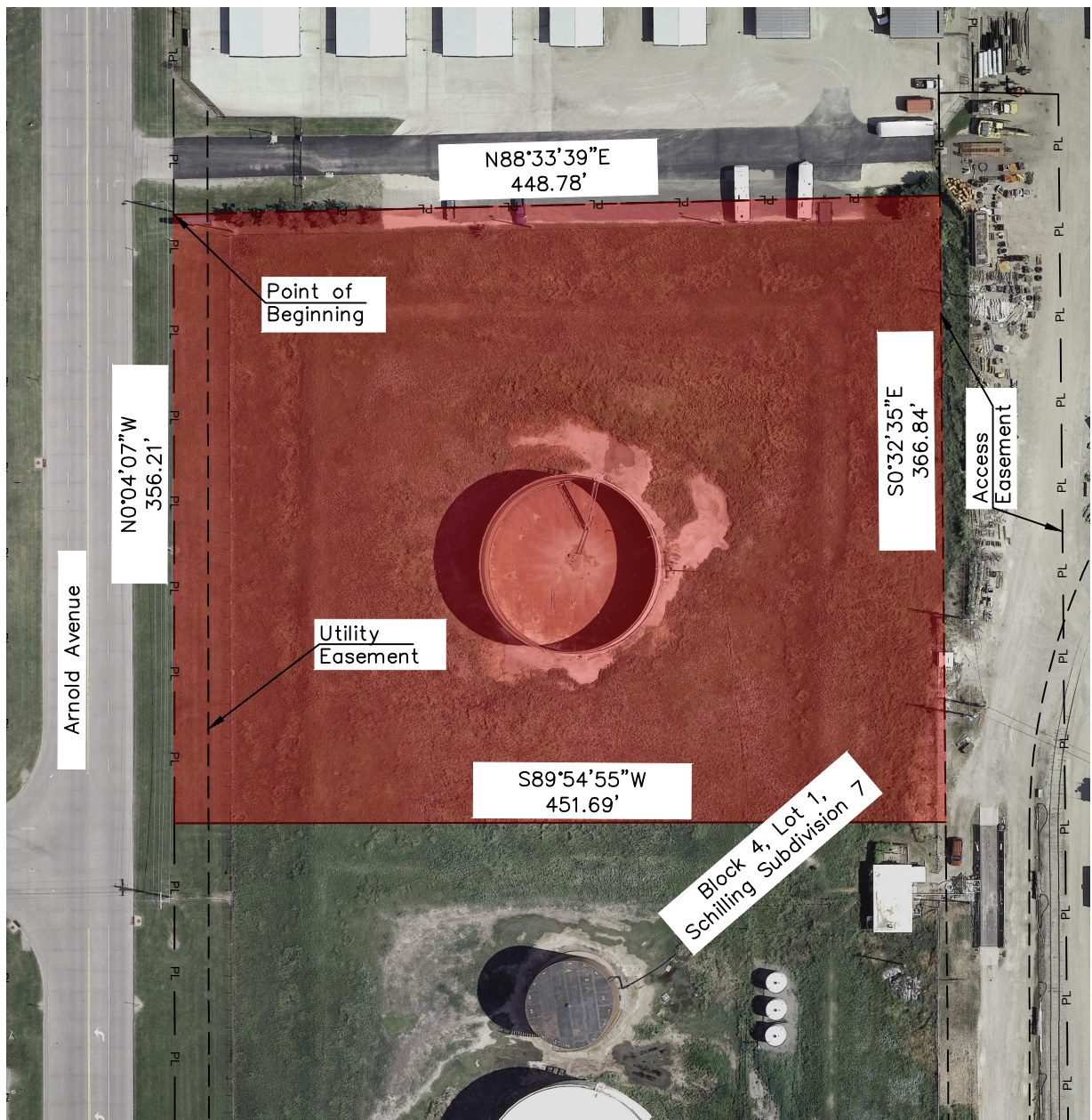


Sales Summary  
January through October 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.27%
B-01021 (Building #1021 located at 3600	5.58
Utility Reimbursement (Utility Reimburse	5.28
FFF-Avflight Salina (Fuel Flowage Fee @	5.26
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	4.28
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	3.86
B-00620-1 (Building #620 (30,000 SF) an	3.70
B-00626-1 (Manufacturing facility #626 (	3.14
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.53
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.49
Other	54.61
Total	\$2,580,177.26

By Item



A tract of land being a portion of lot 4 block 1 Schilling Subdivision No. 7 and further described as follows: Beginning at the NW corner of lot 4 block 1 of Schilling Subdivision No. 7; Thence N 88° 33' 39" E along the north property line of said lot 4 a distance of four hundred forty eight & seventy eight hundredths feet (448.78') to a point being both a corner of said lot 4 and lying on the west line of an access easement; Thence S 0° 32' 35" E along the west line of an access easement a distance of three hundred sixty six & eighty four hundredths feet (366.84') to a point on said west easement line; Thence S 89° 54' 55" W a distance of four hundred fifty one & sixty nine hundredths feet (451.69') to a point on the west property line of said lot 4; Thence N 0° 4' 7" W along the west property line of said lot 4 a distance of three hundred fifty six & twenty one hundredths (356.21') to the Point of Beginning; Said tract containing 162,734.16 square feet or 3.7359 acres more or less.



Drawing Number 2804-07-20

**SALINA Airport**  
Authority

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

None : REVISIONS

KRB : DESIGNED BY

KRB : DRAWN BY

1" = 100' : SCALE

7/28/20, 12:26 : DATE

**SALINA AIRPORT AUTHORITY**  
**Description of a portion of Lot 4, Block 1, Shilling Subdivision 7**

**1**  
OF  
**1**

## AIRPORT USE LEASE AGREEMENT

This Airport Use Lease Agreement, ("Lease") made and entered into this \_\_\_\_ day of November, 2021 by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas, (the "Authority"), and **NEX-TECH, LLC**, a Kansas limited liability company with principal offices at 145 N. Main, Lenora, KS 67645, (the "Lessee"), WITNESSETH:

WHEREAS, Authority is the operator of the Salina Regional Airport, herein "Airport", and it represents that it has the right to enter into this Lease for the use of the Airport, together with all the facilities, rights, licenses, and privileges herein granted, and has full power and authority to enter into this Lease with respect thereof; and,

WHEREAS, Lessee is engaged in the business of providing wireless internet service, and Lessee desires to obtain the right to use certain facilities on the Airport, together with certain rights, licenses, and privileges thereon; and,

WHEREAS, the parties desire to renew the November 21, 2018 Airport Use Lease Agreement covering the same Premises, which is set to expire on December 31, 2021.

NOW THEREFORE, the parties hereto, for and in consideration of the rents, covenants, and agreements contained herein, agree as follows:

### ARTICLE I - PREMISES

Authority does hereby grant permission to Lessee to install, operate and maintain at its sole expense, the following described radio and communications equipment listed below:

1. Eight (8) Access Points;
2. One (1) 2' Backhaul Dish;
3. Nine (9) Cat5 cables from the top to our cabinet at the base;
4. One (1) Cabinet at the base for our cable termination, switch, and battery backup;
5. Radio communications equipment consisting of transmitter, receiver and accessories to be installed near the base of the Tower
6. Flexible coaxial transmission line between anchor(s) and radio equipment, to be anchored firmly on the Tower.

on or in the Authority's property as described below for the purposes of providing Lessee's wireless Internet connection service:

Tower located on Block 6 Lot 3 of the Schilling Subdivision No. 5, of the City of Salina, Saline County, Kansas, a/k/a 2725 Arnold Ave., Salina, KS ("PREMISES")

1. Rental Rates. Rental rates for use of the Airport Facility shall be Three Hundred Fifty-Five dollars per month (\$355) due and payable on the first day of the month for that month.

2. Access to Tower and Premises. Authority agrees that Lessee shall have unlimited access to the Tower and the Property on which the Tower is located (the "Premises") for the purpose of installing, maintaining and repairing its Equipment. If, at any time, Lessee observes a problem with the Premises, or has concerns with the Premises, Lessee shall immediately notify Authority.

3. Reimbursement for Direct Costs. In addition to the established rental rates, the Lessee shall be responsible for reimbursing the Authority for any direct costs incurred in association with the Lessee's utilization of the Premises. Those direct costs would include items such as damage to SAA property.

4. Interference. Lessee must comply with applicable electrical codes, as well as all applicable rules and regulations of the Federal Communications Commission (FCC) and Federal Aviation Administration (FAA).

With respect to the initial installation and subsequent future operation of Lessee's Equipment on the Tower, Lessee shall, at its sole expense, take such steps as may be necessary to prevent interference with the existing and future broadcasting activities of Authority and any other lessees. In the event Lessee is unable to reduce or eliminate broadcast interference to Authority's satisfaction within thirty (30) days of written notice by Authority of such interference, Lessee agrees to immediately cease its operations and remove its Equipment within fifteen (15) days.

Lessee shall not, without the prior written permission of the Authority, install any additional equipment beyond the list specified in the Premises section herein. All additional equipment shall be in compliance with all applicable laws and regulations.

Authority agrees not to grant tower space lease to any third party if such grant would or could in any way affect, or interfere with, Lessee's use of the Tower or Premises. Authority, however, reserves the right to install additional equipment for its own use; provided, that Authority's equipment does not interfere in any way with the operation of Lessee's Equipment already installed on the Tower or Premises.

5. Maintenance. Lessee shall be responsible for and pay all necessary maintenance and repairs associated with the Equipment it places on the Tower or Premises. All installation, maintenance and repair work must be performed by parties carrying General Liability Insurance of One Million Dollars (\$1,000,000) at a minimum, as well as Worker's Compensation Insurance.

6. Utilities. Lessee shall, at its own expense, obtain and pay for all electricity, water, gas, sewer use fees, or other utilities used by it during the term of this Lease or any extensions thereof, including the cost of maintenance and operation of the heating system for the Premises.

Authority shall furnish, at Authority's sole expense, 115-volt 60-cycle single-phase alternating current with 20 amp capacity to operate Lessee's Equipment. Lessee shall pay for the installation of any additional electrical service necessary on the Tower or Premises to ensure sufficient capacity to operate Lessee's Equipment. Authority shall not be liable for the interruption of such electrical service.

7. Assignment of Lease. Lessee shall not assign this Lease or any interest therein and shall not sublet the Premises or any part thereof, or allow any person to occupy or use the Premises or any portion thereof, without prior written consent of the Authority. A consent to one assignment or subletting for use by any other person shall not be deemed to be a consent to any subsequent assignment.

## ARTICLE II - TERM

1. Term of Lease. This Lease shall be for a term of three (3) years commencing effective January 1, 2022 and terminating on December 31, 2024. Upon termination of this Lease, Lessee shall have sixty (60) days to remove Lessee's Equipment from the Tower and Premises.

During the term of the Lease, if the Authority abandons or sells its interest in the Tower or Premises, Authority shall ensure that Lessee's rights hereunder are honored and protected by Authority's successors and assigns as documented in writing through any future contracts involving the Tower or Premises.

2. Holdover. If the Lessee remains in possession of all or any part of the Premises after the expiration of this Lease, without the express or implied consent of the Authority, such occupancy shall be considered to be a "Holdover Tenancy" from month-to-month only, and not a renewal or extension of this Lease for any further term. In such case, the Basic Rent for such Holdover Tenancy shall be payable in the amount of 150% of the amount specified in herein. Such Holdover Tenancy shall be subject to every other provision, covenant and agreement contained herein. The foregoing provisions of this Subsection are in addition to and do not affect the right of re-entry or any right of the Authority hereunder or as otherwise provided by law and in no way shall such provisions affect any right which the Authority may have otherwise to recover damages, to the extent permissible by applicable law, from Lessee for loss or liability incurred by the Authority resulting from the failure by Lessee to surrender the Premises, or for any other reason. Nothing contained in this Subsection shall be construed as consent by Authority to any holding over by Lessee and the Authority expressly reserves the right to require Lessee to



surrender possession of the Premises to Authority as provided in this Lease, and to the extent permissible by applicable law, upon the expiration of this Lease

### ARTICLE III - DAMAGE OR DESTRUCTION TO PREMISES

If any building of Authority in which Lessee occupies exclusive place hereunder shall be destroyed or partially damaged by fire or other casualty but not rendered untenable, or if rendered untenable, the Authority shall have the option to repair, replace, or reconstruct but shall not be obligated to do so. Where the Premises are untenable the rent payable hereunder with respect to the Premises shall be proportionately paid up to the time of such damage or destruction and shall then cease until such time as the Premises are repaired or replaced. If the Premises are not repaired, the Lease shall be cancelled.

### ARTICLE IV – INDEMNITY AND CONTINGENCY

Lessee shall indemnify, protect, defend and save Authority harmless from and against all claims, demands, liabilities and costs, including attorney fees, arising from damage or injury, actual or claimed, of whatever kind or character to property or persons allegedly occurring on or about the Airport during this Lease resulting from or arising out of the willful or negligent acts and omissions of officers, agents, and employees of Lessee. Upon notice from Authority, Lessee shall defend Authority in any action or proceeding brought in connection with such claims or demands.

Nothing in this Article IV shall require Lessee to indemnify, protect, defend, and save Authority harmless against claims, demands, liabilities, and costs arising from negligence of Authority, its officers, employees, agents, licensees, and invitees.

If, after execution of this Lease, Lessee is unable to use or occupy Authority's Tower due to action of the FCC or for other reasons, this Lease may be canceled without obligation on the part of either Party.

### ARTICLE V - OWNERSHIP AND REMOVAL OF FIXTURES

It is understood and agreed by and between the parties hereto that any additions, improvements, or fixtures attached to the Premises or placed on or about the Premises by Lessee shall be considered as personal property and shall remain the property of Lessee who shall have the right to remove the addition, improvements, or fixtures from the Premises upon the expiration of this Lease so long as such removal does not impair the structural feature of the improvements presently on the leased Premises. Provided, however, in the event of termination of this Lease due to a breach of covenant by Lessee,

then all fixtures and improvements shall become the property of the Authority and may not be removed from the Premises.

On or before the date of expiration of this Lease or any extension thereof, Lessee shall vacate the Premises, remove its property therefrom, and restore the Premises to as good order and condition as that existing upon the commencement of the term of this Lease, damages beyond the control of Lessee and due to fair wear and tear excepted. If, however, the Lease is revoked as a result of a breach by Lessee, then at the option of the Authority, the property shall either become property of the Authority without compensation therefor, or the Authority may cause it to be removed and the Premises to be restored at the expense of the Lessee, and no claims for damages against the Authority shall be created or made on account of such removal and restoration work.

#### ARTICLE VI - SURRENDER OF POSSESSION

Lessee agrees to yield and deliver to Authority possession of the Premises at the termination of this Lease, by expiration or otherwise, or of any renewal or extension hereof, in good condition in accordance with its express obligations hereunder only, except for reasonable wear and tear, fire and other casualty, and Authority shall have the right at any time during the term or any renewal or extension hereof, to remove all fixtures and equipment and other property installed or placed by it at its expense in, on, or about the Premises; subject, however, to any valid lien which Authority may have thereon for unpaid rents or fees.

#### ARTICLE VII - NOTICES

All notices to be given pursuant to this Lease shall be addressed to the parties as follows:

Authority	Salina Airport Authority Salina Airport Terminal Building 3237 Arnold Salina, KS 67401
Lessee	Nex-Tech, LLC Attn: Product/Services Manager 145 N. Main Lenora, KS 67645 Email: sroe@nex-tech.com

## ARTICLE VIII - AIRPORT PROTECTION

It is understood and agreed that the rights granted by this Lease will not be exercised in such a way as to interfere with, or adversely affect the use, operation, or maintenance of the Airport.

## ARTICLE IX - INVALID PROVISIONS

It is further expressly understood and agreed by and between the parties hereto that in the event any covenant, condition, or provision herein contained is held to be invalid by any court of competent jurisdiction, the invalidity of any such covenant, condition, or provision shall in no way affect any other covenant, condition, or provision herein contained; provided, however, that the invalidity of any such covenant, condition, or provision does not materially prejudice either the Authority or Lessee in their respective rights and obligations contained in the valid covenants, conditions, or provisions of this Lease.

## ARTICLE X - GENERAL CLAUSES

a. Lessee shall comply with all applicable laws, ordinances and regulations of the state, county and municipality wherein the Premises are located with regard to construction, sanitation, licenses or permits to do business and all other matters.

b. Lessee shall pay to the proper governmental agencies and as they become due and payable, all taxes, assessments, and similar charges which at any time during the term of this Lease may be taxed, assessed or imposed upon the Lessee with respect to the Premises, except those which the Authority has in this Lease agreed to pay.

c. Any property of the Authority damaged or destroyed by the Lessee, incident to the Lessee's use and occupation of Premises, shall be promptly repaired or replaced by the Lessee to the satisfaction of the Authority or in lieu of repair or replacement, the Lessee shall, if so required by the Authority, pay to the Authority money in an amount sufficient to compensate for the loss sustained by the Authority by reason of damage or destruction of the property.

d. Lessee acknowledges that it has inspected and knows the condition of the Premises and it is understood that the same is hereby leased without any representation or warranty by the Authority whatsoever and without obligation on the part of the Authority to make any alterations, repairs, or additions thereto. Should the Premises structurally deteriorate during the term of the Lease rendering it unusable by Lessee for its intended

purposes, the Authority and Lessee shall mutually agree on a course of action and allocation of responsibility for such repairs. If a mutual agreement cannot be reached, either party may terminate the Lease by providing 60 days advance notice, served in writing.

e. No Lessee shall use, or permit to be used, any portion of the property under its control for signs, billboards, or displays, other than those connected with its own operations thereon. Advertising signs must be located on the buildings on the Premises and shall not contain more than 120 square feet in area. Flashing or illuminated signs in which the light is not maintained constant and stationary in intensity and color shall be prohibited.

f. All loading docks for buildings or warehouses shall be maintained on the side or rear of the buildings.

g. Lessee shall not be the agent of the Authority in making repairs or other improvements to the Premises and no mechanics liens or claims thereunder shall be valid against the Authority or against the interest of the Authority in the property.

h. All materials, supplies, or equipment stored outside of the buildings shall be done so in an orderly manner so as not to create a nuisance or fire hazard and shall be in compliance with all applicable governmental regulations.

i. The Lessee must at all times keep the Premises and buildings in a safe, clean, wholesome condition and comply in all respects to all government, health, and police requirements and the Lessee will remove at its own expense any rubbish which may accumulate on the property.

k. Authority reserves the right (but shall not be obligated to Lessee) to maintain and keep in repair the landing area of the airport and all publicly-owned facilities of the airport, together with the right to direct and control all activities of the Lessee in this regard.

l. Authority reserves the right further to develop or improve the landing area and all publicly owned air navigation facilities of the airport as it sees fit, regardless of the desires or view of Lessee, and without interference or hindrance.

m. Authority reserves the right to take any action it considers necessary to protect the aerial approaches of the airport against obstruction, together with the right to prevent Lessee from erecting, or permitting to be erected, any building or other structure on the airport which in the opinion

of the Authority would limit the usefulness of the airport or constitute a hazard to aircraft.

n. During time of war or national emergency Authority shall have the right to enter into an agreement with the United States Government for military or naval use of part or all of the landing area, the publicly owned air navigation facilities, and/or other area or facilities of the airport. If any such agreement is executed, the provisions of this instrument insofar as they are inconsistent with the provisions of the agreement with the Government, shall be suspended.

o. It is understood and agreed that the rights granted by this agreement will not be exercised in such a way to interfere with or adversely affect the use, operation, maintenance, or development of the airport.

p. There is hereby reserved to the Salina Airport Authority, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the right to cause in the airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using the airspace or landing at, taking off from, or operating on or about the airport.

q. Lessee agrees to comply with all applicable laws, ordinances, rules and regulations of the federal, state, county, and municipality wherein Premises are located, including compliance with future laws and regulations, i.e., those passed after the date of this agreement.

r. In the event that Lessee defaults in its payment of rentals or fails to substantially comply with any of the other items of this Lease then, if requested by Authority, the Lessee agrees to provide it with a financial statement covering its latest fiscal or calendar year, which financial statement shall be in such form as accurately discloses the assets, liabilities, and net worth of the Lessee. If, in the opinion of the Authority, the financial statement provided is incomplete or fails to accurately indicate the financial condition of the Lessee, the Lessee agrees to provide the Authority such further financial information as the Authority may in writing request.

s. Entire Lease. This Lease represents the entire Lease and understanding between the Parties relating to the subject matter hereof and supersedes any prior agreements and understandings relating to the subject matter, expressly including the previous Airport Use Lease between the Parties hereto. This Lease may not be amended except through a written document executed by authorized representatives of both Parties.

t. Binding Effect. This Lease is binding upon the Parties hereto, their respective heirs, executors, administrators, successors and assigns. Each Party acknowledges that it has full power and authority to enter into and perform this Lease, and that the individuals executing this Lease have been properly authorized and empowered to do so. Each Party acknowledges that it has read this Lease, understands it and agrees to be bound by it.

IN WITNESS WHEREOF, the respective parties have hereunto caused this instrument to be executed on its behalf by its duly authorized officers all on the date and year hereinafter shown.

**SALINA AIRPORT AUTHORITY**

Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Kristin Gunn, Chair

**ATTEST**

Date \_\_\_\_\_

By: \_\_\_\_\_  
Brian Weisel, Secretary

**NEX-TECH, LLC**

Dated: 11/2/21 \_\_\_\_\_

  
By: \_\_\_\_\_  
Justin McClung, Director of Dev., Innovation  
& Admin.



## **ADDENDUM TO LEASE AGREEMENT**

This Addendum to Lease Agreement is made and entered into this \_\_\_\_ day of November 2021, by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas (the “Authority”), and **STRYTEN SALINA, LLC.**, a corporation authorized to do business in Kansas, with principal offices at 413 East Berg Road, Salina, KS, (“Lessee”).

### **RECITALS**

- A. The Authority and Lessee entered into a Lease Agreement, dated October 21, 2020 (the “Lease”), for a portion of Bldg. 655, commonly referred to as Units B & C and located at the Salina Airport Industrial Center located within the City of Salina, Saline County, Kansas (the “Premises”).
- B. The Lessee now desires to increase their leasehold Premises by adding an additional 41,758 sq. ft. of building space that would include what is referred to as Unit A of Bldg. 655
- C. Now therefore, the parties desire to amend the Lease as follows.

THE PARTIES therefore covenant and agree:

- 1. Section 1 of the Lease is amended as follows:

- 1. Property Description.

- 1.1. Description of Leased Premises. The Authority in consideration of the rents, covenants, agreements, and conditions hereinafter agreed to be paid and performed by the Lessee, leases unto the Lessee the following described premises:

Units A, B & C of Building 655 containing approximately 96,611 sq. ft. of warehouse space and located at 2656 Arnold Ave., Salina, KS 67401

together with any improvements to be constructed thereon and the appurtenances thereunto belonging, as depicted on the attached Exhibit A (the “Premises”).

- 2. Section 4.1 of the Lease is amended as follows:

- 4.1 Basic Rent. Lessee agrees to pay the Authority a Basic Rent for the leasing of the Premises the sum of Seventeen Thousand Five Hundred and Seventy Dollars and no/100 (\$17,570.00) per month, the first of which shall be due prior to Lessee’s occupancy. The

rental shall be payable monthly in advance and shall be due on the first day of each month for that month

3. Section 6 of the Lease is amended as follows:

6. Use of Premises. Lessee agrees to use the Premises for the sole purpose of storing motor vehicle batteries, associated plastics and industrial equipment, and other activities normally associated therewith. All activities will comply with all applicable law or regulations.

6.1. Lessee agrees that the Premises shall not be used or occupied for any purpose that constitutes a nuisance or may be objectionable to adjacent property; that it will not allow the escape from the Premises of any fumes, odors, smoke, obnoxious gas, gases or other substances which are offensive or which constitute a nuisance or interfere with the conduct of other business in the area. Lessee will provide adequate devices to control excessive noise, vibrations or electromagnetic emissions.

4. Demolition: The Authority agrees to demolish the former break area in Unit B which will provide Lessee additional warehouse floor area for its utilization. The Authority will demolish the area at its sole cost and within 90 days of the effective date of this Addendum.

5. Effective Date: This Addendum shall become effective as of December 1, 2021.

6. Other Terms. All of the terms and conditions of the Lease, except as amended by this Addendum, are hereby ratified and shall be in full force and effect.

7. Binding Effect. This Addendum shall be binding upon the heirs, beneficiaries, personal representatives, successors, and assigns of the Authority and the Lessee.

**SALINA AIRPORT AUTHORITY**

By: \_\_\_\_\_  
Kristin Gunn, Board Chair

Date: \_\_\_\_\_

**ATTEST**

By: \_\_\_\_\_  
Brian Weisel, Secretary

Date: \_\_\_\_\_

**STRYTEN SALINA, INC.**

By: \_\_\_\_\_  
Mike Judd, Chief Operating Officer

Date: \_\_\_\_\_

**ATTEST**

By: \_\_\_\_\_  
Brian Terry, Director, Real Estate

Date: \_\_\_\_\_

SALINA AIRPORT AUTHORITY  
RESOLUTION 21-11

**A RESOLUTION EXPRESSING GRATITUDE AND APPRECIATION TO  
KENNY BIEKER FOR HIS SERVICES RENDERED TO THE  
CITY OF SALINA AND ITS CITIZENS**

WHEREAS, Kenny Bieker, in his capacity as Director of Facilities and Construction of the Salina Airport Authority, has unselfishly and with great ability served the City of Salina for a period of 4,908 days (June 24, 2008 to November 30, 2021); and,

WHEREAS, as a result of his efforts many lasting improvements have been made to the Salina Airport and the Salina Airport Industrial Center; and,

WHEREAS, the City of Salina has been made a better place to live because of his work and efforts on behalf of his community.

NOW THEREFORE, BE IT RESOLVED by the Board of Directors of the Salina Airport Authority:

Section 1. That the Board of Directors of the Salina Airport Authority, by the adoption of this resolution, expresses its gratitude and appreciation to Kenny Bieker for his faithful and dedicated service to the citizens of Salina, Kansas, as a member of the Salina Airport Authority Staff.

Section 2. That the Secretary of the Board of Directors is hereby instructed to file the contents of this resolution with the official records of the Salina Airport Authority and to forward a copy of the resolution to Kenny Bieker.

Adopted by the Board of Directors of the Salina Airport Authority on this 17th day of November, 2021.

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Kristin Gunn, Chair

**CERTIFICATION OF SECRETARY**

I, Brian Weisel, the duly appointed, qualified, Salina Airport Authority Secretary, Salina, Kansas, do hereby certify that the foregoing Resolution was duly adopted and that said Resolution has been compared by me with the original thereof on file and of record in the office of the Airport Authority, and is a true copy of the whole of said original.

IN WITNESS WHEREOF, I have hereunto set my hand and the seal of the Salina Airport Authority, Salina, Kansas, this 17th day of November, 2021.

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Brian Weisel, Secretary