

**DATE:** August 15, 2025

**TO:** SAA Board of Directors

**FROM:** Pieter Miller and Shelli Swanson

**SUBJECT:** **August 20, 2025, SAA Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **first-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet. The meeting is also available via the following 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 #15 – Hangar 125 Tube Heater Replacement**

Supports Safety by replacing outdated, non-repairable heating equipment with modern systems to maintain safe, functional working conditions for tenants and protect stored aircraft and equipment.

#### **Trust**

- **Agenda Item #7 – Review of the 2025-A GO Bond Financing Plan**

Builds Trust by openly presenting the long-term financing strategy for major capital projects, showing fiscal responsibility, and ensuring transparency in how bond proceeds will be used.

- **Agenda Item #10 – SAA Purchase Card Program Credit Limit & Policy**

Reinforces Trust through strong internal controls and clear policy guidelines to safeguard public funds, prevent misuse, and maintain accountability in purchasing practices.

#### **Adaptability**

- **Agenda Item #8 – 2026 Mission Statement, Operating Plan & Goals**

Shows Adaptability by updating strategic goals to reflect evolving industry conditions, regulatory requirements, and growth opportunities while staying aligned with the SAA mission.

- **Agenda Item #9 – Staffing/Organization Plan Recommendations**

Fits Adaptability because it realigns roles, adds new positions, and strengthens succession planning to meet changing operational demands and future growth needs.

#### **Rooted in Community**

- **Agenda Item #12 – Salina Auto Auction Lease Assignment or Sub-lease**

Rooted in Community by supporting local business continuity and keeping airport facilities actively contributing to the regional economy.

- **Agenda Item #11 – Environmental Assessment Agreement with H.W. Lochner**

Fits Rooted in Community because the EA is a critical step in responsible land development, ensuring that growth at the West Airfield is environmentally sound and aligned with community and regulatory expectations.

## **Success**

- **Agenda Item #6 – Q2 Trend Analysis and STARS Lines of Effort Review (Accomplishments)**

Highlights Success by documenting completed milestones and measurable progress in capital improvements, infrastructure projects, and operational enhancements that benefit the airport's long-term growth.

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Please note the following agenda item comments.

### **Agenda Item #5 – Airport Activity, Scheduled Air Service and Financial Statement Reports for the Month Ending July 31<sup>th</sup>, 2025** (Miller and Swanson)

#### **Airport Activity – Air Traffic (Miller)**

The Salina air traffic control tower (ATCT) recorded 6,462 operations during July 2025, a 27% increase from the 5,110 operations logged in July 2024. Year-to-date (January–July) operations reached 39,948, up 3% from the 38,780 total during the same period last year, though still well below 2023's 50,043 operations. Itinerant military and general aviation traffic remain strong drivers of activity, continuing to offset reductions in local, civil, and air taxi operations. Overall, SLN air traffic remains steady across key user segments despite sector fluctuations.

#### **Airport Activity – Fuel Flowage (Miller)**

Fuel flowage in July 2025 totaled 221,194 gallons, reflecting a 17.6% increase compared to the 187,920 gallons pumped in July 2024. Year-to-date sales climbed to 1,616,169 gallons—a 41% increase over the 1,147,584 gallons recorded during the same period in 2024 and surpassing the 2023 midyear total. Military and government operations continued to represent the majority of usage, with general aviation and commercial segments also contributing significantly. The ongoing year-over-year growth reflects the strength and diversity of SLN's operational base.

#### **Airport Activity – Passenger Enplanements (Miller)**

Passenger activity remained robust at SLN in July 2025, with 3,333 enplanements—a 72% increase over July 2024 and more than double the July 2023 total. Year-to-date scheduled and charter enplanements reached 21,284, continuing to outperform previous years and highlighting sustained passenger growth across all routes.

July marked the third month of nonstop United Express service to Houston, which has maintained strong performance alongside Denver and Chicago. SkyWest Airlines carried a total of 6,428 passengers (boardings and deplanements combined), while continuing to meet operational benchmarks with 100% flight completion and improved on-time arrivals.

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### **Financial Reports – Comments and Notes** (Swanson)

#### **Financial Highlights – July 2025**

As of July 31, total assets reached \$90.6 million, marking the first time in SAA history that assets have topped the \$90 million milestone. This is an increase of \$882,696 from June and up \$14.2 million (19%) compared to July 2024. The month's asset growth was driven in large part by receipt of a \$1.0 million Kansas Air Service Development Incentive (KASDI) grant, which is restricted to funding the Transportation Services Agreement between SAA and SkyWest Airlines in support of the new nonstop

jet service to Houston (IAH).

Total cash in bank was \$11.63 million, including \$4.44 million in bond funds, \$2.43 million in mill levy proceeds, \$1.39 million for the AIM Center, and \$1.09 million in KASDI funds. Unrestricted operating cash, after excluding \$169,942 in security deposits returnable, totaled \$2.10 million.

Current liabilities decreased \$2.42 million from June, primarily due to reductions in accounts payable, and totaled \$11.45 million. Long-term liabilities remained stable at \$44.56 million.

Year-to-date operating revenues were \$2.40 million, \$274,450 ahead of budget and up \$432,115 (22%) over last year. Airfield revenues were particularly strong, up 41% year-over-year, led by fuel flowage fees (+41%) and hangar rent (+44%).

Operating expenses of \$2.06 million were 3% under budget and up \$97,090 (5%) from last year. The largest year-over-year increases were in property insurance, medical insurance, airport promotion, and snow removal expenses.

Net ordinary income for the year-to-date was \$345,364 versus \$10,339 for the same period in 2024.

Other income totaled \$8.05 million, driven by \$4.71 million in capital contributions (including \$1.66 million ALOFT Grant funds, \$1.13 million in Air Service Grants, and 1.9M in FAA airport improvement program grants) along with \$1.08 million from the sale of assets.

On July 31, SAA closed on the sale of Hangar 724 and Building 820 to Kansas State University Salina, generating net cash proceeds of \$394,215 and \$234,375, respectively.

Net income year-to-date was \$4.25 million, up \$2.84 million (201%) over last year.

Capital expenditures in July were \$247,681, with activity including terminal building design work, waterline relocation, Project 80 professional services, and HVAC upgrades for Building 394. Year-to-date capital spending was \$10.57 million, or 33% of the annual budget.

#### **Financial Reports – Accounts Receivable Past Due 31 days or more as of August 15, 2025**

(Swanson)

Account	Amount	Days	Comments
Enterprise	\$200	31-60	License Fee
Hale, Max Alan	\$258	31-60	Hangar rent
Kansas Military Board	\$4,478.96	31-60	Facility rent

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#### **Agenda Item #6 -- Review of the SAA's Q2 Trend Analysis and STARS Q2 2025 Lines of Effort** (Swanson/Miller)

Enclosed is the SAA's 2nd Trend Analysis & STARS Lines of Effort update for 2nd quarter 2025. Staff and I will cover the progress made towards completion.

24Q4	25Q1	25Q2	25Q3	25Q4	Item	Description
100%					a	AIM Center Room 111 Remodel and First Student Class
100%					b	AIM Center Tools and Equipment
90%	100%				c	SLN Fuel Farm Construction
50%	50%	95%			d	UST Removal and Closure
100%					e	GA Hangar Construction
50%	55%	95%			f	Runway 12/30 Design, Construction
100%					g	SRE Specifications and Bids
100%					h	M.J. Kennedy Airport Terminal -Design
25%	30%	40%			i	M.J. Kennedy Airport Terminal - Construction
50%	55%	55%			j	North Ramp Hangar Construction – Project Design and Project Funding
25%	40%	50%			k	SLN West Airfield Development Plan
20%	20%	35%			l	AFFF Transition Plan
30%	32%	35%			m	Schilling Project RA Work
100%					n	FAA FAST Grant Application Award
	25%	50%			o	2025 Fly SLN Marketing Campaign
	100%				p	2025 FAA Airport Certification Inspection
	80%	100%			q	2025 FAA Airport Certification Inspection Corrections
100%					r	H509 Restroom Improvements
20%	60%	100%			s	Economic Impact Report
5%	15%	20%			t	Airfield Security Cameras – ARFF Station, Fuel Farm, and H600
50%	55%				u	Industrial Center Warehouse Construction
85%	85%	100%			v	Build Back Kansas Grant Funding Applications
	10%	10%			w	B620 Improvements and Expansion Plans for UFP - Phase 2
	25%	50%			x	Coordinate FOL Events and Operations
	25%	75%			y	2024 Financial Statement Audit
	10%	30%			z	2026 Budget Preparation
100%					a-a	Engineering/Consultant Selection for 2025 – 2029 AIP Projects
50%	60%	75%			b-b	Project AAERO
50%	75%	95%			c-c	Project 80 - Phase 1
	50%	50%			d-d	Project 80 - Phase 2
50%	95%	100%			e-e	H626 Parking lot plans & Construction
60%	100%				f-f	2024-1 GO Temp Notes
	10%	10%			g-g	2026 BIL / ATP Grant Application (Terminal building exterior)
10%	10%	10%			h-h	Airport Master Plan (AMP) update
100%					i-i	KS Air Service Development Grant
50%	100%				j-j	LAV Cart Dump Station
	30%	75%			k-k	Website Update
	30%	100%			l-l	H724 / B820 Transfer
	15%	35%			m-m	Renewal of MAP Program
	5%	5%			n-n	Title Opinion Update
	40%	50%			o-o	Employee Handbook Update

	85%	100%			p-p	H125 BOTA Application
	20%	100%			q-q	Terminal Building Parking Lot Grant
	95%	100%			r-r	Terminal Building Parking Lot Design
	80%	100%			s-s	DBE Program Update
	25%	34%			t-t	KDOT Innovative Grant (H600, Vertiport)
	85%	90%			u-u	Heliport to Vertiport Feasibility Study
		25%			v-v	SLN West EA
		50%			w-w	SAA Staffing Plan
		25%			x-x	Terminal furniture upgrade
					y-y	

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**Agenda Item #7 -- Review of the 2025-A GO Bond Financing Plan.** (Swanson/Arteberry)

David Arteberry with Stifel will be at the meeting to assist in presenting the plan for the 2025-GO bond issue slated for later this year.

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**Agenda Item #8 -- Review and consideration of the SAA's 2026 Mission Statement, Operating Plan & Goals, and Operating Revenue/Expense Budget.** (Miller/Swanson)

The proposed 2026 Mission Statement, Operating Plan, and Goals reaffirm the Salina Airport Authority's mission to be a trusted global leader propelling economic growth for aerospace, business, industry, and military by strengthening partnerships. These goals reflect our STARS core values—Safety, Trust, Adaptability, Rooted in Community, and Success—and emphasize advancing key initiatives such as completing the permanent tail-dock installation and bringing Hangar 959 into compliance with industry standards, transitioning to PFAS-free firefighting systems, and continuing long-term environmental monitoring for the Schilling Environmental Project. Other priorities include executing Phase II of Project 80, supporting SLN West development through the completion of the Environmental Assessment, expanding MRO capabilities, and growing the AIM Center's programs and partnerships. The 2026 STARS Goals by Core Value will be handed out at the meeting.

The plan also includes implementing staffing structure updates and succession planning to support organizational growth, realigning job duties to strengthen departmental capabilities, and enhancing tenant and stakeholder engagement. Additional priorities focus on integrating advanced aviation technologies like UAS/UAV sense-and-avoid systems and actively participating in national aviation policy and industry initiatives to position SLN for sustained growth.

Shelli Swanson and I will provide detailed updates on the operating plan, staffing initiatives, and strategic goals during the meeting.

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**Agenda Item #9 -- Consideration of Staffing/Organization Plan recommendations.**  
(Miller/Swanson/Dreiling)

The proposed staffing plan establishes a Deputy Finance & Administration Director position to provide immediate support for financial operations and Real Estate and Marketing Manager to ensure a smooth transition when the Finance Director role becomes vacant. This supports continuity in leadership,

strengthens succession planning, and maintains operational stability.

The plan also reallocates selected job duties to positions better suited to perform them, improving efficiency, aligning responsibilities with staff strengths, and enhancing the organization's ability to meet current and future demands and development of a Real Estate & Marketing Manager.

Recruitment for the Deputy Finance & Administration Director is targeted to begin in the fourth quarter of 2025, with onboarding and cross-training to follow immediately. The Real Estate and Marketing Manager position will be filled in early 2026. Additional position adjustments and duty reallocations are expected to be implemented through mid-2026.

More details on this staffing plan will be presented at the meeting by Pieter Miller, Shelli Swanson, and Lindsey Dreiling.

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**Agenda Item #10 -- Consideration of SAA Purchase Card Program Credit Limit & Policy.**  
(Swanson)

The Airport Authority is migrating from traditional corporate cards to a Purchasing Card (P-Card) program to streamline low-dollar, high-volume purchases, reduce employee reimbursements, and improve reconciliation. The P-Card platform provides real-time visibility, configurable controls (role-based limits, per-transaction caps, and merchant category restrictions), and tighter segregation of duties. It also supports digital receipt capture and automated posting to our accounting system, which will shorten month-end close and strengthen audit readiness.

At the meeting, we'll present the updated Purchasing Card Policy and the proposed credit limits by role/department. The policy outlines cardholder responsibilities, pre-approval thresholds, restricted vendors, exception handling, and monthly review/audit procedures. We are working through the rollout plan (training, cardholder agreements, and activation sequence) and the monitoring framework for continuous compliance, including periodic limit reviews and revocation procedures for misuse.

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**Agenda Item #11 -- Consideration and approval of the Environmental Assessment Consultant Agreement with H.W. Lochner, Inc. for West Airfield Development.** (Miller)

The Salina Airport Authority has negotiated a consultant agreement with H.W. Lochner, Inc. ("Lochner") to perform the Environmental Assessment (EA) for the proposed West Airfield Development at the Salina Regional Airport. The EA will evaluate potential environmental impacts of planned improvements, consistent with FAA Orders 1050.1G and 5050.4B, and will include coordination with federal, state, and local resource agencies; field investigations; public and tribal consultation; and preparation of NEPA documentation for FAA review.

The scope of work includes analysis of affected environmental categories such as noise, land use compatibility, water quality, wetlands, endangered species, historic resources, and hazardous materials. The contract amount is \$150,163 (lump sum), with additional services to be authorized if required by the FAA during the review process.

To offset the cost of the EA, the Airport Authority is applying for a State of Kansas grant that, if awarded, will fund the full contract amount. This project is a critical first step in advancing the West

Airfield Development, which supports the Authority's long-term growth and land development strategy.

**Recommendation:** Approval of the consultant agreement with H.W. Lochner, Inc. for the West Airfield Development Environmental Assessment, and authorization for the Executive Director to execute the agreement.

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**Agenda Item #12 -- Consideration and approval of the Consent to Assignment and Assumption of Lease and First Lease Amendment: Salina Auto Auction, Inc. → SAA, LLC (Swanson)**

Since March 1970, Salina Auto Auction has been a valued business in the Airport Industrial Center and a long-standing tenant of the Salina Airport Authority. In 2011, following the transfer of ownership from John and Donna Young to Ryan and Dana Huffaker, the parties entered a new lease dated August 18, 2011 for Lots 6, 7 and 8 including Building 496 (2845 Centennial Rd.). Effective November 1, 2020, Lot 8 was removed from the leasehold; the premises now consist of Lots 6 and 7 with Building 496.

The Authority has been notified that SAA, LLC (a Kansas limited liability company) is acquiring the business assets of Salina Auto Auction and desires to continue operations at Building 496 and assume the existing lease. The 2011 Lease requires prior written consent from the Authority for any assignment or sublease; enclosed is a Consent to Assignment and Assumption of Lease and First Lease Amendment that (i) grants the Authority's consent, (ii) confirms SAA, LLC's full assumption and prohibits further transfer without consent, (iii) updates the legal description (Lots 6 & 7 with Building 496), and (iv) adds two additional five-year options to the renewal structure with biennial CPI adjustments. We are finalizing an updated Exhibit A map that will be available at the meeting.

Consistent with recent Authority practice, the First Lease Amendment also clarifies environmental responsibilities: the Authority remains responsible for contamination prior to March 1, 1970, and the Lessee is responsible from and after March 1, 1970, with notice and cleanup obligations and compliance with applicable environmental laws. As a condition of consent, SAA, LLC agrees to these environmental obligations (Section 5 "Environmental Concerns") retroactive to March 1, 1970.

The Assignment and Assumption of Lease instrument includes a release of the Assignor (Salina Auto Auction, Inc.) from lease obligations as of the effective assignment date, with SAA, LLC assuming all tenant duties prospectively.

**Recommendation:** Approval of the Consent to Assignment and Assumption Lease and First Lease Amendment for the Salina Auto Auction lease to SAA, LLC, and authorization for Chair Boos to sign the consent and any related documents substantially in the form presented.

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**Agenda Item #13 -- Consideration and approval of Terminal Building Expansion Change Orders.**  
(Miller)

Four change orders are presented for consideration to address unforeseen site conditions, adjust project scope, and implement cost-effective solutions while maintaining quality and schedule. The changes result in a net project increase of \$28,457.59, which includes added costs for roof drainage

improvements at the existing concourse (\$27,370.00) and Controlled Low-Strength Material (CLSM) for hold room footings (\$29,227.59), offset by credits for removing hold room gate podiums (–\$11,560.00) and eliminating EIFS installation while replacing gutters/downspouts and repainting the existing terminal exterior (–\$16,580.00).

- **Change Order #3 – Concourse Roof Drainage**

Adds proper roof drainage for the portion of the existing passenger concourse roof located between the new TSA screening area and new baggage handling area expansions.

*Purpose:* Prevents water accumulation and potential structural or maintenance issues.

*Total:* \$25,714.00

- **Change Order #4 – Gate Podium Removal**

Removes fabrication and installation of SkyWest gate podiums from the contract. SkyWest will provide the podiums directly.

*Purpose:* Eliminates duplicate procurement and reduces project cost.

*Total:* –\$11,560.00

- **Change Order #5 – Passenger Hold Room Footing**

Addresses inadequate soil bearing strength at the planned footing depth. Excavation was extended to reach acceptable strength, with Controlled Low-Strength Material (CLSM) used to fill the additional depth.

*Purpose:* Foundation stability and compliance with structural specifications.

*Total:* \$27,459.20

- **Change Order #6 – EIFS Scope Revision and Gutter Replacement**

Removes the Exterior Insulation and Finish System (EIFS) from the exterior of the existing terminal due to unforeseen conditions that would have substantially increased installation costs. The change substitutes repainting the existing surfaces and includes removal and replacement of aged gutters and downspouts.

*Purpose:* Reduces cost impacts while maintaining exterior durability and appearance.

*Total:* –\$16,580.00

#### CHANGE ORDER LINE ITEMS

#	Description	Amount
3	Roofing at Existing Concourse	\$23,000.00
	GC Insurance (1.00% ):	\$230.00
	Fee (10.00% ):	\$2,300.00
	Bond (0.80% ):	\$184.00
	<b>Total:</b>	<b>\$25,714.00</b>
4	Removal of hold room gate podiums from scope of work	<b>(\$11,560.00)</b>
5	Provide and install additional item P-153 Controlled Low-Strength Material (CLSM) (flowable fill) from bottom of hold room footings extending 14" down into the native soil to find suitable soil bearing strength	\$24,561.00
	GC Insurance (1.00% ):	\$245.61
	Fee (10.00% ):	\$2,456.10



	Bond (0.80% ):	\$196.49
	<b>Total:</b>	<b>\$27,459.20</b>
6	Remove EIFS scope of work, Remove and replace gutters and downspouts, Paint existing structure	<b>(\$16,580.00)</b>
	<b>Grand Total:</b>	<b>\$25,033.20</b>

**Recommendation:** Approval of Change Orders #3, 4, 5, 6 from Icon Structures for the Terminal Building Project in the amount of \$25,033.20 and authorize the executive director to sign the change order documents.

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**Agenda Item #15 -- Consideration and approval of Hangar 125 tube heater replacement.** (Miller)

Upon completing inspections of the HVAC systems in Hangar 125(RMA Engineering), it was determined that all radiant tube heaters in the hangar area needed repairs. Due to the age of the heaters and the manufacturer no longer being in business, parts are unavailable to complete the repairs. Salina Airport Authority received bids for the installation of new tube heaters and flu pipe replacement. The results of the bids are tabulated here.

<b>Bid Tabulation</b>		
Project:	<b>Hangar 125 Tube Heaters</b>	
	Tube Heater Replacement	
Sponsor:	<b>Salina Airport Authority</b>	
Contractor:	<b>Callabresi</b>	<b>Pestinger</b>
<b>Tube Heaters</b>	<b>\$27,104</b>	<b>\$26,591</b>
<b>Two Stage Burners(adder)</b>	<b>n/a</b>	<b>\$1,430</b>
<b>Total</b>	<b>\$27,104</b>	<b>\$28,021</b>
<b>Recommendation</b>		<b>X</b>

**Recommendation:** Approval of the construction bid from Pestinger for installation of tube heaters in Hangar 125 in the amount of \$28,021 and authorize the executive director to sign a contract for the project.

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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**

**August 20, 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 July 16th, 2025, Regular Board Meeting. (Boos)
5. Review of airport activity and financial reports for the month ending July 31st, 2025 (Miller/Swanson)
6. Review of the SAA's Q2 Trend Analysis and STARS 2025 Q2 Lines of Effort. (Swanson/Miller)
7. Review of the 2025-A GO Bond Financing Plan. (Swanson/Arteberry)
8. Consideration of Staffing/Organization Plan recommendations. (Miller/Swanson/Dreiling)
9. Review and consideration of the SAA's 2026 Mission Statement, Operating Plan & Goals, and Operating Revenue/Expense Budget. (Miller/Swanson)
10. Consideration of SAA Purchase Card Program Credit Limit & Policy. (Swanson)
11. Consideration and approval of the Environmental Assessment Consultant Agreement with H.W. Lochner, Inc. for West Airfield Development. (Miller)
12. Consideration and approval of Salina Auto Auction Consent to Assignment and Assumption of Lease. (Swanson)
13. Consideration and approval of Terminal Building Expansion Change Orders. (Miller)
14. Consideration and approval of Hangar 125 tube heater replacement. (Miller)

**Staff Reports:**



**Executive Session: (Boos)**

15. An executive session of the board of directors to discuss confidential proprietary information relating to financial affairs of corporations.

*I move the board recess into executive session for \_\_\_\_ minutes to discuss 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. Open meeting will resume in this room at \_\_\_\_\_ a.m.*

Airport Authority board action following the executive session is not expected to occur.

**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  
JULY 16, 2025  
HANGAR 600, ROOM 100**

**Call to Order**

Vice-Chair Commerford 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, July 11, 2025.

**Attendance**

Directors Roberg, O'Brien, Commerford and Bunns attended in person. Director Boos was absent. Attending in person 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; Airport Administration Specialist Michelle Moon; and Attorney Greg Bengtson. Guests in attendance: Mitch Robinson, Salina Economic Development Organization; Cody Heiman, First Bank Kansas; Odalis Jeminez, State Senator Roger Marshall's Office; and Jim Weese, Saline County Commissioner. Guests in attendance remotely (VTC): Preston Gilson, and Brent Zollinger, Docking Institute at Fort Hays State University and Trent Davis, City of Salina Commissioner.

**Agenda**

Executive Director Miller reviewed the agenda items. In consideration of the presenter's back-to-back meetings, Miller requested that the Economic Impact Study presentation by the Docking Institute representatives be moved forward, following the financial report (agenda item 5).

**Minutes**

Director O'Brien moved to accept the June 24, 2025 regular board meeting minutes as presented. Director Roberg seconded the motion. Motion passed 4-0.

**Airport Activity**

Miller reviewed the June 2025 monthly airport activity. Operations were even in number to the operations performed in June 2024 (5,690 and 5,403 respectively). Fuel flowage was down slightly

from June 2024, but year-to-date fuel is 45% above June 2024 YTD. Enplanements for 2025 Year-to-date are 56% higher than 2024; SkyWest reports that enplanement YTD 2025 have outpaced all the 2024 enplanements. In ArkStar market report, June enplanements were at 70% of capacity. The report states that 85% of the offered fares out of SLN cost less than any other Kansas airport. Miller stated that the next phase of marketing will focus on business travel incentives offered by United to SLN customers.

### **Financial Review**

Swanson reviewed the June 2025 financials. Total assets reported at \$12.5M, with cash in bank at \$10.5M, of which \$1.6M is unrestricted, \$4.76M restricted bonds, \$1.4M restricted AIM Center, and \$2.5M restricted mill levy funds. Total income was \$2.09M for June 2025, 14% higher than budget and 26% higher than June 2024. Operations Expenses for 2025 year to date reached \$1.70M, an increase over 2024 by 3%. Swanson reported Net Operating Income at \$386,000, an improvement of \$18,000 over 2024. Director Commerford instructed staff to file the financials for audit.

### **Presentation on Salina Regional Airport & Airport Industrial Center 2025 Economic Impact Study**

Miller introduced Dr. Brett Zollinger and Dr. Preston Gilson from the Docking Institute, presenting the 2025 Salina Regional Airport and Airport Industrial Center Economic Impact Study as prepared by the Docking Institute of Public Affairs at Fort Hays State University. Miller noted that the Docking Institute completed the previous impact study in 2022. Reviewing the report's executive summary for the board, Miller highlighted the conclusions that the airport and the airport industrial area generates \$1.62B (41.4%) to the Salina and Saline County area economy (reported in 2022 to be \$1.3B). The report further notes that 30% of the total employment for Salina is related to the airport and the airport industrial area – 12,376 jobs.

Dr. Zollinger noted that the study for 2025 included data from military and educational activity. In addition, a survey of chamber members calculated the impact of business passengers inbound to Salina through SLN generated at least \$437,230 in direct spending in Salina. Business travel out of SLN was most often to Washington DC.

Dr. Gilson reviewed the methodology for the study. Gilson noted that many businesses were hesitant to participate, a trend that is nationwide. The study received 32% complete survey responses. From the surveys returned, data indicates steady growth for the reporting businesses through 2030. Private businesses contributed \$1.55 billion in output and 8,700 jobs, representing the majority of direct economic activity. Educational and public sector tenants contributed over 600 jobs and more than \$70 million in combined output.

### **Review of the SAA's 2026 G.O. bond debt schedule and resulting mill levy requirements for G.O. bond debt payments**

Swanson presented to the board the updated summary of the 2026 G.O. bond debt service payments and resulting mill levy requirements for each bond issue. The updated summary considers the most recent Saline County Clerk report on City of Salina assessed valuation. Swanson detailed the new 2025A long term note financing and the 2026A matching fund. Review of the G.O. bond debt service schedule and mill levy requirements sets the stage for considering SAA board action on a Notice of Revenue Neutral Rate Intent.

### **Review and Consideration of the SAA's 2025 Notice of Revenue Neutral Rate Intent**

Miller reviewed the State Statute for the Notice of Revenue Neutral Rate Intent (K.S.A. 79-1460, 79-1801, 79-2024, and 79-2925(c)) requiring public notice of the possibility that the Salina Airport Authority may adopt a 2025 levy that exceeds the 2025 Revenue Neutral Rate (RNR). The maximum 2025 mill levy the board may consider is 6.749 mills to fund the 2026 budget. The Airport Authority is required to publish the maximum amount allowed (6.749 mills) however the final mill levy adopted may be less.

Swanson reviewed the process and budget calendar for the required events, including a public hearing to be held on September 3, 2025 at 4:00 p.m.

Director O'Brien moved to approve the Notice of Revenue Neutral Intent and authorized Vice Chair Commerford to sign and submit the certification to the Saline County Clerk. Director Roberg seconded the motion. Voting passed unanimously.

**Consideration and Approval of a substitute agreement for the Sale of Hangar 724 to Kansas Board of Regents**

Miller reviewed the substitute agreements for the Sale of Hangar 724 to the KS Board of Regents that removes Section 7 (Reservation of Nonrenewable Resources). The Authority had no intention of retaining mineral rights or pursuing resource development. Miller stated that there is no price change. In addition, the contract is revised to reflect a closing on or before August 22, 2025, in place of the original July 31 closing date, to accommodate additional time required for KBOR/KSU approvals and preparation for closing.

Director Roberg moved to approve the substitute Contract for Sale of Real Estate for Hangar 724 as revised, authorizing Vice Chair Commerford to sign the agreement. Director O'Brien seconded the motion. Voting passed 4 – 0.

**Consideration and Approval of a substitute agreement for the Sale of Building 820 to Kansas Board of Regents** (Miller/Swanson)

Miller reviewed the substitute agreement to the Board for the sale of Building 820 to Kansas Board of Regents. Miller explained that this revision mirrors that for the sale of Hangar 724.

Director Roberg moved to approve the substitute Contract for Sale of Real Estate for Building 820 as revised, authorizing Vice Chair Commerford to sign the agreement. Director O'Brien seconded the motion. The motion passed 4 – 0.

**Consideration and approval of lease agreement with Salina Mini Storage**

Swanson reviewed the historical data of the lease with the tenant and the proposed lease agreement for the board. The new lease with the Larry W. Smith Trust and the Susan Joy Smith Trust commences August 1, 2025. The Lease Term is five (5) years, through July 31, 2030 and renewable for four (4) additional five-year terms. Monthly rent is \$595.00, and CPI adjustments will occur. The agreement further details restoration, improvements, and obligations. The lease is under review by legal counsel. Minor revisions may occur prior to final execution, but no material changes are anticipated.

Director Roberg moved to approve the new lease agreement with Larry and Susan Joy Smith, as Trustees of the Larry W. Smith Trust and the Susan Joy Smith Trust, for the continued operation of Salina Mini Storage and to authorize Vice Chair Commerford to sign the agreement, seconded by Director O'Brien. The motion passed 4 – 0.

### **Staff Reports**

#### **Terminal Building Update**

Director of Facilities and Construction Cunningham noted roof materials are on site, and the sprinkler system installation continues in the TSA and lobby. Cunningham reported that the concrete slab for the passenger hold room is complete.

#### **AIM Center Direction**

Miller stated that the SAA will continue to maintain and operate the AIM Center. The deadline for spending grant funds is extended to June 2026 for the \$1.4M in dedicated funds.

### **Announcements**

Business and Communications Manager Windhorst reminded the board of the special meeting added to the calendar, September 3, 2025 at 4:00 p.m. to be held in Hangar 600, Room 100.

Director Roberg moved to adjourn, and Director O'Brien seconded the motion. Motion carried 4 – 0.

The meeting adjourned at 9:48 a.m.

Minutes are approved by the board, August 20, 2025.

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Kasey L. Windhorst, Board Clerk

(SEAL)



# SALINA AIRPORT AUTHORITY

## AIRPORT ACTIVITY REPORT

### 2025

#### AIR TRAFFIC/ATCT

July, 2025	6,462 Operations
	787 Instrument Operations
	479 Peak Day
July, 2024	5,110 Operations
	624 Instrument Operations
	359 Peak Day
January 2025 - July 2025	39,948 Operations
January 2024 - July 2024	38,780 Operations
January 2023 - July 2023	50,043 Operations

#### FUEL FLOWAGE

July, 2025	221,194 Gallons
July, 2024	187,920 Gallons
January 2025 - July 2025	1,616,169 Gallons
January 2024 - July 2024	1,147,584 Gallons
January 2023 - July 2023	1,177,215 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
8,696	212,498	43,122	291
8,126	179,794	43,950	283
59,710	1,556,459	508,932	2,164
54,785	1,092,799	344,971	1,442
76,021	1,101,194	328,553	1,800

#### SkyWest Airlines

ENPLANEMENTS	DEPLANEMENTS	TOTAL
July, 2025	3,333 Passengers	3,095 Passengers
July, 2024	1,939 Passengers	1,884 Passengers
January 2025 - July 2025	16,958 Passengers	
January 2024 - July 2024	9,650 Passengers	
January 2023 - July 2023	9,250 Passengers	

#### ENPLANEMENTS - Charter Flights

July, 2025	0 Passengers
July, 2024	0 Passengers
January 2025 - July 2025	4,326 Passengers
January 2024 - July 2024	1,314 Passengers
January 2023 - July 2023	462 Passengers

#### TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

July, 2025	3,333 Passengers
July, 2024	1,939 Passengers
January 2025 - July 2025	21,284 Passengers
January 2024 - July 2024	10,964 Passengers
January 2023 - July 2023	9,712 Passengers

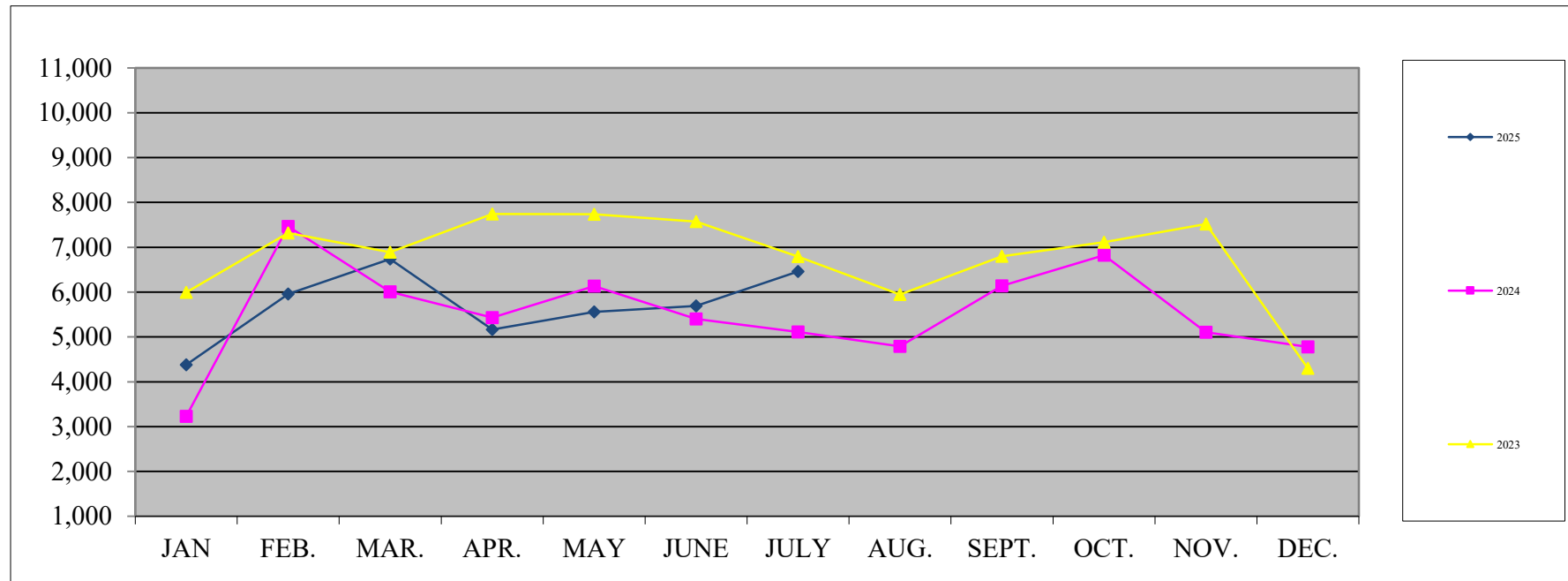
# AIRPORT TRAFFIC RECORD

## 2024 - 2025

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
<b>2025</b>									
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	171	286	2,097	278	2,832	2,820	38	2,858	5,690
July, 25	184	404	2,078	314	2,980	3,376	106	3,482	6,462
August, 25									
September, 25									
October, 25									
November, 25									
December, 25									
<b>Totals January - July</b>	<b>1,071</b>	<b>4,696</b>	<b>11,770</b>	<b>2,483</b>	<b>20,020</b>	<b>18,925</b>	<b>1,003</b>	<b>19,928</b>	<b>39,948</b>
<b>2024</b>									
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	72	1,119	837	313	2,341	2,932	130	3,062	5,403
July, 24	67	1,109	940	191	2,307	2,596	207	2,803	5,110
August, 24									
September, 24									
October, 24									
November, 24									
December, 24									
<b>Totals January - July</b>	<b>724</b>	<b>9,155</b>	<b>5,498</b>	<b>1,580</b>	<b>16,957</b>	<b>20,827</b>	<b>996</b>	<b>21,823</b>	<b>38,780</b>
<b>Difference</b>	<b>347</b>	<b>-4,459</b>	<b>6,272</b>	<b>903</b>	<b>3,063</b>	<b>-1,902</b>	<b>7</b>	<b>-1,895</b>	<b>1,168</b>
<b>YTD % Change</b>	<b>48%</b>	<b>-49%</b>	<b>114%</b>	<b>57%</b>	<b>18%</b>	<b>-9%</b>	<b>1%</b>	<b>-9%</b>	<b>3%</b>
<b>Legend:</b>	<b>AC: Air Carrier</b>		<b>AT: Air Taxi</b>						
	<b>GA: General Aviation</b>		<b>MI: Military</b>						

## AIR TRAFFIC

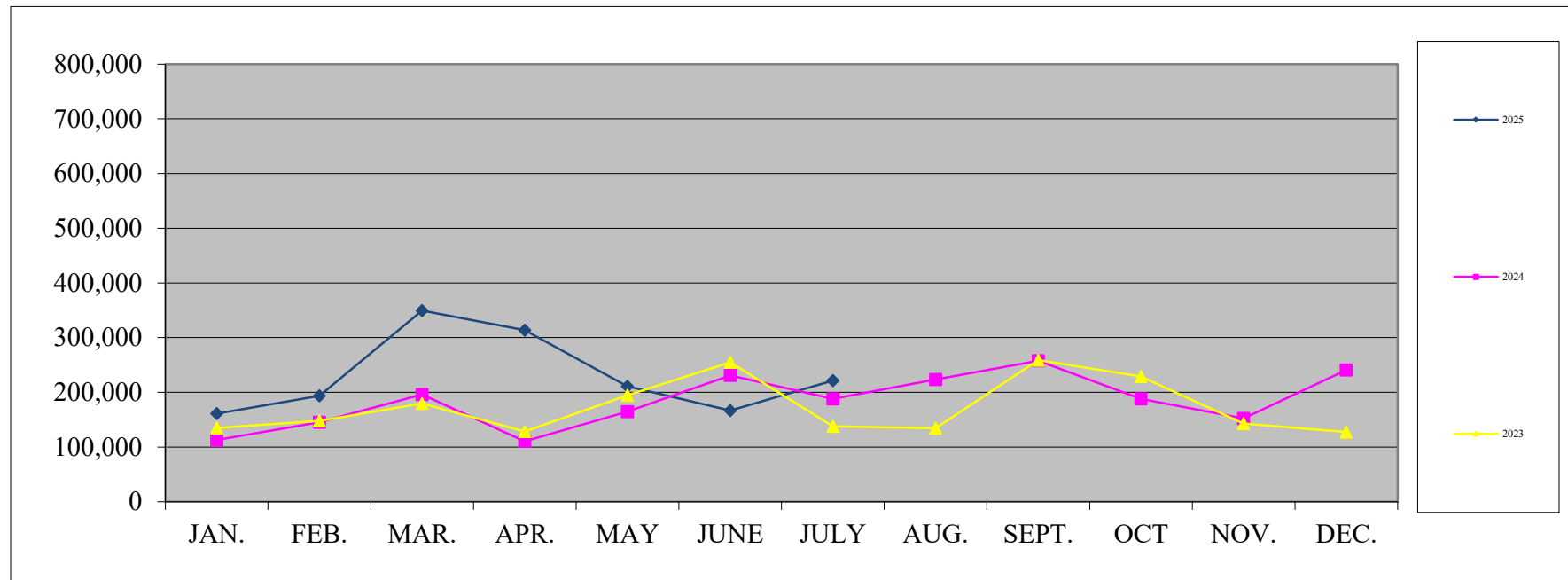
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2025</b>	4,380	5,956	6,737	5,167	5,556	5,690	<b>6,462</b>						<b>39,948</b>
<b>2024</b>	3,231	7,466	6,007	5,430	6,133	5,403	5,110	4,787	6,142	6,822	5,103	4,778	66,412
<b>2023</b>	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
<b>2022</b>	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
<b>2021</b>	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
<b>2020</b>	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
<b>2019</b>	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
<b>2018</b>	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
<b>2017</b>	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
<b>2016</b>	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
<b>2015</b>	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350



## FUEL FLOWAGE

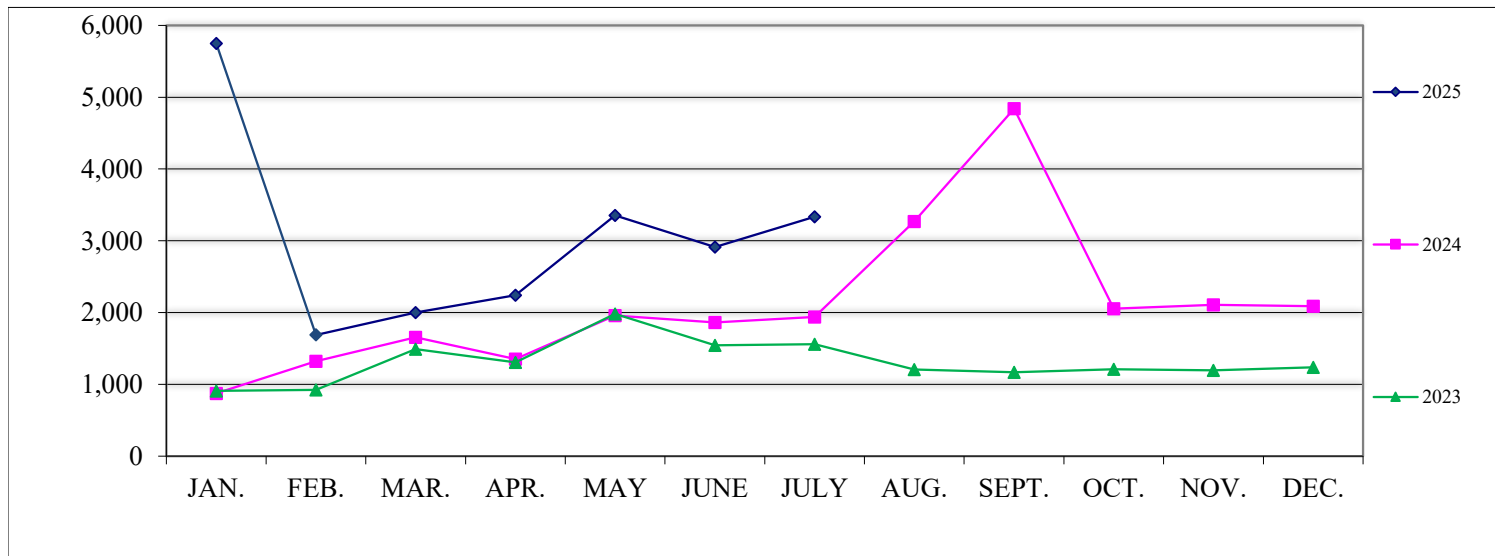
Gallons of Fuel Sold at SLN

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2025</b>	160,970	193,543	349,376	313,679	210,750	166,657	<b>221,194</b>						<b>1,616,169</b>
<b>2024</b>	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
<b>2023</b>	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
<b>2022</b>	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
<b>2021</b>	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
<b>2020</b>	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	170,893	114,869	2,295,009
<b>2019</b>	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525	87,182	2,278,659
<b>2018</b>	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	2,414,825
<b>2017</b>	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
<b>2016</b>	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
<b>2015</b>	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603



## ENPLANEMENTS

	<u>JAN.</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2025</b>	5,751	1,688	2,002	2,242	3,354	2,914	<b>3,333</b>						<b>21,284</b>
<b>2024</b>	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
<b>2023</b>	910	922	1,489	1,307	1,982	1,544	1,558	1,209	1,167	1,212	1,195	1,239	15,080
<b>2022</b>	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
<b>2021</b>	638	548	909	904	2,151	1,979	2,379	1,859	2,050	2,182	1,949	2,032	19,407
<b>2020</b>	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	10,561
<b>2019</b>	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703	1,874	21,189
<b>2018</b>	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	20,299
<b>2017</b>	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	13,959
<b>2016</b>	36	0	0	0	0	104	372	910	637	558	574	692	3,883
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592	80	10,389



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



# FINANCIAL STATEMENTS

July 2025



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

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

08/15/2025

	Jul 31, 25	Jun 30, 25	\$ Change	Jul 31, 24	\$ Change	% Change
<b>ASSETS</b>						
<b>Current Assets</b>						
<b>Checking/Savings</b>						
Cash in Bank- KASDI Funds	1,091,440	0	1,091,440	0	1,091,440	100%
Cash in Bank-Bond Funds	4,443,924	4,758,500	-314,576	4,044,947	398,977	10%
Cash in bank-Operating Funds	2,273,952	1,782,014	491,938	2,722,289	-448,337	-16%
Cash in Bank - AIM Center	1,394,904	1,432,654	-37,750	675,988	718,916	106%
Cash in Bank - Mill Levy	2,429,159	2,511,748	-82,589	3,159,550	-730,391	-23%
Total Checking/Savings	11,633,379	10,484,916	1,148,463	10,602,774	1,030,605	10%
<b>Accounts Receivable</b>						
Accounts Receivable	90,413	37,631	52,782	207,790	-117,377	-56%
Total Accounts Receivable	90,413	37,631	52,782	207,790	-117,377	-56%
<b>Other Current Assets</b>						
Agri Land Receivable	58,500	58,500	0	71,000	-12,500	-18%
Mill Levy receivable	262,434	262,434	0	293,470	-31,036	-11%
Other current assets	1,109,581	1,294,110	-184,529	1,090,892	18,689	2%
Undeposited Funds	0	48,366	-48,366	0	0	0%
Total Other Current Assets	1,430,515	1,663,410	-232,895	1,455,362	-24,847	-2%
Total Current Assets	13,154,307	12,185,957	968,350	12,265,926	888,381	7%
<b>Fixed Assets</b>						
Fixed assets at cost	134,780,203	134,532,523	247,680	117,777,002	17,003,201	14%
Less accumulated depreciation	-62,706,970	-62,373,636	-333,334	-59,123,637	-3,583,333	-6%
Total Fixed Assets	72,073,233	72,158,887	-85,654	58,653,365	13,419,868	23%
<b>Other Assets</b>						
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%
<b>TOTAL ASSETS</b>	<b>90,615,078</b>	<b>89,732,382</b>	<b>882,696</b>	<b>76,428,508</b>	<b>14,186,570</b>	<b>19%</b>
<b>LIABILITIES &amp; EQUITY</b>						
<b>Liabilities</b>						
<b>Current Liabilities</b>						
<b>Accounts Payable</b>						
Accounts payable	1,305,627	3,616,342	-2,310,715	1,609,575	-303,948	-19%
Total Accounts Payable	1,305,627	3,616,342	-2,310,715	1,609,575	-303,948	-19%
Total Credit Cards	0	7,013	-7,013	0	0	0%
<b>Other Current Liabilities</b>						
Accrued debt interest payable	1,604,626	1,391,185	213,441	589,046	1,015,580	172%
Debt, current portion	6,855,009	6,855,009	0	6,803,560	51,449	1%
Deferred Agri Land Revenue	24,375	29,250	-4,875	29,583	-5,208	-18%
Deferred Mill Levy revenue	1,396,030	1,675,237	-279,207	1,453,682	-57,652	-4%
Other current liabilities	268,623	295,950	-27,327	327,985	-59,362	-18%
Total Other Current Liabilities	10,148,663	10,246,631	-97,968	9,203,856	944,807	10%
Total Current Liabilities	11,454,290	13,869,986	-2,415,696	10,813,431	640,859	6%
<b>Long Term Liabilities</b>						
Debt - Long Term	45,261,602	45,284,291	-22,689	38,247,717	7,013,885	18%
Deferred Inflows of Resources	5,013,503	5,036,003	-22,500	5,173,568	-160,065	-3%
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	169,942	170,220	-278	153,444	16,498	11%
Total Long Term Liabilities	44,564,517	44,609,984	-45,467	37,741,984	6,822,533	18%
Total Liabilities	56,018,807	58,479,970	-2,461,163	48,555,415	7,463,392	15%
<b>Equity</b>						
Invested in Capital Assets net	30,560,438	28,663,534	1,896,904	23,116,250	7,444,188	32%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	-301,240	1,595,664	-1,896,904	3,254,800	-3,556,040	-109%
Net Income	4,247,070	903,211	3,343,859	1,412,042	2,835,028	201%
Total Equity	34,596,268	31,252,409	3,343,859	27,873,092	6,723,176	24%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>90,615,078</b>	<b>89,732,382</b>	<b>882,696</b>	<b>76,428,507</b>	<b>14,186,571</b>	<b>19%</b>

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
July 2025

3:15 PM  
08/15/2025  
Accrual Basis

	Jul 25	Jan - Jul 25	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	21,793	158,342	125,417	32,925	126%	215,000
Hangar rent	129,402	941,048	758,333	182,715	124%	1,300,000
Landing fees	3,021	38,304	23,333	14,971	164%	40,000
Ramp rent	6,640	46,480	44,625	1,855	104%	76,500
Total Airfield revenue	160,856	1,184,174	951,708	232,466	124%	1,631,500
Building and land rent						
Agri land rent	4,875	34,125	34,125	0	100%	58,500
Building rents - Long Term						
Short-term leasing	27,747	192,205	340,667	-148,462	56%	584,000
Building rents - Long Term - Other	95,922	682,159	511,000	171,159	133%	876,000
Total Building rents - Long Term	123,669	874,364	851,667	22,697	103%	1,460,000
Land rent						
Basic Land Rent	11,349	76,697	80,675	-3,978	95%	138,300
Property tax - tenant share	10,975	76,825	76,825	0	100%	131,700
Total Land rent	22,324	153,522	157,500	-3,978	97%	270,000
Tank rent	6,594	46,158	45,500	658	101%	78,000
Total Building and land rent	157,462	1,108,169	1,088,792	19,377	102%	1,866,500
Other revenue						
Airport Marketing	0	20,000	11,667	8,333	171%	20,000
Commissions	2,362	20,875	18,667	2,208	112%	32,000
Other income	285	70,399	58,333	12,066	121%	100,000
Total Other revenue	2,647	111,274	88,667	22,607	125%	152,000
Total Income	320,965	2,403,617	2,129,167	274,450	113%	3,650,000
Gross Income	320,965	2,403,617	2,129,167	274,450	113%	3,650,000
Expense						
Administrative expenses						
A/E, consultants, brokers	19,278	53,112	50,458	2,654	105%	86,500
Airport promotion	22,241	168,581	149,800	18,781	113%	256,800
Bad Debt Expense	0	0	2,917	-2,917	0%	5,000
Computer/Network Admin.	5,399	37,345	40,833	-3,488	91%	70,000
Dues and subscriptions	-66	11,173	20,417	-9,244	55%	35,000
Employee retirement	9,123	62,822	70,000	-7,178	90%	120,000
FICA and medicare tax expense	6,328	43,735	50,750	-7,015	86%	87,000
Industrial development	4,792	33,542	37,917	-4,375	88%	65,000
Insurance , property	31,250	218,750	218,750	0	100%	375,000
Insurance, medical	23,862	152,217	160,417	-8,200	95%	275,000
Kansas unemployment tax	0	489	583	-94	84%	1,000
Legal and accounting	1,375	40,660	40,833	-173	100%	70,000
Office salaries	47,770	317,146	399,583	-82,437	79%	685,000
Office Supplies	410	3,739	5,833	-2,094	64%	10,000
Other administrative expense	1,659	21,332	8,750	12,582	244%	15,000
Postage	60	615	875	-260	70%	1,500
Property tax expense	12,083	87,500	105,000	-17,500	83%	180,000
Special Events	250	3,136	5,833	-2,697	54%	10,000
Telephone	1,825	11,814	11,667	147	101%	20,000
Training	0	344	5,833	-5,489	6%	10,000
Travel and meetings	243	12,244	8,750	3,494	140%	15,000
Total Administrative expenses	187,882	1,280,296	1,395,799	-115,503	92%	2,392,800



	Jul 25	Jan - Jul 25	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Maintenance expenses</b>						
Airfield maintenance	0	50,972	37,917	13,055	134%	65,000
Airport Security	0	8,563	1,750	6,813	489%	3,000
Building maintenance	27,511	131,082	140,000	-8,918	94%	240,000
Equipment fuel and repairs	11,474	81,612	64,167	17,445	127%	110,000
Fire Services	0	0	12,002	-12,002	0%	20,575
Grounds maintenance	40	3,883	4,375	-492	89%	7,500
Maintenance salaries	36,027	261,845	268,333	-6,488	98%	460,000
Other maintenance expenses	5,383	17,894	13,417	4,477	133%	23,000
Snow removal expense	0	75,596	45,000	30,596	168%	75,000
Utilities	15,138	146,510	145,833	677	100%	250,000
<b>Total Maintenance expenses</b>	<b>95,573</b>	<b>777,957</b>	<b>732,794</b>	<b>45,163</b>	<b>106%</b>	<b>1,254,075</b>
<b>Total Expense</b>	<b>283,455</b>	<b>2,058,253</b>	<b>2,128,593</b>	<b>-70,340</b>	<b>97%</b>	<b>3,646,875</b>
<b>Net Ordinary Income</b>	<b>37,510</b>	<b>345,364</b>	<b>574</b>	<b>344,790</b>	<b>60,168%</b>	<b>3,125</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
AIM Center Tuition	-600	1,500	6,400	-4,900	23%	10,000
<b>Capital contributed</b>						
AIM Center - ALOFT Grant	0	1,662,500	1,662,500	0	100%	1,662,500
Air Service Grants	1,000,000	1,133,332	133,332	1,000,000	850%	133,332
Capital contributed - Other	1,915,551	1,915,551	8,990,000	-7,074,449	21%	16,481,667
<b>Total Capital contributed</b>	<b>2,915,551</b>	<b>4,711,383</b>	<b>10,785,832</b>	<b>-6,074,449</b>	<b>44%</b>	<b>18,277,499</b>
<b>Gain on sale of assets</b>	<b>627,365</b>	<b>1,075,547</b>	<b>450,000</b>	<b>625,547</b>	<b>239%</b>	<b>450,000</b>
<b>Interest income</b>						
Interest income on deposits	25,711	151,684	116,667	35,017	130%	200,000
Leases	22,500	157,500	157,500	0	100%	270,000
<b>Total Interest income</b>	<b>48,211</b>	<b>309,184</b>	<b>274,167</b>	<b>35,017</b>	<b>113%</b>	<b>470,000</b>
<b>Mill levy income</b>	<b>279,206</b>	<b>1,954,443</b>	<b>1,954,443</b>	<b>0</b>	<b>100%</b>	<b>3,350,473</b>
<b>Total Other Income</b>	<b>3,869,733</b>	<b>8,052,057</b>	<b>13,470,842</b>	<b>-5,418,785</b>	<b>60%</b>	<b>22,557,972</b>
<b>Other Expense</b>						
<b>AIM Center Expenses</b>						
Building Maintenance	0	4,002	3,500	502	114%	6,000
Consultants	0	2,027	7,000	-4,973	29%	12,000
Equipment, Fuel & Repairs	297	2,898	3,500	-602	83%	6,000
Events	0	1,854	3,500	-1,646	53%	6,000
Instructors / Vendor 3rd Party	10,838	59,851	82,831	-22,980	72%	141,996
Marketing/Communication	0	58,659	58,334	325	101%	100,000
Other	0	0	3,500	-3,500	0%	6,000
Supplies	0	55	35,000	-34,945	0%	60,000
Technology	0	3,557	3,500	57	102%	6,000
Travel & Meetings	0	0	3,500	-3,500	0%	6,000
<b>Total AIM Center Expenses</b>	<b>11,135</b>	<b>132,903</b>	<b>204,165</b>	<b>-71,262</b>	<b>65%</b>	<b>349,996</b>
<b>Debt interest expense net</b>						
Bond issue cost	0	73,698	210,000	-136,302	35%	210,000
Interest Expense on Debt	217,917	1,525,417	1,525,417	0	100%	2,615,000
<b>Total Debt interest expense net</b>	<b>217,917</b>	<b>1,599,115</b>	<b>1,735,417</b>	<b>-136,302</b>	<b>92%</b>	<b>2,825,000</b>
<b>Depreciation expense</b>	<b>333,333</b>	<b>2,333,333</b>	<b>2,333,335</b>	<b>-2</b>	<b>100%</b>	<b>4,000,000</b>
<b>SkyWest Overnight Flight</b>	<b>0</b>	<b>84,000</b>	<b>90,000</b>	<b>-6,000</b>	<b>93%</b>	<b>90,000</b>
<b>Total Other Expense</b>	<b>562,385</b>	<b>4,149,351</b>	<b>4,362,917</b>	<b>-213,566</b>	<b>95%</b>	<b>7,264,996</b>
<b>Net Other Income</b>	<b>3,307,348</b>	<b>3,902,706</b>	<b>9,107,925</b>	<b>-5,205,219</b>	<b>43%</b>	<b>15,292,976</b>
<b>Net Income</b>	<b>3,344,858</b>	<b>4,248,070</b>	<b>9,108,499</b>	<b>-4,860,429</b>	<b>47%</b>	<b>15,296,101</b>

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

3:16 PM  
08/15/2025  
Accrual Basis

	Jan - Jul 25	Jan - Jul 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	158,342	112,258	46,084	41%
Hangar rent	941,048	655,338	285,710	44%
Landing fees	38,304	28,386	9,918	35%
Ramp rent	46,480	45,675	805	2%
Total Airfield revenue	1,184,174	841,657	342,517	41%
Building and land rent				
Agri land rent	34,125	42,374	-8,249	-19%
Building rents - Long Term				
Short-term leasing	192,205	183,862	8,343	5%
Building rents - Long Term - Other	682,159	657,714	24,445	4%
Total Building rents - Long Term	874,364	841,576	32,788	4%
Land rent				
Basic Land Rent	76,697	78,535	-1,838	-2%
Property tax - tenant share	76,825	76,825	0	0%
Total Land rent	153,522	155,360	-1,838	-1%
Tank rent	46,158	9,142	37,016	405%
Total Building and land rent	1,108,169	1,048,452	59,717	6%
Other revenue				
Airport Marketing	20,000	20,000	0	0%
Commissions	20,875	16,415	4,460	27%
Other income	70,399	44,978	25,421	57%
Total Other revenue	111,274	81,393	29,881	37%
Returned Check Charges	0	0	0	0%
Total Income	2,403,617	1,971,502	432,115	22%
Gross Profit	2,403,617	1,971,502	432,115	22%
Expense				
Administrative expenses				
A/E, consultants, brokers	53,112	65,645	-12,533	-19%
Airport promotion				
Air Serv. Mktg - SAA	155,581	129,075	26,506	21%
Airport promotion - Other	13,000	3,834	9,166	239%
Total Airport promotion	168,581	132,909	35,672	27%
Computer/Network Admin.	37,345	28,370	8,975	32%
Dues and subscriptions	11,173	14,714	-3,541	-24%
Employee retirement	62,822	71,970	-9,148	-13%
FICA and medicare tax expense	43,735	52,704	-8,969	-17%
Industrial development	33,542	33,542	0	0%
Insurance , property	218,750	132,017	86,733	66%
Insurance, medical	152,217	125,833	26,384	21%
Kansas unemployment tax	489	568	-79	-14%
Legal and accounting	40,660	34,837	5,823	17%
Office salaries	317,146	432,850	-115,704	-27%
Office Supplies	3,739	7,437	-3,698	-50%
Other administrative expense				
Merchant Processing Fees	13,515	7,178	6,337	88%
Other administrative expense - Other	7,817	1,643	6,174	376%
Total Other administrative expense	21,332	8,821	12,511	142%
Payroll expenses	0	0	0	0%
Postage	615	849	-234	-28%
Property tax expense	87,500	84,583	2,917	3%
Special Events	3,136	12,627	-9,491	-75%
Telephone	11,814	11,356	458	4%
Training	344	890	-546	-61%
Travel and meetings	12,244	5,638	6,606	117%
Total Administrative expenses	1,280,296	1,258,160	22,136	2%

	Jan - Jul 25	Jan - Jul 24	\$ Change	% Change
<b>Maintenance expenses</b>				
Airfield maintenance	50,972	56,680	-5,708	-10%
Airport Security	8,563	1,028	7,535	733%
Building maintenance	131,082	136,086	-5,004	-4%
Equipment fuel and repairs	81,612	75,784	5,828	8%
Fire Services	0	1,978	-1,978	-100%
Grounds maintenance	3,883	3,447	436	13%
Maintenance salaries	261,845	259,344	2,501	1%
Other maintenance expenses	17,894	11,952	5,942	50%
Snow removal expense	75,596	3,151	72,445	2,299%
Utilities	146,510	153,553	-7,043	-5%
<b>Total Maintenance expenses</b>	<b>777,957</b>	<b>703,003</b>	<b>74,954</b>	<b>11%</b>
Uncategorized Expenses	0	0	0	0%
<b>Total Expense</b>	<b>2,058,253</b>	<b>1,961,163</b>	<b>97,090</b>	<b>5%</b>
<b>Net Ordinary Income</b>	<b>345,364</b>	<b>10,339</b>	<b>335,025</b>	<b>3,240%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
AIM Center Tuition	1,500	2,400	-900	-38%
Capital contributed				
AIM Center - ALOFT Grant	1,662,500	0	1,662,500	100%
Air Service Grants	1,133,332	399,999	733,333	183%
Capital contributed - Other	1,915,551	1,456,096	459,455	32%
<b>Total Capital contributed</b>	<b>4,711,383</b>	<b>1,856,095</b>	<b>2,855,288</b>	<b>154%</b>
Gain on sale of assets	1,075,547	480,567	594,980	124%
<b>Interest income</b>				
Int. Income -2023 Bond Proceeds	0	204,782	-204,782	-100%
Interest income on deposits	151,684	104,547	47,137	45%
Leases	157,500	0	157,500	100%
<b>Total Interest income</b>	<b>309,184</b>	<b>309,329</b>	<b>-145</b>	<b>-0%</b>
Mill levy income	1,954,443	2,035,556	-81,113	-4%
<b>Total Other Income</b>	<b>8,052,057</b>	<b>4,683,947</b>	<b>3,368,110</b>	<b>72%</b>
<b>Other Expense</b>				
<b>AIM Center Expenses</b>				
Building Maintenance	4,002	11,918	-7,916	-66%
Consultants	2,027	23,930	-21,903	-92%
Equipment, Fuel & Repairs	2,898	16,334	-13,436	-82%
Events	1,854	11,672	-9,818	-84%
Instructors / Vendor 3rd Party	59,851	64,511	-4,660	-7%
Marketing/Communication	58,659	46,141	12,518	27%
Other	0	2,908	-2,908	-100%
Supplies	55	36,827	-36,772	-100%
Technology	3,557	34,896	-31,339	-90%
<b>Total AIM Center Expenses</b>	<b>132,903</b>	<b>249,137</b>	<b>-116,234</b>	<b>-47%</b>
<b>Debt interest expense net</b>				
Bond issue cost	73,698	1,103	72,595	6,582%
Interest Expense on Debt	1,525,417	839,006	686,411	82%
<b>Total Debt interest expense net</b>	<b>1,599,115</b>	<b>840,109</b>	<b>759,006</b>	<b>90%</b>
Depreciation expense	2,333,333	1,830,000	503,333	28%
SkyWest Overnight Flight	84,000	363,000	-279,000	-77%
<b>Total Other Expense</b>	<b>4,149,351</b>	<b>3,282,246</b>	<b>867,105</b>	<b>26%</b>
<b>Net Other Income</b>	<b>3,902,706</b>	<b>1,401,701</b>	<b>2,501,005</b>	<b>178%</b>
<b>Net Income</b>	<b>4,248,070</b>	<b>1,412,040</b>	<b>2,836,030</b>	<b>201%</b>

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

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08/15/2025  
Accrual Basis

	Jul 25	Jan - Jul 25	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
Fixed Assets					
Fixed assets at cost					
Airfield					
AIP-48 Rwy 12/30 Rehab Design		7,330	7,500	-170	98%
AIP-49 Fuel Farm Construction		433,687	790,000	-356,313	55%
AIP-50-51 SRE Equip A/E & Acq.		2,982	1,311,612	-1,308,630	0%
AIP-54 Term. Parking Lot Design		244,141	256,095	-11,954	95%
AIP-55 Term. Bldg. A/E and Cnst					
Waterline Relocation	25,155	182,470	180,000	2,470	101%
AIP-55 Term. Bldg. A/E and Cnst - Other	205,725	1,774,128	8,120,000	-6,345,872	22%
Total AIP-55 Term. Bldg. A/E and Cnst	230,880	1,956,598	8,300,000	-6,343,402	24%
AIP-XX AFFF to F3 Transition		0	50,000	-50,000	0%
AIP 52-53 Rwy 12-30 Const.		2,074,306	5,846,917	-3,772,611	35%
AIP 56 Term. Bldg. Pk Lot Const		2,800	2,715,000	-2,712,200	0%
Airfield Improvements		33,924	100,000	-66,076	34%
Airfield Security		0	35,000	-35,000	0%
Fuel Farm Construction-Non Fed		108,023	1,100,000	-991,977	10%
North Ramp Development		1,911,282	4,000,000	-2,088,718	48%
Total Airfield	230,880	6,775,073	24,512,124	-17,737,051	28%
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.	21,858	21,858	47,000	-25,142	47%
Bldg. Imps. Other		73,013	45,000	28,013	162%
Hangar #509 Imps.		43,258	50,000	-6,742	87%
Hangar 125 (Acquisition)		444,277	460,000	-15,723	97%
Hangar 600 Improvements		0	15,000	-15,000	0%
Hangar 606 Rehabilitation		88,600	95,905	-7,305	92%
Hangar 626 Rehabilitation	-6,117	183,196	20,000	163,196	916%
Total Building improvements	15,741	854,202	797,905	56,297	107%
FBO Improvements					
Bldg. 700 Imps. Avflight North		46,446	50,000	-3,554	93%
Total FBO Improvements	0	46,446	50,000	-3,554	93%
Total Buildings & Improvements	15,741	900,648	877,905	22,743	103%
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	160	30,798	50,000	-19,202	62%
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	160	338,980	1,415,000	-1,076,020	24%
Land					
Airport Indust. Cent. Imps.					
AIC-Project 80	900	2,550,195	5,600,000	-3,049,805	46%
Airport Indust. Cent. Imps. - Other		2,093	15,000	-12,907	14%
Total Airport Indust. Cent. Imps.	900	2,552,288	5,615,000	-3,062,712	45%
Rail Spur Imps.		0	15,000	-15,000	0%
Total Land	900	2,552,288	5,630,000	-3,077,712	45%
Total Fixed assets at cost	247,681	10,566,989	32,435,029	-21,868,040	33%

# Salina Airport Authority

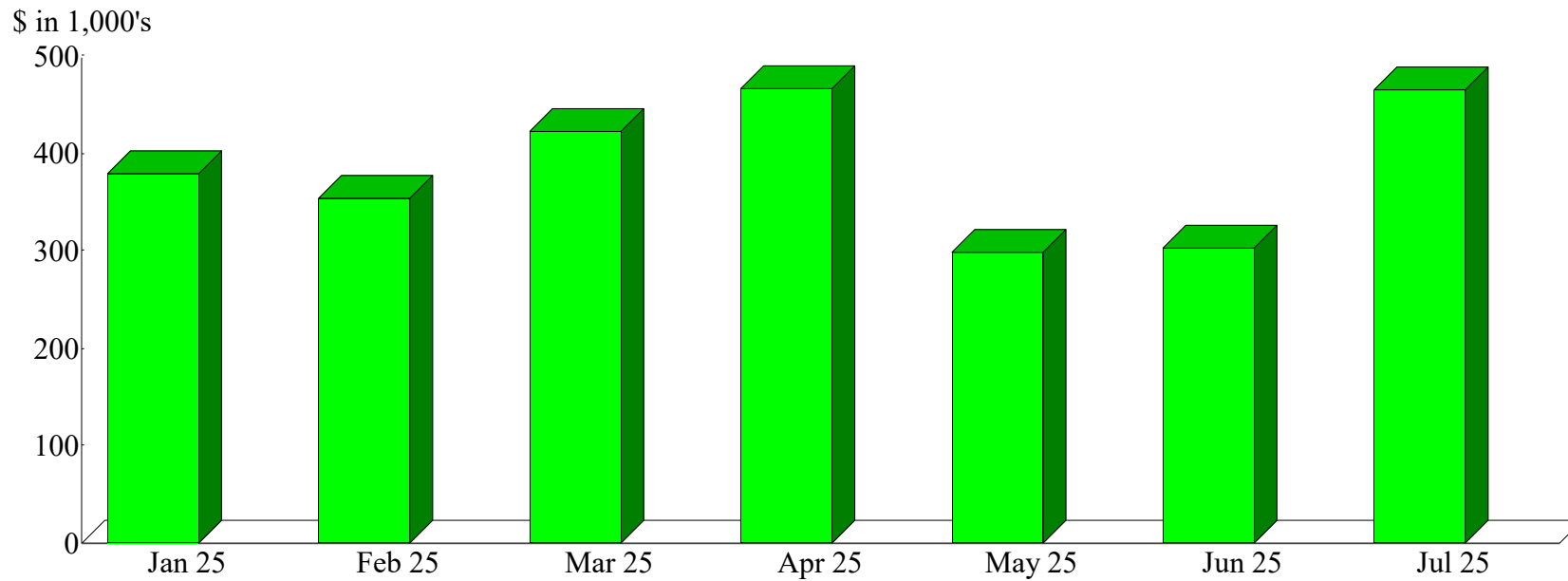
## Significant Capital Expenditures Detail

### July 2025

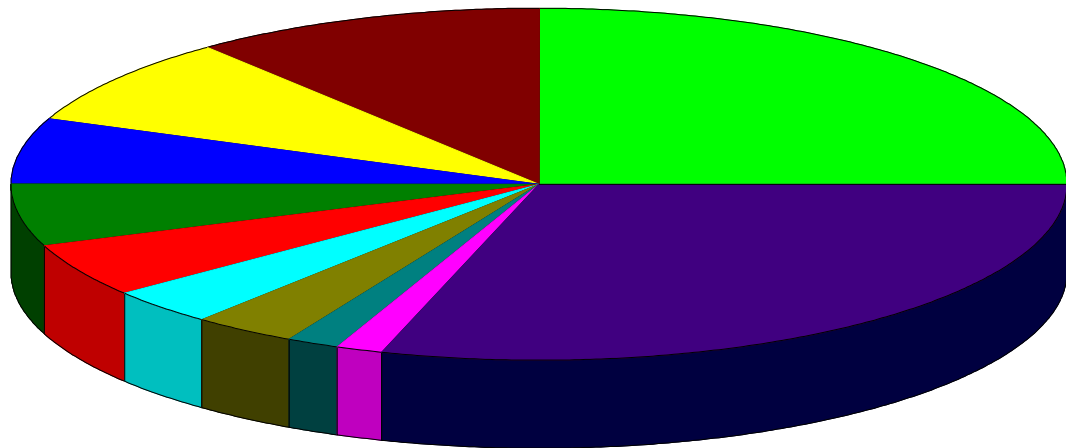
Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>AIP-55 Term. Bldg. A/E and Cnst</b>					
<b>Waterline Relocation</b>					
Bill	07/24/2025	Smoky Hill, LLC	Terminal Bldg. Expansion Waterline Relocation per contract dated 09/...	25,154.68	25,154.68
		Total Waterline Relocation		25,154.68	25,154.68
<b>AIP-55 Term. Bldg. A/E and Cnst - Other</b>					
Bill	07/01/2025	Jviation	SLN Terminal Rennoation - Overall Design - Progress Payment 2	205,724.71	205,724.71
		Total AIP-55 Term. Bldg. A/E and Cnst - Other		205,724.71	205,724.71
		Total AIP-55 Term. Bldg. A/E and Cnst		230,879.39	230,879.39
		Total Airfield		230,879.39	230,879.39
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
<b>Bldg. 394 Imps.</b>					
Bill	07/10/2025	Callabresi Heating & Cooling, LLC	B394 HVAC Rooftop Units	21,858.14	21,858.14
		Total Bldg. 394 Imps.		21,858.14	21,858.14
<b>Hangar 626 Rehabilitation</b>					
General Journal	07/29/2025		Hutton Refund - H626 Cox plant build credit (check no. 154276)	-6,117.06	-6,117.06
		Total Hangar 626 Rehabilitation		-6,117.06	-6,117.06
		Total Building improvements		15,741.08	15,741.08
		Total Buildings & Improvements		15,741.08	15,741.08
<b>Equipment</b>					
<b>Computer equipment</b>					
Bill	07/10/2025	CivicPlus	Hourly design rate	160.00	160.00
		Total Computer equipment		160.00	160.00
		Total Equipment		160.00	160.00
<b>Land</b>					
<b>Airport Indust. Cent. Imps.</b>					
<b>AIC-Project 80</b>					
Bill	07/11/2025	Wilson & Company, Inc.	Project 80 - Professional services 6.14.25 - 7.11.25	899.66	899.66
		Total AIC-Project 80		899.66	899.66
		Total Airport Indust. Cent. Imps.		899.66	899.66
		Total Land		899.66	899.66
		Total Fixed assets at cost		247,680.13	247,680.13
<b>Less accumulated depreciation</b>					
General Journal	07/31/2025		recur	-200,000.00	-200,000.00
General Journal	07/31/2025		recur	-133,333.30	-333,333.30
		Total Less accumulated depreciation		-333,333.30	-333,333.30
<b>TOTAL</b>				<b>-85,653.17</b>	<b>-85,653.17</b>

Sales by Month  
January through July 2025

Dollar Sales



Sales Summary  
January through July 2025

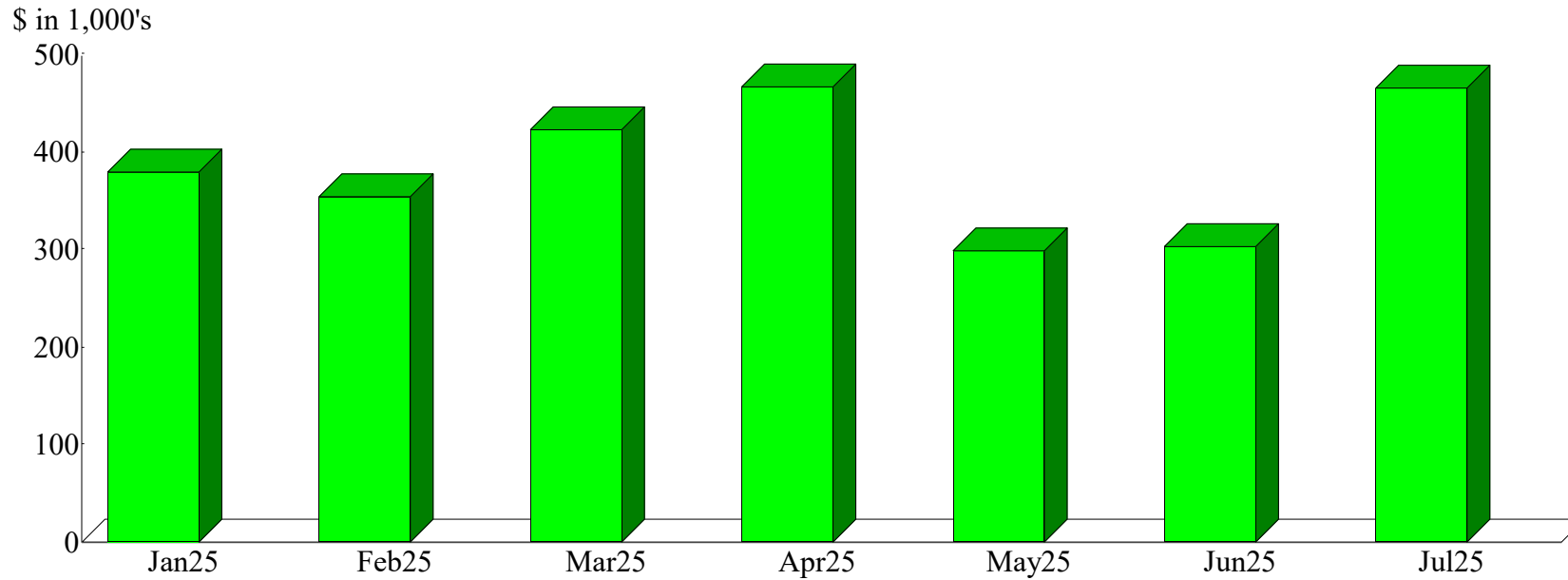


1 Vision Aviation, PLLC	25.13%
Avflight Salina	10.85
Kansas Erosion Products, LLC.	8.23
Stryten Salina, LLC	6.07
K-State Salina	5.82
City of Salina, KS	4.96
Universal Forest Products (UFP)	3.40
USSOCOM (Jaded Thunder)	3.27
SkyWest Airlines, Inc.	1.68
Durham School Service, L.P.	1.51
Other	29.09
Total	\$2,690,474.09

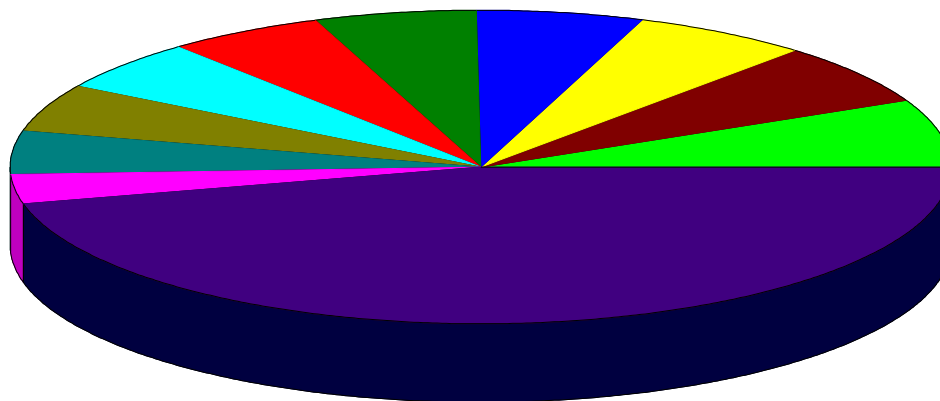
By Customer

Sales by Month  
January through July 2025

Dollar Sales



Sales Summary  
January through July 2025



H-00959-1 (Hangar Facility H959 - 2044 S	7.13%
H-0626-1 (Hangar 626 Rental, 2625 Arnold	6.47
H-0606-3 (Hangar 606, 2630 Arnold Court	6.13
Insurance(CP) (Insurance Reimbursement)	5.80
B-01021 (Building #1021 located at 3600	5.70
FFF-Avflight Salina (Fuel Flowage Fee @	5.51
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.29
Air Service Grant (Air Service Grant)	4.96
H-0600-4 (Hangar 600 - 2720 Arnold Court	4.47
B-00620-1 (Building #620 (30,000 SF) an	3.04
Other	45.51
Total	\$2,690,474.09

By Item

# Salina Airport Authority

## Distributions from the Bond Project Funds

As of July 31, 2025

Accrual Basis

Type	Date	Name	Memo	Debit	Credit	Balance
<b>Cash in Bank-Bond Funds</b>						4,757,473.44
<b>BSB - Series 2025-2 (2812)</b>						796,360.05
Capitalized Interest						80,311.60
Total Capitalized Interest						80,311.60
<b>Cost of Issuance</b>						6,876.63
Total Cost of Issuance						6,876.63
<b>Project Fund - MRO</b>						706,024.44
Total Project Fund - MRO						706,024.44
<b>BSB - Series 2025-2 (2812) - Other</b>						3,147.38
Deposit	07/31/2025		Interest	744.00		3,891.38
Total BSB - Series 2025-2 (2812) - Other				744.00	0.00	3,891.38
Total BSB - Series 2025-2 (2812)				744.00	0.00	797,104.05
<b>Equity- 2023 GO Bond (8824)</b>						585,899.60
Bill Pmt - Check	07/07/2025	Dragun Corp	UST Closure Progress Payment - 2025 May		44,704.67	541,194.93
Bill Pmt - Check	07/24/2025	Dragun Corp	UST Closure Progress Payment - 2025 June		43,985.62	497,209.31
General Journal	07/29/2025		Hutton Refund - H626 Cox plant build credit (check no. 154276)	6,117.06		503,326.37
Deposit	07/31/2025		Interest	1,956.22		505,282.59
Total Equity- 2023 GO Bond (8824)				8,073.28	88,690.29	505,282.59
<b>SFB - Series 2025-1 (7766)</b>						3,375,213.79
Capitalized Interest						196,980.00
Total Capitalized Interest						196,980.00
<b>Cost of Issuance</b>						5,945.47
Total Cost of Issuance						5,945.47
<b>Project Fund - Hangar 125</b>						6,002.04
Total Project Fund - Hangar 125						6,002.04
<b>Project Fund - Project 80</b>						3,125,779.00
Transfer	07/30/2025		Funds Transfer - Progress Payment No. 7 - Ebert Construction - Proj 80		244,458.25	2,881,320.75
Transfer	07/30/2025		VOID: Funds Transfer - Ebert Construction payment (duplicate transfer)	0.00		2,881,320.75
Total Project Fund - Project 80				0.00	244,458.25	2,881,320.75
<b>SFB - Series 2025-1 (7766) - Other</b>						40,507.28
General Journal	07/14/2025		Service Charge Credit (waive paper statement fees)	15.00		40,522.28
Deposit	07/31/2025		Interest	9,738.37		50,260.65
Total SFB - Series 2025-1 (7766) - Other				9,753.37	0.00	50,260.65
Total SFB - Series 2025-1 (7766)				9,753.37	244,458.25	3,140,508.91
Total Cash in Bank-Bond Funds				18,570.65	333,148.54	4,442,895.55
<b>TOTAL</b>				<b>18,570.65</b>	<b>333,148.54</b>	<b>4,442,895.55</b>



## **CONSULTANT AGREEMENT**

**Owner:** Salina Airport Authority

**Client:** Salina Airport Authority

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

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

**Project:** Salina Regional Airport  
West Airfield Development Environmental Assessment

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 Article I of Attachment A Scope of Work/Services, as awarded herein (the "Services").

4. **Schedule.** Lochner shall perform its Services within a timeframe mutually agreed to by Lochner and the Client as defined in Article II of Attachment A.

5. **Compensation.** The Client shall compensate Lochner in accordance with Article III of Attachment A.

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:**

Matt Jacobs  
mjacobs@hwlochner.com  
Project Manager  
H. W. Lochner, Inc.

**Notice to Client:**

Pieter Miller, CM  
pmiller@salair.org  
Executive Director  
Salina Airport Authority

**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 N/A**

**H.W. LOCHNER, INC.**

**SALINA AIRPORT AUTHORITY**

By: Erik Vliet

By: \_\_\_\_\_

Title: Business / Operations Manager

Title: \_\_\_\_\_

Date: 8/13/2025

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

**Attachments**

Attachment A – Scope of Work/Basic Services, Project Schedule, and Agreement Price and Schedule of Values

## ARTICLE I SCOPE OF WORK/SERVICES

WHEREAS, the Client has agreed to employ the Consultant to provide planning and environmental services required for performing an Environmental Assessment to determine potential environmental impacts that are anticipated to take place within the proposed west airfield development sites depicted in Exhibit A. Based on coordination with federal and state resource agencies, the potential exists for a minimum Phase I cultural resource survey, ecological wetland and waterway identification and delineation, and an Environmental Assessment NEPA document to be completed as part of this Project. These associated elements will be completed only if requested by federal and/or state resource agencies, or the Client.

All services will be performed in accordance with good professional practice and applicable published criteria of the FAA including:

FAA Order 1050.1G	"National Environmental Policy Act Implementing Procedures"
FAA Order 5050.4B	"National Environmental Policy Act (NEPA) Implementing Instructions for Airport Actions" as applicable

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

### **ENVIRONMENTAL SERVICES**

#### **1. PRELIMINARY SERVICES**

- A. Coordination with the Client, FAA, and Stage Agencies regarding Project scope, schedule, and budget.
- B. Prepare and transmit agreement for environmental services.
- C. Prepare Subagreements, scopes, and exhibits.

The Consultant will provide all services and NEPA documentation that will conform to the requirements of FAA Central Region guidelines.

#### **2. ENVIRONMENTAL SERVICES – REQUIRED ELEMENTS**

##### **A. RESOURCE AGENCY COORDINATION**

- 1. Coordinate with federal, state and local resource agencies to document potential environmental impacts associated with the proposed improvement project.
- 2. Coordinate with federal, state and local resource agencies to determine permitting requirements associated with the proposed improvement project.

##### **B. PROPOSED ACTION, PURPOSE, AND NEED FOR THE PROJECT**

- 1. Utilize relevant scoping information supporting the need for the project, including specific justification and/or demand forecast of operational activity.



2. Clearly identify the project background and location, requested federal action, and proposed time frame for the project.
3. Provide the draft Purpose and Need to FAA for review and concurrence prior to proceeding with agency coordination.
4. Identify the Proposed Action and reasonable alternatives including the No Action alternatives that meets the Purpose and Need.
5. Evaluate the closure and ultimate use of the existing airport including any demolition of facilities and/or pavements if known. Evaluation to include any buildings or facilities to be demolished for National Register for Historical Places (NRHP) eligibility. Evaluation will include individual eligibility and possible eligibility as a historic district which may include the airport.

### **C. AFFECTED ENVIRONMENT**

1. Coordinate a review of the Proposed Action with the appropriate local, state and federal resource agencies and provide those agencies with the pertinent materials for review including a location map, vicinity map, proposed airport layout drawing, and other data as necessary.
2. Based on the Proposed Action, perform a site visit and document existing land uses, including noise-sensitive areas such as residences, schools, churches and hospitals; public parks; wildlife and waterfowl refuges; wetlands and other surface waters; floodplains; farmlands; recreation areas; historic properties; archaeological sites; hazardous materials; and demographic data.
3. Provide a Microsoft Word copy of the early coordination letter with attachments to the SAA and FAA for review/concurrence and to be used for FAA coordination with federally recognized tribes.

### **D. AFFECTED ENVIRONMENT AND ENVIRONMENTAL CONSEQUENCES**

1. Analyze and document the potential impacts of the Proposed Action, including consultation with the appropriate agencies and tribes, for the following specific impact categories. Only affected impact categories will be discussed and evaluated as part of the EA. All others will be dismissed.
  - a. Noise – Conduct a noise and grid point analysis of the future conditions based on updated demand forecasts and the Proposed Action using the latest version of Aviation Environmental Design Tool per FAA Order 1050.1G.
  - b. Compatible Land Use – Address compatibility of existing and planned land uses in the vicinity of the Proposed Action, including documentation that appropriate zoning has or will be adopted. Include a copy of the Client Land Use Compatibility Assurance Letter in the Appendix.
  - c. Social Impacts – Assess the potential of the Proposed Action to cause relocations, community disruption, and alteration of surface transportation patterns (e.g., relocations of homes, businesses, roads, etc.).
  - d. Induced Socioeconomic Impacts – Discuss secondary or induced impacts, such as population increases, public service demands, Tax Base, and changes in business and economic activity, on surrounding communities.
  - e. Air Quality – Determine if the project is located in an air quality nonattainment area specified in FAA Order 1050.1G. Measures to be utilized to minimize adverse air quality effects will be documented. The FAA Air Quality Handbook Version 4 (as amended) will be used as a guide.
  - f. Water Quality – Assess the potential for any water quality impacts, including potential contamination of groundwater aquifers or surface waters and document measures to be incorporated to minimize adverse water quality effects. Contact the Kansas Department of Health and Environmental (KDHE)

and other applicable agencies as necessary. Include Spill Prevention and Control Plan on any fuel storage facility larger than 20,000 gallons. Disturbance of land equal to or greater than one acre will require a National Pollutant Discharge Elimination System (NPDES) permit. Requirements for fuel storage tanks will be addressed and all required permits will be identified.

- g. DOT ACT Section 303(c) and Section 6(f) – Contact the appropriate federal (Department of the Interior), state, and local agencies to determine if any Section 303(c) or Section 6(f) lands (public parks, recreation areas, wildlife or waterfowl refuges, or historic sites) will be affected by the Proposed Action.
- h. Historic, Architectural, Archaeological, and Cultural Resources – The Consultant will determine the Area of Potential Effect (APE) for historical, architectural, archaeological, and cultural resources in coordination with the FAA Environmental Specialist, which will include the area of proposed ground disturbance and structures that may be directly or indirectly affected. Elevation will also include the eligibility of possible historic district. This scope includes an architectural historian performing a survey of structures within the APE that may be affected. For areas that will be disturbed and have not previously been, an Archaeological Survey will be required. The archaeological survey will be prepared by a subconsultant for areas disturbed by the proposed development and associated infrastructure in accordance with Kansas SHPO requirements.

If these surveys indicate that affected resources may be eligible for the National Register of Historic Places, the scope will need to be amended to prepare Determinations of Eligibility (DOE) for submittal to the State Historic Preservation Office (SHPO). If either the archaeological survey or DOE identify eligible properties that would be affected, then the scope would need to be further amended to complete the Section 106 process, which may involve consultation with SHPO, Tribes, and other interest parties to develop a Memorandum of Agreement involving mitigation. Until the APE is finalized, and necessary surveys are completed, these are unknown.

(See Attachment A.1 for Additional Information)

This effort will culminate in the consultant submitting a Section 106 report to the FAA for its coordination with the SHPO and Tribes. Specific tasks to be completed by the consultant include:

- Conduct literature search for the proposed APE
  - Assist with the preparation of the APE map and tribal notification letters, in consultation with FAA.
  - Prepare archaeological survey report and historic structures survey report
- i. Biotic Communities – Assess the potential effects of the Proposed Action on biotic communities. The Consultant will consult the U.S. Fish and Wildlife Service (USFWS) utilizing their information for Planning and Consultation (IPaC) system and the Kansas Department of Wildlife and Parks (KDWP). If requested and/or directed by these resource agencies, a biological assessment will be completed as part of this EA.
  - j. Endangered and Threatened Species – Assess the potential effects of construction and operation of the Proposed Action on endangered and threatened species. As with biotic communities, the Consultant will consult with the USFWS and KDWP. Similarly, if requested and/or directed by these resource agencies, a biological assessment will be completed as part of this EA.
  - k. Wetlands – Assess the potential effect of construction of the Proposed Action on wetlands and/or Jurisdictional Waters of the United States. The Consultant will consult with the United States Army Corps of Engineers (USACE) and propose mitigation measures as required.
  - l. Floodplains – Consult with the Federal Emergency Management Agency (FEMA), as well as floodplain administrators, as necessary, to determine whether the Proposed Action will significantly impact any 100-year floodplain in the vicinity of the airport.

- m. Prime and Unique Farmland – Consult with the U.S. Department of Agriculture, National Resource Conservation Service (NRCS), to determine if the Proposed Action will have any impact on prime or unique farmland. The Consultant will also submit a Form AD-1006 to the NRCS for evaluation, if necessary.
- n. Energy Supply and Natural Resources – Discuss any proposed major changes in stationary facilities which would have a measurable effect on local energy supplies and whether those demands can be met by existing or planned sources. Determine whether any increased consumption of fuel by aircraft or ground vehicles would occur that would produce shortages in supplies.
- o. Light Emissions – Assess the potential effects of light emissions and visual impact resulting from airport lighting systems associated with the Proposed Action.
- p. Solid Waste – Assess the potential impacts of the Proposed Action on generation of solid waste and available disposal capacity. Discuss the location of area solid waste disposal facilities in accordance with applicable FAA Orders relating to guidance concerning sanitary landfills on or near airports. Discuss the location of area solid waste disposal facilities in accordance with FAA Order 5200.5A, “FAA Guidance Concerning Sanitary Landfills On or Near Airports.” Consult with local officials. Address the potential for bird strikes.
- q. Hazardous Waste – Discuss pollution prevention and if hazardous wastes are to be generated by the Proposed Action. If so, include a discussion of the means of compliance with applicable regulations including impacts to known or past hazardous contamination on airport including PFAS. Describe the measures to be taken in the event of a release of a hazardous substance. Determine if any “Superfund” sites are in the project area and discuss the impacts of the project on the site, if applicable.
- r. Environmental Consequences (Other Considerations) – Discuss all direct, indirect and reasonably foreseeable effects will be evaluated within a resource category including consistency of the project with state-wide, regional and/or local transportation plans.

Document any planned activities associated with the Proposed Action that could produce significant cumulative impacts.

## **E. PUBLIC MEETINGS**

1. Coordinate a public scoping document to define the scope of the project and solicit public comment.

## **F. TRIBAL CULTURAL SURVEY**

1. Upon the request of any federally recognized Tribe, after notification of the Proposed Action, the Consultant will conduct a Phase II cultural resource survey in an area within the Project Area recognized by a Tribe as historically, prehistorical, archeological, or culturally significant.
2. The Consultant will conduct 1) a field investigation; 2) evaluation of pertinent literature and records from which the field survey techniques and site designation criteria are developed; 3) an on-site survey of the project area; 4) an attempt to recover sufficient data for site designation and evaluation; 5) notation of locational information regarding site provenience and physiographic setting; 6) post-field activities involving data analysis; and 7) report preparation and deliverables submittal.
3. The size and level of effort will be determined in the event a request is made and the fee will be added by supplement to this Agreement.

### 3. DOCUMENTS & DELIVERABLES

#### **A. FINAL DRAFT REPORT**

1. Comments received regarding working papers from the Client and FAA will be incorporated in a final draft report. An additional 30-day public comment period will occur and any public comment will be incorporated into the final draft report. Following review and comment and receipt of written comments on the final draft narrative report from the Sponsor will be submitted to SAA/FAA for review.

#### **B. DELIVERABLE PRODUCT**

1. Following review and acceptance of the final draft report by the Client and FAA, the Consultant will prepare final deliverable reports within one month of receipt of Client and FAA acceptance and approval.

## **ARTICLE II TIME SCHEDULE**

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**

#### **ENVIRONMENTAL SERVICES**

1. Preliminary Services..... As Required
2. Environmental Services Required Elements.....As Required
3. Documents and Deliverables..... 180 Calendar Days After Receipt of NTP

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

## **ARTICLE III COMPENSATION**

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

### **COMPENSATION SCHEDULE**

#### **A. ENVIRONMENTAL SERVICES**

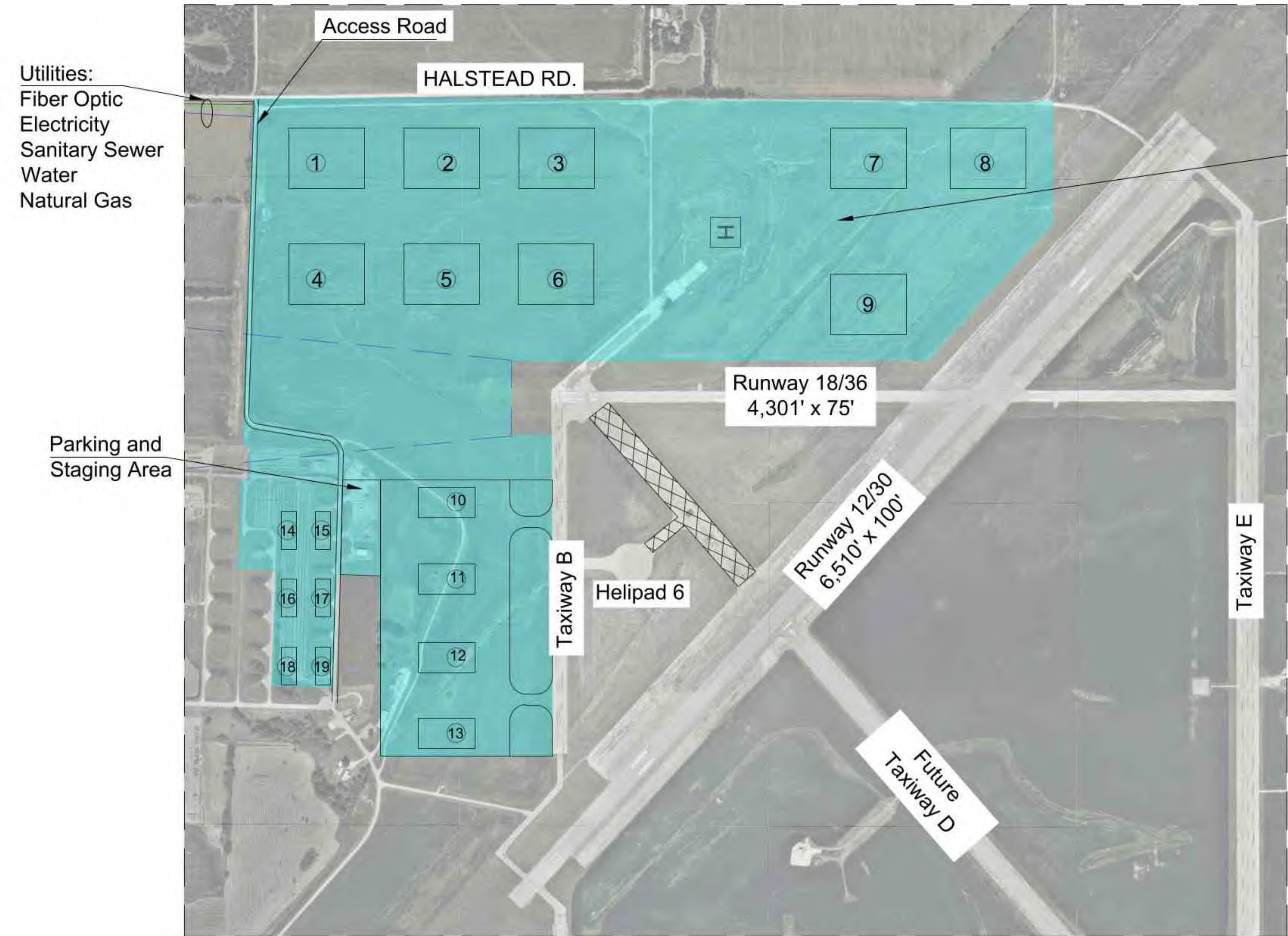
3. \*Environmental Services ..... Lump Sum

**TOTAL..... \$150,163 Lump Sum**

\*Additional Services may be added by supplement in the event the FAA requires additional elements upon their review.

\*\*The cost of a Phase I Cultural Resources Survey is subject to change based on the amount of acres required to be tested. This estimate is based on 300 acres of shovel tests.





DEVELOPMENT SITES

Building Size (Sq. Ft.)

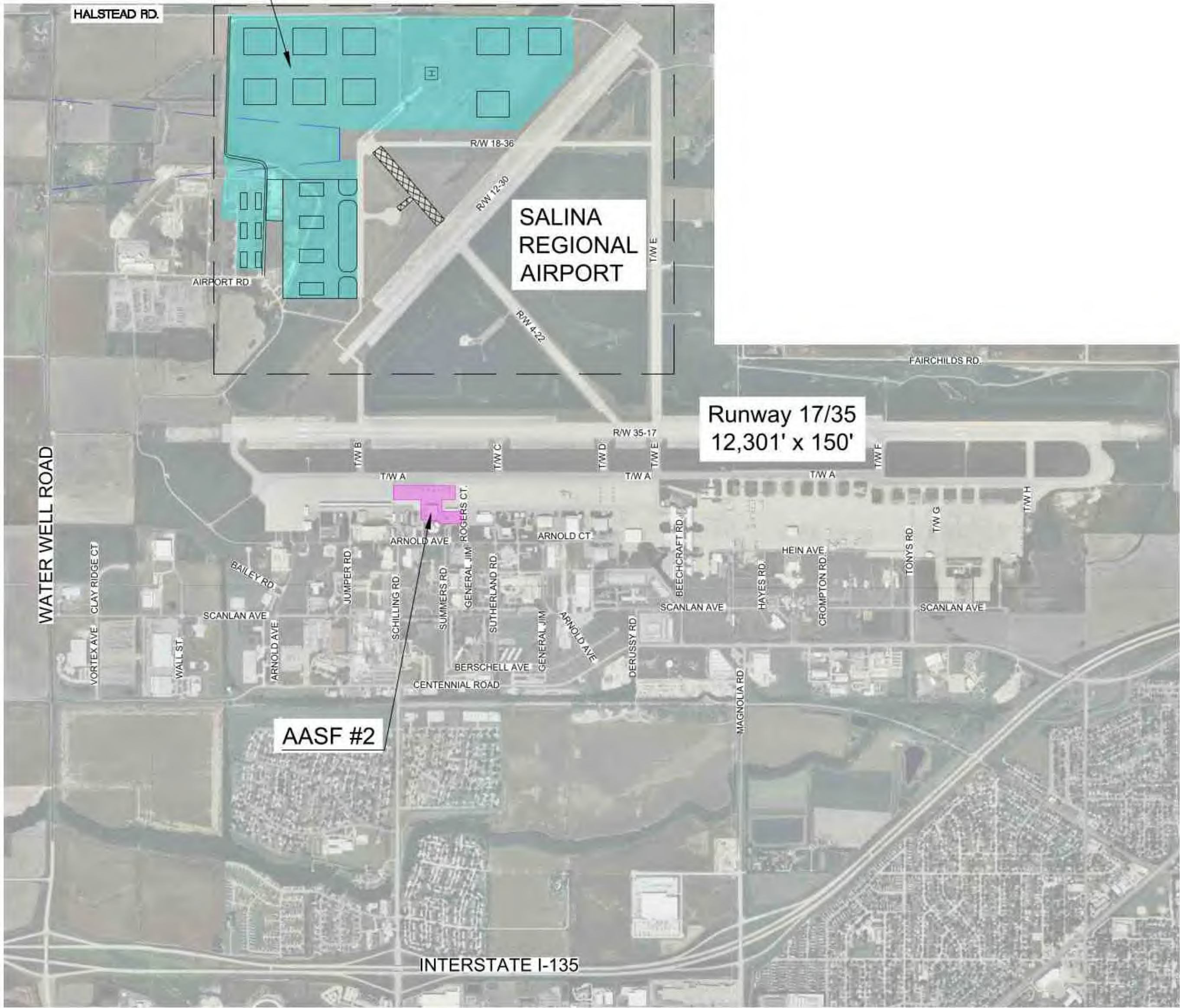
1-9: 200,000 Sq. Ft. = 1,800,000 Sq. Ft.

10-13: 75,000 Sq. Ft. = 300,000 Sq. Ft.

14-19: 25,000 Sq. Ft. = 150,000 Sq. Ft.

Total = 2,250,000 Sq. Ft.

300 Acres



SLN AERIAL LAYOUT





**Via Email:** [bmurray@hwlochner.com](mailto:bmurray@hwlochner.com)  
[lvale@hwlochner.com](mailto:lvale@hwlochner.com)

August 1, 2025

Bridgette Murray  
Lochner  
286 West Johnson Road, Suite D  
LaPorte, IN 46350

**Subject:** Cost and Scope for Phase II Intensive Archaeological Survey and Intensive Architectural History Survey for the Salina Airport Development Project

Dear Mrs. Murray,

Merjent, Inc. (Merjent) is pleased to present this proposal to provide Phase II intensive archaeological survey and intensive architectural history survey to assist with project planning. Due to the FAA's involvement these surveys will be required to satisfy the requirements of Section 106 of the National Historic Preservation Act (NHPA) (54 U. S. C. § 306108) and National Environmental Policy Act (NEPA) as applicable. Additionally, the surveys will comply with the State Historical Preservation Office (SHPO) of Kansas. This proposal is based on information you provided via email dated July 29, 2025. It is our understanding that the total acreage of the Project is no more than 300 acres.

## **PROJECT UNDERSTANDING**

Based on the above sources, Merjent understands that 300 acres of land consisting mostly of agricultural fields west of the Salina Airport in Salina, Kansas. This Proposal addresses the scope of work by describing our technical approach to providing cultural resources investigations required for successful permitting and consultation at the state, and federal levels as appropriate, including Section 106 compliance (NHPA). Merjent recommends the direct area of potential effects (APE) for the Project be the 300 acres of proposed development. This will include all areas of potential ground disturbance. For the indirect APE, Merjent recommends a review of all potentially historic structures and previously recorded architectural history sites within a quarter mile radius of the direct APE.

## **PROJECT TEAM**

Merjent's proposed Project team has experience providing environmental support services for large scale projects including highways and transmission lines, along with experience with energy projects subject to Federal Agency oversight. The Merjent team for this Project will consist of an overall Project Manager, an archaeologist, and architectural historian. Merjent's small but experienced team was specifically selected to be as flexible and responsive as possible during all phases of the Project. A brief profile of the key staff members proposed to manage and complete the Project is provided below, including their proposed Project role and relevant experience.



### **Eli Orrvar – Project Manager and Co-Principal Investigator Indianapolis, IN**

Eli Orrvar is an archaeologist with 8 years of experience in cultural resource management, focusing on the archaeology of the Midwest. His expertise includes leading field efforts that include Phase I survey and Phase II/III investigations. In addition, Mr. Orrvar has some experience in GIS, Monitoring, and Geophysical survey. Mr. Orrvar has worked on Oil and Gas, Solar, Wind, and Government projects in Indiana, Ohio, Illinois, North Dakota, South Dakota, Missouri, Michigan, Arkansas, Mississippi, Louisiana, Texas, North Carolina, West Virginia, Virginia, Pennsylvania, Tennessee, Kentucky, Iowa, Wisconsin, Minnesota, Kansas, and Oklahoma. In 2024 Mr. Orrvar led a large archaeological survey at the Kansas City Airport which has a similar scope to this project.

### **Paige Englert – Co-Principal Investigator Topeka, KS**

Ms. Paige Englert has an M.A. in Anthropology with a focus on Geoarchaeology from the University of Kansas. In addition to her university-related experience in the Great Plains, Ms. Englert has focused most of her work in the Midwest and the Great Basin. As well as geoarchaeology, she has experience in archaeological research, pedestrian survey, excavation of precontact and post-contact sites, and report writing. She resides in northeast Kansas and worked with Merjent as an archaeologist for three years prior to gaining a permanent position as a Staff Archaeologist. Ms. Englert meets the Secretary of the Interior's Professional Qualification Standards for Archaeology as published in 36 CFR Section 61. Ms. Englert meets the Secretary of the Interior's Professional Qualification Standards for Archaeology as published in 36 CFR Section 61.

### **Nicholas Powell – Architectural Historian Denver, CO**

Mr. Nicholas Powell is proposed as the architectural historian and Principal Investigator for this undertaking. Mr. Powell has a B.S. in Historical Preservation from Southeast Missouri State University, Cape Girardeau, with seven years of experience conducting architectural history surveys, viewshed assessments, and evaluations in the west and Midwest and meets the Secretary of Interior's standards for Architectural Historian. Mr. Powell came to Merjent from another consulting firm, where he was responsible for all aspects of architectural history studies. Mr. Powell meets the Secretary of the Interior's Professional Qualification Standards for Architectural Historian as published in 36 CFR Section 61.

## ***PROJECT APPROACH AND SCOPE OF WORK***

### **Task – Phase II Intensive Archaeological Survey**

Merjent will conduct a Phase II intensive Survey for archaeology and an intensive survey for architectural history. Merjent will then produce two separate reports, one for archaeology and one for architectural history. The scope for this Project is described below and the estimated cost to prepare the deliverables are included in the overall costs provided in the Cost Estimate section of this proposal.

#### Files/Literature Review

Merjent will conduct a literature review for those previously recorded archaeological and above-ground resources, and previously conducted survey that are contained within the Project area. To fulfill the requirements of a SHPO literature review, Merjent may review archival resources including, but not limited to, General Land Office (GLO) maps, county atlases, historical maps, and historical aerial imagery as required by each SHPO.

#### Phase II Intensive Archaeological Survey

Merjent will conduct a Phase II intensive archaeological survey of the direct APE described above. Survey methods will adhere to Kansas SHPO's Guide to Archeological Survey, Assessment, and Reports. All sites discovered will be fully delineated and an attempt to evaluate the site for eligibility on the National Register of Historic Places (NRHP) will be completed. However, if Phase III testing is required this will have to be completed as a change order.

#### Intensive Architectural History Survey

Merjent will conduct an intensive architectural history survey of the indirect APE described above. Survey methods will adhere to "Guidelines for Local Surveys: A Basis for Preservation Planning" outlined in National Park Service Bulletin 24 and NRHP Criteria for Evaluation (36 CFR 60.4) state (National Park Service [NPS] 1995).

#### **Assumptions:**

- Client will provide accurate shape files of the project area prior to fieldwork.
- Ten-hour workdays are budgeted in this proposal. If longer work hours are required to complete tasks in progress, additional labor and related costs will be applied.
- GSA rates for mileage, lodging, and per diem are included in the cost
- Any delays that require additional hours on the part of Merjent Personnel will be subject to Federal wage guidelines (specifically time and a half for hours in excess of 40 hours). Mark-up rates will conform to multipliers used for baseline calculations.
- Shapefiles will be obtained from Kansas SHPO, no digitization will be required.
- Architectural history survey and archaeological survey will be completed in one mobilization.
- Client will conduct all landowner contact and acquire land access permission.
- There are no arrangements for returning to an area due to unforeseen circumstances such as physical conditions, inclement weather conditions, or client-related delays and client-imposed conditions in the current cost estimate. Any additional remobilizations will need to be renegotiated.
- No human remains will be encountered
- No deep testing will be required
- No permits will be required
- No Phase III evaluative testing will be required
- No more than 300 acres will be required to be investigated for archaeology, no more than the proposed 0.25 mile buffer will be required for architectural history investigations
- Kansas SHPO Guidelines will be followed for reporting.
- Surveys will be completed after harvest with adequate ground surface visibility for pedestrian survey.
- No more than 300 shovel tests will be conducted.
- No more than two new sites will be identified.

#### **Task – Project Management**

Merjent's regular progress reports will be provided to Lochner at rate to be determined and will include status and schedule updates for Project tasks.

### **SCHEDULE**

We understand that the Project is based upon construction schedule. To facilitate that schedule, Merjent will begin work on the Project upon receiving a notice to proceed, and survey will begin after harvest.



Lochner will provide one round of consolidated edits for deliverables prior to submission of the final report to FAA.

### ***COST ESTIMATE***

Merjent's estimated costs for the required task in the scope of work described above. Merjent proposes to perform the scope of work described herein on a time and materials basis, not to exceed the total proposed cost without prior approval from Lochner. Merjent will provide all invoices electronically and will include the Lochner project name and number on each invoice.

Task 1: Literature Review and reports	\$68,000
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### ***CLOSING***

Merjent appreciates the opportunity to provide this proposal and assist Lochner on this Project. Please do not hesitate to contact me if you have any questions regarding the proposed approach or wish to discuss any scope of work tasks or budget. I look forward to hearing from you.

Sincerely,



**Eli Orrvar, M. A.**  
Indianapolis, Indiana  
317.280.3273 direct  
317.534.9073 mobile  
[Eli.orravr@merjent.com](mailto:Eli.orravr@merjent.com)



1 Main Street SE, Suite 300  
Minneapolis, MN 55414  
612. 746. 3660 main  
[www.merjent.com](http://www.merjent.com)



## Derivation of Consultant Project Costs

8/4/2025

EA NEPA Doc Salina Airport

### Direct Salary Costs:

Title	Hours	Rate	Cost	1.7164
Project Manager	20	88.77	\$ 1,775.40	
Environmental Manager	40	64.91	\$ 2,596.40	
Senior Environmental Scientist	60	56.46	\$ 3,387.60	
Environmnetal Scientist	60	41.28	\$ 2,476.80	
Total Direct Salary Costs			\$ 10,236.20	

Percent of Direct Sales Cost at 171.64% \$ 17,569.41

\$ 27,805.61

Profit 15% \$ 4,170.84

EA total: \$ 31,976.46

### Ecology Survey:

Title	Hours	Rate	Cost
Project Manager	12	88.77	\$ 1,065.24
Environmental Manager	32	64.91	\$ 2,077.12
Senior Environmental Scientist	120	56.46	\$ 6,775.20
Environmnetal Scientist	100	41.28	\$ 4,128.00
Total Direct Salary Costs			\$ 14,045.56

Percent of Direct Sales Cost at 171.64% 24,107.80

38,153.36

Profit at 15% 5,723.00

Out of Pocket Expenses	days	price	total
rental for gator	5	120	600.00
hotel	25	110	2,750.00
flights	4	400	1,600.00
meals 4 people at 5 days	20	68	1,360.00
Misc			0.18
total:			6,310.18
Ecology Total:			\$ 50,186.54

archaeological survey \$ 68,000.00

ecology survey \$ 50,186.54

EA document \$ 31,976.46

**Total Fee: \$ 150,163.00**

Environmental Services Cost Breakdown  
Salina Airport Environmental Services

Classification per hourly rate	Project Manager	Environmental Manager	Senior Environmental Scientist	Environmental Scientist	Other Costs
Basic Services	277.31	202.77	176.37	128.95	
Hours	12	32	120	100	
<b>Ecology Survey</b>					
labor subtotal	\$ 3,327.72	\$ 6,488.64	\$ 21,164.40	\$ 12,895.00	
expense subtotal					\$ 6,310.00
<u>total fee:</u>	\$ 50,186.54				
<b>EA Documentation</b>					
Hours	20	40	60	60	
labor total	\$ 5,546.20	\$ 8,110.80	\$ 10,582.20	\$ 7,737.00	
expense subtotal	0	0	0	0	
<u>total fee:</u>	\$ 31,976.46				
<b>Archaeologist Sub total</b>	\$ 68,000.00				
<b>Total:</b>	\$ 150,163.00				

**CONSENT TO ASSIGNMENT AND ASSUMPTION OF LEASE  
AND FIRST LEASE AMENDMENT**

**THIS CONSENT TO ASSIGNMENT AND ASSUMPTION OF LEASE AND FIRST LEASE AMENDMENT** is made this \_\_\_\_ day of \_\_\_\_\_, 2025, by the Salina Airport Authority (the “Authority”).

WHEREAS, the Lease Agreement between the Authority and Salina Auto Auction, Inc., dated August 18, 2011 (“The Lease”), originally covered certain real estate located in Saline County, Kansas, more particularly described as Lots 6, 7, and 8, Block 1, Schilling Subdivision No. 5 to the City of Salina, Saline County, Kansas, including Building No. 496 (a/k/a 2845 Centennial Rd.), as further described in the Lease; and

WHEREAS, the parties acknowledge that, effective November 1, 2020, Lot 8 was removed from the leasehold premises, and the leased premises now consist solely of Lots 6 and 7, Block 1, Schilling Subdivision No. 5 to the City of Salina, Saline County, Kansas, including Building No. 496 (a/k/a 2845 Centennial Rd.) as of the date of this Consent.

**NOW, THEREFORE**, in consideration of the mutual covenants hereinafter set forth, the parties agree as follows:

1. Consent by Authority. The Salina Airport Authority hereby consents to the assignment of the Lease by Salina Auto Auction, Inc. to SAA, LLC; including the assumption of liabilities and responsibilities of the Lessee thereunder by SAA, LLC. Further, this Consent is conditioned upon and subject to the agreement by SAA, LLC, to the following terms and conditions, which, in part, amend the terms and conditions of the Lease Agreement.

2. Acceptance and Consent by SAA, LLC. SAA, LLC, agrees to fully comply with and accept responsibility for performance of any and all terms and conditions of the Lease as amended by this First Lease Amendment and further agrees it shall not further sell, assign, transfer, or lease the Premises without the prior written consent of the Salina Airport Authority.

3. Lease Amendment. The Lease is amended as follows:

a. Property Description.

Section 1.1 of the Lease is amended to provide as follows:

1.1 Legal Description of Leased Tract.

Lots 6 and 7, Block 1, Schilling Subdivision No. 5 to the City of Salina, Saline County, Kansas, including Building No. 496 (a/k/a 2845 Centennial Rd.) as further depicted on the attached “Exhibit A” (the “Premises”).

b. Renewal Term Modification.

Section 19 of the Lease is amended to provide as follows:

19. Option to Renew. Lessee, by providing sixty (60) days advance written notice, is hereby given the option to renew the Lease of the Premises for Five (5) additional terms of One (1) year each at the expiration of the primary term of this Lease, followed by Five (5) additional terms of Five (5) years each. The basic rental for option periods shall be as follows:

19.1. Basic rental for Option Period One (1) shall remain the same as the Basic Rental of the expiring lease period. Beginning with Option Period 2 and biennially thereafter, the basic rental shall be determined by increasing the basic rental of the prior 24-month period by the same percentage as the percentage of increase in the U.S. Government Consumer Price Index (C.P.I.) over the same prior 24-month period. If the C.P.I. over the same prior 24-month period has not shown a net increase, the basic rental for the option period shall remain the same as the basic rental for the prior 24-month period. The C.P.I. shall be the statistical report prepared and published by the Bureau of Labor Statistics for the United States for all items for all urban consumers or such other index or report substituted therefore by the U.S. Government. The reference basis for the C.P.I. shall be 1967 equals 100 or the most current index base as established by the Bureau of Labor Statistics. The difference between such index nearest to the first day of the prior 24-month and the latest available index to the last day of the prior 24-month period divided by such index nearest to the first day of the prior 24-month period will determine either the percentage of increase in the basic rental or that the basic rental will remain the same as the prior 24-month period, as provided above.

c. Environmental Concerns.

Section 5 of the Lease is amended to provide as follows:

5.1. Defined Terms. The following terms are defined in the Lease Agreement and shall mean:

5.1.1. **“Environmental Law”** means any now-existing or hereafter enacted or promulgated federal, state, local, or other law, statute, ordinance, rule, regulation or court order pertaining to (i) environmental protection, regulation, contamination or clean-up, (ii) toxic waste, (iii) underground storage tanks, (iv) asbestos or asbestos-containing materials, or (v) the handling, treatment, storage, use or disposal of Hazardous Substances, including without limitation the Comprehensive Environmental Response, Compensation and Liability Act and The Resource Conservation Recovery Act, all as exist from time to time.

5.1.2. **“Hazardous Substances”** means all (i) “hazardous substances” (as defined in 42 U.S.C. §9601(14)) (ii) “chemicals” subject to regulation under Title III of the Superfund Amendments and Reauthorization Act of 1986, as amended from time to time (iii) natural gas liquids, liquefied natural gas or synthetic gas, (iv) any petroleum, petroleum-based products or crude oil or any fraction, or (v) any other hazardous or toxic substances, wastes or materials, pollutants,

contaminants or any other substances or materials that are included under or regulated by any Environmental Law.

5.2. Authority's Responsibility. The Authority is party to a settlement reached with the United States of America to complete the cleanup of environmental contamination caused by the Department of Defense at the Salina Regional Airport and Airport Industrial Center, formerly the Schilling Air Force Base. The Authority shall be responsible for the cleanup and removal of any Hazardous Substances which are determined to have been present on the Premises prior to March 1, 1970. Authority agrees to indemnify and hold Lessee harmless from and against all claims, expenses, loss or liability arising from the presence of any such contamination which occurred prior to March 1, 1970.

5.2.1. The Authority shall be responsible for any contamination caused by or during the performance of Authority's work as landlord, even if it occurs after March 1, 1970.

5.3. Lessee Responsibility. The Lessee shall be responsible for the cleanup and removal of any Hazardous Substances, petroleum products, and petroleum additives released on the Premises at any time Lessee occupies the Premises from and after March 1, 1970. Lessee agrees to indemnify and hold the Authority harmless from and against all claims, expenses, loss, or liability arising from any such contamination which occurs at any time Lessee occupies the Premises from and after March 1, 1970.

5.3.1. Lessee agrees to comply with all storm water and waste collection requirements of any federal, state, or local governmental laws, rules and regulations.

5.3.2. Lessee agrees that it will comply with all federal, state, and local regulations regarding the handling, storage, and dispensing of Hazardous Substances, including petroleum products, on the Premises.

5.3.3. Lessee agrees that it will immediately notify the Authority in the event of any spills or leaks of Hazardous Substances, including any liquid hydrocarbon materials, on the Premises, and to clean up the affected area in accordance with Kansas Department of Health and Environment standards.

5.3.4. Non-waiver. Any acknowledgement or undertaking of responsibility by either party to this Sublease in relation to the other party, as set forth above, shall not be regarded as a release or waiver of any right by the responsible party to seek recovery against or contribution from any person or entity not a party to this Sublease.

4. SAA, LLC, agrees that as a condition of an in partial consideration for the Authority's consent to the assignment of the lease agreement, it shall be responsible for the obligations of the Lessee under amended Section 5 "Environmental Concerns" of the Lease, retroactively to March 1, 1970..

DATED: August 20, 2025

**SALINA AIRPORT AUTHORITY**

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Don Boos, Chair

Attest:

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Kasey Windhorst, Board Clerk

**AGREEMENT TO TERMS OF CONSENT**

The undersigned, on behalf of SAA, LLC, hereby consent to and agree with the conditions of the Consent of the Salina Airport Authority as set forth above.

DATED: August 20, 2025

**SAA, LLC**

By: \_\_\_\_\_  
Jason Hoover, Member

By: \_\_\_\_\_  
Corey Hoover, Member

By: \_\_\_\_\_  
Gabe Goering, Member

By: \_\_\_\_\_  
Kelly Blomberg, Member



## **ASSIGNMENT AND ASSUMPTION OF LEASE**

**THIS ASSIGNMENT AND ASSUMPTION OF LEASE**, is made and entered into this \_\_\_\_ day of \_\_\_\_, 2025, by and between **Salina Auto Auction, Inc.**, a Kansas corporation (“Assignor”) and **SAA, LLC**, a Kansas limited liability company (“Assignee”).

### **WITNESSETH:**

**WHEREAS**, Assignor has heretofore entered into a certain Lease Agreement, dated August 18, 2011, with the Salina Airport Authority, therein referred to as the "Authority," covering certain real estate located in Saline County, Kansas, more particularly described As Lots 6, and 7, Block 1, Schilling Subdivision No. 5 to the City of Salina, Saline County, Kansas (4.62 acres, more or less) including Building No. 496 (a/k/a 2845 Centennial Rd.), as further described in the Lease (“Lease”); the terms and provisions of which are incorporated herein and by reference made a part hereof<sup>1</sup>; and

**WHEREAS**, pursuant to Paragraph 15 of the Lease, the Lessee, Assignor, “shall not assign the Lease or any interest therein and shall not sublet the Premises or any part thereof, or allow any person to occupy or use the Premises or any portion thereof, without prior written consent of the Authority”; and

**WHEREAS**, subject to the acceptance, approval, and agreement of Assignee to the terms and conditions of the Consent of the Authority set forth in a separate instrument, the parties have entered this Assignment and Assumption of Lease to set forth their respective covenants and agreements:

**NOW, THEREFORE**, in consideration of the above and foregoing and the mutual covenants hereinafter set forth, the parties agree as follows:

1. **ASSIGNMENT:** Assignor hereby sells and assigns to Assignee all of Assignor's right, title, and interest in and to that certain Lease, dated August 18, 2011, described and referred to in the preambles hereof, effective from and after the date of this Assignment and Assumption of Lease.

2. **ASSUMPTION OF LEASE:** Assignee hereby assumes and accepts responsibility for payment of the rent and to faithfully perform all the covenants, stipulations, and agreements contained in the Lease described above to be complied with by Assignor, subject to the modifications to the terms and provisions of the Consent of the Authority hereinafter set forth. Assignee acknowledges and agrees that its assumption hereunder includes, but is not limited to, the requirement that it not further assign, transfer, or sublet, all or any portion of the premises under the Lease without the prior written consent of the Authority.

3. **RELEASE OF LESSEE:** The assignment of the above-described Lease by Assignor to Assignee releases and absolves Assignor from the responsibility or obligation for compliance with the terms and conditions of above-described Lease.

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<sup>1</sup> As a condition of the Consent of the Authority set forth at the end of this Assignment and Assumption of Lease, some of the terms and provisions of the Lease are changed and modified.

4. **REPRESENTATIONS, WARRANTIES, AND ESTOPPELS:** Assignor represents and warrants to Assignee that the above-described Lease is in full force and effect and that it is not in default in the performance of any of the terms, covenants, and conditions required thereunder; nor is it or the Authority in default in the performance of any of the terms, covenants, and conditions required to be complied with by such party; nor has it or the Authority committed any breach which could result in termination of the above-described Lease. Assignor represents, warrants, and acknowledges that it has paid all rent due under the above-described Lease through August 31, 2025.

5. **BINDING EFFECT:** The provisions of this Assignment and Assumption of Lease shall be binding upon and inure to the benefit of the parties hereto and their respective personal representatives, successors, and assigns.

6. **APPLICABLE LAW:** This Assignment and Assumption of Lease shall be governed by and construed in accordance with the laws of the State of Kansas.

**WITNESS WHEREOF,** the parties hereto have hereunto set their hands the day and year first above written.

**Salina Auto Auction, Inc.**

By: \_\_\_\_\_  
Ryan Huffaker, President

By: \_\_\_\_\_  
Dana Huffaker, Secretary

**SAA, LLC**

By: \_\_\_\_\_  
Jason Hoover, Member

By: \_\_\_\_\_  
Corey Hoover, Member

By: \_\_\_\_\_  
Gabe Goering, Member

By: \_\_\_\_\_  
Kelly Blomberg, Member

**DATE:** August 15, 2025  
**TO:** Pieter Miller  
**FROM:** Maynard Cunningham  
**SUBJECT:** **August 20, 2025, SAA Regular Board Meeting**

## **Facilities and Construction Notes**

### **Current Projects**

- **Airport Industrial Center No. 3 Subdivision (Project 80)** – A punch list walkthrough of the project site was completed last week with personnel from Ebert and its subcontractors, Salina Airport Authority, City of Salina, and Wilson & Co. Punchlist items will be reviewed and completed. SAA is planning to submit final documentation to the City in September for review and inspection prior to them issuing a certificate of completion, expected in October, 2025.
- **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. The geotech survey and soil borings were drilled last week on the south side of Hangar 959. A fire suppression engineer has been contacted to provide a system design to protect the tail enclosure space. 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 structural steel and roof joists installation in the TSA expansion area. They are working on tying the new roof and existing roof together and will begin roof decking installation soon. Fire sprinkler pipe installation is nearing completion in the existing building and will move into the TSA expansion area next.
- **M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion AIP 54 (Design)** – Recommendation for award of the contract regarding the bid from Screed Tech has been approved by the FAA, and notice of award has been provided to the contractor. Screed Tech is working to provide all the contract required documentation. The grant application for construction was submitted to the FAA in June. A schedule will be identified with Screed Tech when SAA is notified by the FAA the grant is received. Construction is anticipated to begin in Spring 2026.



### **Special Projects**

- **Directed Groundwater Recirculation System (DGRS)** – Comments were received from KDHE on the 30% plans submitted for the DGRS. Dragan, City of Salina, and KDHE personnel participated in a site walk through June 30, 2025, to familiarize new KDHE personnel with the project. A public meeting is planned in September 2025.

### **Completed Projects**

- **Runway 12/30 (AIP 52 & 53)** – Rehabilitation of Runway 12/30 will be reopened during the week of August 18<sup>th</sup>. The project included asphalt mill and overlay, edge lighting, lighted guidance signs, and removal of portions of excess pavement. The paint striping subcontractor will return in approximately 30 days to apply the final coat of paint with reflective beads.



**BUSINESS AND COMMUNICATIONS MANAGER**

3237 Arnold Ave.

Salina, Kansas 67401

Direct (785) 833-9324 • Cell (785) 342-6217 • E-Mail [kaseyw@salinaairport.com](mailto:kaseyw@salinaairport.com)

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**DATE:** August 11, 2025

**TO:** Pieter Miller, Executive Director

**FROM:** Kasey L. Windhorst

**SUBJECT:** August Board Meeting Update

**Letter of Agreement (LOA)**

Salina Airport Authority (SAA) staff has completed updates to seven Letters of Agreement (LOAs) with the Salina FAA Contract Tower (SLN FCT) and, in one case, FAA Technical Operations (Tech Ops). These updates align procedures with current FAA requirements, operational practices, and safety protocols. All agreements are effective August 8, 2025, and replace prior versions. Below is a summary of all updated LOAs.

**1. Procedures for Opening and Closing Runways**

Key Updates:

- Confirms SAA's sole authority for opening/closing runways.
- Details NOTAM issuance, runway closure safety plans, lighted "X" placement, lighting disablement, and NAVAID shutdown coordination.

**2. Requirements for Operating in Runway Safety Areas (RSA)**

Key Updates:

- Establishes clear access, training, and supervision requirements for personnel in RSAs.
- Stipulates operational restrictions during air carrier/aircraft movements.

**3. Emergency Services / Aircraft Response Procedures**

Key Updates:

- Defines "Airport Command," "Incident Command," and ARFF roles.
- Updates alert level criteria, including ordnance handling protocols.

**4. Airport Movement / Non-Movement Areas**

Key Updates:

- Requires completion of SAA AOA Driving Course prior to movement area access.
- Reinforces SLN FCT control of movement area traffic and read-back requirements.

**5. Reporting Airport Conditions**

Key Updates:

- Clarifies braking action reporting and runway condition monitoring procedures.
- Details use of VERICOM friction meters to verify or adjust surface condition codes.

## 6. Prior Permission Required (PPR) Procedures

Key Updates:

- Confirms SAA as sole issuer of PPR numbers for military/commercial flights.
- Requires SLN FCT to direct inquiries to SAA administrative offices.

## 7. US NOTAM System and Notification Procedures

Key Updates:

- Standardizes procedures for issuing and cancelling Surface Area NOTAMs via NOTAM Manager.
- Includes contingency procedures for USNS outages.

These updated LOAs improve clarity, reflect current operational practices, and enhance safety coordination between SAA and SLN FCT.

## Website Redevelopment Update

The Salina Airport Authority is continuing work on the redevelopment of our official website to improve user experience, accessibility, and mobile responsiveness. The updated site will feature streamlined navigation, modern design elements, and enhanced functionality for tenants, visitors, and community stakeholders.

### Project Status

- **Design & Layout:** Final design concepts have been approved, incorporating the new branding and ADA-compliant formatting.
- **Content Review:** Department pages are being reviewed and updated to ensure accuracy and relevance.
- **Functionality Improvements:** Online forms are being integrated to improve service delivery.
- **Vendor Coordination:** Development team is on track with the build phase and is currently implementing back-end security and content management enhancements.

### Upcoming Meetings

- **System Configuration Review** – *Monday, August 25, 2025* – Coordination with CivicPlus to finalize technical settings and administrative access for the new platform.
- **Website Reveal Meeting** – *Wednesday, August 27, 2025* – A preview session with the CivicPlus development team to review the full site design, navigation, and functionality before final approval.

### Next Steps

- Finalize and migrate all updated content to the new site.
- Conduct mobile optimization, performance testing, and ADA compliance verification.
- Prepare for public launch, targeted for Fall 2025.

## Employee Training

Salina Airport Authority staff will participate in the Wildlife Hazard Management Training session conducted by Loomacres Wildlife Management on Wednesday, August 13, 2025, at Salina ARFF

Station. This training is part of our ongoing commitment to comply with FAA wildlife hazard management requirements and to ensure the safety of aircraft operations at SLN.

This annual training meets FAA Part 139 requirements for personnel involved in wildlife hazard management. Topics will include:

- Identification of hazardous wildlife species and behaviors
- Techniques for wildlife dispersal and habitat modification
- FAA reporting requirements for wildlife strikes and activity
- Safety protocols for operations in wildlife-prone areas

Effective wildlife hazard management is critical to reducing the risk of aircraft-wildlife strikes and maintaining safe, efficient operations. This training ensures that all personnel involved in airfield operations remain current on best practices and regulatory requirements.

### **Upcoming Events**

#### **Fly Kansas Air Tour**

Salina Regional Airport will serve as a host stop for the Fly Kansas Air Tour on Friday, September 26, 2025. The tour, organized by the Kansas Commission on Aerospace Education and the Kansas Association of Airports, brings together a variety of general aviation aircraft to promote aviation awareness and education across the state.

#### **Event Details**

- Date: Friday, September 26, 2025
- Location: Salina Regional Airport – Hangar 600 Ramp Area
- Participants: General aviation pilots and aircraft from across Kansas
- Audience: Local schools, aviation enthusiasts, and community members are encouraged to attend

The Fly Kansas Air Tour highlights the economic and educational value of general aviation in Kansas. It provides an opportunity for community members—especially students—to engage with pilots, view a variety of aircraft, and learn more about aviation careers.

#### **Planned Activities at SLN**

- Aircraft arrivals and static display
- Pilot and crew interaction with attendees
- Educational outreach for students and visitors

Hosting the Fly Kansas Air Tour highlights Salina Regional Airport as a hub for aviation activity and education. It also supports community engagement, promotes interest in aviation careers, and strengthens relationships with the Kansas aviation community.

### **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.

<b>Wednesday, August 20, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, September 3, 2025, 4:00 p.m.</b>	<b>Special Board Meeting</b>
<b>Wednesday, September 17, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, October 15, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, November 19, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, December 17, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>