

DATE: December 10, 2021
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **December 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/954052037>

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

- Salina Airport Authority financial goals and objectives.
- Approve and adopt the SAA's 2022 Operating Plan and Budget.
- Maintaining property and liability insurance coverage for SAA property and operations.
- Building and hangar maintenance.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending November 30, 2021 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,808 operations during November 2021 which was a 34% increase as compared to the November 2020 total of 5,078. For the year-to-date, a total of 75,507 operations have occurred at the Salina Airport which is 34% more than the November 2020 YTD total of 56,179.

Airport Activity – Fuel Flowage (Rogers)

The November 2021 fuel flowage came in at 160,279 gallons which was 12% less than the November 2020 total of 171,011 gallons. For the year-to-date, a total of 1,925,048 gallons has been delivered on the Airport which is 12% less than the November 2020 YTD total of 2,180,258 gallons.

Airport Activity – Passenger Enplanements (Rogers)

During November 2021 SkyWest enplaned 1,949 passengers, which was a 224% increase over the November 2020 total of 602 passengers. The November YTD total passenger count was 3,893 which was a 261% increase over the November 2020 YTD total of 1,079. 2021 passenger enplanements continue to recover at a pace greater than the national average.

Financial Reports – Comments and Notes (Swanson)

At the end of November, total operating income landed 17% over budget or \$382,630. Revenues continue to track ahead of 2020 levels and are performing 8.2% better YOY. Total operating expenses arrived 13% over budget and 15.4% higher than 2020 with utilities representing the 42% of the YOY increase.

Net operating income before depreciation reached \$137,792 at November's end which is \$95,509 ahead of the budget projection.

The enclosed report details expenditures from the 2021-1 General Obligation Temporary Note that closed on Nov. 10, 2021. The proceeds reimbursed the Authority's operating cash for funds expended in advance of the closing.

Financial Reports – November Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of December 10, 2021 (Swanson)

Account	Amount	Days	Comments
Ft. Riley, 1 st ID	\$8,645	61>90	Hangar, GSE rental
BAERI	\$229	31-60	Reimbursement – LD charges
Sierra Nevada Corporation	\$645	61-90	Equipment rental

Short-term Leasing Activity

On December 3, 2021, the SAA entered into a 3-week lease with Fort Riley's Combat Aviation Brigade for the leasing of 18,394 sq. ft. of hangar space, offices, and ground support equipment in support of upcoming military flights. This short-term agreement will generate \$14,875 in rental in December. The Combat Aviation Brigade is a regular customer and airport user.

Agenda Item #6 – Review and Approval of SAA's 2022 Operating Plan and Budget (Rogers and Swanson)

The New Year will bring new challenges if COVID19 continues to impact business and travel. We do know that airport activity (passenger enplanements, fuel flowage and air traffic) will continue upward trends. The \$5 million rehabilitation of Runway 17/35 will be completed. The \$1 million M.J. Kennedy Air Terminal concourse project will wrap up and the design of an expanded terminal building parking lot will begin. A new fuel farm design and construction will provide the Airport the ability to store and deliver aviation fuel for decades to come. The new fuel farm will be designed and constructed with the capability to accommodate soon to come sustainable aviation fuel (SAF).

Airport industrial center growth will continue during 2022. Plant expansion projects at the Schwans Tony's Pizza plant and Great Plains/Kubota plant are providing new opportunities for leasing available SAA office, warehouse, and manufacturing space.

2022 goals and objectives include:

- 1. Runway 17/35 Rehabilitation** – Completion of the construction phase of the project with minimal disruption to SLN air traffic, scheduled air service and fuel flowage.
- 2. Fuel Farm Rehabilitation Design and Construction** – The objective is to design, bid and start construction during CY 2022.
- 3. Terminal Building Parking Lot Rehabilitation and Construction** – An early design during CY 2022 may provide an opportunity for late 2022 grant funding for construction

4. **Terminal Building Design Grant Funding** – The new Terminal Building Program will be competitive. The sooner we can present a terminal building expansion design to the FAA, the better our chances for grant funding.
5. **Schilling Project Remedial Design (RD) and Remedial Action (RA)** – The RA work is nearing final design and bidding. The SPE's executive group coordination will continue to be a top priority.
6. **Air Service Development and Marketing** – The start of IAH flights will be a priority. Fly SLN marketing focused on IAH will precede and follow the IAH launch.
7. **Airport and Airport Industrial Center Business Recruitment** – The local economic development partnership is working well, and we are receiving much better support from the State. The partnership with the SCEDO and KDC (Kansas Department of Commerce) The "Salina Initiative" with KDC and a new strategic partnership with WSU's National Institute for Aviation Research (NIAR) will be expanded. The attraction of new MRO businesses (targeted industries) are objectives in both the State's Framework for Growth and the Salina/Saline County economic development strategic plan.
8. **Staff Recruitment, Retention and Transition Planning** – Retention of recently hired firefighter and maintenance staff will be a priority. Retention efforts include keeping the SAA's pay scale competitive, training and recognition of achievements.
9. **Salina Airport and Airport Industry Center Image** – The SAA's newsletter, **Reporting Points**, is a key factor in keeping a wide range of people informed about the Airport and Airport Industrial Center. Tim Unruh has been great to work with and understands my ongoing desire to "correct messaging." The most recent **Reporting Points** compliment was expressed by members of this year's Leadership Salina class. Maintaining good/effective relationships with the Kansas Congressional delegation, Governor's Office, KDC, KDOT, FAA, City, County, Chamber, SCEDO, K-State, USD-305, KWU, TSA, Ft. Riley and a variety of other agencies is a priority.
10. **Hangars, Buildings and Facilities Maintenance Action Plan** – With over 1.2M SF of space to maintain a more precise method of tracking both required and discretionary maintenance is needed. Maynard Cunningham will continue the work started by Kenny Bieker to develop a tracking plan for SAA buildings, airfield pavement, airfield lighting, industrial railroad tracks, stormwater drainage structures and perimeter fencing. Priorities for 2022 are:
 - a. Hangar 626 Rehabilitation
 - b. Hangar and Building Roof Replacements
 - c. Hangar and buildings HVAC Replacements
 - d. Asbestos abatement and removal
11. **2022 Finance and Administration Goals** –
 - a. Complete implementation of GASB 87 reporting requirements
 - b. Increased cybersecurity awareness and protections across all SAA operations
 - c. Complete the SAA's CY 2021 audit by June 1, 2022
 - d. Maintain a minimum operating cash balance of \$1.8M
 - e. Update SAA executive staff job descriptions to assist with new staff recruitment
 - f. Achieve an 85% hangar and building occupancy rate
 - g. Maximize federal and state grant funding

Enclosed is the final draft of the SAA's 2022 Operating Plan and Budget. The operating plan outlines 2022 goals, priorities, and objectives. The budget details the financial resources available to achieve 2022 goals, priorities, and objectives.

Recommendation: Approval of the proposed 2022 Operating Plan and Budget Report.

Agenda Item #7 – Presentation of the Airport Authority's 2022 Liability and Commercial Property Insurance Coverages (Swanson)

In August of this year, SAA staff began the 2022 property/liability insurance renewal process. The Authority's statement of property values, automobile and equipment schedules were reviewed and updated. In early October, the SAA completed the insurance applications and information requests for submittal to the underwriters through our insurance broker, Lockton. Annually, Lockton negotiates with each incumbent insurer to assure a competitive renewal and also looks for options when appropriate.

At the meeting, staff will report on the Airport Authority's insurance coverages that will renew on January 1. The report will include details concerning policy limits, deductible amounts and premiums for the Authority's automobile, equipment, commercial property, environmental, workers' compensation, cyber, and liability insurance coverages. Enclosed is a preliminary summary of the 2022 insurance package and premiums as compared to the previous 4 years.

Agenda Item #8 – Consideration of Resolution No. 21-12 Amending the Salina Authority's Health Care and Dependent Care Flexible Spending Account. (Swanson)

Since 2002, the Authority has offered a Flexible Spending Account (FSAs), governed under IRS Section 125 plan, for its employees to set aside pre-tax payroll deductions for certain medical and dependent care expenses. The Section 125 plan also permits the employee portion of medical insurance premiums to be deducted on a pre-tax basis.

Since 2002, the start of each new plan year for this benefit has been Feb. 1 which coincides with the health insurance plan year. The SAA participates in and is a group member under the City of Salina health insurance plan. For 2022, the City is changing the health insurance plan year commencement from Feb. 1 to Jan. 1. The attached resolution will provide the SAA the ability to modify the Section 125 plan to align the plan year of our FSA to the health insurance plan.

Recommendation: Approval of Resolution No. 21-12 Amending the Salina Airport Authority's Health Care and Dependent Care Flexible Spending Account.

Agenda Item #9 – Consideration of Bids Received for the Demolition of Abandoned Boiler Equipment at Hangar H959 (Rogers and Swanson)

The far northwest corner of the former boiler and furnace building at H959 is needed for storage of individual worker toolboxes and equipment. The toolboxes are currently being stored on the hangar floor within space needed for aircraft parking.

Bids were received from 1 Vision Aviation (\$22,000), Systems 4 (\$32,193) and T&R Construction (\$16,875).

Airport Authority director Tod Roberg was not involved in the solicitation of bids. Director Roberg will abstain and excuse himself from this agenda item.

Recommendation: Accept the low bid submitted by T&R Construction in the amount of \$16,875 for the demolition of abandoned boiler equipment in Shop #4 at hangar H959.

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

December 15, 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 November 17, 2021, regular board meeting and December 1, 2021, special board meeting. (Gunn)
5. Review of airport activity and financial reports for the month ending November 30, 2021. (Rogers and Swanson)
6. Review and approval of the Salina Airport Authority's 2022 Operating Plan and Budget. (Rogers and Swanson)
7. Presentation of the Salina Airport Authority's Calendar Year 2022 Property and Liability Insurance Policy Renewals. (Swanson)
8. Consideration of SAA Resolution No. 21-12 Amending the Salina Airport Authority's Health Care and Dependent Care Flexible Spending Account (FSA). (Swanson)
9. Consideration of Bids Received for the Demolition of Abandoned Boiler Equipment at Hangar H959. (Swanson and Cunningham)

Directors' Forum (Gunn)

Visitor's Questions and Comments (Gunn)

Staff Reports (Rogers)

Announcements (Windhorst)



Executive Session (Gunn)

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

I move that the Salina Airport Authority board of directors recess into executive session for thirty (30) minutes to discuss the subject 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 _____ AM.

Adjournment (Gunn)

**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
NOVEMBER 17, 2021
HANGAR 600, ROOM 100**

Call to Order

The meeting was called to order at 8:00 A.M. by Chair Kristin Gunn. Chair Gunn confirmed that a quorum was present, and Business and Communications Manager Kasey Windhorst noted the board meeting notice was published on Friday, November 12, 2021, with the board packet distributed on Monday, November 15, 2021.

Attendance

Attendance was taken. Chair Gunn, Directors Buer (via VTC) and Roberg 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; Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Michelle Moon; and Attorney Greg Bengtson were in attendance. Mitch Robinson, Salina Community Economic Development Organization; Julie Yager-Zuker, Avflight Salina, and JoAnne Bieker 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 October 20, 2021, regular board meeting and November 10, 2021, special board meeting. Director Roberg moved, seconded by Director Buer, to approve the minutes of the October 20, 2021, regular board meeting and the November 10, 2021, special board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported that the Salina Air Traffic Control Tower (ATCT) recorded 7,958 operations during October 2021, which was a 7% decrease compared to the October 2020 total of 8,532. For year-to-date, a total of 68,699 operations have occurred at the airport which is 34% more than the October 2020 year-to-date total of 51,101. October fuel flowage came in at 199,197 gallons which was a 4% decrease compared to October 2020 total of 208,081 gallons. For year-to-date, a total of 1,764,769 gallons has been delivered to the Airport which is 12% less than the 2020 year-to-date total of 2,009,247 gallons. United/SkyWest flights enplaned 1,967 passengers during the month of October, which is 215% over October 2020 with 624 passengers. Rogers reviewed the key performance indicators prepared by ArkStar Group.

Director of Administration and Finance Swanson reported on the financials for the month of October 2021. Total administrative expenses for October 2021 ended up 9% over budget while total maintenance expenses ended the month 14% over budget bringing total operating expenses to 11% over budget. Utility expenses associated with the February winter storm, increased

building maintenance expense and airport promotion represent the majority of the resulting 11% overrun. Net operating income before depreciation reached \$177,024 at the end of October which is \$138,5833 ahead of budget.

Total capital contributed in grant funding equaled \$1,189,137 year-to-date. 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. 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, which closed on November 10, 2021. Proceeds have been invested with Bennington State Bank to capitalize on the best interest rate for the funds until the project is complete, and all funds have been expended.

SAA entered an 8-day lease with 582nd Helicopter Group, Warren AFB, WY, for the leasing of 18,394 SF 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.

Triplett Self Storage, LLC Land Lease

Rogers provided an overview of the recently approved land lease with Triplett Self Storage. 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 is for a term of five (5) years with seven (7) additional terms of five (5) years each. Director Roberg moved to approve a modification to paragraph 9, Ownership and Removal of Fixtures, to allow for the “any fixtures attached to the Premises or place on or about Premises by Lessee shall remain on the Premises upon expiration of this Lease.” and authorize the SAA board chair to sign the amended land lease agreement with Triplett Self Storage, LLC. Seconded by Director Buer. Motion carried 3-0.

Nex-Tech Wireless Airport Use Lease Agreement

Swanson provided an overview of the existing Airport Use Lease Agreement with Nex-Tech for use of the checkered tower located at 2725 Arnold Avenue, the corner of Arnold Ave. and General Jim Road. Nex-Tech desires to continue leasing the tower site and has agreed to another three-year lease term. The proposed rental will increase from \$325 to \$355 per month with Nex-Tech being responsible for all utilities and costs associated with their utilization. Director Roberg moved to approve the three-year Airport Use Lease Agreement with Nex-Tech, Inc. and to authorize Chair Gunn to sign the Agreement. Second by Director Bauer. Motion carried unanimously.

Stryten Salina, LLC – Bldg. 655, Unit A Lease Addendum #1

Swanson reviewed the existing lease and addendum #1 for Building 655, Unit A located at 2656 Arnold Avenue. The current lease between the SAA and Stryten Manufacturing was signed in October 2020 for 56,961 SF of warehouse space. The proposed addendum will expand their leased premises to 96,611 SF in building B655 to include Unit. A. Swanson presented the proposed lease terms.

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

Director Roberg moved to approve the proposed B655 Lease Addendum #1 with Stryten Salina LLC and to authorize Chair Gunn to sign the Agreement. Second by Director Bauer. Motion carried unanimously.

Staff Reports

Rogers updated the board on the status of the GA hangars, proposed location and updated cost associated with the project. SAA staff will prepare a detailed proposal and will present at an upcoming board meeting.

SAA Resolution 21-11

Rogers presented SAA Resolution 21-11, recognizing Kenny Bieker for 13-years of service as the Airport Authority's Director of Facilities and Construction. Director Roberg moved to approve SAA Resolution No. 21-11 expressing gratitude and appreciation to Kenny Bieker for his services rendered to the City of Salina and its citizens; seconded by Director Bauer. Motion carried unanimously.

Upon a motion duly made, the meeting was adjourned at 9:15 A.M.

Minutes approved at the December 15, 2021 Board Meeting.

Secretary

(SEAL)

**MINUTES OF THE SPECIAL MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
DECEMBER 1, 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 and distributed Friday, November 26, 2021, and the Amended Agenda was distributed Tuesday, November 30, 2021.

Attendance

Attendance was taken. Chair Gunn, Directors Buer (via VTC), 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, Airport Administration Specialist Michelle Moon and Attorney Greg Bengtson attended. There were no guests in attendance.

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.

2022 Operating Plan and Budget Draft Review

Executive Director Rogers commented on the 2022 priorities and highlighted on the North Ramp development plans for MRO. The Kansas framework for growth specifically notes MRO as a growth target. Director of Administration and Finance Swanson presented the draft budget report and operating plan for 2022. Swanson reviewed the Mission Statement, Organizational Chart and highlighted on significant items in the budget summary report. The final version of the 2022 Operating Plan and Budget will be presented at the December 15, 2021, regular Board Meeting.

Century Business Systems, Inc. Lease Agreement

Swanson distributed the proposed lease agreement with Century Business Systems, Inc. for a portion of Building 412 located at 2804 Arnold Ave. and reviewed the following lease terms.

Term:	Three (3) years
Effective date:	December 1, 2021
Option to renew:	Four (4) additional terms of two (2) years
Premises:	A portion of Bldg. 412, 2804 Arnold Avenue (2,830 SF)
Rental:	\$1,590 per month \$19,080 per year
Additional Rental:	All applicable property tax and utilities

Director Weisel moved to approve the lease agreement with Century Business Systems, Inc. for a portion of Bldg. 412 and authorize Chair Gunn and Secretary Weisel to sign the lease agreement. Seconded by Director Roberg. Motion carried 5 – 0.

Staff Reports

Rogers updated the board on the status of the sale of the 80-acre tract of land located in the Airport Industrial Center.

Rogers summarized the GA Hangar project progress and financing plan. Swanson commented on lease terms. Director Roberg suggested submitting Request for Proposals on the project.

Executive Session

At 9:10 AM. Director Weisel moved the following:

I move that the Salina Airport Authority board of directors recess into executive session for ten (10) minutes to discuss the subject 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 9:20 AM.

Director Eichelberger second the motion. The motion passed unanimously.

The open meeting resumed at 9:20 AM.

Upon a motion duly made, the meeting adjourned at 9:22 AM.

Minutes approved at the December 15, 2021 Board Meeting.

Secretary

(SEAL)

SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2021

AIR TRAFFIC/ATCT

November, 2021	6,808 Operations 708 Instrument Operations 499 Peak Day
November, 2020	5,078 Operations 593 Instrument Operations 475 Peak Day
January 2021 - November 2021	75,507 Operations
January 2020 - November 2020	56,179 Operations
January 2019 - November 2019	71,966 Operations

FUEL FLOWAGE

November, 2021	160,279 Gallons
November, 2020	171,011 Gallons
January 2021 - November 2021	1,925,048 Gallons
January 2020 - November 2020	2,180,258 Gallons
January 2019 - November 2019	2,191,477 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
12,260	148,019	16,416	827
7,500	163,511	11,814	351
123,054	1,801,994	365,352	5,801
83,740	2,096,518	821,956	2,985
96,317	2,095,160	989,973	4,426

SkyWest Airlines

	ENPLANEMENTS
November, 2021	1,949 Passengers
November, 2020	602 Passengers
January 2021 - November 2021	16,321 Passengers
January 2020 - November 2020	7,249 Passengers
January 2019 - November 2019	17,836 Passengers

DEPLANEMENTS

1944 Passengers
477 Passengers

TOTAL

3,893
1,079

ENPLANEMENTS - Charter Flights

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

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

November, 2021	1,949 Passengers
November, 2020	602 Passengers
January 2021 - November 2021	17,548 Passengers
January 2020 - November 2020	12,537 Passengers
January 2019 - November 2019	19,315 Passengers

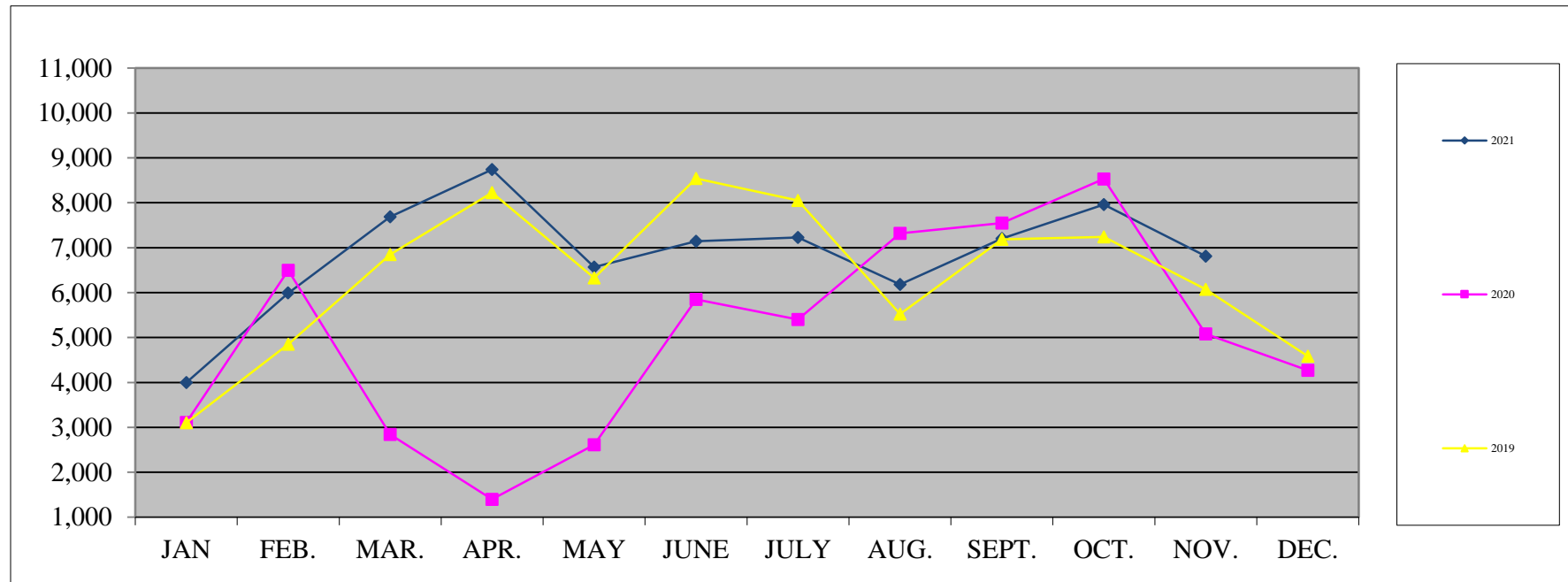
AIRPORT TRAFFIC RECORD

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	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	120	2,141	792	167	3,220	3,434	154	3,588	6,808
December, 21									
Totals January - November	1,388	22,611	9,528	2,284	35,811	37,724	1,972	39,696	75,507
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	112	2,539	641	313	3,605	3,635	310	3,945	7,550
October, 20	133	2,304	686	419	3,542	4,574	416	4,990	8,532
November, 20	96	1,383	642	237	2,358	2,590	130	2,720	5,078
December, 20									
Totals January - November	1,267	15,437	6,822	3,892	27,418	25,643	3,118	28,761	56,179
Difference	121	7,174	2,706	-1,608	8,393	12,081	-1,146	10,935	19,328
YTD % Change	10%	46%	40%	-41%	31%	47%	-37%	38%	34%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

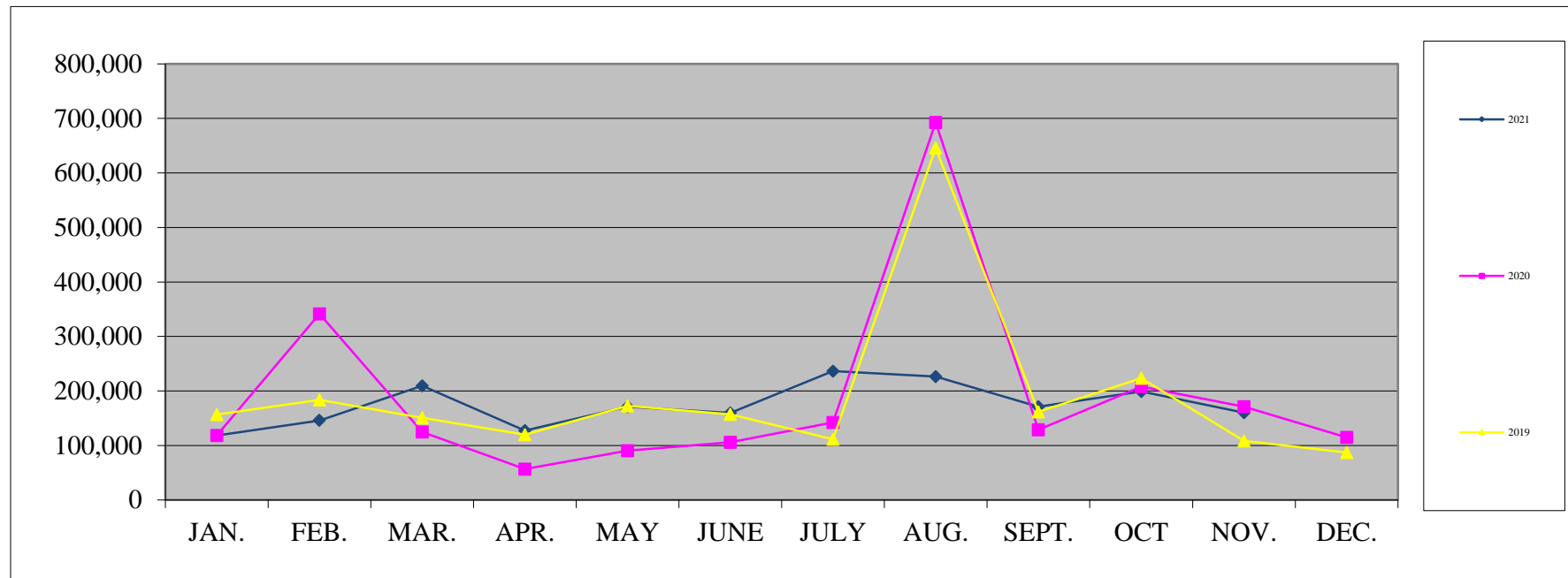
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2021	3,996	5,989	7,688	8,739	6,570	7,142	7,230	6,181	7,206	7,958	6,808		75,507
2020	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	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

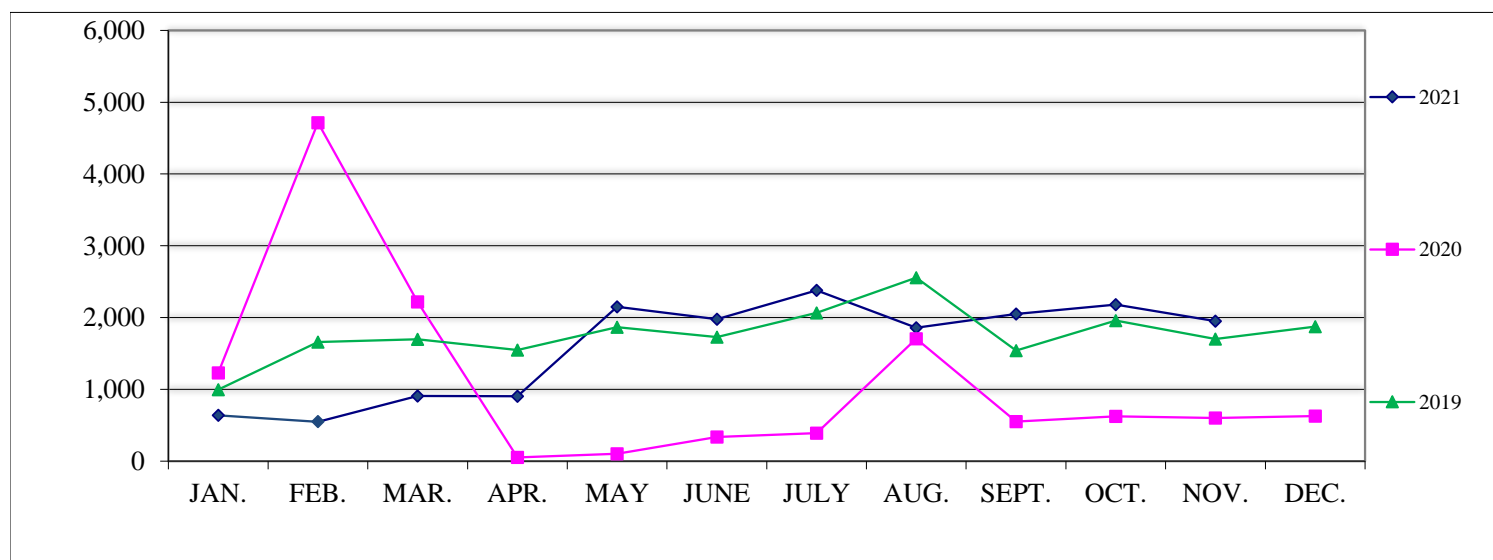
Gallons of Fuel Sold at SLN

	<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	171,259	199,197	160,279		1,925,048
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	2,050	2,182	1,949		17,548
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 November 30, 2021

12/09/2021

	Nov 30, 21	Oct 31, 21	\$ Change	Nov 30, 20	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	2,800,833	49,821	2,751,012	261,720	2,539,113	970%
Cash in bank-Operating Funds	1,955,346	1,517,712	437,634	1,133,346	822,000	73%
Cash in Bank - Mill Levy	818,635	817,549	1,086	407,705	410,930	101%
LPA - B824 Project Fund	0	0	0	76,977	-76,977	-100%
Total Checking/Savings	1 5,574,814	2,385,082	3,189,732	1,879,748	3,695,066	197%
Accounts Receivable						
Accounts Receivable	160,227	145,403	14,824	122,542	37,685	31%
Total Accounts Receivable	160,227	145,403	14,824	122,542	37,685	31%
Other Current Assets						
Mill Levy receivable	0	0	0	30,601	-30,601	-100%
Other current assets	27,915	136,486	-108,571	142,778	-114,863	-80%
Undeposited Funds	54,194	13,895	40,299	9,997	44,197	442%
Total Other Current Assets	82,109	150,381	-68,272	183,376	-101,267	-55%
Total Current Assets	5,817,150	2,680,866	3,136,284	2,185,666	3,631,484	166%
Fixed Assets						
Fixed assets at cost	95,249,271	95,118,558	130,713	92,692,323	2,556,948	3%
Less accumulated depreciation	-53,055,044	-52,817,704	-237,340	-49,987,586	-3,067,458	-6%
Total Fixed Assets	42,194,227	42,300,854	-106,627	42,704,737	-510,510	-1%
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	2 49,244,089	46,214,432	3,029,657	46,166,607	3,077,482	7%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	3 206,344	399,438	-193,094	102,907	103,437	101%
Total Accounts Payable	206,344	399,438	-193,094	102,907	103,437	101%
Credit Cards						
Total Credit Cards	0	-3,179	3,179	427	-427	-100%
Other Current Liabilities						
Accrued debt interest payable	170,594	116,989	53,605	148,146	22,448	15%
Debt, current portion	1,670,000	1,670,000	0	1,427,350	242,650	17%
Deferred Mill Levy revenue	211,222	422,445	-211,223	222,292	-11,070	-5%
Other current liabilities	258,942	267,937	-8,995	225,957	32,985	15%
Total Other Current Liabilities	2,310,758	2,477,371	-166,613	2,023,745	287,013	14%
Total Current Liabilities	2,517,102	2,873,630	-356,528	2,127,079	390,023	18%
Long Term Liabilities						
Debt - Long Term	4 25,640,403	22,171,188	3,469,215	23,547,102	2,093,301	9%
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%
Total Long Term Liabilities	24,858,924	21,389,709	3,469,215	22,892,777	1,966,147	9%
Total Liabilities	27,376,026	24,263,339	3,112,687	25,019,856	2,356,170	9%
Equity						
Invested in Capital Assets net	16,553,824	20,041,821	-3,487,997	19,148,092	-2,594,268	-14%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	4,553,359	1,065,362	3,487,997	3,264,693	1,288,666	39%
Net Income	670,882	753,911	-83,029	-1,356,035	2,026,917	149%
Total Equity	21,868,065	21,951,094	-83,029	21,146,750	721,315	3%
TOTAL LIABILITIES & EQUITY	5 49,244,091	46,214,433	3,029,658	46,166,606	3,077,485	7%

Salina Airport Authority
Profit & Loss Budget Performance
November 2021

11:24 AM
12/09/2021
Accrual Basis

	Nov 21	Jan - Nov 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	13,880	164,099	169,583	-5,484	97%	185,000
Hangar rent	51,945	750,386	605,000	145,386	124%	660,000
Landing fees	2,064	28,133	27,500	633	102%	30,000
Ramp rent	5,435	58,907	52,557	6,350	112%	57,335
Total Airfield revenue	73,324	1,001,525	854,640	146,885	117%	932,335
Building and land rent						
Agri land rent	0	67,463	61,197	6,266	110%	66,760
Building rents - Long Term						
Short-term leasing	30,069	363,203	278,850	84,353	130%	304,200
Building rents - Long Term - Other	82,245	864,625	749,421	115,204	115%	817,550
Total Building rents - Long Term	112,314	1,227,828	1,028,271	199,557	119%	1,121,750
Land rent						
Basic Land Rent	14,243	151,677	117,871	33,806	129%	128,586
Property tax - tenant share	6,826	101,346	103,972	-2,626	97%	113,424
Total Land rent	21,069	253,023	221,843	31,180	114%	242,010
Tank rent	1,220	12,943	12,375	568	105%	13,500
Total Building and land rent	134,603	1,561,257	1,323,686	237,571	118%	1,444,020
Other revenue						
Airport Marketing	20,000	20,000	22,917	-2,917	87%	25,000
ARFF Training	0	2,460	1	2,459	246,000%	1
Commissions	978	17,748	19,305	-1,557	92%	21,060
Other income	2,176	70,772	70,583	189	100%	77,000
Total Other revenue	23,154	110,980	112,806	-1,826	98%	123,061
Total Income	231,081	2,673,762	2,291,132	382,630	117%	2,499,416
Gross Profit	231,081	2,673,762	2,291,132	382,630	117%	2,499,416
Expense						
Administrative expenses						
A/E, consultants, brokers	825	25,792	29,333	-3,541	88%	32,000
Airport promotion	20,298	199,535	91,667	107,868	218%	100,000
Bad Debt Expense	0	107	4,583	-4,476	2%	5,000
Computer/Network Admin.	3,017	26,893	27,500	-607	98%	30,000
Dues and subscriptions	1,210	26,659	22,917	3,742	116%	25,000
Employee retirement	6,513	73,993	78,233	-4,240	95%	85,345
FICA and medicare tax expense	5,269	61,718	60,353	1,365	102%	65,840
Industrial development	4,875	28,625	39,875	-11,250	72%	43,500
Insurance , property	17,083	186,910	197,083	-10,173	95%	215,000
Insurance, medical	14,929	178,407	187,917	-9,510	95%	205,000
Kansas unemployment tax	0	6,365	917	5,448	694%	1,000
Legal and accounting	1,642	53,955	33,917	20,038	159%	37,000
Office salaries	42,975	496,935	473,057	23,878	105%	516,062
Office Supplies	549	6,994	5,958	1,036	117%	6,500
Other administrative expense	1,106	16,475	13,750	2,725	120%	15,000
Postage	0	1,081	2,292	-1,211	47%	2,500
Property tax expense	-5,996	136,383	156,616	-20,233	87%	170,854
Special Events	0	2,083	917	1,166	227%	1,000
Telephone	1,794	23,398	14,667	8,731	160%	16,000
Training	0	470	4,583	-4,113	10%	5,000
Travel and meetings	631	10,643	9,167	1,476	116%	10,000
Total Administrative expenses	116,720	1,563,421	1,455,302	108,119	107%	1,587,601

	Nov 21	Jan - Nov 21	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	426	37,806	45,833	-8,027	82%	50,000
Airport Security	32	5,920	2,292	3,628	258%	2,500
Building maintenance	14,304	133,686	68,750	64,936	194%	75,000
Equipment fuel and repairs	20,890	90,453	55,000	35,453	164%	60,000
Fire Services	103	22,496	23,375	-879	96%	25,500
Grounds maintenance	250	10,290	6,875	3,415	150%	7,500
Maintenance salaries	29,480	313,958	348,505	-34,547	90%	380,187
Other maintenance expenses	2,840	17,659	22,917	-5,258	77%	25,000
Snow removal expense	0	2,685	18,333	-15,648	15%	20,000
Utilities	14,204	337,596	201,667	135,929	167%	220,000
Total Maintenance expenses	82,529	972,549	793,547	179,002	123%	865,687
Total Expense	199,249	2,535,970	2,248,849	287,121	113%	2,453,288
Net Ordinary Income	31,832	137,792	42,283	95,509	326%	46,128
Other Income/Expense						
Other Income						
Capital contributed	0	1,264,247	481,250	782,997	263%	525,000
Gain on sale of assets	0	193,240	18,333	174,907	1,054%	20,000
Interest income						
Interest income on deposits	110	834	1,375	-541	61%	1,500
Total Interest income	110	834	1,375	-541	61%	1,500
Mill levy income	212,298	2,359,435	2,323,447	35,988	102%	2,534,669
Total Other Income	212,408	3,817,756	2,824,405	993,351	135%	3,081,169
Other Expense						
Debt interest expense net						
Bond issue cost	36,324	84,270	41,250	43,020	204%	45,000
Interest Expense on Debt	53,605	589,655	589,646	9	100%	643,250
Total Debt interest expense net	89,929	673,925	630,896	43,029	107%	688,250
Depreciation expense	237,340	2,610,742	2,610,742	0	100%	2,848,082
Other Non-Operating Expenses	0	0	1	-1	0%	1
Total Other Expense	327,269	3,284,667	3,241,639	43,028	101%	3,536,333
Net Other Income	-114,861	533,089	-417,234	950,323	-128%	-455,164
Net Income	-83,029	670,881	-374,951	1,045,832	-179%	-409,036

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

11:25 AM
12/09/2021
Accrual Basis

	Jan - Nov 21	Jan - Nov 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	164,099.35	181,306.08	-17,206.73	-9.49%
Hangar rent	750,386.37	586,578.08	163,808.29	27.93%
Landing fees	28,133.10	54,156.10	-26,023.00	-48.05%
Ramp rent	58,907.00	54,828.00	4,079.00	7.44%
Total Airfield revenue	1,001,525.82	876,868.26	124,657.56	14.22%
Building and land rent				
Agri land rent	67,462.55	67,682.56	-220.01	-0.33%
Building rents - Long Term				
Short-term leasing	363,202.96	307,194.83	56,008.13	18.23%
Building rents - Long Term - Other	864,624.99	805,070.74	59,554.25	7.4%
Total Building rents - Long Term	1,227,827.95	1,112,265.57	115,562.38	10.39%
Land rent				
Basic Land Rent	151,676.62	123,851.87	27,824.75	22.47%
Property tax - tenant share	101,345.76	113,574.12	-12,228.36	-10.77%
Land rent - Other	0.00	0.00	0.00	0.0%
Total Land rent	253,022.38	237,425.99	15,596.39	6.57%
Tank rent	12,943.00	12,807.00	136.00	1.06%
Total Building and land rent	1,561,255.88	1,430,181.12	131,074.76	9.17%
Other revenue				
Airport Marketing	20,000.00	60,419.58	-40,419.58	-66.9%
ARFF Training	2,460.00	0.00	2,460.00	100.0%
Commissions	17,748.24	13,895.96	3,852.28	27.72%
Other income	70,772.19	89,196.58	-18,424.39	-20.66%
Total Other revenue	110,980.43	163,512.12	-52,531.69	-32.13%
Uncategorized Income	0.00	0.00	0.00	0.0%
Total Income	2,673,762.13	2,470,561.50	203,200.63	8.23%
Gross Profit	2,673,762.13	2,470,561.50	203,200.63	8.23%
Expense				
Administrative expenses				
A/E, consultants, brokers	25,791.55	11,978.40	13,813.15	115.32%
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	194,782.06	128,824.79	65,957.27	51.2%
Airport promotion - Other	4,753.01	3,836.65	916.36	23.88%
Total Airport promotion	199,535.07	186,071.98	13,463.09	7.24%
Bad Debt Expense	107.00	264.32	-157.32	-59.52%
Computer/Network Admin.	26,893.08	39,121.62	-12,228.54	-31.26%
Dues and subscriptions	26,658.60	23,214.45	3,444.15	14.84%
Employee retirement	73,992.78	66,817.19	7,175.59	10.74%
FICA and medicare tax expense	61,717.76	54,272.08	7,445.68	13.72%
Industrial development	28,625.00	28,000.00	625.00	2.23%
Insurance , property	186,909.63	159,694.94	27,214.69	17.04%
Insurance, medical	178,406.67	154,765.40	23,641.27	15.28%
Kansas unemployment tax	6,365.27	537.40	5,827.87	1,084.46%
Legal and accounting	53,954.70	31,510.80	22,443.90	71.23%
Office salaries				
Covid-19 Compensation	0.00	240.00	-240.00	-100.0%
Office salaries - Other	496,934.54	473,961.29	22,973.25	4.85%
Total Office salaries	496,934.54	474,201.29	22,733.25	4.79%
Office Supplies	6,993.81	5,841.25	1,152.56	19.73%
Other administrative expense				
Merchant Processing Fees	10,007.67	9,008.80	998.87	11.09%
Other administrative expense - Other	6,467.69	4,273.23	2,194.46	51.35%
Total Other administrative expense	16,475.36	13,282.03	3,193.33	24.04%
Payroll expenses	0.00	0.00	0.00	0.0%
Postage	1,081.21	1,528.66	-447.45	-29.27%
Property tax expense	136,382.70	152,054.87	-15,672.17	-10.31%
Special Events	2,082.98	0.00	2,082.98	100.0%
Telephone	23,397.91	14,479.65	8,918.26	61.59%
Training	469.95	4,405.22	-3,935.27	-89.33%
Travel and meetings	10,643.28	8,548.68	2,094.60	24.5%
Total Administrative expenses	1,563,418.85	1,430,590.23	132,828.62	9.29%

	Jan - Nov 21	Jan - Nov 20	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	37,806.08	70,168.73	-32,362.65	-46.12%
Airport Security	5,920.43	669.57	5,250.86	784.21%
Building maintenance	133,686.02	106,083.81	27,602.21	26.02%
Equipment fuel and repairs	90,453.47	65,351.75	25,101.72	38.41%
Fire Services	22,496.38	21,936.07	560.31	2.55%
Grounds maintenance	10,290.09	10,959.61	-669.52	-6.11%
Maintenance salaries				
COVID-19 Compensation	343.00	1,540.80	-1,197.80	-77.74%
Maintenance salaries - Other	313,614.89	266,862.57	46,752.32	17.52%
Total Maintenance salaries	313,957.89	268,403.37	45,554.52	16.97%
Other maintenance expenses	17,658.90	22,035.79	-4,376.89	-19.86%
Snow removal expense	2,684.74	4,599.04	-1,914.30	-41.62%
Utilities	337,595.93	196,300.27	141,295.66	71.98%
Total Maintenance expenses	972,549.93	766,508.01	206,041.92	26.88%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	2,535,968.78	2,197,098.24	338,870.54	15.42%
Net Ordinary Income	137,793.35	273,463.26	-135,669.91	-49.61%
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	834.06	1,974.50	-1,140.44	-57.76%
Total Interest income	834.06	1,974.50	-1,140.44	-57.76%
Mill levy income	2,359,434.59	2,447,788.94	-88,354.35	-3.61%
Total Other Income	3,817,755.45	1,558,067.44	2,259,688.01	145.03%
Other Expense				
Debt interest expense net				
Bond issue cost	84,269.72	44,885.30	39,384.42	87.75%
Interest Expense on Debt	589,655.00	583,129.80	6,525.20	1.12%
Total Debt interest expense net	673,924.72	628,015.10	45,909.62	7.31%
Depreciation expense	2,610,741.87	2,559,550.95	51,190.92	2.0%
Total Other Expense	3,284,666.59	3,187,566.05	97,100.54	3.05%
Net Other Income	533,088.86	-1,629,498.61	2,162,587.47	132.72%
Net Income	670,882.21	-1,356,035.35	2,026,917.56	149.47%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of November 30, 2021

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12/09/2021
Accrual Basis

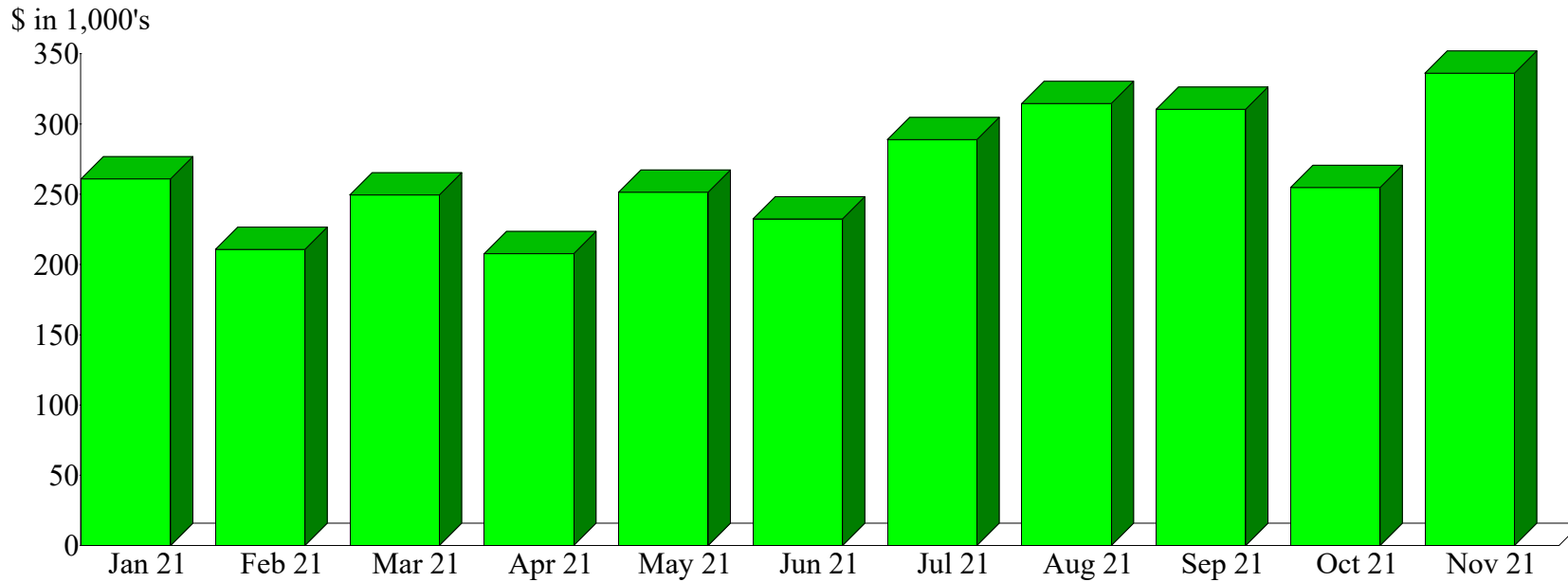
	Nov 21	Jan - Nov 21	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab		267,965	470,000	-202,035	57%
Airfield Improvements		164,906	145,000	19,906	114%
GA Hangar Construction		0	943,307	-943,307	0%
GA Hangar Restroom Construction		158,037	156,693	1,344	101%
GA Hangar Restroom Design		6,455	8,217	-1,762	79%
GA Hangars Design		42,089	61,783	-19,694	68%
Total Airfield	0	639,452	1,785,000	-1,145,548	36%
Buildings & Improvements					
Building improvements					
Bldg. #1021 Facility Imps.					
Bldg. #1021 Facility Imps. A/E	0	0	35,000	-35,000	0%
Bldg. #1021 Imp. Construction		26,168	139,170	-113,002	19%
Total Bldg. #1021 Facility Imps.	0	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	43,882	91,631	1,749,000	-1,657,369	5%
Bldg. 724 Renovation		18,935	20,000	-1,065	95%
Bldg. 824 Imps.		19,583	16,058	3,525	122%
Bldg. Imps. Other	72,028	352,928	77,500	275,428	455%
Hangar 606 Mechanical Additions		4,787	1	4,786	478,700%
Hangar 606 Rehabilitation		15,171	20,000	-4,829	76%
Hangar 959 Rehabilitation	8,550	160,618	85,000	75,618	189%
Total Building improvements	124,460	689,821	2,227,411	-1,537,590	31%
FBO Improvements					
Avflight North	0	0	45,831	-45,831	0%
Total FBO Improvements	0	0	45,831	-45,831	0%
Terminal building improvements					
Concourse Imps.	6,253	461,183	1,181,000	-719,817	39%
Total Terminal building improvements	6,253	461,183	1,181,000	-719,817	39%
Total Buildings & Improvements	130,713	1,151,004	3,454,242	-2,303,238	33%
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		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	0	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	130,713	2,537,231	6,382,427	-3,845,196	40%

Salina Airport Authority
Significant Capital Expenditures Detail
November 2021

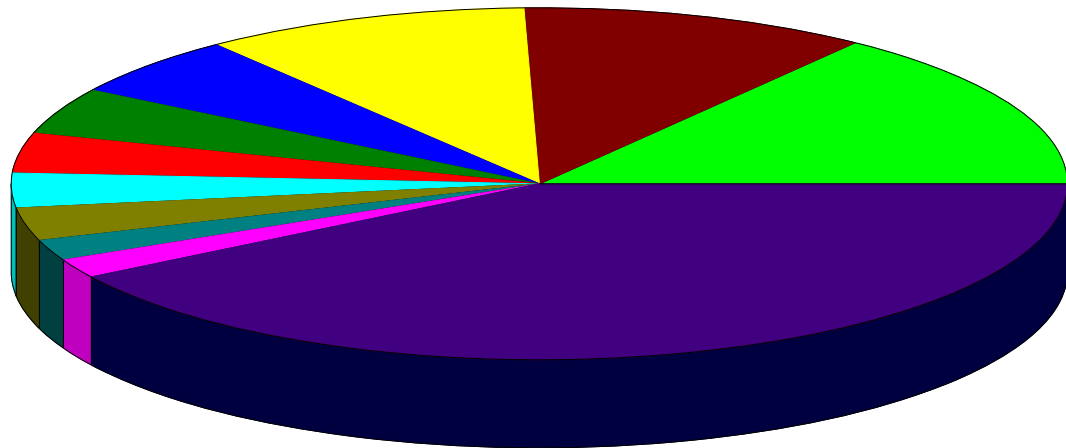
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Buildings & Improvements					
Building improvements					
Bldg. 595 Improvements					
Bill	11/01/2021	Integrated Solutions, Inc. (iSi Env.)	Bldg. 595, 2760 Centennial asbestos removal	24,342.00	24,342.00
Bill	11/04/2021	Integrated Solutions, Inc. (iSi Env.)	Bldg. 595, 2760 Centennial - Asbestos-Containing Pipe Insulation Re...	18,140.00	42,482.00
Bill	11/10/2021	Integrated Solutions, Inc. (iSi Env.)	B595 - Asbestos removal south area (376 SF)	1,400.00	43,882.00
Total Bldg. 595 Improvements				43,882.00	43,882.00
Bldg. Imps. Other					
Bill	11/02/2021	Cheney Door Company, Inc.	Doors and Labor for ARFF Overhead Doors	71,960.00	71,960.00
Bill	11/09/2021	Fastenal Company	ARFF overhead door repairs	67.90	72,027.90
Total Bldg. Imps. Other				72,027.90	72,027.90
Hangar 959 Rehabilitation					
Bill	11/17/2021	Reddi Overhead Door Company	Hangar 959 Wheel Repair	4,200.00	4,200.00
Bill	11/24/2021	Jorban-Riscoe, LLC	Airius fans - Air Perar Model 60 (10% down payment)	4,350.00	8,550.00
Total Hangar 959 Rehabilitation				8,550.00	8,550.00
Total Building improvements				124,459.90	124,459.90
Terminal building improvements					
Concourse Imps.					
Bill	11/01/2021	Hutton Corporation	Concourse design contract fees	2,400.00	2,400.00
Bill	11/11/2021	DH Pace Company, Inc.	Bldg. keys - West end concourse	432.09	2,832.09
Bill	11/18/2021	DJ Cain	Concourse Imps - speaker and microphone improvements	3,421.16	6,253.25
Total Concourse Imps.				6,253.25	6,253.25
Total Terminal building improvements				6,253.25	6,253.25
Total Buildings & Improvements				130,713.15	130,713.15
Total Fixed assets at cost				130,713.15	130,713.15
TOTAL				130,713.15	130,713.15

Sales by Month
January through November 2021

Dollar Sales



Sales Summary
January through November 2021

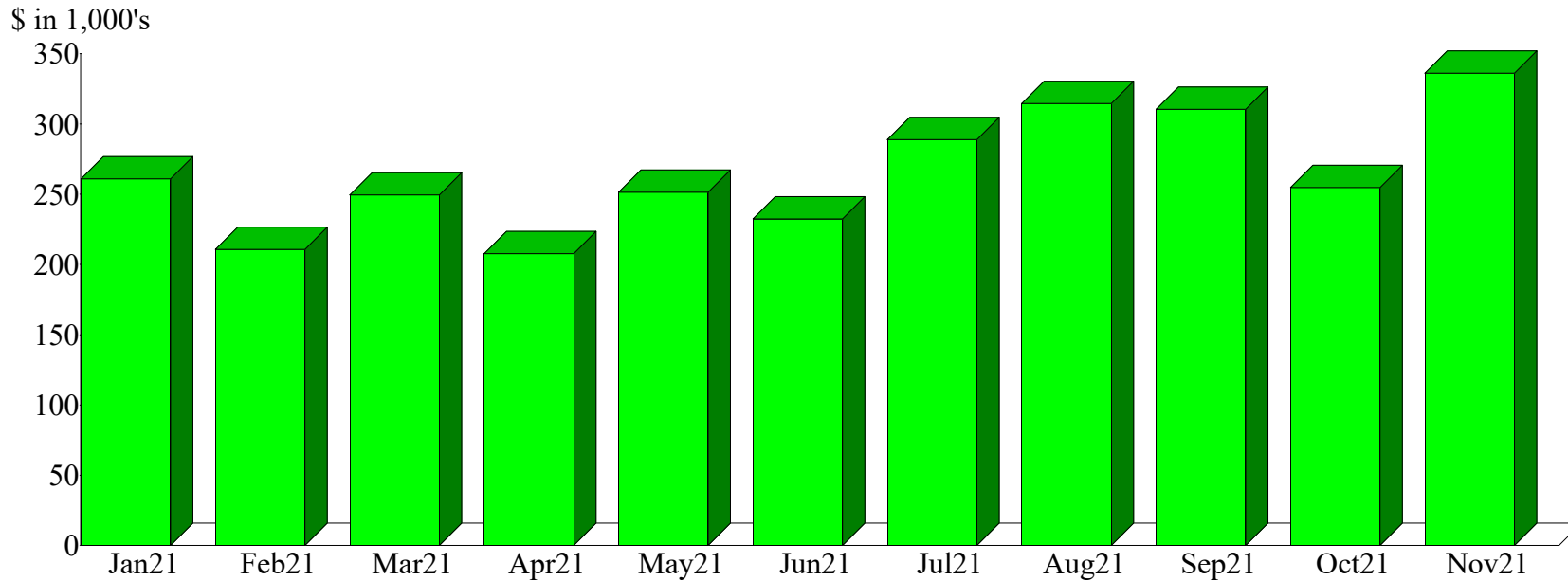


Kansas Erosion Products, LLC.	14.92%
I Vision Aviation, PLLC	10.72
Avflight Salina	10.16
SFC Global Supply Chain	5.66
Stryten Salina, LLC	4.30
Universal Forest Products (UFP)	3.80
NASA	3.33
K-State Salina	3.18
Durham School Service, L.P.	2.03
AGCO Corporation	1.90
Other	40.01
Total	\$2,917,213.66

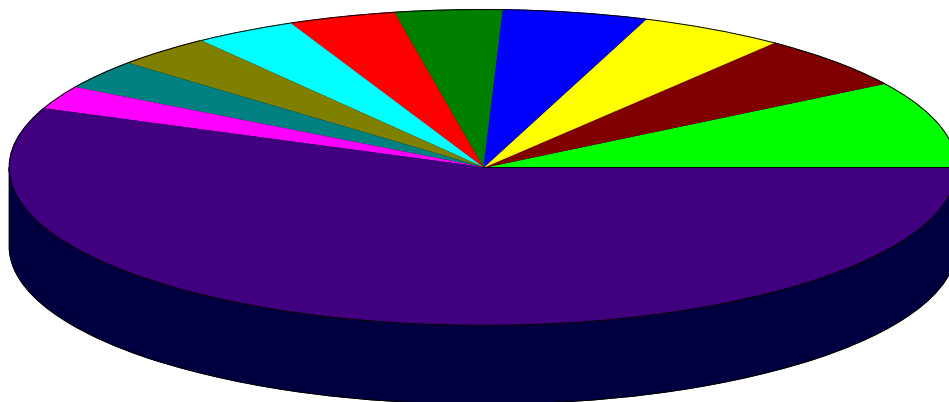
By Customer

Sales by Month
January through November 2021

Dollar Sales



Sales Summary
January through November 2021



H-00959-1 (Hangar Facility H959 - 2044 S	9.04%
B-01021 (Building #1021 located at 3600	5.61
FFF-Avflight Salina (Fuel Flowage Fee @	5.09
Utility Reimbursement (Utility Reimburse	5.03
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	3.80
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	3.76
B-00620-1 (Building #620 (30,000 SF) an	3.60
pptx (2021 Real Estate Taxes (see attach	3.47
B-00626-1 (Manufacturing facility #626 (3.05
B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.46
Other	55.08
Total	\$2,917,213.66

By Item

PROCEEDS of 2021-1 GO Temp Notes

Good Faith Deposit	10/19/2021	71,000.00
Balance of Note Proceeds	11/10/2021	3,469,214.25
Total Project Fund Proceeds		<u>3,540,214.25</u>

SAA Funds Expended on Project prior to delivery of GOTTN Proceeds

	Type	Date	Num	Name	Memo	Split	Amount
90 - Debt interest expense net							
915 - Bond issue cost							
	Bill	09/30/2021	136632	Clark, Mize & Linville	2021-1 GOTTN Bond legal fees - September 2021	20 - Accounts payable	136.80
	Bill	10/04/2021	2400203899	Cusip Global Services	2021-1 GOTTN bond issue cost	20 - Accounts payable	193.00
	Bill	10/27/2021	2021-1	Office of the State Treasurer	Taxable GO Bond Temp Notes Series 2021-1 (Registrar and transfer agent fee	20 - Accounts payable	630.00
	Bill	10/31/2021	136909	Clark, Mize & Linville	2021-A GO Bond legal fees - October 2021	20 - Accounts payable	153.90
	Bill	11/03/2021	58619	ImageMaster	2021-1 G.O. Temp. Notes issue cost	20 - Accounts payable	825.00
	Bill	11/10/2021	LG-21-001614	State of Kansas Attorney General's Office	Taxable GO Temp Note, Series 2021-1	20 - Accounts payable	240.00
	Bill	11/10/2021	8046640	Gilmore & Bell	Taxable General Temp Bond, Series 2021-1	20 - Accounts payable	10,000.00
	Bill	11/10/2021	55989-8MR	Stifel, Nicolaus & Company, Incorporated	Taxable GO Bond Series 2021-1 municipal advisor fee	20 - Accounts payable	17,725.00
					Sub Total		<u>29,903.70</u>
10-095 - GA Hangar Restroom Design							
	Bill	03/04/2021	DS21080.1	Hutton Corporation	GA Hangar restroom design fee	20 - Accounts payable	4,108.50
	Bill	03/31/2021	DS21080.2	Hutton Corporation	GA Hangar restroom design fee	20 - Accounts payable	2,054.25
	Bill	03/31/2021	260798	Salina Journal, Inc.	GA Hangar Restroom advertisement - notice to contractors	20 - Accounts payable	292.68
					Sub Total		<u>6,455.43</u>
10-092 - GA Hangar Restroom Construction							
	Bill	07/21/2021	BAR/806621	DH Pace Company, Inc.	GA Hgr. RR facility - door hardware	20 - Accounts payable	1,141.40
	Bill	07/25/2021	21002-0001	Cheney Construction Inc.	GA Hangar Public Restroom Facility - Payment No. 1	20 - Accounts payable	78,625.45
	Bill	08/31/2021	202102-0002	Cheney Construction Inc.	GA Hangar Public Restroom Facility - Payment No. 2	20 - Accounts payable	57,735.05
	Bill	09/25/2021	202102-0003	Cheney Construction Inc.	GA Hangar Public Restroom Facility - Payment No. 3	20 - Accounts payable	14,407.50
	Bill	10/05/2021	555202	Midwest Concrete Materials, Inc. (V)	GA RR water valve concrete pad	20 - Accounts payable	202.50
	Bill	10/31/2021	#PO1778-278	Cheney Construction Inc.	Underground Electrical Secondary Work - 2020 Jumper Rd. - install 3" conduit	20 - Accounts payable	5,925.00
					Sub Total		<u>158,036.90</u>
10-089 - GA Hangars Design							
	Bill	03/04/2021	DS21080.1	Hutton Corporation	GA Hangar design fee	20 - Accounts payable	19,891.50
	Bill	03/31/2021	260798	Salina Journal, Inc.	GA Hangar advertisement - notice to contractors	20 - Accounts payable	252.12
	Bill	03/31/2021	DS21080.2	Hutton Corporation	GA Hangar design fee	20 - Accounts payable	9,945.75
	Bill	06/03/2021	DS21080.3	Hutton Corporation	GA Hangar Design Fee	20 - Accounts payable	12,000.00
					Sub Total		<u>42,089.37</u>
20-013 - Concourse Imps.							
	Bill	07/01/2021	68189	Western First Aid, Inc.	Zoll AED & wall cabinet	20 - Accounts payable	2,359.89
	Bill	07/07/2021	110243	Salina Blueprint, Inc.	NEC Monitors - 43" monitor - term. bldg. concourse	20 - Accounts payable	3,840.00
	Bill	07/13/2021	DS21580.1	Hutton Corporation	Concourse design contract fees	20 - Accounts payable	30,000.00
	Bill	08/05/2021	DS21580.2	Hutton Corporation	Concourse design contract fees	20 - Accounts payable	10,000.00
	Bill	08/19/2021	20210819	DJ Cain	PA System upgrades (50% deposit)	20 - Accounts payable	2,367.16
	Bill	08/31/2021	212204-001	Hutton Corporation	Concourse Remodel project - Progress payment no. 1	20 - Accounts payable	7,709.66
	Bill	09/10/2021	DS21580.3	Hutton Corporation	Concourse design contract fees	20 - Accounts payable	8,000.00
	Bill	09/30/2021	212204-002	Hutton Corporation	Concourse Remodel project - Progress payment no. 2	20 - Accounts payable	144,322.27
	Bill	10/29/2021	62239	Design Central LLC	Term. Bldg. concourse seating	20 - Accounts payable	50,117.50
	Bill	10/31/2021	212204-003	Hutton Corporation	Concourse Remodel project - Progress payment no. 3	20 - Accounts payable	196,213.34
	Bill	11/01/2021	DS21580.4	Hutton Corporation	Concourse design contract fees	20 - Accounts payable	2,400.00
	Bill	11/11/2021	BAR/806868	DH Pace Company, Inc.	Bldg. keys - West end concourse	20 - Accounts payable	432.09
	Bill	11/18/2021	20211122R	DJ Cain	Concourse Imps - speaker and microphone improvements	20 - Accounts payable	3,421.16
					Sub Total		<u>461,183.07</u>
Bldg. 595 Improvements							
	Bill	08/31/2021	B595-01	Ryan Roofing, Inc.	B595 roof (progress payment 1 of 2)	20 - Accounts payable	47,748.75
	Bill	11/01/2021	2108051-000001	Integrated Solutions, Inc. (ISI Env.)	Bldg. 595, 2760 Centennial asbestos removal	20 - Accounts payable	24,342.00
	Bill	11/04/2021	2108051-0000002	Integrated Solutions, Inc. (ISI Env.)	Bldg. 595, 2760 Centennial - Asbestos-Containing Pipe Insulation Removal	20 - Accounts payable	18,140.00
	Bill	11/10/2021	2108051-0000003	Integrated Solutions, Inc. (ISI Env.)	B595 - Asbestos removal south area (376 SF)	20 - Accounts payable	1,400.00
					Sub Total		<u>91,630.75</u>
Grand Total							<u>789,299.22</u>

Cross-check
789,299.22

Transfer to BSBK 2,750,915.03



DRAFT

Budget Report And Operating Plan

2022



2022 BUDGET REPORT and OPERATING PLAN TABLE OF CONTENTS

SECTION	DOCUMENT
1	SAA Mission Statement and Code of Ethics Statement
2	2022 Priorities
3	2022 SAA Staffing Plan
4	2022 Operating Budget & Capital Expenditures Budget

APPENDIX

A	2022 SAA Rates and Charges
B	2022 SAA Board Meeting & Holiday Calendar



Mission Statement

Develop and operate the premier Airport and Airport Industrial Center in the State of Kansas. Provide the citizens of the City of Salina, Saline County and North Central Kansas with safe and efficient access to the national air transportation system. The SAA will also be proactive in providing the citizens of the City of Salina and Saline County with an aviation service center and industrial center that supports business and industry which, in turn, provides jobs and payroll that benefit the region. The Airport Authority's economic development efforts will be in partnership with the City of Salina, Saline County, the Salina Area Chamber of Commerce, Salina Community Economic Development Organization, K-State Polytechnic, Salina Area Technical College, and the State of Kansas.





Code of Ethics Statement

All members of the Salina Airport Authority Board of Directors and Staff are entrusted to ensure that all Salina Regional Airport and Salina Airport Industrial Center stakeholders' interests are appropriately balanced, protected and preserved. This Code of Ethics Statement provides the principles that Salina Airport Authority Board members and Staff are expected to adhere to and advocate. They embody rules regarding the responsibility of all Board members and employees to the Salina Airport Authority, the public and other stakeholders.

Members of the Salina Airport Authority Board of Directors and Staff will:

1. Act with honesty and integrity, avoiding actual or apparent conflicts of interest in personal and professional relationships.
2. Provide constituents with information that is accurate, complete, objective, relevant, timely, and understandable.
3. Comply with rules and regulations of federal, state and local governments, and other appropriate private and public regulatory agencies.
4. Act in good faith; responsibly; and with due care, competence, and diligence, without misrepresenting material facts or allowing one's independent judgment to be subordinated.
5. Respect the confidentiality of information acquired in the course of one's work except when authorized or otherwise legally obligated to disclose. Confidential information acquired in the course of one's work will not be used for personal advantage.
6. Share knowledge and maintain skills important and relevant to constituents' needs.
7. Proactively promote ethical behavior as a responsible partner among peers, in the work environment, and in the community.
8. Achieve responsible use of and control over all assets and resources employed or entrusted.
9. Salina Airport Authority executive management also acknowledge and adhere to the American Association of Airport Executives Code of Ethics in the performance of their duties.

M.J. Kennedy Air Terminal Bldg.

- ➔ Complete construction of Terminal Concourse expansion and restroom addition
- ➔ Install landscaping
- ➔ Negotiate Terminal Bldg. expansion and renovation design contract

Airport Operations

- ➔ Promote maximum air traffic through KSLN (UA, transients, military, etc.)
- ➔ Attract special events (aerobatic competition, etc.)
- ➔ Support scheduled 2022 FOL deployments
- ➔ In partnership with Avflight, continue fuel flowage stabilization and growth
- ➔ Continue enhancement of air service
- ➔ Support Kansas National Guard and Ft. Riley operations

Airfield

- ➔ Runway 17/35 rehabilitation construction
- ➔ Runway 17/35 upgrade to LED lighting
- ➔ Negotiate Runway 12/30 rehabilitation design contract
- ➔ Develop scope of work, complete design, and commence construction of Pumphouse 305 project
- ➔ General aviation aircraft storage hangars construction
- ➔ Negotiate snow removal equipment (SRE) specification development contract
- ➔ Hangar 606 design and construction upgrades to support aircraft paint operations
- ➔ Hangar 626 rehabilitation consultant engineering selection

Airport Industrial Center

- ➔ Drive for maximum occupancy in Airport Authority buildings
- ➔ Continued support of current Airport/Industrial center business and industry
- ➔ Airport & Industrial area operations, maintenance and development
- ➔ Market and lease available airport and airport industrial center buildings and space
- ➔ Promote SAA industrial center growth and job creation
- ➔ Complete platting and annexation for the development of 80 acres south of Water Well Rd.

Facilities Maintenance and Development

- ➔ Develop a systematic facilities maintenance and inspection program for the 1.6 million sq. ft. of building space, drainage structures, rail spur, and perimeter fencing. Key 2022 areas of focus in this plan include:
 - ➔ Hangar and building roof replacements
 - ➔ Hangar and building HVAC upgrades and replacements
 - ➔ Facility asbestos abatement and removal
 - ➔ Rehabilitate Bldg. 595 for light manufacturing/warehouse tenancy
 - ➔ Airport and Industrial Center deferred maintenance

Former Schilling Air Force Base Environmental Project

- ➔ KDHE approval of final work plans, bid remedial action work, and start-up operation of the pilot, ground water treatment plant.

Finance / Admin

- ➔ Hangar 626 rehabilitation EDA grant application
- ➔ Implement Cybersecurity Plans
- ➔ 2021 Audit/CAFR
- ➔ Compliance with new GASB 87 (Leases)
- ➔ Maintain \$1.8M operating cash/reserve fund balance
- ➔ Maintain Aa3 on GOULD
- ➔ Continued leasing activity to achieve an 85% building occupancy rate
- ➔ Reduce turnover rate ARFF crew
- ➔ Prepare to maximize available grant funding opportunities through the Federal Aviation Administration, Economic Development Administration and the Kansas Department of Transportation

Staffing

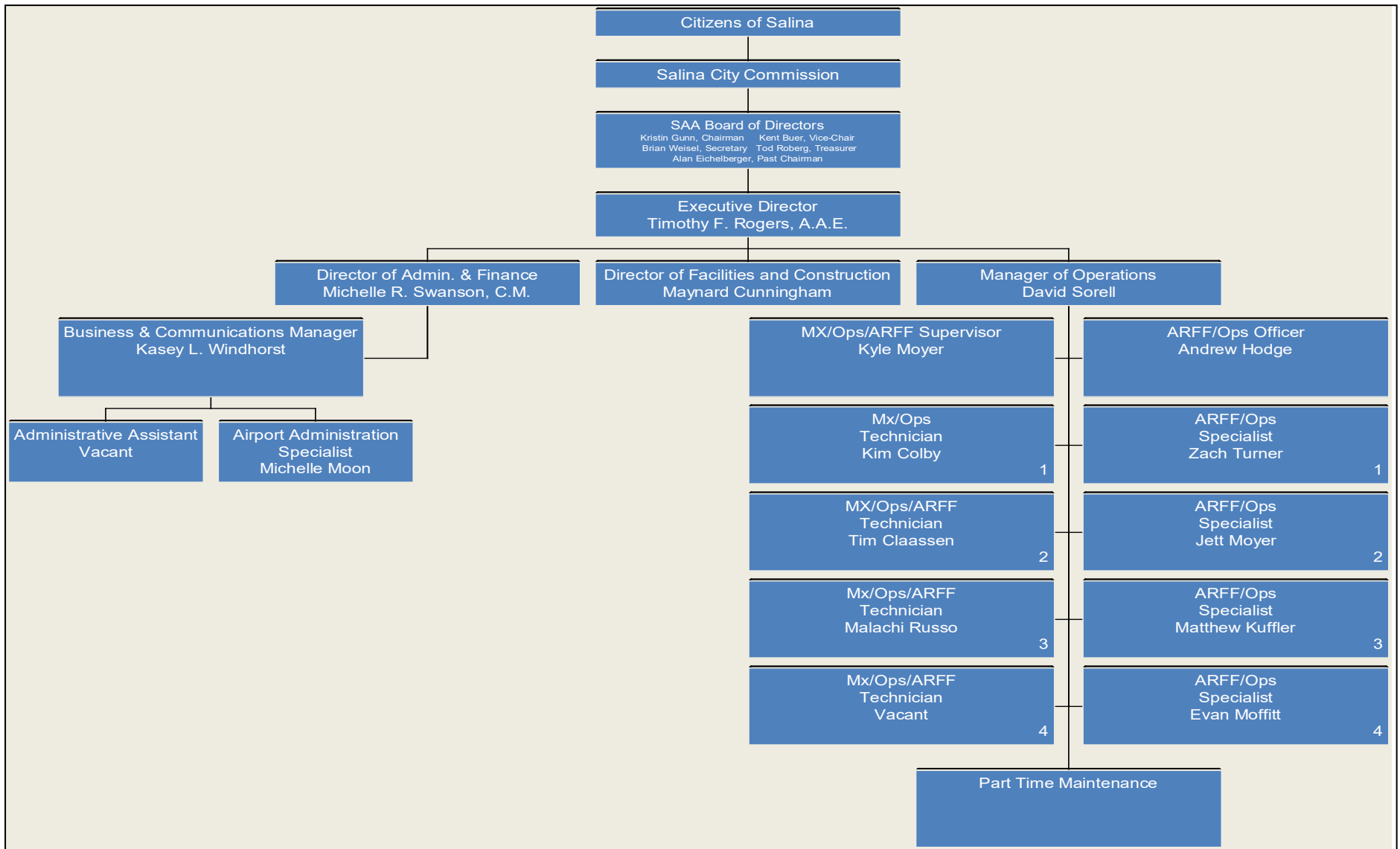
- ➔ Staff management and development and future replacements
- ➔ In-depth wage and benefits review
- ➔ Employee satisfaction analysis
- ➔ Implement employee morale and job satisfaction program

Partnerships

- ➔ Continue to be a lead partner and trusted advisor with Kansas State University Salina Aerospace and Technology Campus aviation programs as their future growth will be a catalyst for significant economic activity in Saline County
- ➔ Expand partnership with Salina Area Technical College in meeting business and industry labor requirements
- ➔ Continued relationships with City of Salina, Saline County, Salina Economic Dev. Organization, Salina Area Chamber of Commerce and the State of Kansas
- ➔ Contract with Salina Area Chamber of Commerce for services to meet aerospace workforce recruitment and housing needs
- ➔ Continue partnership with Kansas State University Salina Aerospace and Technology Campus to support the Kansas Simulation Center initiative
- ➔ Expand strategic partnership and support 1 Vision Aviation
- ➔ Continue alliance with Wichita State University's WERX division of the National Institute for Aviation Research (NIAR)

SALINA Airport Authority

January 2022



Salina Airport Authority

2022

Budget Summary

10/13/2021

				2021 Projected	2022 Proposed	2021/2022		
	2019 Actual	2020 Budget	2020 Actual	2021 Budget	Actual	Budget		
<i>Operating Income</i>								
							+/ -	%
Airfield revenue								
Fuel Flowage Fees	\$ 185,249	\$ 202,000	\$ 190,668	\$ 185,000	\$ 177,600	\$ 180,000	\$ 2,400	1.4%
Hangar rent	652,896	645,000	634,594	660,000	800,000	815,000	15,000	1.9%
Landing fees	35,693	25,500	55,856	30,000	30,000	30,450	450	1.5%
Ramp rent	54,085	50,250	60,120	57,335	64,215	65,000	785	1.2%
Total Airfield revenue	927,923	922,750	941,238	932,335	1,071,815	1,090,450	18,635	1.7%
Building and land rent								
Agri land rent	72,673	56,000	67,683	66,760	66,760	67,000	240	0.4%
Building rents	1,045,989	1,100,000	1,221,999	1,121,750	1,334,883	1,350,000	15,118	1.1%
Land rent	217,490	230,593	240,100	242,010	265,000	270,000	5,000	1.9%
Tank rent	13,635	11,970	13,974	13,500	14,040	14,040	0	0.0%
Total Building and land rent	1,349,787	1,398,563	1,543,756	1,444,020	1,680,683	1,701,040	20,358	1.2%
Other revenue								
Airport Promotion	68,380	70,000	60,420	25,000	25,000	25,000	0	0.0%
Commissions	33,977	35,100	14,999	21,060	18,954	19,000	46	0.2%
Other income	52,892	65,000	91,933	77,000	73,150	74,000	850	1.2%
Total Other revenue	155,249	170,100	167,352	123,060	117,104	118,000	896	0.8%
Gross Operating Income	\$ 2,432,959	\$ 2,491,413	\$ 2,652,346	\$ 2,499,415	\$ 2,869,602	\$ 2,909,490	\$ 39,888	1.4%
<i>Operating Expense</i>								
Administrative expenses								
A/E, consultants, brokers	33,401	21,500	15,830	32,000	33,280	34,000	720	2.2%
Airport promotion	159,176	135,000	194,563	100,000	217,000	125,000	(92,000)	-42.4%
Bad Debt Expense	2,709	10,000	54,847	5,000	5,000	5,000	-	0.0%
Computer/Network Admin.	20,523	20,000	42,730	30,000	27,600	28,500	900	3.3%
Dues and subscriptions	25,432	24,000	26,388	25,000	26,250	27,500	1,250	4.8%
Employee retirement	62,632	84,500	100,855	85,345	78,517	80,088	1,570	2.0%
FICA and medicare tax expense	59,373	65,188	56,065	65,840	65,840	67,157	1,317	2.0%
Industrial development	31,071	43,000	28,000	43,500	43,500	60,000	16,500	37.9%
Insurance, property/liability	188,029	179,375	174,784	205,000	205,000	230,000	25,000	12.2%
Insurance, medical	172,412	228,375	172,253	215,000	208,550	220,000	11,450	5.5%
Kansas unemployment tax	818	1,000	802	1,000	8,490	1,000	(7,490)	-88.2%
Legal and accounting	47,346	35,000	32,810	37,000	45,000	45,900	900	2.0%
Office salaries	519,382	507,099	546,022	516,062	526,383	550,000	23,617	4.5%
Office Supplies	9,588	6,000	6,647	6,500	7,995	8,155	160	2.0%
Other administrative expense	11,192	10,875	14,607	15,000	17,700	18,000	300	1.7%
Postage	2,077	2,500	1,648	2,500	2,000	2,040	40	2.0%
Property appraisal expense	-	-	-	-	-	-	-	0.0%
Property tax expense	142,350	165,878	130,562	170,854	170,854	181,500	10,646	6.2%
Special Events	2,084	1,000	-	1,000	1,000	1,500	500	50.0%
Telephone	20,617	18,500	16,729	16,000	24,480	25,000	520	2.1%
Training	2,235	5,000	4,405	5,000	5,000	10,000	5,000	100.0%
Travel and meetings	12,450	12,000	9,473	10,000	9,800	10,000	200	2.0%
Total Administrative expenses	\$ 1,524,897	\$ 1,575,790	\$ 1,630,020	\$ 1,587,601	\$ 1,729,240	\$ 1,730,339	\$ 1,099	0.1%
<i>Maintenance expenses</i>								
Airfield maintenance	26,315	31,000	70,644	50,000	46,500	50,000	3,500	7.5%
Airport Security	3,892	4,000	666	2,500	7,775	8,000	225	2.9%
Building maintenance	76,461	50,000	118,472	75,000	145,000	150,000	5,000	3.4%
Equipment fuel and repairs	85,199	90,500	72,011	60,000	88,200	90,000	1,800	2.0%
Fire Services	16,108	18,500	21,936	25,500	31,110	31,750	640	2.1%
Grounds maintenance	6,405	4,500	10,960	7,500	13,350	15,000	1,650	12.4%
Maintenance salaries	323,608	381,032	299,035	380,187	330,763	350,000	19,237	5.8%
Other maintenance expenses	13,381	16,000	23,084	25,000	18,000	20,000	2,000	11.1%
Snow removal expense	22,580	20,000	4,599	20,000	3,600	20,000	16,400	455.6%
Utilities	256,587	230,000	220,298	220,000	321,200	300,000	-21,200	-6.6%
Total Maintenance expenses	\$ 830,536	\$ 845,532	\$ 841,705	\$ 865,687	\$ 1,005,498	\$ 1,034,750	\$ 29,252	2.9%
Total Expense	\$ 2,355,433	\$ 2,421,322	\$ 2,471,725	\$ 2,453,288	\$ 2,734,738	\$ 2,765,089	\$ 30,352	1.1%
Total Operating Net Before Depreciation	\$ 77,526	\$ 70,091	\$ 180,621	\$ 46,127	\$ 134,864	\$ 144,401	\$ 9,537	7.1%

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
		<u>\$ 35,986,741</u>	<u>\$ 32,130,550</u>			<u>\$ 3,856,192</u>

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	<u>711,546</u>

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

2022 Projects

Runway 17/35, South 7,500 ft (FAA)	120,552
Runway 17/35, North 4,800 ft (KDOT)	338,237
Runway 17/35 LED lighting	175,000
PH 305 rehabilitation design	16,875
Terminal Bldg. expansion & renovation design	56,250
Rwy 12/30 pavement investigation	75,000
Runway 12/30 rehabilitation design	28,525
	<u>810,439</u>

Projected Balance at 12-31-2022	<u>\$ 321,107</u>
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HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2022

Forward Operating Location (FOL) Activity

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

The above hangar rental includes the following:

1. The use of SLN runways, taxiways and designated aircraft parking aprons. The SAA and mission planners will coordinate to designate ramp space to accommodate mission aircraft. As soon as possible, provide the SAA with the mission concept of operations and number/type of aircraft.
2. The use of up to 3 storage bunkers, and one building for the storage and assembly of practice ordnance. Upon receipt of the list of ordnance to be used, the SAA can assist the unit(s) in obtaining the appropriate explosives facility licenses.
3. 130 six ft. tables and 300 folding chairs. (Subject to availability; coordinate needs early with SAA to reserve tables and chairs).
4. 12 Flight gear lockers
5. All electricity, natural gas, water and trash services.
6. The use of hangar restrooms within the leased facilities; all consumables to be stocked and supplied by the SAA during the mission.
7. Two refrigerators and 2 microwaves; coordinate early to reserve appliances.
8. Issuance of building and airfield access keys and gate cards as per mission planner instructions.

Rates for missions not leasing 50% or more of an aircraft hangar facility

Rate for mission use of airfield including apron space and/or FARP locations - \$275 / day

Rate for mission use of ordnance storage bunkers, lockers and/or assembly building no.1080 - \$150 / day



HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Additional services available through the SAA

- Internet speed as follows (rate is per hangar, per month):
 - 20/20 - \$475
 - 100/100 - \$595
 - 500/500 - \$790
- Long distance telephone call capability (codes issued per unit's request and ease in tracking utilization) - \$.069/minute
- Telephone lines - \$75 per line per month.
30 Toshiba phones (Subject to availability; coordinate early to reserve phones)
- Printer/copier rental as follows (rate is per unit, per month, one month minimum, paper available for \$50/case):
 - 35/45 PPM, color copier/printer - \$900
 - 35/45 PPM, back/white copier/printer - \$825Add \$295 for hard drive removal and surrender to unit.
- Janitorial services - \$285 per day per facility for detail restroom cleaning and trash removal (can specify certain dates and times for services). For detail office / hangar cleaning services, please contact the SAA for pricing.
- Port-a-potties - \$185 per week (includes 1 service), Hand wash stations \$200 per week, Hand sanitizing stations (set of 2 per station) \$155 per week
- Utilization of SAA Logistics and Ground Services Support Equipment - \$195 per day (see separate GSE schedule for equipment listing detail).
- Handheld programable portable UHF/VHF Radios - \$15 per day/per radio

Missions/deployments extending over 30 days may qualify for a price discount, please contact the Salina Airport Authority (SAA) for extended stay rate quotes.

In the event of partial occupancy, the SAA reserves the right to lease the remaining sq. ft. to other units, organizations and aircraft operators.

Facility and pricing structure subject to hangar availability. Contact the SAA in the early stages of mission planning to insure availability and reserve the facilities and dates.

Salina Regional Airport operated by:
Salina Airport Authority (SAA)
3237 Arnold Ave., Salina, KS 67401
Shelli Swanson, Director of Admin. & Finance
shellis@salair.org
785-827-3914 or 785-577-4647

Your trusted, experienced partners in forward operating location training and missions





HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Services provided by other SAA partners and contact information:

Aircraft Fuel	SLN FBO and DoD contract fuel provider: Avflight Salina; Julie Yager-Zucker, Operations Manager 785-825-6739
Aircraft Support Equipment	Avflight Salina; Julie Yager-Zucker, Operations Manager 785-825-6739 - for all equipment not available on SAA equipment list.
Air Traffic Control	Salina Air Traffic Control Tower, 785-825-4806
Machine Shop Services	Scientific Engineering, Jim Pratt, 785-827-7071
Food Service; Catering	Kansas State University Food Service Provider; AmeriServ, Kate Chambers, 785-826-2922 or Avflight Salina; Julie Yager-Zucker, Operations Manager 785-825-6739
Recreation; Fitness	Kansas State University Recreation Center, Kyle Chamberlin, 785-826-2662
Rental Cars	Hertz, 785-827-7237; Enterprise, 785-825-1100
Lodging	KSARNG Billeting - Jennifer Short 785-646-3311/3312; Candlewood Suites, Taylor Munoz, 785-823-6939; Hilton Garden Inn, Dana Bronson, 785-309-0440, Ext. 7152, Baymont Inn and Suites, Kimberly or Cindi, 785-823-6900; Quality Inn and Suites, Tammy Surface, 785-825-2111; Courtyard by Marriott, Leslie Lawson, 785-309-1300; La Quinta Inn and Suites, Becky Senger, 785-827-9000; Holiday Inn, Nicholyn Strome, 785-404-6767; Hampton Inn, Monica Batazor, 785-823-9800; Comfort Suites, Bart Garrett, 785-404-6944; Fairfield Inn and Suites, 785-515-5333; Homewood Suites, Jenn Reitz, 785-515-2600. For large scale events, please contact Jo Ann McClure at the Salina Chamber's Convention and Visitors Bureau 785-827-9301
Gases	Airgas, 785-823-8100

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Salina Airport Authority

Other Income Fee Schedule

Effective January 1, 2022

Gate cards	\$ 20.00	per key (new or replacement)
Telephone service	\$ 0.085	per minute (long distance)
Facility keys	\$ 15.00	per key (new or replacement)
Lock change	\$ 50.00	per door
Finance Charge on overdue balances	\$75 or 6% of the overdue balance	
Air Terminal Conference Room (Wifi and TV Included)	\$ 125.00	per day
	\$ 25.00	per hour
Air Carrier Ramp / Background Check Fee		
Security Threat Assessment (STA)	\$ 20.00	per employee
Criminal History Record Check (CHRC)	\$ 45.00	per employee
Photocopies	\$ 0.15	per page
Fax Services		
Outgoing	\$ 5.00	for first page
	\$ 2.00	per page after first
Incoming	\$ 1.00	per page
Notary service	\$ 5.00	per signature
NSF Check	\$ 35.00	each
Self-fuel permit fee	\$ 650.00	
Fuel Spill Clean up		
Man hour	\$ 95.00	
Small Equip.	\$ 45.00	per hour
Large Equip.	\$ 75.00	per hour
Consumables	at cost	
Ag Operator Fee	\$ 750.00	per year
Airfield Escort Fee	\$ 55.00	per hour (min. of 1 hr.)
AOA Driving Training	\$ 75.00	per class
Fuel Flowage Fee	\$ 0.0815	per gallon
Signatory Landing Fees	\$.65	<60,000lbs.
(per 1,000 lbs. per landing)	\$ 1.25	>60,000lbs.
Non-Signatory Landing Fees	\$ 1.95	
(per 1,000 lbs. per landing)		
ARFF Standby Fee	\$ 95.00	per hour
ARFF Index C/D/E Fee	\$ 950.00	per flight
Terminal Use Fee (Public Charter)	\$ 950.00	per flight
Terminal Security (Public Charter)	\$ 750.00	per flight (includes LEO)
Maintenance Service Fee	\$ 95.00	per hour
		plus supplies & equipment
		(for items the responsibility of tenant)
Other contract services	7.50% plus cost	

* Minimum of 1 hour for equipment rental



Hangar Rates and Charges - Transient Aircraft Storage

Hangar 600

Door Clearance 100' (W) and 28' (H)

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

As of January 1, 2022

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$85
Single Engine turbo-props and piston twins	\$95
Twin engine turbo-prop	\$115
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$165
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
2500 to 5000 sq.ft.	\$195
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
5000 to 7500 sq.ft.	\$225
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
7500 and up sq.ft.	\$245
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Frienship, Gulfstriem V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$185
Military Jets (large)	\$250

Discounts available for longer-term storage



Hangar Rates and Charges - Transient Aircraft Storage

Hangar 606

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

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

As of January 1, 2022

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$85
Single Engine turbo-props and piston twins	\$95
Twin engine turbo-prop	\$115
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$165
Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet	
Citation 550, Mustang, Falcon 10, Delfin L-29, Exlipse 500	
1124 Westwind, Learjet 24/25/28/29/31/35/36/55	
Diamond I, T-38 Talon, Hawker 400XP/700,	
Jet Commander 1121, Sabreliner 65	
2500 to 5000 sq.ft.	\$195
Challenger 300/600/601/604, Casa C-212-200, Gulfstream I	
Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000	
Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa	
Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,	
Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000	
5000 to 7500 sq.ft.	\$225
Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000	
Casa CN-235, Embraier ERJ 135-/145, Antonov AN-26	
ATR 42-500, Canadair Regional Jet, Fokker Fellowship	
British Aerospace BAE 146-200, HS 748	
7500 and up sq.ft.	\$245
Global Express, Convair 440/580, Dash 7	
Fokker 50/100, Fokker Frienship, Gulfstriem V	
British Aerospace BAC 111-500	
Military Jets (small)	\$185
Military Jets (large)	\$250

Discounts available for longer-term storage



Hangar Rates and Charges - Transient Aircraft Storage

Hangar 703

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

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

As of January 1, 2022

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$65
Single Engine turbo-props and piston twins	\$80
Twin engine turbo-prop	\$90
Large Turbo-Props/Business Jets	
Up to 2500 sq.ft.	\$145
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Eclipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
2500 to 5000 sq.ft.	\$165
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VI/VII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
5000 to 7500 sq.ft.	\$175
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraer ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
7500 and up sq.ft.	\$195
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, Gulfstream V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$140
Military Jets (large)	\$185

Discounts available for longer term storage



T-Hangar Rates and Charges

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

As of Jan. 1, 2022

Hangar Type	Monthly Rate
(A) T-hangars	\$97
(B) T-hangars	\$97
(D) Box hangars	\$120
- D5, D6, D7, D8	
(C) Box hangars	\$178
- C1	
(P) T-hangars	\$93
- P13 T-hangar	\$120
- P30, P31, P32	\$142



Hangar Rates and Charges - Transient Aircraft Storage

Hangar 509

Door Clearance 95' (W) and 23' (H)

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

As of January 1, 2022

Aircraft Type	Daily/Overnight Rate
Helicopters and single engine pistons	\$65
Single Engine turbo-props and piston twins	\$80
Twin engine turbo-prop	\$90
Large Turbo-Props/Business Jets	
<i>Up to 2500 sq.ft.</i>	\$145
<i>Beechjet 400, Premier I, CJ-I/2, Citation 500, Citation Jet</i>	
<i>Citation 550, Mustang, Falcon 10, Delfin L-29, Eclipse 500</i>	
<i>1124 Westwind, Learjet 24/25/28/29/31/35/36/55</i>	
<i>Diamond I, T-38 Talon, Hawker 400XP/700,</i>	
<i>Jet Commander 1121, Sabreliner 65</i>	
<i>2500 to 5000 sq.ft.</i>	\$165
<i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i>	
<i>Citation III/v/VII/VIII/X, Excel, Sovereign, Falcon 20/50/900/2000</i>	
<i>Dornier 328 Turbo-prop/Jet, Brasilla, EMB 123/300, Hansa</i>	
<i>Galaxy, Astra, IAI G-150, Phenom 300/500, CJ-3,</i>	
<i>Learjet 45/60, Jetstar I/II, Hawker 800/800XP/850XP/1000/4000</i>	
<i>5000 to 7500 sq.ft.</i>	\$175
<i>Gulfstream II/III/IV, DC-3, Dash 8, Falcon 7X, Rockwell 2000</i>	
<i>Casa CN-235, Embraer ERJ 135-/145, Antonov AN-26</i>	
<i>ATR 42-500, Canadair Regional Jet, Fokker Fellowship</i>	
<i>British Aerospace BAE 146-200, HS 748</i>	
<i>7500 and up sq.ft.</i>	\$195
<i>Global Express, Convair 440/580, Dash 7</i>	
<i>Fokker 50/100, Fokker Friendship, Gulfstream V</i>	
<i>British Aerospace BAC 111-500</i>	
Military Jets (small)	\$145
Military Jets (large)	\$185

Discounts available for longer term storage

Ground Support Equipment & Logistics

As of January 1, 2022



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



Vehicles and Storage

Description:
12 Passenger Van

Chevy



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



Description:
International Semi
Flatbed Truck



Description:
1986 International
Series Stake Bed Truck



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



Description:
Conex Box
Quantity: 2



Ground Support Equipment

Description:

PS1: F350, Self propelled,
Passenger Air Stair
See attachment for height range



Description:

PS4: Self-propelled,
Passenger Air Stair
See attachment for height range



Description:

Bucket Truck Lift,
52' Height range



Description:

S&S Tug, Mobile Belt
Loader, 11' Height Range



Description:

PS3: 150 Passenger Air Stair,
Towable
See attachment for height range



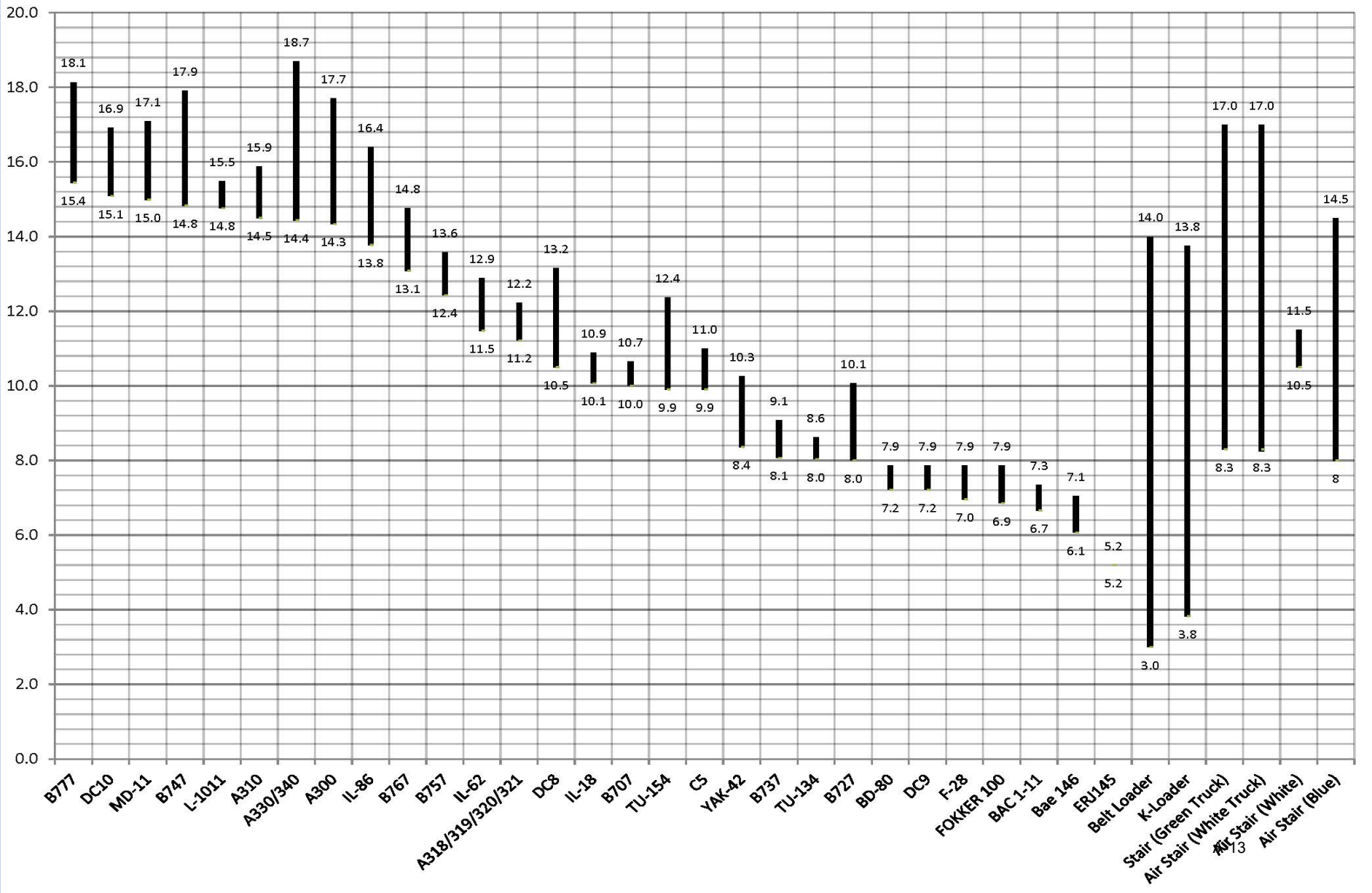
Description:

Portable Loading
Ramp
L 36' x W 7'



Height Range

Aircraft Door Sill Heights in Feet (Minimum to Maximum)



Ground Support Equipment

Description:

4K Forklift,
10.3' Height Range



Description:

10K Forklift,
12.6' Height Range



Description:

10K Forklift,
8.25' Height Range



Description:

Man Lift Cage
for fork lift



Description:

4K Forklift,
9.5' Height Range



Ground Support Equipment

Description: Hobart
AC Ground Power Unit
400 Hz Solid State 460
VAC 50-60Hz
45 KVA



Description:
11, Tri-max wheeled
fire extinguishers



Description: Hobart
AC Ground Power Unit
28 VDC Solid State,
3ph/208-230-
460V/60Hz



Description:
Flood Lamp 30' tall



Description:
3 sets of Portable
Flood Lamp
35' tall



Description:
Jack up Work Stand,
10' Height Range



Ground Support Equipment



Description:

Aircraft Tug
4,000 lbs.' Weight Limit



Description:

Bobtail tug
5,000 lbs. Weight Limit



Description:

Northwestern tug
4,000 lbs. Weight Limit

Ground Support Equipment and Logistics Fee Schedule

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

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

*Rates include delivery and return of equipment to any facility on the Airport.

*Equipment will be positioned fueled.

*Fuel included, with the exception of vehicles.

* Minimum of 1 hour for equipment rental



2022 CALENDAR OF EVENTS

January

Dec. 31	New Year's Day/ Holiday
17	Martin Luther King Junior Day
19	8 a.m. Board of Directors Meeting

February

16	8 a.m. Board of Directors Meeting
21	President's Day

March

16	8 a.m. Board of Directors Meeting
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April

15	Good Friday
20	8 a.m. Board of Directors Meeting

May

18	8 a.m. Board of Directors Meeting
30	Memorial Day

June

15	8 a.m. Board of Directors Meeting
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July

4	Independence Day
20	8 a.m. Board of Directors Meeting

August

17	8 a.m. Board of Directors Meeting
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September

5	Labor Day
21	8 a.m. Board of Directors Meeting

October

10	Columbus Day
19	8 a.m. Board of Directors Meeting

November

11	Veterans Day
16	8 a.m. Board of Directors Meeting
24	Thanksgiving Day
25	Thanksgiving Day Holiday

December

21	8 a.m. Board of Directors Meeting
23	Christmas Eve Holiday
26	Christmas Day Holiday



Salina Regional
SLN Airport

SALINA Airport
Industrial Center

Fly
SLN Airport

SALINA Airport
Authority

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

Commercial Property / Liability Insurance Expense Analysis 2018-2022

Revised 12-10-2021

	2018 Actual	2019 Actual	2020 Actual	2021 Actual	2022 Quote	+/- Expiring	% Expiring
Commercial Property							
Invoiced / Quoted	101,041.50	110,859.00	125,149.00	147,402.00	167,564.00	20,162.00	13.7%
Addition of Fossett Plaza							
Inland Marine	3,055.00	3,055.00	5,994.00	5,994.00	7,254.00	1,260.00	21.0%
Inland Marine Audit							
Remove Bldg. 824				(1,007.00)			
Remove Bldg. 313				(667.00)			
Total Commercial Property Insurance Expense	104,096.50	113,914.00	131,143.00	151,722.00	174,818.00	23,096.00	15.2%
Auto Policy							
Invoiced / Quoted	17,619.00	24,685.00	34,290.00	42,876.80	38,548.00	(4,328.80)	-10.1%
Add DRMO Dump Truck							
Add vehicles to policy	839.00	743.00	2,312.00	20,769.60		(20,769.60)	-100.0%
Delete sold vehicles		(1,388.00)					
Total Commercial Auto Policy Expense	18,458.00	24,040.00	36,602.00	63,646.40	38,548.00	(25,098.40)	-39.4%
Commercial Aviation and General Liability (Airport & Industrial Center Liability), including hangarkeeper's							
Invoiced / Quoted	2,463.00	2,635.00	3,162.00	3,700.00	4,600.00	900.00	24.3%
Public Officials Errors and Omissions							
Invoiced / Quoted	5,839.26	4,315.30	5,390.80	5,899.30	5,899.00	(0.30)	0.0%
Worker's Compensation							
Invoiced / Quoted	6,889.50	16,210.80	14,722.20	13,150.80	8,236.00	(4,914.80)	-37.4%
Workers' comp audit & mod rating credit	977.40	1,135.80	(725.40)	(2,813.40)	-	2,813.40	-100.0%
Workers Comp KS Rate Change or Dividend						-	
Total Worker's Compensation Expense	7,866.90	17,346.60	13,996.80	10,337.40	8,236.00	(2,101.40)	-20.3%
UST Liability							
Invoiced / Quoted	1,425.60	1,425.60	1,576.80	1,728.00	1,728.00	-	0.0%
(Commission Deletion)							
Crime							
Invoiced / Quoted	1,084.60	1,084.60	1,084.60	1,084.60	1,085.00	0.40	0.0%
Cyber Liability Coverage							
Invoiced / Quoted			2,532.34	2,532.34	6,257.00	3,724.66	147.1%
(Adjustment - 14 month policy 11-01-2020 / 12-31-2021)			(2,170.58)	(361.76)			
(Credit for commission deletion)				(347.10)			
Total Cyber Liability			361.76	1,823.48	6,257.00	4,433.52	243.1%
Other							
Notary Renewals	50.00	-	50.00	50.00	50.00	-	0.0%
Total Property/Liability Insurance Premiums	141,283.86	164,761.10	193,367.76	239,991.18	241,221.00	1,229.82	0.5%
Broker Fee (Lockton 2013-2019)	18,000.00	18,000.00	18,500.00	19,000.00	19,500.00	500.00	2.6%
Risk Manager Fee (Charlesworth 2010-2019)	6,050.00	6,600.00	2,200.00	-			
Total Property/Liability Insurance Premiums & Fees	165,333.86	189,361.10	214,067.76	258,991.18	260,721.00	1,729.82	0.7%
Commercial Property Insured Billed as Additional Tenant Rental	(17,218.91)	(16,948.88)	(39,283.55)	(48,890.82)	(48,978.47)	(87.65)	0.2%
Previous Year Adjustments/Credits							
Net Property/Liability Insurance Expense	148,114.95	172,412.22	174,784.21	210,100.36	211,742.53	1,642.17	0.8%
Budget	144,862.00	175,000.00	179,375.00	205,000.00	230,000.00	25,000.00	12.2%
+/- Actual vs. Budget	3,252.95	(2,587.78)	(4,590.79)	5,100.36	(18,257.47)	(23,357.83)	-458.0%
NATA Good Experience Return							
KS UST Policy Dividend							
Net Property/Liability Insurance Expense After Returns & Dividends	148,114.95	172,412.22	174,784.21	210,100.36	211,742.53	1,642.17	0.8%

Notes:

¹ Cyber liability policy was secured for the first time with the 2021 insurance program (14 month policy with an effective date of 11-2-20.)

SALINA AIRPORT AUTHORITY

SAA RESOLUTION NO. 21-12

A RESOLUTION TO AMEND THE SALINA AIRPORT AUTHORITY HEALTH FLEXIBLE SPENDING ACCOUNT AND DEPENDENT CARE FLEXIBLE SPENDING ACCOUNT.

WHEREAS, the Salina Airport Authority offers to staff as an additional benefit a Health Care and Dependent Care Flexible Spending Account (FSA),

WHEREAS, the Health Care and Dependent Care FSA is administered by Keating and Associates,

WHEREAS, the modification amends the Summary Plan Description (SPD) and Plan Document effective January 1, 2022. The plan is a restatement of a Plan which was originally effective on February 1, 2002.

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, hereby certifies that such resolutions have not been modified or rescinded as of the date hereof.

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 the Salina Airport Authority plan administrator Keating and Associates.

Adopted by the Board of Directors of the Salina Airport Authority on this 15th day of December, 2021.

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 at a meeting of the Salina Airport Authority, Salina, Kansas held on the 15th day of December, 2021, 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 15th day of December, 2021.

Brian Weisel, Secretary

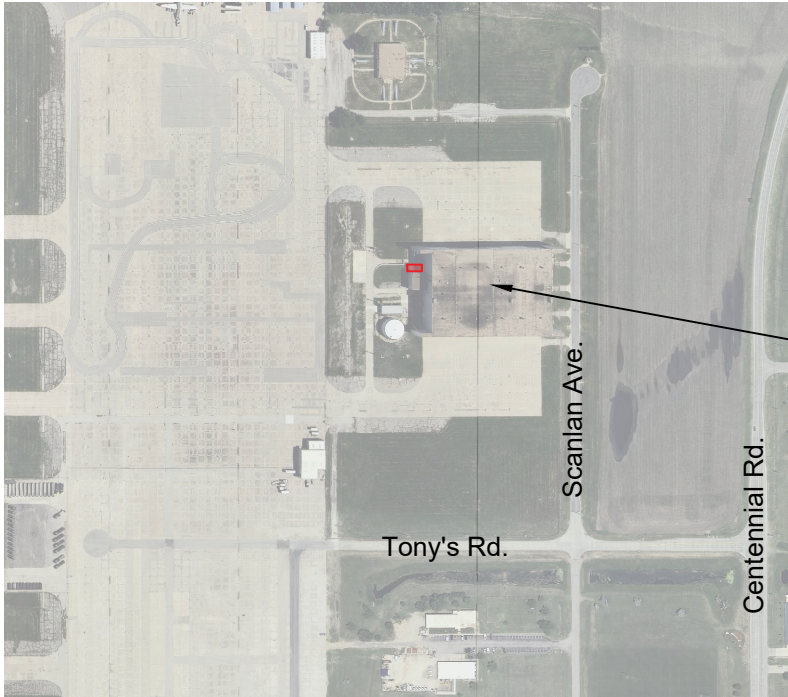
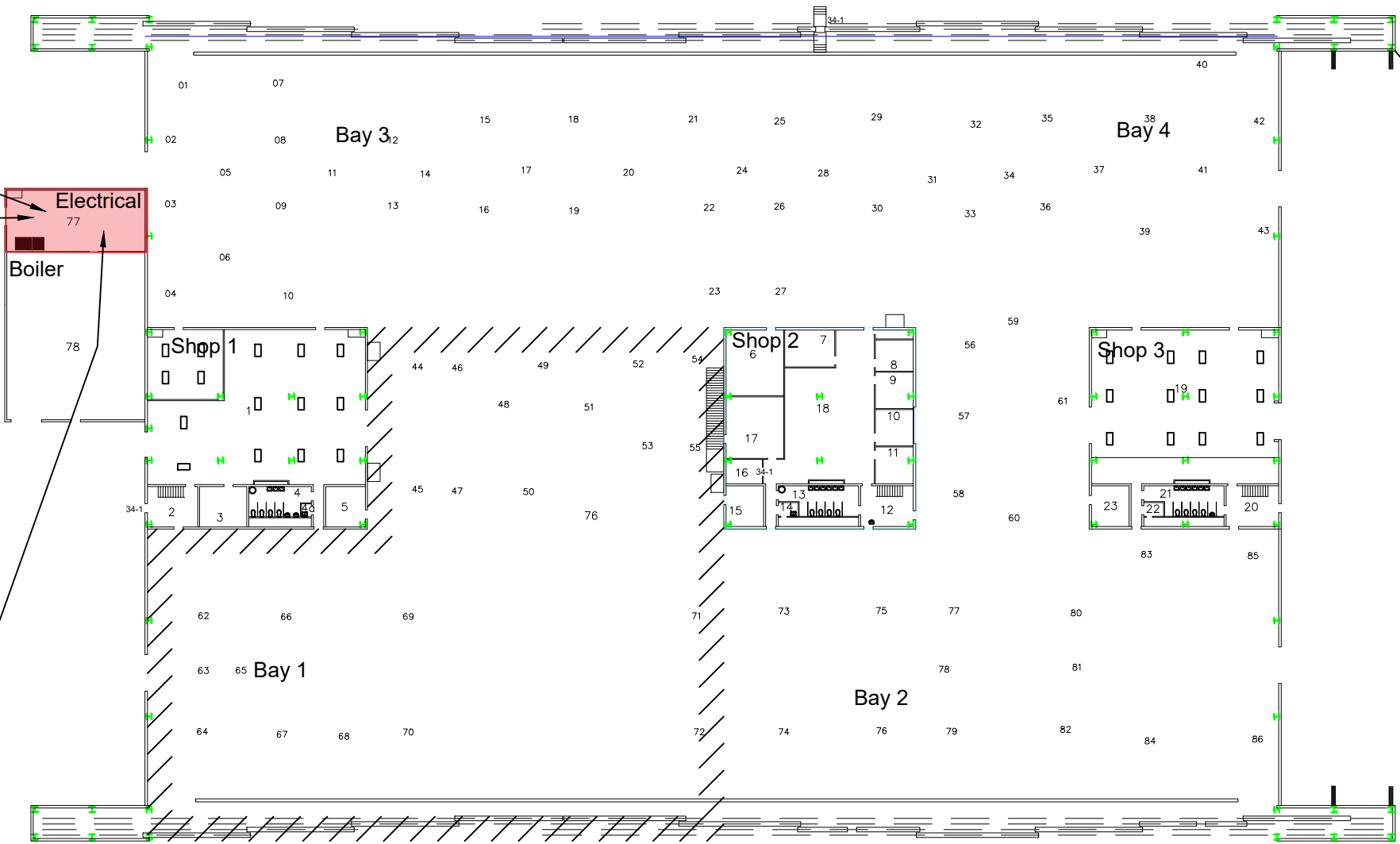


Demolition Area

Electrical Room 77, Area = 948 S.F.



Demolition Area



Hangar 959 Demolition Area
Scale: 1" = 50'

Hangar 959

Site Map Hangar 959
Scale: 1" = 600'



Drawing Number 3018-12-21



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

None : REVISIONS

KRB : DESIGNED BY

MWC : DRAWN BY

1" = 50' : SCALE

12/09/21, 19:05 : DATE

SALINA AIRPORT AUTHORITY
Demolition Room 77 Hangar 959 Exhibit A