

DATE: June 18th, 2025

TO: SAA Board of Directors

FROM: Pieter Miller and Shelli Swanson

SUBJECT: **June 24, 2025 SAA Monthly 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 features agenda items that support Airport Authority **STARS** objectives:

Safety — *Agenda Item #6 – Consideration of SAA Resolution No. 25-05 to adopt 2025 FEMA Kansas Region F Hazard Mitigation Plan*

Adopting the regional hazard mitigation plan ensures continued eligibility for FEMA funding and reinforces the Authority's commitment to proactive emergency preparedness and operational safety.

Trust — *Agenda Item #7 – Consideration of SAA Resolution No. 25-06 declaring the Salina Airport Authority's intent to levy a one mill tax*

Publishing a notice of intent and allowing public comment reflects transparency in financial planning and strengthens public trust in how the Authority funds airport improvements.

Adaptability — *Agenda Item #10 – Future Direction of AIM Center of Excellence*

Evaluating next steps for the AIM Center demonstrates adaptability to changing workforce demands and evolving educational partnerships tied to the aerospace sector.

Rooted in Community — *Agenda Item #8 & #9 – Sale of Hangar 724 and Building 820 to the Kansas Board of Regents*

Transferring property to Kansas State University supports long-range campus planning and academic expansion, reinforcing the Authority's role as a partner in regional education, innovation, and workforce development.

Success — *Agenda Item #10 – Terminal Building Parking Lot Construction*

Executing grant-funded upgrades to terminal parking facilities illustrates the Authority's focus on infrastructure success, customer service, and long-term operational growth.

Please note the following agenda item comments.

Agenda Item #5 – Airport Activity, Scheduled Air Service and Financial Statement Reports for the Month Ending May 31st, 2025 (Miller and Swanson)

Airport Activity – Air Traffic (Miller)

The Salina air traffic control tower (ATCT) recorded 5,556 operations during May 2025, a decrease from the 6,133 operations logged in May 2024. Year-to-date (January–May) activity reached 27,796 operations, slightly trailing the 28,267 total from the same period in 2024 and remaining below 2023’s 35,680 operations. While itinerant military and general aviation flights continue to show strength, reductions in air taxi and local civil operations contributed to the slight overall decline. Nevertheless, air traffic at SLN remains stable and resilient across multiple sectors.

Airport Activity – Fuel Flowage (Miller)

Fuel flowage in May 2025 totaled 210,750 gallons, a 28% increase over the 164,601 gallons recorded in May 2024. Year-to-date sales reached 1,228,318 gallons, marking a 69% increase over the 728,843 gallons pumped during the same period last year. Military and government activity accounted for the largest share of usage, while general aviation demand remained strong. This continued growth reflects robust operations across SLN’s user base, including military, commercial, and general aviation segments.

Airport Activity – Passenger Enplanements (Miller)

SLN passenger traffic surged in May 2025, with 3,354 enplanements—a 71% increase over May 2024 and more than triple the enplanement figure from May 2023. Year-to-date enplanements now total 15,037, surpassing full-year totals from both 2023 and 2022, and representing nearly 60% of 2024’s annual figure. Load factors continue to trend upward, and initial demand for the SLN–Houston (IAH) route remains strong, with May seat sales outpacing projections. This growth, coupled with steady performance on the Denver and Chicago routes, underscores the strength of SLN’s passenger base and the effectiveness of air service development efforts.

Air service at Salina Regional Airport continues to advance on all fronts, with 100% of fares to top destinations proving competitive or lower than those offered at other Kansas Commercial airports—even when accounting for ultra-low-cost carriers. Passenger demand surged in May, with outbound enplanements up 75% year-over-year and a strong 71% average load factor across all markets. The launch of nonstop service to Houston (IAH) contributed significantly to these gains, recording 881 outbound passengers in its first month and selling 67% of May seats by mid-month. Operationally, SkyWest maintained a near-perfect completion factor and 70% on-time arrival rate, placing SLN in the top quartile of Essential Air Service (EAS) markets nationwide. Collectively, these metrics reflect Salina’s growing competitiveness and the success of its air service strategy heading into the summer peak.

Financial Reports – Comments and Notes (Swanson)

Financial Highlights – May 2025 (Accompanying Financials Attached)

Cash in Bank:

- **Unrestricted Cash:**

Now at \$1,802,001 after subtracting returnable security deposits from the operating funds. This marks a \$733,017 increase since February, driven primarily by reimbursements following the 2025 GO Temporary Notes closing.

- **Current Restricted Funds:**

- Bond Funds: Decreased to \$5.36M, down from \$6.22M in April, with active disbursements

- for Project 80, Hangar 125, and Hangar 959 MRO.
 - AIM Center Cash: Remains steady at \$1.44M.
 - Mill Levy Funds: Increased to \$2.51M, reflecting spring property tax cycle inflows.
- **Total Cash in Bank:**
Now at \$11.27M, up from \$10.84M in April and relatively flat year-over-year. Liquidity remains strong as large-scale capital projects progress.

Revenue Performance (YTD):

- **Total Income:** \$1.77M, 17% above budget, and up 32% YoY.
- **Airfield Revenue:**
\$875K YTD, up 61% YoY.
Key drivers:
 - Landing Fees: +114%
 - Hangar Rent: +63%
 - Fuel Flowage Fees: +67%
- **Building & Land Rent:**
\$793K, up 6% YoY.
 - Tank rent remains elevated (+405%) due to fuel farm expansion.
 - Long-term leases continue to offset short-term vacancy.
- **Other Revenue:**
\$104K, up 87% YoY, supported by commissions and FOL activity.

Expense Management:

- **Operating Expenses:**
\$1.45M YTD, up 4% YoY and running under budget at 94%.
 - Maintenance: \$585K, up 10%, with large increases in snow removal and utilities.
 - Administrative: \$862K, flat YoY. Key increases include:
 - Medical insurance: +26%
 - Property insurance: +12%
 - Airport marketing: +38% (Houston route launch)

Net Operating Income (NOI):

- **YTD Net Ordinary Income:**
\$325,077, up from a -\$49,301 loss this time last year—a 759% improvement.

Other Income and Expenses:

- **Capital Contributions:**
\$1.8M YTD, from the ALOFT Grant and Air Service Grants.
- **Asset Sale Gain:**
\$448K, tied to a 20-acre land sale.
- **Interest Income:**
\$212K YTD, including lease and deposit earnings.
- **Debt Service:**
 - Interest Expense: \$1.16M YTD, up 94% YoY due to new bond issuance.
 - Depreciation: \$1.67M, up 25% YoY.
- **AIM Center Expenses:**
\$79.7K YTD, down 65% YoY, with continued reductions in consulting, marketing, and supplies.

Capital Projects – May 2025 Highlights:

- **Project 80: \$592K** (Progress Payment #6)

- **Hangar Improvements:**
 - Hangar 626: \$1.7K (fiber installation)
- **Technology Equipment: \$2.2K**

Summary:

The May 2025 financials show strong revenue growth across all categories, disciplined expense control, and significant capital investment progress. The Authority maintains healthy liquidity while advancing strategic infrastructure projects including Project 80, MRO expansion, and terminal-area improvements.

Audit Update:

Auditors from Adams Brown were on-site June 5th conducting fieldwork for the 2024 financial audit. This year's audit includes a single audit, as the Authority exceeded the federal expenditure threshold for major program testing. Fieldwork was completed in a single day without issue, and a report is expected later this summer.

Financial Reports – Accounts Receivable Past Due 31 days or more as of June 18, 2025

(Swanson)

Account	Amount	Days	Comments
Daws Trucking	\$300	31-60	Land rent
Federal Aviation Administration	\$4,475	31-60	Facility rent
Hale, Max Alan	\$130	31-60	Hangar rent
Kansas Military Board	\$1,157	31-60	Facility rent

Agenda Item # 6 -- Consideration of SAA Resolution No. 25-05 to adopt 2025 FEMA Kansas Region F Hazard Mitigation Plan (Cunningham)

The Risk Analysis Branch of Federal Emergency Management Agency (FEMA) Region 7 Mitigation Division has determined the Kansas Region F Hazard Mitigation Plan, of which Salina Airport Authority is a participant, meets all applicable FEMA mitigation planning requirements, except adoption. The next step in the approval process is to formally adopt the mitigation plan and send a resolution to the Kansas Division of Emergency Management for submission to FEMA. An approved plan is required to maintain eligibility for funding under FEMA's Hazard Mitigation Assistance (HMA) programs. The Saline County Emergency Management Director has requested a resolution from Salina Airport Authority formally adopting the plan.

Recommendation: Approval of SAA Resolution No. 25-05 and authorize Chair Boos to sign the resolution.

Agenda Item #7 -- Consideration of SAA Resolution No. 25-06 declaring the Salina Airport Authority's intent to levy a one mill tax to provide funds to match federal or state grants relating to the development, improvement, operation, or maintenance of the Salina Regional Airport. (Swanson)

Enclosed is a copy of SAA Resolution No. 25-06 that declares the Airport Authority's intent to levy up to a 1-mill property tax as permitted by K.S.A. 27-322(b). The declaration of intent does not commit the Airport Authority to a 1-mill tax levy for federal and state matching funds currently. The declaration of intent allows for public comment before final action by the Airport Authority at our September 17, 2025,

board meeting. As provided in K.S.A. 27-322(b), the Airport Authority will publish a notice of intent that gives opportunity for public comment or petition.

Funds raised by a 1-mill tax levy would be used to provide a required local match for airfield improvement projects such as the M.J. Kennedy Terminal Building parking lot expansion, Runway 12/30 and Taxiway A rehabilitation.

Recommendation: Approval of SAA Resolution No. 25-06 and authorize Chair Boos to sign the resolution.

Agenda Item #8 – Consideration and Approval of the Sale of Hangar 724 (Lot 13, Block 1, Schilling Subdivision No. 3) to the Kansas Board of Regents on behalf of Kansas State University’s Salina Aerospace and Technology Campus (Miller/Swanson)

Enclosed is the Contract for Sale of Real Estate between the Salina Airport Authority and the Kansas Board of Regents, acting on behalf of Kansas State University’s Salina Aerospace and Technology Campus, for the purchase of Hangar 724. The subject property, located at 1910 Beechcraft in Salina, Kansas, includes approximately 2.5 acres and a 28,156 sq. ft. metal hangar facility.

Hangar 724 lies *outside* the federally obligated airport boundary and is therefore not subject to FAA land release requirements. Since being vacated by Hawker Beechcraft over a decade ago, the facility has been leased by various tenants as a cold storage warehouse for short-term inventory. Since February 1, 2025, Kansas State University has leased the property under a short-term agreement for storage of equipment, furniture, and fixtures, as well as for indoor UAV operations.

An appraisal dated February 7, 2025, jointly conducted by three independent appraisers—a requirement of the Kansas Board of Regents—determined the value of the building and associated parcel to be \$395,000.

Hangar 724 is located along the southern boundary of the Salina Aerospace and Technology Campus and sits directly east of two nosedock hangars already owned by the University. The Airport Authority continues to own the remaining nosedock hangars along the south side of Beechcraft Road. The sale of Hangar 724 helps square up the campus footprint on the aeronautical side and supports long-range campus planning. The hangar and associated land are also designated as part of the future Kansas Advanced Innovation and Research in Engineering Sciences (K-AIRES) Center.

The sale contract includes standard provisions for retention of aerial navigation easements and land use covenants in alignment with FAA compliance requirements and Airport Authority policies. Closing is scheduled on or before July 31, 2025.

Recommendation: Approval of the sale of Hangar 724 to the Kansas Board of Regents and authorization for Chair Boos to execute the Contract for Sale and all related closing documents.

Agenda Item #9 – Consideration and Approval of the Sale of Building 820 to the Kansas Board of Regents on behalf of Kansas State University – Salina Aerospace and Technology Campus
(Miller/Swanson)

Enclosed is a copy of the draft Contract for Sale of Real Estate for the sale of Building 820 (2413 Hein Avenue), located on Lot 10, Block 1, Schilling Subdivision No. 3, to the Kansas Board of Regents on behalf of Kansas State University's Salina Aerospace and Technology Campus. The building includes a 2,256 sq. ft. metal classroom/office structure and is situated immediately north of the Stevens Flight Center.

The building is outside of the federally obligated airport boundary and has been leased by the university on and off for decades. In recent years, it has served as classroom and lab space for student activities aligned with aviation training.

An appraisal jointly conducted by three independent appraisers—a requirement of the Kansas Board of Regents—determined the value of the building and associated parcel to be \$235,000.

The sale advances the strategic vision of the campus and aligns with long-term planning for the Salina Regional Airport and its integration with academic and workforce development initiatives.

Recommendation: Approval of the sale of Building 820 to the Kansas Board of Regents on behalf of Kansas State University and authorization for Chair Boos to execute all documents related to the transaction.

Agenda Item #10 -- Consideration of Terminal Building Parking Lot Construction Grant Offer, Build Back Kansas Grant Offer, Engineering/Construction observation and recommendation of award of construction contract (Miller)

The Terminal Building Parking Lot Rehabilitation and Expansion Project at the Salina Regional Airport is designed to address aging infrastructure, increase parking capacity, and improve safety, drainage, and traffic flow for airport users. The project includes reconstructing the existing north concrete parking lot, expanding into the former south gravel lot and east gravel lot with new concrete pavement, and upgrading lighting, signage, and site grading. These improvements will enhance access to the M.J. Kennedy Terminal and improve the overall customer experience for passengers, staff, and rental car users.

Funding Sources

The total project cost is \$2,127,260 and will be funded through the following sources:

1. **FAA Airport Improvement Program (AIP) MAP Grant** (Project No. 3-20-0072-056-2025) in the amount of **\$2,020,897** (95% FAA share).
2. **Local Sponsor Match of \$106,363** (5% local share), which may be supported by a 2.5% Build Back Kansas Grant

Professional Services

Lochner has proposed to provide construction administration, management, resident project representative (RPR) observation, quality acceptance materials testing, and project closeout services for the Terminal Building Parking Lot project. The proposed not-to-exceed amount for Lochner's services is **\$321,500**, which includes construction observation and quality acceptance testing to be performed by UES. The scope of work includes oversight of contractor progress, review of shop drawings and RFIs,

wage rate and DBE interviews, monthly pay application reviews, and preparation of the final project report.

An Independent Fee Estimate (IFE) was completed by a third party and found the proposed fee to be fair and reasonable in accordance with FAA requirements.

Bid and Contractor Selection

Screed Tech, LLC submitted the low responsive and responsible bid in the amount of \$1,802,403.55 for the Terminal Building Parking Lot Rehabilitation and Expansion Project. The bid is within the established project budget and includes all grading, demolition, concrete pavement installation, drainage improvements, lighting, and striping necessary to complete the work. The construction contract has been reviewed and is ready for execution, pending board approval.

The complete bid tab is included as an attachment in the board packet.

Recommendation: Approve the acceptance of grant offer AIP MAP Grant (Project No. 3-20-0072-056-2025) for the Terminal Building Parking Lot project and a State of Kansas Build Back Kansas grant, contingent upon receipt of both grant awards and approve the professional services agreement with H.W. Lochner, Inc. in a not-to-exceed amount of \$321,500, and award the construction contract to Screed Tech, LLC in the amount of \$1,802,403.55, pending FAA concurrence on both the low bid and the professional services contract and authorize the Executive Director to execute all related grant agreements, construction contracts, and professional service agreements.

Agenda Item #10 – Future Direction of AIM Center of Excellence presentation (Miller)

A brief presentation about the future of the AIM Center of Excellence and options for the program will be presented at the meeting.

Please let us know if you have any questions you would like us to prepare for in advance of the meeting.

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

June 24th, 2025 – 8:00 AM

AGENDA

Call to Order

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

Action Items:

4. Approval of the minutes of May 21st, 2025, Regular Board Meeting and May 29th, Special Board Meeting. (Boos)
5. Review of airport activity and financial reports for the month ending May 31st, 2025 (Miller/Swanson)
6. Consideration of SAA Resolution No. 25-05 to adopt 2025 FEMA Kansas Region F Hazard Mitigation Plan (Cunningham)
7. Consideration of SAA Resolution No. 25-06 declaring the Salina Airport Authority's intent to levy a one mill tax to provide funds to match federal or state grants relating to the development, improvement, operation, or maintenance of the Salina Regional Airport. (Swanson)
8. Consideration and Approval of the Sale of Hangar 724 to Kansas Board of Regents (Miller/Swanson)
9. Consideration and Approval of the Sale of Building 820 to Kansas Board of Regents (Miller/Swanson)
10. Consideration of Terminal Building Parking Lot Construction Grant Offer, Build Back Kansas Grant Offer, Engineering/Construction observation and recommendation of award of construction contract (Miller)
11. Future direction of AIM Center of Excellence presentation (Miller/Swanson)

Staff Reports:

- Terminal Building Update (Miller/Cunningham)
- Website Update (Miller/Windhorst)



Directors' Forum: (Boos)

Visitor's Questions and Comments: (Boos)

Announcements: (Windhorst)

Adjournment: (Boos)



**MINUTES OF THE REGULAR MEETING
OF THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS
MAY 21, 2025
HANGAR 600, ROOM 100**

Call to Order

Chair Boos called the board meeting to order at 8:00 a.m. and confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst confirmed that the board meeting notice and packet were published and distributed on Friday, May 16, 2025.

Attendance

Directors Boos, Roberg, O'Brien, Commerford and Bunn attended in person as did Executive Director Pieter Miller; 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. Mitch Robinson, Salina Community Economic Development Organization; and Cody Heiman, First Bank Kansas attended the meeting as guests.

Agenda

Executive Director Miller reviewed the agenda with no additions or changes to the items.

Minutes

Director Commerford moved to accept the April 16, 2025, regular board meeting minutes and the April 21, 2025, special board meeting minutes. Director O'Brien seconded the motion. Motion passed 5-0.

Airport Activity

Miller provided the monthly airport activity statistics to the board. For air traffic, SLN recorded 5,167 operations during April 2025, a slight decrease from the 5,430 operations recorded in April 2024. Year-to-date operations (January–April) totaled 22,240, close to the 22,134 operations for the same period in 2024. Fuel flowage totaled 313,679 gallons in April 2025, representing a 184% increase over April 2024's 110,346 gallons, directly influenced by Jaded Thunder activity. Miller reported passenger enplanements already totaling 11,683 for first quarter 2025, representing 58% of 2023's annual total and 44% of 2024's. April alone set a new monthly record with 2,242 enplanements, marking a 52% increase over April 2024. Load factors are also trending upward, with departing aircraft averaging about two-thirds full in April (22% increase year-over-year). Miller noted that the flight to Houston is strong - 54% of May seats had already sold by mid-month - Denver and Chicago remain solid as well. Miller relayed that Gary Foss with ArkStar noted that 84% of roundtrip ticket prices in SLN's top fifteen destinations match or beat those of other carriers.

Financial Review

Swanson reviewed the April 2025 financials, the first quarter report presenting a status of strength and growth. Unrestricted cash in bank is \$1,622,314, an increase over February 2025. Restricted funds: Bond funds at \$6.22M, following disbursements for project 80, Hangar 125 and Hangar 959 MRO; AIM Center at \$1.45M, anticipating student supply purchases in the next quarter; Mill Levy Funds at \$1.39M. Total cash in bank: \$10.84M, up 51% year-over-year. Revenue reported includes airfield activity at 66% over April 2024, attributed to military utilization; building and land rent up 7% YoY; and other revenue up 93% for the same period in 2024 due to equipment rental and FOL activity. Total income year-to-date is \$1.47M, over budget by 20%. Operating

expenses are up 5% over the previous year-to-date period yet remain below 2025 budget by 4%. Staff are monitoring utility costs closely for conservation and efficiency.

Swanson highlighted capital projects. Project 80 had \$752K in expenses, including the Progress Payment #5; Fuel Farm (AIP-49) expenses for April were \$194K; and the Terminal Parking Design (AIP-54) had \$37K in disbursements; Avflight North Improvement and the North Ramp project had a combined total of \$45,400 in expenses. Swanson noted that the Terminal Parking Design was at 90% completion with the bid opening scheduled for May 28, 2025, followed by the grant submittal mid-June.

Director Boos instructed staff to file the financials for audit.

Consideration of Pomp Tire Service Lease Agreement for Units F&G, Bldg. 520

Swanson provided a review of the historical lease activity by this long-time tenant, followed by the terms of the proposed agreement. Director Roberg moved to approve the lease agreement with Pomp's Tire Service, Inc. for Units F & G in Building 520 at the Salina Development Center and authorize the Board Chair to finalize and sign the agreement on behalf of the Salina Airport Authority. Director O'Brien seconded the motion. The vote carried unanimously.

Reconsider Update to the 2025 Other Income Fee Schedule

Swanson provided discussion notes from April 16, 2025, board meeting. Since the airport authority no longer offered fax services, the fee would be removed from the schedule. Swanson stated that customers may be charged credit card fees at a rate no higher than 3% per state law. Staff and

board discussed three options to effectively reduce the \$35,600 anticipated expense to the authority while continuing to offer the service to customers wanting to use credit cards. Swanson reviewed the customer's payment options menu.

Director Commerford moved to approve the revised 2025 Other Income Fee Schedule, including the addition of a credit card convenience fee of 3%, due at the time of payment, and the removal of the obsolete fax service fee. Director O'Brien seconded the motion. The vote passed 4 – 1.

Staff will notify current credit card customers of the change and provide the payment menu listing the ACH option by email. Credit card fees will be implemented during the third quarter of CY2025.

Strategic Planning Session Agenda Consideration

Miller reviewed the agenda draft for the upcoming May 29, 2025, strategic planning session. Lindsey Dreiling is distributing an airport users survey to assist in the meeting's focus. The meeting will be held at H600, first floor conference room and is open to the public.

Staff Reports

Cunningham reported that the terminal building was on schedule and that the contractors' performance is professional and positive. Miller presented a time lapse drone video for the previous three weeks of construction. Cunningham discussed Hangar 959 compliance activity.

Miller and Windhorst gave an update and provided the timeline for the website development project.

Executive Session

Director Boos moved that the board recess into executive session at 9:05 a.m. for fifteen (15) minutes to discuss with legal counsel the subject of confidential proprietary information relating to a corporation based upon the need to discuss data relating to financial affairs of corporations, partnerships, trusts, and individual proprietorship pursuant to KSA 75-4319. The open meeting will resume in this room at 9:20 a.m.

Director O'Brien seconded the motion. The vote passed unanimously.

The open meeting resumed at 9:20 a.m.

Announcements

Windhorst announced that the June regular board meeting is rescheduled from Wednesday, June 18, 2025, to Tuesday, June 24, 2025, due to calendar conflicts.

Director Commerford moved to adjourn; Director Roberg seconded the motion. Motion carried 5 – 0.

The meeting adjourned at 9:30 a.m.

Minutes approved at the June 24, 2025, board meeting.

Kasey L. Windhorst, Board Clerk

(SEAL)

DRAFT

**MINUTES OF THE SPECIAL MEETING
OF THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS
MAY 29, 2025
HANGAR 600, ROOM 100**

Call to Order

Chair Boos called the board meeting to order at 8:00 a.m. and confirmed that a quorum was present.

Business and Communications Manager Kasey Windhorst confirmed that the board meeting notice and packet were published and distributed on Thursday, May 22, 2025.

Attendance

Directors Boos, Roberg, O'Brien, Commerford and Bunn were present. Also attending were Executive Director Pieter Miller; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Maynard Cunningham; Business and Communications Manager Kasey Windhorst; and Attorney Greg Bengtson. Guest in attendance: Lindsey Drieling, Drieling Aviation; Mitch Robinson, Salina Community Economic Development Organization; and Julie Yager-Zuker, Avflight Salina. Eric Brown, Hutton and Renee Duxler, Salina Area Chamber of Commerce attended remotely.

Agenda

Executive Director Miller reviewed the agenda and noted no additions.

Strategic Planning Session

SAA Current Status

Executive Director Pieter Miller reviewed recent airport activity and developments. He reported continued operational growth and sustained high demand for hangar space. Financially, the

Authority remains stable with projected growth supporting its long-term initiatives. Major infrastructure developments were also highlighted, including the Terminal Expansion Project, which is being completed in three phases. Phase 1—featuring a large, expanded hold room and updated TSA checkpoint—is underway, with final completion expected by Spring/Summer 2026. Additionally, Miller emphasized strategic brand messaging centered on SAA’s vision, mission, and values. The airport continues to be promoted as “America’s Fuel Stop,” and is positioned as a regional hub for industrial, military, and aerospace activity.

Internal Analysis

Lindsey Dreiling, Dreiling Aviation presented findings from recent stakeholder surveys. The survey revealed priorities centered on service reliability, infrastructure, and enhanced access to commercial air service. Major challenges identified included the need for additional funding for capital improvement projects, workforce recruitment issues, costs associated with pavement and hangar maintenance, and sustaining long-term MRO operations. Dreiling noted a strong internal emphasis on succession planning and talent development to ensure continuity and leadership sustainability for both the Salina Airport Authority and its aviation partners. Director of Administration and Finance Shelli Swanson provided a financial overview supporting strategic growth and long-term planning. Swanson distributed the 10-year operating revenue and expenses analysis report, capital expenditure history report, as well as debt service and mill levy requirements.

Future Visualization & Goals

Board members and staff reviewed a 5–10 year strategic outlook. Key focus areas include strengthening Essential Air Service reliability. Business operations goals include expanding tenant leases, introducing food service options, enhancing support for military operations, and pursuing growth in both MRO and aircraft paint operations. Infrastructure initiatives will prioritize continued improvement of runways, taxiways, drainage systems, apron space, and the North Ramp, while addressing high demand for new hangar development and improved airfield access. The airport also aims to support innovation by monitoring trends in advanced air mobility, encouraging uncrewed aircraft systems (UAS) research, and fostering opportunities for aviation events.

Actions and Implementation Timeline

The group finalized a set of actions and strategic milestones. Under customer engagement, the Authority will prioritize air service reliability and consistent service availability. Business development efforts will include recruiting new aviation tenants and maximizing facility utilization. Infrastructure plans call for continuation of existing capital projects while pursuing funding for additional improvements. Succession planning efforts will involve reassessing key staff positions, updating job descriptions, and implementing cross-training, mentoring, and leadership development programs.

Adjournment

Director Commerford moved to adjourn; Director Bunn seconded the motion. Motion carried 5 – 0.

The meeting adjourned at 11:14 a.m.

Minutes approved at the June 24, 2025, board meeting.

Kasey L. Windhorst, Board Clerk

(SEAL)

DRAFT

SALINA AIRPORT AUTHORITY

AIRPORT ACTIVITY REPORT

2025

AIR TRAFFIC/ATCT

May, 2025	5,556 Operations
	763 Instrument Operations
	351 Peak Day
May, 2024	6,133 Operations
	607 Instrument Operations
	443 Peak Day
January 2025 - May 2025	27,796 Operations
January 2024 - May 2024	28,267 Operations
January 2023 - May 2023	35,680 Operations

FUEL FLOWAGE

May, 2025	210,750 Gallons
May, 2024	164,601 Gallons
January 2025 - May 2025	1,228,318 Gallons
January 2024 - May 2024	728,843 Gallons
January 2023 - May 2023	780,776 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
9,833	200,917	36,135	354
7,596	157,005	61,018	263
42,902	1,185,416	435,239	1,564
41,153	687,689	202,249	939
51,165	729,611	171,846	1,406

SkyWest Airlines

	ENPLANEMENTS	DEPLANEMENTS	TOTAL
May, 2025	3,354 Passengers	2,974 Passengers	6,328
May, 2024	1,958 Passengers	1,638 Passengers	3,596
January 2025 - May 2025	10,711 Passengers		
January 2024 - May 2024	5,944 Passengers		
January 2023 - May 2023	6,148 Passengers		

ENPLANEMENTS - Charter Flights

May, 2025	0 Passengers
May, 2024	0 Passengers
January 2025 - May 2025	4,326 Passengers
January 2024 - May 2024	1,220 Passengers
January 2023 - May 2023	462 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

May, 2025	3,354 Passengers
May, 2024	1,958 Passengers
January 2025 - May 2025	15,037 Passengers
January 2024 - May 2024	7,164 Passengers
January 2023 - May 2023	6,610 Passengers

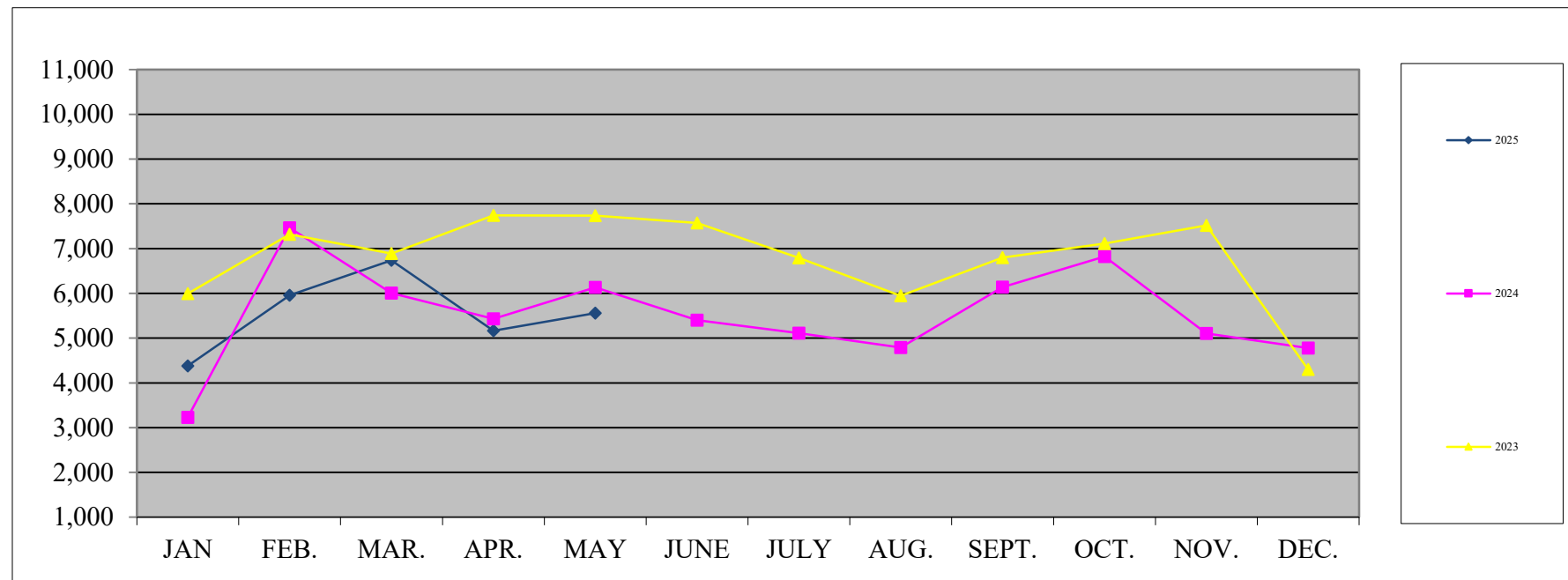
AIRPORT TRAFFIC RECORD

2024 - 2025

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2025									
January, 25	162	752	1,095	215	2,224	1,846	310	2,156	4,380
February, 25	131	1,246	1,230	175	2,782	3,022	152	3,174	5,956
March, 25	148	1,153	1,347	488	3,136	3,414	187	3,601	6,737
April, 25	99	550	1,829	698	3,176	1,961	30	1,991	5,167
May, 25	176	305	2,094	315	2,890	2,486	180	2,666	5,556
June, 25									
July, 25									
August, 25									
September, 25									
October, 25									
November, 25									
December, 25									
Totals January - May	716	4,006	7,595	1,891	14,208	12,729	859	13,588	27,796
2024									
January, 24	126	861	482	240	1,709	1,448	74	1,522	3,231
February, 24	138	1,905	818	182	3,043	4,166	257	4,423	7,466
March, 24	143	1,364	772	302	2,581	3,254	172	3,426	6,007
April, 24	89	1,512	755	171	2,527	2,835	68	2,903	5,430
May, 24	89	1,285	894	181	2,449	3,596	88	3,684	6,133
June, 24									
July, 24									
August, 24									
September, 24									
October, 24									
November, 24									
December, 24									
Totals January - May	585	6,927	3,721	1,076	12,309	15,299	659	15,958	28,267
Difference	131	-2,921	3,874	815	1,899	-2,570	200	-2,370	-471
YTD % Change	22%	-42%	104%	76%	15%	-17%	30%	-15%	-2%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

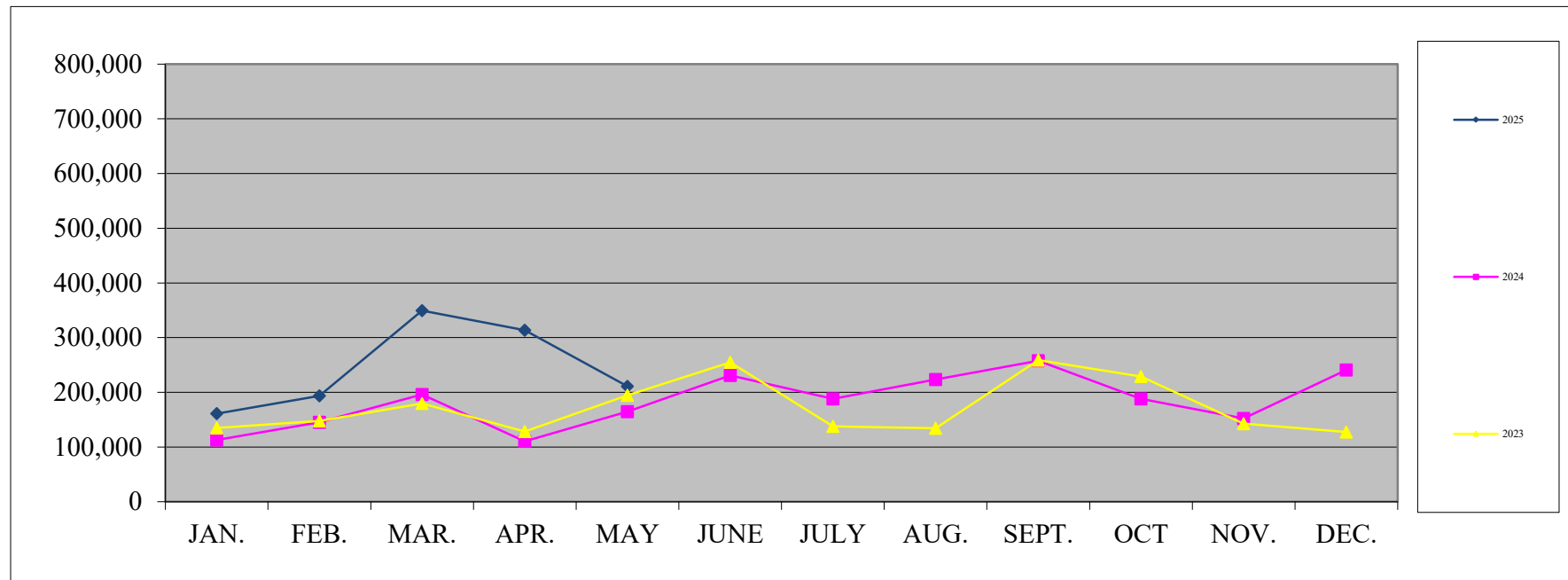
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2025	4,380	5,956	6,737	5,167	5,556								
2024	3,231	7,466	6,007	5,430	6,133	5,403	5,110	4,787	6,142	6,822	5,103	4,778	66,412
2023	5,993	7,320	6,890	7,743	7,734	7,572	6,791	5,945	6,801	7,112	7,521	4,297	81,719
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



FUEL FLOWAGE

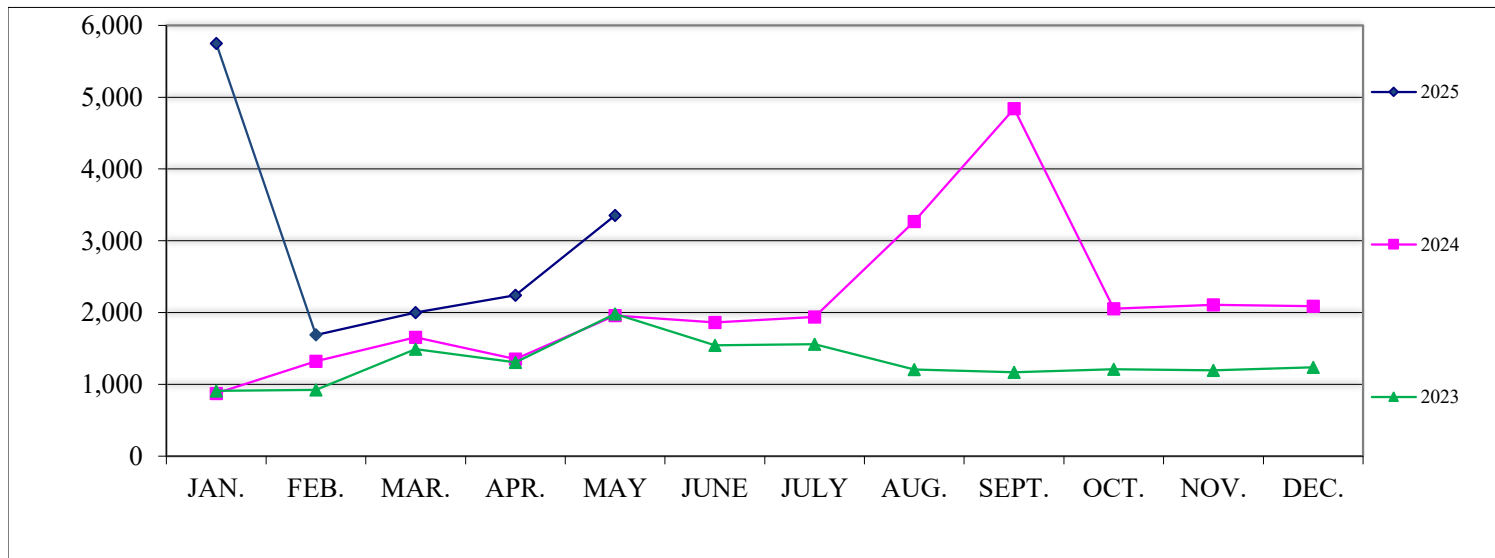
Gallons of Fuel Sold at SLN

	<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>
2025	160,970	193,543	349,376	313,679	<u>210,750</u>								<u>1,228,318</u>
2024	112,666	145,336	195,892	110,346	164,602	230,822	187,920	223,648	257,721	188,094	152,323	240,849	2,210,220
2023	134,955	147,775	179,414	128,122	194,746	254,599	137,603	134,249	258,893	228,702	142,909	127,411	2,069,378
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



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>
2025	5,751	1,688	2,002	2,242	3,354								15,037
2024	875	1,324	1,655	1,352	1,958	1,861	1,939	3,269	4,840	2,056	2,108	2,089	25,326
2023	910	922	1,489	1,307	1,982	1,544	1,558	1,209	1,167	1,212	1,195	1,239	15,080
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	20,252
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



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



FINANCIAL STATEMENTS

May 2025



MOODY'S CREDIT OPINION - SALINA AIRPORT AUTHORITY, KS / 21 FEBRUARY 2025

Salina Airport Authority
Statement of Net Position Prev Year Comparison
As of May 31, 2025

06/18/2025

	May 31, 25	Apr 30, 25	\$ Change	May 31, 24	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	5,356,859	6,220,613	-863,754	5,108,799	248,060	5%
Cash in bank-Operating Funds	1,971,816	1,788,681	183,135	2,189,105	-217,289	-10%
Cash in Bank - AIM Center	1,436,241	1,447,698	-11,457	930,324	505,917	54%
Cash in Bank - Mill Levy	2,506,044	1,386,207	1,119,837	3,175,590	-669,546	-21%
Total Checking/Savings	11,270,960	10,843,199	427,761	11,403,818	-132,858	-1%
Accounts Receivable						
Accounts Receivable	121,942	274,139	-152,197	83,591	38,351	46%
Total Accounts Receivable	121,942	274,139	-152,197	83,591	38,351	46%
Other Current Assets						
Agri Land Receivable	58,500	58,500	0	71,000	-12,500	-18%
Mill Levy receivable	262,434	1,415,770	-1,153,336	293,470	-31,036	-11%
Other current assets	1,359,894	1,375,772	-15,878	1,110,391	249,503	22%
Total Other Current Assets	1,680,828	2,850,042	-1,169,214	1,474,861	205,967	14%
Total Current Assets	13,073,730	13,967,380	-893,650	12,962,270	111,460	1%
Fixed Assets						
Fixed assets at cost	131,281,260	130,684,729	596,531	115,294,571	15,986,689	14%
Less accumulated depreciation	-62,040,303	-61,706,970	-333,333	-58,623,637	-3,416,666	-6%
Total Fixed Assets	69,240,957	68,977,759	263,198	56,670,934	12,570,023	22%
Other Assets						
Deferred Outflow of Resources	860,369	860,369	0	982,048	-121,679	-12%
Other assets	4,527,169	4,527,169	0	4,527,169	0	0%
Total Other Assets	5,387,538	5,387,538	0	5,509,217	-121,679	-2%
TOTAL ASSETS	87,702,225	88,332,677	-630,452	75,142,421	12,559,804	17%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	1,246,826	1,581,032	-334,206	445,095	801,731	180%
Total Accounts Payable	1,246,826	1,581,032	-334,206	445,095	801,731	180%
Total Credit Cards	4,587	6,071	-1,484	1,902	2,685	141%
Other Current Liabilities						
Accrued debt interest payable	1,173,268	955,352	217,916	354,535	818,733	231%
Debt, current portion	6,855,009	6,855,009	0	6,803,560	51,449	1%
Deferred Agri Land Revenue	34,125	39,000	-4,875	41,417	-7,292	-18%
Deferred Mill Levy revenue	1,954,443	2,233,649	-279,206	2,035,155	-80,712	-4%
Other current liabilities	266,433	298,394	-31,961	275,067	-8,634	-3%
Total Other Current Liabilities	10,283,278	10,381,404	-98,126	9,509,734	773,544	8%
Total Current Liabilities	11,534,691	11,968,507	-433,816	9,956,731	1,577,960	16%
Long Term Liabilities						
Debt - Long Term	45,284,291	45,284,291	0	38,269,676	7,014,615	18%
Deferred Inflows of Resources	5,058,503	5,081,003	-22,500	5,173,568	-115,065	-2%
Less current portion	-6,855,009	-6,855,009	0	-6,803,560	-51,449	-1%
Net OPEB Liability (KPERS)	13,282	13,282	0	9,618	3,664	38%
Net Pension Liability	961,197	961,197	0	961,197	0	0%
Security Deposits Returnable	169,815	165,017	4,798	127,424	42,391	33%
Total Long Term Liabilities	44,632,079	44,649,781	-17,702	37,737,923	6,894,156	18%
Total Liabilities	56,166,770	56,618,288	-451,518	47,694,654	8,472,116	18%
Equity						
Invested in Capital Assets net	28,666,105	28,203,687	462,418	23,295,590	5,370,515	23%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,593,094	2,055,511	-462,417	3,075,460	-1,482,366	-48%
Net Income	1,186,257	1,365,190	-178,933	986,717	199,540	20%
Total Equity	31,535,456	31,714,388	-178,932	27,447,767	4,087,689	15%
TOTAL LIABILITIES & EQUITY	87,702,225	88,332,677	-630,452	75,142,421	12,559,804	17%

Salina Airport Authority
Profit & Loss Budget Performance
May 2025

9:44 AM
06/18/2025
Accrual Basis

	May 25	Jan - May 25	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	20,798	119,957	89,583	30,374	134%	215,000
Hangar rent	118,856	689,354	541,667	147,687	127%	1,300,000
Landing fees	2,881	32,167	16,667	15,500	193%	40,000
Ramp rent	6,640	33,200	31,875	1,325	104%	76,500
Total Airfield revenue	149,175	874,678	679,792	194,886	129%	1,631,500
Building and land rent						
Agri land rent	4,875	24,375	24,375	0	100%	58,500
Building rents - Long Term						
Short-term leasing	27,232	136,711	243,333	-106,622	56%	584,000
Building rents - Long Term - Other	98,114	487,615	365,000	122,615	134%	876,000
Total Building rents - Long Term	125,346	624,326	608,333	15,993	103%	1,460,000
Land rent						
Basic Land Rent	5,923	56,300	57,625	-1,325	98%	138,300
Property tax - tenant share	10,975	54,875	54,875	0	100%	131,700
Total Land rent	16,898	111,175	112,500	-1,325	99%	270,000
Tank rent	6,594	32,970	32,500	470	101%	78,000
Total Building and land rent	153,713	792,846	777,708	15,138	102%	1,866,500
Other revenue						
Airport Marketing	0	20,000	8,333	11,667	240%	20,000
Commissions	2,327	14,555	13,333	1,222	109%	32,000
Other income	590	69,754	41,667	28,087	167%	100,000
Total Other revenue	2,917	104,309	63,333	40,976	165%	152,000
Total Income	305,805	1,771,833	1,520,833	251,000	117%	3,650,000
Gross Profit	305,805	1,771,833	1,520,833	251,000	117%	3,650,000
Expense						
Administrative expenses						
A/E, consultants, brokers	3,538	31,250	36,042	-4,792	87%	86,500
Airport promotion	14,350	121,754	107,000	14,754	114%	256,800
Bad Debt Expense	0	0	2,083	-2,083	0%	5,000
Computer/Network Admin.	5,344	26,402	29,167	-2,765	91%	70,000
Dues and subscriptions	737	7,189	14,583	-7,394	49%	35,000
Employee retirement	7,938	45,733	50,000	-4,267	91%	120,000
FICA and medicare tax expense	5,490	31,901	36,250	-4,349	88%	87,000
Industrial development	4,792	23,958	27,083	-3,125	88%	65,000
Insurance , property	18,750	106,250	156,250	-50,000	68%	375,000
Insurance, medical	20,682	105,925	114,583	-8,658	92%	275,000
Kansas unemployment tax	0	265	417	-152	64%	1,000
Legal and accounting	420	32,165	29,167	2,998	110%	70,000
Office salaries	40,270	229,105	285,417	-56,312	80%	685,000
Office Supplies	229	2,550	4,167	-1,617	61%	10,000
Other administrative expense	3,901	17,100	6,250	10,850	274%	15,000
Postage	0	527	625	-98	84%	1,500
Property tax expense	12,083	63,333	75,000	-11,667	84%	180,000
Special Events	0	386	4,167	-3,781	9%	10,000
Telephone	2,172	8,692	8,333	359	104%	20,000
Training	0	0	4,167	-4,167	0%	10,000
Travel and meetings	574	7,661	6,250	1,411	123%	15,000
Total Administrative expenses	141,270	862,146	997,001	-134,855	86%	2,392,800

	May 25	Jan - May 25	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance	9,510	30,055	27,083	2,972	111%	65,000
Airport Security	1,690	8,563	1,250	7,313	685%	3,000
Building maintenance	29,677	87,349	100,000	-12,651	87%	240,000
Equipment fuel and repairs	14,844	62,546	45,833	16,713	136%	110,000
Fire Services	0	0	8,573	-8,573	0%	20,575
Grounds maintenance	-1,033	3,019	3,125	-106	97%	7,500
Maintenance salaries	32,467	193,092	191,667	1,425	101%	460,000
Other maintenance expenses	3,588	9,797	9,583	214	102%	23,000
Snow removal expense	0	75,596	45,000	30,596	168%	75,000
Utilities	11,207	114,594	104,167	10,427	110%	250,000
Total Maintenance expenses	101,950	584,611	536,281	48,330	109%	1,254,075
Total Expense	243,220	1,446,757	1,533,282	-86,525	94%	3,646,875
Net Ordinary Income	62,585	325,076	-12,449	337,525	-2,611%	3,125
Other Income/Expense						
Other Income						
AIM Center Tuition	200	2,300	3,900	-1,600	59%	10,000
Capital contributed						
AIM Center - ALOFT Grant	0	1,662,500	1,662,500	0	100%	1,662,500
Air Service Grants	0	133,332	133,332	0	100%	133,332
Capital contributed - Other	0	0	5,993,333	-5,993,333	0%	16,481,667
Total Capital contributed	0	1,795,832	7,789,165	-5,993,333	23%	18,277,499
Gain on sale of assets	0	448,182	450,000	-1,818	100%	450,000
Interest income						
Interest income on deposits	27,513	99,998	83,333	16,665	120%	200,000
Leases	22,500	112,500	112,500	0	100%	270,000
Total Interest income	50,013	212,498	195,833	16,665	109%	470,000
Mill levy income	279,206	1,396,030	1,396,030	0	100%	3,350,473
Total Other Income	329,419	3,854,842	9,834,928	-5,980,086	39%	22,557,972
Other Expense						
AIM Center Expenses						
Building Maintenance	0	4,002	2,500	1,502	160%	6,000
Consultants	0	1,670	5,000	-3,330	33%	12,000
Equipment, Fuel & Repairs	0	2,601	2,500	101	104%	6,000
Events	135	1,854	2,500	-646	74%	6,000
Instructors / Vendor 3rd Party	6,900	42,376	59,165	-16,789	72%	141,996
Marketing/Communication	0	23,622	41,667	-18,045	57%	100,000
Other	0	0	2,500	-2,500	0%	6,000
Supplies	0	55	25,000	-24,945	0%	60,000
Technology	150	3,557	2,500	1,057	142%	6,000
Travel & Meetings	0	0	2,500	-2,500	0%	6,000
Total AIM Center Expenses	7,185	79,737	145,832	-66,095	55%	349,996
Debt interest expense net						
Bond issue cost	12,500	73,673	210,000	-136,327	35%	210,000
Interest Expense on Debt	217,917	1,089,583	1,089,583	0	100%	2,615,000
Total Debt interest expense net	230,417	1,163,256	1,299,583	-136,327	90%	2,825,000
Depreciation expense	333,333	1,666,666	1,666,669	-3	100%	4,000,000
SkyWest Overnight Flight	0	84,000	90,000	-6,000	93%	90,000
Total Other Expense	570,935	2,993,659	3,202,084	-208,425	93%	7,264,996
Net Other Income	-241,516	861,183	6,632,844	-5,771,661	13%	15,292,976
Net Income	-178,931	1,186,259	6,620,395	-5,434,136	18%	15,296,101

Salina Airport Authority
Profit & Loss Prev Year Comparison
January through May 2025

9:41 AM
06/18/2025
Accrual Basis

	Jan - May 25	Jan - May 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	119,957	71,644	48,313	67%
Hangar rent	689,354	423,332	266,022	63%
Landing fees	32,167	15,018	17,149	114%
Ramp rent	33,200	32,625	575	2%
Total Airfield revenue	874,678	542,619	332,059	61%
Building and land rent				
Agri land rent	24,375	29,583	-5,208	-18%
Building rents - Long Term				
Short-term leasing	136,711	129,494	7,217	6%
Building rents - Long Term - Other	487,615	468,474	19,141	4%
Total Building rents - Long Term	624,326	597,968	26,358	4%
Land rent				
Basic Land Rent	56,300	57,696	-1,396	-2%
Property tax - tenant share	54,875	54,875	0	0%
Total Land rent	111,175	112,571	-1,396	-1%
Tank rent	32,970	6,530	26,440	405%
Total Building and land rent	792,846	746,652	46,194	6%
Other revenue				
Airport Marketing	20,000	20,000	0	0%
Commissions	14,555	9,311	5,244	56%
Other income	69,754	26,489	43,265	163%
Total Other revenue	104,309	55,800	48,509	87%
Total Income	1,771,833	1,345,071	426,762	32%
Gross Profit	1,771,833	1,345,071	426,762	32%
Expense				
Administrative expenses				
A/E, consultants, brokers	31,250	47,436	-16,186	-34%
Airport promotion				
Air Serv. Mktg - SAA	113,944	85,206	28,738	34%
Airport promotion - Other	7,810	2,749	5,061	184%
Total Airport promotion	121,754	87,955	33,799	38%
Computer/Network Admin.	26,402	18,818	7,584	40%
Dues and subscriptions	7,189	10,393	-3,204	-31%
Employee retirement	45,733	50,682	-4,949	-10%
FICA and medicare tax expense	31,901	37,118	-5,217	-14%
Industrial development	23,958	23,958	0	0%
Insurance , property	106,250	94,517	11,733	12%
Insurance, medical	105,925	84,028	21,897	26%
Kansas unemployment tax	265	299	-34	-11%
Legal and accounting	32,165	29,093	3,072	11%
Office salaries	229,105	295,562	-66,457	-22%
Office Supplies	2,550	5,906	-3,356	-57%
Other administrative expense				
Merchant Processing Fees	10,740	4,232	6,508	154%
Other administrative expense - Other	6,359	982	5,377	548%
Total Other administrative expense	17,099	5,214	11,885	228%
Payroll expenses	0	0	0	0%
Postage	527	449	78	17%
Property tax expense	63,333	60,417	2,916	5%
Special Events	386	267	119	45%
Telephone	8,692	7,735	957	12%
Training	0	890	-890	-100%
Travel and meetings	7,661	4,271	3,390	79%
Total Administrative expenses	862,145	865,008	-2,863	-0%

	Jan - May 25	Jan - May 24	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	30,055	53,392	-23,337	-44%
Airport Security	8,563	234	8,329	3,559%
Building maintenance	87,349	103,910	-16,561	-16%
Equipment fuel and repairs	62,546	57,971	4,575	8%
Fire Services	0	1,978	-1,978	-100%
Grounds maintenance	3,019	3,297	-278	-8%
Maintenance salaries	193,092	191,929	1,163	1%
Other maintenance expenses	9,797	8,870	927	10%
Snow removal expense	75,596	3,151	72,445	2,299%
Utilities	114,594	104,632	9,962	10%
Total Maintenance expenses	584,611	529,364	55,247	10%
Total Expense	1,446,756	1,394,372	52,384	4%
Net Ordinary Income	325,077	-49,301	374,378	759%
Other Income/Expense				
Other Income				
AIM Center Tuition	2,300	1,800	500	28%
Capital contributed				
AIM Center - ALOFT Grant	1,662,500	0	1,662,500	100%
Air Service Grants	133,332	233,333	-100,001	-43%
Capital contributed - Other	0	1,456,096	-1,456,096	-100%
Total Capital contributed	1,795,832	1,689,429	106,403	6%
Gain on sale of assets	448,182	0	448,182	100%
Interest income				
Int. Income -2023 Bond Proceeds	2,211	156,680	-154,469	-99%
Interest income on deposits	97,787	72,810	24,977	34%
Leases	112,500	0	112,500	100%
Total Interest income	212,498	229,490	-16,992	-7%
Mill levy income	1,396,030	1,454,083	-58,053	-4%
Total Other Income	3,854,842	3,374,802	480,040	14%
Other Expense				
AIM Center Expenses				
Building Maintenance	4,002	11,918	-7,916	-66%
Consultants	1,670	21,902	-20,232	-92%
Equipment, Fuel & Repairs	2,601	15,132	-12,531	-83%
Events	1,854	2,958	-1,104	-37%
Instructors / Vendor 3rd Party	42,376	55,741	-13,365	-24%
Marketing/Communication	23,622	46,141	-22,519	-49%
Other	0	2,908	-2,908	-100%
Supplies	55	36,827	-36,772	-100%
Technology	3,557	34,868	-31,311	-90%
Total AIM Center Expenses	79,737	228,395	-148,658	-65%
Debt interest expense net				
Bond issue cost	73,673	1,103	72,570	6,579%
Interest Expense on Debt	1,089,583	599,290	490,293	82%
Total Debt interest expense net	1,163,256	600,393	562,863	94%
Depreciation expense	1,666,666	1,330,000	336,666	25%
SkyWest Overnight Flight	84,000	180,000	-96,000	-53%
Total Other Expense	2,993,659	2,338,788	654,871	28%
Net Other Income	861,183	1,036,014	-174,831	-17%
Net Income	1,186,260	986,713	199,547	20%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of May 31, 2025

12:00 PM
06/18/2025
Accrual Basis

	May 25	Jan-May 25	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-48 Rwy 12/30 Rehab Design		0	7,500	-7,500	0%
AIP-49 Fuel Farm Construction		433,687	790,000	-356,313	55%
AIP-50-51 SRE Equip A/E & Acq.		1,627	1,311,612	-1,309,985	0%
AIP-54 Term. Parking Lot Design	794	173,911	256,095	-82,184	68%
AIP-55 Term. Bldg. A/E and Cnst					
Waterline Relocation		157,315	180,000	-22,685	87%
AIP-55 Term. Bldg. A/E and Cnst - Other		838,048	8,120,000	-7,281,952	10%
Total AIP-55 Term. Bldg. A/E and Cnst	0	995,363	8,300,000	-7,304,637	12%
AIP-XX AFFF to F3 Transition		0	50,000	-50,000	0%
AIP 52-53 Rwy 12-30 Const.		0	5,846,917	-5,846,917	0%
AIP 56 Term. Bldg. Pk Lot Const		0	2,715,000	-2,715,000	0%
Airfield Improvements		33,924	100,000	-66,076	34%
Airfield Security		0	35,000	-35,000	0%
Fuel Farm Construction-Non Fed		19,333	1,100,000	-1,080,667	2%
North Ramp Development		1,911,282	4,000,000	-2,088,718	48%
Total Airfield	794	3,569,127	24,512,124	-20,942,997	15%
Buildings & Improvements					
Bldg. 120 Terminal building					
Concourse Imps.		0	30,000	-30,000	0%
Total Bldg. 120 Terminal building	0	0	30,000	-30,000	0%
Building improvements					
Bldg. #1021 Facility Imps.		0	65,000	-65,000	0%
Bldg. 394 Imps.		0	47,000	-47,000	0%
Bldg. Imps. Other		62,997	45,000	17,997	140%
Hangar #509 Imps.		43,258	50,000	-6,742	87%
Hangar 125 (Acquisition)		442,361	460,000	-17,639	96%
Hangar 600 Improvements		0	15,000	-15,000	0%
Hangar 606 Rehabilitation		88,600	95,905	-7,305	92%
Hangar 626 Rehabilitation	1,736	189,313	20,000	169,313	947%
Total Building improvements	1,736	826,529	797,905	28,624	104%
FBO Improvements					
Bldg. 700 Imps. Avflight North		46,446	50,000	-3,554	93%
Total FBO Improvements		46,446	50,000	-3,554	93%
Total Buildings & Improvements	1,736	872,975	877,905	-4,930	99%
Equipment					
Airfield Equipment		0	15,000	-15,000	0%
ARFF equipment		0	5,000	-5,000	0%
Communications equipment		0	15,000	-15,000	0%
Computer equipment	2,239	30,638	50,000	-19,362	61%
Industrial center equipment		0	10,000	-10,000	0%
Office equipment		0	5,000	-5,000	0%
Other Equipment		303,536	1,250,000	-946,464	24%
Shop equipment		4,646	25,000	-20,354	19%
Terminal bldg equipment		0	10,000	-10,000	0%
Vehicles		0	30,000	-30,000	0%
Total Equipment	2,239	338,820	1,415,000	-1,076,180	24%
Land					
Airport Indust. Cent. Imps.					
AIC-Project 80	591,762	2,286,126	5,600,000	-3,313,874	41%
Airport Indust. Cent. Imps. - Other		0	15,000	-15,000	0%
Total Airport Indust. Cent. Imps.	591,762	2,286,126	5,615,000	-3,328,874	41%
Rail Spur Imps.		0	15,000	-15,000	0%
Total Land	591,762	2,286,126	5,630,000	-3,343,874	41%
Total Fixed assets at cost	596,531	7,067,048	32,435,029	-25,367,981	22%

06/18/25

Salina Airport Authority

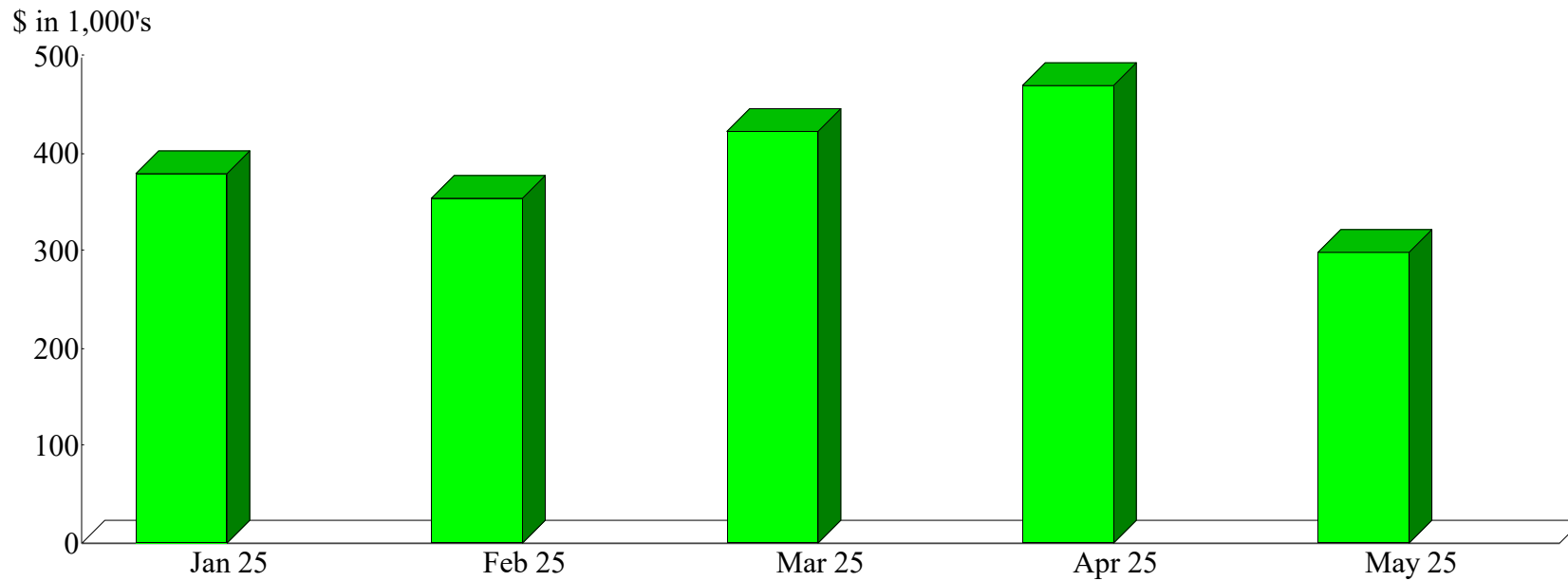
Significant Capital Expenditures Detail

May 2025

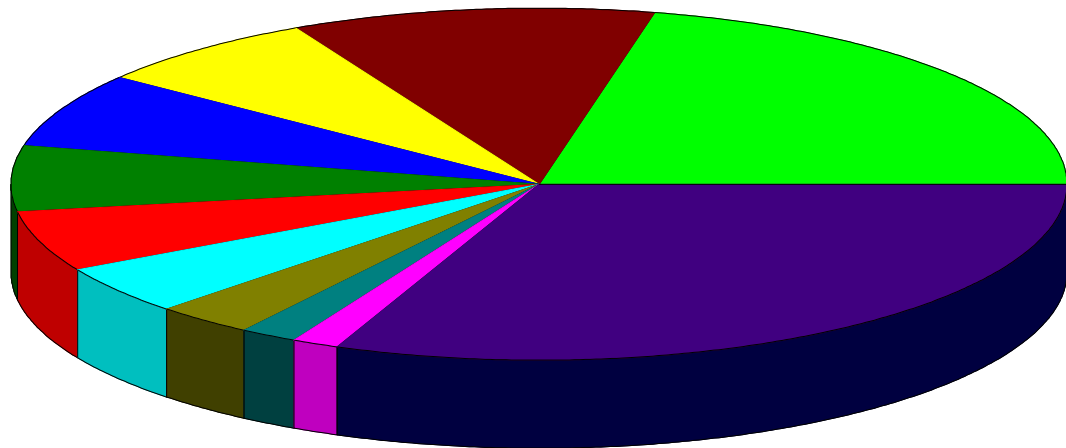
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-54 Term. Parking Lot Design					
Credit Card Cha...	05/20/2025	Salina 311	Legal Notice - Request for bids	180.00	180.00
Bill	05/31/2025	Gannett Kansas LocaliQ	1/4 page ads, request for bids AIP 54 - Terminal Building Parking Lot ...	614.00	794.00
Total AIP-54 Term. Parking Lot Design				794.00	794.00
Total Airfield				794.00	794.00
Buildings & Improvements					
Building improvements					
Hangar 626 Rehabilitation					
Bill	05/19/2025	Nex-Tech Communications, LLC	H626 Pedestrian Gate - install fiber optic cable	1,626.44	1,626.44
Bill	05/19/2025	Nex-Tech Communications, LLC	H626 Pedestrian Gate - extra parts (transceiver, converter), tech fee	109.61	1,736.05
Total Hangar 626 Rehabilitation				1,736.05	1,736.05
Total Building improvements				1,736.05	1,736.05
Total Buildings & Improvements				1,736.05	1,736.05
Equipment					
Computer equipment					
Credit Card Cha...	05/16/2025	Amazon.com Inc.	Pieter Miller (XD) iPad Pro, Monitor, Apple Pencil Pro	2,032.99	2,032.99
Credit Card Cha...	05/16/2025	Amazon.com Inc.	XD iPad Case	206.00	2,238.99
Total Computer equipment				2,238.99	2,238.99
Total Equipment				2,238.99	2,238.99
Land					
Airport Indust. Cent. Imps.					
AIC-Project 80					
Bill	05/29/2025	Ebert Construction Co., Inc.	Progress Payment 6	591,761.97	591,761.97
Total AIC-Project 80				591,761.97	591,761.97
Total Airport Indust. Cent. Imps.				591,761.97	591,761.97
Total Land				591,761.97	591,761.97
Total Fixed assets at cost				596,531.01	596,531.01
Less accumulated depreciation					
General Journal	05/31/2025		recur	-200,000.00	-200,000.00
General Journal	05/31/2025		recur	-133,333.30	-333,333.30
Total Less accumulated depreciation				-333,333.30	-333,333.30
TOTAL				263,197.71	263,197.71

Sales by Month
January through May 2025

Dollar Sales



Sales Summary
January through May 2025

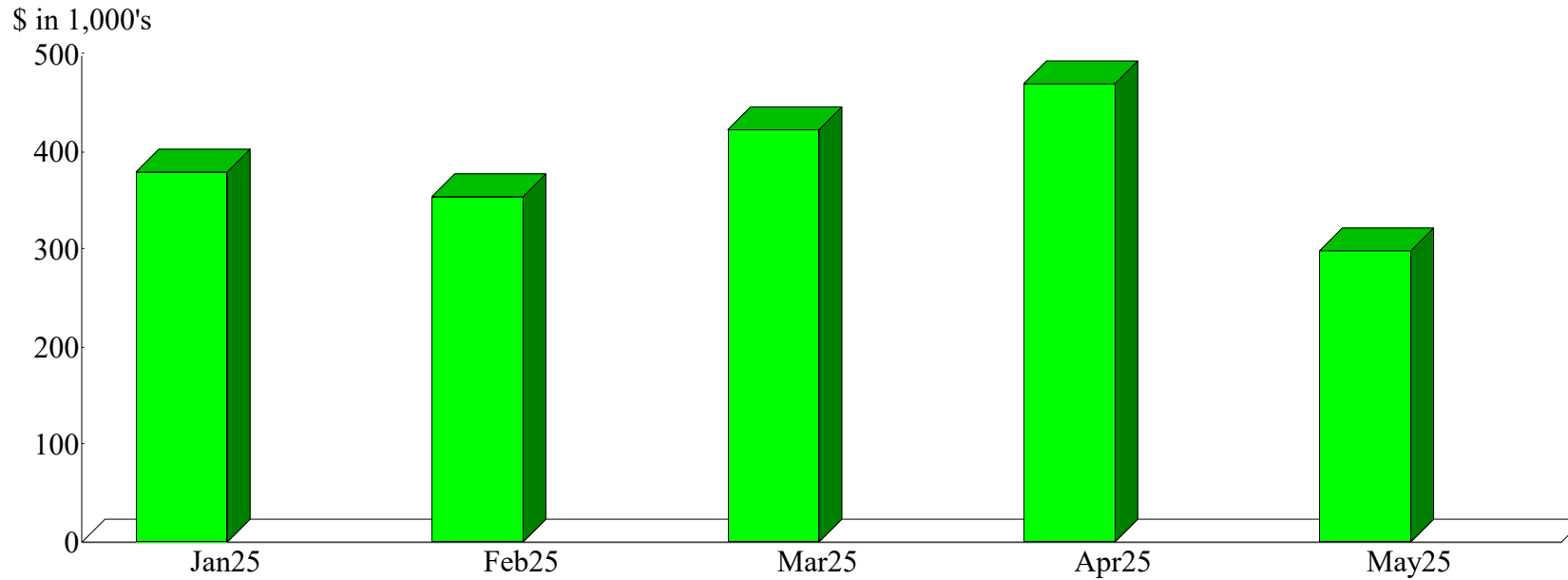


1 Vision Aviation, PLLC	21.54%
Avflight Salina	11.23
Kansas Erosion Products, LLC.	7.10
City of Salina, KS	6.93
Stryten Salina, LLC	6.16
K-State Salina	5.58
USSOCOM (Jaded Thunder)	4.57
Universal Forest Products (UFP)	3.04
SkyWest Airlines, Inc.	1.90
Nellis AFB	1.56
Other	30.38
Total	\$1,924,732.71

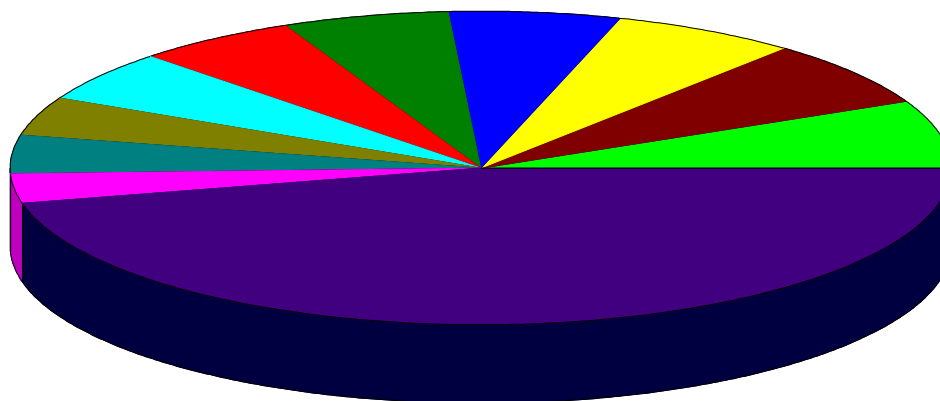
By Customer

Sales by Month
January through May 2025

Dollar Sales



Sales Summary
January through May 2025



H-00959-1 (Hangar Facility H959 - 2044 S	7.12%
Air Service Grant (Air Service Grant)	6.93
H-0626-1 (Hangar 626 Rental, 2625 Arnold	6.46
H-0606-3 (Hangar 606, 2630 Arnold Court	6.02
FFF-Avflight Salina (Fuel Flowage Fee @	5.87
B-01021 (Building #1021 located at 3600	5.69
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.27
H-0600-4 (Hangar 600 - 2720 Arnold Court	4.09
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.00
B-00620-1 (Building #620 (30,000 SF) an	3.04
Other	45.52
Total	\$1,924,732.71

By Item

10:51 AM

06/18/25

Salina Airport Authority

Distributions from the Bond Project Funds

As of May 31, 2025

Accrual Basis

Type	Date	Name	Memo	Debit	Credit	Balance
Cash in Bank-Bond Funds						6,219,591.80
BSB - Series 2025-2 (2812)						843,100.96
Capitalized Interest						80,311.60
Total Capitalized Interest						80,311.60
Cost of Issuance						13,023.20
Bill Pmt - Check	05/22/2025	Gilmore & Bell	Taxable GO Temporary Notes Series 2025-2 bond issue cost		6,146.57	6,876.63
Total Cost of Issuance				0.00	6,146.57	6,876.63
Project Fund - MRO						748,121.24
Bill Pmt - Check	05/22/2025	Woolpert Inc.	MRO Hangar Design Progress Payment #2		42,096.80	706,024.44
Total Project Fund - MRO				0.00	42,096.80	706,024.44
BSB - Series 2025-2 (2812) - Other						1,644.92
Deposit	05/31/2025		Interest	783.12		2,428.04
Total BSB - Series 2025-2 (2812) - Other				783.12	0.00	2,428.04
Total BSB - Series 2025-2 (2812)				783.12	48,243.37	795,640.71
Equity- 2023 GO Bond (8824)						629,232.92
Bill Pmt - Check	05/01/2025	Air & Fire Systems	Fuel Farm Extinguisher Inspection		134.00	629,098.92
Bill Pmt - Check	05/13/2025	T & R Dirt Construction Inc	Hangar 626 South parking lot - completed		42,020.20	587,078.72
Bill Pmt - Check	05/22/2025	Dragun Corp	UST Closure Progress Payment - April 2025		3,622.50	583,456.22
Deposit	05/31/2025		Interest	2,206.02		585,662.24
Total Equity- 2023 GO Bond (8824)				2,206.02	45,776.70	585,662.24
SFB - Series 2025-1 (7766)						4,747,257.92
Capitalized Interest						196,980.00
Total Capitalized Interest						196,980.00
Cost of Issuance						38,298.90
Bill Pmt - Check	05/22/2025	Gilmore & Bell	Bond Issue Costs - Taxable GO Temp Notes Series 2025-1		19,853.43	18,445.47
Bill Pmt - Check	05/22/2025	Moody's Investors Service, Inc.	Bond Issue Costs - General Obligation Temp Notes, Series 2025-1		12,500.00	5,945.47
Total Cost of Issuance				0.00	32,353.43	5,945.47
Project Fund - Hangar 125						6,727.04
Transfer	05/16/2025		Funds Transfer - Callabresi Invoice (I38200)		725.00	6,002.04
Total Project Fund - Hangar 125				0.00	725.00	6,002.04
Project Fund - Project 80						4,487,363.83
Bill Pmt - Check	05/08/2025	Ebert Construction Co., Inc.	Project 80 Development Phase 1 - Project progress payment #5		752,111.86	3,735,251.97
Total Project Fund - Project 80				0.00	752,111.86	3,735,251.97
SFB - Series 2025-1 (7766) - Other						17,888.15
Deposit	05/31/2025		Interest	12,462.50		30,350.65
Total SFB - Series 2025-1 (7766) - Other				12,462.50	0.00	30,350.65
Total SFB - Series 2025-1 (7766)				12,462.50	785,190.29	3,974,530.13
Total Cash in Bank-Bond Funds				15,451.64	879,210.36	5,355,833.08
TOTAL				15,451.64	879,210.36	5,355,833.08

SALINA AIRPORT AUTHORITY
RESOLUTION 25-05

A RESOLUTION ADOPTING THE KANSAS REGION F HAZARD MITIGATION PLAN

WHEREAS, the Salina Airport Authority recognizes the threat that natural hazards pose to people and property within our community; and

WHEREAS, undertaking hazard mitigation actions will reduce the potential for harm to people and property from future hazard occurrences; and

WHEREAS, the U.S. Congress passed the Disaster Mitigation Act of 2000 (“Disaster Mitigation Act”) emphasizing the need for pre-disaster mitigation of potential hazards;

WHEREAS, the Disaster Mitigation Act made available hazard mitigation grants to state and local governments; and

WHEREAS, an adopted Hazard Mitigation Plan is required as a condition of future funding for mitigation projects under multiple Federal Emergency Management Agency (FEMA) pre- and post-disaster mitigation grant programs; and

WHEREAS, the Salina Airport Authority fully participated in the FEMA prescribed mitigation planning process to prepare this Multi-Hazard Mitigation Plan; and

WHEREAS, the Kansas Division of Emergency Management and FEMA Region VII officials have reviewed the Kansas Homeland Security Region F Hazard Mitigation Plan, and approved it contingent upon this official adoption of the participating governing body; and

WHEREAS, the Salina Airport Authority desires to comply with the requirements of the Disaster Mitigation Act and to augment its emergency planning efforts by formally adopting the Kansas Homeland Security Region F Hazard Mitigation Plan; and

WHEREAS, adoption by the governing body for the Salina Airport Authority demonstrates the jurisdictions’ commitment to fulfilling the mitigation goals and objectives outlined in this plan, and

WHEREAS, adoption of this legitimizes the plan and authorizes responsible agencies to carry out their responsibilities under the plan.

NOW, THEREFORE, BE IT RESOLVED, that the Salina Airport Authority adopts the Kansas Homeland Security Region F Hazard Mitigation Plan as an official plan; and

BE IT FURTHER RESOLVED, the Salina Airport Authority will submit this Adoption Resolution to the Kansas Division of Emergency Management and FEMA Region VII officials to enable the plan’s final approval.

Adopted by the Board of Directors of the Salina Airport Authority on this 24th day of June, 2025.

By: _____
Donald Boos, Chair

Attest: _____
Kasey Windhorst, Board Clerk



RESOLUTION NUMBER 25-06

A RESOLUTION DECLARING THE INTENT OF THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY TO LEVY A TAX NOT TO EXCEED ONE MILL TO PROVIDE MATCHING FUNDS TO QUALIFY FOR ANY FEDERAL OR STATE GRANT RELATING TO THE DEVELOPMENT, IMPROVEMENT, OPERATION OR MAINTENANCE OF THE PUBLIC AIRPORT NOT OTHERWISE AVAILABLE FROM REVENUES OF THE AIRPORT FACILITY AND DIRECTING THE PUBLICATION OF NOTICE OF THE INTENTION TO MAKE SUCH ADDITIONAL LEVY.

BE IT RESOLVED by the Board of Directors of the Salina Airport Authority (the “Authority”):

1. Pursuant to K.S.A. 27-322(b), if the Authority is required to provide matching funds to qualify for any federal or state grant relating to the development, improvement, operation or maintenance of the public airport, and such funds are not otherwise available from revenues of the airport facility (“Matching Funds”), the Authority may levy a tax not to exceed one mill upon each dollar of the assessed tangible valuation of the property of the city.
2. In anticipation of the requirement to provide Matching Funds, the Board of Directors declares its intent to levy for that purpose a tax not to exceed one mill upon each dollar of the assessed tangible valuation of the property of the city.
3. As required by K.S.A. 27-322(b), the Board of Directors directs Salina Airport Authority staff to cause the following notice of its intent to be published in the *Salina Journal* once each week for two consecutive weeks:

NOTICE (K.S.A. 27-322(b))

The Board of Directors of the Salina Airport Authority intends pursuant to K.S.A. 27-322(b) to levy a tax not to exceed one mill upon each dollar of the assessed tangible valuation of the property of the city for when the Authority is required to provide matching funds to qualify for any federal or state grant relating to the development, improvement, operation or maintenance of the public airport, and such funds are not otherwise available from revenues of the airport facility.

This notice shall be published once each week for two consecutive weeks. If within 30 days next following the last publication of this notice a petition signed by not less than 5% of the qualified electors of the city requesting an election on the question of levying the additional mill authorized by K.S.A. 27-322(b) is filed with the City Clerk, an election on the question shall be noticed, called and held in the manner prescribed under the general bond law. If a majority of the qualified electors of the city voting at

such election vote “no” on the question of levying the additional mill, no levy shall be made under this subsection.

Salina Airport Authority
Donald Boos, Chair

4. This resolution shall be in full force and effect following its adoption this 24th day of June 2025.

Donald Boos, Board Chair

ATTEST:

Kasey L. Windhorst, Board Clerk

CONTRACT FOR SALE OF REAL ESTATE

This Contract for Sale of Real Estate is made and entered into this ____ day of _____, 2025, by the **SALINA AIRPORT AUTHORITY** of Salina, Saline County, Kansas, (“Seller”), and **KANSAS BOARD OF REGENTS**, duly organized and existing under the laws of the State of Kansas, on behalf of the State of Kansas and Kansas State University, (“Buyer”), WITNESSETH:

Recitals

A. Seller owns real estate suitable for purposes aligned with the three core missions of higher education institutions—research, instruction, and public service—and has determined that transferring the property to a qualified academic institution will advance the public interest by supporting economic growth, educational opportunities, and innovation.

B. Seller wishes to sell and Buyer wishes to purchase the real estate and improvements described below upon the terms and conditions set forth in this Contract.

FOR AND IN CONSIDERATION of the mutual and reciprocal promises and agreements set forth herein, the parties agree as follows:

Section 1 – Description. Seller agrees to sell to Buyer and Buyer agrees to purchase from Seller the following described real estate situated in Saline County, Kansas:

Lot 13, Block 1, Schilling Subdivision No. 3 to the City of Salina, Saline County, Kansas, containing 100,934 sq. ft., or 2.5 acres, more or less (the “Real Estate”).

Including all the improvements located thereon and appurtenances thereto belonging (herein “Premises”).

The improvements constructed on the Real Estate include a 28,156 sq. ft. metal building known as Hangar 724, 1910 Beechcraft, Salina, KS 67401.

Section 2 – Purchase Price. The purchase price for the Premises shall be the sum of Three Hundred Ninety-Five Thousand and no/100 (\$395,000.00), payment of which is to be made in the following manner at the following times:

- (a) Ten Thousand Dollars (\$10,000.00) earnest money shall be paid to the Escrow Agent upon the execution of this Contract; and
- (b) Three Hundred and Eighty-Five Thousand Dollars (\$385,000.00) shall be paid in cash on the Closing Date.

Section 3 – Reservation of Aerial Easement. Seller hereby reserves unto itself, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the

right to cause in said airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using said airspace or land at, taking off from, or operating on or about the Salina Regional Airport (the “Aerial Easement”). Therefore, under no circumstances shall the finished elevation of any structure or the height of any equipment on the Premises exceed 1,403 ft. above sea level. The Aerial Easement shall also be reserved in the warranty deed conveying title to the Premises to Buyer.

Section 4 - Site Development Review. Seller's Board of Directors must approve the site development and building construction plans based on their architectural review prior to commencement of construction. This site development review requirement shall also be noted on the warranty deed conveying title to the Premises to Buyer.

Section 5 - Notice of Proposed Construction. - Prior to the commencement of any construction or alteration on the Premises, the buyer must review and determine if any proposed construction on the Premises will require a Notice of Proposed Construction or Alteration (FAA Form 7460-1, OMB 2120-0001), to be filed with the Federal Aviation Administration. If any construction or alteration on the Premises should require the submission of FAA Form 7460-1, the Buyer shall notify the FAA of such construction or alteration and submit FAA Form 7460-1 via <https://oeaaa.faa.gov/oeaaa/external/portal.jsp>.

Section 6 - Deed Covenant Prohibiting Use as an Adult-Oriented Business. for the purchase of the Land, Buyer agrees and covenants that the Land and any improvements thereon shall not be used or operated as an “Adult-Oriented Business” as defined by ordinance of the City of Salina, Kansas, (“City”) or the substantial equivalent of an Adult- Oriented Business as that term or its definition may, from time to time, be amended by the governing body of the City. This covenant shall be set forth on the warranty deed conveying title to the Land to Buyer and shall be a covenant running with and binding upon the Land, in perpetuity.

Section 7 – Reservation of Nonrenewable Resources. Seller reserves to itself, its successors, and assigns, all the oil, gas, and minerals in and under the surface of said land, including the right of ingress and egress and use of so much of the surface thereof as may be reasonably necessary for the operation so long as such right does not interfere with the intended use of the property. This covenant shall be set forth on the warranty deed conveying title to the Land to Buyer and shall be a covenant running with and binding upon the Land, in perpetuity.

Section 8 – Payment of Expenses.

- (a) Seller shall pay the following items:
 - (1) Cost of preparation of contract, deed, and real estate sales validation questionnaire;
 - (2) One-half of title insurance premium; and
 - (3) One-half of escrow fee
- (b) Buyer shall pay the following items:
 - (1) One-half of title insurance premium;
 - (2) One-half of escrow fee;
 - (3) Cost of recording deed.

Section 9 – Escrow Agent. Land Title Services, Inc., Salina, Kansas, is hereby designated as the Escrow Agent of the parties and shall hold this Contract, deed, title insurance policy, and all other papers of transfer pending the complete fulfillment of this Contract. The Escrow Agent shall receive and disburse all payments to be paid hereunder.

Section 10 - Evidence of Title. Seller shall provide Buyer with a commitment for owners policy of title insurance covering the Premises in the amount of the purchase price showing marketable title in and to the above described real estate to be in Seller, free and clear of all liens and encumbrances, except:

- (a) easements and restrictions of record,
- (b) subject to tenants' rights, if any.
- (c) reservations set out in Section 3, 4, 6, & 7.

If Seller cannot furnish a marketable title to the Premises within a reasonable time, then this Contract shall be null and void and the earnest money paid hereunder shall be refunded to Buyer.

Section 11 – Closing Date, Delivery of Deed, and Possession. Time is expressly declared to be of the essence of this Contract. Closing Date shall be on or before July 31, 2025. If Buyer shall pay the sums of money as they become due and payable, and otherwise fully comply with the provisions of this Contract, then this Contract shall become binding and the Escrow Agent shall at Closing deliver the warranty deed and title insurance policy to the Premises to Buyer. No title shall pass hereunder to Buyer, but shall remain in Seller until the foregoing conditions have been fully complied with. Seller agrees that Buyer shall have possession of the Premises immediately following the Closing.

Section 12 – Taxes. While the Premises are currently exempt from real estate taxes, the parties acknowledge that the Saline County Appraiser may assess real estate taxes against the currently exempt lot for 2025, prorated effective upon the recording of the deed from Seller to Buyer. Buyer shall be responsible for payment of any real estate taxes assessed against the currently exempt lot for 2025 and thereafter.

Section 13 – Warranties. Seller warrants that it is the lawful owner of the Premises and that the Premises are free and clear of all liens and encumbrances, except easements and restrictions, which now appear of record.

Section 14 – Inspection of Premises. Buyer acknowledges that the Premises have been inspected and Buyer agrees to accept the Premises in its present condition and fitness for contemplated use and that the Seller has made no warranties or representations as to fitness or condition not set forth in this Contract.

Section 15 - Assignment. Buyer shall not have the right to assign or transfer this Contract, or any interest thereunder, without the prior written consent of Seller; provided however, that such consent may not unreasonably be withheld.

Section 16 – Environmental Hazard. In consideration of the purchase price, the Buyer, its successors and assigns, shall, effective on the Closing Date, release and forever discharge the Seller, its successors and assigns, from any and all claims, by any and all persons, arising out of or in relation to any hazardous materials occurring on or under the Premises after the Closing Date. The Seller shall release and forever discharge the Buyer, its successors and assigns, from any and all claims arising out of or in relation to any hazardous materials occurring on or under the Premises prior to or on the Closing Date.

The term “hazardous materials” shall include, but not be limited to:

- (a) any substance not naturally occurring on the Premises at the existing concentration of such substance on the Premises;
- (b) any substance that may cause or contribute to an adverse effect on human health or welfare or on the environment; or
- (c) “hazardous substance,” “pollutant,” or any other similar term now or hereinafter defined in, or regulated by, any federal, state, or local law or regulation.

Notice of the terms of this Section 16 may be recorded as a separate instrument with the Saline County, Kansas Register of Deeds.

Section 17 – Waiver. The waiving of any payment provided for herein or the acceptance of the same at any time other than the designated payment time, or the failure of Seller to insist upon prompt performance of any condition or provisions hereof, shall not constitute a waiver of the right of Seller to insist upon prompt and punctual performance at any other time hereunder.

Section 18 - Commission. The parties hereby stipulate that they have not consulted with any real estate broker or salesperson with respect to this sale, and no commissions arising from this sale are due and owing. If, for any reason, a real estate commission is determined to be owed in relation to this transaction, Buyer agrees to be responsible for its payment.

Section 19 - Real Estate Reporting Person. The parties agree that the Escrow Agent is the real estate reporting person as that term is defined under Internal Revenue Code Section 6045(e). Seller agrees to provide Escrow Agent with a written statement, certified under penalties of perjury, setting forth Seller's correct name, address, and taxpayer identification number. The parties further agree that Escrow Agent shall be required to file the informational return required by Internal Revenue Code Section 6045.

Section 20 - No Oral Agreements. This Contract constitutes the entire agreement between the parties and there are no representations, warranties, conditions, or agreements other than those expressly set forth herein. No other agreement, statement, promise, warranty or representation made by any party to this agreement that is not in writing and signed by all parties to this agreement shall be binding.

Section 21 - Representation of Parties. Seller is represented herein by Greg A. Bengtson of the law firm of Clark, Mize & Linville, Chartered, Salina, Kansas. Buyer is advised that it has the right to such independent legal counsel of its own choosing to represent it herein and to advise it with

respect to this matter and by its signatures on this document, Buyer acknowledges that it has either seen separate counsel of its own choosing or has elected to proceed without separate counsel herein.

Section 22 - Default. If Buyer defaults in the payment of any sums due hereunder, or fails to perform any other covenant herein contained after receiving ten (10) days written notice of such breach, then in addition to any other remedies available and at the option of the Seller, Seller shall have the right to (a) begin action to require the specific performance of this Contract by Buyer; (b) seek damages for the failure of Buyer to perform this Contract according to the conditions herein stated, or (c) elect to cancel this Contract and to retain the earnest money paid hereunder as liquidated damages.

Section 23 - Survival of Terms Beyond Closing. Any agreements or covenants set forth in this Contract which by their terms are intended to endure beyond the Closing Date shall remain in full force and effect after Closing.

Section 24 - Extent of Contract. This Contract shall be binding upon the heirs, executors, administrators, successors and assigns of the respective parties hereto.

IN WITNESS WHEREOF, the parties have signed or caused this Contract to be signed by its duly authorized officers on the day and year first above written.

Date: _____

SALINA AIRPORT AUTHORITY

By _____
Donald Boos, Chair
"Seller"

Date: _____

KANSAS BOARD OF REGENTS

By _____
Carl R. Ice, Chair
"Buyer"

Date: _____

KANSAS STATE UNIVERSITY

By _____
Ethan Erickson
"Buyer"

RECEIPT BY ESCROW AGENT

The undersigned hereby acknowledges receipt of the executed original of this Contract and agrees to act as Escrow Agent and Real Estate Reporting Person as defined under Internal Revenue Code Section 6045(e). Seller shall execute and deliver a general warranty deed upon execution of this Contract to the Escrow Agent. Said deed shall be delivered to Buyer by the Escrow Agent upon the closing of this Contract, pursuant to its terms. This receipt is executed this _____ day of _____, ____.

LAND TITLE SERVICES, INC.

By: _____

CONTRACT FOR SALE OF REAL ESTATE

This Contract for Sale of Real Estate is made and entered into this ____ day of _____, 2025, by the **SALINA AIRPORT AUTHORITY** of Salina, Saline County, Kansas, (“Seller”), and **KANSAS BOARD OF REGENTS**, duly organized and existing under the laws of the State of Kansas, on behalf of the State of Kansas and Kansas State University, (“Buyer”), WITNESSETH:

Recitals

A. Seller owns real estate suitable for purposes aligned with the three core missions of higher education institutions—research, instruction, and public service—and has determined that transferring the property to a qualified academic institution will advance the public interest by supporting economic growth, educational opportunities, and innovation.

B. Seller wishes to sell and Buyer wishes to purchase the real estate and improvements described below upon the terms and conditions set forth in this Contract.

FOR AND IN CONSIDERATION of the mutual and reciprocal promises and agreements set forth herein, the parties agree as follows:

Section 1 – Description. Seller agrees to sell to Buyer and Buyer agrees to purchase from Seller the following described real estate situated in Saline County, Kansas:

Lot 10, Block 1, Schilling Subdivision No. 3 to the City of Salina, Saline County, Kansas, containing 31,214 sq. ft., more or less (the “Real Estate”).

Including all the improvements located thereon and appurtenances thereto belonging (herein “Premises”).

The improvements constructed on the Real Estate include a 2,256 sq. ft. metal office/classroom building known as Bldg. 820, 2413 Hein Avenue, Salina, KS 67401.

Section 2 – Purchase Price. The purchase price for the Premises shall be the sum of Two Hundred Thirty-Five Thousand and no/100 (\$235,000.00), payment of which is to be made in the following manner at the following times:

- (a) Ten Thousand Dollars (\$10,000.00) earnest money shall be paid to the Escrow Agent upon the execution of this Contract; and
- (b) Two Hundred and Twenty-Five Thousand Dollars (\$225,000.00) shall be paid in cash on the Closing Date.

Section 3 – Reservation of Aerial Easement. Seller hereby reserves unto itself, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the

right to cause in said airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using said airspace or land at, taking off from, or operating on or about the Salina Regional Airport (the “Aerial Easement”). Therefore, under no circumstances shall the finished elevation of any structure or the height of any equipment on the Premises exceed 1,403 ft. above sea level. The Aerial Easement shall also be reserved in the warranty deed conveying title to the Premises to Buyer.

Section 4 - Site Development Review. Seller's Board of Directors must approve the site development and building construction plans based on their architectural review prior to commencement of construction. This site development review requirement shall also be noted on the warranty deed conveying title to the Premises to Buyer.

Section 5 - Notice of Proposed Construction. - Prior to the commencement of any construction or alteration on the Premises, the buyer must review and determine if any proposed construction on the Premises will require a Notice of Proposed Construction or Alteration (FAA Form 7460-1, OMB 2120-0001), to be filed with the Federal Aviation Administration. If any construction or alteration on the Premises should require the submission of FAA Form 7460-1, the Buyer shall notify the FAA of such construction or alteration and submit FAA Form 7460-1 via <https://oeaaa.faa.gov/oeaaa/external/portal.jsp>.

Section 6 - Deed Covenant Prohibiting Use as an Adult-Oriented Business. for the purchase of the Land, Buyer agrees and covenants that the Land and any improvements thereon shall not be used or operated as an “Adult-Oriented Business” as defined by ordinance of the City of Salina, Kansas, (“City”) or the substantial equivalent of an Adult- Oriented Business as that term or its definition may, from time to time, be amended by the governing body of the City. This covenant shall be set forth on the warranty deed conveying title to the Land to Buyer and shall be a covenant running with and binding upon the Land, in perpetuity.

Section 7 – Reservation of Nonrenewable Resources. Seller reserves to itself, its successors, and assigns, all the oil, gas, and minerals in and under the surface of said land, including the right of ingress and egress and use of so much of the surface thereof as may be reasonably necessary for the operation so long as such right does not interfere with the intended use of the property. This covenant shall be set forth on the warranty deed conveying title to the Land to Buyer and shall be a covenant running with and binding upon the Land, in perpetuity.

Section 8 – Payment of Expenses.

- (a) Seller shall pay the following items:
 - (1) Cost of preparation of contract, deed, and real estate sales validation questionnaire;
 - (2) One-half of title insurance premium; and
 - (3) One-half of escrow fee
- (b) Buyer shall pay the following items:
 - (1) One-half of title insurance premium;
 - (2) One-half of escrow fee;
 - (3) Cost of recording deed.

Section 9 – Escrow Agent. Land Title Services, Inc., Salina, Kansas, is hereby designated as the Escrow Agent of the parties and shall hold this Contract, deed, title insurance policy, and all other papers of transfer pending the complete fulfillment of this Contract. The Escrow Agent shall receive and disburse all payments to be paid hereunder.

Section 10 - Evidence of Title. Seller shall provide Buyer with a commitment for owners policy of title insurance covering the Premises in the amount of the purchase price showing marketable title in and to the above described real estate to be in Seller, free and clear of all liens and encumbrances, except:

- (a) easements and restrictions of record,
- (b) subject to tenants' rights, if any.
- (c) reservations set out in Section 3, 4, 6, & 7.

If Seller cannot furnish a marketable title to the Premises within a reasonable time, then this Contract shall be null and void and the earnest money paid hereunder shall be refunded to Buyer.

Section 11 – Closing Date, Delivery of Deed, and Possession. Time is expressly declared to be of the essence of this Contract. Closing Date shall be on or before July 31, 2025. If Buyer shall pay the sums of money as they become due and payable, and otherwise fully comply with the provisions of this Contract, then this Contract shall become binding and the Escrow Agent shall at Closing deliver the warranty deed and title insurance policy to the Premises to Buyer. No title shall pass hereunder to Buyer, but shall remain in Seller until the foregoing conditions have been fully complied with. Seller agrees that Buyer shall have possession of the Premises immediately following the Closing.

Section 12 – Taxes. While the Premises are currently exempt from real estate taxes, the parties acknowledge that the Saline County Appraiser may assess real estate taxes against the currently exempt lot for 2025, prorated effective upon the recording of the deed from Seller to Buyer. Buyer shall be responsible for payment of any real estate taxes assessed against the currently exempt lot for 2025 and thereafter.

Section 13 – Warranties. Seller warrants that it is the lawful owner of the Premises and that the Premises are free and clear of all liens and encumbrances, except easements and restrictions, which now appear of record.

Section 14 – Inspection of Premises. Buyer acknowledges that the Premises have been inspected and Buyer agrees to accept the Premises in its present condition and fitness for contemplated use and that the Seller has made no warranties or representations as to fitness or condition not set forth in this Contract.

Section 15 - Assignment. Buyer shall not have the right to assign or transfer this Contract, or any interest thereunder, without the prior written consent of Seller; provided however, that such consent may not unreasonably be withheld.

Section 16 – Environmental Hazard. In consideration of the purchase price, the Buyer, its successors and assigns, shall, effective on the Closing Date, release and forever discharge the Seller, its successors and assigns, from any and all claims, by any and all persons, arising out of or in relation to any hazardous materials occurring on or under the Premises after the Closing Date. The Seller shall release and forever discharge the Buyer, its successors and assigns, from any and all claims arising out of or in relation to any hazardous materials occurring on or under the Premises prior to or on the Closing Date.

The term “hazardous materials” shall include, but not be limited to:

- (a) any substance not naturally occurring on the Premises at the existing concentration of such substance on the Premises;
- (b) any substance that may cause or contribute to an adverse effect on human health or welfare or on the environment; or
- (c) “hazardous substance,” “pollutant,” or any other similar term now or hereinafter defined in, or regulated by, any federal, state, or local law or regulation.

Notice of the terms of this Section 16 may be recorded as a separate instrument with the Saline County, Kansas Register of Deeds.

Section 17 – Waiver. The waiving of any payment provided for herein or the acceptance of the same at any time other than the designated payment time, or the failure of Seller to insist upon prompt performance of any condition or provisions hereof, shall not constitute a waiver of the right of Seller to insist upon prompt and punctual performance at any other time hereunder.

Section 18 - Commission. The parties hereby stipulate that they have not consulted with any real estate broker or salesperson with respect to this sale, and no commissions arising from this sale are due and owing. If, for any reason, a real estate commission is determined to be owed in relation to this transaction, Buyer agrees to be responsible for its payment.

Section 19 - Real Estate Reporting Person. The parties agree that the Escrow Agent is the real estate reporting person as that term is defined under Internal Revenue Code Section 6045(e). Seller agrees to provide Escrow Agent with a written statement, certified under penalties of perjury, setting forth Seller's correct name, address, and taxpayer identification number. The parties further agree that Escrow Agent shall be required to file the informational return required by Internal Revenue Code Section 6045.

Section 20 - No Oral Agreements. This Contract constitutes the entire agreement between the parties and there are no representations, warranties, conditions, or agreements other than those expressly set forth herein. No other agreement, statement, promise, warranty or representation made by any party to this agreement that is not in writing and signed by all parties to this agreement shall be binding.

Section 21 - Representation of Parties. Seller is represented herein by Greg A. Bengtson of the law firm of Clark, Mize & Linville, Chartered, Salina, Kansas. Buyer is advised that it has the right to such independent legal counsel of its own choosing to represent it herein and to advise it with

respect to this matter and by its signatures on this document, Buyer acknowledges that it has either seen separate counsel of its own choosing or has elected to proceed without separate counsel herein.

Section 22 - Default. If Buyer defaults in the payment of any sums due hereunder, or fails to perform any other covenant herein contained after receiving ten (10) days written notice of such breach, then in addition to any other remedies available and at the option of the Seller, Seller shall have the right to (a) begin action to require the specific performance of this Contract by Buyer; (b) seek damages for the failure of Buyer to perform this Contract according to the conditions herein stated, or (c) elect to cancel this Contract and to retain the earnest money paid hereunder as liquidated damages.

Section 23 - Survival of Terms Beyond Closing. Any agreements or covenants set forth in this Contract which by their terms are intended to endure beyond the Closing Date shall remain in full force and effect after Closing.

Section 24 - Extent of Contract. This Contract shall be binding upon the heirs, executors, administrators, successors and assigns of the respective parties hereto.

IN WITNESS WHEREOF, the parties have signed or caused this Contract to be signed by its duly authorized officers on the day and year first above written.

Date: _____

SALINA AIRPORT AUTHORITY

By _____
Donald Boos, Chair
"Seller"

Date: _____

KANSAS BOARD OF REGENTS

By _____
Carl R. Ice, Chair
"Buyer"

Date: _____

KANSAS STATE UNIVERSITY

By _____
Ethan Erickson
"Buyer"

RECEIPT BY ESCROW AGENT

The undersigned hereby acknowledges receipt of the executed original of this Contract and agrees to act as Escrow Agent and Real Estate Reporting Person as defined under Internal Revenue Code Section 6045(e). Seller shall execute and deliver a general warranty deed upon execution of this Contract to the Escrow Agent. Said deed shall be delivered to Buyer by the Escrow Agent upon the closing of this Contract, pursuant to its terms. This receipt is executed this _____ day of _____, ____.

LAND TITLE SERVICES, INC.

By: _____

PROJECT BUDGET
SALINA REGIONAL AIRPORT
SALINA AIRPORT AUTHORITY
SALINA, KANSAS
Terminal Building Parking Lot Construction
FAA AIP PN 3-20-0072-056-2025

June 7, 2025

		<u>Sponsor / Bldg. KS</u>	<u>FAA</u>	<u>TOTAL</u>
SOURCES OF FUNDING				
FAA AIP PN 3-20-0072-056-2025 (MAP)	95%	106,363.00	2,020,897.00	2,127,260.00
		<u>106,363.00</u>	<u>2,020,897.00</u>	<u>2,127,260.00</u>
USE OF FUNDS				
ADVERTISING AND ADMINISTRATION				
Independent Fee Estimate (Independent Fee Estimates, LLC)		140.00	2,660.00	2,800.00
Legal - est.		27.82	528.63	556.45
Advertising and Adminstration Sub-Total =		<u>167.82</u>	<u>3,188.63</u>	<u>3,356.45</u>
ENGINEERING				
Construction Management Services (Lochner)		<u>16,075.00</u>	<u>305,425.00</u>	<u>321,500.00</u>
CONSTRUCTION				
Constructions Costs (Screed Tech, LLC)		90,120.18	1,712,283.37	1,802,403.55
		-	-	-
Construction Sub-Total =		<u>90,120.18</u>	<u>1,712,283.37</u>	<u>1,802,403.55</u>
TOTAL PROJECT COST =		<u>106,363.00</u>	<u>2,020,897.00</u>	<u>2,127,260.00</u>
Truncate cents (fed share)				
Final totals		<u>\$ 106,363.00</u>	<u>\$ 2,020,897.00</u>	<u>\$2,127,260.00</u>

CONSULTANT AGREEMENT
(Construction Services)

Owner: Salina Airport Authority

Client: Salina Airport Authority

Consultant: H.W. Lochner, Inc. ("Lochner")

Date:

Project: Rehabilitate and Expand Terminal Parking Lot

Lochner and the Client (collectively, the "Parties" and individually, a "Party") agree as follows:

1. **Agreement.** This Agreement is a contract between Lochner and the Client for Lochner to perform consulting, engineering, and/or design services on the Project.

2. **Lochner.** Lochner is the Client's Consultant for the services listed in this Agreement which Lochner is contracting to provide for the Project, and Lochner shall facilitate the exchange of information between or among Lochner and the Client, Lochner and other consultants retained by the Client, and Lochner and other consultants that Lochner may have retained for the Project. All communications between Lochner and the Client shall be through Lochner unless the Client authorizes otherwise.

Lochner represents that it is a properly licensed engineering firm and is registered to practice its profession and to conduct business in the State of Kansas.

3. **Scope of Services.** Lochner shall perform the services set forth in Attachment A Scope of Work/Services, as awarded herein (the "Services").

4. **Compensation.** The Client shall compensate Lochner in accordance with Attachment B Agreement Price and Schedule of Values

5. **Schedule.** Lochner shall perform its Services within a timeframe mutually agreed to by Lochner and the Client as specified in Attachment C.

Lochner shall strive to cooperate with and to coordinate its Services with the activities of all other parties to the Project, including other consultants retained by the Client.

6. **Additional Services.** If the Client requests Lochner to perform services that Lochner believes to be in addition to the Services specified in Section 3 of this Agreement, and for which Lochner believes it is entitled to additional time or additional compensation, before commencing with any Additional Services Lochner shall submit a written cost estimate and revised schedule in accordance with Section 15 of this Agreement. Lochner shall not commence with any Additional Services without written authorization by the Client.

7. Standard of Care. The standard of care applicable to Lochner's Scope of Services shall be the degree of skill and care normally employed by professionals engaged to perform services similar to the Services required herein at the same time and in the same geographic area as the performance of Services hereunder and on projects similar in size and scope to the Project. In the event a standard of care is prescribed by statute, such statutory formulation shall be the Standard of Care.

8. Payment. Lochner shall send invoices to the Client at monthly intervals. Payment will be made to Lochner for invoiced Services not more than thirty (30) days following submittal of invoice to the Client.

9. Correction of Work. Lochner shall correct any Services that fail to conform to the Standard of Care set forth in Section 7 of this Agreement at Lochner's own expense.

10. Termination. Lochner may terminate this Agreement upon five (5) days written notice if the Client breaches any term of this Agreement. The Client may terminate this Agreement upon seven (7) days written notice without cause for the Client's own convenience. If this Agreement is terminated by Lochner for the Client's breach, the Client shall be liable to Lochner for all costs and expenses that Lochner incurred prior to the termination as a result of the Client's breach. If this Agreement is terminated by the Client for its convenience, Client shall be liable to Lochner for all costs and expenses that Lochner incurred prior to the termination.

11. Insurance. Lochner will provide and maintain the following policies of insurance under the terms and conditions set forth below:

1. Professional Liability Insurance retroactive to the date of commencement of Lochner's services in relation to the Project with a per claim and aggregate limit in the amount of the greater of \$1.0 million. This policy shall be maintained in effect for a period of one (1) year after completion of all Lochner's Services hereunder.

2. Commercial General Liability ("CGL") Insurance in the amount of \$1.0 million per occurrence, \$1.0 million aggregate limit, and \$1.0 million products and completed operations aggregate limit. In addition to the coverage provided by the Commercial General Liability Insurance, if not already included in such coverage, such insurance shall also provide coverage for personal injury, bodily injury, property damage, products-completed operations (for a minimum of five (5) years after completion of work) and broad form contractual liability.

3. Comprehensive Automobile Liability ("Auto") Insurance in the amount of \$1.0 million per occurrence, and \$1.0 million aggregate limit. In addition to the coverage provided by the Comprehensive Automobile Liability Insurance, if not already included in such coverage, such insurance shall also provide coverage for personal injury, bodily injury and property damage arising out of owned, hired, leased and non-owned vehicles, automobiles, trucks and trailers.

4. Workmen's Compensation Insurance in the amount of the statutory maximum, if there is one, and if there is no statutory maximum, in the amount of \$1.0 million and Employer's Liability Insurance of at least \$1.0 million.

5. Umbrella Excess Liability Insurance in the minimum amount of \$3.0 million each occurrence, and \$3.0 million aggregate limit. The Umbrella Excess Liability Insurance shall be written on an umbrella excess basis over, and shall follow form to, the Commercial General Liability

Insurance policy, the Comprehensive Automobile Liability Insurance policy, and the Employer's Liability Insurance policy. The Umbrella Excess Liability Insurance policy shall be endorsed to provide defense coverage obligations.

Lochner will include coverage for its subcontractors in its policies or obtain from each subcontractor equivalent insurance as required of Lochner hereunder. The provisions of Section 11 shall apply equally to Lochner's subcontractors as they do to Lochner.

All insurance policies will be endorsed to provide that the insurance company will give the Client at least thirty (30) days written notice of cancellation or material change prior to such cancellation or modification.

Prior to commencement of Lochner's Scope of Services hereunder, Lochner shall provide the Client with certificates of insurance evidencing the requirements set forth herein.

12. Indemnification. Lochner agrees to indemnify the Client and its officers, directors, members, managers, employees and assigns (the "Indemnitees") from and against liability, claims, damages, losses and expenses (including, but not limited to, reasonable attorneys' fees, expert witness costs, other litigation costs, judgments, settlements and economic losses) (collectively the "Losses" and individually, a "Loss") arising out of or resulting from negligent performance of any Services or duties under this Agreement by Lochner, its subcontractors, lower-subcontractors, or agents of any tier or their respective employees provided, however, that in the event of a Loss arising out of damages to persons or property, the foregoing obligation (1) shall not require Lochner to indemnify any Indemnatee for Losses other than to the extent caused by the act, omission or default of Lochner, its contractors, subcontractors, lower-subcontractors, materialmen, or agents of any tier or their respective employees, where such is prohibited by law, and (2) shall not require Lochner to indemnify any Indemnatee for Losses caused in whole or in part by any act, omission, or default of the Indemnatee, where such is prohibited by law. If the obligation to indemnify set forth in this Section is broader than that allowed by applicable law, this Section should be interpreted as providing the broadest indemnification obligation permitted and should be limited only to the extent necessary to comply with that law.

Lochner shall reimburse the Client for its reasonable attorneys' fees, expert witness costs and other litigation costs to enforce this Section 12 and shall survive the termination or full performance of this Agreement by either or both Lochner and/or the Client. Section 12 is to be read separately and independently of Section 11 and the additional insured obligations therein contained.

13. Waiver of Immunity. In claims against any person or entity indemnified under Section 12 by an employee of Lochner, a subcontractor, anyone directly or indirectly employed by them or anyone for whose acts they may be liable (a "Claimant"), the indemnification obligation under Section 12 shall not be limited by a limitation on amount or type of damages, compensation or benefits payable by or for the Claimant's employer under workers' compensation acts, disability benefit acts or other employee benefit acts.

14. Ownership of Documents. If the Agreement requires that any of the Client's documents, drawings, plans, specifications, or other work product are, or shall become, the property of another person, Lochner shall, at the Client's request, assign all rights of ownership of any like document prepared by Lochner to the same person.

15. Changes. Client may, by written direction only, make changes, revisions, additions, or deletions (collectively called “changes”) to this Agreement. Any claim by Lochner for an adjustment under this paragraph must be asserted in writing fully supported by factual documentation to the Client, within fifteen (15) calendar days from the date of receipt by Lochner of the written change order from the Client, or within such extension of this period as Client, in its sole discretion, may grant in writing at Lochner's request prior to expiration of said period.

Claims arising under this Agreement shall be decided in the state or federal courts located in Kansas.

16. Confidentiality. Lochner acknowledges, that as part of Lochner's relationship with the Client, it will have access to information that is not publicly available (“Confidential Information”). Lochner agrees that it will maintain strict confidentiality with respect to such Confidential Information and will not, directly, or indirectly, disseminate it or use it for any purpose unrelated to Lochner's obligations under this Agreement. Lochner shall not, without the prior written consent of the Client, make any public statement, announcement or release concerning the Project or the Confidential Information to trade publications, the press, or any other individual, corporation, partnership, or entity except as may be necessary to comply with the requirements of any applicable law, governmental order or regulation. In the event Lochner believes it is required to disclose any Confidential Information in order to comply with any applicable law, governmental order or regulation, Lochner shall promptly notify the Client of same with sufficient time to allow the Client to object or otherwise take actions to prevent the disclosure of such Confidential Information.

17. Quality Control/Quality Assurance. Lochner shall perform Quality Control/Quality Assurance (QC/QA) commensurate with the Standard of Care throughout the provision of all Services by Lochner pursuant to the terms of this Agreement.

18. Miscellaneous Provisions.

1. Assignment. Lochner shall not assign this Agreement or the benefits arising therefrom without the prior written consent of the Client.

2. Integration. This Agreement represents the entire and integrated Agreement between Lochner and the Client and supersedes all prior negotiations, representations or agreements, either written or oral.

3. Third Parties. There are no third-party beneficiaries to this Agreement other than as expressly indicated in Section 11 (Insurance) and Section 12 (Indemnification).

4. Invalidity. In the event any provision or part of a provision of this Agreement is found invalid by a tribunal of competent jurisdiction, (i) the other provisions or parts of the provision of this Agreement shall remain in full force and effect notwithstanding such finding, and (ii) the Agreement shall be interpreted to, as closely as possible, effectuate the purpose the original Agreement language.

5. Mutually Negotiated. The Parties acknowledge that the terms and conditions of this Agreement have been the subject of mutual negotiation, and that this Agreement shall be construed as if drafted jointly by the Parties and no presumption or burden of proof shall arise favoring or disfavoring any Party by virtue of the authorship of any provision of this Agreement.

6. Survival. Notwithstanding anything herein to the contrary, the provisions of this Agreement providing for limitation of or protection against liabilities between the Parties, shall survive termination of the Agreement and/or completion of the Services hereunder.

7. Limitation of Liability. Lochner's liability for any claim or breach of Standard of Care shall be limited to the amount of its Compensation as defined in Section 4.

8. Notices. Unless otherwise provided herein, all notices, requests, consents, approvals, demands and other communications to be given hereunder shall be in writing and shall be deemed given upon (a) the date of delivery when hand delivered to the respective Parties as set forth below, or (b) actual receipt as evidenced by proof of delivery by a national courier service or the United States Postal Service, addressed to the respective Parties at the following addresses:

Notice to Lochner:

Larry Wagner
lwagner@hwlochner.com

H. W. Lochner, Inc.
15717 College Boulevard
Lenexa, KS 66219

Notice to Client:

Pieter Miller, CM
pmiller@salair.org

Executive Director
Salina Airport Authority
3237 Arnold Ave.
Salina, KS 67401

9. Mutual Waiver of Consequential Damages. In no event shall either Party, their members, managers, affiliates, officers, directors, employees, agents, or shareholders be liable to the other Party for any special, incidental or consequential damages, direct or indirect, including, but not limited to, lost revenue, lost profits, financing costs, overhead, penalties, fines, liquidated damages and lost opportunities, whether incurred by a Party or by third parties to that Party may be liable, whether sounding in breach of contract, warranty, tort (including negligence), strict or statutory liability or otherwise, arising from or relating to the Services under this Agreement.

10. Electronically Produced Documents. Electronically produced documents will be submitted in data files compatible with AutoCAD Release 2020. Lochner makes no warranty as to the compatibility of the data files beyond the above specified hardware and release or version of the stated software.

Because data stored on electronic media can deteriorate undetected or be modified without Lochner's knowledge, the electronic data files submitted to the Sponsor or other Agencies will have an acceptance period of thirty (30) days. If during that period the Sponsor or other Agencies find any errors or omissions in the files, Lochner will correct the errors or omissions as a part of the basic Agreement. Lochner will not be responsible for maintaining copies of the submitted electronic data files after the acceptance period.

11. Engineer's Opinion of Probable Project Cost and Construction Cost. Since Lochner has no control over the cost of labor, materials, equipment or services furnished by others, or over the Contractor(s) methods of determining prices, or over competitive bidding or market conditions, Lochner's opinions of probable Project Cost and Construction Cost provided for herein are to be made on the basis of Lochner's experience and qualifications and represent its best judgment as an experienced and qualified professional engineer, familiar with the construction industry; but Lochner cannot and does not guarantee that proposals, bids or actual Project or Construction Cost will not vary from opinions of probable cost prepared by Lochner. However, Lochner represents that it will use reasonable engineering care and judgment commonly exercised by an engineer in the same or similar circumstances in making and transmitting such cost estimates to the Client.

12. Force Majeure. Any delay or failure of Lochner in the performance of its required obligations hereunder shall be excused if and to the extent caused by acts of God, war, riot, strike, fire, storm, flood, windstorm, discovery or uncovering of hazardous or toxic materials or causes beyond the reasonable control of Lochner, provided that prompt written notice of such delay or suspension be given by Lochner to the Client. Upon receipt of said notice, if necessary, the time for performing shall be extended for a period of time reasonably necessary to overcome the effect of such delays and Lochner shall be reimbursed for the cost of such delays.

13. Client's Responsibilities.

- a. Arrange for access to and make all provisions for Lochner to enter upon public and private property as required for it to perform his/her services.
- b. Assist in approvals and permits from all governmental entities having jurisdiction over the project and such approvals and consents from others as may be necessary for completion of the project.
- c. Designate in writing a person to act as Client representative with respect to the services to be rendered under this Agreement. Such person shall have complete authority to transmit instructions, receive information, and interpret and define Sponsor policies and decisions.
- d. Give prompt written notice to Lochner whenever Client observes or knows of any development that affects the scope or timing of Lochner's services.
- e. Pay publishing cost for advertisements of notices, public hearings, request for bids, and other similar items. The Sponsor shall pay for all permits and licenses that may be required by local, state or federal authorities; and shall secure the necessary land, easements and rights-of-way required for the project.
- f. Available information relating to environmental conditions at the property, including any permits, clearances, investigations, and remediation required for federal, state, and local agencies identified by environmental consultants for the Sponsor in currently available reports.

14. Mandatory Federal Contract Provisions. (Reference Attachment D if applicable)

H.W. LOCHNER, INC.

SALINA AIRPORT AUTHORITY

By: Erik Vliet

By: _____

Title: Business / Operations Manager

Title: _____

Date: 6/8/2025

Date: _____

Attachments

Attachment A Scope of Work/Services

Attachment B Agreement Price and Schedule of Values

Attachment C Project Schedule

Attachment D Mandatory Federal Contract Provisions

SCOPE OF WORK/SERVICES

CONSTRUCTION ADMINISTRATION, MANAGEMENT, RESIDENT PROJECT REPRESENTATIVE OBSERVATION, QUALITY ACCEPTANCE MATERIALS TESTING, AND PROJECT CLOSEOUT SERVICES

REHABILITATE AND EXPAND TERMINAL PARKING LOT

FOR THE

SALINA REGIONAL AIRPORT (SLN) SALINA, KANSAS

WHEREAS, the Client has agreed to employ the Consultant to provide Construction Administration, Construction Management, Resident Project Representative Inspections, Construction Quality Acceptance Materials Testing, Observation, and Project Closeout Services for the terminal parking lot rehabilitation and expansion project, hereinafter called the “Project”, at the Salina Regional Airport (SLN), for the areas and scope of improvements depicted in the attached Exhibit A1.

All services will be performed in accordance with good engineering practice and applicable published criteria of the Federal Aviation Administration (FAA).

The following is a detailed description of the specific engineering construction services that are a duty of this Agreement.

A. CONSTRUCTION SERVICES

1. Construction Administration Services

- a. Construction Administration – Provide general consultation and technical assistance to the Client while acting within the limits of the authority of the Engineer established in Section 50-01 of the Project Manual. Consultant shall not have the authority to issue stop or suspension of work orders to the Contractor without first receiving direction from the Salina Airport Authority (SAA). SAA shall have sole responsibility for directing stop work orders with consultation and concurrence from the Consultant. Consultant will not approve nor accept changes to the work without Client’s prior concurrence.
 - i. Develop and submit an Issued for Construction (IFC) set of plans and project specifications incorporating all addenda and/or other changes made during the bidding phase to the Client and Contractor for their use during construction.
 - ii. Develop a Construction Observation Plan (COP) for submittal to the Client, Contractor, and FAA.
 - iii. Attend and facilitate an administrative pre-construction conference. Consultant will assist Client with preparation of meeting agenda and documentation. Minutes for the conference will be prepared and distributed within five calendar days of the meeting.
 - iv. Attend and facilitate a pre-work site visit with the Client and Contractor to document, using photos and/or videos, pre-construction site conditions including staging areas, haul routes, access gates and fencing. For documentation purposes, a pre-construction report will be prepared documenting the site visit including photos of existing conditions. The report will be referenced during the substantial and final completion inspections of the project to verify all areas have been restored to equal or better condition.

- v. Review and approve Contractor's Critical Path Method (CMP) Baseline Schedule. For budgeting purposes, one (1) original and one (1) resubmittal is anticipated to be reviewed.
 - vi. Review and approve Contractor's Safety Plan Compliance Document (SPCD) for compliance with the Construction Safety Phasing Plan (CSPP) and Contract Documents. For budgeting purposes, one (1) original and one (1) resubmittal is anticipated to be reviewed.
 - vii. Review and approve Contractor's Quality Control Plan (QCP). For budgeting purposes, one (1) original and one (1) resubmittal is anticipated to be reviewed.
 - viii. Provide formal responses to address Contractor's Requests for Information (RFIs). For budgeting purposes, an average of two (2) RFIs per month is budgeted for a maximum of ten (10) RFIs during the 150 calendar day construction period.
 - ix. Conduct general compliance and acceptance reviews of shop drawings, material certifications, and compliance with Buy American contract provisions and, if necessary, evaluate proposed waivers regarding Buy American preferences. For budgeting purposes, a maximum of forty (40) shop drawings/submittals are anticipated to be required. An additional twenty-five percent (25%) for resubmittals is anticipated to address revise and resubmit shop drawings/submittals for budgeting purposes for a total of fifty (50) shop drawing/submittal reviews.
 - x. Review construction quality acceptance materials testing progress summary and materials acceptance test reports on a monthly basis during construction.
 - xi. Prepare and submit to the Client monthly FAA construction progress reports. For budgeting purposes, a total of five (5) monthly construction progress reports are anticipated to be prepared and submitted during the 150 calendar day construction period.
2. Provide construction management and on-site construction observation services.
- a. Construction Management – Provide contractor and overall construction oversight for the Client while acting within the limits of the authority of the Engineer established in Section 50-01 of the project manual. Consultant shall not have the authority to issue stop or suspension of work orders to the Contractor without first receiving direction from the SAA. SAA shall have sole responsibility for directing stop work orders with consultation and concurrence from the Consultant. Consultant will not approve nor accept changes to the work without Client's prior concurrence.
 - i. Attend and conduct bi-weekly construction progress meetings. Agenda and minutes of the weekly meetings will be prepared. Minutes will be distributed within five calendar days of the meeting. For budgeting purposes, a total of ten (10) bi-weekly construction progress meetings are budgeted. An estimated twenty percent (20%) of the construction progress meetings will be attended in-person for a total of two (2) in-person meetings and an estimated eighty percent (80%) of the weekly construction progress meetings will be attended virtually for a total of eight (8) virtual meetings.
 - ii. Consultant will establish the pay request template for Contractor use in monthly pay requests. Consultant will review Contractor monthly construction pay requests. For budgeting purposes, a total of six (6) pay requests are anticipated. The Construction Manager will review pay requests against daily inspection reports to verify quantities match installed completed, and accepted work items. Within seven days of receipt of pay requests, forward to the Client approved pay requests or return to the Contractor with an explanation as to why the pay request was rejected if necessary. SAA shall have the responsibility for processing Contractor monthly pay requests.
 - iii. Conduct periodic site visits by Construction Manager for the purpose of coordinating with Resident Project Representative, observing Contractor's progress, and to address RFIs and

field conditions as required. For budgeting purposes, a total of four (4) site visits are budgeted to address field coordination and progress for the following items:

- 1 visit during demolition and milling operations
 - 2 visits during concrete paving operations (includes prepave meeting)
 - 1 visit during electrical installation operations
- iv. Evaluate change order and supplemental agreement requests, develop an independent analysis of proposed changes regarding cost and time, and make recommendations to Client. For budgeting purposes, a total of three (3) change orders and/or supplemental requests are anticipated to be reviewed.
 - v. Attend and conduct a final acceptance walk through and inspection of the completed project with the Contractor and Client.
- b. Field Services - Provide a qualified full-time Resident Project Representative to monitor Contractor's conformance with contract requirements and notify Client and Contractor if any deficiency corrections are required. A maximum of one (1) full-time Resident Project Representative (RPR) will be provided during the construction period. A maximum of 50 hours is budgeted per week for the RPR.

[Total Physical Construction Duration – 150 Calendar Days]

- i. Maintain construction diary documenting and photographing daily work activities and contract time. Record activities and events for every day of the construction contract including, but not limited to, hours of operation, weather, operating equipment, number of construction personnel, visitors to the site, and any issues observed, discussed, resolved, or require action to be taken by the Client, Consultant, or Contractor. Weekly inspection reports will be submitted on a weekly basis to the Client and FAA.
- ii. Document Contractor's performance, observe Contractor's quality control and Consultant's acceptance testing of construction materials, check delivered materials for compliance with approved shop drawings, submittals, and Buy American, and verify installed construction quantities. Contractor shall be responsible for submittal of quality control test reports to the Client and Consultant.
- iii. Perform quarterly Davis Bacon random wage rate interviews for prime contractor and subcontractor personnel active on the project site. For budgeting purposes, a total of two (2) interviews are estimated to be conducted with contractor and subcontractor personnel.
- iv. Conduct commercially useful function interviews with each DBE subcontractor on a quarterly basis. For budgeting purposes, a total of two (2) subcontractor interviews are estimated to be conducted.
- v. Contractor shall maintain on site a set of Plans indicating changes documented during construction. Consultant will review progress redlines on a weekly basis.
- vi. Monitor Contractor's compliance with approved CSPP with regards to location/placement of barricades, good working order, temporary lighting/signage/markings requirements, lockout/tagout procedures, compliance with AOA security fencing and gates, and Foreign Object Debris (FOD) management.
- vii. UES will perform quality acceptance materials testing services in accordance with the project specifications associated with the materials specified in the contract documents and technical specifications. Consultant will coordinate testing with the Contractor's schedule and witness all testing performed on-site. See attached detailed quality acceptance testing plan (Exhibit A2).

SUMMARY OF MEETINGS / SITE VISITS

Description	Est. No. of Meetings	Est. Duration / Format	Antic. Attendees
Pre-Construction Conference	1	8 Hours, In-Person	Construction Manager (1), Project Engineer (1), Resident Project Representative (1)
Pre-Work Site Inspection	1	8 Hours, In-Person	Construction Manager (1)
Bi-Weekly Construction Progress Meetings	10	8 Hours, 2 In-Person 1 Hour, 8 Virtual	Construction Manager (1), Resident Project Representative (1), Document Control (1)
Periodic Site Visits	4	8 Hours, In-Person	Construction Manager (1), Project Engineer (1, 25%)
Final Completion Inspection	1	8 Hours, In-Person	Construction Manager (1), Project Engineer (1), Resident Project Representative (1)

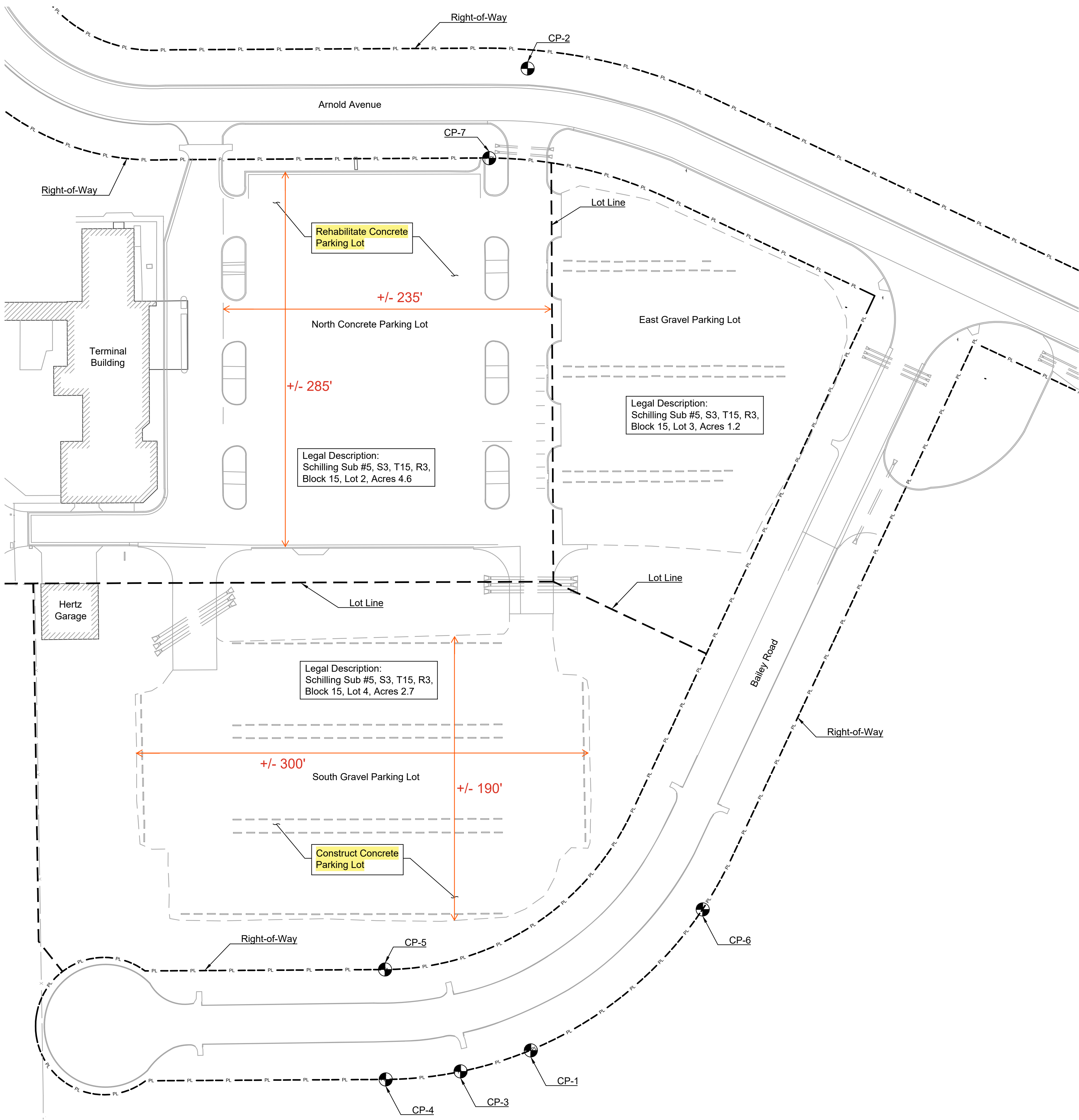
3. Project Closeout Phase

- a. Prepare and submit to the Client within ninety (90) calendar days after final completion one (1) set of record drawings. Final record drawings are to include CAD base and sheet files (AutoCAD version 2024), one (1) pdf of the complete plan set, one (1) 11" x 17" hard copy of the color line plan set.
- b. Prepare and submit the project final completion letter to the Client, Contractor, and FAA.
- c. Review Contractor provided Operation and Maintenance (O&M) manuals in electronic and hard copy form and submit approved documents to the Client for their records.
- d. Prepare and submit the Final Construction Report that documents key project milestone dates, final project costs, summary of quality acceptance test results and material certifications, summary of contract modification, compliance with labor provisions, and photographs of completed project work.
- e. Compile a copy of the Contractor's certified payroll records for the Client.
- f. An update to the Airport Layout Plan (ALP) showing as-built conditions as part of this project is **not required**.

CLIENT'S RESPONSIBILITIES

The Client, as a part of this Agreement, shall provide the following:

1. Arrange for access to and make all provisions for the Consultant to enter upon public and private property as required for the Consultant to perform his/her services.
2. Prepare and submit all required permits for all governmental entities having jurisdiction over the project and obtain such approvals and consents from others as may be necessary for completion of the project, including that required for environmental clearance.
3. Give prompt written notice to the Consultant whenever Client observes or knows of any development that affects the scope or timing of Consultant's services.
4. Prepare Invoice Summary and Outlay Report and Request for Reimbursement for Construction Programs (SF-271), Federal Financial Report (SF-425), and Quarterly Performance Reports as required by the FAA.



GENERAL NOTES:

- The existing features shown on these plans are those noted in the field and those taken from record drawings. This does not guarantee that all features are shown on the Plans. There will be no additional payment to the Contractor due to variations in size, quantity, or location of existing features.
- Extreme caution shall be used when working near existing light fixtures, underground electrical ducts, underground electrical cable and any other changes to existing fixtures. Should damage occur to any of these items, they will be replaced immediately at the Contractor's expense to the satisfaction of the Engineer.
- The Contractor shall be responsible for locating any underground utilities prior to beginning construction. Contact Kansas One Call at 1-800-DIG-SAFE a minimum of 48 hours prior to any construction activities to allow One Call sufficient time to locate and mark any existing utilities which might be affected by this project. Contractor shall provide the One Call report/case information to the Engineer and Airport Personnel prior to beginning excavation. Should damage occur to any of these items, they will be replaced immediately at the Contractor's expense to the satisfaction of the Engineer. Airport utilities not located by One Call shall be located by the Contractor at no cost to the owner.
- The Contractor shall be responsible for the restoration and seeding of the Contractor's staging area, access, and haul roads if damage has occurred due to construction activities. No direct payment will be made for these items. Seeding shall be done as required in accordance with Section 402: Finish Grading and Seeding, of the Project Manual, returning the area to original or better condition. The airport maintenance personnel shall be responsible for mowing the airfield.
- Waste materials resulting from this Project shall be disposed of off Airport Property unless shown otherwise on these plans. Excess unclassified excavation and existing crushed concrete/gravel to be removed with this project shall be hauled by the Contractor to the designated area on Airport property as identified on the Plans.
- The Construction Phasing Plan drawings depict haul routes for access from surrounding public roadways and haul route through the airport perimeter fence. Contractor access and hauling operations are strictly limited to the haul routes shown. Any time an existing pavement is traversed or crossed, the Contractor shall provide protection to the pavement edges. The Contractor is required to sweep and maintain the pavement as directed by the Resident Project Representative (RPR).
- The Contractor will be required to repair any damage to public and airport roads caused by the Contractor's trucks and equipment during the construction of the project. Repairs shall be adequate to return the pavements to a condition equal to or better than the condition prior to damage. All repair work shall be at the Contractor's expense. The airport entrance road and haul routes shall be videoed and photographed by the Contractor in the presence of the Engineer or the RPR prior to construction in order to document their existing condition.
- No changes to the approved Phasing Plan will be allowed without prior approval and concurrence from the RPR and Airport.
- The Contractor shall provide the Airport with the contact information of the Supervisor on site.
- Contractor shall be responsible for obtaining water, as required for completion of the project, and shall coordinate with the local water provider for pricing, obtaining a water meter, and determining a location for water access. The cost of this work shall be considered subsidiary to other items bid.
- Contractor shall provide sanitary portable toilet(s) for use on the jobsite, which shall be secured to prevent movement, for toilet quantity, see OSHA 1915.88(d)(2). Contractor shall coordinate maintenance of portable toilet(s) and shall escort the maintenance vehicles to the toilet(s) location(s).

HORIZONTAL & VERTICAL CONTROL:

State Plane Coordinates - NAD83 KS North (1501)
Vertical Datum - NAV88
Scale Factor (Grid / Ground) : 0.9993462
Established by OPUS Solution
Set 1/2" X 24" Bars with "CONTROL POINTS" Cap

CONTROL POINTS:

CP-1 N : 161903.15 E : 1415395.00 Elev : 1263.76 Descrip : CP#1	CP-2 N : 162618.15 E : 1415392.71 Elev : 1262.59 Descrip : CP#2
CP-3 N : 161887.84 E : 1415343.84 Elev : 1264.65 Descrip : BW&R Cap 5/8" Bar	CP-4 N : 161882.02 E : 1415289.31 Elev : 1264.58 Descrip : 2" Alum
CP-5 N : 161962.06 E : 1415288.85 Elev : 1263.37 Descrip : 2" ALUM	CP-6 N : 162005.78 E : 1415520.25 Elev : 1262.56 Descrip : 2" ALUM
CP-7 N : 162552.87 E : 1413364.69 Elev : 1259.66 Descrip : 2" ALUM	

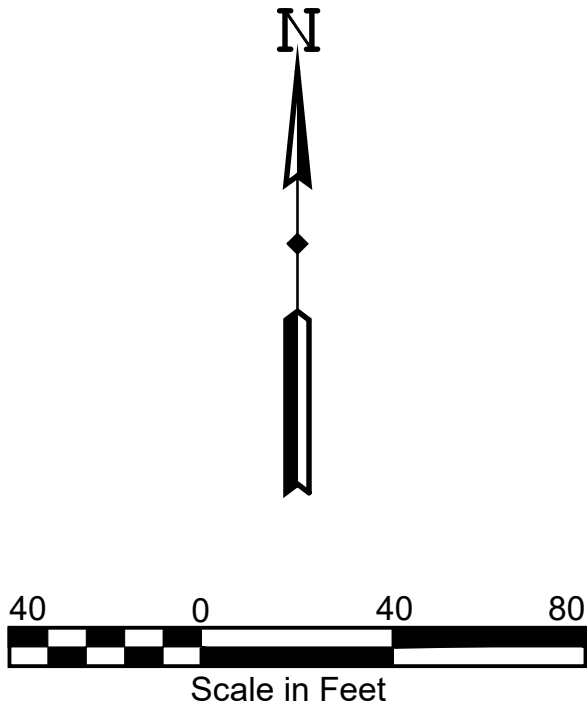
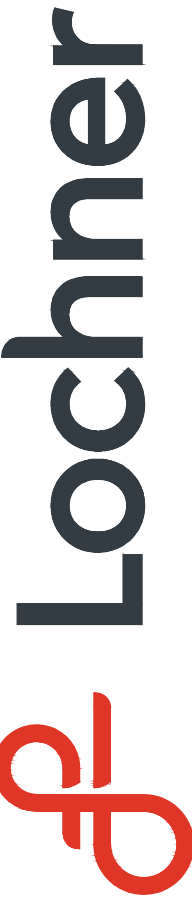


EXHIBIT A1



15717 College Blvd.
Lenexa, KS 66219
P 816.945.5840
www.hwlochner.com

SALINA REGIONAL AIRPORT (SLN)

SALINA, KANSAS
AIP 3-20-0072-054-2024

PROJECT NO.	19507-T001
DRAWN BY	BRE
CHECKED BY	KWR
DESIGNED BY	BRE
REVISIONS	

GENERAL LAYOUT PLAN

0.1

COMPENSATION

The Client agrees to compensate the Consultant for performing engineering services as described herein on the following basis:

COMPENSATION SCHEDULE

A. CONSTRUCTION SERVICES

1. through 2 Construction Admin./Mngmt. and Observation Svcs.....	\$310,500.00	Not-to-Exceed
3. Project Closeout Phase.....	\$ 11,000.00	Lump Sum
Total Construction Services	\$321,500.00	

The Consultant shall not proceed with the services described herein until written authorization in the form of a Notice to Proceed is received from the Client.

For engineering services applicable to Item A. Construction Services, Parts 1 and 2, the Consultant will submit monthly statements to the Client for payroll costs times a factor for labor and general administrative overhead (2.6936) and all other expenses incurred on the Project. A pro rata share of the fixed payment in proportion of the statement amount to the not-to-exceed amount will be included on the monthly statement.

The fixed payment to the Consultant for services outlined in Item A., Parts 1 and 2, shall be \$33,293.30, and the total payment to the Consultant shall not exceed \$310,500.00.

If the Contractor exceeds a construction contract period of 150 calendar days, the Consultant may renegotiate the respective fixed payment and not-to-exceed amount. The renegotiated fixed payment and not-to-exceed amount will be estimated based on direct salary costs, labor and general overhead, out-of-pocket expenses, and profit similar to those used in this Agreement.

The Consultant will use an independent laboratory for materials acceptance testing.

Travel on and off the Project site required of Consultant personnel will be compensated at the current rate allowed by the Internal Revenue Service.

Costs other than personnel services incurred by the Consultant will be documented in the written statement and will be at the cost to the Consultant from the vendor.

For Item A. Construction Services, Part 3, partial payment shall be made to the Consultant for those portions of the services completed. The Consultant shall submit to the Client a monthly statement showing an estimate of completion, and the portion of compensation requested for each element and phase of the services. The request for partial payments will not be in excess of the value of the services completed at the time the statement is rendered.

DERIVATION OF CONSULTANT PROJECT COSTS

REHABILITATE AND EXPAND TERMINAL PARKING LOT

FAA (MAP) AIP PROJECT NO. AIP 3-20-0072-056-2025

SALINA REGIONAL AIRPORT (SLN)

SALINA, KANSAS

CONSTRUCTION ADMINISTRATION, MANAGEMENT, RPR OBSERVATION, AND QA MATERIALS TESTING SERVICES

May 27, 2025

1. DIRECT SALARY COSTS:

<u>TITLE</u>	<u>HOURS</u>	<u>RATE/HOUR</u>	<u>COST (\$)</u>
Project Manager	80	\$102.00	\$ 8,160.00
Structural Design Engineer	10	\$48.00	\$ 480.00
Senior Electrical Engineer	28	\$93.00	\$ 2,604.00
Design Engineer	128	\$68.00	\$ 8,704.00
(*) Construction Observer	910	\$66.00	\$ 60,060.00
Design Technician	2	\$52.00	\$ 104.00
Admin. Assistant	19	\$51.00	\$ 969.00
Engineer Intern	30	\$44.00	\$ 1,320.00
Total Direct Salary Costs=			\$ 82,401.00

2. LABOR AND GENERAL ADMINISTRATIVE OVERHEAD:

Percentage of Direct Salary Costs @ 169.36% \$ 139,554.33

3. SUBTOTAL:

Items 1 and 2 \$ 221,955.33

4. PROFIT:

15% of Item 3 Subtotal \$ 33,293.30

Subtotal of Items 3 and 4 \$ 255,248.64

5. OUT-OF-POCKET EXPENSES:

a. Mileage	10,682	miles @ \$0.70/mile =	\$ 7,477.39
b. Aircraft Rental	0	hrs. @ \$400.00/hour =	\$ -
c. Meals	117	@ \$68.00/day =	\$ 7,956.00
d. Motel	117	days @ \$110.00/day =	\$ 12,870.00
e. Landscape Architect Site Visit		=	\$ 2,600.00
f. Mailing & Misc. Expenses		=	\$ 546.67

Total Out-of-Pocket Expenses = \$ 31,450.06

6. SUBCONTRACT COST:

a. UES (Materials Testing) \$ 23,801.30

7. TOTAL FEE:

Items 4, 5 and 6 \$ 310,500.00 Not-To-Exceed

(*) Construction Observation time based on 50 hrs per week during construction activities.

(**) Construction Observation is based on a 150 calendar day project. (Revised 4/25/2025)

DERIVATION OF CONSULTANT PROJECT COSTS

REHABILITATE AND EXPAND TERMINAL PARKING LOT

FAA (MAP) AIP PROJECT NO. AIP 3-20-0072-056-2025

SALINA REGIONAL AIRPORT (SLN)

SALINA, KANSAS

PROJECT CLOSEOUT SERVICES

May 27, 2025

1. DIRECT SALARY COSTS:

<u>TITLE</u>	<u>HOURS</u>	<u>RATE/HOUR</u>	<u>COST (\$)</u>
Principal	0	\$109.00	\$ -
Project Manager	12	\$102.00	\$ 1,224.00
Airport Planner	0	\$77.00	\$ -
Structural Design Engineer	0	\$48.00	\$ -
Senior Electrical Engineer	0	\$93.00	\$ -
Design Engineer	16	\$68.00	\$ 1,088.00
Construction Observer	0	\$66.00	\$ -
Design Technician	12	\$52.00	\$ 624.00
Admin. Assistant	12	\$51.00	\$ 612.00
Engineer Intern	0	\$44.00	\$ -
Total Direct Salary Costs=			\$ 3,548.00

2. LABOR AND GENERAL ADMINISTRATIVE OVERHEAD

Percentage of Direct Salary Costs @ 169.36% \$ 6,008.89

3. SUBTOTAL:

Items 1 and 2 \$ 9,556.89

4. PROFIT:

15% of Item 3 Subtotal \$ 1,433.53

Subtotal of Items 3 and 4 \$ 10,990.43

5. OUT-OF-POCKET EXPENSES:

a. Mileage	0	miles @ \$0.70/mile =	\$ -
b. Aircraft Rental	0	hrs. @ \$400.00/hour =	\$ -
c. Meals	0	@ \$68.00/day =	\$ -
d. Motel	0	days @ \$110.00/day =	\$ -
e. Mailing & Misc. Expenses	0	=	\$ 9.57
Total Out-of-Pocket Expenses =			\$ 9.57

6. SUBCONTRACT COST:

a. None \$ -

7. TOTAL FEE:

Items 4, 5 and 6 \$ 11,000.00 Lump Sum



UES Project Cost Estimate

Project Name: Salina Regional Airport

UES Proposal No.: A25125.00154

Project Location: Salina, Kansas

Scope of Work: Quality Assurance Testing

Fees are based on service from UES' Wichita and Salina office.

	Rate	Unit	X	Qty	Notes	Total
Field Testing						
Concrete Technician	\$ 65.00	Hour	X	120	(8 Hr/Trip x 15 Trips)	\$ 7,800.00
Soil/Aggregate Technician	\$ 65.00	Hour	X	30	(6 Hr/Trip x 5 Trips)	\$ 1,950.00
Sample Collection	\$ 65.00	Hour	X	40	(4 Hr/Trip x 10 Trips)	\$ 2,600.00
Trip Charge	\$ 140.00	Trip	X	35		\$ 4,900.00
<i>Subtotal:</i>						\$ 17,250.00
Soil/Aggregate Laboratory Testing						
KT-02 Sieve Analysis	\$ 180.00	Each	X	3		\$ 540.00
KT-12 Standard Proctor	\$ 200.00	Each	X	2		\$ 400.00
<i>Subtotal:</i>						\$ 940.00
Concrete Laboratory Testing						
KT-22/76 Breaks (cast by UES)	\$ 18.00	Cylinder	X	44	(11 sets of 4 cyl)	\$ 792.00
KT-22/23 Breaks (cast by UES)	\$ 30.00	Beam	X	24	(8 sets of 3 beams)	\$ 720.00
<i>Subtotal:</i>						\$ 1,512.00
Professional Services/Miscellaneous						
Report Preparation/Review	15% of field and laboratory services					\$ 2,955.30
Project Management	\$ 110.00	Hour	X	8		\$ 880.00
Professional Engineering Services	\$ 163.00	Hour	X	0		\$ -
Project Coordinator	\$ 88.00	Hour	X	3		\$ 264.00
<i>Subtotal:</i>						\$ 4,099.30
ESTIMATED TOTAL COST						\$ 23,801.30

Our standard work hours are 7:30 a.m. to 5:30 p.m., Monday through Friday. An overtime multiplier of 1.5 will be applied to personnel fees for time in excess of 8 hours per day, 40 hours per week, and to personnel and laboratory fees for services requested to be performed outside our standard work hours and holidays.

There is a two-hour minimum charge for a materials technician, a three-hour minimum charge for masonry and structural technician, and a four-hour minimum charge for a structural steel technician, CWI, and on weekends and holidays. Technician time is calculated portal-to-portal.

UES appreciates 24 hours' notice when scheduling testing and inspections services. There will be a \$50.00 fee

TIME SCHEDULE

The performance of this Agreement is contingent and valid only on the receipt by the Client of a grant from the FAA for the Project. After receipt and acceptance of the grant offer, the Consultant agrees to proceed with the services immediately upon receipt of a written Notice to Proceed (NTP) by the Client, and to employ such personnel as required to complete the Scope of Services in accordance with the following time schedule:

SCHEDULED PERFORMANCE IN CALENDAR DAYS

A. CONSTRUCTION SERVICES

1. through 2. Construction Admin./Mngmt. and Observation Services As Required for 150 Calendar Day Construction Project
3. Project Closeout Phase 90 Calendar Days After Project Acceptance

The schedule presented above does not include review time by the Client, FAA or other interested agencies.

FEDERAL CONTRACT PROVISIONS FOR A/E AGREEMENTS

ALL REFERENCES MADE HEREIN TO “CONTRACTOR”, “PRIME CONTRACTOR”,
“BIDDER”, “OFFEROR”, AND “APPLICANT” SHALL PERTAIN TO THE
ARCHITECT/ENGINEER (A/E).

ALL REFERENCES MADE HEREIN TO “SUBCONTRACTOR”, “SUB-TIER CONTRACTOR”
OR “LOWER TIER CONTRACTOR” SHALL PERTAIN TO ANY SUBCONSULTANT UNDER
CONTRACT WITH THE A/E.

ALL REFERENCES MADE HEREIN TO “SPONSOR” AND “OWNER” SHALL PERTAIN TO
THE STATE, CITY, AIRPORT AUTHORITY OR OTHER PUBLIC ENTITY EXECUTING
CONTRACTS WITH THE A/E.

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PROVISIONS APPLICABLE TO ALL CONTRACTS**ACCESS TO RECORDS AND REPORTS**

Reference: 2 CFR § 200.334
 2 CFR § 200.337
 FAA Order 5100.38

The Contractor must maintain an acceptable cost accounting system. The Contractor agrees to provide the Owner, the Federal Aviation Administration and the Comptroller General of the United States or any of their duly authorized representatives access to any books, documents, papers and records of the Contractor which are directly pertinent to the specific contract for the purpose of making audit, examination, excerpts and transcriptions. The Contractor agrees to maintain all books, records and reports required under this contract for a period of not less than three years after final payment is made and all pending matters are closed.

CIVIL RIGHTS – GENERAL

Reference: 49 USC § 47123

In all its activities within the scope of its airport program, the Contractor agrees to comply with pertinent statutes, Executive Orders, and such rules as identified in Title VI List of Pertinent Nondiscrimination Acts and Authorities to ensure that no person shall, on the grounds of race, color, national origin (including limited English proficiency), creed, sex (including sexual orientation and gender identity), age, or disability be excluded from participating in any activity conducted with or benefiting from Federal assistance.

This provision is in addition to that required by Title VI of the Civil Rights Act of 1964.

CIVIL RIGHTS – TITLE VI ASSURANCES

Reference: 49 USC § 47123
 FAA Order 1400.11

Title VI Solicitation Notice

The Sponsor, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 USC §§ 2000d to 2000d-4) and the Regulations, hereby notifies all bidders or offerors that it will affirmatively ensure that for any contract entered into pursuant to this advertisement, disadvantaged business enterprises will be afforded full and fair opportunity to submit bids in response to this invitation and no businesses will be discriminated against on the grounds of race, color, national origin (including limited English proficiency), creed, sex (including sexual orientation and gender identity), age, or disability in consideration for an award.

Title VI List of Pertinent Nondiscrimination Acts and Authorities

During the performance of this contract, the Contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the "Contractor") agrees to comply with the following non-discrimination statutes and authorities; including but not limited to:

- Title VI of the Civil Rights Act of 1964 (42 USC § 2000d *et seq.*, 78 stat. 252) (prohibits discrimination on the basis of race, color, national origin);

- 49 CFR part 21 (Non-discrimination in Federally-Assisted programs of the Department of Transportation—Effectuation of Title VI of the Civil Rights Act of 1964);
- The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 USC § 4601) (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);
- Section 504 of the Rehabilitation Act of 1973 (29 USC § 794 *et seq.*), as amended (prohibits discrimination on the basis of disability); and 49 CFR part 27 (Nondiscrimination on the Basis of Disability in Programs or Activities Receiving Federal Financial Assistance);
- The Age Discrimination Act of 1975, as amended (42 USC § 6101 *et seq.*) (prohibits discrimination on the basis of age);
- Airport and Airway Improvement Act of 1982 (49 USC § 47123), as amended (prohibits discrimination based on race, creed, color, national origin, or sex);
- The Civil Rights Restoration Act of 1987 (PL 100-259) (broadened the scope, coverage and applicability of Title VI of the Civil Rights Act of 1964, the Age Discrimination Act of 1975 and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms “programs or activities” to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are Federally funded or not);
- Titles II and III of the Americans with Disabilities Act of 1990 (42 USC § 12101, *et seq.*) (prohibit discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities) as implemented by U.S. Department of Transportation regulations at 49 CFR parts 37 and 38;
- The Federal Aviation Administration’s Nondiscrimination statute (49 USC § 47123) (prohibits discrimination on the basis of race, color, national origin, and sex);
- Executive Order 12898, Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations (ensures nondiscrimination against minority populations by discouraging programs, policies, and activities with disproportionately high and adverse human health or environmental effects on minority and low-income populations);
- Executive Order 13166, Improving Access to Services for Persons with Limited English Proficiency, and resulting agency guidance, national origin discrimination includes discrimination because of limited English proficiency (LEP). To ensure compliance with Title VI, you must take reasonable steps to ensure that LEP persons have meaningful access to your programs [70 Fed. Reg. 74087 (2005)];
- Title IX of the Education Amendments of 1972, as amended, which prohibits you from discriminating because of sex in education programs or activities (20 USC § 1681, *et seq.*).

Nondiscrimination Requirements / Title VI Clauses for Compliance

Compliance with Nondiscrimination Requirements:

During the performance of this contract, the Contractor, for itself, its assignees, and successors in interest (hereinafter referred to as the “Contractor”) agrees as follows:

1. **Compliance with Regulations:** The Contractor (hereinafter includes consultants) will comply with the Title VI List of Pertinent Nondiscrimination Acts and Authorities, as they may be

amended from time to time, which are herein incorporated by reference and made a part of this contract.

2. **Nondiscrimination:** The Contractor, with regard to the work performed by it during the contract, will not discriminate on the grounds of race, color, national origin (including limited English proficiency), creed, sex (including sexual orientation and gender identity), age, or disability in the selection and retention of subcontractors, including procurements of materials and leases of equipment. The Contractor will not participate directly or indirectly in the discrimination prohibited by the Nondiscrimination Acts and Authorities, including employment practices when the contract covers any activity, project, or program set forth in Appendix B of 49 CFR part 21.
3. **Solicitations for Subcontracts, including Procurements of Materials and Equipment:** In all solicitations, either by competitive bidding or negotiation made by the Contractor for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential subcontractor or supplier will be notified by the Contractor of the contractor's obligations under this contract and the Nondiscrimination Acts and Authorities on the grounds of race, color, or national origin.
4. **Information and Reports:** The Contractor will provide all information and reports required by the Acts, the Regulations, and directives issued pursuant thereto and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the Sponsor or the Federal Aviation Administration to be pertinent to ascertain compliance with such Nondiscrimination Acts and Authorities and instructions. Where any information required of a contractor is in the exclusive possession of another who fails or refuses to furnish the information, the Contractor will so certify to the Sponsor or the Federal Aviation Administration, as appropriate, and will set forth what efforts it has made to obtain the information.
5. **Sanctions for Noncompliance:** In the event of a Contractor's noncompliance with the non-discrimination provisions of this contract, the Sponsor will impose such contract sanctions as it or the Federal Aviation Administration may determine to be appropriate, including, but not limited to:
 - a. Withholding payments to the Contractor under the contract until the Contractor complies; and/or
 - b. Cancelling, terminating, or suspending a contract, in whole or in part.
6. **Incorporation of Provisions:** The Contractor will include the provisions of paragraphs one through six in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Regulations, and directives issued pursuant thereto. The Contractor will take action with respect to any subcontract or procurement as the Sponsor or the Federal Aviation Administration may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if the Contractor becomes involved in, or is threatened with litigation by a subcontractor, or supplier because of such direction, the Contractor may request the Sponsor to enter into any litigation to protect the interests of the Sponsor. In addition, the Contractor may request the United States to enter into the litigation to protect the interests of the United States.

PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT

Reference: 2 CFR § 200, Appendix II(K)
2 CFR § 200.216

Contractor and Subcontractor agree to comply with mandatory standards and policies relating to use and procurement of certain telecommunications and video surveillance services or equipment in compliance with the National Defense Authorization Act [Public Law 115-232 § 889(f)(1)].

FEDERAL FAIR LABOR STANDARDS ACT (FEDERAL MINIMUM WAGE)

Reference: 29 USC § 201, et seq
2 CFR § 200.430

All contracts and subcontracts that result from this solicitation incorporate by reference the provisions of 29 CFR part 201, et seq, the Federal Fair Labor Standards Act (FLSA), with the same force and effect as if given in full text. The FLSA sets minimum wage, overtime pay, recordkeeping, and child labor standards for full and part-time workers.

The Contractor has full responsibility to monitor compliance to the referenced statute or regulation. The Contractor must address any claims or disputes that arise from this requirement directly with the U.S. Department of Labor – Wage and Hour Division.

OCCUPATIONAL SAFETY AND HEALTH ACT OF 1970

Reference: 20 CFR Part 1910

All contracts and subcontracts that result from this solicitation incorporate by reference the requirements of 29 CFR Part 1910 with the same force and effect as if given in full text. The employer must provide a work environment that is free from recognized hazards that may cause death or serious physical harm to the employee. The employer retains full responsibility to monitor its compliance and their subcontractor's compliance with the applicable requirements of the Occupational Safety and Health Act of 1970 (29 CFR Part 1910). The employer must address any claims or disputes that pertain to a referenced requirement directly with the U.S. Department of Labor – Occupational Safety and Health Administration.

RIGHT TO INVENTIONS

Reference: 2 CFR Part 200, Appendix II(F)
37 CFR Part 401

Contracts or agreements that include the performance of experimental, developmental, or research work must provide for the rights of the Federal Government and the Owner in any resulting invention as established by 37 CFR part 401, Rights to Inventions Made by Non-profit Organizations and Small Business Firms under Government Grants, Contracts, and Cooperative Agreements. This contract incorporates by reference the patent and inventions rights as specified within 37 CFR § 401.14. Contractor must include this requirement in all sub-tier contracts involving experimental, developmental, or research work.

SEISMIC SAFETY

Reference: 49 CFR Part 41

In the performance of design services, the Consultant agrees to furnish a building design and associated construction specification that conform to a building code standard that provides a level of seismic safety substantially equivalent to standards as established by the National Earthquake Hazards Reduction Program (NEHRP). Local building codes that model their building code after the current version of the International Building Code (IBC) meet the NEHRP equivalency level for seismic safety. At the conclusion of the design services, the Consultant agrees to furnish the Owner a “certification of compliance” that attests conformance of the building design and the construction specifications with the seismic standards of NEHRP or an equivalent building code.

TAX DELINQUENCY AND FELONY CONVICTIONS

Reference: Section 8113 of the Consolidated Appropriations Act, 2022 (Public Law 117-103) and similar provisions in subsequent appropriations acts
DOT Order 4200.6 – Appropriations Act Requirements for Procurement and Non-Procurement Regarding Tax Delinquency and Felony Convictions

The Contractor certifies:

- 1) It is not a corporation that has any unpaid Federal tax liability that has been assessed, for which all judicial and administrative remedies have been exhausted or have lapsed, and that is not being paid in a timely manner pursuant to an agreement with the authority responsible for collecting the tax liability. A tax delinquency is any unpaid Federal tax liability that has been assessed, for which all judicial and administrative remedies have been exhausted, or have lapsed, and that is not being paid in a timely manner pursuant to an agreement with the authority responsible for collecting the tax liability.
- 2) It is not a corporation that was convicted of a criminal violation under any Federal law within the preceding 24 months. A felony conviction is a conviction within the preceding twenty four (24) months of a felony criminal violation under any Federal law and includes conviction of an offense defined in a section of the U.S. code that specifically classifies the offense as a felony and conviction of an offense that is classified as a felony under 18 USC § 3559.

The Contractor agrees to incorporate the above certification in all lower tier subcontracts.

TRADE RESTRICTION CERTIFICATION

Reference: 49 USC § 50104
49 CFR Part 30

By submission of an offer, the Offeror certifies that with respect to this solicitation and any resultant contract, the Offeror:

- 1) is not owned or controlled by one or more citizens of a foreign country included in the list of countries that discriminate against U.S. firms as published by the Office of the United States Trade Representative (USTR);
- 2) has not knowingly entered into any contract or subcontract for this project with a person that is a citizen or national of a foreign country included on the list of countries that discriminate against U.S. firms as published by the USTR; and

- 3) has not entered into any subcontract for any product to be used on the Federal project that is produced in a foreign country included on the list of countries that discriminate against U.S. firms published by the USTR.

This certification concerns a matter within the jurisdiction of an agency of the United States of America and the making of a false, fictitious, or fraudulent certification may render the maker subject to prosecution under Title 18 USC § 1001.

The Offeror/Contractor must provide immediate written notice to the Owner if the Offeror/Contractor learns that its certification or that of a subcontractor was erroneous when submitted or has become erroneous by reason of changed circumstances. The Contractor must require subcontractors provide immediate written notice to the Contractor if at any time it learns that its certification was erroneous by reason of changed circumstances.

Unless the restrictions of this clause are waived by the Secretary of Transportation in accordance with 49 CFR § 30.17, no contract shall be awarded to an Offeror or subcontractor:

- 1) who is owned or controlled by one or more citizens or nationals of a foreign country included on the list of countries that discriminate against U.S. firms published by the USTR; or
- 2) whose subcontractors are owned or controlled by one or more citizens or nationals of a foreign country on such USTR list; or
- 3) who incorporates in the public works project any product of a foreign country on such USTR list.

Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render, in good faith, the certification required by this provision. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

The Offeror agrees that, if awarded a contract resulting from this solicitation, it will incorporate this provision for certification without modification in all lower tier subcontracts. The Contractor may rely on the certification of a prospective subcontractor that it is not a firm from a foreign country included on the list of countries that discriminate against U.S. firms as published by USTR, unless the Offeror has knowledge that the certification is erroneous.

This certification is a material representation of fact upon which reliance was placed when making an award. If it is later determined that the Contractor or subcontractor knowingly rendered an erroneous certification, the Federal Aviation Administration (FAA) may direct through the Owner cancellation of the contract or subcontract for default at no cost to the Owner or the FAA.

VETERAN'S PREFERENCE

Reference: 49 USC § 47112(c)

In the employment of labor (excluding executive, administrative, and supervisory positions), the Contractor and all sub-tier contractors must give preference to covered veterans as defined within Title 49 United States Code Section 47112. Covered veterans include Vietnam-era veterans, Persian Gulf veterans, Afghanistan-Iraq war veterans, disabled veterans, and small business concerns (as defined by 15 USC § 632) owned and controlled by disabled veterans. This preference only applies when there are covered veterans readily available and qualified to perform the work to which the employment relates.

PROVISIONS APPLICABLE TO CONTRACTS EXCEEDING \$10,000**DISTRACTED DRIVING**

Reference: Executive Order 13513
DOT Order 3902.10

In accordance with Executive Order 13513, "Federal Leadership on Reducing Text Messaging While Driving", (10/1/2009) and DOT Order 3902.10, "Text Messaging While Driving", (12/30/2009), the Federal Aviation Administration encourages recipients of Federal grant funds to adopt and enforce safety policies that decrease crashes by distracted drivers, including policies to ban text messaging while driving when performing work related to a grant or subgrant.

In support of this initiative, the Owner encourages the Contractor to promote policies and initiatives for its employees and other work personnel that decrease crashes by distracted drivers, including policies that ban text messaging while driving motor vehicles while performing work activities associated with the project. The Contractor must include the substance of this clause in all sub-tier contracts exceeding \$10,000 that involve driving a motor vehicle in performance of work activities associated with the project.

EQUAL EMPLOYMENT OPPORTUNITY (EEO)

Reference: 2 CFR Part 200, Appendix II(C)
41 CFR § 60-1.4
41 CFR § 60-4.3
Executive Order 11246

Equal Opportunity Clause

During the performance of this contract, the Contractor agrees as follows:

- (1) The Contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. The Contractor will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to, the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff, or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
- (2) The Contractor will, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.
- (3) The contractor will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in

response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

- (4) The Contractor will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or workers' representative of the Contractor's commitments under this section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
- (5) The Contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
- (6) The Contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.
- (7) In the event of the Contractor's noncompliance with the nondiscrimination clauses of this contract or with any such rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and the Contractor may be declared ineligible for further Government contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.
- (8) The Contractor will include the provisions of paragraphs (1) through (8) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. The Contractor will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions, including sanctions for noncompliance: *Provided*, however, that in the event the contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, the Contractor may request the United States to enter into such litigation to protect the interests of the United States.

PROHIBITION OF SEGREGATED FACILITIES

Reference: 2 CFR Part 200, Appendix II(C)
41 CFR Part 60-1

- (a) The Contractor agrees that it does not and will not maintain or provide for its employees any segregated facilities at any of its establishments, and that it does not and will not permit its employees to perform their services at any location under its control where segregated facilities are maintained. The Contractor agrees that a breach of this clause is a violation of the Equal Employment Opportunity clause in this contract.
- (b) "Segregated facilities," as used in this clause, means any waiting rooms, work areas, rest rooms and wash rooms, restaurants and other eating areas, time clocks, locker rooms and other storage or dressing areas, parking lots, drinking fountains, recreation or entertainment areas, transportation, and housing facilities provided for employees that are segregated by explicit directive or are in fact

segregated on the basis of race, color, religion, sex, sexual orientation, gender identity, or national origin because of written or oral policies or employee custom. The term does not include separate or single-user rest rooms or necessary dressing or sleeping areas provided to assure privacy between the sexes.

- (c) The Contractor shall include this clause in every subcontract and purchase order that is subject to the Equal Employment Opportunity clause of this contract.

TERMINATION OF CONTRACT

Reference: 2 CFR Part 200, Appendix II(B)
FAA Advisory Circular 150/5370-10, Section 80-09

Termination for Convenience (Professional Services)

The Owner may, by written notice to the Consultant, terminate this Agreement for its convenience and without cause or default on the part of Consultant. Upon receipt of the notice of termination, except as explicitly directed by the Owner, the Contractor must immediately discontinue all services affected.

Upon termination of the Agreement, the Consultant must deliver to the Owner all data, surveys, models, drawings, specifications, reports, maps, photographs, estimates, summaries, and other documents and materials prepared by the Engineer under this contract, whether complete or partially complete.

Owner agrees to make just and equitable compensation to the Consultant for satisfactory work completed up through the date the Consultant receives the termination notice. Compensation will not include anticipated profit on non-performed services.

Owner further agrees to hold Consultant harmless for errors or omissions in documents that are incomplete as a result of the termination action under this clause.

Termination for Cause (Professional Services)

Either party may terminate this Agreement for cause if the other party fails to fulfill its obligations that are essential to the completion of the work per the terms and conditions of the Agreement. The party initiating the termination action must allow the breaching party an opportunity to dispute or cure the breach.

The terminating party must provide the breaching party seven (7) days advance written notice of its intent to terminate the Agreement. The notice must specify the nature and extent of the breach, the conditions necessary to cure the breach, and the effective date of the termination action. The rights and remedies in this clause are in addition to any other rights and remedies provided by law or under this agreement.

- a) **Termination by Owner:** The Owner may terminate this Agreement for cause in whole or in part, for the failure of the Consultant to:
1. Perform the services within the time specified in this contract or by Owner approved extension;
 2. Make adequate progress so as to endanger satisfactory performance of the Project; or
 3. Fulfill the obligations of the Agreement that are essential to the completion of the Project.

Upon receipt of the notice of termination, the Consultant must immediately discontinue all services affected unless the notice directs otherwise. Upon termination of the Agreement, the Consultant

must deliver to the Owner all data, surveys, models, drawings, specifications, reports, maps, photographs, estimates, summaries, and other documents and materials prepared by the Engineer under this contract, whether complete or partially complete.

Owner agrees to make just and equitable compensation to the Consultant for satisfactory work completed up through the date the Consultant receives the termination notice. Compensation will not include anticipated profit on non-performed services.

Owner further agrees to hold Consultant harmless for errors or omissions in documents that are incomplete as a result of the termination action under this clause.

If, after finalization of the termination action, the Owner determines the Consultant was not in default of the Agreement, the rights and obligations of the parties shall be the same as if the Owner issued the termination for the convenience of the Owner.

b) **Termination by Consultant:** The Consultant may terminate this Agreement for cause in whole or in part, if the Owner:

1. Defaults on its obligations under this Agreement;
2. Fails to make payment to the Consultant in accordance with the terms of this Agreement;
3. Suspends the project for more than one hundred eighty (180) days due to reasons beyond the control of the Consultant.

Upon receipt of a notice of termination from the Consultant, Owner agrees to cooperate with Consultant for the purpose of terminating the agreement or portion thereof, by mutual consent. If Owner and Consultant cannot reach mutual agreement on the termination settlement, the Consultant may, without prejudice to any rights and remedies it may have, proceed with terminating all or parts of this Agreement based upon the Owner's breach of the contract.

In the event of termination due to Owner breach, the Consultant is entitled to invoice Owner and to receive full payment for all services performed or furnished in accordance with this Agreement and all justified reimbursable expenses incurred by the Consultant through the effective date of termination action. Owner agrees to hold Consultant harmless for errors or omissions in documents that are incomplete as a result of the termination action under this clause.

PROVISIONS APPLICABLE TO CONTRACTS EXCEEDING \$25,000

DEBARMENT AND SUSPENSION

Reference: 2 CFR Part 180 (Subpart B)
 2 CFR Part 200, Appendix II(H)
 2 CFR Part 1200
 DOT Order 4200.5
 Executive Orders 12549 and 12689

Certification of Offeror/Bidder Regarding Debarment

By submitting a bid/proposal under this solicitation, the bidder or offeror certifies that neither it nor its principals are presently debarred or suspended by any Federal department or agency from participation in this transaction.

Certification of Lower Tier Contractors Regarding Debarment

The successful bidder, by administering each lower tier subcontract that exceeds \$25,000 as a “covered transaction”, must confirm each lower tier participant of a “covered transaction” under the project is not presently debarred or otherwise disqualified from participation in this federally-assisted project. The successful bidder will accomplish this by:

1. Checking the System for Award Management at website: <http://www.sam.gov>.
2. Collecting a certification statement similar to the Certification of Offeror /Bidder Regarding Debarment, above.
3. Inserting a clause or condition in the covered transaction with the lower tier contract.

If the Federal Aviation Administration later determines that a lower tier participant failed to disclose to a higher tier participant that it was excluded or disqualified at the time it entered the covered transaction, the FAA may pursue any available remedies, including suspension and debarment of the non-compliant participant.

PROVISIONS APPLICABLE TO CONTRACTS EXCEEDING \$100,000**CONTRACT WORKHOURS AND SAFETY STANDARDS ACT REQUIREMENTS**

Reference: 2 CFR Part 200, Appendix II(E)
 2 CFR § 5.5(b)
 40 USC § 3702
 40 USC § 3704

1. Overtime Requirements.

No contractor or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic, including watchmen and guards, in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

2. Violation; Liability for Unpaid Wages; Liquidated Damages.

In the event of any violation of the clause set forth in paragraph (1) of this clause, the Contractor and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such contractor and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (1) of this clause, in the sum of \$29 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (1) of this clause.

3. Withholding for Unpaid Wages and Liquidated Damages.

The Federal Aviation Administration (FAA) or the Owner shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the contractor or subcontractor under any

such contract or any other Federal contract with the same prime contractor, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime contractor, such sums as may be determined to be necessary to satisfy any liabilities of such contractor or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (2) of this clause.

4. Subcontractors.

The Contractor or subcontractor shall insert in any subcontracts the clauses set forth in paragraphs (1) through (4) and also a clause requiring the subcontractor to include these clauses in any lower tier subcontracts. The prime contractor shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (1) through (4) of this clause.

LOBBYING AND INFLUENCING FEDERAL EMPLOYEES

Reference: 31 USC § 1352 – Byrd Anti-Lobbying Amendment
2 CFR Part 200, Appendix II(I)
49 CFR Part 20, Appendix A

Certification Regarding Lobbying

The Bidder or Offeror certifies by signing and submitting this bid or proposal, to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the Bidder or Offeror, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

PROVISIONS APPLICABLE TO CONTRACTS EXCEEDING \$150,000**CLEAN AIR AND WATER POLLUTION CONTROL**

References: 2 CFR Part 200, Appendix II(G)
 42 USC § 7401, et seq
 33 USC § 1251, et seq

Contractor agrees to comply with all applicable standards, orders, and regulations issued pursuant to the Clean Air Act (42 USC §§ 7401-7671q) and the Federal Water Pollution Control Act as amended (33 USC §§ 1251-1387). The Contractor agrees to report any violation to the Owner immediately upon discovery. The Owner assumes responsibility for notifying the Environmental Protection Agency (EPA) and the Federal Aviation Administration.

The Contractor must include this requirement in all subcontracts that exceed \$150,000.

PROVISIONS APPLICABLE TO CONTRACTS EXCEEDING \$250,000**BREACH OF CONTRACT TERMS**

Reference: 2 CFR § 200 Appendix II(A)

Any violation or breach of terms of this contract on the part of the Contractor or its subcontractors may result in the suspension or termination of this contract or such other action that may be necessary to enforce the rights of the parties of this agreement.

Owner will provide Contractor written notice that describes the nature of the breach and corrective actions the Contractor must undertake in order to avoid termination of the contract. Owner reserves the right to withhold payments to Contractor until such time the Contractor corrects the breach or the Owner elects to terminate the contract. The Owner's notice will identify a specific date by which the Contractor must correct the breach. Owner may proceed with termination of the contract if the Contractor fails to correct the breach by the deadline indicated in the Owner's notice.

The duties and obligations imposed by the Contract Documents and the rights and remedies available thereunder are in addition to, and not a limitation of, any duties, obligations, rights and remedies otherwise imposed or available by law.

DISADVANTAGED BUSINESS ENTERPRISE

Reference: 49 CFR Part 26

Solicitation Language (Solicitations that include a Contract Goal)**Bid Information Submitted as a matter of responsiveness:**

The Owner's award of this contract is conditioned upon Bidder or Offeror satisfying the good faith effort requirements of 49 CFR § 26.53.

As a condition of responsiveness, the Bidder or Offeror must submit the following information with its proposal on the forms provided herein:

- 1) The names and addresses of Disadvantaged Business Enterprise (DBE) firms that will participate in the contract;

- 2) A description of the work that each DBE firm will perform;
- 3) The dollar amount of the participation of each DBE firm listed under (1);
- 4) Written statement from Bidder or Offeror that attests their commitment to use the DBE firm(s) listed under (1) to meet the Owner's project goal;
- 5) Written confirmation from each listed DBE firm that it is participating in the contract in the kind and amount of work provided in the prime contractor's commitment; and
- 6) If Bidder or Offeror cannot meet the advertised project DBE goal, evidence of good faith efforts undertaken by the Bidder or Offeror as described in appendix A to 49 CFR part 26. The documentation of good faith efforts must include copies of each DBE and non-DBE subcontractor quote submitted to the bidder when a non-DBE subcontractor was selected over a DBE for work on the contract.

Bid Information submitted as a matter of bidder responsibility:

The Owner's award of this contract is conditioned upon Bidder or Offeror satisfying the good faith effort requirements of 49 CFR § 26.53.

As a condition of responsibility, every Bidder or Offeror must submit the following information on the forms provided herein within five days after bid opening.

- 1) The names and addresses of Disadvantaged Business Enterprise (DBE) firms that will participate in the contract;
- 2) A description of the work that each DBE firm will perform;
- 3) The dollar amount of the participation of each DBE firm listed under (1);
- 4) Written statement from Bidder or Offeror that attests their commitment to use the DBE firm(s) listed under (1) to meet the Owner's project goal;
- 5) Written confirmation from each listed DBE firm that it is participating in the contract in the kind and amount of work provided in the prime contractor's commitment; and
- 6) If Bidder or Offeror cannot meet the advertised project DBE goal, evidence of good faith efforts undertaken by the Bidder or Offeror as described in appendix A to 49 CFR part 26. The documentation of good faith efforts must include copies of each DBE and non-DBE subcontractor quote submitted to the bidder when a non-DBE subcontractor was selected over a DBE for work on the contract.

Solicitation Language (Race/Gender Neutral Means)

The requirements of 49 CFR part 26 apply to this contract. It is the policy of the Owner to practice nondiscrimination based on race, color, sex, or national origin in the award or performance of this contract. The Owner encourages participation by all firms qualifying under this solicitation regardless of business size or ownership.

Prime Contracts (Contracts Covered by a DBE Program)

Contract Assurance (49 CFR § 26.13)

The Contractor, subrecipient or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this contract. The Contractor shall carry out applicable requirements of 49 CFR part 26 in the award and administration of DOT-assisted contracts. Failure by the Contractor to carry out these requirements is a material breach of this contract, which may

result in the termination of this contract or such other remedy as the recipient deems appropriate, which may include, but is not limited to:

- 1) Withholding monthly progress payments;
- 2) Assessing sanctions;
- 3) Liquidated damages; and/or
- 4) Disqualifying the Contractor from future bidding as non-responsible.

Prompt Payment (49 CFR § 26.29)

The prime contractor agrees to pay each subcontractor under this prime contract for satisfactory performance of its contract no later than thirty (30) calendar days from the receipt of each payment the prime contractor receives from Owner. The prime contractor agrees further to return retainage payments to each subcontractor within thirty (30) calendar days after the subcontractor's work is satisfactorily completed. Any delay or postponement of payment from the above referenced time frame may occur only for good cause following written approval of the Owner. This clause applies to both DBE and non-DBE subcontractors.

Termination of DBE Subcontracts (49 CFR § 26.53(f))

The prime contractor must not terminate a DBE subcontractor listed in response to the above *Solicitation Language (Solicitations that include a Contract Goal)* section (or an approved substitute DBE firm) without prior written consent of Owner. This includes, but is not limited to, instances in which the prime contractor seeks to perform work originally designated for a DBE subcontractor with its own forces or those of an affiliate, a non-DBE firm, or with another DBE firm.

The prime contractor shall utilize the specific DBEs listed to perform the work and supply the materials for which each is listed unless the contractor obtains written consent from the Owner. Unless the Owner's consent is provided, the prime contractor shall not be entitled to any payment for work or material unless it is performed or supplied by the listed DBE.

The Owner may provide such written consent only if the Owner agrees, for reasons stated in the concurrence document, that the prime contractor has good cause to terminate the DBE firm. For purposes of this paragraph, good cause includes the circumstances listed in 49 CFR §26.53.

Before transmitting to the Owner its request to terminate and/or substitute a DBE subcontractor, the prime contractor must give notice in writing to the DBE subcontractor, with a copy to the Owner, of its intent to request to terminate and/or substitute, and the reason for the request.

The prime contractor must give the DBE five days to respond to the prime contractor's notice and advise the Owner and the contractor of the reasons, if any, why it objects to the proposed termination of its subcontract and why the Owner should not approve the prime contractor's action. If required in a particular case as a matter of public necessity (e.g., safety), the Owner may provide a response period shorter than five days.

In addition to post-award terminations, the provisions of this section apply to preaward deletions of or substitutions for DBE firms put forward by offerors in negotiated procurements.

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BID TABULATION

SALINA REGIONAL AIRPORT (SLN)
SALINA, KANSAS

REHABILITATE AND EXPAND TERMINAL PARKING LOT
FAA (MAP) AIP PROJECT NO. 3-20-0072-054-2024 (DESIGN)
FAA (MAP) AIP PROJECT NO. 3-20-0072-056-2025 (CONSTRUCTION)
Bid Opening: May 28, 2025 at 11:00 A.M. (CDT)



Item No.	Spec No.	Description	Qty	Unit	Engineer's Estimate		Screed Tech LLC.		Prairie Landworks, Inc.		Smoky Hill Construction		Icon Structures Inc	
					Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount
1	104	Mobilization	1	L.S.	\$ 260,000.00	\$ 260,000.00	\$ 70,500.00	\$ 70,500.00	\$ 229,518.00	\$ 229,518.00	\$ 100,000.00	\$ 100,000.00	\$ 271,927.00	\$ 271,927.00
2	120	Traffic Control	1	L.S.	\$ 21,855.00	\$ 21,855.00	\$ 14,400.00	\$ 14,400.00	\$ 23,340.00	\$ 23,340.00	\$ 9,500.00	\$ 9,500.00	\$ 39,000.00	\$ 39,000.00
3	SS-100	Construction Safety and Security	1	L.S.	\$ 25,000.00	\$ 25,000.00	\$ 14,400.00	\$ 14,400.00	\$ 26,334.00	\$ 26,334.00	\$ 21,600.00	\$ 21,600.00	\$ 45,000.00	\$ 45,000.00
4	121	Construction Staking	1	L.S.	\$ 30,000.00	\$ 30,000.00	\$ 5,400.00	\$ 5,400.00	\$ 22,167.00	\$ 22,167.00	\$ 17,800.00	\$ 17,800.00	\$ 52,723.00	\$ 52,723.00
5	SS-101	Saw Cut	2,851	L.F.	\$ 10.00	\$ 28,510.00	\$ 2.50	\$ 7,127.50	\$ 4.20	\$ 11,974.20	\$ 5.00	\$ 14,255.00	\$ 3.25	\$ 9,265.75
6	SS-101	Concrete Pavement and Curb and Gutter Removal	1,770	S.Y.	\$ 15.00	\$ 26,550.00	\$ 20.00	\$ 35,400.00	\$ 38.40	\$ 67,968.00	\$ 10.50	\$ 18,585.00	\$ 14.40	\$ 25,488.00
7	SS-101	Removal of 6" Gravel	7,000	S.Y.	\$ 5.00	\$ 35,000.00	\$ 6.80	\$ 47,600.00	\$ 1.89	\$ 13,230.00	\$ 3.80	\$ 26,600.00	\$ 2.15	\$ 15,050.00
8	SS-101	Removal of Existing Storm Sewer	84	L.F.	\$ 25.00	\$ 2,100.00	\$ 43.00	\$ 3,612.00	\$ 32.27	\$ 2,710.68	\$ 12.70	\$ 1,066.80	\$ 50.71	\$ 4,260.00
9	SS-101	Remove and Store End Section (RCP)(18")	3	Each	\$ 300.00	\$ 900.00	\$ 500.00	\$ 1,500.00	\$ 143.83	\$ 431.49	\$ 218.00	\$ 654.00	\$ 600.00	\$ 1,800.00
10	SS-101	Remove and Store Existing Parking Stall Sign	47	Each	\$ 200.00	\$ 9,400.00	\$ 40.00	\$ 1,880.00	\$ 72.85	\$ 3,423.95	\$ 90.00	\$ 4,230.00	\$ 25.00	\$ 1,175.00
11	SS-101	Light Pole Removal	6	Each	\$ 2,500.00	\$ 15,000.00	\$ 600.00	\$ 3,600.00	\$ 850.16	\$ 5,100.96	\$ 750.00	\$ 4,500.00	\$ 500.00	\$ 3,000.00
12	SS-101	Remove Full or Partial Concrete Panel	620	S.Y.	\$ 100.00	\$ 62,000.00	\$ 14.00	\$ 8,680.00	\$ 20.89	\$ 12,951.80	\$ 45.00	\$ 27,900.00	\$ 20.00	\$ 12,400.00
13	SS-101	Joint Repair and Patch	1,400	L.F.	\$ 25.00	\$ 35,000.00	\$ 6.00	\$ 8,400.00	\$ 10.84	\$ 15,176.00	\$ 21.00	\$ 29,400.00	\$ 10.00	\$ 14,000.00
14	SS-101	Clean and Seal Existing Joints	610	L.F.	\$ 15.00	\$ 9,150.00	\$ 4.00	\$ 2,440.00	\$ 7.16	\$ 4,367.60	\$ 12.00	\$ 7,320.00	\$ 3.00	\$ 1,830.00
15	SS-101	Spall Repair	10	C.F.	\$ 300.00	\$ 3,000.00	\$ 1,350.00	\$ 13,500.00	\$ 612.04	\$ 6,120.40	\$ 155.00	\$ 1,550.00	\$ 500.00	\$ 5,000.00
16	SS-101	Fill Popouts	1	L.S.	\$ 1,000.00	\$ 1,000.00	\$ 3,500.00	\$ 3,500.00	\$ 775.00	\$ 775.00	\$ 1,500.00	\$ 1,500.00	\$ 5,000.00	\$ 5,000.00
17	SS-101	Seal Existing Concrete Cracks	100	L.F.	\$ 30.00	\$ 3,000.00	\$ 4.00	\$ 400.00	\$ 12.25	\$ 1,225.00	\$ 22.00	\$ 2,200.00	\$ 3.00	\$ 300.00
18	102	Excavation	4,010	C.Y.	\$ 25.00	\$ 100,250.00	\$ 8.00	\$ 32,080.00	\$ 9.23	\$ 37,012.30	\$ 26.00	\$ 104,260.00	\$ 16.15	\$ 64,761.50
19	102	Unsuitable Subgrade Removal and Replacement	200	C.Y.	\$ 50.00	\$ 10,000.00	\$ 22.50	\$ 4,500.00	\$ 61.00	\$ 12,200.00	\$ 45.00	\$ 9,000.00	\$ 17.00	\$ 3,400.00



BID TABULATION

**SALINA REGIONAL AIRPORT (SLN)
SALINA, KANSAS**

**REHABILITATE AND EXPAND TERMINAL PARKING LOT
FAA (MAP) AIP PROJECT NO. 3-20-0072-054-2024 (DESIGN)
FAA (MAP) AIP PROJECT NO. 3-20-0072-056-2025 (CONSTRUCTION)
Bid Opening: May 28, 2025 at 11:00 A.M. (CDT)**

Item No.	Spec No.	Description	Qty	Unit	Engineer's Estimate		Screed Tech LLC.		Prairie Landworks, Inc.		Smoky Hill Construction		Icon Structures Inc	
					Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount
20	103	Sidewalk Construction (4")(AE)	131	S.Y.	\$ 50.00	\$ 6,550.00	\$ 72.00	\$ 9,432.00	\$ 116.80	\$ 15,300.80	\$ 125.00	\$ 16,375.00	\$ 50.05	\$ 6,557.00
21	103	Type 1 Ramp	21	S.Y.	\$ 200.00	\$ 4,200.00	\$ 144.00	\$ 3,024.00	\$ 333.73	\$ 7,008.33	\$ 400.00	\$ 8,400.00	\$ 47.81	\$ 1,004.00
22	201a	Aggregate Base (9")	8,233	S.Y.	\$ 25.00	\$ 205,825.00	\$ 15.10	\$ 124,318.30	\$ 20.95	\$ 172,481.35	\$ 20.75	\$ 170,834.75	\$ 40.80	\$ 335,906.40
23	204	Curb and Gutter Combined (All Types)	3,378	L.F.	\$ 50.00	\$ 168,900.00	\$ 25.00	\$ 84,450.00	\$ 76.96	\$ 259,970.88	\$ 61.00	\$ 206,058.00	\$ 31.36	\$ 105,934.08
24	204	Concrete Flume	42	L.F.	\$ 150.00	\$ 6,300.00	\$ 100.00	\$ 4,200.00	\$ 150.62	\$ 6,326.04	\$ 88.00	\$ 3,696.00	\$ 44.00	\$ 1,848.00
25	205	Concrete Overlay Pavement (4" Uniform)(AE)	5,587	S.Y.	\$ 90.00	\$ 502,830.00	\$ 45.00	\$ 251,415.00	\$ 37.83	\$ 211,356.21	\$ 67.50	\$ 377,122.50	\$ 79.32	\$ 443,160.84
26	205	Concrete Pavement (6" Uniform)(AE)(NRDI)	6,854	S.Y.	\$ 75.00	\$ 514,050.00	\$ 60.00	\$ 411,240.00	\$ 67.46	\$ 462,370.84	\$ 84.00	\$ 575,736.00	\$ 81.85	\$ 560,999.90
27	205	Reconstruct Concrete Panel (Materials)(AE)	155	C.Y.	\$ 250.00	\$ 38,750.00	\$ 300.00	\$ 46,500.00	\$ 205.12	\$ 31,793.60	\$ 250.00	\$ 38,750.00	\$ 200.00	\$ 31,000.00
28	205	Reconstruct Concrete Panel (Placement)	620	S.Y.	\$ 50.00	\$ 31,000.00	\$ 27.00	\$ 16,740.00	\$ 31.51	\$ 19,536.20	\$ 84.00	\$ 52,080.00	\$ 31.40	\$ 19,468.00
29	207	Pavement Milling (2") (Revised per Addendum No. 1)	5,587	S.Y.	\$ 20.00	\$ 111,740.00	\$ 4.50	\$ 25,141.50	\$ 19.98	\$ 111,628.26	\$ 9.50	\$ 53,076.50	\$ 9.94	\$ 55,514.11
30	216	Non-Reflectorized Pavement Marking (White)	434	S.F.	\$ 5.00	\$ 2,170.00	\$ 1.50	\$ 651.00	\$ 3.18	\$ 1,380.12	\$ 14.00	\$ 6,076.00	\$ 15.30	\$ 6,641.98
31	216	Non-Reflectorized Pavement Marking (Yellow)	2,495	S.F.	\$ 5.00	\$ 12,475.00	\$ 1.50	\$ 3,742.50	\$ 3.17	\$ 7,909.15	\$ 14.00	\$ 34,930.00	\$ 13.40	\$ 33,435.00
32	216	Non-Reflectorized Pavement Marking (Blue)	50	S.F.	\$ 15.00	\$ 750.00	\$ 5.00	\$ 250.00	\$ 4.79	\$ 239.50	\$ 14.00	\$ 700.00	\$ 33.00	\$ 1,650.00
33	---	Install Parking Lot Sign and New Post	73	Each	\$ 500.00	\$ 36,500.00	\$ 120.00	\$ 8,760.00	\$ 335.32	\$ 24,478.36	\$ 820.00	\$ 59,860.00	\$ 768.49	\$ 56,100.00
34	115	Remove Sanitary Sewer Frame and Cover	1	Each	\$ 500.00	\$ 500.00	\$ 1,000.00	\$ 1,000.00	\$ 1,103.00	\$ 1,103.00	\$ 250.00	\$ 250.00	\$ 1,800.00	\$ 1,800.00
35	115	Install Sanitary Sewer Frame and Cover	1	Each	\$ 2,500.00	\$ 2,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,069.59	\$ 1,069.59	\$ 975.00	\$ 975.00	\$ 2,500.00	\$ 2,500.00
36	301	Storm Sewer (RCPHE)(23" x 14")	48	L.F.	\$ 150.00	\$ 7,200.00	\$ 187.50	\$ 9,000.00	\$ 97.53	\$ 4,681.44	\$ 95.00	\$ 4,560.00	\$ 187.50	\$ 9,000.00
37	301	Storm Sewer (RCP)(18")	48	L.F.	\$ 100.00	\$ 4,800.00	\$ 187.50	\$ 9,000.00	\$ 84.73	\$ 4,067.04	\$ 71.00	\$ 3,408.00	\$ 187.50	\$ 9,000.00
38	301	End Section (RCPHE)(23" x 14")	2	Each	\$ 800.00	\$ 1,600.00	\$ 1,360.00	\$ 2,720.00	\$ 1,069.03	\$ 2,138.06	\$ 1,000.00	\$ 2,000.00	\$ 1,360.00	\$ 2,720.00



BID TABULATION

**SALINA REGIONAL AIRPORT (SLN)
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FAA (MAP) AIP PROJECT NO. 3-20-0072-056-2025 (CONSTRUCTION)
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Item No.	Spec No.	Description	Qty	Unit	Engineer's Estimate		Screed Tech LLC.		Prairie Landworks, Inc.		Smoky Hill Construction		Icon Structures Inc	
					Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount
39	301	Install Stored End Section (RCP)(18")	3	Each	\$ 300.00	\$ 900.00	\$ 500.00	\$ 1,500.00	\$ 507.24	\$ 1,521.72	\$ 500.00	\$ 1,500.00	\$ 1,360.00	\$ 4,080.00
40	401	Silt Fence	1,146	L.F.	\$ 6.00	\$ 6,876.00	\$ 4.00	\$ 4,584.00	\$ 4.91	\$ 5,626.86	\$ 4.10	\$ 4,698.60	\$ 3.81	\$ 4,365.00
41	401	Erosion Control Barrier (Straw Wattle)	56	L.F.	\$ 25.00	\$ 1,400.00	\$ 13.50	\$ 756.00	\$ 27.54	\$ 1,542.24	\$ 17.00	\$ 952.00	\$ 50.00	\$ 2,800.00
42	TREC	Erosion Control Blanket (Type 2C)	2,057	S.Y.	\$ 4.00	\$ 8,228.00	\$ 3.50	\$ 7,199.50	\$ 3.47	\$ 7,137.79	\$ 2.00	\$ 4,114.00	\$ 0.98	\$ 2,015.86
43	402	Temporary Seeding	3,378	S.Y.	\$ 2.00	\$ 6,756.00	\$ 1.00	\$ 3,378.00	\$ 1.86	\$ 6,283.08	\$ 1.00	\$ 3,378.00	\$ 0.90	\$ 3,040.20
44	402	Permanent Seeding	3,378	S.Y.	\$ 2.50	\$ 8,445.00	\$ 2.50	\$ 8,445.00	\$ 1.86	\$ 6,283.08	\$ 2.25	\$ 7,600.50	\$ 1.04	\$ 3,513.12
45	402	Sodding	1,813	S.Y.	\$ 8.00	\$ 14,504.00	\$ 18.00	\$ 32,634.00	\$ 6.90	\$ 12,509.70	\$ 18.50	\$ 33,540.50	\$ 8.50	\$ 15,410.50
46	402	Mulching	1,384	S.Y.	\$ 4.00	\$ 5,536.00	\$ 3.50	\$ 4,844.00	\$ 0.96	\$ 1,328.64	\$ 1.75	\$ 2,422.00	\$ 1.55	\$ 2,145.20
47	404	Topsoil	1	L.S.	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 15,184.00	\$ 15,184.00	\$ 18,350.00	\$ 18,350.00	\$ 74,500.00	\$ 74,500.00
48	108	Landscaping	1	L.S.	\$ 70,000.00	\$ 70,000.00	\$ 82,458.00	\$ 82,458.00	\$ 50,630.00	\$ 50,630.00	\$ 74,000.00	\$ 74,000.00	\$ 68,510.00	\$ 68,510.00
49	108	Landscaping Maintenance	1	L.S.	\$ 5,000.00	\$ 5,000.00	\$ 51,504.00	\$ 51,504.00	\$ 37,940.00	\$ 37,940.00	\$ 46,000.00	\$ 46,000.00	\$ 10,000.00	\$ 10,000.00
50	814	Electrical Service Box	1	Each	\$ 6,500.00	\$ 6,500.00	\$ 14,000.00	\$ 14,000.00	\$ 15,569.00	\$ 15,569.00	\$ 14,040.00	\$ 14,040.00	\$ 13,000.00	\$ 13,000.00
51	814	Electrical Conduit (2.0")(Metallic)	25	L.F.	\$ 50.00	\$ 1,250.00	\$ 38.16	\$ 954.00	\$ 38.08	\$ 952.00	\$ 34.00	\$ 850.00	\$ 31.80	\$ 795.00
52	814	Electrical Conduit (4.0")(Non-Metallic)	60	L.F.	\$ 35.00	\$ 2,100.00	\$ 26.00	\$ 1,560.00	\$ 25.95	\$ 1,557.00	\$ 23.40	\$ 1,404.00	\$ 21.67	\$ 1,300.00
53	814	Electrical Conduit (2.0")(Non-Metallic)	1,460	L.F.	\$ 20.00	\$ 29,200.00	\$ 9.30	\$ 13,578.00	\$ 9.31	\$ 13,592.60	\$ 8.40	\$ 12,264.00	\$ 7.77	\$ 11,344.20
54	814	Electrical Conduit (1.0")(Non-Metallic)	1,130	L.F.	\$ 15.00	\$ 16,950.00	\$ 4.75	\$ 5,367.50	\$ 4.71	\$ 5,322.30	\$ 4.25	\$ 4,802.50	\$ 3.93	\$ 4,440.90
55	814	Electrical Lighting System	1	L.S.	\$ 300,000.00	\$ 300,000.00	\$ 272,637.75	\$ 272,637.75	\$ 310,957.00	\$ 310,957.00	\$ 280,000.00	\$ 280,000.00	\$ 268,155.00	\$ 268,155.00
TOTAL BID					\$2,825,000.00		\$1,802,403.55		\$2,334,802.16		\$2,526,724.65		\$2,749,034.53	

*Yellow highlights denote mathematical errors

DATE: June 18, 2025
TO: Pieter Miller
FROM: Maynard Cunningham
SUBJECT: **June 24, 2025, SAA Regular Board Meeting**

Facilities and Construction Notes

Current Projects

- **PH305 (SLN Fuel Facility Decommissioning and UST Removal)** – Stone Sand Company has removed the underground storage tanks at the former Pump House 305 fuel facility. The rock backfill has been placed. A geofabric barrier will be placed then the remaining 5' depth will be backfilled with dirt. Stone Sand's subcontractor, Haz-Mat Response received analytical results and disposal authorization for the water collected from cleaning the twelve 25,000-gallon USTs prior to them being hauled off for scrap.
- 
- **Airport Industrial Center No. 3 Subdivision (Project 80)** – Substantial completion of Scanlan Ave. and the sanitary sewer system has been achieved. The storm sewer system is nearing completion. Swanson Dr. grading and aggregate base has been completed with concrete paving scheduled to begin this week.
 - **Hangar 959(1Vision Aviation) MRO Tail Enclosure** – Ghafari and Rubb Building Systems continue to work on final design of the tail enclosure prior to manufacturing. A Development Review Team meeting was held on June 18 with the City of Salina staff. The tail enclosure will allow widebody aircraft to be in an enclosed area for MRO work at Hangar 959.
 - **M.J. Kennedy Air Terminal Building Renovation & Expansion AIP 55 (Construction)** – Icon Structures and its subcontractors have completed the concrete slab and erected exterior stud walls for the TSA area. Concrete footings for the passenger hold room were completed last week. Preparations for the passenger hold room concrete slab are in process.
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- **M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion AIP 54 (Design)** – Bids for the parking lot rehabilitation and expansion project were received on May 28. Personnel from SAA and Lochner attended a Development Review Team meeting with City of Salina staff on May 28 also. The grant application for construction will be submitted in June.

- **Runway 12/30 (AIP 52 & 53)** – Rehabilitation of Runway 12/30 includes asphalt mill and overlay, edge lighting, lighted guidance signs, and removal of portions of excess pavement. Electricians are pulling new conductor cable and installing new runway light bases. Milling the runway has been completed. APAC has completed repairs to the milled surface as needed and the required asphalt test strip passed in preparation for paving.



Special Projects

- **Directed Groundwater Recirculation System (DGRS)** – Ollson has submitted 30% plans for the DGRS to KDHE awaiting review and comments. KSU-Salina, City of Salina, SAA, Dragan, and Ollson personnel participated in a site walk through October 2, 2024, to review property development since the project design began and discuss future development that may affect the DGRS design.

DATE: June 18, 2025

TO: Pieter Miller, Executive Director

FROM: David Sorell

SUBJECT: June Board Meeting Update

During the month of June operations and maintenance have been performing maintenance items on Runway 18/36. This runway is primarily used by K-State to conduct touch and goes for beginner pilots.



Over the years cracks have developed running across the runway creating FOD and unsafe conditions. A product called Mastic which has an aggregate mixed with the tar was used for all large deep cracks. Crafcro Mastic One is designed for large cracks and distressed surface areas too small for re-paving. Ideally used to fill distresses. It is a versatile hot-applied, pourable, self-adhesive ridged asphalt binder containing selected aggregate to ensure good load bearing and skid resistant characteristics. Mastic One is compounded with standard weight aggregate.

For smaller cracks the maintenance department is applying a non-aggregate product called crack seal. Cracks are inevitable and are going to develop as the asphalt pavement continues to oxidize and deteriorate. However, crack sealing has been proven in studies to slow the rate of cracking. In one study, after 2 years of observation, 75% less cracking was observed in a pavement that was crack sealed in comparison to a pavement that received no treatment at all. Crack sealing can slow the rate of their formation in pavements over time.

After applying these products, we will be re-painting the runway, these repairs and new paint should give us several more years of service before a mill and inlay would be needed. Maintaining these runway surfaces ensures we have a safe surface for all aircraft landings and takeoffs.



BUSINESS AND COMMUNICATIONS MANAGER

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DATE: June 17, 2025

TO: Pieter Miller, Executive Director

FROM: Kasey L. Windhorst

SUBJECT: June Board Meeting Update

Website Redevelopment Update

The Salina Airport Authority continues its partnership with CivicPlus on the website redevelopment project. On May 22, the content process meeting was held, introducing the CivicPlus Web Content Specialist and initiating the content development phase. This session focused on:

- Clarifying the structure and organization of website content
- Assigning page ownership and responsibilities
- Discussing strategies for content migration and optimization
- Finalizing timelines for content submission

Work is progressing on schedule, with additional review and approval steps expected in July.

Staffing

We are pleased to announce that James House and Bryce Whelchel have accepted the two full-time ARFF/Operations Specialist positions with the Salina Airport Authority.

James House brings over a decade of public safety and operations experience. He previously served with Riley County Fire District #1, responding to fires and medical emergencies. Prior to that, he worked with Riley County Public Works, performing road and ditch maintenance and winter snow removal. James has extensive experience operating heavy equipment and is well-versed in emergency response operations.

Bryce Whelchel brings a diverse technical and mechanical background. Most recently employed by Dynamic Plumbing, he assisted with installation and maintenance of plumbing systems. His previous roles include technician duties with Salina Septic Services, delivery and route work with FedEx Ground, and roofing and remodeling with Blue Sky's Roofing. Bryce holds a certificate in Mechanics from Salina Area Technical College and has hands-on experience with construction, mechanical systems, and customer service.

Their addition strengthens the ARFF team, ensuring continued compliance with FAA safety regulations and a quick response capability for both emergency and operational support at SLN.

Airport Tours

Airport tours continued throughout the month of June, with SAA hosting multiple groups of students and community members. As with May, the tours featured collaboration between SkyWest Airlines, TSA, ATCT, and SAA staff.

Key highlights included:

- Walkthroughs of the terminal, flight line, and ARFF station
- Demonstrations of fire safety equipment and airport operations
- Educational discussions with aviation professionals

These tours continue to serve as an important outreach tool to educate the public and inspire interest in aviation careers.

Announcements

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

Wednesday, July 16, 2025, 8:00 a.m.	Regular Board Meeting
Wednesday, August 20, 2025, 8:00 a.m.	Regular Board Meeting
Wednesday, September 17, 2025, 8:00 a.m.	Regular Board Meeting
Wednesday, October 15, 2025, 8:00 a.m.	Regular Board Meeting
Wednesday, November 19, 2025, 8:00 a.m.	Regular Board Meeting
Wednesday, December 17, 2025, 8:00 a.m.	Regular Board Meeting