

DATE: December 2, 2022
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **December 5, 2022, SAA Special 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://meet.goto.com/salinaairport/salina-airport-authority-board-meeting>

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

- 2023 Operating Plan and Budget
- Workforce housing development and construction
- SCEDO **Members Agreement** responsibilities
- Executive director's annual performance evaluation

Please note the following agenda comments.

Agenda Item #4 – Consideration of a City of Salina Request to Consent to the Annexation of a Tract of Airport Authority Owned Land. (Rogers)

The city surveyor, John Harvey discovered a 20 ft. gap between the west boundary of the recently annexed Aero Plains Addition and east boundary of Salina Airport Authority owned property located in the Schilling Subdivision that was annexed to the City of Salina in 1966. The 20 ft. x 1,018 ft. gap is depicted in the attached exhibit. Consent to the annexation of the strip of property will close a gap between the 1966 Schilling Subdivision annexation and the recent Aero Plains Addition annexation. This action continues the SAA's support for the construction of new workforce housing for Salina and Saline County.

Recommendation: Salina Airport Authority board of directors' consent to the annexation of a 20 ft. x 1,018 ft strip of SAA owned property and authorize the executive director to submit a letter of consent to the City of Salina.

Agenda Item #5 – Review and Discussion of the SAA's 2023 Operating Plan and Budget. (Rogers and Swanson)

Enclosed is the most recent version of the SAA's 2023 Operating Plan and Budget. The cost of property, liability and health insurance coverage is now known. The only exception is the 2023 premium for cyber insurance. The estimated cost for 2023 cyber security insurance is \$12,000. The final quote is due to be received early next week.

The SAA's broker, Lockton Companies, has done another outstanding job marketing all commercial property, liability, and cyber coverages. Commercial property insurance for SAA buildings continues to be a challenge due to the SAA's unique characteristics, operations, and location. Cyber liability coverage was this year's new challenge. Underwriter requirements continue to increase, and SAA staff have taken steps to meet and exceed both underwriter and federal requirements. The SAA's 2023 cost for commercial, liability and cyber insurance will increase 10.3% from \$202,768 to \$223,714.

As a component unit of the City of Salina, the SAA is included in the City's employee health insurance program. City staff does an excellent job administrating the program and managing costs. The SAA's 2023 health insurance premium rates will not increase over the 2022 rates.

At the meeting Shelli and I will update you on any changes to the 2023 Operating Plan and Budget document presented at the November 2, 2022, special board meeting. Following our update, we'll look forward to your comments, suggestions, and guidance.

Agenda Item #6 – Review and Discussion of Candidates for Appointment to the Salina Community Economic Development Organization Board of Directors. (Rogers)

The SAA, in partnership with the City of Salina, Saline County and Salina Area Chamber of Commerce, is a founding Member of the Salina Community Economic Development Organization (SCEDO). The **Members Agreement** adopted in 2015 provides for the appointment of individuals to serve on the nine-member SCEDO board of directors by the founding Members. The City appoints three, the County two, the SAA two, and the Chamber two SCEDO board members. The SAA's first two appointments were Pete Brundgardt and Jeff Thompson. As a former City of Salina city commissioner and State Senator, Pete had the background and experience to guide the startup of the SCEDO. Jeff's private sector business background and service on the SAA board of directors offered the benefit of understanding the needs of growing and expanding manufacturers. The SAA's third appointment to succeed Jeff Thompson was Jim Maes who is a former SAA board member and experienced real estate developer and business operator. Pete Burghardt's current three-year term expires on January 31, 2023, and he is not eligible for reappointment.

As you consider candidates for the SCEDO board of directors, I would suggest that you keep in mind that the candidate should understand economic development, workforce recruitment, training and retention, and the operation of a public board. The SCEDO is subject to the Kansas Open Meeting Act and Kansas Open Records Act. Pete, Jeff, and Jim had the backgrounds and experience to be highly effective SCEDO board members. (FYI, both Pete and Jeff were elected SCEDO board presidents)

At the November 2, 2022, special board meeting former SAA board member, Brian Weisel was mentioned as a potential candidate. I've contacted Brian and he confirmed his interest in being appointed to serve on the SCEDO board. In addition to being a former SAA board member, Brian has qualifications and experience suited for serving on the SCEDO board of directors. The following summary may be helpful.

- Director, Quality Improvement/Lean – Salina Regional Health Center (2013 – Present)
- Senior Associate/Owner – Point B Consulting, LLC (2011 – 2013)
- Senior Consultant – Accenture National Security Services (2008 – 2011)
- Senior Consultant – George Group (2007 – 2008)
- Manager, Operational Excellence & Business Unit Manager – Philips Salina (2003 – 2007)
- Plant Manager, Salina Division - Raytheon (2001 – 2003)
- Program Manager, Hawker 4000 – Raytheon (2001)
- Deputy Base Commander – McConnell AFB (1992 – 1996)
- Command Pilot, 4,706 flight hours – USAF (1974 – 1988)

- City Council Member – Derby, KS (1996 – 2000)
- Planning Commission Member – Salina, KS (2004 – 2008)

SAA board action at this meeting is preferred to provide timely notice to the SCEDO and sufficient time for the SAA's appointee to meet with Mitch Robinson for a new SCEDO board member orientation.

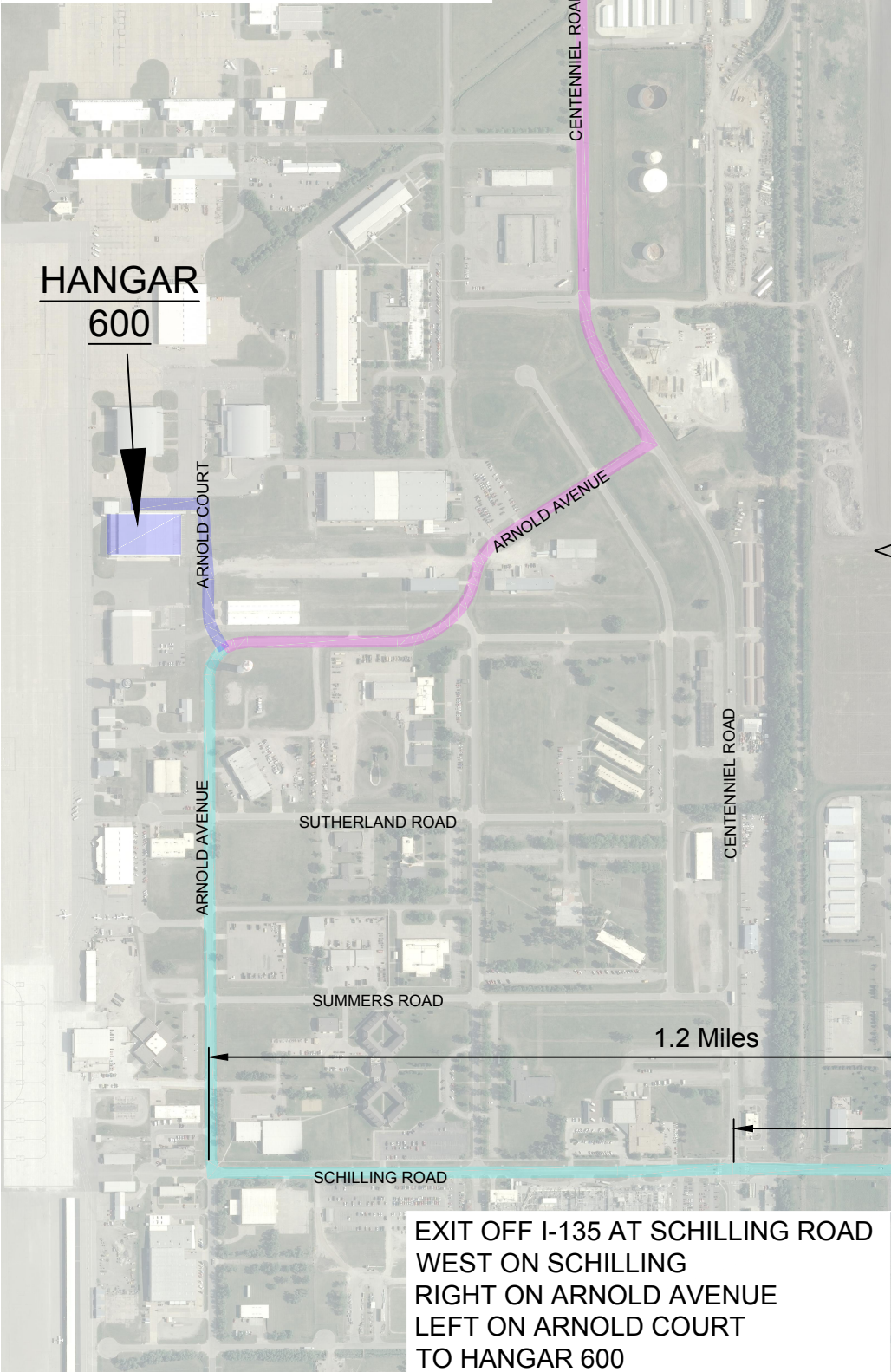
Agenda Item #7 – Executive Session to Discuss Matters of Non-Elected Personnel. (Buer)

An executive session is scheduled for the purpose of discussing the executive director's annual performance evaluation.

Please let me know if you had questions that you would like me to prepare for prior to the board meeting.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



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

December 5, 2022 – 4:00 PM

AGENDA

Call to Order (Buer)

1. Call to order, determine that a quorum is present and confirm that the meeting notice has been published. (Buer)
2. Recognition of guests. (Buer)
3. Additions to the agenda and agenda overview. (Rogers)

Action Items (Buer)

4. Consideration of a City of Salina request to consent to the annexation of a tract of land (Rogers)
5. Discussion of the SAA's 2023 Operating Plan and Budget. (Rogers and Swanson)
6. Review and discussion of candidates for appointment to the Salina Community Economic Development Organization board of directors. (Rogers)

Executive Session (Buer)

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

I move that the Salina Airport Authority board of directors' recess into executive session for twenty (20) minutes to discuss the subject of the Executive Director's annual 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.

Directors' Forum (Buer)

Visitor's Questions and Comments (Buer)

Staff Reports (Rogers)

Announcements (Windhorst)

Adjournment (Buer)



Annexation Block 1, Schilling Subdivision No. 5





DRAFT

Budget Report And Operating Plan

2023



PROPOSED

**2023 BUDGET REPORT and OPERATING PLAN
TABLE OF CONTENTS**

| SECTION | DOCUMENT |
|----------------|---|
| 1 | SAA Mission Statement and Code of Ethics Statement |
| 2 | 2023 Priorities |
| 3 | 2023 SAA Staffing Plan |
| 4 | 2023 Operating Budget & Capital Expenditures Budget |

APPENDIX

| | |
|---|---|
| A | 2023 SAA Rates and Charges |
| B | 2023 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 University Salina Aerospace and Technology Campus, Salina Area Technical College, Kansas Wesleyan University, 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.

- ➔ Secure grant funding for design and construction of the Terminal Building and parking lot expansion
- ➔ Terminal building security—updated SPD/SCSO LEO Agreement

Airport Operations

- ➔ Promote maximum air traffic through KSLN (UA, transients, military, etc.)
- ➔ Attract special events (aerobatic competition, etc.)
- ➔ Support scheduled 2023 FOL deployments (Military, federal agencies, DOD contractors and OEMS)
- ➔ In partnership with Avflight, continue fuel flowage stabilization and growth
- ➔ Continued air service development and growth
- ➔ Support Kansas National Guard and Ft. Riley missions and operations that rely on access to SLN
- ➔ Complete AASF#2 relocation plan
- ➔ Complete an assessment of the need for aircraft arresting system for future F-35 operations

Airfield

- ➔ Secure grant funding and complete design of Runway 12/30 rehabilitation
- ➔ Complete design and secure grant funding to commence construction of the SLN fuel farm project
- ➔ General aviation aircraft storage hangars construction
- ➔ Negotiate snow removal equipment (SRE) specification development contract
- ➔ Complete design and construction upgrades to Hangar 626 to support new aircraft MRO operations
- ➔ Aircraft parking apron repairs
- ➔ Complete the transition to LED lighting

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
- ➔ Refresh marketing material for available airport and airport industrial center facilities
- ➔ Promote SAA industrial center growth and job creation
- ➔ Complete platting and annexation for the development of 80 acres south of Water Well Rd.
- ➔ Support continued Schwan's Food Co. expansions

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 2023 areas of focus in this plan include:
 - ➔ Develop plan for Bldg. 673 warehouse
 - ➔ Hangar and building roof replacements
 - ➔ Hangar and building HVAC upgrades and replacements
 - ➔ Facility asbestos abatement and removal
 - ➔ 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 all phases of remediation actions (RA)
- ➔ Partner with SPE Staff and project consultants to identify new PFAS/PFOS clean-up technologies

Finance / Admin

- ➔ Issue GO Bonds for the Hangar 626 rehabilitation construction
- ➔ Update Disadvantaged Business Enterprise (DBE) Program
- ➔ Implement Cybersecurity Plan—Phase II
- ➔ 2022 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 a 90% building occupancy rate
- ➔ Reduce turnover rate of ARFF and maintenance staff
- ➔ Prepare to maximize available grant funding opportunities through the Federal Aviation Administration, Economic Development Administration and the Kansas Department of Transportation

Staffing

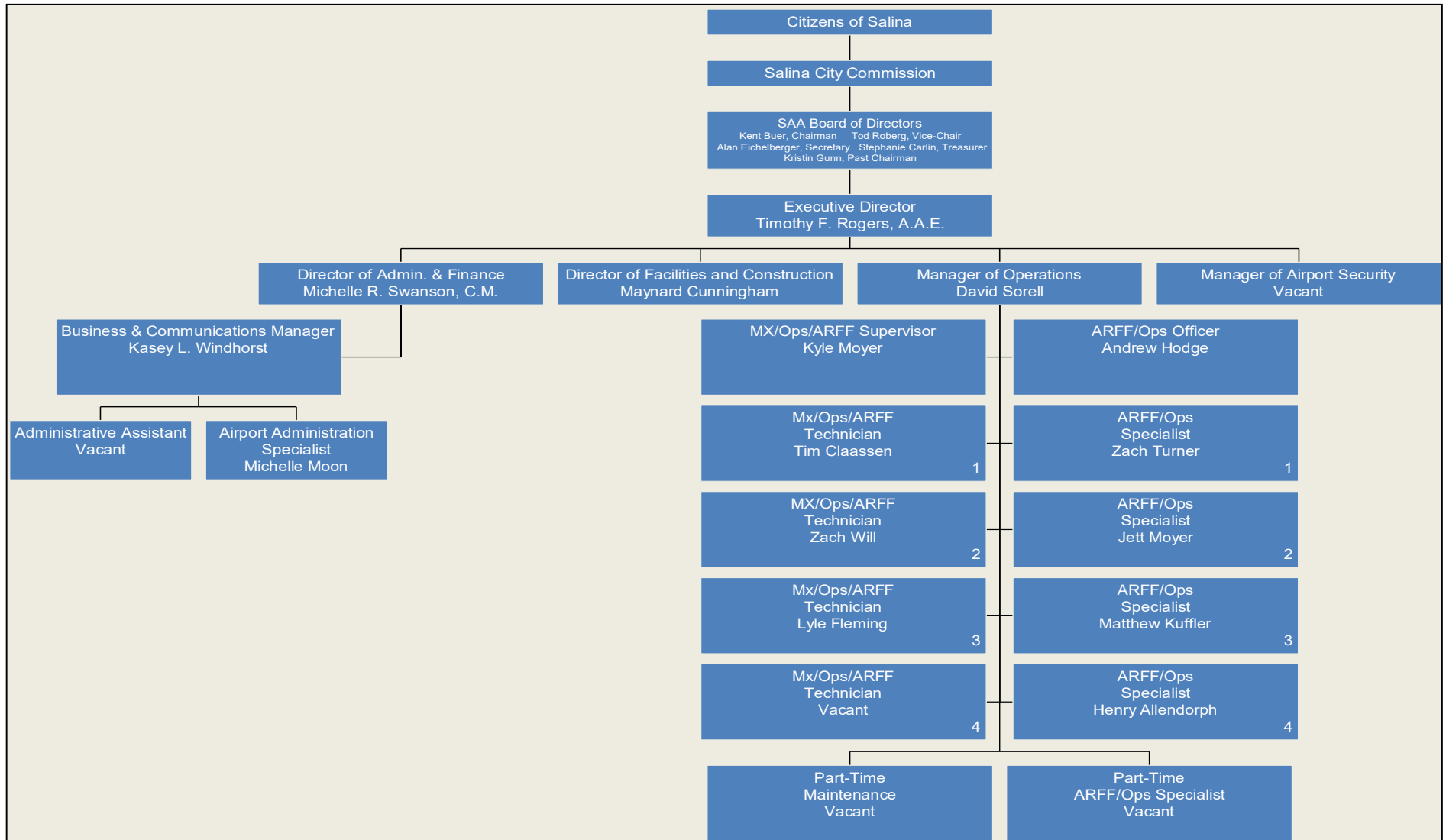
- ➔ Staff management and development and future replacements (Succession Planning)
- ➔ Employee satisfaction analysis
- ➔ Develop employee morale and job satisfaction program

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 Advanced Simulation Center initiative
- ➔ Expand strategic partnership and support 1 Vision Aviation
- ➔ Continue alliance with NIAR WERX



January 2023



Salina Airport Authority
2023
Budget Summary

12/1/2022

| 2022/2023 | | | | | | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|-------------|------------|
| | 2020 Budget | 2020 Actual | 2021 Budget | 2021 Actual | 2022 Budget | 2023 Budget | | |
| <i>Operating Income</i> | | | | | | | | +/- |
| | | | | | | | | % |
| Airfield revenue | | | | | | | | |
| Fuel Flowage Fees | \$ 202,000 | \$ 190,668 | \$ 185,000 | \$ 180,416 | \$ 180,000 | \$ 180,000 | \$ - | 0.0% |
| Hangar rent | 645,000 | 634,594 | 660,000 | 808,802 | 815,000 | 943,000 | 128,000 | 15.7% |
| Landing fees | 25,500 | 55,856 | 30,000 | 30,047 | 30,498 | 30,550 | 52 | 0.2% |
| Ramp rent | 50,250 | 60,120 | 57,335 | 64,342 | 65,000 | 67,000 | 2,000 | 3.1% |
| Total Airfield revenue | 922,750 | 941,238 | 932,335 | 1,083,607 | 1,090,498 | 1,220,550 | 130,052 | 11.9% |
| | | | | | | | | |
| Building and land rent | | | | | | | | |
| Agri land rent | 56,000 | 67,683 | 66,760 | 67,463 | 67,000 | 71,000 | 4,000 | 6.0% |
| Building rents | 1,100,000 | 1,221,999 | 1,121,750 | 1,342,498 | 1,350,000 | 1,415,000 | 65,000 | 4.8% |
| Land rent | 230,593 | 240,100 | 242,010 | 264,920 | 270,000 | 235,000 | -35,000 | -13.0% |
| Tank rent | 11,970 | 13,974 | 13,500 | 14,163 | 14,040 | 14,640 | 600 | 4.3% |
| Total Building and land rent | 1,398,563 | 1,543,756 | 1,444,020 | 1,689,044 | 1,701,040 | 1,735,640 | 34,600 | 2.0% |
| | | | | | | | | |
| Other revenue | | | | | | | | |
| Airport Promotion | 70,000 | 60,420 | 25,000 | 20,000 | 25,000 | 20,000 | -5,000 | -20.0% |
| Commissions | 35,100 | 14,999 | 21,060 | 21,381 | 19,000 | 20,000 | 1,000 | 5.3% |
| Other income | 65,000 | 91,933 | 77,000 | 79,692 | 74,000 | 75,000 | 1,000 | 1.4% |
| Total Other revenue | 170,100 | 167,352 | 123,060 | 121,073 | 118,000 | 115,000 | -3,000 | -2.5% |
| Gross Operating Income | \$ 2,491,413 | \$ 2,652,346 | \$ 2,499,415 | \$ 2,893,724 | \$ 2,909,538 | \$ 3,071,190 | \$ 161,652 | 5.6% |
| | | | | | | | | |
| <i>Operating Expense</i> | | | | | | | | |
| Administrative expenses | | | | | | | | |
| A/E, consultants, brokers | 21,500 | 15,830 | 32,000 | 38,249 | 34,000 | 46,667 | 12,667 | 37.3% |
| Airport promotion | 135,000 | 194,563 | 100,000 | 230,943 | 245,000 | 251,000 | 6,000 | 2.4% |
| Bad Debt Expense | 10,000 | 54,847 | 5,000 | 107 | 5,000 | 5,000 | - | 0.0% |
| Computer/Network Admin. | 20,000 | 42,730 | 30,000 | 30,062 | 28,500 | 52,320 | 23,820 | 83.6% |
| Dues and subscriptions | 24,000 | 26,388 | 25,000 | 30,653 | 27,500 | 29,170 | 1,670 | 6.1% |
| Employee retirement | 84,500 | 100,855 | 85,345 | 61,544 | 62,775 | 85,000 | 22,225 | 35.4% |
| FICA and medicare tax expense | 65,188 | 56,065 | 65,840 | 68,468 | 67,157 | 70,000 | 2,843 | 4.2% |
| Industrial development | 43,000 | 28,000 | 43,500 | 31,000 | 60,000 | 60,000 | - | 0.0% |
| Insurance, property/liability | 179,375 | 174,784 | 205,000 | 204,106 | 230,000 | 230,000 | - | 0.0% |
| Insurance, medical | 228,375 | 172,253 | 215,000 | 194,650 | 220,000 | 220,000 | - | 0.0% |
| Kansas unemployment tax | 1,000 | 802 | 1,000 | 9,342 | 1,000 | 1,000 | - | 0.0% |
| Legal and accounting | 35,000 | 32,810 | 37,000 | 55,169 | 56,272 | 60,000 | 3,728 | 6.6% |
| Office salaries | 507,099 | 546,022 | 516,062 | 575,076 | 550,000 | 575,000 | 25,000 | 4.5% |
| Office Supplies | 6,000 | 6,647 | 6,500 | 8,222 | 8,386 | 10,000 | 1,614 | 19.2% |
| Other administrative expense | 10,875 | 14,607 | 15,000 | 17,941 | 18,000 | 14,850 | (3,150) | -17.5% |
| Postage | 2,500 | 1,648 | 2,500 | 1,116 | 1,138 | 2,000 | 862 | 75.7% |
| Property appraisal expense | - | - | - | - | - | - | - | |
| Property tax expense | 165,878 | 130,562 | 170,854 | 136,383 | 144,565 | 150,000 | 5,435 | 3.8% |
| Special Events | 1,000 | - | 1,000 | 2,498 | 1,500 | 2,000 | 500 | 33.3% |
| Telephone | 18,500 | 16,729 | 16,000 | 25,386 | 25,000 | 28,200 | 3,200 | 12.8% |
| Training | 5,000 | 4,405 | 5,000 | 2,520 | 10,000 | 11,350 | 1,350 | 13.5% |
| Travel and meetings | 12,000 | 9,473 | 10,000 | 10,590 | 10,000 | 15,000 | 5,000 | 50.0% |
| Total Administrative expenses | \$ 1,575,790 | \$ 1,630,020 | \$ 1,587,601 | \$ 1,734,025 | \$ 1,805,794 | \$ 1,918,557 | \$ 112,763 | 6.2% |
| | | | | | | | | |
| <i>Maintenance expenses</i> | | | | | | | | |
| Airfield maintenance | 31,000 | 70,644 | 50,000 | 38,861 | 50,000 | 60,500 | 10,500 | 21.0% |
| Airport Security | 4,000 | 666 | 2,500 | 6,582 | 8,000 | 2,500 | -5,500 | -68.8% |
| Building maintenance | 50,000 | 118,472 | 75,000 | 150,087 | 150,000 | 200,000 | 50,000 | 33.3% |
| Equipment fuel and repairs | 90,500 | 72,011 | 60,000 | 101,396 | 90,000 | 90,000 | 0 | 0.0% |
| Fire Services | 18,500 | 21,936 | 25,500 | 22,798 | 31,750 | 32,000 | 250 | 0.8% |
| Grounds maintenance | 4,500 | 10,960 | 7,500 | 14,255 | 15,000 | 22,000 | 7,000 | 46.7% |
| Maintenance salaries | 381,032 | 299,035 | 380,187 | 345,746 | 382,124 | 399,320 | 17,196 | 4.5% |
| Other maintenance expenses | 16,000 | 23,084 | 25,000 | 18,555 | 20,000 | 22,000 | 2,000 | 10.0% |
| Snow removal expense | 20,000 | 4,599 | 20,000 | 9,200 | 20,000 | 20,000 | 0 | 0.0% |
| Utilities | 230,000 | 220,298 | 220,000 | 369,491 | 300,000 | 280,000 | -20,000 | -6.7% |
| Total Maintenance expenses | 845,532 | 841,705 | 865,687 | 1,076,971 | 1,066,874 | 1,128,320 | 61,446 | 5.8% |
| Total Expense | 2,421,322 | 2,471,725 | 2,453,288 | 2,810,996 | 2,872,668 | 3,046,877 | 174,209 | 6.1% |
| | | | | | | | | |
| Total Operating Net Before Depreciation | \$ 70,091 | \$ 180,621 | \$ 46,127 | \$ 82,728 | \$ 36,870 | \$ 24,313 | \$ (12,556) | -34.1% |

| | A | B | C | D | E | F |
|----|--|-------------|-----------------------|---|---|-------------|
| 2 | A/E Consultants, Brokers - 500 | | | | | |
| 3 | Salina Airport Authority | | | | | |
| 4 | 2023 Sub-Category Detail Budget | | | | | |
| 5 | | | | | | |
| 6 | Item Description | 2022 Budget | 2022 Projected Actual | | | 2023 Budget |
| 7 | Broker Fees | \$ 15,000 | | | | |
| 8 | Dragun (environmental compliance services) | 10,000 | 10,000 | | | 10,000 |
| 9 | Dreiling Aviation Services, LLC (aviation consulting services) | | 6,500 | | | 6,500 |
| 10 | FHSU Docking Institute Reported updated every 3-years; scheduled for 2024 | | | | | |
| 11 | ¹ Foulston Siefkin, LLP (government affairs consultant) | | | | | 9,167 |
| 12 | Hutton (on call design services) | 5,000 | 70,000 | | | 7,500 |
| 13 | Jetlaw (EAS Services) | | 6,500 | | | 10,000 |
| 14 | Manley Structural Engineers | 1,000 | 200 | | | 1,000 |
| 15 | Miscellaneous survey work | 3,000 | | | | 2,500 |
| 16 | Total Estimated A/E Consultants, Brokers Expense | \$ 34,000 | \$ 93,200 | | | \$ 46,667 |
| 17 | | | | | | |
| 18 | ¹ Total engagement - \$55,000 shared by City, County, SAA, Chamber, SCEDO & K-State | | | | | |
| 19 | Airport Promotion - 502 | | | | | |
| 20 | Salina Airport Authority | | | | | |
| 21 | 2023 Sub-Category Detail Budget | | | | | |
| 22 | | | | | | |
| 23 | Item Description | 2022 Budget | 2022 Projected Actual | | | 2023 Budget |
| 24 | Airline ticket giveaways | \$ 1,000 | \$ 800 | | | |
| 25 | Apparel | 500 | 725 | | | - |
| 26 | Arkstar Consulting | 66,000 | 66,000 | | | 78,000 |
| 27 | Arkstar Marketing/Ads | 2,000 | 20,000 | | | 5,000 |
| 28 | Arkstar Travel Reimbursement | 2,000 | 2,000 | | | 2,000 |
| 29 | Chamber Banquet & Day at the Capital | 1,000 | 3,020 | | | 3,500 |
| 30 | Q1 Media & Media Visions / Media Buys | 150,000 | 135,000 | | | 122,650 |
| 31 | Fort Riley Family and MWR | | 10,450 | | | 11,400 |
| 32 | Hangar Network | 500 | 500 | | | 650 |
| 33 | Newsletter (contract reporter) | 9,500 | 5,000 | | | 5,200 |
| 34 | OAG Terminal Flight Information Displays | 5,000 | 5,426 | | | 6,000 |
| 35 | Promotion supplies (paper, cardstock) | 500 | | | | 500 |
| 36 | Salina 311 publishing partner | | 6,000 | | | 6,200 |
| 37 | Salina Country Club LPGA Sponsorship | | 2,785 | | | |
| 38 | Salina Liberty game day sponsorship | | 2,500 | | | 2,500 |
| 39 | Terminal Food & Beverage | 500 | 580 | | | 600 |
| 40 | Terminal photos | | | | | |
| 41 | TPEC Sponsorship | 5,500 | 5,750 | | | 5,800 |
| 42 | Website | 1,000 | 500 | | | 1,000 |
| 43 | Total Estimated Airport Promotion Expense | \$ 245,000 | \$ 267,036 | | | \$ 251,000 |
| 44 | | | | | | |
| 45 | | | | | | |
| 46 | Computer / Network Admin. - 510 | | | | | |
| 47 | Salina Airport Authority | | | | | |
| 48 | 2023 Sub-Category Detail Budget | | | | | |
| 49 | | | | | | |
| 50 | Item Description | 2022 Budget | 2022 Projected Actual | | | 2023 Budget |
| 51 | AutoCAD subscription renewal | \$ 700 | \$ 680 | | | \$ 775 |
| 52 | Credits (FOL pass through) | | \$ (8,500) | | | \$ (3,000) |
| 53 | GoToMeeting (VTC meeting software subscription) | | 350 | | | 400 |
| 54 | GoToRoom Board Rally Subscription | | 431 | | | 480 |
| 55 | Lease Query (Lease management software) | 8,400 | 8,400 | | | 8,600 |
| 56 | Nex-tech (Internet service at Terminal Bldg. ARFF Station and Maint. Shop, Hangars) | 3,000 | 11,000 | | | 8,500 |
| 57 | Nex-tech IT support (on-call) | 4,700 | 5,000 | | | 5,500 |
| 58 | Nex-tech Network Backup, Server and Firewall Rental | 10,800 | 10,800 | | | 10,800 |
| 59 | Nex-tech Security as a Service (Terminal Cameras) | | 5,720 | | | 15,300 |
| 60 | Office 365 Subscription & domain renewals (17 licenses) Moved from dues and subscriptions | - | 3,100 | | | 3,800 |
| 61 | Time Value software | | | | | 65 |
| 62 | Web hosting, domain renewals, SSL certificates | 800 | 515 | | | 600 |
| 63 | Misc. computer supplies | 100 | 360 | | | 500 |
| 64 | Total Estimated Computer / Network Admin. Expense | \$ 28,500 | \$ 37,856 | | | \$ 52,320 |

| | A | B | C | D | E | F |
|----|---|-------------|---|-----------------------|---|-------------|
| 1 | | | | | | |
| 2 | Dues & Subscriptions - 515 | | | | | |
| 3 | Salina Airport Authority | | | | | |
| 4 | 2023 Sub-Category Detail Budget | | | | | |
| 5 | | | | | | |
| 6 | Item Description | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 7 | AAAE dues Rogers | \$ 275 | | \$ 275 | | \$ 275 |
| 8 | AAAE dues Swanson | 275 | | 275 | | 275 |
| 9 | Adobe Acrobat | 600 | | 688 | | 700 |
| 10 | Aircraft Owners & Pilot Association (AOPA) | 165 | | 180 | | 210 |
| 11 | Airport News & Training Network (ANTN) Subscription | | | 2,400 | | 2,500 |
| 12 | Century Business Systems (Copier Services Agreements and Copier Leases) | 2,350 | | 2,288 | | 2,350 |
| 13 | Constant Contacts | 650 | | 663 | | 720 |
| 14 | Cox Cable TV (B120) | 1,750 | | 1,910 | | 2,000 |
| 15 | Document Resources (shredding & recycling service) | 360 | | 418 | | 450 |
| 16 | Dropbox | | | 199 | | |
| 17 | eGold Fax Subscription | 365 | | 365 | | 370 |
| 18 | Gov't Finance Officers Association Swanson | 160 | | 160 | | 175 |
| 19 | Intuit Qb payroll / tax tables | 700 | | 850 | | 900 |
| 20 | Keating & Associates (Cafeterial plan admin fees) | 690 | | 780 | | 825 |
| 21 | KS Association of Airports | 100 | | 100 | | 100 |
| 22 | KS Hunting Licenses | 30 | | 100 | | 100 |
| 23 | KS Gov. Information Network of KS | | | 130 | | 135 |
| 24 | KDHE (UST tank permits) | 300 | | 321 | | 350 |
| 25 | LoopNet (online real estate listing) | 5,125 | | 5,125 | | 5,500 |
| 26 | Military Affairs Council | 250 | | 250 | | 250 |
| 27 | Newspapers.com | | | 75 | | 85 |
| 28 | Office 365 Licenses (SHI,Inc.) transferred to 510 | 3,000 | | | | |
| 29 | Salina Country Club Dues (Business membership) | 5,700 | | 5,178 | | 5,600 |
| 30 | Salina Journal (online only) | 120 | | 120 | | 135 |
| 31 | SAMs Club membership | 425 | | 465 | | 500 |
| 32 | The Business Journal | 135 | | 145 | | 165 |
| 33 | Time Value software subscription (transferred to 510) | 60 | | | | |
| 34 | US Contract Tower Association (USCTA) | 2,700 | | 2,700 | | 2,800 |
| 35 | USA Today | | | 160 | | 175 |
| 36 | Wall Street Journal online | 470 | | 510 | | 525 |
| 37 | Other | 745 | | | | 1,000 |
| 38 | Total Estimated Dues & Subscription Expense | \$27,500 | | \$26,830 | | \$29,170 |
| 39 | | | | | | |

| | A | B | C | D | E | F | G |
|----|--|-------------|---|--------------------------|---|-------------|---|
| 1 | Industrial Dev. - 525 | | | | | | |
| 2 | Salina Airport Authority | | | | | | |
| 3 | <i>2023 Sub-Category Detail Budget</i> | | | | | | |
| 4 | | | | | | | |
| 5 | Item Description | 2022 Budget | | 2022 Projected Actual | | 2023 Budget | |
| 6 | Salina Community Economic Development Organization | \$ 50,000 | | \$ 50,000 | | \$ 50,000 | |
| 7 | GMC/KDC | | | | | | |
| 8 | Salina Chamber Workforce Development and Recruitment Services Contract | 7,500 | | 7,500 | | 7,500 | |
| 9 | Other (Team KS Marketing Event, etc.) | 2,500 | | 2,500 | | 2,500 | |
| 10 | Total Estimated Industrial Dev. Expense | \$ 60,000 | | \$ 60,000 | | \$ 60,000 | |
| 11 | | | | | | | |
| 12 | *Potential governmental affairs representative for 2022; scope and TBD | | | | | | |
| 13 | | | | | | | |
| 14 | SCEDO - historical | | | | | | |
| 15 | 2016 | 15,000 | | | | | |
| 16 | 2017 | 25,000 | | | | | |
| 17 | 2018 | 50,000 | | | | | |
| 18 | 2019 | 20,000 | | | | | |
| 19 | 2020 | 20,500 | | | | | |
| 20 | 2021 | 21,000 | | | | | |
| 21 | | | | | | | |
| 22 | Final year of current members agreement | | | | | | |
| 23 | 2024 | 50,000 | | | | | |

| | A | B | C | D | E | F | G | H | I | J |
|----|--|-----|-----------------|---|-------------|---|-----|-----------------|---|-------------|
| 1 | Insurance - Medical - 530 | | | | | | | | | |
| 2 | Salina Airport Authority | | | | | | | | | |
| 3 | 2023 Sub-Category Detail Budget | | | | | | | | | |
| 4 | | | | | | | | | | |
| 5 | Item Description | Qty | Unit Monthly | | 2022 Budget | | Qty | Unit Monthly | | 2023 Budget |
| 6 | Medical/Dental/Prescription | | | | | | | | | |
| 7 | Single | 6 | \$ 597 | | \$ 42,984 | | 4 | \$ 597 | | \$ 28,656 |
| 8 | Employee plus 1 | 5 | 1,332 | | 79,920 | | 5 | 1,332 | | 79,920 |
| 9 | Family | 5 | 1,600 | | 96,000 | | 6 | 1,600 | | 115,200 |
| 10 | | | | | | | | | | |
| 11 | Less (Non-Exempt) Employee Contribution (Single) | 6 | (20) | | (1,440) | | 4 | (20) | | (960) |
| 12 | Less (Non-Exempt) Employee Contribution (Employee plus 1) | 3 | (80) | | (2,880) | | 3 | (80) | | (2,880) |
| 13 | Less (Non-Exempt) Employee Contribution (Family) | 1 | (100) | | (1,200) | | 1 | (100) | | (1,200) |
| 14 | | | | | | | | | | |
| 15 | Health/Wellness Memberships | | | | 3,500 | | | 2,500 | | |
| 16 | | | | | | | | | | |
| 17 | | | | | | | | | | |
| 18 | City of Salina (Life) - \$.14 per \$1,000 annual salary rounded to nearest \$1,000 | 15 | 123 | | 1,852 | | 15 | 133 | | 1,598 |
| 19 | City of Salina (Life-dependent) | 15 | 3.084 | | 555 | | 15 | 3.084 | | 555 |
| 20 | | | | | | | | | | |
| 21 | Genworth Life Policy | | | | 235 | | | | | 235 |
| 22 | | | | | | | | | | |
| 23 | Round to nearest 000 | | | | 474 | | | | | 876 |
| 24 | | | | | | | | | | |
| 25 | Total Estimated Insurance-Medical Expense | | | | \$ 220,000 | | | | | \$ 222,000 |

| | A | B | C | D | E | F |
|----|--|-------------|---|-----------------------------|---|-------------|
| 1 | | | | | | |
| 2 | Other Admin. - 560 | | | | | |
| 3 | Salina Airport Authority | | | | | |
| 4 | <i>2023 Sub-Category Detail Budget</i> | | | | | |
| 5 | | | | | | |
| 6 | Item Description | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 7 | Awards, Recognition Items | \$ 2,000 | | \$ 900 | | \$ 1,000 |
| 8 | Advertising / Legal Notices / Job Notices | | | 1,300 | | 1,500 |
| 9 | Bank equip/fees | 500 | | 90 | | 100 |
| 10 | Drug screening and physicals | 850 | | 500 | | 750 |
| 11 | GFOA/CAFR submittal | 400 | | 460 | | 500 |
| 12 | Merchant Processing Fees | 11,000 | | 8,500 | | 9,000 |
| 13 | Misc Permits (rezoning, etc.) | 1,000 | | 1,000 | | 500 |
| 14 | MVR reports | 450 | | 200 | | 300 |
| 15 | Water / coffee conf. room | 1,300 | | 650 | | 700 |
| 16 | Other | 500 | | 500 | | 500 |
| 17 | Total Other Admin. Expense | \$18,000 | | \$14,100 | | \$14,850 |
| 18 | | | | | | |
| 19 | Postage - 565 | | | | | |
| 20 | Salina Airport Authority | | | | | |
| 21 | <i>2023 Sub-Category Detail Budget</i> | | | | | |
| 22 | | | | | | |
| 23 | Item Description | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 24 | USPS | \$ 1,500 | | \$ 1,000 | | \$ 1,500 |
| 25 | Fed-Ex | 200 | | 200 | | 200 |
| 26 | UPS | 200 | | 100 | | 200 |
| 27 | Other | 140 | | 100 | | 100 |
| 28 | Total Estimated Postage Expense | \$2,040 | | \$1,400 | | \$2,000 |
| 29 | | | | | | |
| 30 | | | | | | |
| 31 | Property Appraisal Expense - 570 | | | | | |
| 32 | Salina Airport Authority | | | | | |
| 33 | <i>2023 Sub-Category Detail Budget</i> | | | | | |
| 34 | | | | | | |
| 35 | Item Description | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 36 | | \$ - | | | | \$ - |
| 37 | | | | | | |
| 38 | | | | | | |
| 39 | Total Estimated Property Appraisal Expense | \$0.00 | | \$0.00 | | \$0.00 |

| | A | B | C | D | E | F | G |
|----|---|---|-------------|---|-----------------------------|---|-------------|
| 1 | | | | | | | |
| 2 | Special Events- 580 | | | | | | |
| 3 | Salina Airport Authority | | | | | | |
| 4 | <i>2023 Sub-Category Detail Budget</i> | | | | | | |
| 5 | | | | | | | |
| 6 | Item Description | | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 7 | Candy Canes & Airplanes | | \$ 250 | | \$ 300 | | \$ 300 |
| 8 | Fly Kansas Air Tour | | 500 | | | | 525 |
| 9 | Christmas activities Terminal Bldg. | | 350 | | 250 | | 350 |
| 10 | Press conferences | | 150 | | | | 150 |
| 11 | Parade supplies | | 150 | | | | |
| 12 | Crossroads marathon - employee team | | | | 375 | | 375 |
| 13 | 6' Tables | | | | 900 | | |
| 14 | Other | | 100 | | 100 | | 300 |
| 15 | | | \$ 1,500 | | \$ 1,925 | | \$ 2,000 |
| 16 | | | | | | | |
| 17 | | | | | | | |
| 18 | | | | | | | |
| 19 | Telephone - 585 | | | | | | |
| 20 | Salina Airport Authority | | | | | | |
| 21 | <i>2023 Sub-Category Detail Budget</i> | | | | | | |
| 22 | | | | | | | |
| 23 | Item Description | | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 24 | Cox - fire alarm phone lines (B620 & B655) | | \$ 1,500 | | \$ 1,500 | | \$ 1,500 |
| 25 | Executive Answering Service | | 850 | | 980 | | 1,000 |
| 26 | Nex-Tech Wireless (cell & wireless devices) | | 5,650 | | 8,100 | | 9,000 |
| 27 | Telephone lines, incl. fire alarm lines (B120, H600, H606, B700, B1021, B959) | | 16,000 | | 15,650 | | 16,500 |
| 28 | Fax line transferred to 515) | | 400 | | | | |
| 29 | Misc. phone supplies | | 600 | | 150 | | 200 |
| 30 | | | \$25,000 | | \$26,380 | | \$28,200 |
| 31 | | | | | | | |
| 32 | | | | | | | |
| 33 | | | | | | | |
| 34 | Training - 590 | | | | | | |
| 35 | Salina Airport Authority | | | | | | |
| 36 | <i>2023 Sub-Category Detail Budget</i> | | | | | | |
| 37 | | | | | | | |
| 38 | Item Description | | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 39 | 4-States Airport Conference Registration | | \$ 1,000 | | \$ 1,000 | | \$ 1,000 |
| 40 | AAAE | | 1,200 | | - | | 1,200 |
| 41 | Airport Security Coordinator Training | | 250 | | 2,195 | | 1,000 |
| 42 | ANTN (transferred to 515) | | 1,300 | | | | |
| 43 | ASOS Training | | 1,500 | | - | | 1,500 |
| 44 | CPR | | 1,000 | | 1,450 | | 1,500 |
| 45 | Cybersecurity training | | 950 | | - | | 1,000 |
| 46 | Fire Ext. Technician | | 200 | | | | 200 |
| 47 | GFOA-Annual GAAP Update | | 150 | | 150 | | 200 |
| 48 | KAA Conference | | 750 | | 750 | | 750 |
| 49 | Wildlife Hazard | | 1,200 | | 2,300 | | 2,500 |
| 50 | Other | | 500 | | 500 | | 500 |
| 51 | | | \$10,000 | | \$8,345 | | \$11,350 |

| | A | B | C | D | E | F |
|----|--|-------------|---|--------------------------|---|-------------|
| 1 | | | | | | |
| 2 | Travel & Meetings - 595 | | | | | |
| 3 | Salina Airport Authority | | | | | |
| 4 | <i>2023 Sub-Category Detail Budget</i> | | | | | |
| 5 | | | | | | |
| 6 | Item Description | 2022 Budget | | 2022 Projected Actual | | 2023 Budget |
| 7 | Luncheons | \$ 1,500 | | \$ 2,000 | | \$ 2,000 |
| 8 | Conference and Registration Fees | 3,500 | | 1,630 | | 2,500 |
| 9 | Hotel and travel expenses | 3,000 | | 6,500 | | 6,500 |
| 10 | Mileage Reimbursement | 500 | | 2,500 | | 2,500 |
| 11 | Other | 1,500 | | 1,500 | | 1,500 |
| 12 | | \$10,000 | | \$14,130 | | \$15,000 |

| | A | B | C | D | E | F | G |
|----|--|-------------|------|------------------|-------------|---|---|
| 2 | Airfield Maintenance - 600 | | | | | | |
| 3 | Salina Airport Authority | | | | | | |
| 4 | 2023 Sub-Category Detail Budget | | | | | | |
| 5 | | | | | | | |
| 6 | Item Description | 2022 Budget | 2022 | Projected Actual | 2023 Budget | | |
| 7 | Lighting and signage | \$ 11,250 | \$ | 16,500 | \$ 16,000 | | |
| 8 | Pavement maintenance and patching | 8,900 | | 22,000 | 22,000 | | |
| 9 | Pavement markings | 12,000 | | 5,000 | 5,000 | | |
| 10 | Perimeter fencing, gate card readers | 6,000 | | 2,000 | 2,000 | | |
| 11 | Vegetation Control | 4,500 | | 13,000 | 13,000 | | |
| 12 | Wildlife control | 3,000 | | - | 1,000 | | |
| 13 | Windssocks, PAPIs | 4,350 | | 1,500 | 1,500 | | |
| 14 | Total Estimated Airfield Maintenance Expense | \$50,000 | | \$60,000 | \$60,500 | | |
| 15 | | | | | | | |
| 16 | Airfield Security - 610 | | | | | | |
| 17 | Salina Airport Authority | | | | | | |
| 18 | 2023 Sub-Category Detail Budget | | | | | | |
| 19 | | | | | | | |
| 20 | Item Description | 2022 Budget | 2022 | Projected Actual | 2023 Budget | | |
| 21 | Badge materials | \$ 1,500 | \$ | - | \$ 500 | | |
| 22 | Card readers for proximity gates (transferred to 600) | 2,500 | | 50 | - | | |
| 23 | CHRC/STAs | 3,000 | | 500 | 1,000 | | |
| 24 | Gate cards | 350 | | - | 350 | | |
| 25 | Other | 650 | | | 650 | | |
| 26 | Total Estimated Airport Security Expense | \$8,000 | | \$550 | \$2,500 | | |
| 27 | | | | | | | |
| 28 | *Considering LEO at security checkpoint 6 hours per day, 365 days per year - \$65/hour; \$142,350/year. TSA LEO reimbursement program would provide \$20/hour resulting in net expense of \$98,550 | | | | | | |
| 29 | | | | | | | |
| 30 | Building Maintenance - 620 | | | | | | |
| 31 | Salina Airport Authority | | | | | | |
| 32 | 2023 Sub-Category Detail Budget | | | | | | |
| 33 | | | | | | | |
| 34 | Item Description | 2022 Budget | 2022 | Projected Actual | 2023 Budget | | |
| 35 | Bldg keys/cores | \$ 3,000 | \$ | 8,000 | \$ 8,240 | | |
| 36 | Cleaning / janitorial supplies (all buildings) | 33,500 | | 30,885 | 25,000 | | |
| 37 | Doors (overhead, personnel, bldg. interior) and windows | 15,000 | | 25,000 | 25,750 | | |
| 38 | Electrical and lighting | 15,000 | | 18,000 | 18,540 | | |
| 39 | Fire Alarm Monitoring and servicing | 5,000 | | 9,500 | 9,785 | | |
| 40 | Fire extinguishers inspections, servicing and replacements | 8,500 | | 4,000 | 4,120 | | |
| 41 | Fire Suppression system testing, maint. & repairs | 20,000 | | 45,000 | 25,000 | | |
| 42 | H600 Elevator | 2,000 | | 1,000 | 1,030 | | |
| 43 | HVAC / ventilation systems | 15,000 | | 25,000 | 25,750 | | |
| 44 | Painting | 2,500 | | 1,500 | 1,545 | | |
| 45 | Parking lot / sidewalks | 10,000 | | 100 | 103 | | |
| 46 | PH 305 statistical inventory (SIR) services | 1,500 | | 4,000 | 4,120 | | |
| 47 | Plumbing / drinking water systems / service lines / ice machines | 10,000 | | 25,000 | 25,750 | | |
| 48 | Pumphouse 305 and self-serve avgas station | 2,500 | | 2,350 | 2,421 | | |
| 49 | Roofing | 1,500 | | - | - | | |
| 50 | Termite / pest control | 5,000 | | 6,000 | 6,180 | | |
| 51 | Other Bldg Mx | | | 20,000 | 16,666 | | |
| 52 | Total Estimated Bldg. Maintenance Expense | \$150,000 | | \$225,335 | \$200,000 | | |
| 53 | | | | | | | |

Salina Airport Authority
Summary of Funding for Airport Capital Improvement Projects
and Allocation of Anticipated 2023 Mill Levy Receipts for Local Match

| | <u>Total</u> | <u>FAA</u> | <u>SAA</u> |
|---------------------------------|---------------------|---------------------|-------------------|
| <u>Fuel Farm - (MAP)</u> | | | |
| Design | \$ 378,057 | \$ 300,000 | \$ 78,057 |
| Construction | 5,177,692 | 4,659,923 | 517,769 |
| Total | \$ 5,555,749 | \$ 4,959,923 | \$ 595,826 |

| | | | |
|--|---------------------|---------------------|-------------------|
| <u>Runway 12/30 - (BIL & Entitlement)</u> | | | |
| Design | \$ 351,646 | \$ 316,481 | \$ 35,165 |
| Construction | 5,525,853 | 4,973,268 | 552,585 |
| Total | \$ 5,877,499 | \$ 5,289,749 | \$ 587,750 |

| | | | |
|--|----------------------|----------------------|---------------------|
| <u>Terminal Bldg. Project (BIL)</u> | | | |
| Building Expansion | | | |
| Design | \$ 1,337,421 | \$ 1,203,679 | \$ 133,742 |
| Construction | 7,221,579 | 6,499,421 | 722,158 |
| Subtotal | 8,559,000 | 7,703,100 | 855,900 |
| Parking Lot Expansion | | | |
| Design | 234,000 | 210,600 | 23,400 |
| Construction | 2,955,000 | 2,659,500 | 295,500 |
| Subtotal | 3,189,000 | 2,870,100 | 318,900 |
| Total | \$ 11,748,000 | \$ 10,573,200 | \$ 1,174,800 |

| | | | |
|--|-------------------|-----------------------|--|
| Estimated 2023 Mill Levy Receipts | \$ 485,340 | \$ 2,030,760.5 | Federal share design all (Fuel farm, 12/30 & Terminal incl. parking) |
| Local match for design | \$ (270,364) | 1,934,787.70 | Balance of 1 Mill for Construction of Fuel Farm |
| Local match available for construction in 2023 Phase 1 of Fuel Farm Construction | (214,976) | \$ 3,965,548.2 | Total estimated Fed share of possible projects for 2023 |
| | \$ - | | |

State and Federal Grant Funding Summary

| Calendar Year | FAA ACIP Years 1-5 | Project | Estimated Total Project Cost | Grant \$ | Agency | Grant Program | Grant Status | SAA Local Share |
|---------------|--------------------|--|------------------------------|---------------|--------|---------------------------|--|-----------------|
| 2022 | 1-5 | Runway 17/35, South 7,500 ft (design and construction) | \$ 4,321,531 | \$ 4,227,132 | FAA | AIP Entitlement | Awarded 6-23-2021 | \$ 94,399 |
| 2022 | | Runway 17/35, North 4,800 ft (construction) | 1,782,887 | 1,298,279 | KDOT | KDOT Economic Development | Award notification received 2-14-2022 | 484,608 |
| 2023 | 1-5 | Fuel Farm (design and construction) | 5,555,749 | 5,000,174 | FAA | AIP MAP | ACIP update submitted on 3-8-2022 Grant application for design submitted on 4-15-2022 | 555,575 |
| 2023 | 1-5 | Rehabilitate Runway 12/30 (design and construction) | 5,877,499 | 5,289,749 | FAA | BIL AIG | ACIP update submitted on 3-8-2022 | 587,750 |
| 2024 | 1-5 | Construct or improve Terminal Bldg. parking lot (design and construction) | 3,189,000 | 2,870,100 | FAA | AIP MAP | ACIP update submitted on 3-8-2022 | 318,900 |
| 2025 | 1-5 | Terminal Bldg. Expansion (design and construction) | 8,559,000 | 8,131,050 | FAA | BIL ATP | ACIP update submitted on 3-8-2022 | 427,950 |
| 2025-2026 | 1-5 | Rehabilitate T/W's A, B, C, D, E & from Rwy 35 to T/W G (design and construction) | 4,889,750 | 4,400,775 | FAA | AIP Entitlement | ACIP update submitted on 3-8-2022 | 488,975 |
| 2027 | 1-5 | Acquire snow removal equipment (design and construction) | 1,430,000 | 1,287,000 | FAA | AIP MAP | ACIP update submitted on 3-8-2022 | 143,000 |
| 2027 | 6-11 | Upgrade Runways 17-35 lighting systems (design and construction) | 715,951 | 644,356 | FAA | AIP Entitlement | ACIP update submitted on 3-8-2022 | 71,595 |
| 2027 | 6-11 | Upgrade Runways 12-30 lighting systems (design and construction) | 435,000 | 391,500 | FAA | AIP Entitlement | ACIP update submitted on 3-8-2022 | 43,500 |
| | | | \$ 36,756,367 | \$ 33,540,115 | | | | \$ 3,216,252 |

Mill Levy / Matching Grant Funds

Local Funds

| | | | | |
|--|--|--|--|-------------------------|
| Balance as of 1-1-2022 | | \$ 354,608 | | |
| Grant receipts / reimbursement for prev year expenditures | | 388,415 | | |
| Anticipated tax receipts through 12-31-2022 | | 420,000 | Expected \$84,958 in AIP entitlements (FFY 2023) | |
| | | 1,163,023 | | |
| Expenditures | | | | |
| 2022 | | Runway 17/35, South 7,500 ft (design and construction) | (94,399) | |
| 2022 | | Runway 17/35, North 4,800 ft construction | (484,608) | |
| 2022 | | Terminal Bldg. Expansion (environmental planning -FAA 163 Determination / NEPA / SHPO) | (7,768) | Non participating costs |
| 2022 | | Terminal Bldg. Parking south overflow (design) | (18,500) | Non participating costs |
| 2022 | | Terminal Bldg. Parking south overflow (construction) | (141,650) | Non participating costs |
| 2022 | | North Ramp MRO study (alternatives assessment and updated ALP) | (7,500) | Non participating costs |
| 2022 | | North Ramp MRO environmental planning services (NEPA categorical exclusion and Section 106 consultation) | (6,064) | Non participating costs |
| 2022 | | Runways 17/35 and 12/30 LED lighting | (128,595) | Non participating costs |
| 2022 | | 12-15-2022 Storm Damage (FEMA match) | (150,000) | |
| 2022 | | Pre-Tank Removal Environmental Site Assessment Work Plan | (11,200) | Non participating costs |
| 2022 | | Rwy 12/30 pavement investigation | (75,000) | Non participating costs |
| | | 2022 Total Anticipated Match Required | (1,125,284) | |
| Projected Balance at 12-31-2022 | | 37,739 | | |
| Anticipated 2023 tax receipts | | 485,340 | | |
| Anticipated entitlement (reimbursement for AIP 42 - 2021 entitlements) | | 84,958 | | |
| 2023 | | Fuel Farm (design) | (78,057) | |
| 2023 | | Rehabilitate Runway 12/30 (design) | (35,165) | |
| 2023 | | Construct or improve Terminal Bldg. parking lot (design) | (23,400) | |
| 2023 | | Terminal Bldg. Expansion (design) | (133,742) | |
| 2023 | | Terminal Bldg. Parking Lot Design | (23,400) | |
| | | 2023 Total Anticipated Match Required | (270,364) | |
| Projected Balance at 12-31-2023 | | 337,673 | | |
| Anticipated 2024 tax receipts | | 492,620 | | |
| 2024 | | Fuel Farm (construction) | (517,769) | |
| 2024 | | Construct or improve Terminal Bldg. parking lot (construction) | (295,500) | |
| 2024 | | Rehabilitate Runway 12/30 (construction) | (552,585) | |
| | | 2024 Total Anticipated Match Required | (848,085) | |
| Projected Balance at 12-31-2024 | | (17,792) | | |
| Anticipated 2025 tax receipts | | 500,009 | | |
| 2025 | | Terminal Bldg. Expansion (design and construction) | (427,950) | |
| 2025 | | Rehabilitate T/W's A, B, C, D, E & from Rwy 35 to T/W G (Phase 1) | (244,488) | |
| | | 2025 Total Anticipated Match Required | (672,438) | |
| Projected Balance at 12-31-2025 | | (190,220) | | |

Terms Legend

Bipartisan Infrastructure Law (BIL)

Airports Terminal Program (ATP)

Airports Infrastructure Grants (AIG)

Federal Aviation Administration (FAA)

Airport Improvement Program (AIP)

Military Airport Program (MAP)

Airport Capital Improvement Program (ACIP)

Notes:

1. All costs are stated in 2022 dollars
2. Non-participating costs are grant ineligible components of the



HANGAR / MISSION OPERATING FACILITY PRICING January 1, 2023

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 | \$ 13.45 | \$ 6.75 | \$ 9.40 | \$ 1,170 | \$ 585 | \$ 510 | \$ 650 |
| Hangar 600 | 42,052 | 28' | 26,256 | 68,308 | \$ 19.30 | \$ 9.55 | \$ 13.25 | \$ 2,470 | \$ 1,235 | \$ 1,100 | \$ 1,380 |
| Hangar 626 | 35,867 | 34'4" | 11,321 | 47,188 | \$ 17.90 | \$ 9.10 | \$ 11.65 | \$ 1,500 | \$ 750 | \$ 890 | \$ 550 |
| Hangar 703 | 25,882 | 30' | 0 | 25,882 | NA | \$ 5.35 | \$ 5.35 | \$ 370 | \$ 185 | \$ 370 | NA |

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. 120 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 - \$300 / day

Rate for mission use of ordnance storage bunkers, lockers and/or assembly building no.1080 - \$200 / day

Rate for mission use of ammo bunker (#1067) only - \$65/day



HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Additional services available through the SAA

1. Internet speed as follows (rate is per hangar, per month):
a.) 20/20 - \$500 b.) 100/100 - \$650 c.) 500/500 - \$825
2. Long distance telephone call capability (codes issued per unit's request and ease in tracking utilization) - \$.069/minute
3. Telephone lines - \$90 per line per month.
30 Toshiba phones (Subject to availability; coordinate early to reserve phones)
4. Printer/copier rental as follows (rate is per unit, per month, one month minimum, paper available for \$50/case):
a.) 35/45 PPM, color copier/printer - \$950 b.) 35/45 PPM, back/white copier/printer - \$875
Add \$325 for hard drive removal and surrender to unit.
5. Janitorial services - \$325 per day per facility for detail restroom cleaning and trash removal (can specify certain dates and times for services). For detail office / hangar cleaning services, please contact the SAA for pricing.
6. Port-a-potties - \$200 per week (includes 1 service), Hand wash stations \$250 per week, Hand sanitizing stations (set of 2 per station) \$185 per week
7. Utilization of SAA Logistics and Ground Services Support Equipment - \$195 per day (see separate GSE schedule for equipment listing detail).
8. Handheld programable portable UHF/VHF Radios - \$25 per day/per radio

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

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

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

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

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





HANGAR / MISSION OPERATING FACILITY PRICING

Forward Operating Location (FOL) Activity

Services provided by other SAA partners and contact information:

| | |
|----------------------------|---|
| Aircraft Fuel | SLN FBO and DoD contract fuel provider: Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739 |
| Aircraft Support Equipment | Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739 - for all equipment not available on SAA equipment list. |
| Air Traffic Control | Salina Air Traffic Control Tower, 785-825-4806 |
| Machine Shop Services | Scientific Engineering, Jim Pratt, 785-827-7071 |
| Food Service; Catering | Kansas State University Food Service Provider; AmeriServ, Kate Chambers, 785-826-2922 or Avflight Salina; Julie Yager-Zuker, Operations Manager 785-825-6739 |
| Recreation; Fitness | Kansas State University Recreation Center, Kyle Chamberlin, 785-826-2662 |
| Rental Cars | Hertz, 785-827-7237; Enterprise, 785-825-1100 |
| Lodging | KSARNG Billeting - Jennifer Short 785-646-3311/3312; Candlewood Suites, Taylor Munoz, 785-823-6939; Hilton Garden Inn, Dana Bronson, 785-309-0440, Ext. 7152; Baymont Inn and Suites, Kimberely or Cindi, 785-823-6900; Quality Inn and Suites, Tammy Surface, 785-825-2111; Courtyard by Marriott, Leslie Lawson, 785-309-1300; La Quinta Inn and Suites, Becky Senger, 785-827-9000; Holiday Inn, Nicholyn Strome, 785-404-6767; Hampton Inn, Monica Batazor, 785-823-9800; Comfort Suites, Bart Garrett, 785-404-6944; Fairfield Inn and Suites, 785-515-5333; Homewood Suites, Jenny McClellan, 785-515-2601. 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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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, 2023

| Aircraft Type | Daily/Overnight Rate |
|---|-----------------------------|
| Helicopters and single engine pistons | \$85 |
| Single Engine turbo-props and piston twins | \$100 |
| Twin engine turbo-prop | \$125 |
| Large Turbo-Props/Business Jets | |
| Up to 2500 sq.ft. | \$175 |
| <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. | \$210 |
| <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. | \$240 |
| <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. | \$260 |
| <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) | \$195 |
| Military Jets (large) | \$265 |

Discounts available for longer-term storage



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, 2023

| Aircraft Type | Daily/Overnight Rate |
|--|-----------------------------|
| Helicopters and single engine pistons | \$70 |
| Single Engine turbo-props and piston twins | \$85 |
| Twin engine turbo-prop | \$95 |
| Large Turbo-Props/Business Jets | |
| Up to 2500 sq.ft. | \$155 |
| <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. | \$175 |
| <i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i> | |
| <i>Citation IIII/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. | \$185 |
| <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. | \$210 |
| <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) | \$155 |
| Military Jets (large) | \$200 |

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, 2023

| Aircraft Type | Daily/Overnight Rate |
|--|-----------------------------|
| Helicopters and single engine pistons | \$70 |
| Single Engine turbo-props and piston twins | \$85 |
| Twin engine turbo-prop | \$95 |
| Large Turbo-Props/Business Jets | |
| Up to 2500 sq.ft. | \$155 |
| <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. | \$175 |
| <i>Challenger 300/600/601/604, Casa C-212-200, Gulfstream I</i> | |
| <i>Citation IIII/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. | \$185 |
| <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. | \$210 |
| <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) | \$155 |
| Military Jets (large) | \$200 |

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, 2023

| 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 | \$97 |
| - P13 T-hangar | \$120 |
| - P30, P31, P32 | \$142 |
| | |
| | |
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| | |

Salina Airport Authority

Other Income Fee Schedule

Effective January 1, 2023

| | | |
|--|-----------------------------------|--|
| Gate cards | \$ 25.00 | per key (new or replacement) |
| Telephone service | \$ 0.095 | per minute (long distance) |
| Facility keys | \$ 20.00 | per key (new or replacement) |
| Lock change | \$ 65.00 | 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 | \$ 10.00 | per signature |
| NSF Check | \$ 40.00 | each |
| Self-fuel permit fee | \$ 675.00 | |
| Fuel Spill Clean up | | |
| Man hour | \$ 95.00 | |
| Small Equip. | \$ 50.00 | per hour |
| Large Equip. | \$ 85.00 | per hour |
| Consumables | | at cost |
| Ag Operator Fee | \$ 775.00 | per year |
| Airfield Escort Fee | \$ 60.00 | per hour (min. of 1 hr.) |
| AOA Driving Training | \$ 75.00 | per class |
| Fuel Flowage Fee | \$ 0.0866 | per gallon |
| Signatory Landing Fees | \$.75 | <60,000lbs. |
| (per 1,000 lbs. per landing) | \$ 1.45 | >60,000lbs. |
| Non-Signatory Landing Fees | \$ 2.25 | |
| (per 1,000 lbs. per landing) | | |
| ARFF Standby Fee | \$ 95.00 | per hour |
| ARFF Index C/D/E Fee | \$ 975.00 | per flight |
| Terminal Use Fee (Public Charter) | \$ 975.00 | per flight |
| Terminal Security (Public Charter) | \$ 775.00 | 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

Ground Support Equipment & Logistics

As of January 1, 2023



**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,
65' Height range



Description:

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



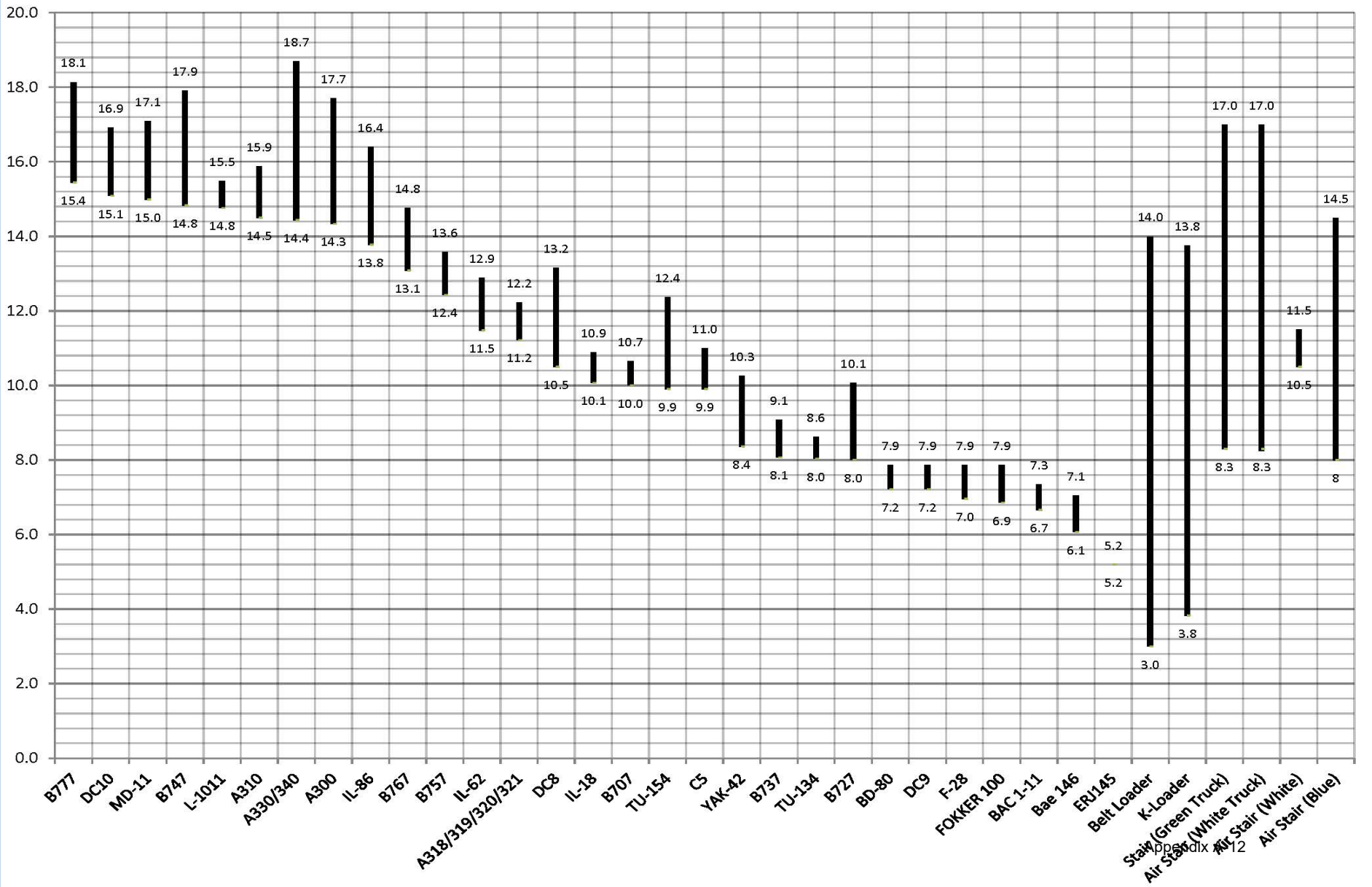
Description:

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



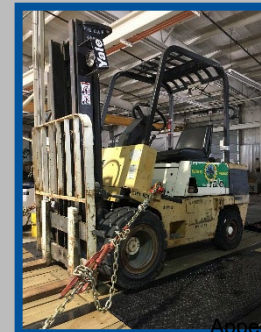
Description:

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:

Scissor Lift
38 ft. Working Height Max.
32 ft. Platform Height



Description:

Bobtail tug
5,000 lbs. Weight Limit



Description:




Northwestern tug
4,000 lbs. Weight Limit



Description:

Folding Chairs (Qty 300)
6' White Tables (Qty 120)

Ground Support Equipment and Logistics Fee Schedule

| Equipment  | Hourly Rate  | Daily Rate  |
|---|---|---|
| AC Ground Power Units | \$ 50 | \$ 130 |
| Air Stairs | n/a | 165 |
| Aircraft Tugs | 55 | 215 |
| Belt Loader | n/a | 165 |
| Boom Lift | 70 | 165 |
| Deicer Vehicles (per aircraft) | | 165 |
| FOD Busters (ea) | 40 | 75 |
| Forklifts | 70 | 170 |
| Jack up Work Stand | 65 | 160 |
| K-Loaders | 70 | 170 |
| Man Lift Cage | 30 | 75 |
| Portable Flood Lights | 70 | 200 |
| Portable Loading Ramp | 70 | 160 |
| Tri-Max Wheeled Fire Extinguishers (12) | 45 | 110 |
| Vehicles | 55 | 170 |

Multiple day FOL activities qualify for the \$225 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.

*Refueling, refilling or recharging required is responsibility of lessee.

* Minimum of 1 hour for equipment rental



2023 CALENDAR OF EVENTS

January

| | |
|----|-----------------------------------|
| 2 | New Year's Day/ Holiday |
| 16 | Martin Luther King Junior Day |
| 18 | 8 a.m. Board of Directors Meeting |

February

| | |
|----|-----------------------------------|
| 15 | 8 a.m. Board of Directors Meeting |
| 20 | President's Day |

March

| | |
|----|-----------------------------------|
| 15 | 8 a.m. Board of Directors Meeting |
|----|-----------------------------------|

April

| | |
|----|-----------------------------------|
| 7 | Good Friday |
| 19 | 8 a.m. Board of Directors Meeting |

May

| | |
|----|-----------------------------------|
| 17 | 8 a.m. Board of Directors Meeting |
| 29 | Memorial Day |

June

| | |
|----|--------------------------------------|
| 19 | Juneteenth National Independence Day |
| 21 | 8 a.m. Board of Directors Meeting |

July

| | |
|----|-----------------------------------|
| 4 | Independence Day |
| 19 | 8 a.m. Board of Directors Meeting |

August

| | |
|----|-----------------------------------|
| 16 | 8 a.m. Board of Directors Meeting |
|----|-----------------------------------|

September

| | |
|----|-----------------------------------|
| 4 | Labor Day |
| 20 | 8 a.m. Board of Directors Meeting |

October

| | |
|----|-----------------------------------|
| 9 | Columbus Day |
| 18 | 8 a.m. Board of Directors Meeting |

November

| | |
|----|-----------------------------------|
| 10 | Veterans Day |
| 15 | 8 a.m. Board of Directors Meeting |
| 23 | Thanksgiving Day |
| 24 | Thanksgiving Day Holiday |

December

| | |
|----|-----------------------------------|
| 20 | 8 a.m. Board of Directors Meeting |
| 25 | Christmas Day Holiday |
| 26 | Christmas Holiday |

