

DATE: March 13, 2023
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **March 15, 2023, SAA Annual 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 GoTo link.

<https://meet.goto.com/salinaairport/salina-airport-authority-board-meeting>

Wednesday's meeting will feature discussion concerning the following 2023 Airport Authority priorities and objectives:

- Maintaining an 89% occupancy rate for SAA leased properties
- Maximize the SAA's rental revenue for land use
- Construct new GA aircraft storage hangars
- Rehabilitate hangar H626 to meet demand for MRO space
- Maintain a financing plan for SAA capital improvements
- Set a calendar year 2023 not to exceed amount for the issuance of SAA GO bonds
- SAA board strategic planning

The coming year provides the Airport Authority several opportunities to meet tenant growth needs, renew decades old infrastructure and meet expectations of a wide variety of airport users for efficient and safe airport facilities. Priority projects are:

- Rehabilitation of runway 12/30
- Expansion of the terminal building
- Construction of a new above ground aviation fuel farm
- Rehabilitation of hangar H626
- Construction of new GA aircraft storage hangars

Runway 12/30 Rehabilitation - Runway 12/30 design will start in 2023 and will be funded by a FAA Airport Improvement Program (AIP) grant. The required Salina Airport Authority (SAA) match will be funded by SAA funds reserved for matching federal grants. Construction will occur in 2024. The estimated project cost is \$7M and qualifies for 90% AIP grant funding.

Terminal Building Expansion - The terminal building expansion project will be funded by a Bipartisan Infrastructure Law (BIL) Airport Terminal Program (ATP) grant. The SAA will submit an application for the third round of BIL ATP project selection this coming October. It will be to the SAA's advantage to start project design this year prior to submitting a project funding application. The estimated project cost is \$11.8M and is eligible for 95% BIL ATP grant funding. The SAA's local share can be funded by SAA funds reserved for matching federal grants.

Fuel Farm Construction - Construction of a new above ground aviation fuel storage facility (fuel farm) replaces the facility built by the U.S. Air Force in the 1960s. The FAA funded the cost of project design. The SAA has submitted 90% design documents to the FAA along with an estimated cost to construct. Following FAA approval of the 90% design the SAA can move to the bidding phase. Bid opening is scheduled for April 27, 2023. The estimated construction cost exceeded expectations. March 3 bids for a similar project at Topeka Forbes Field ended up with a low bid of \$10.2M. The current SLN cost estimate is \$8,417,585. We expect a total of \$5,256,561 (62.45%) in FAA grant funds. The SAA's local share is expected to be \$3,161,024 (37.55%) to be funded by means of \$584,062 of SAA funds reserved for matching federal grants and \$2,576,962 in general obligation bond financing.

Hangar H626 Rehabilitation - The rehabilitation of hangar H626 will allow 1 Vision Aviation to bring more MRO work to Salina. The hangar also meets the space requirements for an overnight SkyWest airlines maintenance base. 1 Vision has signed a letter of intent to lease H626 and would occupy the hangar as soon as possible. The hangar rehabilitation does not qualify for FAA AIP grant funding. Like the rehabilitation of hangar H606 (located to the west of H626) SAA general obligation bonds would finance project costs. The estimated construction cost for the H626 rehabilitation project is \$5,020,000. The SAA board of directors previously approved \$350,000 for the project's design, bidding cost, and construction administration, that is funded by the 2022-1 GO Temporary Notes.

GA Aircraft Hangar Construction - Over three years ago, the SAA started planning for the construction of new General Aviation (GA) aircraft storage hangars. The project started with the intent to build four to five new 50ft x 50ft "box hangars" to accommodate larger owner/pilot based aircraft. The project required a FAA NEPA determination and Airport Layout Plan update that were completed in late 2020. In 2021 project design was started. The project was put on hold after the December 15, 2021, windstorm that damaged nine existing GA hangars. Since the storm was declared a federal disaster, the SAA became eligible for federal funding for repair, replacement, and mitigation funding. All the nine (9) damaged hangars were decades old and deemed unrepairable or unable to meet current wind load standards. It took considerable time, but SAA staff has secured \$992,809 to build nine (9) new GA hangars to replace the damaged units with more space and 112 mph wind loads. The federal funding allows the SAA to also consider building an additional four (4) hangars to meet our initial intent of adding four to five new hangars. The total estimated cost to build thirteen (13) new GA aircraft storage hangars is \$2,912,809. The federal share would be \$992,809 (34%) and the SAA share would be \$1,920,000 (67%). The SAA share would be funded by SAA general obligation bonds.

Please note the following agenda comments.

Agenda Item #7 – Review of Airport Activity and Financial Reports for the Month Ending February 28, 2023 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The Salina air traffic control tower (ATCT) recorded 7,320 operations during February 2023 which was a 17% increase as compared to the February 2022 total of 6,260. For the year-to-date, a total of 13,313 operations have occurred at Salina Airport which is 21% more than the February 2022 YTD total of 11,024.

Airport Activity – Fuel Flowage (Rogers)

The February 2023 fuel flowage came in at 147,775 gallons which was 26% less than the February 2022 total of 200,550 gallons. For the year-to-date, a total of 282,729 gallons have been delivered at the Airport which is 20% more than the February 2022 YTD total of 352,247 gallons.

Airport Activity – Passenger Enplanements (Rogers)

During February 2023 SkyWest enplaned 854 passengers, which was a 37% decrease over the February 2022 total of 1,350 passengers. The February 2023 total passenger count was 1,766 which was a 33% decrease as compared to the February 2022 total of 2,647. Total 2023 YTD passenger enplanements on SkyWest flights totaled 1,696 which was a 34% decrease as compared to the 2022 YTD total of 2,583.

Financial Reports – Comments and Notes (Swanson)

Highlights from the February 2023 financials include:

- Unrestricted cash in bank at \$1,610,511
- Total YTD income came in \$39,427 over the first two months in 2022 (8.4%) and is tracking within \$200 of 2023 budget projections.
- Total operating expenses came in 13% under budget and are down 5.3% from 2022 or \$24,943 less.
- Net operating income before depreciation equaled \$69,615 YTD at the end of Feb.

At the end of February, the SAA remitted \$262,393 to the State Treasurer's office for the semi-annual interest payments on the Authority's outstanding general obligation bonds.

The 2022 financial statement audit fieldwork by the independent auditing firm of Adams Brown is scheduled for March 23, 2023.

The disbursements from the 2021-1 and 2022-1 GO Temporary Note project fund accounts during February are included as a separate report in the enclosed financial statements.

Financial Reports – February 2023 Significant Expenditures/Payables Report Enclosed

Financial Reports – Accounts Receivable Past Due 31 days or more as of March 13, 2023 (Swanson)

Account	Amount	Days	Comments
AGCO Corporation	\$5,322	31-60	Building rent
Allegiant Air Charter	\$2,446	>90	Landing Fees & ARFF coverage
Enel Green Power	\$2,530	31-90	Building rent & finance charges
Hentzen Coatings	\$494	31-60	Finance charges
iAero Airways	\$4,811	31-90	Landing Fees & ARFF coverage
Kansas Military Board	\$1,115	31-60	Building rent
Stryten Salina	\$2,672	31-60	Utilities

Short-term Leasing Activity

On February 24, 2023, the SAA entered into a 23-day agreement with the 34th Weapons Squadron from Nellis AFB for the leasing of a portion of Hangar 600. The 34th WPS is a regular FOL customer at SLN. This agreement will generate \$28,885 in hangar and equipment rental revenue.

Agenda Item #8 – Consideration and Approval of a Termination Agreement with Hentzen Coatings for Unit A of Building B595 (Swanson)

Hentzen Coatings lost its contract with Great Plains for coatings. The company is willing to terminate its current lease to allow another tenant to move into the space. The current rental rate is \$4,100 per month. 1 Vision Aviation Salina has indicated that the company will lease the space after the Hentzen termination. Enclosed is a copy of the proposed Hentzen termination agreement.

Recommendation: Approval of the proposed Hentzen Coatings Termination Agreement.

Agenda Item #9 – Consideration and Approval of a Second Addendum to the Lease Agreement with 1 Vision Aviation Salina for Space in Building B595 Located at 2761 Berschel Rd. (Swanson)
Enclosed is the proposed second addendum to the 1 Vision Aviation Salina that provides for the addition of the Hentzen Coatings (Unit A) 9,175 SF of space in B595 to the 1 Vision lease. The addendum provides that 1 Vision will assume the Hentzen \$4,100 per month lease payment.

Recommendation: Approval of the proposed Second Addendum to the 1 Vision Aviation Salina Building 595 Lease Agreement.

Agenda Item #10 – Consideration of a Lease Agreement with Penske Truck Leasing, Co. for 1.30 Acres of Land Located in the Airport Authority’s Airport Rd. Equipment Storage Yard (Swanson)
The proposed lease with Penske Truck Leasing will be provided at the meeting. The proposed rental rate is \$426.00 per month for a one-year term starting on April 1, 2023.

Recommendation: Approval of the proposed Penske Truck Leasing Co. lease.

Agenda Item #11 - GA Hangar Construction (Rogers and Swanson)
The Airport has received a commitment from FEMA to fund \$992,809 of a \$2,912,809 cost to construct thirteen (13) new GA aircraft storage hangars. At the meeting Shelli, Maynard and I will review the project and seek SAA board approval to proceed with construction.

Agenda Item #12 - Hangar H626 Rehabilitation (Rogers)
At the meeting I will present the board with an option to proceed with H626 rehabilitation by means of a construction manager at risk (CMAR) service contract with Hutton. A CMAR service contract provides that SAA the earliest possible construction completion date and a known not to exceed cost of construction amount of \$4,922,227 that is based on 75% design. A known cost to construct amount allows the Airport Authority to proceed with project financing.

Agenda Item #13 – 2023 G.O. Bond Financing Plan (Swanson and Arteberry)
At the meeting Shelli and financial advisor David Arteberry will review the 2023 general obligation bond financing plan for 2023. The plan meets a prior SAA board request that all known G.O. bond financing be considered as a package to prioritize projects and minimize bond issue expense. The 2023 G.O. bond financing plan takes into account temporary notes that need to be paid off and long-term debt financing for the fuel farm, GA hangar, and H626 construction projects.

Agenda Item #14 - Consideration of SAA Resolution No. 23-04 (Swanson and Arteberry)
Following the overview of the fuel farm, GA hangar and H626 construction projects along with the 2023 G.O. Bond Financing, we will present and discuss the SAA resolution that will set the limit for the issuance of 2023 G.O. bonds for Salina Regional Airport capital improvements.

Agenda Item #15 – Election of Officers and Committee Assignments for 2023-2024 (Gunn)
The recommended slate of officers for 2023 – 2024 is as follows:

Slate of Officers 2023-2024

Chair	Tod Roberg
Vice-Chair	Stephanie Carlin
Secretary	John O'Brien
Treasurer	Donald Boos
Past Chair	Kristin Gunn

The recommended committee assignments for 2023-2024 are as follows:

Committee Assignments

Salina Area Chamber of Commerce Board of Directors (ex officio member)	Tod Roberg
Schilling Project Executive Group (SAA board liaison)	Kristin Gunn
Salina Community Economic Development Organization (SAA board liaison)	Stephanie Carlin

Agenda Item #16 - Consideration of SAA Resolution No. 23-05

Enclosed is a copy of the 2023 resolution that designates the banks used by the Airport Authority. The resolution also specifies individuals authorized to sign SAA checks and defines the number of signatures required on each check.

Recommendation: Approval of SAA Resolution No. 23-05

Agenda Item #17 – Review the Strategic Planning Meeting Agenda

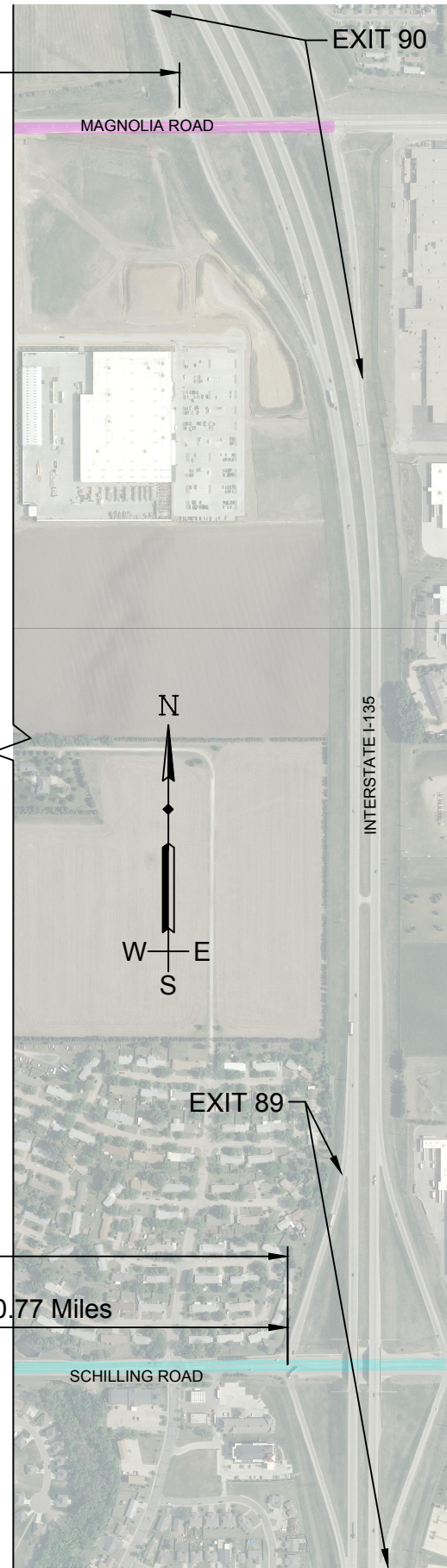
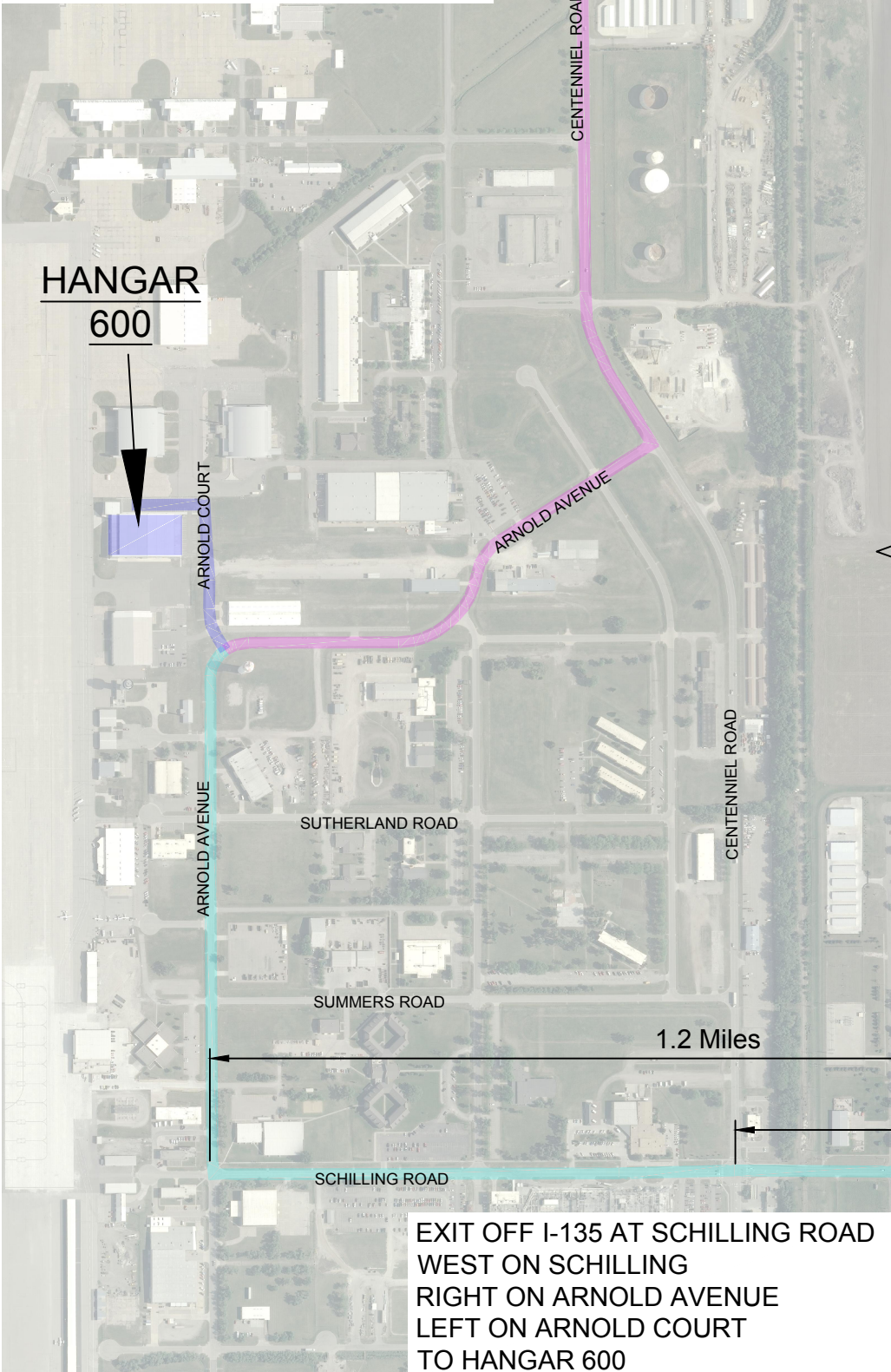
At the meeting I will introduce Lindsey Dreiling, Owner & CEO, Dreiling Aviation Services. Lindsey will lead our March 29 strategic planning meeting. Lindsey will provide you with an initial agenda for the meeting. Board members will be asked to respond to a short questionnaire prior to the planning session.

We'll have more detailed information concerning project costs and financing at the board meeting. Updated cost estimates for the fuel farm, H626 rehabilitation and GA hangar construction projects were received today. We will confirm the numbers on Tuesday in advance of Wednesday's meeting.

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



DATE: March 10, 2023
TO: Tim Rogers
FROM: Maynard Cunningham
SUBJECT: March 15, 2023, SAA Regular Board Meeting

Facilities and Construction Notes

New Projects

- **H959 (1 Vision Aviation) –**
 - **Office Tower Fire Suppression Wet System Updates** – A Johnson Controls technical sales engineer and service technician reviewed the tower office fire suppression systems to determine options to convert the current wet system to an antifreeze, or pre-action system similar to the systems serving the hangar bay areas. The antifreeze system proposal has been received but the pre-action system proposal has been delayed.
 - **Plumbing Repairs** - Recurring sewer blockages have necessitated reviewing the entire line internally with a camera to determine conditions. Superior Plumbing is in process of reviewing and developing a proposal for repairs.

Current Projects

- **H626 (Hangar Rehabilitation) –**
 - **Rehabilitation Design** – SAA, Hutton, and Architect One personnel have conducted weekly design progress meetings. Plans are approximately 80% complete. On Monday, February 27, 2023, a conference call was held with the Salina Fire Marshal to discuss details of the hangar fire suppression system.
 - **Boiler Room Demolition** – A public notice for demolition and removal of the boiler room equipment was published with the bid opening scheduled for Friday March 10, 2023. The bid tabulation was not available prior to completing today's notes. After equipment and piping are removed, the room can then be utilized in the overall design of the aircraft hangar.
- **H959 (1 Vision Aviation) – KDHE Permit** – SAA, Dragun and partner Environmental Partners visited 1 Vision's hangar bay December 15, 2022, and met with 1 Vision personnel to review processes, coatings, and permit requirements, if any. From Dragun's review, it has been determined that the coatings in use meet state requirements, and the volume calculations indicate that 1 Vision's annual usage is below state regulation thresholds.
- **PH305 (SLN Fuel Facility) AIP-47** – SAA, Jviation, and Roundtable personnel have conducted weekly design progress meetings sharing information, providing updates to the plans, and identifying tasks of the design project team. 90% design plans and an estimated probable construction cost will be submitted to FAA for review in March.
- **Runway 12/30 AIP-48** – Jviation provided the updated Runway 12/30 Rehabilitation Scope of Work for SAA review. The design agreement was submitted to the FAA for review February 24, 2023. SAA, Jviation, and FAA personnel had a design kickoff meeting Friday, March 10, 2023.

Special Projects

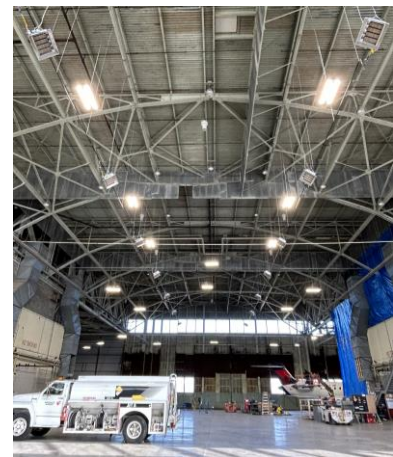
- **AIT and CTX Devices at SLN** - TSA approval has been received for an Advanced Imaging Technology (AIT) device, commonly referred to as full body scanner technology, and a computed tomography explosives (CTX) detection device for checked baggage at the airport terminal building to improve passenger and bag screening. The AIT and CTX device installation schedules have moved to late April 2023.
- **ACARS at SLN Terminal Building** – A field service technician with Collins Aerospace performed a site survey January 25, 2023, to assess the location for installing components for a new Aircraft Communications Addressing and Reporting System (ACARS) Ground Radio Station at SLN airport terminal building. ACARS is a digital datalink system for transmission of messages between aircraft and ground stations. A service order has been requested for Verizon to install network equipment scheduled April 19, 2023.

Completed Projects

- **B412 (Century Business Systems, Dragun, FAA, Syring Golf)** – After Superior Plumbing replaced sewer pipes and poured concrete to fill in the areas of the floors that had been cut, SAA maintenance personnel were able to complete improvements to the common use break room area and hallway. Improvements include newly painted walls, cabinets, and flooring.



- **H959 (1 Vision Aviation)** –
 - **Hangar Bay Heating Improvements** – High intensity infrared heaters were installed in the southwest bay area February 1-13, 2023. While lift and electricians were available light fixtures were relocated in the area as well. The new heaters and lighting are located to enable 1 Vision to begin work on B767 jets for a new customer.
- **Fire Alarm Control Panel** - Johnson Controls Inc. arrived February 13, 2023 to continue diagnosing the two remaining trouble alarms on the fire alarm control panel. The last remaining heat detector trouble was repaired. A ground fault trouble message remains and will be diagnosed as time permits, but the alarm panel is not affected and is functioning normally.
- **December 15, 2021, Windstorm** -
 - **Multiple Locations** – SAA coordinated with FEMA to determine available funding for debris removal, temporary and emergency protective measures, permanent repairs, and mitigation, etc. All the storm damages were separated into seven FEMA Projects. All seven Projects have been completed and obligated for funds to SAA.





BUSINESS AND COMMUNICATIONS MANAGER

3237 Arnold Ave.

Salina, Kansas 67401

Telephone (785) 827-3914 • FAX (785) 827-2221 • E-Mail kaseyw@salinaairport.com

DATE: March 10, 2023

TO: Tim Rogers, Executive Director

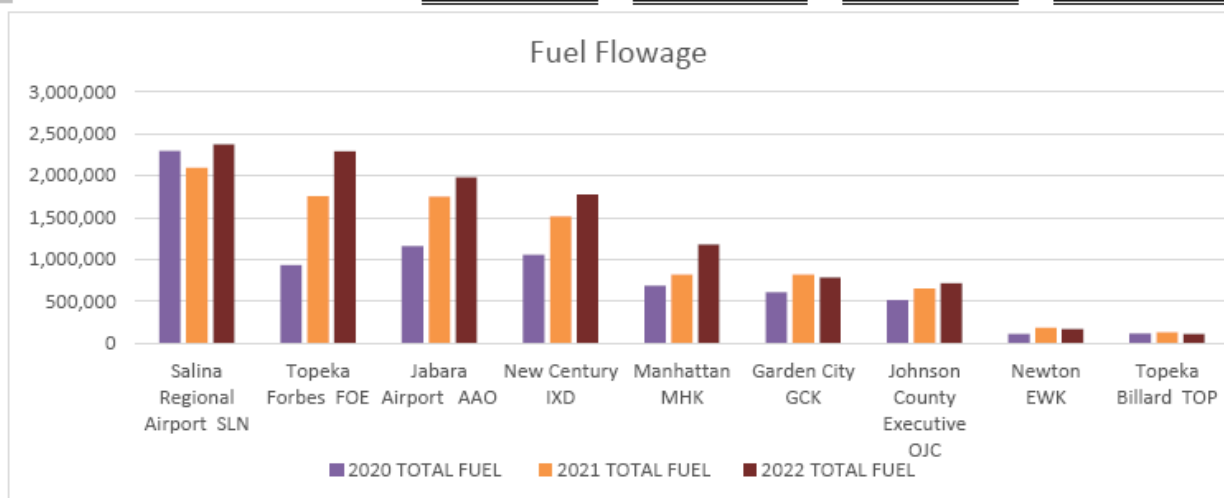
FROM: Kasey L. Windhorst

SUBJECT: March Board Meeting Update

2022 Year-End Airport Activity Reports

As part of our annual review of airport activity, SAA staff collects data from surrounding airports to compare prior year-to-date total operations and fuel flowage at selected airports. Below is the comparison report for total fuel sold (gallons) from 2020 – 2022. Despite the temporary runway closure during CY 2022, SLN had a slight increase of 13% as compared to CY 2021.

	2020 TOTAL FUEL	2021 TOTAL FUEL	2022 TOTAL FUEL	2021 ~ 2022 % Change
Salina Regional Airport SLN	2,295,009	2,096,198	2,371,173	13%
Topeka Forbes FOE	935,518	1,757,161	2,290,333	30%
Jabara Airport AAO	1,159,908	1,749,009	1,983,544	13%
New Century IXD	1,055,724	1,510,786	1,772,612	17%
Manhattan MHK	691,419	823,603	1,181,150	43%
Garden City GCK	605,946	823,166	784,410	-5%
Johnson County Executive OJC	517,021	654,988	715,937	9%
Newton EWK	114,887	186,835	170,766	-9%
Topeka Billard TOP	121,474	130,033	112,822	-13%
TOTALS	7,496,906	9,731,779	11,382,747	17%



In addition to the comparison report with surrounding airports, SAA staff also prepares a report comparing military and civilian fuel at SLN. The 5-year average for civilian fuel sold is 64% while military came in at 36%.

	Gallons			Percentage	
	Total	Civilian	Military	Civilian	Military
Jan-18	74,807	61,846	12,961	83%	17%
Feb-18	186,507	92,275	94,232	49%	51%
Mar-18	172,561	94,047	78,514	55%	45%
Apr-18	154,513	98,368	56,145	64%	36%
May-18	131,941	117,140	14,801	89%	11%
Jun-18	367,663	159,152	208,511	43%	57%
Jul-18	288,977	102,685	186,292	36%	64%
Aug-18	303,273	147,035	156,238	48%	52%
Sep-18	348,454	139,896	208,558	40%	60%
Oct-18	161,563	106,116	55,447	66%	34%
Nov-18	125,129	116,001	9,128	93%	7%
Dec-18	99,437	94,220	5,217	95%	5%
Annual Total	2,414,825	1,328,781	1,086,044	55%	45%
Jan-19	156,531	84,027	72,504	54%	46%
Feb-19	190,904	128,977	61,927	68%	32%
Mar-19	150,881	138,374	12,507	92%	8%
Apr-19	119,745	108,160	11,585	90%	10%
May-19	187,930	122,806	65,124	65%	35%
Jun-19	157,376	103,091	54,285	66%	34%
Jul-19	111,147	100,643	10,504	91%	9%
Aug-19	645,834	105,675	540,159	16%	84%
Sep-19	169,307	113,437	55,870	67%	33%
Oct-19	230,559	129,817	100,742	56%	44%
Nov-19	123,619	118,853	4,766	96%	4%
Dec-19	87,182	79,954	7,228	92%	8%
Annual Total	2,331,015	1,333,814	997,201	57%	43%
Jan-20	118,337	78,670	39,667	66%	34%
Feb-20	341,329	312,864	28,465	92%	8%
Mar-20	124,865	112,873	11,992	90%	10%
Apr-20	56,765	52,953	3,812	93%	7%
May-20	90,326	48,256	42,070	53%	47%
Jun-20	105,987	85,315	20,672	80%	20%
Jul-20	142,234	99,501	42,733	70%	30%
Aug-20	692,613	144,918	547,695	21%	79%
Sep-20	128,710	91,992	36,718	71%	29%
Oct-20	208,081	171,763	36,318	83%	17%
Nov-20	170,893	159,079	11,814	93%	7%
Dec-20	114,869	93,236	21,633	81%	19%
Annual Total	2,295,009	1,451,420	843,589	63%	37%
Jan-21	118,268	106,097	12,171	90%	10%
Feb-21	145,726	114,908	30,818	79%	21%
Mar-21	216,972	124,702	92,270	57%	43%
Apr-21	142,146	140,861	1,285	99%	1%
May-21	171,289	170,679	610	100%	0%
Jun-21	167,445	166,277	1,168	99%	1%
Jul-21	243,881	143,763	100,118	59%	41%
Aug-21	226,367	161,181	65,186	71%	29%
Sep-21	171,259	143,537	27,722	84%	16%
Oct-21	207,048	189,460	17,588	92%	8%
Nov-21	160,279	143,863	16,416	90%	10%
Dec-21	179,182	147,970	31,212	83%	17%
Annual Total	2,149,864	1,753,300	396,564	82%	18%
Jan-22	151,697	139,186	12,511	92%	8%
Feb-22	216,759	181,663	35,096	84%	16%
Mar-22	427,012	209,587	217,425	49%	51%
Apr-22	140,819	118,635	22,184	84%	16%
May-22	132,882	114,221	18,661	86%	14%
Jun-22	201,044	119,305	81,739	59%	41%
Jul-22	104,328	92,786	11,542	89%	11%
Aug-22	111,407	97,935	13,472	88%	12%
Sep-22	442,174	128,761	313,413	29%	71%
Oct-22	154,514	130,297	24,217	84%	16%
Nov-22	227,214	119,253	107,961	52%	48%
Dec-22	123,281	99,596	23,685	81%	19%
Annual Total	2,433,134	1,551,228	881,906	64%	36%
5 - year annual average	2,324,769	1,483,708	841,061	64%	36%

Board Reference Manual

SAA staff recently updated the board reference manual. The 2023 board reference manual may be viewed online at the link below.

<https://www.salinaairport.com/media/37015/board-reference-manual-2023.pdf>

Employee Training

SAA staff trained on active shooter preparedness and crisis communications during the all staff employee meeting during the month of February. Staff members viewed a video published by the FBI and Department of Homeland Security (DHS). The training included topics such as profile of an active shooter, responding to an active shooter or other workplace violence situation, training for an active shooter situation and tips for recognizing signs of potential workplace violence. SAA staff discussed steps to take in the event of an active shooter at any of SAA properties located at the Airport or Airport Industrial Center.

Announcements

Jim Turner, Turner Photography will be at the April 19th board meeting to take photos following the board meeting. Turner will take a group photo of the 2023-2024 SAA board of directors and individual board member photos.

Below are the upcoming scheduled board meetings. All board meetings will be held at Hangar H600, Room 100.

Wednesday, March 15, 2023, 8:00 a.m.
Wednesday, March 29, 2023, 2:00 p.m.
Wednesday, April 19, 2023, 8:00 a.m.
Wednesday, May 17, 2023, 8:00 a.m.
Wednesday, June 21, 2023, 8:00 a.m.
Wednesday, July 19, 2023, 8:00 a.m.

Annual Board Meeting
Strategic Planning Meeting
Regular Board Meeting
Regular Board Meeting
Regular Board Meeting
Regular Board Meeting

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

March 15, 2023 – 8:00 AM

AGENDA

Action Items:

1. Call to order, determine that a quorum is present and confirm that the meeting notice has been published. (Rogers)
2. Consider a motion to appoint Kristin Gunn as Acting Chair for the meeting. (Rogers)
3. Recognition of guests. (Gunn)
4. Additions to the agenda and agenda overview. (Rogers)
5. Acceptance of Appointment and Oath and Office by Don Boos and John O'Brien. (Gunn)
6. Approval of the minutes of the February 15, 2023, regular board meeting. (Gunn)
7. Review of airport activity and financial reports for the month ending February 28, 2023. (Rogers and Swanson)
8. Consideration and approval of a **Termination Agreement** with Hentzen Coatings, Inc. for Unit A of building B595 located at 2761 Berschel Rd. (Swanson)
9. Consideration and approval of a **Lease Agreement** with 1 Vision Aviation Salina for Unit A of building B595 located at 2761 Berschel Rd. (Swanson)
10. Consideration of a **Lease Agreement** with Penske Truck Leasing, Co. for 1.30 acres of land located in the Airport Authority's Airport Rd. equipment storage yard. (Swanson)
11. Review and discussion of options for the construction of new general aviation (GA) aircraft storage hangars. (Rogers and Swanson)
12. Consideration of an amendment to the Hutton hangar H626 design contract to provide Construction Management At-Risk (CMAR) services for the completion of the H626 rehabilitation project. (Rogers)
13. Review of Airport Authority's 2023 bond financing plan. (Swanson and Arteberry)



14. Consideration of SAA Resolution No. 23-04 providing statutory authority for the issuance of general obligation bonds of the Salina Airport Authority for the purpose of financing the cost to rehabilitate hangar H626, construct general aviation aircraft storage hangars, and an aviation fuel facility, at the Salina Regional Airport. (Swanson and Arteberry)
15. Election of officers and board member committee assignments for 2023-2024. (Gunn)
16. Consideration of SAA Resolution 23-05 designating the various bank depositories of the Salina Airport Authority. (Swanson)

Staff Reports: (Rogers)

17. Review of the agenda for the Salina Airport Authority's March 29, 2023, strategic planning meeting. (Rogers)

Directors' Forum: (Gunn)

Visitor's Questions and Comments: (Gunn)

Announcements: (Windhorst)

Adjournment: (Gunn)



ACCEPTANCE OF APPOINTMENT

The Undersigned hereby certifies that he is qualified to accept the appointment and does hereby accept his appointment as a member of the Board of Directors of the Salina Airport Authority of the City of Salina, Kansas, for a term of three (3) years commencing on the 15th day of March, 2023 and ending on the 28th day of February, 2026 in accordance with and subject to the policies and standards governing the qualifications, appointments and conduct of the members of the aforesaid Board of Directors of the Salina Airport Authority of the City of Salina, Saline County, Kansas, all as provided for by the Ordinance of the City of Salina, Kansas, and the General Statutes of Kansas.

WITNESS my hand this 15th day of March, 2023.

Donald Boos

OATH OF OFFICE

STATE OF KANSAS, SALINE COUNTY, ss:

I do solemnly swear (or I do solemnly, sincerely and truly declare and affirm) that I will support the Constitution of the United States and the Constitution of the State of Kansas and faithfully discharge the duties as a member of the Board of Directors of the Salina Airport Authority. So help me God (or, and this I do under the pains and penalties of perjury).

Donald Boos

Subscribed and sworn (affirmed) to before me this 15th day of March, 2023.

Notary Public

My Appointment expires _____.

Filed with me this _____ day of _____, A.D., 2023.

City Clerk

ACCEPTANCE OF APPOINTMENT

The Undersigned hereby certifies that he is qualified to accept the appointment and does hereby accept his appointment as a member of the Board of Directors of the Salina Airport Authority of the City of Salina, Kansas, for a term of three (3) years commencing on the 15th day of March, 2023 and ending on the 28th day of February, 2026 in accordance with and subject to the policies and standards governing the qualifications, appointments and conduct of the members of the aforesaid Board of Directors of the Salina Airport Authority of the City of Salina, Saline County, Kansas, all as provided for by the Ordinance of the City of Salina, Kansas, and the General Statutes of Kansas.

WITNESS my hand this 15th day of March, 2023.

John O'Brien

OATH OF OFFICE

STATE OF KANSAS, SALINE COUNTY, ss:

I do solemnly swear (or I do solemnly, sincerely and truly declare and affirm) that I will support the Constitution of the United States and the Constitution of the State of Kansas and faithfully discharge the duties as a member of the Board of Directors of the Salina Airport Authority. So help me God (or, and this I do under the pains and penalties of perjury).

John O'Brien

Subscribed and sworn (affirmed) to before me this 15th day of March, 2023.

Notary Public

My Appointment expires _____.

Filed with me this _____ day of _____, A.D., 2023.

City Clerk

**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
FEBRUARY 15, 2023
HANGAR 600, ROOM 100**

Call to Order

Chair Kent Buer called the meeting to order at 8:00 A.M. and confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst stated that the meeting notice was published on Friday, February 10, 2023 and the board packet was published and distributed on Monday, February 13, 2023.

Attendance

Attendance was taken. Present were Chair Buer, Directors Roberg, Carlin, and Eichelberger. 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. Guests were Mitch Robinson, Salina Community Economic Development Organization; Julie Yager-Zucker, Avflight Salina; Michael Bunn, Tenant; Gary Foss, Arkstar; Saline County Commissioner Bob Vidricksen; and City Commissioner Dr. Trent Davis.

Additions to the Agenda

Chair Buer asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions to the agenda. Rogers provided an overview of the agenda items.

Minutes

Chair Buer asked if the board members had additions or corrections to the minutes. Director

Eichelberger moved to approve the minutes of the January 18, 2023 regular board meeting as written. Director Carlin seconded the motion. Motion carried 4-0.

Airport Activity

Executive Director Rogers reported that air traffic was up 26% for the month of January 2023 over 2022 activity due to Kansas State University Salina student pilots returning after the holiday break. Fuel flowage came in 11% less than January 2022 with 134,955 gallons delivered for the month of January 2023. Enplanements of 842 passengers is down from January 2022 by 32% (1,233) due to the tag with Hays; total passengers (1,859) through SLN for January 2023 is down by 26% from January 2022 (2,526). Swanson reported on the MRA Conference that she and Julie Yager-Zucker attended the week prior to recruit additional FOL activity at SLN.

Financial Reports

Director of Administration and Finance Swanson reviewed the financial reports for the month ending January 31, 2023. Total assets were up 8% year over year with unrestricted cash in bank at \$2,735,691, including two certificates of deposits earning 4.458%. Income for January 2023 came in at \$21,981 ahead of 2022 and is tracking 1% of the budget. Total operating expenses came in 21% under budget and running 9.85% less than 2022. Receipt of reimbursement funds from FEMA (\$283,802) is reflected in the contributed capital for the month. Swanson commented on disbursements from the 2021-1 and 2022-1 GO Temporary Note project funds. Chair Buer directed the staff to file the financials for audit.

First Amendment to the Salina Community Economic Development Organization, Inc.

Members Agreements

Rogers reviewed the SCEDO Members Agreement and discussions from the SCEDO Board meeting regarding the financial audit format. The proposed amendment is to clarify the type of financial reporting required by the body per accounting standards. Bengtson explained that the language provides for both audit formats (a full review or an audit of financial statements), defines conditions, and maintains the SCEDO board's discretion. Director Carlin moved to approve the proposed First Amendment to the Salina Community Economic Development Organization, Inc. Members Agreement, Director Roberg seconded. Motion carried 4 – 0.

Air Service Update

Rogers introduced Gary Foss, ArkStar Group Managing Partner, to the board. Foss provided an overview of SkyWest activity. The air travel industry has recovered from the pandemic and demand is high for air travel (up 113% over 2019), which in turn drives ticket prices up. Scheduling around the industry is changing from a business service model to a blended service model as travelers are combining business and vacations. The industry continues to face pilot shortages, supply chain issues and fleet shortages. Staffing limitations in air traffic control also impacts the industry. SkyWest at SLN is working to remove the tag with Hays. Foss provided details of the opportunities that may develop in 2023 for SLN with SkyWest Airlines and SkyWest Charter. Rogers discussed the SLN EAS Subsidy contract timeline. Rogers recommends requesting an extension from the DOT regarding the EAS proposal deadline, from March 1, 2023 to July 7, 2023, allowing time for the USDOT to approve SkyWest Charter Part 135 Commuter Authority.

Aircraft Fleet Maintenance Agreement

Rogers provided an overview of the Aircraft Fleet Maintenance Agreement with SkyWest Airlines to designate the Salina Regional Airport as an overnight maintenance base. The agreement provides for the following:

- A term of one-year effective from the date the Agreement is approved and signed by the Authority.
- The flow of aircraft to/from SLN for overnight maintenance.
- The agreement is contingent upon the award of a new USDOT EAS subsidy contract for SLN.
- The agreement is contingent upon the start of overnight maintenance at SLN by December 31, 2023.
- A maximum reimbursement of \$900,000 for administrative, training, travel, and equipment expenses incurred to establish and startup a SLN overnight maintenance base.
- Eligible startup expenses include:
 - Training
 - Maintenance equipment and tooling
 - Travel expense
 - Ground service equipment
 - FAA certification and approvals
 - Administrative expense

Director Eichelberger moved to approve the Salina Airport Authority \$100,000 contribution to fund the proposed SkyWest Airlines Aircraft Fleet Maintenance Agreement in partnership with the City of Salina and Saline County. Director Roberg seconded. The motion carried 4 – 0.

Staff Reports

Rogers reported that FEMA has obligated \$1M for the GA hangar repairs and mitigation. Staff will provide a project status update at the March board meeting.

Hangar 626 is being considered for an Economic Development Administration (EDA) grant to fund H626 improvements for aviation worker apprenticeship and job training center that would occupy a portion of H626.

SAA Resolutions

Director Roberg presented Resolution No. 23-03 to the board recognizing Al Eichelberger for six years of service as a member of the Salina Airport Authority board of directors and expressing gratitude and appreciation to his services rendered to the City of Salina and its citizens. Director Carlin moved to approve SAA Resolution No. 22-03, seconded by Director Buer. Motion passed unanimously.

Director Roberg presented Resolution No. 23-02 recognizing Kent Buer for six years of service as a member of the Salina Airport Authority board of directors and expressing gratitude and appreciation to his services rendered to the City of Salina and its citizens. Director Carlin moved

to approve SAA Resolution No. 22-02, seconded by Director Eichelberger. Motion passed unanimously.

Directors' Forum

Chairman Buer presented the 2023 Chairman's Award for Excellence to Gary Foss, ArkStar Group Managing Partner, for exceptional airline industry consulting services provided to the Salina Airport Authority and the Salina, KS community.

Visitor's Questions and Comments

City Commissioner Davis expressed appreciation to the Salina Airport Authority staff and board for their partnership with the economic development team.

Announcements

The Board Strategic Planning meeting is scheduled for March 29, 2023 at 2:00 p.m. in Hangar 600, Room 100. Rogers reported the new board member orientation is scheduled for March 8, 2023 for the two appointees.

Upon a motion duly made the meeting adjourned at 9:37 A.M.

Minutes approved at the March 15, 2023, board meeting.

Kasey L. Windhorst, Board Clerk

(SEAL)

SALINA AIRPORT AUTHORITY

AIRPORT ACTIVITY REPORT

2023

AIR TRAFFIC/ATCT

February, 2023	7,320 Operations 620 Instrument Operations 483 Peak Day
February, 2022	6,260 Operations 614 Instrument Operations 387 Peak Day
January 2023 - February 2023	13,313 Operations
January 2022 - February 2022	11,024 Operations
January 2021 - February 2021	9,985 Operations

FUEL FLOWAGE

February, 2023	147,775 Gallons
February, 2022	200,550 Gallons
January 2023 - February 2023	282,729 Gallons
January 2022 - February 2022	352,247 Gallons
January 2021 - February 2021	263,995 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
13,603	134,173	18,546	157
12,571	187,979	35,096	324
21,846	260,884	46,317	470
21,363	330,884	47,607	642
15,343	248,652	42,989	484

SkyWest Airlines

ENPLANEMENTS	DEPLANEMENTS	TOTAL
February, 2023	854 Passengers	912 Passengers
February, 2022	1,350 Passengers	1,297 Passengers
January 2023 - February 2023	1,696 Passengers	
January 2022 - February 2022	2,583 Passengers	
January 2021 - February 2021	801 Passengers	

ENPLANEMENTS - Charter Flights

February, 2023	68 Passengers
February, 2022	1,465 Passengers
January 2023 - February 2023	136 Passengers
January 2022 - February 2022	2,065 Passengers
January 2021 - February 2021	385 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

February, 2023	922 Passengers
February, 2022	2,815 Passengers
January 2023 - February 2023	1,832 Passengers
January 2022 - February 2022	4,648 Passengers
January 2021 - February 2021	1,186 Passengers

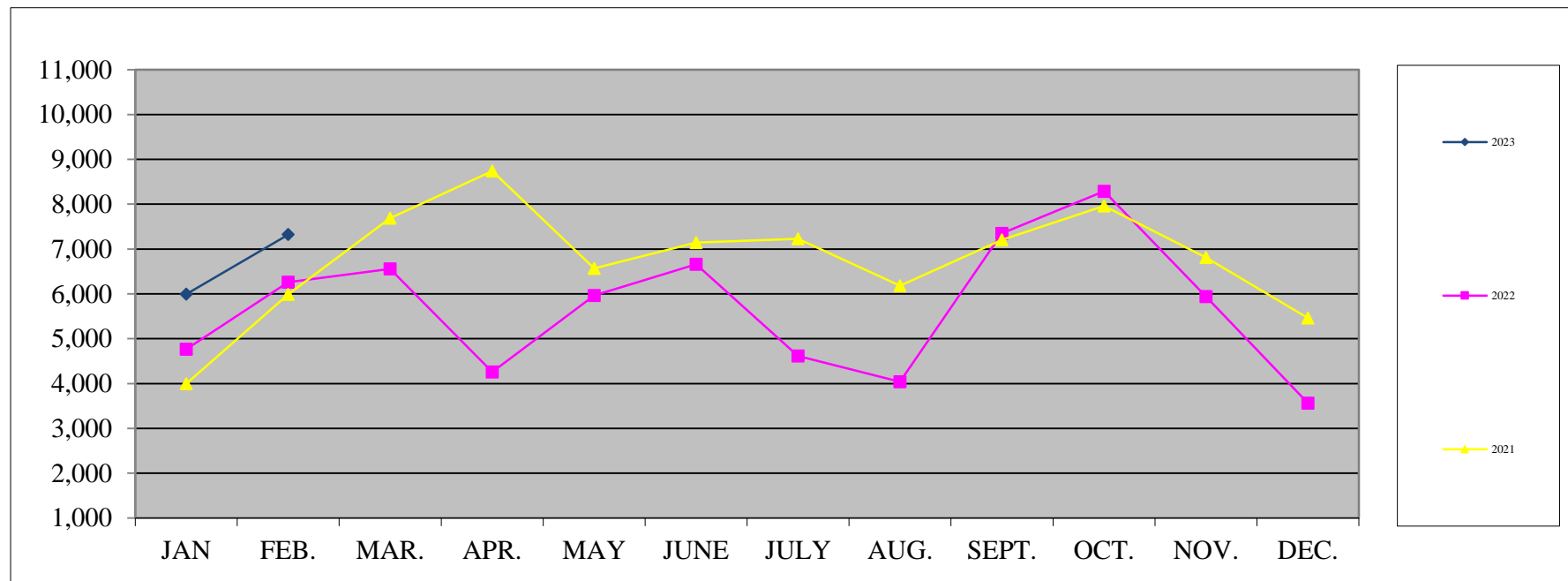
AIRPORT TRAFFIC RECORD

2022 - 2023

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2023									
January, 23	125	1,650	655	267	2,697	3,018	278	3,296	5,993
February, 23	130	2,351	701	299	3,481	3,615	224	3,839	7,320
March, 23									
April, 23									
May, 23									
June, 23									
July, 23									
August, 23									
September, 23									
October, 23									
November, 23									
December, 23									
Totals January - February	255	4,001	1,356	566	6,178	6,633	502	7,135	13,313
2022									
January, 22	124	1,618	610	156	2,508	2,062	194	2,256	4,764
February, 22	109	1,966	533	218	2,826	2,863	300	3,163	5,989
March, 22									
April, 22									
May, 22									
June, 22									
July, 22									
August, 22									
September, 22									
October, 22									
November, 22									
December, 22									
Totals January - February	233	3,584	1,143	374	5,334	4,925	494	5,419	10,753
Difference	22	417	213	192	844	1,708	8	1,716	2,560
YTD % Change	9%	12%	19%	51%	16%	35%	2%	32%	24%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

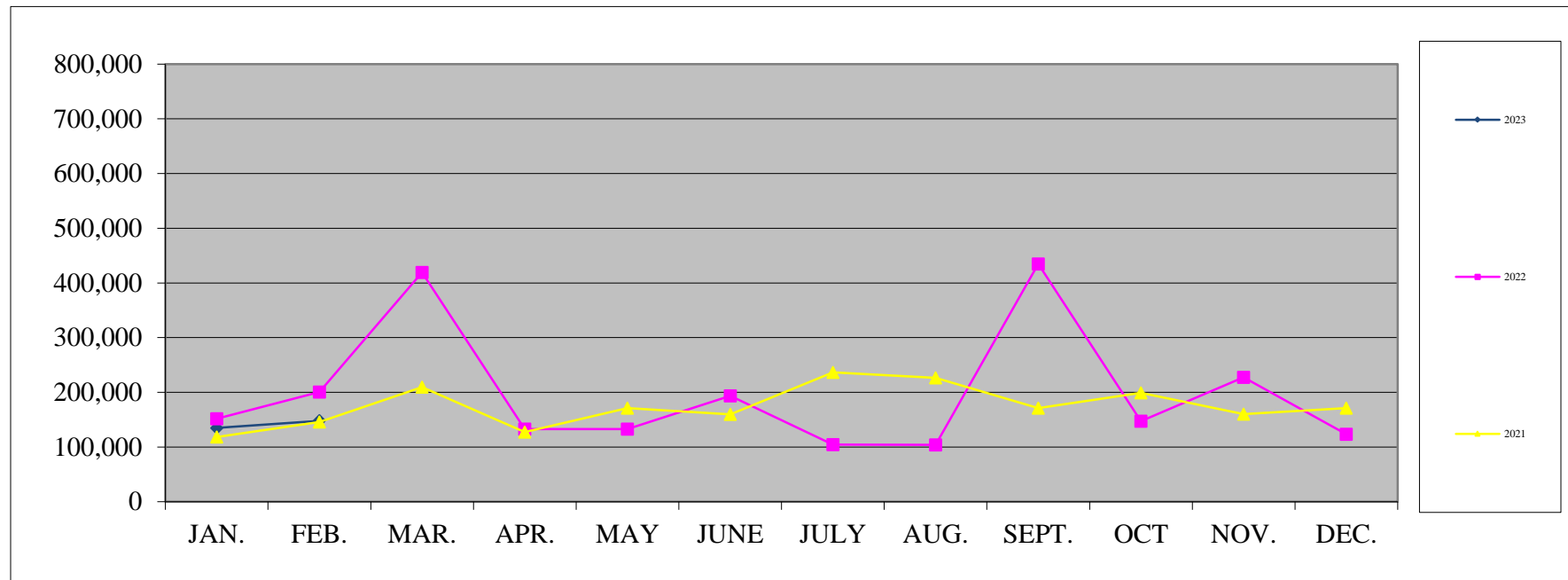
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2023	5,993	7,320											13,313
2022	4,764	6,260	6,557	4,258	5,965	6,660	4,613	4,040	7,352	8,289	5,940	3,564	68,262
2021	3,996	5,989	7,688	8,739	6,570	7,142	7,230	6,181	7,206	7,958	6,808	5,463	80,970
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



FUEL FLOWAGE

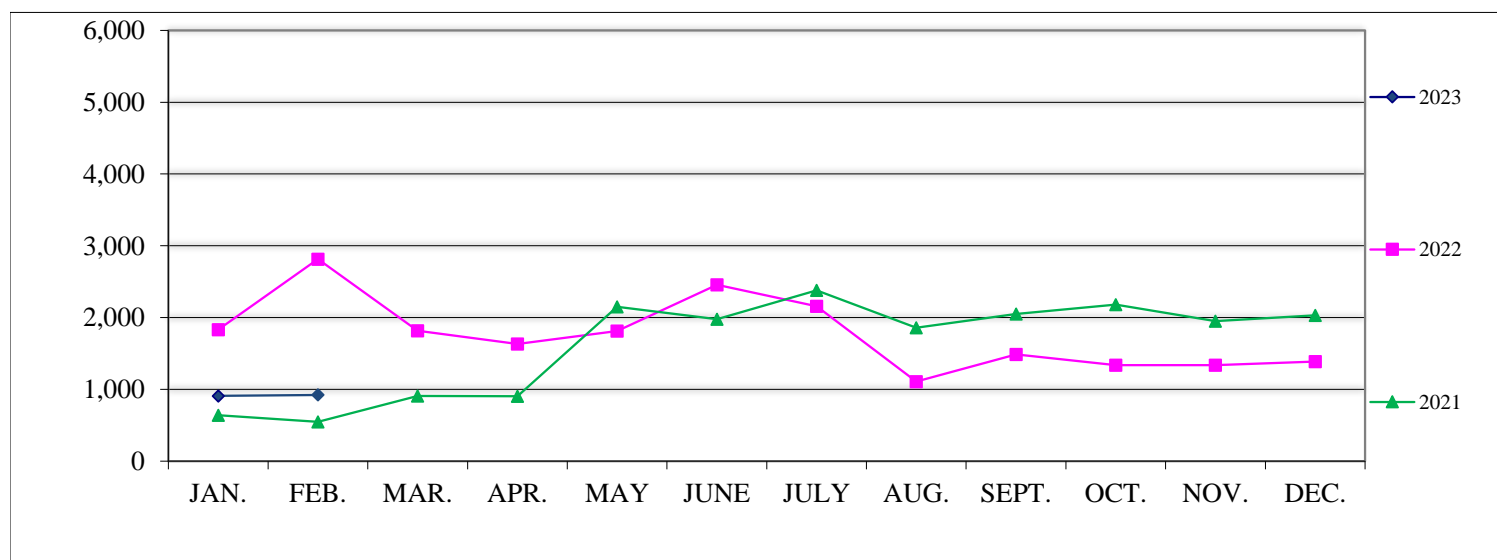
Gallons of Fuel Sold at SLN

	<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>
2023	134,955	<u>147,775</u>											<u>282,730</u>
2022	151,697	200,550	418,947	132,791	132,881	193,611	104,328	103,932	434,725	147,216	227,214	123,281	2,371,173
2021	118,269	145,726	209,376	127,107	171,289	159,725	236,452	226,367	171,259	199,197	160,279	171,150	2,096,198
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



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>
2023	910	<u>922</u>											<u>1,832</u>
2022	1,833	2,815	1,815	1,634	1,813	2,458	2,157	1,109	1,486	1,338	1,339	1,386	21,183
2021	638	548	909	904	2,151	1,979	2,379	1,859	2,050	2,182	1,949	2,032	19,407
2020	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	10,561
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



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

***SALINA** Airport*

Authority

FEBRUARY 2023

FINANCIAL STATEMENTS

Salina Airport Authority
Statement of Net Position Prev Year Comparison
As of February 28, 2023

03/12/2023

	Feb 28, 23	Jan 31, 23	\$ Change	Feb 28, 22	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	915,588	995,867	-80,279	2,102,005	-1,186,417	-56%
Cash in bank-Operating Funds	1,610,511	2,010,691	-400,180	2,342,186	-731,675	-31%
Cash in Bank - Mill Levy	1,722,052	2,047,483	-325,431	2,166,442	-444,390	-21%
Total Checking/Savings	4,248,151	5,054,041	-805,890	6,610,633	-2,362,482	-36%
Accounts Receivable						
Accounts Receivable	89,524	89,065	459	106,469	-16,945	-16%
Total Accounts Receivable	89,524	89,065	459	106,469	-16,945	-16%
Other Current Assets						
Agri Land Receivable	71,000	71,000	0	66,760	4,240	6%
Mill Levy receivable	1,257,673	1,257,673	0	1,184,701	72,972	6%
Other current assets	416,560	430,663	-14,103	221,484	195,076	88%
Undeposited Funds	13,026	2,905	10,121	3,833	9,193	240%
Total Other Current Assets	1,758,259	1,762,241	-3,982	1,476,778	281,481	19%
Total Current Assets	6,095,934	6,905,347	-809,413	8,193,880	-2,097,946	-26%
Fixed Assets						
Fixed assets at cost	102,119,971	102,017,898	102,073	93,091,311	9,028,660	10%
Less accumulated depreciation	-53,407,274	-53,157,274	-250,000	-50,486,404	-2,920,870	-6%
Total Fixed Assets	48,712,697	48,860,624	-147,927	42,604,907	6,107,790	14%
Other Assets						
Deferred Outflow of Resources	1,085,654	1,085,654	0	1,085,654	0	0%
Total Other Assets	1,085,654	1,085,654	0	1,085,654	0	0%
TOTAL ASSETS	55,894,285	56,851,625	-957,340	51,884,441	4,009,844	8%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	140,935	636,553	-495,618	340,097	-199,162	-59%
Total Accounts Payable	140,935	636,553	-495,618	340,097	-199,162	-59%
Credit Cards						
Total Credit Cards	0	-2,085	2,085	2,826	-2,826	-100%
Other Current Liabilities						
Accrued debt interest payable	15,424	233,226	-217,802	-764	16,188	2,119%
Debt, current portion	8,397,157	8,397,157	0	1,710,800	6,686,357	391%
Deferred Agri Land Revenue	59,167	65,083	-5,916	55,633	3,534	6%
Deferred Mill Levy revenue	2,277,393	2,505,132	-227,739	2,046,713	230,680	11%
Other current liabilities	215,495	208,410	7,085	227,192	-11,697	-5%
Total Other Current Liabilities	10,964,636	11,409,008	-444,372	4,039,574	6,925,062	171%
Total Current Liabilities	11,105,571	12,043,476	-937,905	4,382,497	6,723,074	153%
Long Term Liabilities						
Debt - Long Term	24,906,300	24,906,300	0	25,617,773	-711,473	-3%
Deferred Inflows of Resources	229,504	229,504	0	229,504	0	0%
Less current portion	-8,397,157	-8,397,157	0	-1,710,800	-6,686,357	-391%
Net OPEB Liability (KPERs)	13,911	13,911	0	13,911	0	0%
Net Pension Liability	509,789	509,789	0	509,789	0	0%
Security Deposits Returnable	128,146	128,146	0	94,726	33,420	35%
Total Long Term Liabilities	17,390,493	17,390,493	0	24,754,903	-7,364,410	-30%
Total Liabilities	28,496,064	29,433,969	-937,905	29,137,400	-641,336	-2%
Equity						
Invested in Capital Assets net	23,806,396	23,954,323	-147,927	17,241,921	6,564,475	38%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	3,272,145	3,124,218	147,927	5,502,711	-2,230,566	-41%
Net Income	229,681	249,116	-19,435	-87,589	317,270	362%
Total Equity	27,398,222	27,417,657	-19,435	22,747,043	4,651,179	20%
TOTAL LIABILITIES & EQUITY	55,894,286	56,851,626	-957,340	51,884,443	4,009,843	8%

Salina Airport Authority
Profit & Loss Budget Performance
February 2023

2:21 PM
03/12/2023
Accrual Basis

	Feb 23	Jan - Feb 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	13,455	25,142	30,000	-4,858	84%	180,000
Hangar rent	76,553	152,453	157,167	-4,714	97%	943,000
Landing fees	2,003	4,158	5,092	-934	82%	30,550
Ramp rent	6,292	12,584	11,167	1,417	113%	67,000
Total Airfield revenue	98,303	194,337	203,426	-9,089	96%	1,220,550
Building and land rent						
Agri land rent	5,917	11,833	11,833	0	100%	71,000
Building rents - Long Term						
Short-term leasing	39,000	78,954	94,333	-15,379	84%	566,000
Building rents - Long Term - Other	88,501	177,819	141,500	36,319	126%	849,000
Total Building rents - Long Term	127,501	256,773	235,833	20,940	109%	1,415,000
Land rent						
Basic Land Rent	9,934	20,549	21,262	-713	97%	127,574
Property tax - tenant share	9,167	18,333	17,904	429	102%	107,426
Total Land rent	19,101	38,882	39,166	-284	99%	235,000
Tank rent	1,220	2,440	2,440	0	100%	14,640
Total Building and land rent	153,739	309,928	289,272	20,656	107%	1,735,640
Other revenue						
Airport Marketing	0	0	3,333	-3,333	0%	20,000
ARFF Training	0	0	0	0	0%	0
Commissions	0	1,196	3,333	-2,137	36%	20,000
Other income	5,095	6,205	12,500	-6,295	50%	75,000
Total Other revenue	5,095	7,401	19,166	-11,765	39%	115,000
Total Income	257,137	511,666	511,864	-198	100%	3,071,190
Gross Income	257,137	511,666	511,864	-198	100%	3,071,190
Expense						
Administrative expenses						
A/E, consultants, brokers	4,967	7,482	7,778	-296	96%	46,667
Airport promotion	13,853	28,251	41,833	-13,582	68%	251,000
Bad Debt Expense	0	0	833	-833	0%	5,000
Computer/Network Admin.	3,861	7,562	8,720	-1,158	87%	52,320
Dues and subscriptions	1,004	2,391	4,862	-2,471	49%	29,170
Employee retirement	6,588	13,120	15,414	-2,294	85%	92,483
FICA and medicare tax expense	5,219	10,393	12,219	-1,826	85%	73,313
Industrial development	4,792	9,583	10,000	-417	96%	60,000
Insurance , property	18,750	37,917	37,500	417	101%	225,000
Insurance, medical	16,580	33,156	37,000	-3,844	90%	222,000
Kansas unemployment tax	0	0	167	-167	0%	1,000
Legal and accounting	1,940	10,712	10,000	712	107%	60,000
Office salaries	41,781	83,478	99,949	-16,471	84%	599,693
Office Supplies	23	360	1,667	-1,307	22%	10,000
Other administrative expense	706	1,426	2,475	-1,049	58%	14,850
Postage	47	104	333	-229	31%	2,000
Property appraisal expense	0	0	0	0	0%	0
Property tax expense	12,083	24,167	24,167	0	100%	145,000
Special Events	0	0	333	-333	0%	2,000
Telephone	1,478	3,173	4,700	-1,527	68%	28,200
Training	0	0	1,892	-1,892	0%	11,350
Travel and meetings	165	1,050	2,500	-1,450	42%	15,000
Total Administrative expenses	133,837	274,325	324,342	-50,017	85%	1,946,046

	Feb 23	Jan - Feb 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	0	1,471	8,333	-6,862	18%	50,000
Airport Security	0	0	417	-417	0%	2,500
Building maintenance	27,342	43,733	30,833	12,900	142%	185,000
Equipment fuel and repairs	4,298	11,901	13,333	-1,432	89%	80,000
Fire Services	425	425	5,333	-4,908	8%	32,000
Grounds maintenance	0	619	3,667	-3,048	17%	22,000
Maintenance salaries	26,678	52,840	66,504	-13,664	79%	399,024
Other maintenance expenses	814	2,480	3,667	-1,187	68%	22,000
Snow removal expense	0	413	3,333	-2,920	12%	20,000
Utilities	18,947	53,844	46,667	7,177	115%	280,000
Total Maintenance expenses	78,504	167,726	182,087	-14,361	92%	1,092,524
Total Expense	212,341	442,051	506,429	-64,378	87%	3,038,570
Net Ordinary Income	44,796	69,615	5,435	64,180	1,281%	32,620
Other Income/Expense						
Other Income						
Capital contributed	0	283,802	416,667	-132,865	68%	2,500,000
Gain on sale of assets	0	0	0	0	0%	0
Interest income						
Interest income on deposits	1,638	6,260	6,000	260	104%	36,000
Total Interest income	1,638	6,260	6,000	260	104%	36,000
Mill levy income	228,725	459,181	455,479	3,702	101%	2,732,871
Total Other Income	230,363	749,243	878,146	-128,903	85%	5,268,871
Other Expense						
Debt interest expense net						
Bond issue cost	0	0	0	0	0%	105,000
Interest Expense on Debt	44,591	89,181	89,181	0	100%	535,086
Total Debt interest expense net	44,591	89,181	89,181	0	100%	640,086
Depreciation expense	250,000	500,000	500,000	0	100%	3,000,000
Total Other Expense	294,591	589,181	589,181	0	100%	3,640,086
Net Other Income	-64,228	160,062	288,965	-128,903	55%	1,628,785
Net Income	-19,432	229,677	294,400	-64,723	78%	1,661,405

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through February 2023

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03/12/2023
Accrual Basis

	Jan - Feb 23	Jan - Feb 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	25,142.15	31,908.32	-6,766.17	-21.21%
Hangar rent	152,453.20	120,217.86	32,235.34	26.81%
Landing fees	4,158.25	8,049.73	-3,891.48	-48.34%
Ramp rent	12,584.00	10,870.00	1,714.00	15.77%
Total Airfield revenue	194,337.60	171,045.91	23,291.69	13.62%
Building and land rent				
Agri land rent	11,833.34	11,126.66	706.68	6.35%
Building rents - Long Term				
Short-term leasing	78,954.00	75,538.00	3,416.00	4.52%
Building rents - Long Term - Other	177,819.38	154,503.68	23,315.70	15.09%
Total Building rents - Long Term	256,773.38	230,041.68	26,731.70	11.62%
Land rent				
Basic Land Rent	20,548.72	24,259.62	-3,710.90	-15.3%
Property tax - tenant share	18,333.34	17,904.42	428.92	2.4%
Total Land rent	38,882.06	42,164.04	-3,281.98	-7.78%
Tank rent	2,440.00	2,440.00	0.00	0.0%
Total Building and land rent	309,928.78	285,772.38	24,156.40	8.45%
Other revenue				
Commissions	1,195.95	3,158.39	-1,962.44	-62.13%
Other income	6,205.38	12,263.73	-6,058.35	-49.4%
Total Other revenue	7,401.33	15,422.12	-8,020.79	-52.01%
Total Income	511,667.71	472,240.41	39,427.30	8.35%
Gross Profit	511,667.71	472,240.41	39,427.30	8.35%
Expense				
Administrative expenses				
A/E, consultants, brokers	7,482.00	1,915.00	5,567.00	290.71%
Airport promotion				
Air Serv. Mktg - SAA	25,847.64	30,711.70	-4,864.06	-15.84%
Airport promotion - Other	2,403.07	1,122.08	1,280.99	114.16%
Total Airport promotion	28,250.71	31,833.78	-3,583.07	-11.26%
Computer/Network Admin.	7,561.68	4,876.27	2,685.41	55.07%
Dues and subscriptions	2,391.03	3,816.47	-1,425.44	-37.35%
Employee retirement	13,120.14	12,688.03	432.11	3.41%
FICA and medicare tax expense	10,392.99	10,633.79	-240.80	-2.26%
Industrial development	9,583.34	9,583.34	0.00	0.0%
Insurance , property	37,916.67	39,248.14	-1,331.47	-3.39%
Insurance, medical	33,155.60	32,507.40	648.20	1.99%
Legal and accounting	10,711.96	5,798.20	4,913.76	84.75%
Office salaries	83,478.24	79,936.84	3,541.40	4.43%
Office Supplies	359.65	955.49	-595.84	-62.36%
Other administrative expense				
Merchant Processing Fees	825.48	1,636.12	-810.64	-49.55%
Other administrative expense - Other	600.24	185.19	415.05	224.12%
Total Other administrative expense	1,425.72	1,821.31	-395.59	-21.72%
Postage	103.99	536.72	-432.73	-80.63%
Property tax expense	24,166.66	24,094.16	72.50	0.3%
Telephone	3,172.95	2,552.29	620.66	24.32%
Training	0.00	1,000.00	-1,000.00	-100.0%
Travel and meetings	1,050.19	803.93	246.26	30.63%
Total Administrative expenses	274,323.52	264,601.16	9,722.36	3.67%

	Jan - Feb 23	Jan - Feb 22	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	1,470.75	4,981.13	-3,510.38	-70.47%
Building maintenance	43,733.07	45,178.71	-1,445.64	-3.2%
Equipment fuel and repairs	11,901.03	16,376.39	-4,475.36	-27.33%
Fire Services	424.90	687.50	-262.60	-38.2%
Grounds maintenance	619.41	40.36	579.05	1,434.71%
Maintenance salaries	52,840.32	60,653.64	-7,813.32	-12.88%
Other maintenance expenses	2,480.13	2,795.75	-315.62	-11.29%
Snow removal expense	412.50	5,710.00	-5,297.50	-92.78%
Utilities	53,843.83	65,968.22	-12,124.39	-18.38%
Total Maintenance expenses	167,725.94	202,391.70	-34,665.76	-17.13%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	442,049.46	466,992.86	-24,943.40	-5.34%
Net Ordinary Income	69,618.25	5,247.55	64,370.70	1,226.68%
Other Income/Expense				
Other Income				
Capital contributed				
ARPA Grant No. 45 - Equipment	0.00	0.00	0.00	0.0%
ARPA Grant No. 45 - Operating	0.00	75,271.79	-75,271.79	-100.0%
Capital contributed - Other	283,802.33	0.00	283,802.33	100.0%
Total Capital contributed	283,802.33	75,271.79	208,530.54	277.04%
Interest income				
Interest income on deposits	6,259.78	830.01	5,429.77	654.18%
Total Interest income	6,259.78	830.01	5,429.77	654.18%
Mill levy income	459,181.48	409,342.50	49,838.98	12.18%
Total Other Income	749,243.59	485,444.30	263,799.29	54.34%
Other Expense				
Debt interest expense net				
Bond issue cost	0.00	18.50	-18.50	-100.0%
Interest Expense on Debt	89,181.00	94,088.40	-4,907.40	-5.22%
Total Debt interest expense net	89,181.00	94,106.90	-4,925.90	-5.23%
Depreciation expense	500,000.00	484,173.92	15,826.08	3.27%
Total Other Expense	589,181.00	578,280.82	10,900.18	1.89%
Net Other Income	160,062.59	-92,836.52	252,899.11	272.41%
Net Income	229,680.84	-87,588.97	317,269.81	362.23%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of February 28, 2023

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03/12/2023
Accrual Basis

	Feb 23	Jan-Feb 23	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-42 Rwy 17/35 Rehab		50,410	50,410	0	100%
AIP-47 Pumphouse 305		51,773	200,000	-148,227	26%
AIP-48 Terminal Parking Lot Reh		1,750	560,000	-558,250	0%
AIP-XX Rwy 12/30 Rehab Design		0	375,000	-375,000	0%
Rwys 17/35 - 12/30 LED Lighting		42,601	30,000	12,601	142%
Total Airfield	0	146,534	1,215,410	-1,068,876	12%
Buildings & Improvements					
Bldg. 120 Terminal building					
Concourse Imps.		7,200	20,000	-12,800	36%
Total Bldg. 120 Terminal building	0	7,200	20,000	-12,800	36%
Building improvements					
Bldg. 412 Imps.	2,650	3,144	25,000	-21,856	13%
Bldg. 520 Imps.		1,415	20,000	-18,585	7%
Bldg. Imps. Other	14,502	26,708	75,000	-48,292	36%
Hangar 626 Rehabilitation	49,200	73,800	221,000	-147,200	33%
Hangar 959 Rehabilitation	35,721	35,721	100,000	-64,279	36%
Total Building improvements	102,073	140,788	441,000	-300,212	32%
FBO Improvements					
Bldg. 700 Imps. Avflight North		0	20,000	-20,000	0%
Hangar 409-1 Imps Avflight So.		0	20,000	-20,000	0%
Total FBO Improvements	0	0	40,000	-40,000	0%
Pumphouse 305		0	15,000	-15,000	0%
Total Buildings & Improvements	102,073	147,988	516,000	-368,012	29%
Equipment					
Airfield Equipment		0	15,000	-15,000	0%
ARFF equipment		0	25,000	-25,000	0%
Communications equipment		0	20,000	-20,000	0%
Computer equipment		0	15,000	-15,000	0%
Industrial center equipment		0	25,000	-25,000	0%
Office equipment		0	7,500	-7,500	0%
Other Equipment		0	15,000	-15,000	0%
Shop equipment		7,900	15,000	-7,100	53%
Terminal bldg equipment		0	10,000	-10,000	0%
Total Equipment	0	7,900	147,500	-139,600	5%
Land					
Airport Indust. Cent. Imps.		0	15,000	-15,000	0%
Rail Spur Imps.		0	20,000	-20,000	0%
Total Land	0	0	35,000	-35,000	0%
Total Fixed assets at cost	102,073	302,422	1,913,910	-1,611,488	16%

Salina Airport Authority

Significant Capital Expenditures Detail

February 2023

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Buildings & Improvements					
Building Improvements					
Bldg. 412 Imps.					
Bill	02/07/2023	Lowe's Business Account Inc	tools, ppe, for B412 project	125.57	125.57
Bill	02/08/2023	Lowe's Business Account Inc	grout, crackseal, tools, supplies for B412 bathrooms	357.35	482.92
Bill	02/09/2023	Lowe's Business Account Inc	tools, ppe, for B412 bathroom project	85.44	568.36
Bill	02/09/2023	Lowe's Business Account Inc	fast setting cement, B412 bathrooms	145.29	713.65
Bill	02/09/2023	Lowe's Business Account Inc	concrete, receptors for B412 Bathrooms	305.72	1,019.37
Bill	02/09/2023	Lowe's Business Account Inc	patching material, B412 remodel	117.71	1,137.08
Bill	02/10/2023	Lowe's Business Account Inc	paint, B412 bathrooms	51.26	1,188.34
Bill	02/14/2023	Lowe's Business Account Inc	electrical/lighting supplies for B412 remodel	83.62	1,271.96
Bill	02/21/2023	Construction Rental, Inc.	B412 repairs (tile saw rental)	265.00	1,536.96
Bill	02/24/2023	Salina Steel Supply, Inc.	B 412 - Sq Tubing for Parking Signs	345.86	1,882.82
Bill	02/27/2023	Ritter Tile Inc.	B412 kitchen - A100 ramp	28.50	1,911.32
Bill	02/28/2023	Sherwin Williams Co., Inc.	B412 Hallway floor paint	693.54	2,604.86
Bill	02/28/2023	Construction Rental, Inc.	B412 - Tile work	45.00	2,649.86
Total Bldg. 412 Imps.				2,649.86	2,649.86
Bldg. Imps. Other					
Bill	02/07/2023	Callabresi Heating & Cooling, Inc.	Spare unit blower motor for HVAC	1,442.38	1,442.38
Bill	02/07/2023	Callabresi Heating & Cooling, Inc.	B120 - Installed parts for Lennox unit: Blower Motor, Blower Wheel	1,120.85	2,563.23
Bill	02/08/2023	Callabresi Heating & Cooling, Inc.	B702 ARFF Station - HVAC Roof top unit installation including unit, pa...	11,939.00	14,502.23
Total Bldg. Imps. Other				14,502.23	14,502.23
Hangar 626 Rehabilitation					
Bill	02/03/2023	Hutton Corporation	SAA Hangar 626 Remodel Design Contract	49,200.00	49,200.00
Total Hangar 626 Rehabilitation				49,200.00	49,200.00
Hangar 959 Rehabilitation					
Bill	02/02/2023	1 Vision Aviation, PLLC (V)	Reimbursement - H959 Infrared Heaters (PF644-02-23) 16-Paint Bay ...	14,808.71	14,808.71
Bill	02/28/2023	Accurate Electric Inc	H959 - Install 14 infrared heaters; move wiring.	20,912.25	35,720.96
Total Hangar 959 Rehabilitation				35,720.96	35,720.96
Total Building improvements				102,073.05	102,073.05
Total Buildings & Improvements				102,073.05	102,073.05
Total Fixed assets at cost				102,073.05	102,073.05
TOTAL				102,073.05	102,073.05

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03/12/23

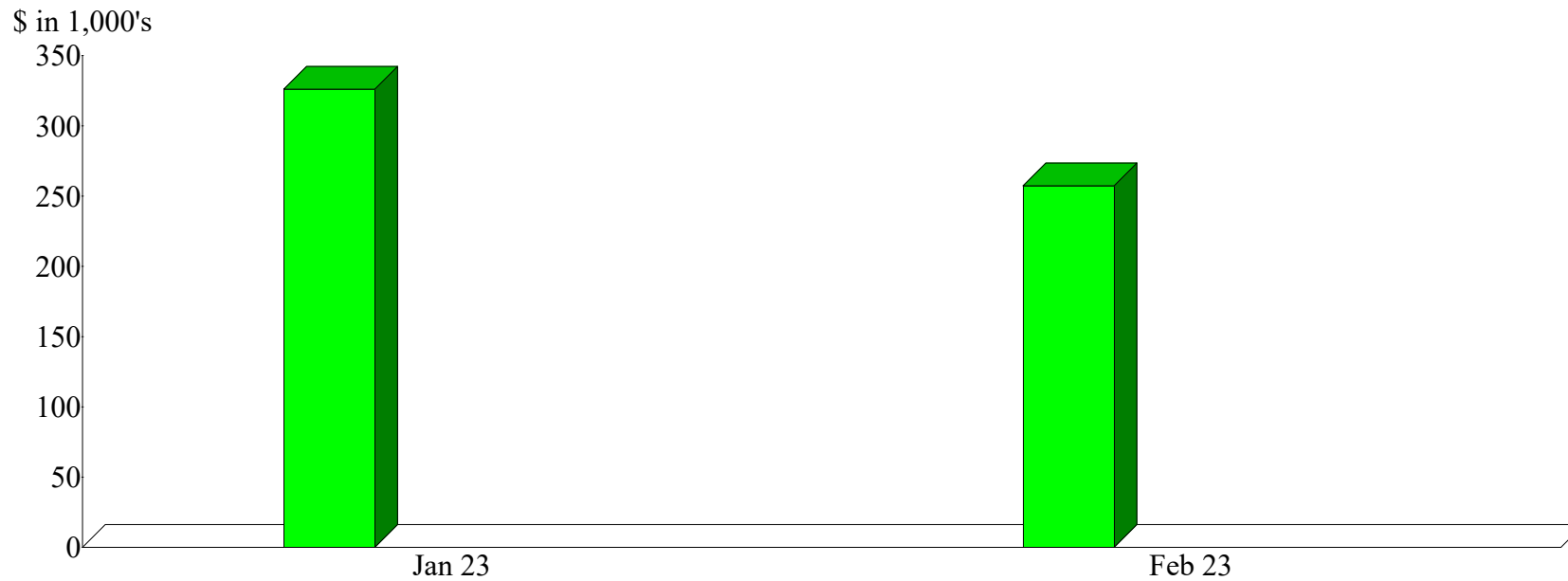
Accrual Basis

Salina Airport Authority
Distributions from the GO Temp Note Project Funds
As of February 28, 2023

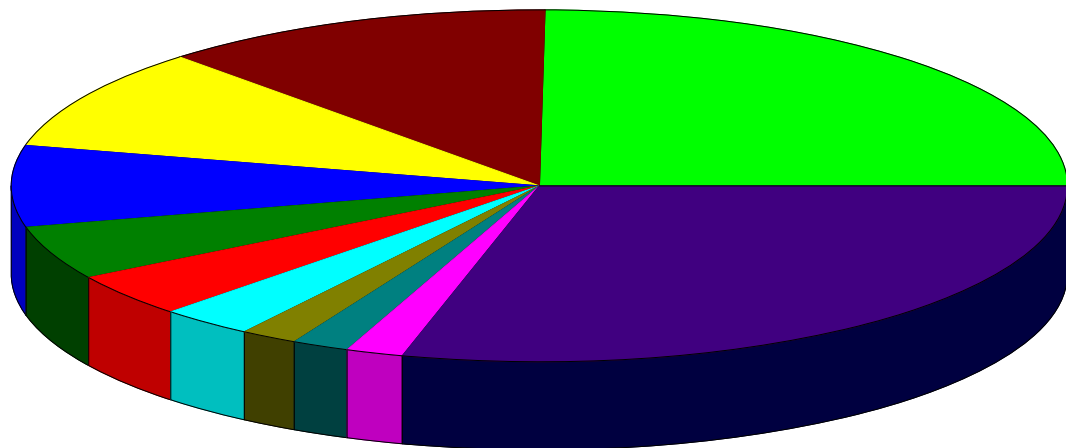
Type	Date	Name	Memo	Debit	Credit	Balance
Cash in Bank-Bond Funds						995,866.69
BSB 2021-1 GO Temp Note (8146)						214,514.52
Bill Pmt -Check	02/02/2023	Accurate Electric Inc	Terminal building - run power for CTX machine, upgrade lobby cabinet panel, add pow...		7,200.00	207,314.52
Deposit	02/28/2023		Interest	32.01		207,346.53
Total BSB 2021-1 GO Temp Note (8146)				32.01	7,200.00	207,346.53
BSB 2022-1 GO Temp Note (9668)						781,352.17
Bill Pmt -Check	02/27/2023	Hutton Corporation	Hangar 626 Remodel Progress Payment		24,600.00	756,752.17
Bill Pmt -Check	02/27/2023	Hutton Corporation	Hangar 626 Remodel Progress Payment		49,200.00	707,552.17
Deposit	02/28/2023		Interest	689.30		708,241.47
Total BSB 2022-1 GO Temp Note (9668)				689.30	73,800.00	708,241.47
Total Cash in Bank-Bond Funds				721.31	81,000.00	915,588.00
TOTAL				721.31	81,000.00	915,588.00

Sales by Month
January through February 2023

Dollar Sales



Sales Summary
January through February 2023

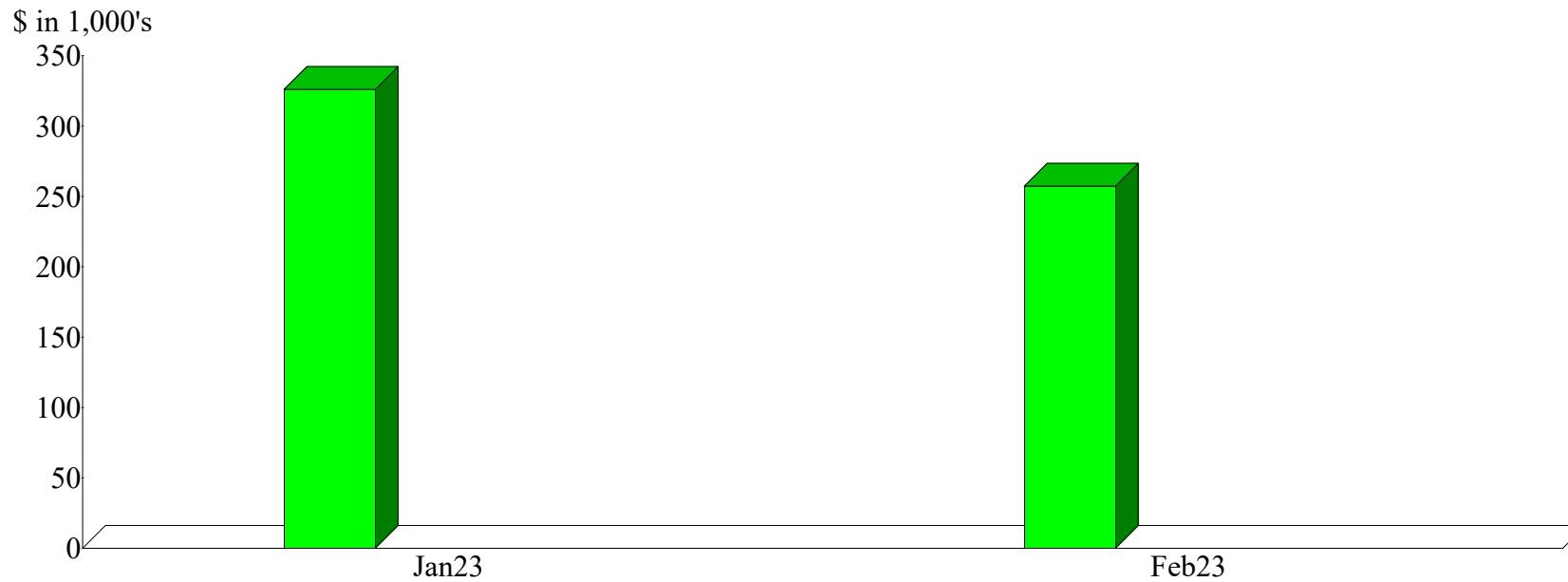


1 Vision Aviation, PLLC	24.83%
Kansas Erosion Products, LLC.	12.20
Avflight Salina	9.48
Stryten Salina, LLC	7.56
Universal Forest Products (UFP)	4.99
SFC Global Supply Chain	4.07
K-State Salina	3.01
Durham School Service, L.P.	1.90
Hentzen Coatings, Inc.	1.82
Gartner Refrigeration, Inc.	1.80
Other	28.35
Total	\$583,415.46

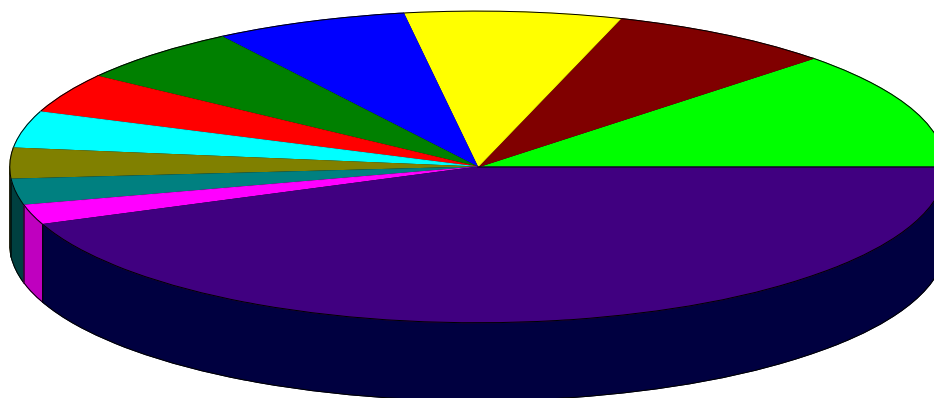
By Customer

Sales by Month
January through February 2023

Dollar Sales



Sales Summary
January through February 2023



Insurance(CP) (Insurance Reimbursement)	12.30%
H-0606-3 (Hangar 606, 2630 Arnold Court	7.94
H-00959-1 (Hangar Facility H959 - 2044 S	7.54
B-01021 (Building #1021 located at 3600	6.76
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.02
Utility Reimbursement (Utility Reimburse	4.21
FFF-Avflight Salina (Fuel Flowage Fee @	3.87
B-00620-1 (Building #620 (30,000 SF) an	3.27
B-00626-1 (Manufacturing facility #626 (2.77
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.21
Other	43.09
Total	\$583,415.46

By Item

TERMINATION AGREEMENT

THIS INDENTURE made this ____ day of March, 2023 by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas, herein (the "Authority"), and **HENTZEN COATINGS, INC.**, a Wisconsin corporation, authorized to do business in Kansas, with principal offices located at 6937 W. Mill Rd., Milwaukee, WI 53218, herein (the "Lessee"), WITNESSETH:

WHEREAS, on the 21st day of September, 2022, the Authority and Hentzen Coatings, Inc., entered into a Lease Agreement covering the following Premises:

Unit A of Bldg. 595, 2761 Berschel, Salina Airport Industrial Center, Salina, KS 67401 and containing 9,175 sq. ft. of warehouse.

WHEREAS, the parties hereto mutually desire to cancel the above-mentioned Lease Agreement and to release each other from any further obligations under said Lease.

NOW THEREFORE, in consideration of the mutual covenants herein contained, it is mutually agreed by and between the parties hereto that the Lease Agreement covering the Premises above described be and the same is hereby mutually cancelled as of March 31, 2023, and both parties mutually release each other from any further duties or obligations thereunder.

IN WITNESS WHEREOF, the parties have hereunto caused this instrument to be properly executed by its duly authorized offices all on the day and year herein indicated.

Dated: _____

SALINA AIRPORT AUTHORITY

By _____
Tod Roberg, Chair

Dated: _____

By _____
Kasey Windhorst, Board Clerk

HENTZEN COATINGS, INC

Date 03-07-2023

By: 
Steven A. Hentzen, President

ATTEST

Date 3/7/2023

By: 
David Toepel, Chief Financial Officer

SECOND ADDENDUM TO LEASE AGREEMENT

This Second Addendum to Lease Agreement is made and entered into this ____ day of March 2023, by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas (the “Authority”), and **1 VISION AVIATION, PLLC**, a Professional Limited Liability Company, authorized to do business in Kansas, with principal offices located at 2500 Keokuk Ave., Sioux City, IA 51111, (“Lessee”)

RECITALS

- A. The Authority and Lessee entered into a Lease Agreement, dated September 6, 2022 (the “Lease”), and amended on December 6, 2022 (the “First Addendum”) for Unit B of Building 595 located at 2761 Berschel at the Salina Airport Industrial Center located within the City of Salina, Saline County, Kansas (the “Premises”).
- B. The adjoining warehouse, commonly known as “Unit A” of Bldg. 595 will become available on April 1, 2023.
- C. Lessee is in need of additional warehouse space to accommodate aircraft parts, components and interiors, and therefore desires to Lease Unit A in addition to Unit B of Bldg. 595.
- D. Now therefore, the parties desire to amend the Lease as follows.

THE PARTIES therefore covenant and agree:

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

1. Property Description.

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

Tract 1: Unit A of Bldg. 595, 2761 Berschel, Salina Airport Industrial Center, Salina, KS 67401 and containing 9,175 sq. ft. +/-, and;

Tract 2: Unit B of Bldg. 595, 2761 Berschel, Salina Airport Industrial Center, Salina, KS 67401 and containing 10,790 sq. ft. +/-

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

2. Section 4 of the Lease is amended as follows:

4. Rent.

4.1. Basic Rent. Lessee agrees to pay the Authority a Basic Rent for the leasing of the Premises as follows:

Tract 1: The sum of Four Thousand One Hundred dollars and no/100 (\$4,100) per month; and,

Tract 2: The sum of Three Thousand Six Hundred Ninety dollars and no/100 (\$3,690) per month,

the first of which shall be due on April 1, 2023. The rental shall be payable monthly in advance and shall be due on the first day of each subsequent month, for that month.

4.1.1. On the October 1, 2024, every two (2) years thereafter during the term of this Lease or any renewal or extension thereof, the Basic Rent shall be adjusted by increasing the Basic Rent for the prior 24-month period by the same percentage as the percentage of increase in the U.S. Government Consumer Price Index (C.P.I.) over the same prior 24-month period. If the C.P.I. over the same 24-month period has not shown a net increase, the Basic Rent for the period shall remain the same as the Basic Rent for the prior 24-month period. The C.P.I. shall be the statistical report prepared and published by the Bureau of Labor Statistics for the United States for all items for urban consumers, or such other index or report substituted therefore by the U.S. Government. The reference basis for the C.P.I. shall be 1967 equals 100 or the most current index base as established by the Bureau of Statistics. The difference between such index nearest to the first day of the prior 24-month period and the last available index to the last day of the prior 24-month period divided by such index nearest to the first day of the prior 24-month period will determine either the percentage of increase, or that the Basic Rent will remain the same as the prior 24-month period, as provided above.

4.2. Additional Rental. In addition to the Basic Rent, Lessee covenants and agrees that it will be responsible for Additional Rent, which shall include the following components:

4.2.1. Taxes. Lessee agrees to pay all real estate taxes, which may be levied against the Premises prorated to the Effective Date. Upon the Authority's receipt of a statement for taxes or assessments, the Authority will invoice the Lessee. When applicable, the Lessee may determine whether to exercise the option to pay only the first half or the entire obligation. Lessee agrees to make payment to the Authority of the full amount due under the chosen option, no later than December 15 for taxes or assessments due December 20 and no later than May 5 for taxes or assessments due May 10.

- 4.2.2. Late Charge. If the rental amount due hereunder is not received by the Authority within five (5) days of due date, a late charge of six percent (**6%**) of the total amount due and currently owing, or Seventy-Five Dollars (**\$75.00**), whichever is greater, will be assessed against the Lessee. Failure to pay the rent and the late charge within twenty (20) days shall be grounds for termination of this Lease, solely at the discretion of the Authority, and not as a termination right for Lessee, in addition to recovery of the unpaid rent and the late charge.
- 4.2.3. Security Deposit. Upon Lessee's execution and delivery of this Lease, Lessee agrees to pay a Security Deposit in the amount equal to the Basic Rent (\$7,790). The Authority acknowledges receipt of Lessee's Security Deposit of \$3,690 for Tract 1 on October 6, 2022, which will be applied to the \$7,790 total security deposit required under this Second Lease Addendum. The Security Deposit shall be held by the Authority without liability for interest, as security for the performance by Lessee of Lessee's covenants and obligations under this Lease; it being expressly understood that the Security Deposit shall not be considered an advance payment of rent or a measure of the Authority's damages in case of default by Lessee. The Authority may commingle the Security Deposit with the Authority's other funds. The Authority may, from time to time, without prejudice to any other remedy, use the Security Deposit to the extent necessary to make good any arrearages of rent or to satisfy any other covenant or obligation of Lessee hereunder. Following any such application of the Security Deposit, Lessee shall pay to the Authority on demand the amount so applied in order to restore the Security Deposit to its original amount. If Lessee is not in default at the termination of this Lease, the balance of the Security Deposit remaining after any such application shall be returned by the Authority to Lessee.
- 4.2.4. Keys. All keys issued to Lessee by the Authority must be returned to the Authority by 12:00 P.M., Noon, on the date this Lease expires or is terminated. If all keys are not returned or if Lessee loses a key during the term of the Lease or any extension thereof, a fee will be charged for each key lost and for each building interior and exterior lock change. The charge per key and lock change will be according to the current rates and charges schedule as adopted annually in the Authority's fiscal year budget.
- 4.2.5. Property Insurance. As per Section 5.10 below, the Authority agrees to notify Lessee on or before December 15 of each year as to the property insurance premium for the coming calendar year and Lessee agrees to reimburse the Authority on or before March 1 of each year of the commercial property insurance covering the improvements located on the Premises. Partial year occupancy shall result in a pro-rated premium. The 2023 monthly pro-rated premium shall be due on or before the Effective Date of the Second Lease Addendum and upon presentation of invoice by the Authority which shall be delivered upon execution of the Effective Date Agreement.

4.3. Rental Renegotiations. Lessee acknowledges that as required by AAIA Section 511. (a)(9), the Authority must maintain a fee and rental structure for its facilities and services, which will make the Airport as self-sustaining as possible under the circumstances. In the event that an FAA and/or DOT audit should determine that the rentals provided for herein are inadequate, the parties agree to renegotiate the rentals.

3. Effective Date: This Second Addendum shall become effective as of April 1, 2023.

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

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

SALINA AIRPORT AUTHORITY

Date _____

By: _____

ATTEST

Date _____

By: _____
Kasey Windhorst, Board Clerk

1 VISION AVIATION, PLLC

Date _____

By: _____
Jimmy Sponder, President and CEO

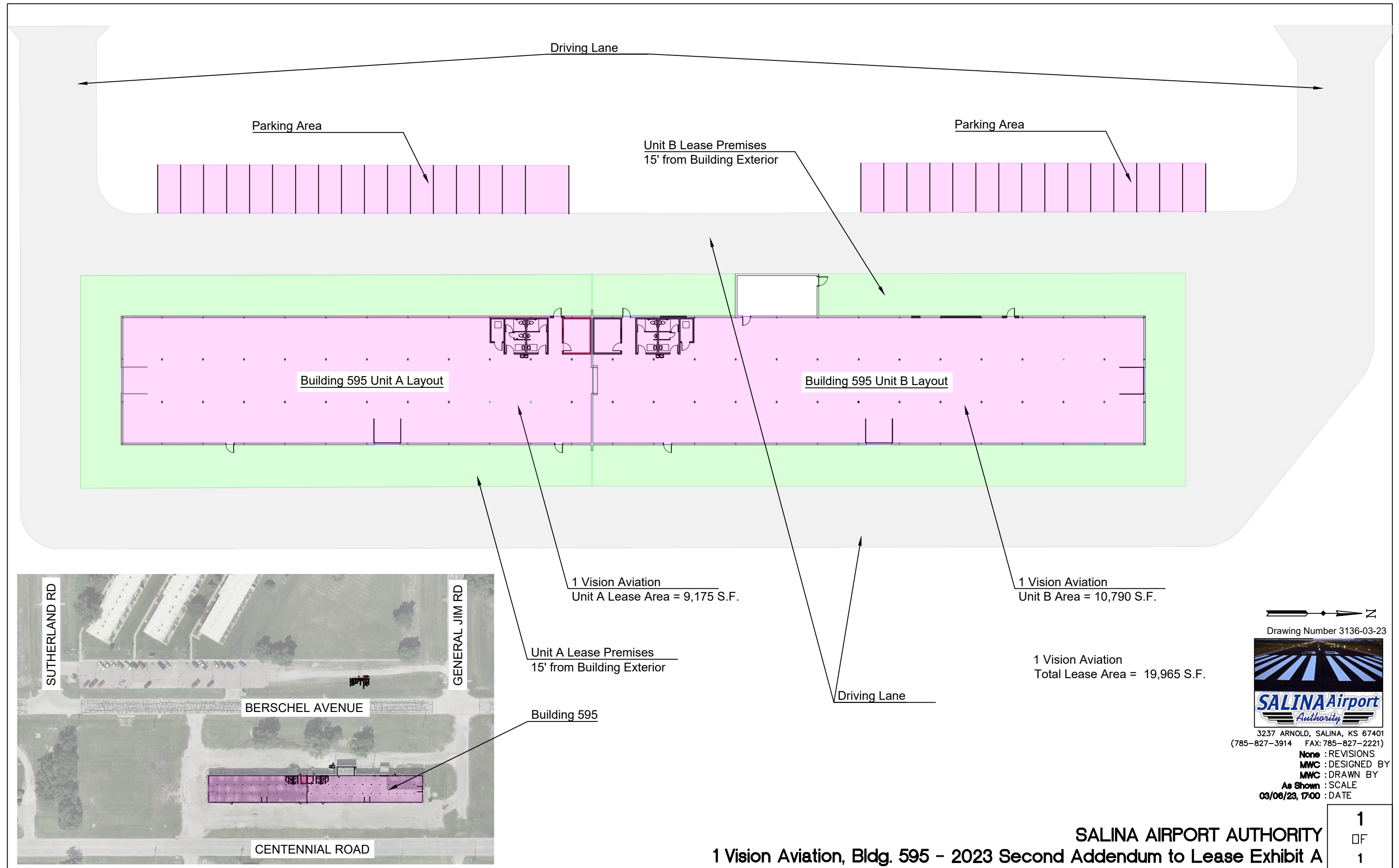
ATTEST

Date _____

By: _____

Name

Title



SALINA AIRPORT AUTHORITY
RESOLUTION 23-05

**A RESOLUTION DESIGNATING THE DEPOSITORIES FOR FUNDS
OF THE SALINA AIRPORT AUTHORITY AND DESIGNATING THE INDIVIDUALS
AUTHORIZED TO SIGN CHECKS ON SAID ACCOUNTS AND
DIRECTING HOW SAID CHECKS ARE TO BE SIGNED:**

BE IT RESOLVED, that Sunflower Bank, N.A., UMB National Bank of America, First Bank Kansas, Bank of America, N.A., and Bennington State Bank, all of Salina, Kansas and State of Kansas Municipal Investment Pool be and are hereby designated depositories of the Salina Airport Authority and that funds so deposited may be withdrawn upon a check, draft, note or other order of the Authority.

BE IT FURTHER RESOLVED, that all checks, drafts, notes or orders drawn against said accounts be signed by either the Chair, Vice-Chair, Secretary, Treasurer, or Past Chair, and either the Executive Director, Director of Administration and Finance, or Director of Facilities and Construction.

Tod Roberg
Stephanie Klingzell Carlin
John O'Brien
Donald Boos
Kristin Gunn
Timothy F. Rogers, A.A.E.
Michelle R. Swanson, C.M.
Maynard Cunningham

Chair
Vice-Chair
Secretary
Treasurer
Past Chair
Executive Director
Director of Administration and Finance
Director of Facilities and Construction

BE IT FURTHER RESOLVED, that all of the above banks are authorized and directed to honor and charge to the account of the Authority all checks drawn against the account of the Authority which bear the actual signature of at least one of the above named persons and may bear the facsimile signatures of two of the other named persons, after specimens of such facsimile signatures have been filed with the above designated banks, unless such banks have been notified of the limitation or qualification upon the use of such specimen facsimile signatures by anyone of the aforesaid officers of the Authority.

BE IT FURTHER RESOLVED, that said banks are hereby authorized and directed to honor and pay all checks, drafts, notes or orders so drawn, whether such checks, drafts, notes or orders be payable to the order of any such person signing and/or countersigning said checks, drafts, notes or orders, or any of such persons in their individual capacities or not, and whether such checks, drafts, notes or orders are deposited to the individual credit of any of the other officers or not. This resolution shall continue in force and said banks may consider the facts concerning the holders of said office, respectively, and their signatures to be and continue as set forth in the certificate of the Secretary or Treasurer, accompanying a copy of this resolution when delivered to said banks or in any similar subsequent certificate, until written notice to the contrary is duly served on said banks.

Adopted by the Board of Directors of the Salina Airport Authority on this 15th day of March, 2023.

By: _____
Tod Roberg, Chair

Attest: _____
Kasey Windhorst, Board Clerk





Lindsey R. Dreiling

Owner & CEO

PROFILE

Highly motivated aviation professional with 20 years of experience as a futuristic leader in crewed and uncrewed operations. Driven to embrace excellence, solve complex problems, and pioneer the future of transportation. Distinguished accomplishments include leading strategy and securing over \$15M in federal and private funding for an advanced simulation center, engineering the first Kansas statewide Uncrewed Aircraft Systems (UAS) Air Traffic Program, and national service as an appointed member of the Federal Aviation Administration (FAA) Women in Aviation Advisory Board.

RELEVANT EXPERIENCE

October 2022-Present

Dreiling Aviation Services | Salina, Kansas

OWNER & CEO

- Leads end to end business operations and provides consulting services such as business plans and strategy development for aviation businesses. Recent project secured \$5M investment for an aviation company.
- Provides vision and strategy to enable clients' success in their aviation programs & projects.

May 2022-February 2023

L3HARRIS | St. Pete, Florida

ADVANCED AIR MOBILITY LEAD SALES MANAGER

- Develops company-wide strategy for new market segments and leads internal/external engagement to inspire acceptance of ideas and commitment to actions; resulting in 400% pipeline growth.
- Creates novel solutions with measurable value for stakeholders and makes data-driven decisions by evaluating alternatives and risks which led to streamlining processes and expanding vision.

January 2021 - May 2022

Kansas State University | Salina, Kansas

ASSISTANT CHIEF OF GOVERNMENT RELATIONS

- Led stakeholder engagement and built alliances through cross functional meetings involving industry partners, government agencies, and elected officials, generating \$2M increase in research funding.
- Monitored relevant legislation, produced evidenced-based responses for policy makers and legislative staff, and routinely presented publicly, expanding internal and external networks for aviation advocacy efforts by over 300%.
- Prioritized strategic goals, developed legislative engagement plan, built consensus for development initiatives, and executed action plans for lobbying, policy development, and regulatory approvals.

CONTACT



ADDRESS

1815 Glen Ave
Salina, KS 67401



PHONE

785-643-4120



WEB

lindseydreiling@gmail.com
www.linkedin.com/in/lindseydreiling

EDUCATION

2024, ABD

DOCTOR OF PHILOSOPHY

Leadership Communication
Kansas State University

2015

MASTER OF SCIENCE

Counseling & Student Development
Kansas State University

2007

BACHELOR OF SCIENCE

Aviation Technology Management
Aeronautical Technology
Kansas State University

CERTIFICATIONS

CERTIFIED FLIGHT INSTRUCTOR

CFI, CFII, MEI

COMMERCIAL PILOT

Fixed-wing

REMOTE PILOT

s-UAS

SECOND CLASS MEDICAL

Issued 11/2/22

AWARDS



Top 20 Under 40 Award

Topeka Jayhawk Council 2019



UAS Operations & Safety Xcellence Award

AUVSI 2019



Aviation Education Program Award

NASAO 2017



Most Influential Award

Kansas State University 2015

VOLUNTEERING

FAA Safety Team (FAAST)

Representative & Drone Pro
2017-2022

FAA Women in Aviation Advisory Board

Board Member 2020-2022

NIST First Responder UAS Triple Challenge

Judge 2021-2022

Kansas Association of Airports

Board Member 2020-2022

Women in Aviation International

Lifetime Member 2003-2022

Kansas Commission on Aerospace Education

President 2016-2021

National Aviation Hall of Fame

Board of Nominations 2021

SKILLS

- ✦ Public Speaking & Presentation
- ✦ Civil Aviation Regulatory Affairs
- ✦ Strategic Leadership & Influence
- ✦ Proposal Development
- ✦ Contract Negotiation & Management

RELEVANT EXPERIENCE CONTINUED

October 2019 - May 2022

Kansas State University | Salina, Kansas

EXECUTIVE DIRECTOR OF AVIATION STRATEGY

- Directed global aerospace vision and strategy for Kansas State University through building multi-level, cross-agency alliances with industry, government agencies, and elected officials and leading contract negotiations and closures, resulting in stakeholder investment increase of \$15M.
- Conducted market intelligence and industry scans for comparative benchmarking and development of market-driven programs, achieving deployment of multiple new aviation programs and establishment of a never before defined training pathway to federal government pilot training program with NOAA.

July 2018-October 2019

Kansas Department of Transportation | Topeka, Kansas

DEPUTY DIRECTOR OF AVIATION & UAS

- Developed and led nationally recognized UAS program selected for the FAA UAS Integration Pilot Program, secured multiple authorizations from FAA for BVLOS and on-airport operations, and created the first State of Kansas UAS General Operating Manual and UAS Emergency Response Plan.
- Established a national award-winning UAS Safety Risk Management Program, served as the UAS safety manager for advanced BVLOS UAS operations and collaborated routinely with the Central Region FAA Administrators as well as the UAS Integration Office (AUS), through service as the Vice-Chair for the Kansas UAS Joint Task Force and FAA UAS IPP Lead Participant.
- Oversaw aviation Community Outreach and Education Program for 105 counties including PSA videos, media coverage, social media interactions, local events, focus groups, and surveys. Received high praise from Kansas stakeholders and the FAA for public messaging, media development, and positive influence on Kansas communities as a lead participant in the Federal Aviation Administration (FAA) UAS Integration Pilot Program.
- Directed \$7.8M budget and served as a liaison between Kansas airports and the FAA for infrastructure planning such as development of new approaches at Kansas airports and for airport master planning.

September 2017-July 2018

Kansas Department of Transportation | Topeka, Kansas

CHIEF OF UNCREWED AIRCRAFT SYSTEMS (UAS)

- Led deployment of the first UAS Air Traffic Program for the state of Kansas to support the advancement of an uncrewed aircraft system traffic management infrastructure and UAS airspace management.
- Negotiated and managed multi-year multimillion-dollar contracts and airport grant projects to provide aeronautical data and the delivery of safety-critical information for 138 public-use airports.

NOTABLE INVITED PRESENTATIONS

Generation UAS

FAA UAS Symposium 2021

Future of Aviation & UAS

FAA UAS Intergration Office (AUS) Annual Briefing 2021

Women in Aviation Workforce

NBAA Conference 2020

Don't Drone Out

Women in Aviation International Conference 2020

Future Sky

Ninety-Nines International Conference 2019

Tap into the Drone Market

Women in Aviation International Conference 2019

Technology Forming Transportation

Transportation Research Board Conference 2019

FAA Intergration Pilot Program

UAS Tech Forum 2018

Impact of Women in Aviation

Women in Aviation International Conference 2018

State of Aviation

Airports Four-State Conference 2017

RELEVANT EXPERIENCE CONTINUED

June 2016-September 2017

Kansas Department of Transportation | Topeka, Kansas

MANAGER OF AVIATION MARKETING & OUTREACH

- Developed and oversaw execution of the Aviation Division's strategic communications and brand management.
- Created and deployed the award-winning Science, Technology and Aviation Resource (STAR) program to provide access to aviation professionals and inspire students to explore opportunities in aviation career fields. STAR program reached over 4500 students in 30 Kansas communities in the first two years.
- Enhanced reputations and promoted economic growth through statewide marketing programs, material development, and public relations and increased engagement by 63% over the prior year.

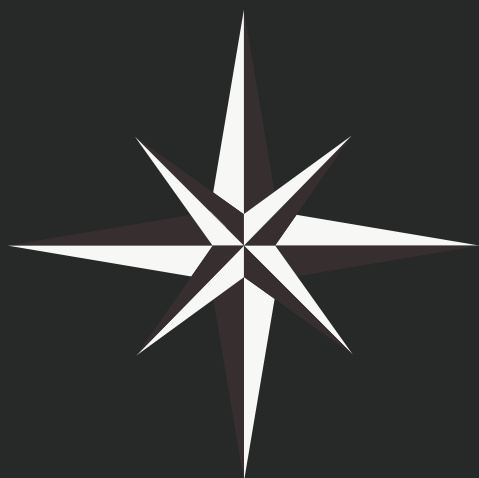
January 2007-June 2016

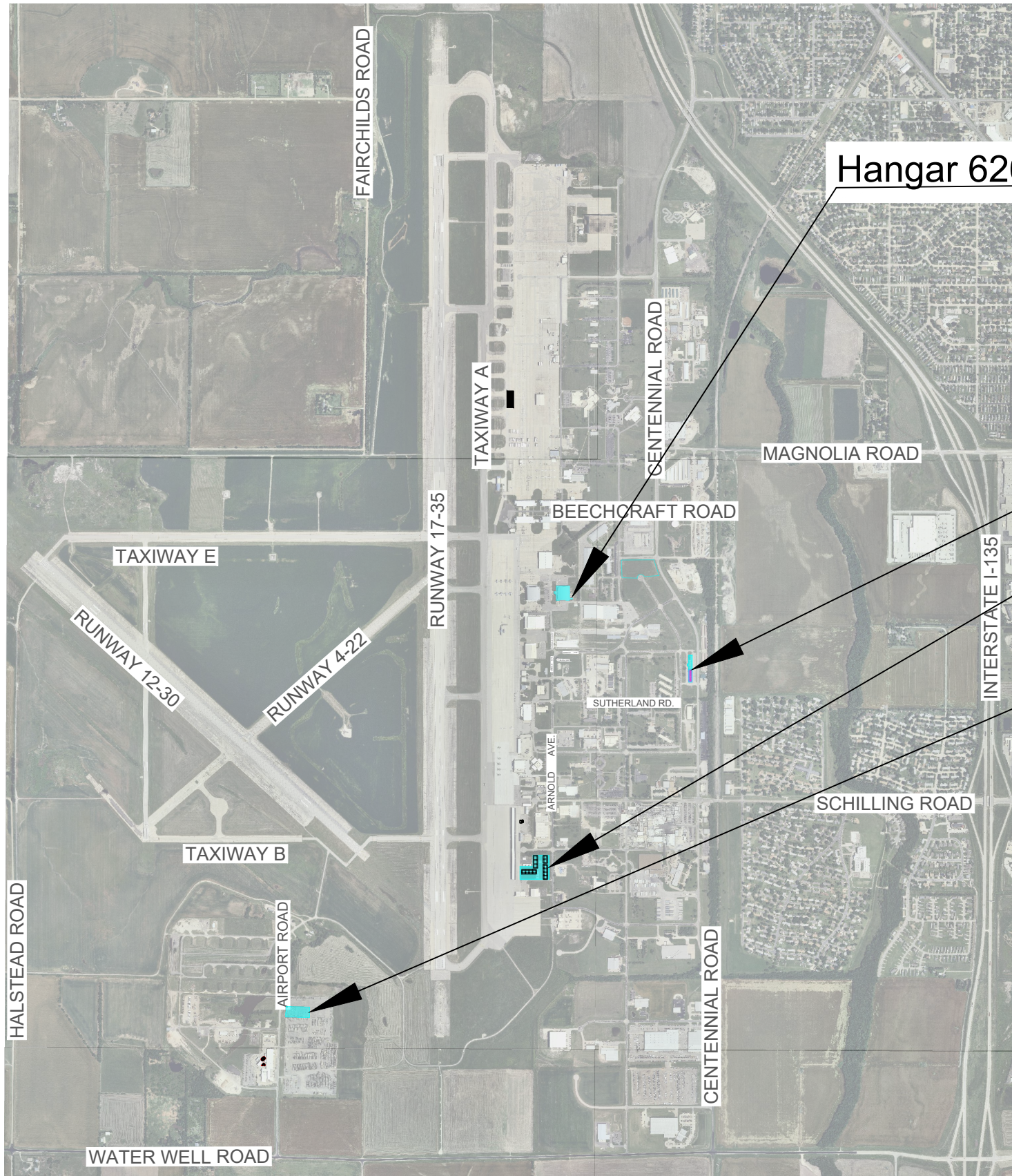
Kansas State University | Salina, Kansas

CERTIFIED FLIGHT INSTRUCTOR

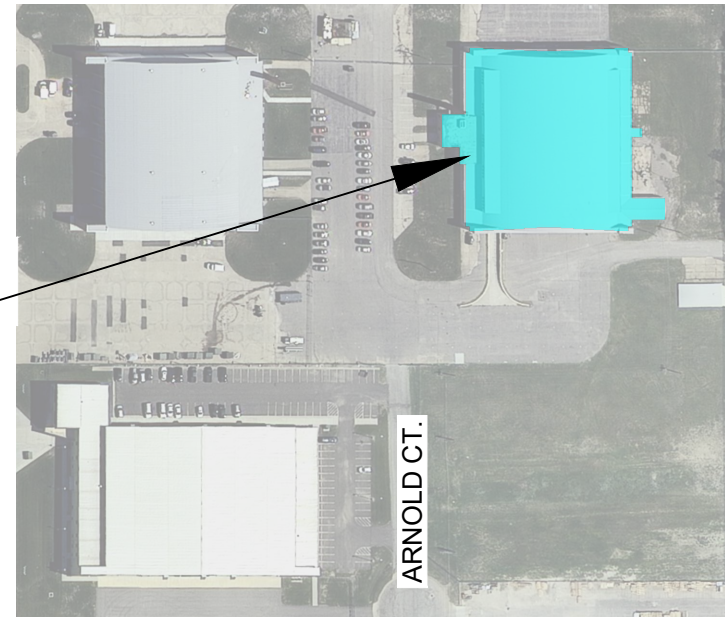
AVIATION ADVISING COORDINATOR

- Over 350 hours of flight instruction given in a Part 141 training environment and taught ground school classes with lessons in airspace, principles of flight, airplane systems, airport environment, airplane limitations, and safety procedures.
- Coordinated academic advising for over 700 students in 16-degree programs and advised 200 aviation students majoring in fields such as Airport Management, Aviation Maintenance, Professional Pilot, and Uncrewed Aircraft Systems.

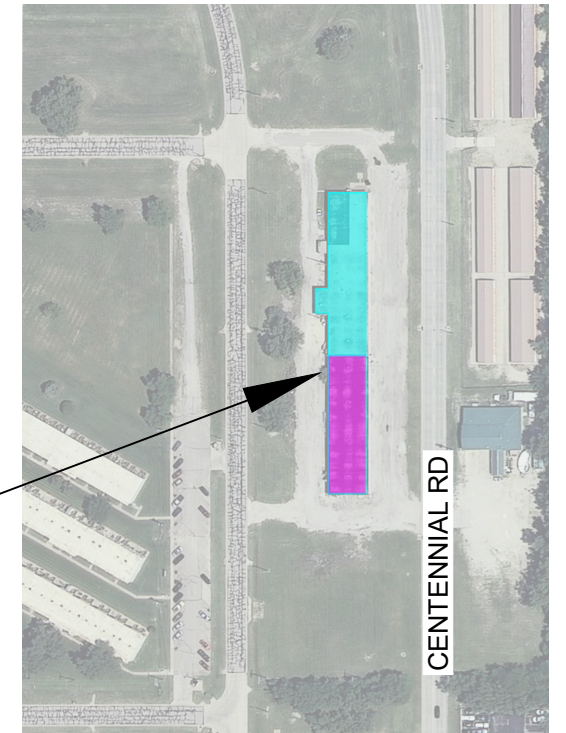




Hangar 626

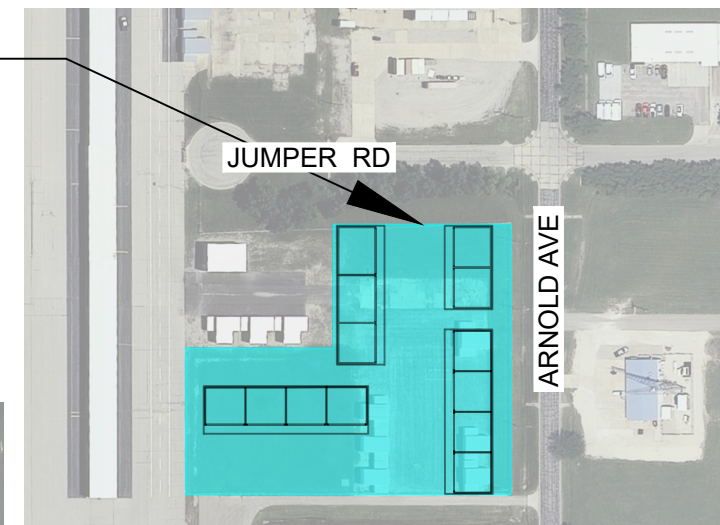


Building 595
(Hentzen Coatings)



General Aviation
Hangars

Airport Rd
Storage Yard
(Penske)



Drawing Number 3039-03-23



3237 ARNOLD, SALINA, KS 67401
(785-827-3914 FAX: 785-827-2221)
None : REVISIONS
MWC : DESIGNED BY
MWC : DRAWN BY
1" = 2000' : SCALE
03/10/23, 11:15 : DATE

SALINA AIRPORT AUTHORITY
March 2023 Board Meeting Location Map

1
OF
1

