

**DATE:** October 11, 2024  
**TO:** SAA Board of Directors  
**FROM:** Pieter Miller and Shelli Swanson  
**SUBJECT:** **October 16, 2024, 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:**

- JetBlue Emergency Event

**Trust:**

- Consideration of Resolution No. 24-12 for SAA General Obligation Temporary Notes
- Review of the Airport Authority's 2025 Capital Expenditures Budget

**Adaptability:**

- Engineering Design Agreement with Woolpert for MRO Tail-Dock Hangar Modification

**Rooted in Community:**

- 2025 Salina Community Economic Development Organization Budget Request

**Success:**

- Acceptance of the \$1,000,000 KASDI Grant for the SLN-Houston Route Development
- Project 80 Update

Please note the following agenda item comments.

**Agenda Item #5 – Airport Activity, Scheduled Air Service and Financial Statement Reports for the Month Ending September 30, 2024** (Miller and Swanson)

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

The Salina air traffic control tower (ATCT) recorded 6,142 operations during September 2024, which was a 10% decrease compared to the September 2023 total of 6,801 operations. For the year-to-date, a total of 49,709 operations have occurred at Salina Airport, which is 21% less than the September 2023 YTD total of 62,789 operations.

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

The September 2024 fuel flowage was 257,721 gallons, which was a slight decrease compared to the September 2023 total of 258,893 gallons. For the year-to-date, a total of 1,628,954 gallons have been

delivered at the airport, a 4% increase compared to the September 2023 YTD total of 1,570,356 gallons.

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

During September 2024, SkyWest enplaned 1,785 passengers, which was a 53% increase over the September 2023 total of 1,167 passengers. The total passenger count for September 2024 was 3,587, representing a 55% increase compared to the September 2023 total of 2,315. Total YTD passenger enplanements on SkyWest flights reached 13,222, reflecting a 14% increase compared to the September 2023 YTD total of 11,626.

Salina Regional Airport experienced strong growth in September 2024, with year-to-date outbound enplanements climbing to 17,963, compared to 14,991 in 2023. This surge reflects the airport's increasing role in regional travel. The standout performer was the Salina-Denver route, which saw a 182% jump in passengers in September compared to the same time last year. Since flights became direct in April, the airport has already surpassed its 2023 Denver-related enplanement numbers, reaching 116% of last year's total with three months to spare.

The load factor on the Denver route also saw a significant boost, rising from 28% in September 2023 to 79% in September 2024. This jump in seat occupancy highlights the growing demand for the route and the success of the airport's operational adjustments and marketing efforts. With these improvements, Salina Regional Airport is well-positioned for continued expansion.

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

Highlights from the September financials include:

➤ **Cash in Bank:**

- The unrestricted cash balance at the end of September was \$2,285,918. This amount was calculated by subtracting \$155,359 in security deposits returnable from the total operating funds. As you'll note on the Statement of Net Position, current bond funds on deposit are \$1.4MM, AIM Center funds reside at \$217,236 and Mill Levy at \$1.2MM rounding out total cash in bank at \$5.3MM.

➤ **Revenue Performance:**

- Year-to-date operating income has increased by 8% or \$195,028 as compared to the same period in 2023. Airfield revenue has risen by 16% and continues to increase with numbers of FOL activities slated through the end of the year and along with the income from Hangar 626.

➤ **Expense Management:**

- Total operating expenses are currently tracking 1% under budget but have increased by \$245,892 or 11% compared to 2023. This increase is primarily due to higher year-over-year consultant fees, salaries, medical insurance premiums and airfield maintenance.

➤ **Net Operating Income Analysis:**

- Net operating income for the year-to-date arrived at \$174,777. September was the highest month for the year in terms of hangar and other rental income, creating a surge in NIBD.

➤ **Other Operating Income and Expenses.**

- Total net income for the month equaled \$261,343 or \$1,491,739 YTD. Contributed capital from our various federal, state, and local grants are included in the non-operating income section of the Profit and Loss Statements.

### **Financial Reports – September 2024 Significant Capital Expenditures/Payables Report Enclosed**

**Financial Reports – Accounts Receivable Past Due 31 days or more as of October 11, 2024**  
(Swanson)

<b>Account</b>	<b>Amount</b>	<b>Days</b>	<b>Comments</b>
AGCO Corporation	\$618	>90	Utilities and Finance Charges
Atlas Air	\$10,304	31-90	Landing Fees and ARFF coverage
Shane Brown	\$150	>90	Storage Igloo Rent
Kansas Military Board	\$2,166	>90	Bldg. Rent
Omni Air International	\$3,482	31-60	Landing Fees and ARFF coverage
Stryten Salina	\$5,416	61>90	Utility reimbursement

**Agenda item #6 - Consideration and Approval of SAA Resolution No. 24-12 Authorizing the Offering for Sale of General Obligation Bond Temporary Notes of the Salina Airport Authority.**  
(Swanson, Arteberry, and Walter)

Enclosed is a copy of SAA Resolution No. 24-12 that authorizes SAA staff, bond counsel, and financial advisor to proceed with offering for sale general obligation bond temporary notes and to proceed with all actions necessary to sell the notes. The proceeds from the sale of the notes will be utilized to fund the projects described in the resolution. At the meeting, SAA bond counsel, financial advisor and staff will be available to review the financing plan and cost projections. In addition, staff can review the schedule for the notes and the tax analysis that is the basis for the sizing of each series.

**Recommendation:** Approve SAA Resolution 24-12 Authorizing the Offering for Sale of General Obligation Bond Temporary Notes of the Salina Airport Authority and authorize Chair Carlin to sign the resolution.

**Agenda Item #7 – Consideration and approval of the Third Addendum to Stryten Lease Agreement** (Swanson)

Stryten Salina LLC leases warehousing space for its products and supplies in building 655 in the Salina Airport Industrial Center. Stryten has leased space from the Salina Airport Authority since October 21, 2020. In November of 2021 and May of 2023, Stryten expanded their lease hold in building 655 and extended the lease term until February of 2025. Stryten is now requesting a third lease addendum granting one additional option to renew for a term of 2 ½ years.

**Term:** February 1<sup>st</sup>, 2025 to July 31<sup>st</sup>, 2027  
**Basic Rental:** \$20,347 per month or \$244,164 per year  
**Rate per Square Foot:** \$2.53  
**Tenant Responsibility:** Commercial Property Insurance, Utilities, First \$500 per year in HVAC repairs/maintenance, and all routine building maintenance  
**SAA Responsibility:** Structural maintenance and mechanical systems that are not repairable

**Recommendation:** Approval of the Third Addendum to the Lease with Stryten Salina LLC, and authorize Chair Carlin to sign the agreement.

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**Agenda Item #8 – Review of the Airport Authorities 2025 Capital Expenditures Budget** (Swanson)

At the meeting Shelli will review the current list of capital expenditures projects that will be a component of the SAA 2025 Operating Plan and Budget.

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**Agenda Item #9 – Presentation/Consideration of 2025 Salina Community Economic Development Organization Budget Request** (Robinson/Miller)

Mitch Robinson will be providing an update regarding the Salina Community Economic Development Organization (SCEDO) and its financial model. Established in December 2015, SCEDO is a public-private partnership focused on business recruitment, supporting entrepreneurship, conducting economic research, and implementing strategic marketing efforts. Executive Director Mitch Robinson, who has led the organization since December 2016, oversees these initiatives alongside a board of directors comprised of representatives from the Salina Airport Authority, Saline County, City of Salina, and Salina Area Chamber of Commerce.

A key update in this presentation is the newly revised SCEDO Members Agreement, which transitions the organization's funding structure from a three-year model to a one-year funding model. This change allows for more flexibility and responsiveness in budgeting and contributions from key stakeholders. For 2025, the Salina Airport Authority is requested to contribute \$50,000, with other major contributors including the City of Salina at \$300,000 and Saline County at \$35,000 annually.

During the presentation, Mitch Robinson will discuss plans to enhance SCEDO's performance in its core competencies, which include business recruitment, fostering entrepreneurship, and strategic marketing. These efforts aim to improve the organization's effectiveness in driving economic growth and attracting new businesses to Saline County and the City of Salina, ultimately strengthening the local economy.

**Recommendation:** Approval of \$50,000 from the Salina Airport Authority in 2025 for annual Salina Community Economic Development contribution and authorize the Executive Director to sign the support agreement.

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**Agenda Item #10 – Consideration of Kansas Air Service Development Incentive Grant Offer** (Miller)

The Salina Airport Authority has been awarded \$1,000,000 under the Kansas Air Service Development Incentive (KASDI) program to support the development of a new Salina (SLN) to Houston (IAH) route, operated by SkyWest Airlines as United Express. This grant will be used to establish a Minimum Revenue Guarantee (MRG), which is essential for launching the new service and ensuring its financial sustainability during the initial period.

This initiative aligns with Salina's broader strategy to solidify its position as a maintenance base for United Express. Currently, the Salina Airport already serves as a hub for United Express flights to Denver (DEN) and Chicago (ORD), with an overnight maintenance program beginning in November that will support up to 30 high-paying jobs. The new Houston route will provide additional overnight maintenance capacity and is expected to generate another 60 jobs, continuing to enhance the airport's economic impact.

In a 2018 market survey, Houston was identified as the most requested unserved route by the Salina

business community. Major local employers, such as Schwan's Foods and Exline, as well as companies in the natural gas and oil industries, have expressed significant interest in this route. The launch of this service will also reduce the need for travelers to use Kansas City International Airport (MCI), keeping more business activity and revenue within the Salina region.

**Recommendation:** Approve the acceptance of the \$1,000,000 KASDI grant to support the development of the SLN-Houston (IAH) route and authorize the Executive Director to execute all necessary agreements related to the grant and the MRG.

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**Agenda Item #11 – Consideration of Engineering Design Agreement with Woolpert for MRO Tail-Dock Hangar modification.** (Miller)

The Salina Regional Airport's Maintenance, Repair, and Overhaul (MRO) facility project is supported by Resolution No. 24-11, approved by the Salina Airport Authority at the September board meeting and up to \$35 million in dollar-for-dollar match funding from the State of Kansas as part of the "3 City MRO Play" program. A key focus of the project involves modifications to Hangar 959 to accommodate large Group IV aircraft, such as the Boeing 777, including the construction of a tail dock to facilitate maintenance on these wide-body aircraft.

Woolpert, Inc. has been chosen to oversee the design and engineering services for the project. Their scope includes the preparation of site concept plans, conducting topographical surveys, and performing geotechnical investigations. Woolpert will provide recommendations on improvements to the pavement around the hangar, ensuring it has the necessary strength and geometry to support larger aircraft. The pavement upgrades will be essential for the safe movement and operation of the aircraft on taxiways and apron areas.

In addition to the tail dock construction, Woolpert's contract covers any needed hangar modifications, including the design of new interior shop spaces, warehousing, and office areas. These enhancements will ensure the facility meets the operational demands of high-efficiency aircraft servicing. Woolpert will also manage the integration of advanced mechanical, electrical, and fire suppression systems to ensure that Hangar 959 meets all safety and operational standards for MRO activities.

The total cost of Woolpert's design services is estimated at \$219,136.50, which covers all aspects of the engineering, architectural design, and geotechnical investigations necessary to complete the project design. With Woolpert's expertise and the financial backing from both the resolution and the State of Kansas, the Salina Regional Airport is set to become better suited for wide-body aircraft maintenance and overhaul services.

**Recommendation:** Approval of an engineering design agreement with Woolpert for design and architectural services for a MRO tail-dock and hangar improvements to Hangar 959 and authorize the Executive Director to sign the agreement.

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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**

**October 16, 2024 – 8:00 AM**

**AGENDA**

**Action Items:**

1. Call to order, determine that a quorum is present and confirm that the meeting notice has been published. (Carlin)
2. Recognition of guests. (Carlin)
3. Additions to the agenda and agenda overview. (Miller)
4. Approval of the minutes of the September 18, 2024, regular board meeting. (Carlin)
5. Review of airport activity and financial reports for the month ending September 30, 2024. (Miller/Swanson)
6. Consideration of SAA Resolution 24-12 Authorizing the Sale of Taxable General Obligation Bonds Temporary Notes. (Swanson)
7. Consideration and approval of the Third Addendum to the Stryten Lease Agreement. (Swanson)
8. Review of the 2025 Capital Expenditures Budget (Miller/Swanson)
9. Presentation/Consideration of 2025 Salina Community Economic Development Organization Budget request. (Robinson/Miller)
10. Consideration of Kansas Air Service Development Incentive Grant Offer (Miller)
11. Review/Consideration of Engineering Design Agreement with Woolpert for MRO Tail-Dock Hangar modification. (Miller)

**Staff Reports:**

- Project 80 Update (Miller/Swanson)
- AIP Consultant Selection Results (Miller/Cunningham)
- JetBlue Response (Miller)

**Directors' Forum:** (Carlin)

**Visitor's Questions and Comments:** (Carlin)

**Announcements:** (Windhorst)

**Adjournment:** (Carlin)



**MINUTES OF THE REGULAR MEETING  
OF THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS  
SEPTEMBER 18, 2024  
HANGAR 600, ROOM 100**

**Call to Order**

The board meeting was called to order at 8:00 A.M. by Director Commerford, acting Chair, and it was confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst reported that staff published and distributed the meeting notice and agenda Friday, September 13, 2024. An amended agenda and complete board packet were published and distributed the following Monday, September 16, 2024.

**Attendance**

Present were Directors Commerford and O'Brien, with Directors Roberg, Boos and Carlin attended via VTC. 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 at the meeting were Brandon Walker, Midwest ATC; Justin Owens, Kaw Valley Engineering; Cody Heiman, First Bank Kansas; Dan McFadden, Central National Bank; Julie Yeager Zuker, Avflight; Lindsey Dreiling, Drieling Aviation Services; Mitch Robinson, Salina Community Economic Development Organization; and David Arteberry, Stifel, Nicolaus & Company. Guests attending by remote access (VTC) were Bob Vidricksen, Saline County Commissioner; Mitch Walter, Gilmore & Bell; and Gary Foss, ArkStar.

**Agenda**

Executive Director Miller reviewed the agenda noting no additions or deletions. Projects for discussion were listed and identified by the STARS objectives.

### **Minutes**

Director O'Brien moved to accept the minutes of the August 21, 2024 regular board meeting and the minutes of the September 4, 2024 special board meeting as presented. Director Boos seconded the motion. Motion passed 5 – 0.

### **Airport Activity**

Gary Foss, CEO of ArkStar, presented the board with a review of key performance indicators for SkyWest air service including initiative updates, connectivity, traffic, enplanements year-to-date, route performances, area airfare comparisons and advertising effectiveness. Foss included the anticipated addition of a Chicago RON flight beginning the first quarter of 2025. This will further streamline the flight schedules for early morning departures and late evening arrivals, meeting the needs of business and recreational customers to arrive early at almost any US destination. Efforts continue toward securing a third hub flight between SLN and Houston for the spring of 2025.

### **Financial Review**

Swanson updated the board regarding the grants discussed at the August board meeting. All four of the awards have been received and processed.

For the August financials, Swanson noted that the second quarter bond payments were completed. Bond funds on deposit are reported at approximately \$3MM, AIM Center deposits are \$455,276, and Mill Levy deposits are at \$1MM. Total assets are up 10.35% over August 2023. Cash in bank



is \$6.9M. Year-to-date operating income for January through August 2024 is 6% higher (\$125,591) than the same period 2023, attributed to the increased FOL activity. Operating expenses are 2% over budget. Net operating income is \$8,419 year-to-date.

Swanson reviewed the significant capital expenditures and grant fund activity, noting that the bond fund detail report was provided in the board packet. Director Carlin instructed staff to file the financials for audit.

### **Review of SAA Resolution 24-11**

Swanson reviewed the projects previously approved for funding by the board: Project 80 roads and utilities, North Ramp MRO, and the terminal building waterline. Since the June board meeting, aspects of the authorized improvements have changed significantly. Resolution No. 24-11 is under consideration to address the modified scope of work to certain improvements, an addition of other capital improvements, and reduce the amount of bond funding from \$13M to \$8,460,000. Miller confirmed that Project 80 will remain the same and receive \$6M. The North Ramp MRO will change as funding requires a dollar-for-dollar match. Available funds do not support the construction of new hangars. \$2M will be allocated to remodel the existing structure to include a retrofit for wide-body aircraft and put the hangar into service. The terminal building waterline financing is restructured and removed from the bond note funding. Hangar acquisition has been added for \$460K.

David Arteberry reviewed the calendar of bond events, the debt overview report, differences in tax status applicable to the interest earned from each bond, and the possible payback structure.

Director Commerford moved for board approval of Resolution No. 24-11 providing the statutory authority for the issuance of General Obligation Bonds and/or Temporary Notes of the SAA for the purpose of financing the cost of certain capital improvements and authorizing Chair Carlin to sign. Director O'Brien

seconded the motion. The board voted 5-0 in approval.

### **Hangar 626 / AIM Center Parking Lot Bid Consideration**

Miller described the need for additional parking for the tenants at H626 to accommodate students and employees. Cunningham discussed the current safety issues and the need for walk-in access. Miller discussed the project structure, noting that the SAA will contract directly with each contractor. Cunningham stated that T & R, APAC, and Dellinger Fence submitted successful bids. Swanson noted that funding was available due to an underrun from the original remodel contract with Hutton.

Director Roberg recused himself from discussion and voting.

Director Boos made the motion to approve the bids from T&R Construction, Dellinger Fence, and APAC for construction of a new asphalt parking lot located south of the Hangar 626 ramp at a cost not to exceed \$211,715 and authorize the executive director to sign contracts with each contractor.

Director O'Brien seconded the motion. The vote carried, 4 – 0.

### **Lavatory Cart Dump Station Bid Consideration**

Miller reviewed the current station's location and age. Cunningham presented a diagram of the new central location, allowing the use of the lift station and water supply access. The SAA is acting as prime for this project. Director O'Brien moved to approve the bid from Bar-S Construction for construction of a new lavatory cart station at a cost not-to-exceed \$35,924 and authorize the executive director to sign a contract with the contractor. Director Commerford seconded the motion. The motion was unanimously approved.

Director Carlin left the meeting for another obligation.

### **Presentation of the Salina Airport Authority's Title VI Program**

Swanson distributed the Title VI Program, which will be submitted to the FAA Civil Rights Office for review and approval. Grant applications to the FAA require active participation by airports in Title VI of the Civil Rights Act of 1964, which prohibits discrimination based on race, color, national origin, sex, disability, creed, or age in programs receiving federal assistance. As a federally obligated airport, the FAA requires this plan to ensure nondiscrimination across all airport activities. The plan includes monitoring for potential impacts on protected communities, providing language assistance for individuals with Limited English Proficiency (LEP), and enforcing nondiscrimination clauses in contracts. Michelle Moon is designated as the Plan Coordinator and will oversee the implementation and compliance efforts.

### **Staff Reports:**

Lindsey Dreiling updated the board on Project AAERO and the Advanced Air Mobility plan. Project AAERO focuses on the infrastructure required at airports for electric aircraft such as heliports, vertical lift pads, and EV charging stations for aircraft and automobiles. Dreiling recapped activity at the state level, federal level and national level planning for commercial applications. There is potential for a new SLN tenant as soon as January 2026, needing space for test flights.

Cunningham discussed the Pump House 305 UST Decommissioning Project. The new fueling station is progressing well. The next part of the project is to excavate and dispose of the

Underground Storage Tanks (UST), pipelines, and contaminated soil, remediate the site and restore it to a backfilled, safe condition with a focus on environmental cleanup and soil rehabilitation. Cunningham reported that while contractors were interested in the project, no bids were received by the 9/12/24 bid date. The next option is for staff to evaluate the feasibility of an in-house project or make changes to the scope of work and seek bids again. An update will be shared at a future meeting.

### **Announcements**

Windhorst reviewed the upcoming board meeting schedule and noted a special SAA board meeting will be held on Wednesday, October 30, 2024 at 4:00p.m. Miller invited everyone to the public viewing of the US National Aerobatic Championships.

### **Executive Session**

At 9:40 A.M., Director Commerford moved that the Salina Airport Authority board of directors recess into executive session for ten (10) minutes pursuant to K.S.A. 75-4319(b)(2) to discuss with legal counsel the subject of legal considerations and points of negotiation relating to the sale of real estate based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship. The open meeting will resume in this room at 9:50 A.M.

Second by Director Boos. The motion passed unanimously.

The open meeting resumed at 9:50 A.M.

At 9:51 A.M., Director O'Brien moved that the Salina Airport Authority board of directors extend the recess into executive session for ten (10) minutes pursuant to K.S.A. 75-4319(b)(2) to discuss with legal counsel the subject of legal considerations and points of negotiation relating to the sale of real estate based upon the need for consultation with an attorney for the public body which would be deemed privileged in the attorney-client relationship. The open meeting will resume in this room at 10:01 A.M.

Second by Director Boos. The motion passed unanimously.

The open meeting resumed at 10:01 A.M.

Following executive session, Director Commerford moved to accept the contract with AMS 2024 BTS – Salina KS, LLC for the purchase of approximately 20 acres located in the Salina Airport Industrial Subdivision III and authorize the vice-chair, Director Boos, to sign. Director O'Brien seconded the motion. The board voted 4-0 in favor.

Director Commerford moved to adjourn the meeting, seconded by Director O'Brien. The meeting adjourned at 10:09 A.M. following the unanimous vote.

Minutes approved at the October 16, 2024 board meeting.

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Kasey L. Windhorst, Board Clerk

(SEAL)

**SALINA AIRPORT AUTHORITY  
AIRPORT ACTIVITY REPORT  
2024**

**AIR TRAFFIC/ATCT**

September, 2024	6,142 Operations 666 Instrument Operations 382 Peak Day
September, 2023	6,801 Operations 655 Instrument Operations 578 Peak Day
January 2024 - September 2024	49,709 Operations
January 2023 - September 2023	62,789 Operations
January 2022 - September 2022	50,469 Operations

**FUEL FLOWAGE**

September, 2024	257,721 Gallons
September, 2023	258,893 Gallons
January 2024 - September 2024	1,628,954 Gallons
January 2023 - September 2023	1,570,356 Gallons
January 2022 - September 2022	1,873,462 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
13,044	244,677	80,340	823
12,991	245,902	134,640	462
73,669	1,555,285	476,482	2,654
98,766	1,471,590	487,167	2,525
95,843	1,777,619	726,043	3,117

**SkyWest Airlines**

September, 2024	1,785 Passengers
September, 2023	1,167 Passengers
January 2024 - September 2024	13,222 Passengers
January 2023 - September 2023	11,626 Passengers
January 2022 - September 2022	14,552 Passengers

**ENPLANEMENTS**

**DEPLANEMENTS**

**TOTAL**

1,802 Passengers	3,587
1,148 Passengers	2,315

**ENPLANEMENTS - Charter Flights**

September, 2024	3,055 Passengers
September, 2023	0 Passengers
January 2024 - September 2024	5,851 Passengers
January 2023 - September 2023	462 Passengers
January 2022 - September 2022	2,568 Passengers

**TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

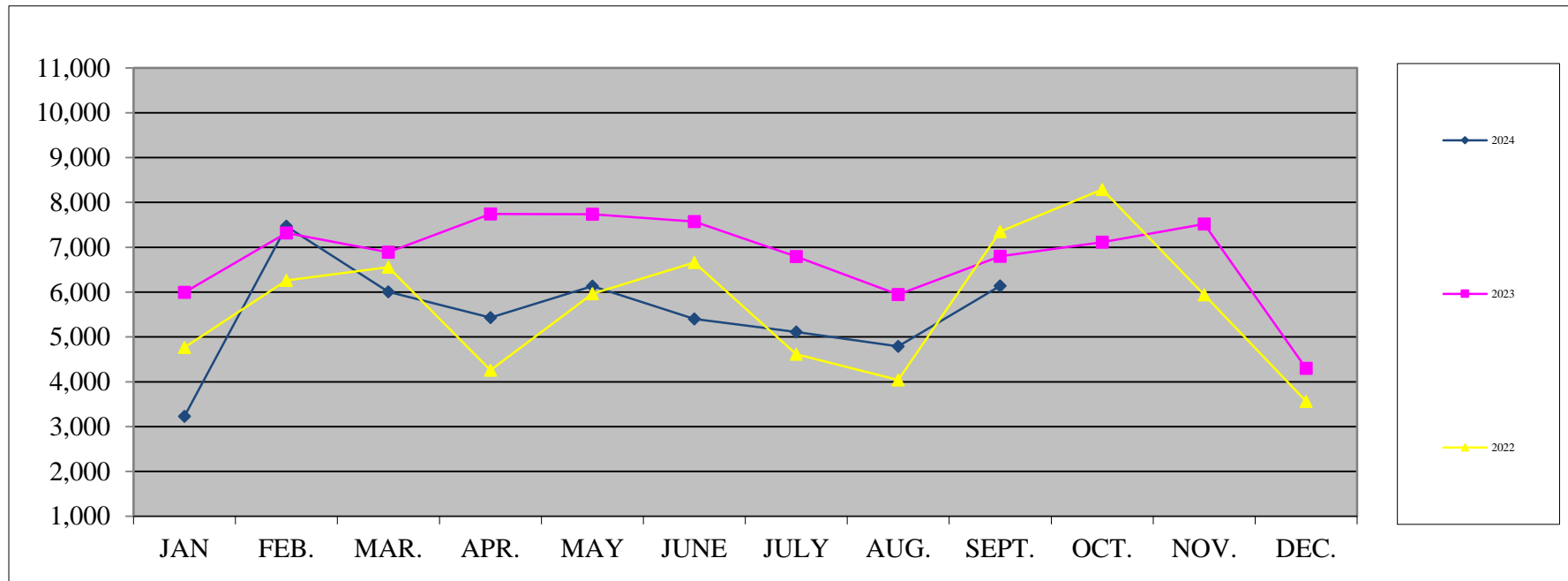
September, 2024	4,840 Passengers
September, 2023	1,167 Passengers
January 2024 - September 2024	19,073 Passengers
January 2023 - September 2023	12,088 Passengers
January 2022 - September 2022	17,120 Passengers

**AIRPORT TRAFFIC RECORD**  
**2023 - 2024**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
<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	101	1,113	982	139	2,335	2,376	76	2,452	4,787
September, 24	112	1,805	1,801	468	4,186	1,732	224	1,956	6,142
October, 24									
November, 24									
December, 24									
<b>Totals January - September</b>	<b>937</b>	<b>12,073</b>	<b>8,281</b>	<b>2,187</b>	<b>23,478</b>	<b>24,935</b>	<b>1,296</b>	<b>26,231</b>	<b>49,709</b>
<b>2023</b>									
January, 23	125	1,650	655	267	2,697	3,018	278	3,296	5,993
February, 23	130	2,351	701	299	3,481	3,615	224	3,839	7,320
March, 23	138	1,757	652	349	2,896	3,766	228	3,994	6,890
April, 23	130	2,074	759	348	3,311	4,246	186	4,432	7,743
May, 23	128	1,893	898	341	3,260	4,184	290	4,474	7,734
June, 23	133	1,930	856	373	3,292	4,010	270	4,280	7,572
July, 23	130	1,553	842	252	2,777	3,780	234	4,014	6,791
August, 23	120	1,422	873	306	2,721	2,934	290	3,224	5,945
September, 23	134	1,836	1,541	228	3,739	2,986	76	3,062	6,801
October, 23									
November, 23									
December, 23									
<b>Totals January - September</b>	<b>1,168</b>	<b>16,466</b>	<b>7,777</b>	<b>2,763</b>	<b>28,174</b>	<b>32,539</b>	<b>2,076</b>	<b>34,615</b>	<b>62,789</b>
<b>Difference</b>	<b>-231</b>	<b>-4,393</b>	<b>504</b>	<b>-576</b>	<b>-4,696</b>	<b>-7,604</b>	<b>-780</b>	<b>-8,384</b>	<b>-13,080</b>
<b>YTD % Change</b>	<b>-20%</b>	<b>-27%</b>	<b>6%</b>	<b>-21%</b>	<b>-17%</b>	<b>-23%</b>	<b>-38%</b>	<b>-24%</b>	<b>-21%</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>2024</b>	3,231	7,466	6,007	5,430	6,133	5,403	5,110	4,787	<b>6,142</b>	7,112	7,521	4,297	<b>49,709</b>
<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
<b>2014</b>	6,511	6,887	7,143	8,426	8,365	7,234	7,423	5,756	9,035	10,496	8,316	5,509	91,101

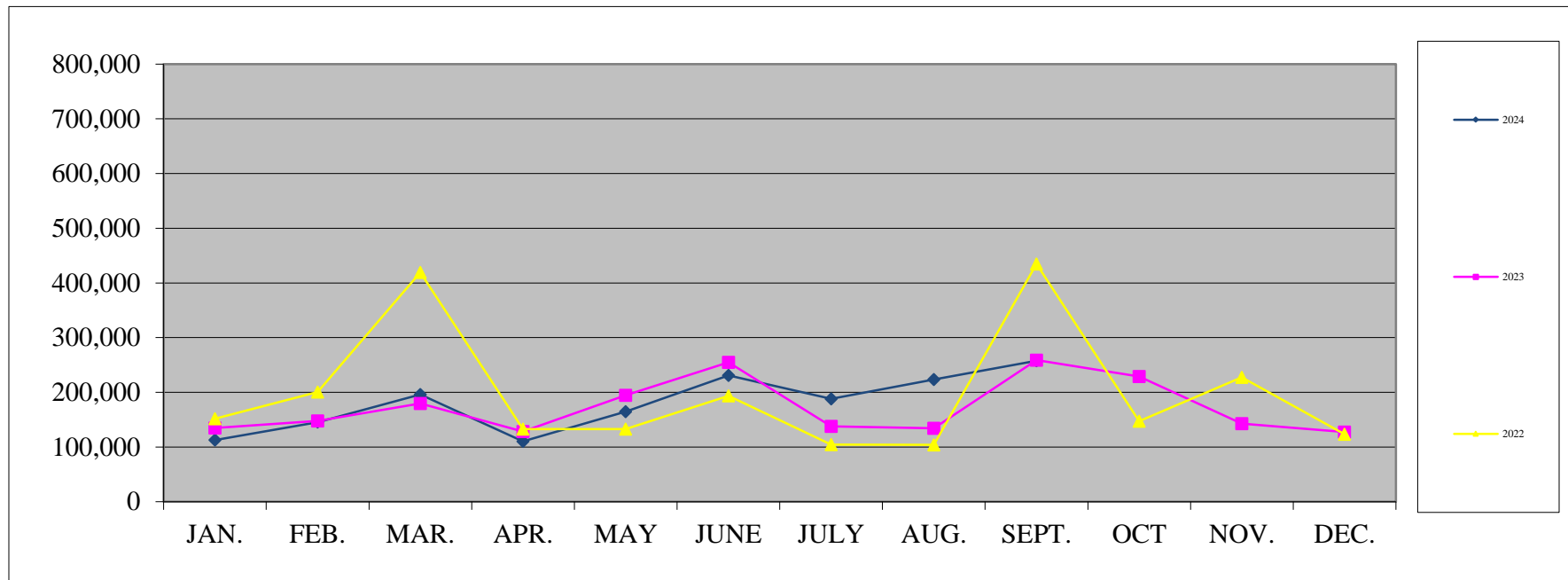




**FUEL FLOWAGE**

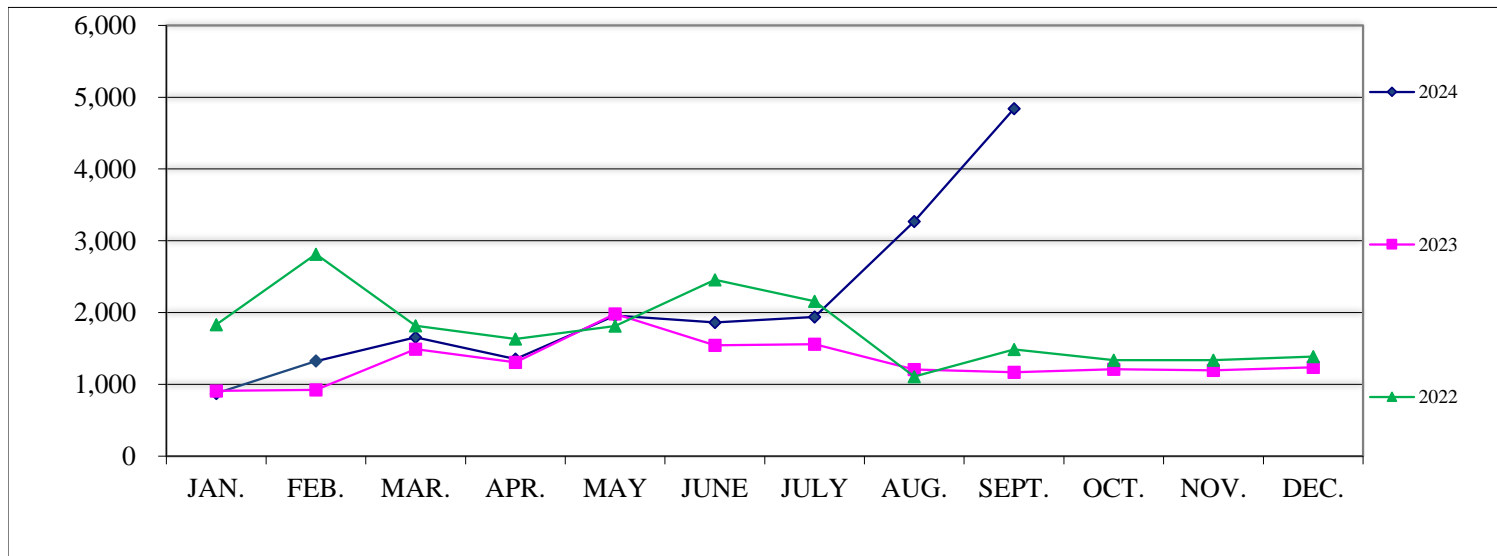
**Gallons of Fuel Sold at SLN**

	<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>2024</b>	112,666	145,336	195,892	110,346	164,602	230,822	187,920	223,648	<b>257,721</b>				<b>1,628,954</b>
<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
<b>2014</b>	115,573	135,651	112,694	95,549	110,387	282,468	103,108	83,757	91,423	652,207	90,948	97,295	1,971,061



## 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>2024</b>	875	1,324	1,655	1,352	1,958	1,861	1,939	3,269	<b>4,840</b>				<b>19,073</b>
<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
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	2,556



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

# *SALINA Airport*

*Authority*

SEPTEMBER 2024

FINANCIAL STATEMENTS

Moody's Credit Opinion -  
Salina Airport Authority, KS /  
8 May 2023

Salina Airport Authority  
**Statement of Net Position Prev Year Comparison**  
As of September 30, 2024

10/11/2024

	Sep 30, 24	Aug 31, 24	\$ Change	Sep 30, 23	\$ Change	% Change
<b>ASSETS</b>						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	1,407,937	2,976,437	-1,568,500	9,151,863	-7,743,926	-85%
Cash in bank-Operating Funds	2,441,277	2,511,129	-69,852	2,073,631	367,646	18%
Cash in Bank - AIM Center	217,236	455,276	-238,040	993	216,243	21,777%
Cash in Bank - Mill Levy	1,228,174	1,002,217	225,957	777,092	451,082	58%
<b>Total Checking/Savings</b>	<b>5,294,624</b>	<b>6,945,059</b>	<b>-1,650,435</b>	<b>12,003,579</b>	<b>-6,708,955</b>	<b>-56%</b>
Accounts Receivable						
Accounts Receivable	295,379	221,020	74,359	188,329	107,050	57%
<b>Total Accounts Receivable</b>	<b>295,379</b>	<b>221,020</b>	<b>74,359</b>	<b>188,329</b>	<b>107,050</b>	<b>57%</b>
Other Current Assets						
Agri Land Receivable	0	71,000	-71,000	0	0	0%
Mill Levy receivable	68,759	293,470	-224,711	61,553	7,206	12%
Other current assets	828,912	842,371	-13,459	810,979	17,933	2%
Undeposited Funds	7,466	2,555	4,911	7,186	280	4%
<b>Total Other Current Assets</b>	<b>905,137</b>	<b>1,209,396</b>	<b>-304,259</b>	<b>879,718</b>	<b>25,419</b>	<b>3%</b>
<b>Total Current Assets</b>	<b>6,495,140</b>	<b>8,375,475</b>	<b>-1,880,335</b>	<b>13,071,626</b>	<b>-6,576,486</b>	<b>-50%</b>
Fixed Assets						
Fixed assets at cost	119,908,802	119,589,695	319,107	105,681,404	14,227,398	13%
Less accumulated depreciation	-58,783,721	-58,533,721	-250,000	-55,703,721	-3,080,000	-6%
<b>Total Fixed Assets</b>	<b>61,125,081</b>	<b>61,055,974</b>	<b>69,107</b>	<b>49,977,683</b>	<b>11,147,398</b>	<b>22%</b>
Other Assets						
Deferred Outflow of Resources	1,020,668	1,020,668	0	1,147,779	-127,111	-11%
Other assets	3,009,970	3,009,970	0	3,009,970	0	0%
<b>Total Other Assets</b>	<b>4,030,638</b>	<b>4,030,638</b>	<b>0</b>	<b>4,157,749</b>	<b>-127,111</b>	<b>-3%</b>
<b>TOTAL ASSETS</b>	<b>71,650,859</b>	<b>73,462,087</b>	<b>-1,811,228</b>	<b>67,207,058</b>	<b>4,443,801</b>	<b>7%</b>
<b>LIABILITIES &amp; EQUITY</b>						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	375,957	2,135,449	-1,759,492	1,430,396	-1,054,439	-74%
<b>Total Accounts Payable</b>	<b>375,957</b>	<b>2,135,449</b>	<b>-1,759,492</b>	<b>1,430,396</b>	<b>-1,054,439</b>	<b>-74%</b>
Total Credit Cards	0	2,450	-2,450	1,523	-1,523	-100%
Other Current Liabilities						
Accrued debt interest payable	257,709	137,851	119,858	42,567	215,142	505%
Debt, current portion	6,803,560	6,803,560	0	1,760,000	5,043,560	287%
Deferred Agri Land Revenue	0	23,667	-23,667	5,917	-5,917	-100%
Deferred Mill Levy revenue	872,209	1,162,946	-290,737	683,218	188,991	28%
Other current liabilities	249,321	366,202	-116,881	297,852	-48,531	-16%
<b>Total Other Current Liabilities</b>	<b>8,182,799</b>	<b>8,494,226</b>	<b>-311,427</b>	<b>2,789,554</b>	<b>5,393,245</b>	<b>193%</b>
<b>Total Current Liabilities</b>	<b>8,558,756</b>	<b>10,632,125</b>	<b>-2,073,369</b>	<b>4,221,473</b>	<b>4,337,283</b>	<b>103%</b>
Long Term Liabilities						
Debt - Long Term	36,490,110	36,490,110	0	33,029,395	3,460,715	10%
Deferred Inflows of Resources	3,621,787	3,621,787	0	3,621,787	0	0%
Less current portion	-6,803,560	-6,803,560	0	-1,760,000	-5,043,560	-287%
Net OPEB Liability (KPEERS)	9,003	9,003	0	9,003	0	0%
Net Pension Liability	942,015	942,015	0	942,015	0	0%
Security Deposits Returnable	155,359	154,564	795	118,134	37,225	32%
<b>Total Long Term Liabilities</b>	<b>34,414,714</b>	<b>34,413,919</b>	<b>795</b>	<b>35,960,334</b>	<b>-1,545,620</b>	<b>-4%</b>
<b>Total Liabilities</b>	<b>42,973,470</b>	<b>45,046,044</b>	<b>-2,072,574</b>	<b>40,181,807</b>	<b>2,791,663</b>	<b>7%</b>
Equity						
Invested in Capital Assets net	26,414,064	26,538,198	-124,134	25,561,843	852,221	3%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	681,586	557,452	124,134	969,249	-287,663	-30%
Net Income	1,491,739	1,230,394	261,345	404,162	1,087,577	269%
<b>Total Equity</b>	<b>28,677,389</b>	<b>28,416,044</b>	<b>261,345</b>	<b>27,025,254</b>	<b>1,652,135</b>	<b>6%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>71,650,859</b>	<b>73,462,087</b>	<b>-1,811,228</b>	<b>67,207,061</b>	<b>4,443,798</b>	<b>7%</b>

Salina Airport Authority  
**Profit & Loss Budget Performance**  
September 2024

10:35 AM  
10/11/2024  
Accrual Basis

	Sep 24	Jan - Sep 24	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Airfield revenue</b>						
Fuel Flowage Fees	25,271	159,560	153,750	5,810	104%	205,000
Hangar rent	152,394	919,644	858,750	60,894	107%	1,145,000
Landing fees	11,244	48,013	23,250	24,763	207%	31,000
Ramp rent	6,640	58,840	51,375	7,465	115%	68,500
<b>Total Airfield revenue</b>	<b>195,549</b>	<b>1,186,057</b>	<b>1,087,125</b>	<b>98,932</b>	<b>109%</b>	<b>1,449,500</b>
<b>Building and land rent</b>						
Agri land rent	19,131	67,879	53,250	14,629	127%	71,000
<b>Building rents - Long Term</b>						
Short-term leasing	26,934	238,230	451,500	-213,270	53%	602,000
Building rents - Long Term - Other	94,408	846,395	677,250	169,145	125%	903,000
<b>Total Building rents - Long Term</b>	<b>121,342</b>	<b>1,084,625</b>	<b>1,128,750</b>	<b>-44,125</b>	<b>96%</b>	<b>1,505,000</b>
<b>Land rent</b>						
Basic Land Rent	10,255	99,558	84,975	14,583	117%	113,300
Property tax - tenant share	10,975	98,775	98,775	0	100%	131,700
<b>Total Land rent</b>	<b>21,230</b>	<b>198,333</b>	<b>183,750</b>	<b>14,583</b>	<b>108%</b>	<b>245,000</b>
Tank rent	1,306	11,754	15,000	-3,246	78%	20,000
<b>Total Building and land rent</b>	<b>163,009</b>	<b>1,362,591</b>	<b>1,380,750</b>	<b>-18,159</b>	<b>99%</b>	<b>1,841,000</b>
<b>Other revenue</b>						
Airport Marketing	0	20,000	20,000	0	100%	20,000
Commissions	1,422	20,213	18,750	1,463	108%	25,000
Other income	28,000	83,098	56,250	26,848	148%	75,000
<b>Total Other revenue</b>	<b>29,422</b>	<b>123,311</b>	<b>95,000</b>	<b>28,311</b>	<b>130%</b>	<b>120,000</b>
<b>Total Income</b>	<b>387,980</b>	<b>2,671,959</b>	<b>2,562,875</b>	<b>109,084</b>	<b>104%</b>	<b>3,410,500</b>
<b>Gross Profit</b>	<b>387,980</b>	<b>2,671,959</b>	<b>2,562,875</b>	<b>109,084</b>	<b>104%</b>	<b>3,410,500</b>
<b>Expense</b>						
<b>Administrative expenses</b>						
A/E, consultants, brokers	6,424	79,510	63,750	15,760	125%	85,000
Airport promotion	10,431	171,168	191,250	-20,082	90%	255,000
Bad Debt Expense	0	0	3,750	-3,750	0%	5,000
Computer/Network Admin.	4,664	40,044	41,250	-1,206	97%	55,000
Dues and subscriptions	736	16,973	22,500	-5,527	75%	30,000
Employee retirement	7,857	91,528	88,016	3,512	104%	117,354
FICA and medicare tax expense	5,708	66,987	64,500	2,487	104%	86,000
Industrial development	4,792	43,125	45,000	-1,875	96%	60,000
Insurance , property	18,750	169,517	180,000	-10,483	94%	240,000
Insurance, medical	593	166,619	183,000	-16,381	91%	244,000
Kansas unemployment tax	308	876	750	126	117%	1,000
Legal and accounting	1,500	37,964	45,750	-7,786	83%	61,000
Office salaries	38,671	529,527	503,250	26,277	105%	671,000
Office Supplies	45	7,650	7,875	-225	97%	10,500
Other administrative expense	2,287	13,273	11,250	2,023	118%	15,000
Postage	0	874	1,500	-626	58%	2,000
Property tax expense	12,083	108,750	112,500	-3,750	97%	150,000
Special Events	310	12,937	1,500	11,437	862%	2,000
Telephone	2,526	15,405	21,375	-5,970	72%	28,500
Training	936	3,374	9,000	-5,626	37%	12,000
Travel and meetings	462	10,282	11,250	-968	91%	15,000
<b>Total Administrative expenses</b>	<b>119,083</b>	<b>1,586,383</b>	<b>1,609,016</b>	<b>-22,633</b>	<b>99%</b>	<b>2,145,354</b>
<b>Maintenance expenses</b>						
Airfield maintenance	0	64,121	39,375	24,746	163%	52,500
Airport Security	0	1,028	1,950	-922	53%	2,600
Building maintenance	18,990	191,541	150,000	41,541	128%	200,000
Equipment fuel and repairs	9,038	91,798	67,500	24,298	136%	90,000
Fire Services	0	1,978	26,250	-24,272	8%	35,000

	Sep 24	Jan - Sep 24	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Grounds maintenance	1,160	4,606	17,250	-12,644	27%	23,000
Maintenance salaries	36,561	350,602	352,500	-1,898	99%	470,000
Other maintenance expenses	1,414	15,776	16,875	-1,099	93%	22,500
Snow removal expense	0	3,151	16,875	-13,724	19%	22,500
Utilities	16,245	186,198	217,500	-31,302	86%	290,000
<b>Total Maintenance expenses</b>	<b>83,408</b>	<b>910,799</b>	<b>906,075</b>	<b>4,724</b>	<b>101%</b>	<b>1,208,100</b>
<b>Total Expense</b>	<b>202,491</b>	<b>2,497,182</b>	<b>2,515,091</b>	<b>-17,909</b>	<b>99%</b>	<b>3,353,454</b>
<b>Net Ordinary Income</b>	<b>185,489</b>	<b>174,777</b>	<b>47,784</b>	<b>126,993</b>	<b>366%</b>	<b>57,046</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
AIM Center Tuition	200	2,600	4,600	-2,000	57%	8,600
<b>Capital contributed</b>						
Air Service Grants	133,333	566,665	466,665	100,000	121%	666,664
Capital contributed - Other	0	1,456,096	10,825,000	-9,368,904	13%	13,825,000
<b>Total Capital contributed</b>	<b>133,333</b>	<b>2,022,761</b>	<b>11,291,665</b>	<b>-9,268,904</b>	<b>18%</b>	<b>14,491,664</b>
Gain on sale of assets	0	479,252	450,000	29,252	107%	850,000
<b>Interest income</b>						
Int. Income -2023 Bond Proceeds	12,131	225,786	135,000	90,786	167%	180,000
Interest income on deposits	10,743	140,813	18,000	122,813	782%	24,000
<b>Total Interest income</b>	<b>22,874</b>	<b>366,599</b>	<b>153,000</b>	<b>213,599</b>	<b>240%</b>	<b>204,000</b>
Mill levy income	290,736	2,617,029	2,616,628	401	100%	3,488,837
<b>Total Other Income</b>	<b>447,143</b>	<b>5,488,241</b>	<b>14,515,893</b>	<b>-9,027,652</b>	<b>38%</b>	<b>19,043,101</b>
<b>Other Expense</b>						
<b>AIM Center Expenses</b>						
Building Maintenance	0	11,133	9	11,124	123,700%	12
Consultants	1,431	23,890	29,972	-6,082	80%	36,472
Equipment, Fuel & Repairs	0	16,622	1,500	15,122	1,108%	2,500
Events	0	11,555	3,000	8,555	385%	4,000
Instructors / Vendor 3rd Party	0	77,011	80,000	-2,989	96%	95,000
Marketing/Communication	0	60,740	70,230	-9,490	86%	90,230
Other	0	2,908	1,500	1,408	194%	1,500
Supplies	0	36,792	9	36,783	408,800%	12
Technology	0	67,668	15,000	52,668	451%	15,000
Travel & Meetings	0	0	9	-9	0%	12
<b>Total AIM Center Expenses</b>	<b>1,431</b>	<b>308,319</b>	<b>201,229</b>	<b>107,090</b>	<b>153%</b>	<b>244,738</b>
<b>Debt interest expense net</b>						
Bond issue cost	0	1,238	50,000	-48,762	2%	50,000
Interest Expense on Debt	119,858	1,078,722	1,078,722	0	100%	1,438,296
<b>Total Debt interest expense net</b>	<b>119,858</b>	<b>1,079,960</b>	<b>1,128,722</b>	<b>-48,762</b>	<b>96%</b>	<b>1,488,296</b>
Depreciation expense	250,000	2,330,000	2,430,000	-100,000	96%	3,240,000
SkyWest Overnight Flight	0	453,000	540,000	-87,000	84%	810,000
<b>Total Other Expense</b>	<b>371,289</b>	<b>4,171,279</b>	<b>4,299,951</b>	<b>-128,672</b>	<b>97%</b>	<b>5,783,034</b>
<b>Net Other Income</b>	<b>75,854</b>	<b>1,316,962</b>	<b>10,215,942</b>	<b>-8,898,980</b>	<b>13%</b>	<b>13,260,067</b>
<b>Net Income</b>	<b>261,343</b>	<b>1,491,739</b>	<b>10,263,726</b>	<b>-8,771,987</b>	<b>15%</b>	<b>13,317,113</b>

**Salina Airport Authority**  
**Profit & Loss Prev Year Comparison**  
 January through September 2024

10:37 AM  
 10/11/2024  
 Accrual Basis

	<u>Jan - Sep 24</u>	<u>Jan - Sep 23</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Airfield revenue</b>				
Fuel Flowage Fees	159,560	139,392	20,168	14%
Hangar rent	919,644	805,921	113,723	14%
Landing fees	48,013	19,288	28,725	149%
Ramp rent	58,840	57,201	1,639	3%
<b>Total Airfield revenue</b>	<b>1,186,057</b>	<b>1,021,802</b>	<b>164,255</b>	<b>16%</b>
<b>Building and land rent</b>				
Agri land rent	67,879	63,949	3,930	6%
<b>Building rents - Long Term</b>				
Short-term leasing	238,230	308,641	-70,411	-23%
Building rents - Long Term - Other	846,395	796,873	49,522	6%
<b>Total Building rents - Long Term</b>	<b>1,084,625</b>	<b>1,105,514</b>	<b>-20,889</b>	<b>-2%</b>
<b>Land rent</b>				
Basic Land Rent	99,558	102,551	-2,993	-3%
Property tax - tenant share	98,775	82,500	16,275	20%
<b>Total Land rent</b>	<b>198,333</b>	<b>185,051</b>	<b>13,282</b>	<b>7%</b>
Tank rent	11,754	10,980	774	7%
<b>Total Building and land rent</b>	<b>1,362,591</b>	<b>1,365,494</b>	<b>-2,903</b>	<b>-0%</b>
<b>Other revenue</b>				
Airport Marketing	20,000	20,000	0	0%
ARFF Training	0	4,320	-4,320	-100%
Commissions	20,213	23,311	-3,098	-13%
Other income	83,098	42,004	41,094	98%
<b>Total Other revenue</b>	<b>123,311</b>	<b>89,635</b>	<b>33,676</b>	<b>38%</b>
<b>Total Income</b>	<b>2,671,959</b>	<b>2,476,931</b>	<b>195,028</b>	<b>8%</b>
<b>Gross Profit</b>	<b>2,671,959</b>	<b>2,476,931</b>	<b>195,028</b>	<b>8%</b>
<b>Expense</b>				
<b>Administrative expenses</b>				
A/E, consultants, brokers	79,510	58,145	21,365	37%
<b>Airport promotion</b>				
Air Serv. Mktg - SAA	166,249	186,923	-20,674	-11%
Airport promotion - Other	4,919	9,339	-4,420	-47%
<b>Total Airport promotion</b>	<b>171,168</b>	<b>196,262</b>	<b>-25,094</b>	<b>-13%</b>
Computer/Network Admin.	40,044	33,834	6,210	18%
Dues and subscriptions	16,973	20,731	-3,758	-18%
Employee retirement	91,528	71,116	20,412	29%
FICA and medicare tax expense	66,987	56,521	10,466	19%
Industrial development	43,125	43,125	0	0%
Insurance , property	169,517	169,167	350	0%
Insurance, medical	166,619	160,170	6,449	4%
Kansas unemployment tax	876	739	137	19%
Legal and accounting	37,964	47,000	-9,036	-19%
Office salaries	529,527	453,635	75,892	17%
Office Supplies	7,650	5,170	2,480	48%
<b>Other administrative expense</b>				
Merchant Processing Fees	8,566	6,034	2,532	42%
Other administrative expense - Other	4,707	4,290	417	10%
<b>Total Other administrative expense</b>	<b>13,273</b>	<b>10,324</b>	<b>2,949</b>	<b>29%</b>
Payroll expenses	0	0	0	0%
Postage	874	1,626	-752	-46%
Property tax expense	108,750	108,750	0	0%
Special Events	12,937	1,099	11,838	1,077%
Telephone	15,405	14,345	1,060	7%
Training	3,374	4,529	-1,155	-26%
Travel and meetings	10,282	4,794	5,488	114%
<b>Total Administrative expenses</b>	<b>1,586,383</b>	<b>1,461,082</b>	<b>125,301</b>	<b>9%</b>

	Jan - Sep 24	Jan - Sep 23	\$ Change	% Change
<b>Maintenance expenses</b>				
Airfield maintenance	64,121	45,087	19,034	42%
Airport Security	1,028	1,648	-620	-38%
Building maintenance	191,541	172,841	18,700	11%
Equipment fuel and repairs	91,798	65,846	25,952	39%
Fire Services	1,978	3,646	-1,668	-46%
Grounds maintenance	4,606	13,852	-9,246	-67%
Maintenance salaries	350,602	308,630	41,972	14%
Other maintenance expenses	15,776	13,821	1,955	14%
Snow removal expense	3,151	413	2,738	663%
Utilities	186,198	164,424	21,774	13%
<b>Total Maintenance expenses</b>	<b>910,799</b>	<b>790,208</b>	<b>120,591</b>	<b>15%</b>
Uncategorized Expenses	0	0	0	0%
<b>Total Expense</b>	<b>2,497,182</b>	<b>2,251,290</b>	<b>245,892</b>	<b>11%</b>
Net Ordinary Income	174,777	225,641	-50,864	-23%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
AIM Center Tuition	2,600	0	2,600	100%
<b>Capital contributed</b>				
Air Service Grants	566,665	0	566,665	100%
Capital contributed - Other	1,456,096	712,318	743,778	104%
<b>Total Capital contributed</b>	<b>2,022,761</b>	<b>712,318</b>	<b>1,310,443</b>	<b>184%</b>
Gain on sale of assets	479,252	29,653	449,599	1,516%
<b>Interest income</b>				
Int. Income -2023 Bond Proceeds	225,786	139,592	86,194	62%
Interest income on deposits	140,813	70,055	70,758	101%
<b>Total Interest income</b>	<b>366,599</b>	<b>209,647</b>	<b>156,952</b>	<b>75%</b>
Mill levy income	2,617,029	2,056,074	560,955	27%
<b>Total Other Income</b>	<b>5,488,241</b>	<b>3,007,692</b>	<b>2,480,549</b>	<b>82%</b>
<b>Other Expense</b>				
<b>AIM Center Expenses</b>				
Building Maintenance	11,133	0	11,133	100%
Consultants	23,890	16,028	7,862	49%
Equipment, Fuel & Repairs	16,622	0	16,622	100%
Events	11,555	0	11,555	100%
Instructors / Vendor 3rd Party	77,011	0	77,011	100%
Marketing/Communication	60,740	0	60,740	100%
Other	2,908	0	2,908	100%
Supplies	36,792	132	36,660	27,773%
Technology	67,668	0	67,668	100%
<b>Total AIM Center Expenses</b>	<b>308,319</b>	<b>16,160</b>	<b>292,159</b>	<b>1,808%</b>
<b>Debt interest expense net</b>				
Bond issue cost	1,238	161,696	-160,458	-99%
Interest Expense on Debt	1,078,722	401,315	677,407	169%
<b>Total Debt interest expense net</b>	<b>1,079,960</b>	<b>563,011</b>	<b>516,949</b>	<b>92%</b>
Depreciation expense	2,330,000	2,250,000	80,000	4%
SkyWest Overnight Flight	453,000	0	453,000	100%
<b>Total Other Expense</b>	<b>4,171,279</b>	<b>2,829,171</b>	<b>1,342,108</b>	<b>47%</b>
<b>Net Other Income</b>	<b>1,316,962</b>	<b>178,521</b>	<b>1,138,441</b>	<b>638%</b>
<b>Net Income</b>	<b>1,491,739</b>	<b>404,162</b>	<b>1,087,577</b>	<b>269%</b>



Salina Airport Authority  
**Capital Additions Budget vs. Actual**  
As of September 30, 2024

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10/11/2024  
Accrual Basis

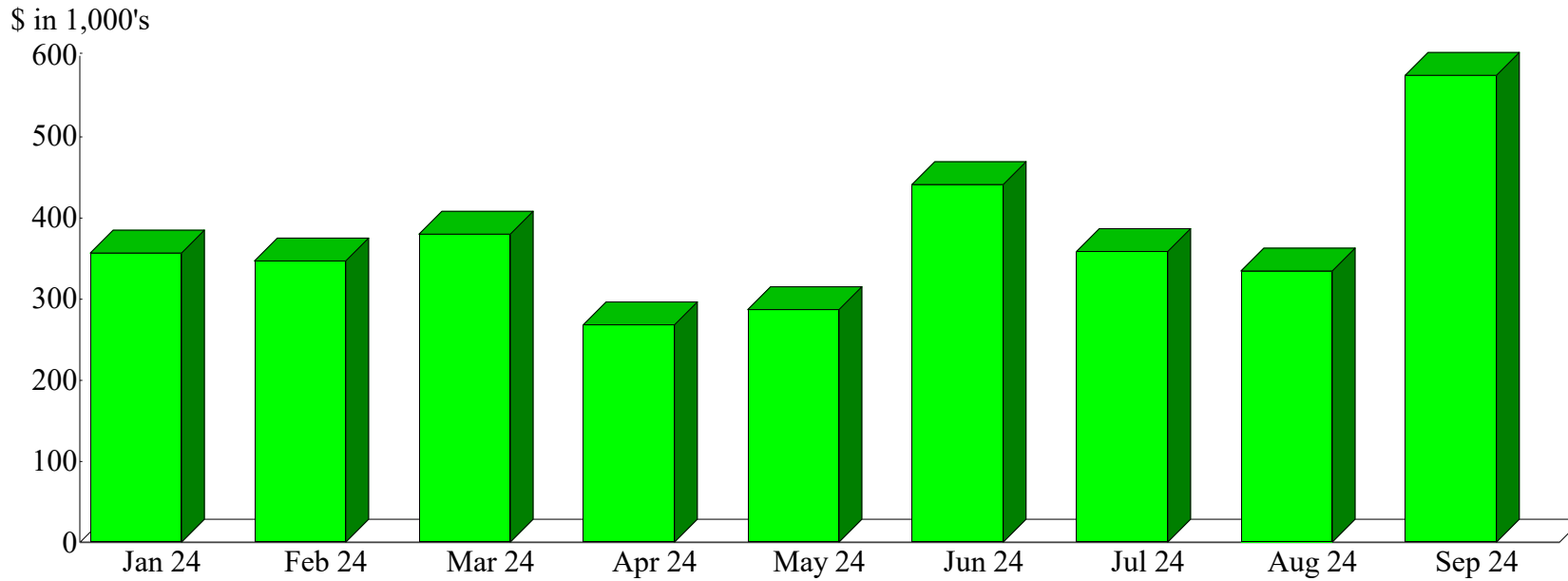
	Sep 2024	Jan-Sept 2024	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
AIP-48 Rwy 12/30 Rehab Design		140,349	36,500	103,849	385%
AIP-49 Fuel Farm Construction		3,493,636	5,969,226	-2,475,590	59%
AIP-50-51 SRE Equip A/E & Acq.	50	15,694	1,777,324	-1,761,630	1%
AIP-52/53 Rwy 12/30 Rehab Const		4,087	7,177,810	-7,173,723	0%
AIP-54 Term. Parking Lot Design	1,635	500	275,000	-274,500	0%
AIP-55 Term. Bldg. Exp. Design		2,824	250,000	-247,176	1%
AIP-XX AFFE to F3 Transition		2,348	50,000	-47,652	5%
AIP 52-53 Rwy 12-30 Const.		0	0	0	0%
Airfield Improvements		46,241	50,000	-3,759	92%
Airfield Security		0	10,000	-10,000	0%
Fuel Farm Construction-Non Fed	1,998	154,731	1,065,042	-910,311	15%
GA Hangar Construction	8,057	1,241,194	700,000	541,194	177%
H626 Apron-Taxi Area Imps.		691,924	830,000	-138,076	83%
<b>Total Airfield</b>	<b>11,740</b>	<b>5,793,528</b>	<b>18,190,902</b>	<b>-12,397,374</b>	<b>32%</b>
<b>Buildings &amp; Improvements</b>					
<b>Bldg. 120 Terminal building</b>					
Terminal Bldg. Other		0	20,000	-20,000	0%
<b>Total Bldg. 120 Terminal building</b>	<b>0</b>	<b>0</b>	<b>20,000</b>	<b>-20,000</b>	<b>0%</b>
<b>Building improvements</b>					
Bldg. #1021 Facility Imps.	11,413	11,413	35,000	-23,587	33%
Bldg. 394 Parking Lot Imps.		0	35,000	-35,000	0%
Bldg. 412 Imps.		9,503	10,000	-497	95%
Bldg. 520 Imps.		0	20,000	-20,000	0%
Bldg. Imps. Other		42,170	50,000	-7,830	84%
Hangar #509 Imps.		63,523	20,000	43,523	318%
Hangar 125 (Acquisition)	4,750	4,750	460,000	-455,250	1%
Hangar 504 Improvements	2,188	8,512	15,000	-6,488	57%
Hangar 600 Improvements		0	20,000	-20,000	0%
Hangar 606 Rehabilitation		0	15,000	-15,000	0%
Hangar 626 AIM Classroom 111	1,600	586,364	760,000	-173,636	77%
Hangar 626 Rehabilitation	242,173	2,811,590	2,918,100	-106,510	96%
Hangar 959 Rehabilitation		20,440	25,000	-4,560	82%
<b>Total Building improvements</b>	<b>262,124</b>	<b>3,558,265</b>	<b>4,383,100</b>	<b>-824,835</b>	<b>81%</b>
<b>FBO Improvements</b>					
Bldg. 700 Imps. Avflight North		0	20,000	-20,000	0%
Hangar 409-1 Imps Avflight So.		0	15,000	-15,000	0%
<b>Total FBO Improvements</b>	<b>0</b>	<b>0</b>	<b>35,000</b>	<b>-35,000</b>	<b>0%</b>
Pumphouse 305		0	10,000	-10,000	0%
<b>Total Buildings &amp; Improvements</b>	<b>262,124</b>	<b>3,558,265</b>	<b>4,448,100</b>	<b>-889,835</b>	<b>80%</b>
<b>Equipment</b>					
Airfield Equipment		0	15,000	-15,000	0%
ARFF equipment	3,867	3,867	25,000	-21,133	15%
Communications equipment		10,425	20,000	-9,575	52%
Computer equipment		939	15,000	-14,061	6%
Industrial center equipment		0	25,000	-25,000	0%
Office equipment		420	7,500	-7,080	6%
Other Equipment	7,384	326,267	1,743,000	-1,416,733	19%
Shop equipment		0	15,000	-15,000	0%
Vehicles		0	15,000	-15,000	0%
<b>Total Equipment</b>	<b>11,251</b>	<b>341,918</b>	<b>1,880,500</b>	<b>-1,538,582</b>	<b>18%</b>
<b>Land</b>					
Airport Indust. Cent. Imps.	33,993	333,561	25,000	308,561	1,334%
Rail Spur Imps.		0	25,000	-25,000	0%
<b>Total Land</b>	<b>33,993</b>	<b>333,561</b>	<b>50,000</b>	<b>283,561</b>	<b>667%</b>
<b>Total Fixed assets at cost</b>	<b>319,108</b>	<b>10,027,272</b>	<b>24,569,502</b>	<b>-14,542,230</b>	<b>41%</b>

## Salina Airport Authority Significant Capital Expenditures Detail September 2024

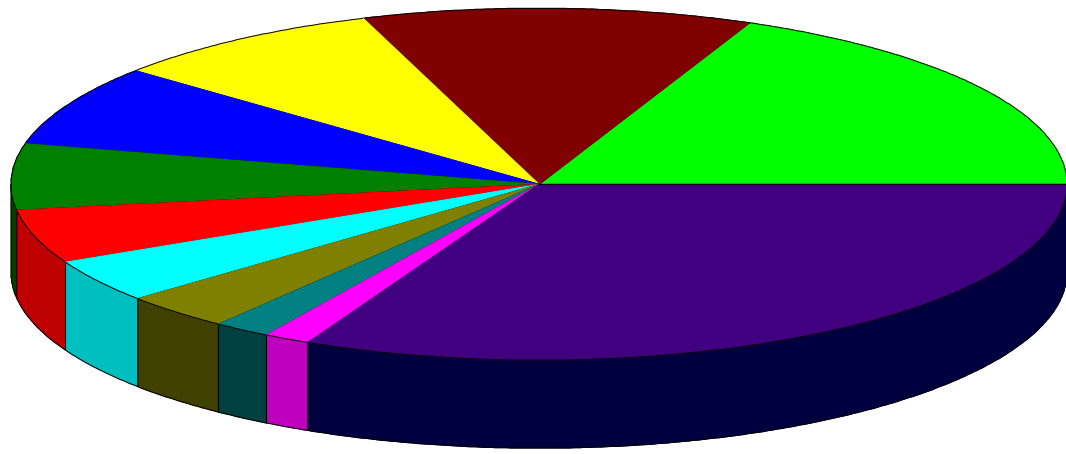
Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>AIP-50-51 SRE Equip A/E &amp; Acq.</b>					
Bill	09/20/2024	AAAE Inc.	Classified Advertising SRE Acquisition, Member # 197702, ad rate \$1...	50.00	50.00
Total AIP-50-51 SRE Equip A/E & Acq.				50.00	50.00
<b>AIP-55 Term. Bldg. Exp. Design</b>					
Bill	09/27/2024	Lochner Inc	Progress Estimate - AIP 3-20-0072-054-2024 Terminal Building Parkin...	1,635.00	1,635.00
Total AIP-55 Term. Bldg. Exp. Design				1,635.00	1,635.00
<b>Fuel Farm Construction-Non Fed</b>					
Bill	09/30/2024	Dragun Corp	Progress payment - UST Closure 031100-04, professional services Sept	1,997.50	1,997.50
Total Fuel Farm Construction-Non Fed				1,997.50	1,997.50
<b>GA Hangar Construction</b>					
Bill	09/11/2024	Prairie Landworks, Inc.	Progress Estimate GA Hangar site work - #9 Final	7,265.11	7,265.11
Bill	09/26/2024	Luminous Neon Inc.	Signs for hangar units	792.22	8,057.33
Total GA Hangar Construction				8,057.33	8,057.33
Total Airfield				11,739.83	11,739.83
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
<b>Bldg. #1021 Facility Imps.</b>					
Bill	09/18/2024	James K. Coy Construction, Inc.	Bldg 1021 - concrete work	11,412.50	11,412.50
Total Bldg. #1021 Facility Imps.				11,412.50	11,412.50
<b>Hangar 125 (Acquisition)</b>					
Bill	09/17/2024	Real Estate Appraisal Services, L...	Appraisal report for 3148 Arnold Ave, and 1900 Tony's Rd.	4,750.00	4,750.00
Total Hangar 125 (Acquisition)				4,750.00	4,750.00
<b>Hangar 504 Improvements</b>					
Bill	09/16/2024	Midwest Concrete Materials, Inc. ...	H504 Drainage - 10 CY concrete	1,625.00	1,625.00
Bill	09/26/2024	Bobcat of Salina, Inc.	Bldg 504 Drainage - leased S66 bobcat	563.20	2,188.20
Total Hangar 504 Improvements				2,188.20	2,188.20
<b>Hangar 626 AIM Classroom 111</b>					
Bill	09/30/2024	Architect One, Inc.	AIM Center - Progress Payment	1,600.00	1,600.00
Total Hangar 626 AIM Classroom 111				1,600.00	1,600.00
<b>Hangar 626 Rehabilitation</b>					
Credit	09/10/2024	City of Salina	Cust # 1040143, Acct # 70037510 - H626 Cap. Exp. Water - Adjustme...	-67.28	-67.28
Bill	09/30/2024	Hutton Corporation	Progress Payment 4 - AIM Classroom Construction	242,240.67	242,173.39
Total Hangar 626 Rehabilitation				242,173.39	242,173.39
Total Building improvements				262,124.09	262,124.09
Total Buildings & Improvements				262,124.09	262,124.09
<b>Equipment</b>					
<b>ARFF equipment</b>					
Bill	09/24/2024	Weis Fire & Safety Equip. LLC	Full bunker gear and patches, Mike Hulteen	3,866.60	3,866.60
Total ARFF equipment				3,866.60	3,866.60
<b>Other Equipment</b>					
Credit Card Cha...	09/03/2024	CDW	AIM Center - Digital Classroom Display	3,134.36	3,134.36
Credit Card Cha...	09/03/2024	CDW	AIM Center - Digital Classroom Display shipping charges	424.35	3,558.71
Bill	09/25/2024	Chuck Henry Sales, Inc.	KHP Intermodal Container -replacement	3,825.00	7,383.71
Total Other Equipment				7,383.71	7,383.71
Total Equipment				11,250.31	11,250.31
<b>Land</b>					
<b>Airport Indust. Cent. Imps.</b>					
Bill	09/30/2024	Wilson & Company, Inc.	Progress Payment - SAA Project 80 (Wilson Project 2400029201)	33,993.00	33,993.00
Total Airport Indust. Cent. Imps.				33,993.00	33,993.00
Total Land				33,993.00	33,993.00
Total Fixed assets at cost				319,107.23	319,107.23
<b>Less accumulated depreciation</b>					
General Journal	09/30/2024		recur	-150,000.00	-150,000.00
General Journal	09/30/2024		recur	-100,000.00	-250,000.00
Total Less accumulated depreciation				-250,000.00	-250,000.00
<b>TOTAL</b>				<b>69,107.23</b>	<b>69,107.23</b>

Sales by Month  
January through September 2024

Dollar Sales



Sales Summary  
January through September 2024

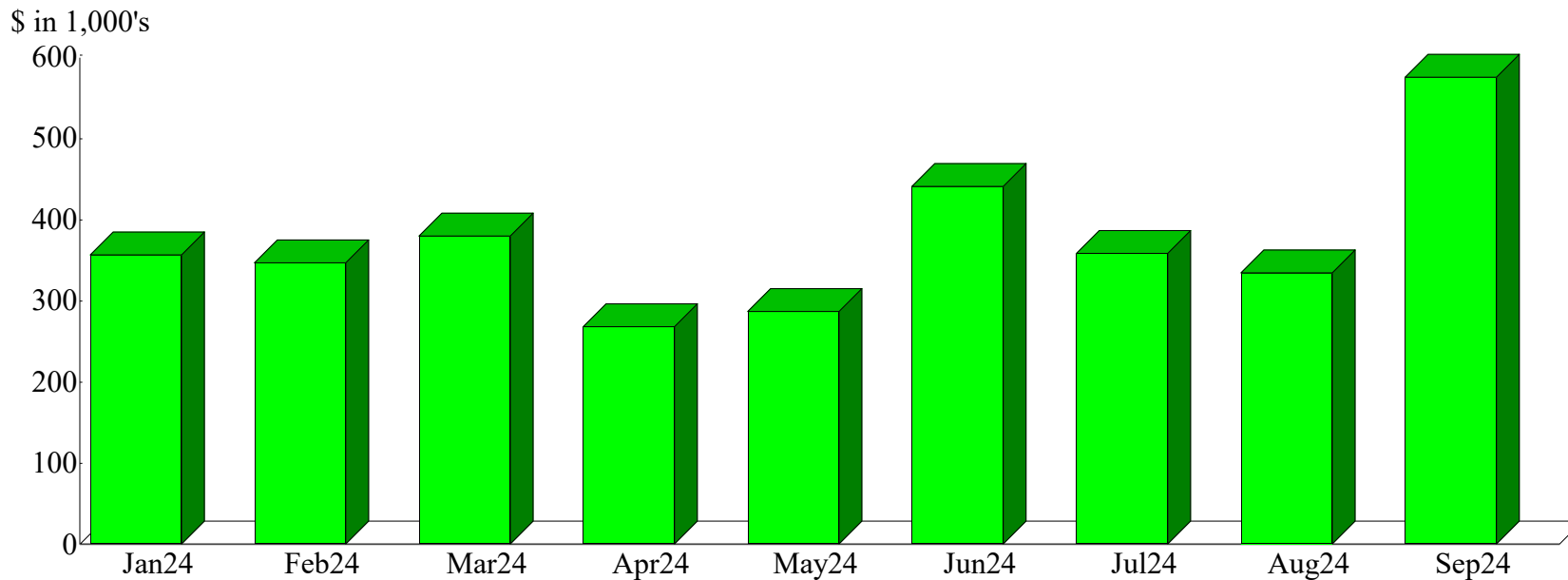


1 Vision Aviation, PLLC	18.47%
Saline County	11.98
Avflight Salina	8.56
Kansas Erosion Products, LLC.	7.64
Stryten Salina, LLC	6.10
City of Salina, KS	4.99
K-State Salina	4.00
Universal Forest Products (UFP)	3.42
Nellis AFB	1.74
Durham School Service, L.P.	1.50
Other	31.62
<b>Total</b>	<b>\$3,340,225.71</b>

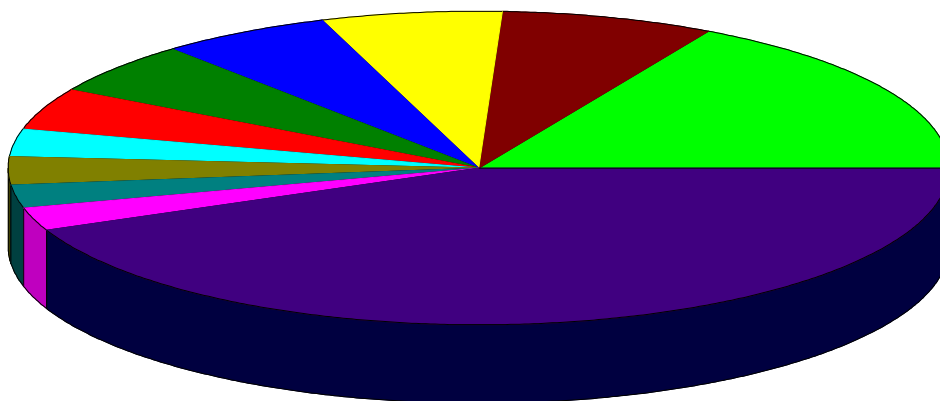
By Customer

Sales by Month  
January through September 2024

Dollar Sales



Sales Summary  
January through September 2024



Air Service Grant (Air Service Grant)	16.96%
H-00959-1 (Hangar Facility H959 - 2044 S	7.38
H-0606-3 (Hangar 606, 2630 Arnold Court	6.24
B-01021 (Building #1021 located at 3600	5.90
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.42
FFF-Avflight Salina (Fuel Flowage Fee @	4.44
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.93
B-00620-1 (Building #620 (30,000 SF) an	2.89
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	2.54
Insurance(CP) (Insurance Reimbursement)	2.45
Other	42.84
<b>Total</b>	<b>\$3,340,225.71</b>

By Item

**Salina Airport Authority**  
**Distributions from the Bond Project Funds**  
**As of September 30, 2024**

Type	Date	Name	Memo	Debit	Credit	Balance
<b>Cash in Bank-Bond Funds</b>						
<b>BSB 2022-1 GO Temp Note (9668)</b>						
Deposit	09/30/2024		Interest	4.70		1,378,884.05
						4,974.01
						4,978.71
Total BSB 2022-1 GO Temp Note (9668)				4.70	0.00	4,978.71
<b>Equity- 2023 GO Bond (8824)</b>						
Bill Pmt -Check	09/09/2024	Gannett Kansas LocalIQ	Notice to Bidders - UST removal		224.20	1,373,910.04
Transfer	09/11/2024		Funds Transfer - Balance of CD XX3299 at maturity less American Environmental Pay App #5 (\$...	179,341.08		1,373,685.84
Bill Pmt -Check	09/13/2024	Bret Givens Construction, Inc.	Final Progress Payment - G Hangar buildings		16,139.00	1,536,887.92
Bill Pmt -Check	09/13/2024	Woodport Inc.	SLN 049 Fuel Farm Construction - Progress Payment		130,513.02	1,406,374.90
Bill Pmt -Check	09/19/2024	Dragun Corp	UST Closure progress payment - Aug 2024		2,540.00	1,403,834.90
Bill Pmt -Check	09/19/2024	Prairie Landworks, Inc.	Progress Estimate - GA Hangar Site Work - Final		7,265.11	1,396,569.79
Bill Pmt -Check	09/19/2024	Sam's Club Mastercard	Salina 311 Legal Notice - Notice to Bidders for PH305 UST decommission project		36.00	1,396,533.79
Deposit	09/30/2024		Interest	5,418.83		1,401,952.62
Total Equity- 2023 GO Bond (8824)				184,759.91	156,717.33	1,401,952.62
Total Cash in Bank-Bond Funds				184,764.61	156,717.33	1,406,931.33
<b>Cash in bank-Operating Funds</b>						
<b>SFB - Cash mgmt (2636)</b>						
<b>SFB-2023 GOTN-Issuance Costs</b>						
Total SFB-2023 GOTN-Issuance Costs						20,668.00
Total SFB - Cash mgmt (2636)						20,668.00
Total Cash in bank-Operating Funds						20,668.00
<b>TOTAL</b>				<b>184,764.61</b>	<b>156,717.33</b>	<b>1,427,599.33</b>

**RESOLUTION NO. 24-12**

**A RESOLUTION AUTHORIZING THE OFFERING FOR SALE OF GENERAL OBLIGATION TEMPORARY NOTES OF THE SALINA AIRPORT AUTHORITY (SALINA, KANSAS).**

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**WHEREAS**, the Board of Directors (the “Governing Body”) of the Salina Airport Authority (Salina, Kansas) (the “Issuer”), has, pursuant to K.S.A. 27-315 to 27-326, previously authorized certain capital improvements generally described as follows (collectively, the “Improvements”):

<u>Project Description</u>	<u>Resolution No.</u>	<u>Amount*</u>
Fuel Facility Project	23-12	\$5,000,000
Certain street, sanitary sewer, waterline, and storm drainage improvements in order to facilitate future development on a parcel of land owned by the Authority (\$6,000,000);	24-11	8,460,000 <sup>1</sup>
Design, site preparation, and construction costs related to development and enhancement of Aircraft Maintenance, Repair and Overhaul (MRO) facilities including office, warehousing, interior shops and paint facilities (\$2,000,000);		
Acquisition of a 9,000 square foot aircraft hangar and associated fixtures located at 3148 Arnold Avenue, Salina Regional Airport (\$460,000).		

\*exclusive of costs of issuance and financing costs

<sup>1</sup>Aggregate estimated cost. The Improvements authorized pursuant to Resolution No. 24-11 are authorized in the respective amounts set forth in such resolution; and

**WHEREAS**, the Issuer has previously issued the following temporary notes to temporarily finance a portion of the costs of the Improvements (the “Refunded Notes”):

<u>Series</u>	<u>Dated Date</u>	<u>Maturity Date</u>	<u>Original Amount</u>	<u>Outstanding Amount</u>
2023-1	12/06/2023	12/01/2024	\$5,000,000	\$5,000,000

**WHEREAS**, all aspects of the Improvements will not be completed prior to the maturity date of the Refunded Notes and it is necessary for the Issuer to provide cash funds to (a) meet its obligations on the Refunded Notes; and (b) provide additional cash funds to meet its obligations incurred in constructing the Improvements, and it is in the interest of the Issuer that such funds be raised by the issuance of additional temporary notes of the Issuer; and

**WHEREAS**, the Issuer has selected the firm of Stifel, Nicolaus & Company, Incorporated, Kansas City, Missouri (the “Municipal Advisor”), as Municipal Advisor for one or more series of temporary notes of the Issuer to be issued in order to for the foregoing purposes; and

**WHEREAS**, the Issuer deems it to be necessary and advisable to authorize the Municipal Advisor, the Executive Director, the Director of Administration and Finance, and Gilmore & Bell, P.C. (“Bond Counsel”) to take all actions necessary to provide for the issuance of such additional temporary notes of the Issuer.

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY, SALINA, KANSAS, AS FOLLOWS:**

**Section 1.** The Municipal Advisor, in conjunction with the Executive Director and Director of Administration and Finance, is hereby authorized to proceed with the offering for sale of the Issuer's general obligation temporary notes (collectively referred to as the "Notes") in such series and denominations as may be necessary to (a): provide funds to meet the Issuer's payment obligations on the Refunded Notes; and (b) provide financing for the costs of the Improvements not previously financed by the Refunded Notes. Any series of Notes may be sold, subject to the approving opinion of Bond Counsel, on a negotiated basis to a purchaser or purchasers to be designated by the Chair or Vice Chair, in consultation with the Municipal Advisor, Executive Director and Director of Administration and Finance.

**Section 2.** Upon the recommendation of the Municipal Advisor, any series of Notes may also be subject to a public offering pursuant to Rule 15c2-12 of the Securities and Exchange Commission (the "Rule"). With respect to any publicly offered Notes, the Executive Director and Director of Administration and Finance, in conjunction with Municipal Advisor and Bond Counsel, is hereby authorized to cause to be prepared a notice of note sale (the "Notice of Note Sale") and Preliminary Official Statement (the "Preliminary Official Statement") relating to such series of Notes. The Chair and Director of Administration and Finance are further authorized to approve of the Notice of Note Sale and Preliminary Official Statement upon the recommendation of the Municipal Advisor and directed to give notice of the note sale by distributing copies of the Notice of Note Sale and Preliminary Official Statement to prospective purchasers thereof. Proposals for the purchase of any publicly offered Notes shall be submitted upon the terms and conditions set forth in the Notice of Note Sale and awarded or rejected in the manner set forth in the Notice of Note Sale.

**Section 3.** The Executive Director, Director of Administration and Finance, and the other officers and representatives of the Issuer, the Municipal Advisor and Bond Counsel are hereby authorized and directed to take such other action as may be necessary to: (a) carry out the sale of the Notes; and (b) to make provision for payment and/or redemption of the Refunded Notes, provided, however, the sale and issuance of any series of Notes shall be subject to the adoption of a resolution of the Issuer authorizing the issuance and prescribing the terms of such series of Notes.

The transactions described in this Resolution may be conducted, and documents related to the Notes may be sent, received, executed, and stored, by electronic means or transmissions. Copies, telecopies, electronic files and other reproductions of original executed documents (or documents executed by electronic means or transmissions) shall be deemed to be authentic and valid counterparts of such documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

**Section 4.** The Executive Director is hereby authorized and directed to execute the engagement letter related to services to be provided by the Municipal Advisor, in substantially the form attached hereto as *Exhibit A*.

**Section 5.** This Resolution shall be in full force and effect from and after its adoption.

**ADOPTED** by the Governing Body of the Authority on October 16, 2024.

**SALINA AIRPORT AUTHORITY  
(SALINA, KANSAS)**

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Stephanie Carlin, Chair

(SEAL)

ATTEST:

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Kasey Windhorst, Board Clerk



### **THIRD ADDENDUM TO LEASE AGREEMENT**

This Third Addendum to Lease Agreement (the "Third Addendum") is made and entered into this 16<sup>th</sup> day of September 2024 by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation of Salina, Saline County, Kansas (the "Authority"), and **STRYTEN SALINA LLC**, a limited liability company authorized to do business in Kansas with principal offices at 413 East Berg Road, Salina, KS ("Lessee").

#### **RECITALS**

1. The Authority and Lessee entered into a Lease Agreement dated October 21, 2020 (the "Lease") for a portion of Bldg. 655 commonly referred to as Units B & C, located at the Salina Airport Industrial Center within the City of Salina, Saline County, Kansas (the "Premises").
2. The parties have previously amended the Lease with a First Addendum dated November 30, 2021, and a Second Addendum dated May 12, 2023, extending the Lease term and expanding the Premises.
3. The Lessee now desires, and the Authority agrees, to further amend the Lease to provide a revised option term. Additionally, the Lessee wishes to exercise its option to renew the Lease in accordance with the terms set forth in the agreement as amended herein.

THE PARTIES therefore covenant and agree:

1. Section 3 of the Lease is amended as follows:
  3. Option to Renew. The Lessee is hereby granted one (1) additional option to renew the Lease for a term of two and a half (2 ½) years, commencing at the expiration of the current term of January 31, 2025. Should the Lessee choose to exercise this option, it must notify the Authority in writing at least sixty (60) days prior to the expiration of the then-current term.

Lessee and Lessor acknowledge Lessee has exercised its Option to Renew which is effective February 1, 2025.
2. Section 4.1 of the Lease is amended as follows:
  - 4.1 Basic Rent. Lessee agrees to pay the Authority a Basic Rent for the Premises in the amount of Twenty Thousand Three Hundred Forty-Seven Dollars and no/100 (\$20,347.00) per month, payable monthly in advance and due on the first day of each month for that month during the new option term.

3. Effective Date: This Third Addendum shall become effective as of November 1, 2024.
4. Other Terms: All other terms and conditions of the Lease, as amended by the First and Second Addenda, shall remain in full force and effect.
5. Binding Effect: This Third Addendum shall be binding upon the heirs, beneficiaries, personal representatives, successors, and assigns of the Authority and the Lessee.

**SALINA AIRPORT AUTHORITY**

By: \_\_\_\_\_  
Stephanie Carlin, Board Chair

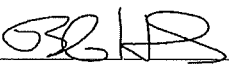
Date: \_\_\_\_\_

**ATTEST**

By: \_\_\_\_\_  
Kasey Windhorst, Board Clerk

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

**STRYTEN SALINA, LLC**

By:  \_\_\_\_\_  
Bob Holmes, VP, ADV Engineering

Date: September 16, 2024

**ATTEST**

By:  \_\_\_\_\_  
Bob Penman, General Counsel

Date: 10/8/24

Dwight D. Eisenhower State Office Building  
700 S.W. Harrison Street  
Topeka, KS 66603-3745  
Calvin E. Reed, P.E., Secretary



Phone: 785-296-3461  
Fax: 785-368-7415  
kdot#publicinfo@ks.gov  
<http://www.ksdot.gov>  
Laura Kelly, Governor

September 16, 2024

Pieter Miller  
Salina Airport Authority  
2720 Arnold Avenue  
Salina, KS 67401

Dear Pieter,

This letter confirms the Kansas Department of Transportation's Kansas Air Service Development Incentive (KASDI) program has committed \$1,000,000 for air service development at the Salina Regional Airport, **contingent upon:**

1. **Within 60 days from the date of this letter**, confirmation of the availability of the \$900,000 local match as well as the \$200,000 marketing and advertising outlined in the application. Confirmation must include funding source and amount, and may be in the form of bank records reflecting available funding, or an ordinance, resolution, or minutes from a governing body committing to the local match amount; and
2. **Within 180 days from the date of this letter**, you must have an air service agreement including Minimum Revenue Guarantee (MRG) established. MRG must contain thresholds for grant funding drawdown triggers. While the air service agreement and MRG will be between the airport sponsor and airline, you may consider including a claw back provision, in case the airline is unable to fulfil its obligations. If you do not have an air service agreement with MRG established but can show proof of entering earnest negotiations with an airline, you may have an additional 30 days to fully execute an air service agreement with MRG.

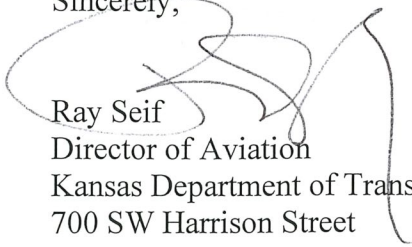
If you are unable to supply proof of local match funding and proof of establishing an air service agreement with an MRG within the allotted timeframe, then this letter is null and void.

Within the coming weeks, you will receive a grant funding contract after you confirm the availability of local funds. Once you have a fully executed grant contract and air service agreement with MRG, you will need to establish an escrow account where KDOT will deposit the KASDI funds. The terms and conditions outlined in the KASDI Program Guidelines and in your KASDI application will be incorporated into the grant contract.

If you have any questions, please feel free to contact me by email at [Ray.Seif@KS.Gov](mailto:Ray.Seif@KS.Gov), or by phone at 785-296-6336.

We look forward to working with you.

Sincerely,



Ray Seif  
Director of Aviation  
Kansas Department of Transportation  
700 SW Harrison Street  
Topeka, KS 66603  
Phone: 785-296-6336  
Email: [Ray.Seif@KS.Gov](mailto:Ray.Seif@KS.Gov)



**Kansas Air Service Development Incentive  
(KASDI)**

***Program Guidance***

Approved 6.28.24 to be effective July 1, 2024

# **KANSAS AIR SERVICE DEVELOPMENT INCENTIVE**

## **Program Outline**

The Kansas Air Service Development Incentive (KASDI) program was established by the Kansas Legislature as part of the Omnibus Budget Bill for FY25 (July 1, 2024-June 30, 2025). KASDI is intended to support air service development at commercial service airports in Kansas.

### **Program Funding**

KASDI will receive a single \$5,000,000 transfer from the state highway fund for FY25, with no current plans for additional future funding. No more than \$1,000,000 shall be awarded for a single commercial service airport.

### **Program Eligibility**

KASDI funding is available to any Kansas Commercial Service Airport currently certified by the Federal Aviation Administration (FAA) under 14 CFR Part 139. Local entities representing commercial service airports may also apply.

### **Application Process**

Eligible airports, airport sponsors, and local entities interested in applying for KASDI Grant Funding may complete a KASDI Grant Application (Exhibit A) and submitting the application with supporting documents either by email or mail to:

KDOT Aviation  
Attn: Ray Seif  
700 SW Harrison Street  
Topeka, KS 66603-3745

**Or**

[Ray.Seif@KS.Gov](mailto:Ray.Seif@KS.Gov)

### **Application Period**

Applications will be accepted year-round until funding levels are exhausted or programmed. Applications will be reviewed initially on July 15, 2024, and monthly thereafter.

### **Selection Process**

A selection committee of Kansas Department of Transportation (KDOT) and Kansas Department of Commerce staff will be formed to review KASDI Grant applications.

## **Selection Considerations**

The selection committee shall evaluate applications based on the following considerations:

- Recent/imminent economic development opportunities, including, but not limited to, new business entering the market area or business growth in the market area.
- Viable air service opportunities, including, but not limited to airline support service or market data support services.
- Air service routes serving a market area that meets the needs of such economic development opportunities, including, but not limited to routes establishing a pipeline to areas with workforce talent, or serving a customer base, or main business function.
- Local match conditions, including, but not exclusively, total local funding levels and options to leverage local match funds to harness federal grant funds.
- Marketing effort and strategy.
- Level and type of airport incentives offered (as authorized by the FAA).
- Preference shall be given to air service development to support new routes or provide additional capacity rather than moving capacity from one Kansas airport to another. No grant shall be awarded if it can be reasonably anticipated to result in the reduction of commercial air service at another commercial service airport located within Kansas.

## **Grant Recipient Responsibilities**

- Grant recipients must negotiate and execute a Minimum Revenue Guarantee (MRG) agreement with an air service provider.
- MRG must contain thresholds for grant funding drawdown triggers.
- Grant recipient will enter into Escrow Agreement with the State.
- Grant Recipient will deposit local funds not otherwise committed to a marketing campaign into escrow account, to apply toward the MRG before State KASDI funds are used.

## **Escrow Account Requirements**

- The escrow account may consist of more than one account.
- The Escrow agent must maintain the escrow account in such a manner that all funds within the account are insured by Federal Deposit Insurance Company (FDIC), even if that means the funds are deposited into multiple insured lending institutions.
- The escrow agent agrees to use its best efforts to maintain the funds within interest bearing accounts, understanding that access to said funds is necessary.
- The escrow agent shall not disburse any of the State funds until it has disbursed all local funds.
- The escrow agent may maintain both state and local funds in the same account, however the escrow agent shall account for said funds separately.
- Escrow agent agrees not to release any funds from escrow account until KDOT has provided written confirmation verifying the expenses and authorizing the drawdown.
- Escrow agent shall provide an accounting of funds received, funds dispersed, and funds remaining in its possession to the parties on a quarterly basis.
- Escrow account shall be closed on (2 or 3 years after date of agreement), or as soon thereafter as possible, or upon written approval of all parties. Upon closing the escrow account, the escrow agent is directed to return any funds remaining in said account to the entity depositing same. Any accumulated interest shall be disbursed to the entities in the same proportion as the deposited funds into escrow account.
-

## **KDOT Authority and Responsibilities**

- KDOT shall verify all expenses before authorizing any drawdown of grant funding from the escrow account.
- KDOT shall have the authority to require periodic performance reports, including but not limited to flights operated, load factors, revenue earned, calculated revenue shortfall, or revenue excess.

## **Local Funding Match**

KASDI requires a minimum local match of 20%. Applicants exceeding the minimum local match may receive additional grant selection consideration. Applicants will be required to verify the availability of local match funding (such as ordinance, resolution, or minutes from governing body or bank records reflecting sufficient available funding).

Since State KASDI funds must go toward MRG reimbursements, Grant Recipients are encouraged to request using the local match (or a portion thereof) to fund a marketing campaign aimed at supporting the Grant Recipient's KASDI project.



# Exhibit A

## Kansas Air Service Development Incentive (KASDI) Program Grant Application

### Applicant Information

Name of applicant:

Address:

Phone:

Email:

Point of Contact (POC):

POC Title:

Name of commercial service airport:

### KASDI Program Funding

Please provide the funding sought from the KASDI Program for the Minimum Revenue Guarantee (MRG), as well as other sources of funding going toward air service development efforts.

Funding Source	\$ Amount	% of Total
KASDI funds sought from KDOT for MRG		
Local contributions for MRG*		
<small>*Availability of local funding will be verified prior to grant execution. Verification may include ordinance, resolution, or minutes from governing body or bank records reflecting sufficient available funding.</small>		
Total MRG Required		100%

Will KASDI funds be used to leverage other funding sources such as federal funding?

Y/N

If yes, please describe

### Funding for Marketing (If Applicable)

KASDI funds must be connected to an MRG effort, local funds may go toward marketing to help promote air service development objectives. List any potential local funding going toward marketing, if applicable.

Funding Source	\$ Amount	% of Total
Local contributions for marketing		100%

Additional comments:

### Air Service Development Objective

Describe any recent market research relating to air service development. If applicable, include information about:

- Date of research/market data
- Any identified recent or imminent economic development opportunities, including, but not limited to, new business entering the market area or business growth in the market area
- Any identified viable air service opportunities, including, but not limited to, airline support service or market data support service
- Air service routes serving a market area that meets the needs of such economic development opportunities, including, but not limited to routes establishing a pipeline to areas with workforce talent or serving customer base or main business function.

Describe air service objective for which KASDI funds are sought.

Describe planned marketing effort or strategy to support target air service objectives

Will the target air service objective:

- Add new service not currently available? Y/N  
If yes, please explain.
  
- Increase capacity for service currently available? Y/N  
If yes, please explain.
  
- Maintain current service levels? Y/N  
If yes, please explain.
  
- Potentially reduce capacity at another Kansas Commercial Service Airport? Y/N  
Please explain.

Describe level and type of incentives offered by the airport, as authorized by the FAA.

Name of marketing and operating airlines(s) or prospective airline(s)

Describe program timeline, including:

- Start of marketing effort (if applicable)
- When MRG would be signed
- When target airline(s) would start service
- Length of MRG
- Other pertinent timeline details

Additional comments for consideration:

**Applicant Signature**

Signature of the individual completing this application:

Date:

Title:

To the best of my knowledge, the above information in this application is true, accurate, and complete.

# Kansas Air Service Development Incentive (KASDI) Program Grant Application

## Applicant Information

Name of applicant: Salina Airport Authority

Address: 2720 Arnold Avenue  
Salina, KS 67401  
785.827.3914

Phone:

Email: pmiller@salair.org

Point of Contact (POC): Pieter Miller

POC Title: Executive Director

Name of commercial service airport: Salina Regional Airport

## KASDI Program Funding

Please provide the funding sought from the KASDI Program for the Minimum Revenue Guarantee (MRG), as well as other sources of funding going toward air service development efforts.

Funding Source	\$ Amount	% of Total
KASDI funds sought from KDOT for MRG	1,000,000	50 (estimate)
Local contributions for MRG*	1,100,000	
<b>Total MRG Required</b>	<b>TBD</b>	

\*Availability of local funding will be verified prior to grant execution. Verification may include local ordinance, resolution, or minutes from governing body or bank records reflecting sufficient available funding.

Will KASDI funds be used to leverage other funding sources such as federal funding?



If yes, please describe

This request is for a Minimum Revenue Guarantee to launch a new commercial service from Salina, KS (SLN) to Houston's Intercontinental Airport (IAH). In a 2018 survey of the Salina area business community, Houston was the #1 unserved route requested by a wide margin. Currently, SLN has United Express nonstop flights operated by SkyWest Airlines to Denver International Airport (DEN) and Chicago O'Hare (ORD). All three -- Denver International, Chicago O'Hare, and Houston Intercontinental are United Airlines hubs. Each hub requires maintenance support for United Airlines mainline and regional operators. We are strategically positioning SLN to provide maintenance infrastructure to United Express' Denver and Chicago-based fleets, but also to their Houston-based operation, ensuring the feasibility and success of this proposal.

The Salina Airport Authority has worked since 2017 to establish an aviation eco-system, leveraging our 12,300-foot runway, one of the longest in the country. First, by bringing United Airlines service to north central Kansas at SLN. Then, by working with the State of Kansas to provide incentives to establish SLN as a commercial service maintenance location by relocating 1 Vision -- a Maintenance, Repair, and Operations center from Iowa to SLN. This has created a virtuous cycle with 1 Vision working in tandem with the Kansas State Salina Aerospace and Technology SLN campus to provide maintenance jobs and training.

The City of Salina, Saline County, and the Salina Regional Airport Authority have taken the first steps towards funding the Houston service MRG by providing \$900,000 to incentivize United Express operator SkyWest Airlines to schedule overnight flights. This will pave the way for 1 Vision to begin overnight maintenance checks beginning this upcoming Fall. Successful implementation will enhance the airport's capabilities and significantly contribute to the local economy. SkyWest has already stepped up its investment in the community. Shortly after signing an agreement to provide overnight service, they contracted with 1 Vision for four new heavy check maintenance lines, creating 60 new high-paying jobs.

As SLN is an Essential Air Service Airport under the Federal Government's Small Community Air Service subsidy program, no other Federal funds can be procured. Salina would have no overnight maintenance without the overnight flights being locally funded. Now that overnight maintenance is set to launch, a path has been paved to tying in SkyWest United Express flights to and from Houston. Your support is crucial in making this proposal a success. SkyWest has indicated a willingness to enter into MRG discussions for the route, subject to the \$1 million approval. They will supply a Letter of Support indicating their intention to begin discussions. Air service routes are typically not profitable at launch and require two years to reach a steady state. It is unknown if additional funding will be required, but good faith discussions will launch with the \$1 million requested.

## Funding for Marketing (If Applicable)

KASDI funds must be connected to an MRG effort, local funds may go toward marketing to help promote air Service development objectives. List any potential local funding going toward marketing, if applicable.

Funding Source	\$ Amount	% of Total
Local contributions for marketing	200,000	100
Additional comments: This is in addition to the \$900,000 local contribution.		

## Air Service Development Objective

Describe any recent market research relating to air service development. If applicable, include information about:

- **Date of research/market data**  

ArkStar has completed multiple market studies since a March 2018 survey demonstrating SLN-Houston (IAH) is the most sought route by the Salina business community by a wide margin. SkyWest had agreed to launch SLN-IAH under a \$1.4M MRG in 2019 to support the creation of a SkyWest maintenance base being created. SkyWest did not start the route due to the pandemic.
  
- **Any identified recent or imminent economic development opportunities, including but not limited to, new business entering the market area, or business growth in the market area**  

**At the airport:** Three new overnight maintenance aircraft - one each from Denver, Chicago and Houston should create an additional 60 high-paying jobs, on top of the 60 newly created by heavy check maintenance. **In the business community:** Schwan's Foods, owner of Tony's Pizza, has substantial operations in Houston and has indicated they would be steady users of the route. Additionally, the following firms are oil, natural gas and refinery businesses with ties to Houston's oil and gas industry. The IAH flight will facilitate additional Salina and North Central Kansas oil and gas industry growth: Exline - natural gas transportation. Salina; \*TSI (Turbine Specialties) - natural gas transportation. Salina; \*CHS Refinery - McPherson
  
- **Any identified viable air service opportunities, including but not limited to, airline support service, or market data support service**  

On the commercial front, the new United Express service SLN to Houston Intercontinental (IAH) will connect Florida, the Southeastern United States, and Mexico on a much less circuitous basis. Much of this passenger traffic (38%) is currently lost to Kansas City, MO International Airport (MCI), including all direct and indirect spending as well as associated state and local tax revenues. Once SkyWest begins using SLN as a maintenance location, it is likely they will add capacity on an overnight basis from both Chicago and Denver. Airlines need the operational flexibility to access multiple maintenance points in the case of a weather event that precludes flights to a different maintenance location. They must also "bridge" planes and crews between their operating systems.
  
- **Air service routes serving a market area that meets the needs of such economic development opportunities, including but not limited to routes establishing a pipeline to areas with workforce talent or serving customer base or main business function.**  

With the addition of SLN-IAH, SkyWest will be able to add to their overnight maintenance work at SLN, directly creating more jobs and scale at 1 Vision, which can allow it to become a major US aviation maintenance facility.

Describe air service objective for which KASDI funds are sought.

The service objective is United Express operated by SkyWest Airlines service to Houston Intercontinental (IAH), to make Salina (SLN) only the second airport in our great state to offer nonstop carrier service to three major hubs.

Describe planned marketing effort or strategy to support target air service objectives.

An MRG template has been negotiated with SkyWest Airlines. They are awaiting word on funding so as to set a 2025/2026 date to launch the service. SLN-IAH United Express service will be marketed along with SLN-DEN and SLN-ORD, funded by a local marketing budget of \$200,000.

Will the target air service objective:

- Add new service not currently available?

Y/N

If yes, please explain.

Once daily, nonstop United Express operated by SkyWest Airlines service to Houston Intercontinental (IAH).

- Increase capacity for service currently available?

Y/N

If yes, please explain.

Once Houston service is launched it is likely that additional Chicago and Denver flights on an overnight basis follow. This precludes the need to ferry empty aircraft into a maintenance base location.

- Maintain current service levels?

Y/N

If yes, please explain.

As part of our service proposal to SkyWest Airlines, this service would make Salina (SLN) a maintenance base for the airline, solidifying existing air service.

- Potentially reduce capacity at another Kansas Commercial Service Airport?

Y/N

Please explain.

There will be no impact to other Kansas airports.

Describe level and type of incentives offered by the airport, as authorized by the FAA.

\$900,000 has been provided by the City of Salina, Saline County and the Salina Airport Authority

Name of the marketing and operating airline(s) or prospective airline(s)

United Express operated by SkyWest Airlines

Describe program timeline, including:

- Start of marketing effort (if applicable)
- When MRG would be signed
- When target airline(s) would start service
- Length of MRG
- Other pertinent timeline details

- Marketing of the new Houston service will begin upon announcement by United Airlines
- MRG negotiations will begin immediately upon approval of \$1M
- Spring 2025
- One year. But once a maintenance base is established, operational needs only increase over time, underscoring the importance of getting SLN-IAH launched.

Additional comments for consideration:

## Applicant Signature

Signature of the individual completing this application:

Date: 8/15/2024

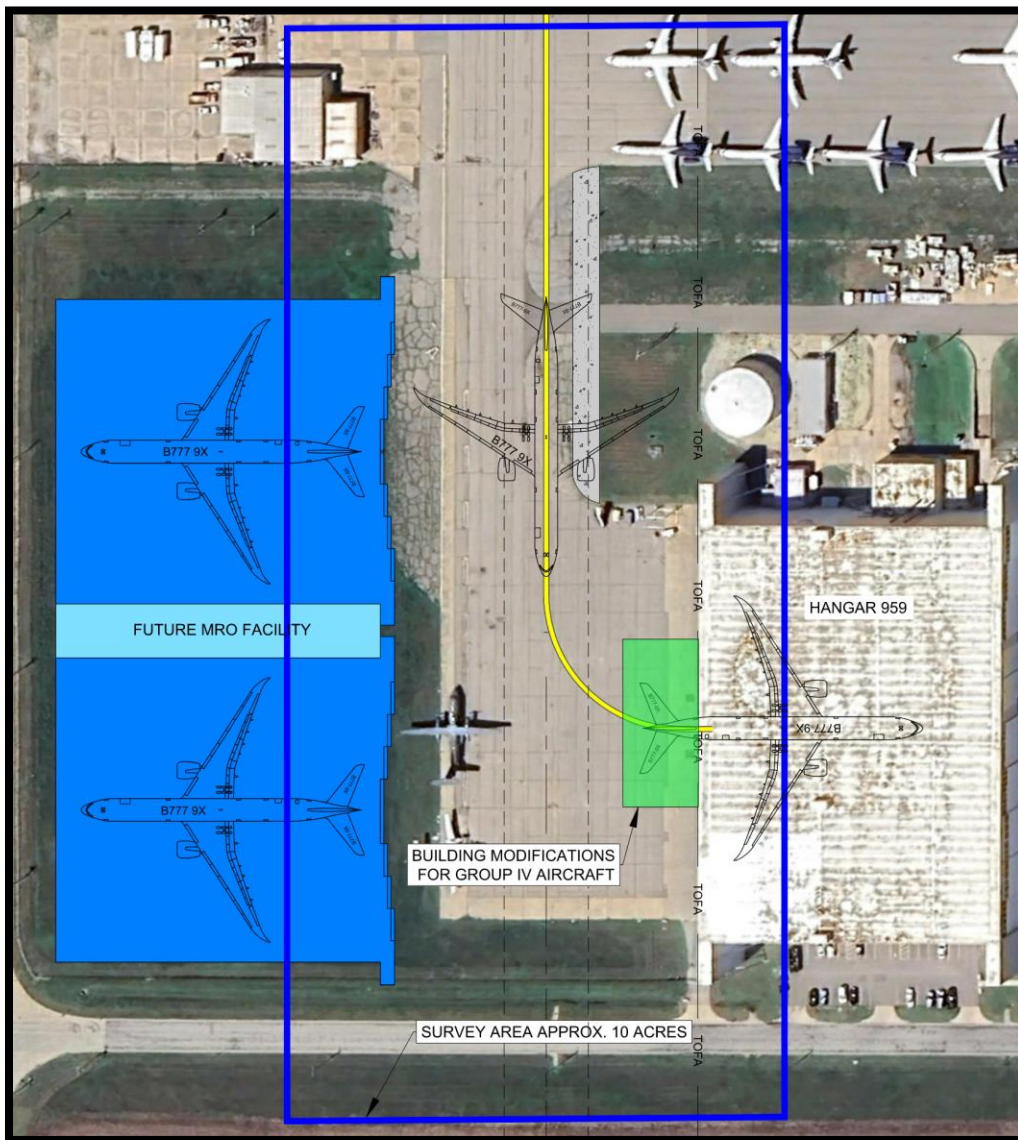
Title: Executive Director

To the best of my knowledge, the above information in this application is true, accurate and complete.

## SCOPE OF WORK FOR Salina Regional Airport (SLN) Salina, Kansas MRO Hangar

This project will consist of preparing site concept plans, architectural concept plans, topographic survey, and a geotechnical Investigation. This scope of work is for concept design services provided by the Architect/Engineer for the Sponsor. For the remainder of this scope the Salina Airport Authority (SAA) is indicated as "Sponsor", Woolpert, Inc is indicated as "Engineer", and Ghafari is indicated as "Architect".

This budget does not include administrative, legal, or professional fees. This project shall consist of preparing site concept plans, architectural concept plans, topographic survey, and a geotechnical Investigation for the MRO Hangar project. This scope of work is for the consulting services provided by the Engineer for the Sponsor. See Exhibits No. 1 and 2 below and on the following page for the project location and concept.



**Exhibit No. 1 – Project Site Plan**

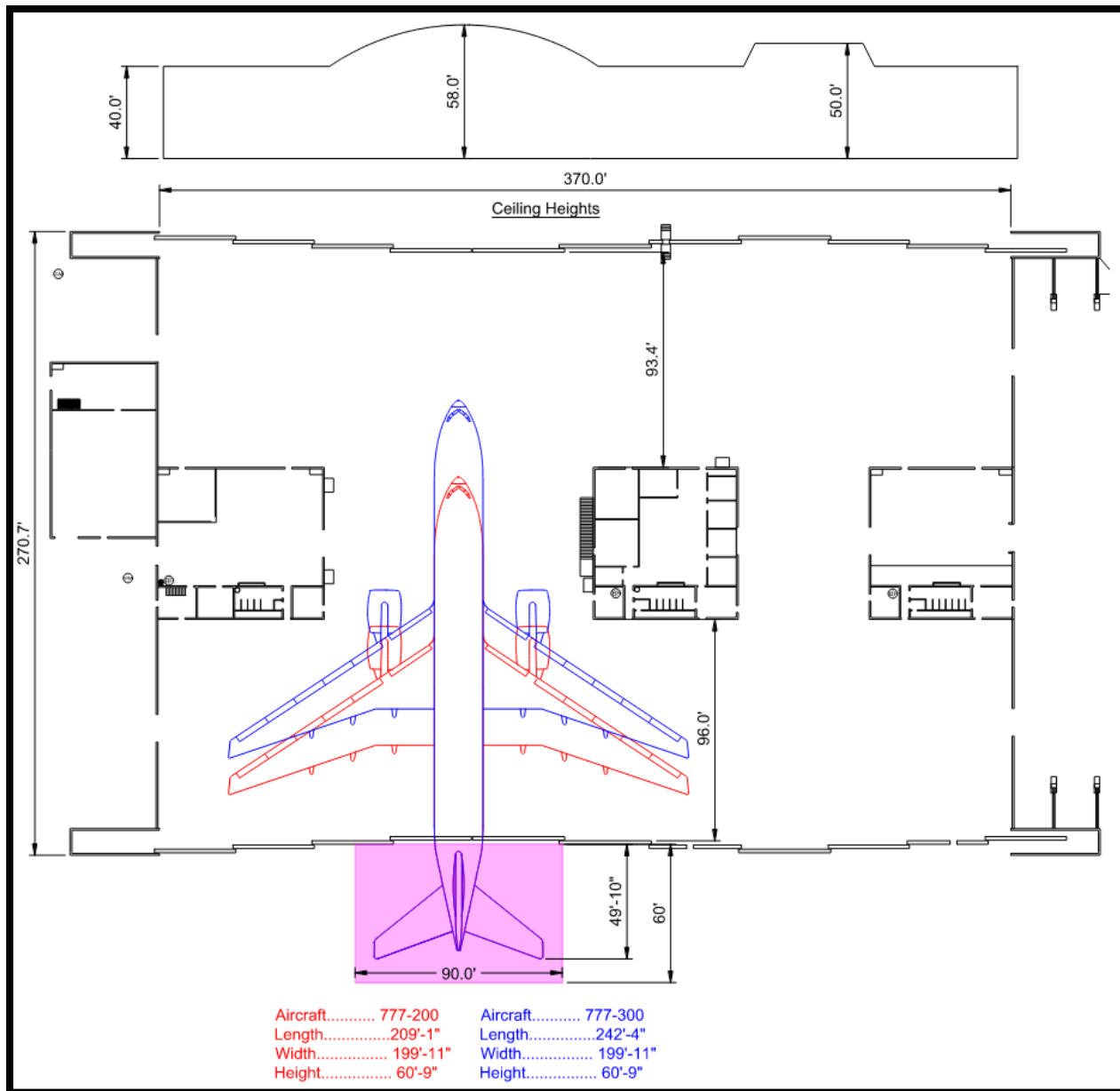


EXHIBIT NO. 2 – Project Floor Plan for Hangar 959

**DESCRIPTION**

Salina Airport Authority (SAA) is pursuing plans for phased development of a Maintenance, Repair and Overhaul (MRO) facility at Salina Regional Airport (SLN). The Airport’s existing aircraft service facilities are limited and space constrained. SAA will develop aircraft service facilities on the Airport to support next generation MRO business growth. The ultimate buildout of the commercial maintenance center includes up to 200,000 sf of new building equipped with hangar, shops, support space, plus limited offices for technical operations and business administration. This future facility will be designed for flexible high-efficiency servicing of FAA Group III, IV and V commercial aircraft.

The first phase of this multi-phase development will construct an addition on to the existing hangar 959 in order to allow this existing facility to accommodate Group IV aircraft. As part of this first phase, this scope describes the engineering and architectural services to provide SAA with an analysis of the options



for the modifications to hangar 959, as well as an examination of the project site in order to provide concepts and recommendations on improvements to the existing pavement.

The Engineer will perform program management and civil design for this project, with the architectural design (and supporting professions) performed by the Architect (Ghafari). The tasks to be performed by the Engineer are described in detail in the following sections, and the tasks to be performed by the Architect are detailed in the attached scope of work and fee proposal.

Civil work items will include providing recommendations for improvements to the areas surrounding Hangar 959. These recommendations will focus on the suitability of the strength and geometry of the surrounding pavements to accommodate the Group IV (B777) aircraft.

The geotechnical investigation will include geological reconnaissance and subsurface exploration and analysis. The results of the geotechnical investigation will be used to determine the geotechnical recommendations for foundation systems and pavement design recommendations.

The engineering fees for this project will be broken into two parts. **Part A-Basic Services** includes: 1) Preliminary Design Phase, 2) Design Phase, and Reimbursable Costs During Design and **Part B-Special Services**, which includes the 3) Design Survey Phase. Additional services that will be completed by subconsultants to the Engineer under **Part B-Special Services**, include: the architectural design by The Architect, and the geotechnical investigation. Parts A and B and the three phases are described in more detail below.

**PART A - BASIC SERVICES** consists of the Preliminary Design Phase and Design Phase, all invoiced on a lump sum basis.

### **1.0 Preliminary Design Phase**

**1.01 Coordinate and Attend Meetings with the Sponsor.** Meetings with the Sponsor will take place to determine critical project dates, establish the proposed design schedule and AIP development schedule, review environmental component(s), determine the feasibility of the proposed project and to establish the need for topographical surveying, pavement investigation and/or geotechnical testing. Various meetings during the design phase will also be conducted to review the progress of the design, discuss construction details and proposed time frame of construction, and identify any special requirements for the project.

**1.02 Prepare Project Scope of Work and Contract.** This task includes establishing the scope of work through meetings outlined above. Fees will be negotiated with the Sponsor and may be subject to an independent fee estimate conducted by a third party hired by the Sponsor. This task also includes drafting the contract for the work to be completed by the Engineer for the Sponsor once negotiations are complete.

**1.03 Provide Project Design Coordination.** The Engineer shall provide project management and coordination services to ensure the completion of the design. It is assumed that the duration of the design will be approximately two (2) months. These duties include:

- Time the Engineer spends planning, organizing, securing, and scheduling resources, and providing instruction to staff to meet project objectives as defined in the approved scope of work.

- The Engineer will analyze the budget semi-monthly to ensure budget and staffing needs are on track to meet design schedules within budget.
- Additional items to be accomplished include compiling and sending additional information requested from the office to related parties, maintaining project files as necessary and other items necessary in day-to-day project coordination.
- The Engineer will prepare and submit monthly invoicing.

The Engineer will complete the following tasks:

- Provide the Sponsor with a monthly Project Status Report (PSR), in writing, reporting on Engineer’s progress and any problems that may arise while performing the work. The PSR must include an update of the project schedule, as described in this section, when schedule changes are expected.
- Submit for acceptance and maintain, a design schedule detailing the scheduled performance of the work.
- Create and maintain a Quality Control Checklist (QCC) for the project. The QCC shall include personnel, project milestone checking and peer review procedures at each phase of the project.

**1.04 Coordinate Topographical Survey.** This task includes preparing the requirements, establishing the limits of the survey area and scheduling time for the survey to be completed. Survey will be performed in-house under Task 4.01. The Project Manager is expected to visit the project site to coordinate the survey activities with the Sponsor and the survey team.

**1.05 Coordinate Geotechnical Investigation.** This task includes preparing the requirements for soils testing, establishing the limits of work, and scheduling a time for testing to be completed. The requirements of the geotechnical investigation shall be established in accordance with FAA AC 150/5320-6 (current edition), *Airport Pavement Design and Evaluation*. Negotiating with the geotechnical engineering firm is included in this task.

TASK 1 DELIVERABLES	TO SPONSOR
1.01 Meeting Agendas, Design Development Schedule	✓
1.02 Scope of Work and Draft Contract for the Sponsor	✓
1.03 Design Schedule Updates, PSR, and Monthly Invoicing	✓

TASK 1 MEETINGS/SITE VISITS	LOCATION/ATTENDEES/DURATION
1.01 Sponsor Coordination Meetings	<ul style="list-style-type: none"> <li>• Salina, KS One (1) Project Manager Assume One (1) hour via teleconference (3 meetings)</li> <li>• Salina, KS One (1) Project Manager and One (1) Project Designer Assume two-days per site visit (1 site visit) Assume travel to/from Denver, CO to Salina, KS with one overnight stay per visit per Project manager and Project Designer.</li> </ul>

TASK 1 MEETINGS/SITE VISITS	LOCATION/ATTENDEES/DURATION
1.04 Coordinate Topographical Survey	<ul style="list-style-type: none"> <li>• Salina, KS</li> <li>One (1) Project Manager</li> <li>Assume four-days per site visit (1 site visit)</li> <li>Assume travel to/from Denver, CO to Salina, KS with three overnight stays per visit.</li> </ul>

## **2.0 Design Phase**

**Architectural Design.** The architectural design will be provided by The Architect. In addition to the Architectural Design Section below, The Architect has provided a scope of services that further clarifies their role and responsibilities. This scope of services is attached at the end of this scope of work. The following summarizes the project architectural design requirements for the project.:

- ➔ Modification of Hangar 959 to accommodate Group IV aircraft (B777)
- ➔ Support areas as required by SAA and One Vision.

**Building Systems Design.** The Architect will coordinate the following building system design services:

- ➔ Structural design
- ➔ Mechanical design
- ➔ Electrical design
- ➔ Communication/life safety systems design (IT, PA, FA)
- ➔ Fire Suppression
- ➔ Building security design
- ➔ Exterior site lighting design.

**Site Civil Design.** Provided by the Engineer. It is assumed the civil site design will include:

- ➔ An analysis of the existing pavements adjacent to Hangar 959. The analysis will provide recommendations on the suitability of this pavement from both a structural and geometrical standpoint.
- ➔ Locate existing utilities in the area.

**Design Deliverables.** The Architect will coordinate the following design deliverables. See the attached proposal from The Architect for detailed information:

### Conceptual Schematic Design (30% Design Deliverables)

- ➔ Schematic design drawings including architectural floor plans, roof plans, sections, exterior elevations, and interior elevations for multiple options.
- ➔ Narrative or specifications to describe each major building systems or performance criteria.
- ➔ Preliminary drawings to describe major building systems for structure, electrical/communication/life safety, mechanical, plumbing, and fire protection.
- ➔ Opinion of construction cost.
- ➔ List of design alternates if construction cost opinion exceeds construction budget.
- ➔ Study model, perspective sketches, or digital modeling to illustrate designs.

**2.01 Analyze Topographic Survey Data.** This task includes analyzing the topographical survey data and preparing the data for use with computer modeling. This will include the following tasks

- Generate three-dimensional contour model from TIN surface model.
- Prepare and process data for grading and/or paving cross sections.

**2.02 Analyze Geotechnical Investigation Data.** This task includes analyzing the geotechnical investigation. This will include the following tasks:

- Review Geotechnical Engineer recommendations.
- Determine on-site sources and quantities of suitable material for embankment.
- Determine appropriate data for benching design.
- Determine appropriate data for the pavement design form(s).
- Input data for computer modeling with topographical survey data.
- Prepare soil information for incorporation on the construction plans.
- Coordinate with Structural Engineer on geotechnical findings.

**2.03 Prepare Pavement Design.** After receiving the geotechnical investigation data, the Engineer will analyze the data and prepare a proposed pavement section using current FAA design software (FAARFIELD). The Engineer will submit the FAARFIELD computer printouts with a narrative in the design report. The following tasks will be completed:

- Determine appropriate data for pavement design.
- Input data for computer modeling with topographical survey data.
- Determine areas of existing pavement to be removed and replaced.
- Prepare pavement and soils information for incorporation on the construction drawings.
- Verify elevation of water table.
- Compile the current airport vehicle/aircraft fleet mix.
- Input data into FAARFIELD.
- Run pavement design scenarios.
- Analyze output from FAARFIELD.
- Select preferred pavement section.
- Compare pavement section to FAA Advisory Circular (AC) 150/5320-6 (Current Edition), *Airport Pavement Design and Evaluation(where applicable)*.
- Verify frost design method.
- Verify overexcavation requirements (if needed).
- Verify optimum moisture content for subgrade preparation.

**2.04 Prepare Existing Utility Inventory.** This task includes reviewing record drawings and consulting with the Sponsor and local utility companies to identify all utilities within the project site. The Construction Plans will include, to the maximum extent possible, the surveyed locations of observable utility features and the locations identified by utility locates.

**2.05 Prepare Site Civil Conceptual Plans (30% Design Deliverables).** The following list outlines the number of site plan sheets that are anticipated for the project. Additional plans may be added during the design phase as needed:

Plan Name/Description	Number of Sheets
Cover Sheet	1
Index of Drawings and General Notes	1
Survey Control Plan	1
Geotechnical Investigation Plan	3
Construction Layout and Safety Plan	1

Plan Name/Description	Number of Sheets
Construction Phasing Plan	1
Demolition Plan	1
Geometric Layout Plan	1
Grading and Drainage Plan	1
Typical Sections	2
<b>Total Sheet Count</b>	<b>11</b>

**2.06 Calculate Estimated Quantities.** This task includes calculating all necessary quantities for the various civil site work items. Quantities must be consistent with the specifications and acceptable quantity calculation practices. Architectural and building systems quantities will be calculated by The Architect.

**2.07 Prepare Estimate of Probable Construction Cost.** Using the quantities calculated following the completion of the 30% deliverable, the Engineer will prepare and estimate of construction costs. The estimate will be based on information obtained from previous projects, contractors, material suppliers and other available databases. Cost estimates for architectural and building systems work items will be provided by The Architect.

**2.08 Provide In-House Quality Control.** The Engineer has an established quality control program that will provide both experienced and thorough reviews of all project submittals and will also provide engineering guidance to the Engineer throughout design development from an experienced, senior-level Professional Engineer.

Prior to the submittal of the 30% concept plans a thorough, in-house quality control review of the documents will be conducted. This process will include an independent review of the Plans being submitted by a licensed Professional Engineer other than the Engineer who performed the design of the project. Comments will be offered by the Engineer that performed the review, and revisions to the documents will be made accordingly.

In addition to the 30% deliverable, the Engineer’s in-house quality control program also provides engineering guidance to the Engineer throughout the project design in an attempt to steer the project in a manner that provides the best engineering judgment.

**2.09 Attend Weekly Team Meetings with the Design Team.** This task includes a weekly meeting with the design team working on this project throughout the duration of the design, which is expected to take approximately two (2) months. The weekly design team meeting will be attended by the Project Manager and Project Designer, the Architect, and the Sponsor. The weekly design team meeting will also be attended approximately once a month by the Practice Operations Leader.

TASK 2 DELIVERABLES	TO SPONSOR
2.03 Proposed Pavement Design	✓
2.05 Plan Reviews/ Design Deliverables at 30% Plans	✓

TASK 2 MEETINGS/SITE VISITS	LOCATION/ATTENDEES/DURATION
2.05 Plan Review/ Design Deliverables at 30%	<ul style="list-style-type: none"> <li>Salina, KS  One (1) Project Manager and One (1) Project Designer  Assume two (2) hours via teleconference (1 meetings)</li> </ul>
2.09 Weekly Meetings	<ul style="list-style-type: none"> <li>Salina, KS  One (1) Project Manager, One (1) Project Designer  Assume One (1) hour via teleconference (8 meetings)</li>   <li>One (1) Practice Operations Leader,  Assume One (1) hour via teleconference (2 meetings)</li> </ul>

**PART B – SPECIAL SERVICES** consists of the Design Survey Phase (invoiced on a lump sum basis). Also included are direct subcontract costs for the proposed geotechnical investigation and architectural design.

**3.0 Design Survey Phase**

**3.01 Perform Topographical Survey.** This task includes providing design survey services to support the design team for this project. Work items associated with this task include the following:

- Topographical survey of approximately 10 acres.
- It is assumed that the Primary Airport Control Station (PACS) and Secondary Airport Control Stations (SACS) located on the airport are in good condition and can be verified; however, if it is found that the PACS and SACS are compromised, establishment of temporary airport control must be completed and tied to the national spatial reference system via static GPS observations. Following airport control verification/establishment, temporary project control, based upon the airport control PACS and SACS or temporary airport control, will be placed near the project area at intervals not to exceed 500 feet to control the project.
- Ground topography of non-pavement areas will be surveyed at 50-foot stations with associated cross sections having no greater than 25-foot spacing and will include additional shots as necessary to accurately depict breaklines. These ground topography areas will be surveyed with vertical accuracies not to exceed +/- 0.10 feet.
- Hard surface pavements for the runway and connector taxiways will be surveyed at 25-foot stations as well as all vertical and horizontal points of tangent/curve with associated cross sections having no greater than 25-foot spacing. All hard surface pavement will be surveyed with vertical accuracies not to exceed +/- 0.02 feet. Concrete joints will also be surveyed if applicable.
- Coordination with design staff to determine pavement tie-in locations. These locations will be surveyed with vertical accuracies of at least +/- 0.02 feet.
- Location of structures, paving, and above ground improvements including building footprint, finished floor elevations at the openings plus five feet interior of the opening and concrete aprons associated with door openings will be surveyed at intervals of no greater than 25 feet.
- Additional airfield elements that will be located and surveyed include aircraft tie-downs, guidance signs, airfield runway, taxiway, and/or apron lighting and paint markings, NAVAIDS within the project area (if any), fuel farm, fences, gates and other airport features within the project area.
- Coordinate location and field marking of all existing utilities in the project limits with one-call services, airport operations staff, and/or private utility locators as necessary. Review of

existing as-built and other construction records as necessary. All utility locates will be surveyed as marked by utility locators in the field. Points of utilities to be surveyed include, but are not limited to, all paint marks, hydrants, valves, hand holes, manholes, inlets, cleanouts, culverts, pipes, pedestals, meters, transformers, utility poles and other reasonably visible existing utility infrastructure components.

- During design, there may be the need to verify existing survey information or extend the limits of the existing survey.
- Reduce all field notes and pictures into a topographic survey report to be used by the Engineer.
- Prepare triangulated irregular network (TIN surface model) of existing ground contours, pavement edges, roadways, electrical equipment, drainage features, buildings, fences, and other miscellaneous entities.
- Generate three-dimensional contour model from TIN surface model.

The Topographical Survey shall be completed by, or under the direct supervision of, a state-licensed Professional Land Surveyor.

TASK 3 DELIVERABLES	TO SPONSOR
3.01 Topographical Survey	✓

TASK 3 MEETINGS/SITE VISITS	LOCATION/ATTENDEES/DURATION
3.01 Perform Topographical Survey	<ul style="list-style-type: none"> <li>• Salina, KS</li> <li>One (1) Surveyor</li> <li>Assume 4-days per site visit (1 site visits)</li> <li>Assume travel to/from Denver, CO to Salina, KS with 4 overnight stays per visit per person</li> </ul>

**EX Reimbursable Costs During Survey.** This section includes reimbursable items such as auto rental, lodging, per diem, travel and other miscellaneous costs incurred in order to complete **Part B – Special Services**. Section 3 Reimbursables are invoiced on a lump sum basis.

**Special Considerations**

The following special considerations are required for this project but will be completed by subconsultants to the Engineer. The cost for this work will be included in the engineering contract agreement with the Sponsor and the costs are in addition to the engineering fees outlined above.

**Geotechnical Investigation.** Soil samples for analysis must be taken for both the project site. Investigation and testing will also be performed to facilitate the pavement design per FAA Advisory Circular (AC) 150/5320-6 (Current Edition), *Airport Pavement Design and Evaluation*. As mentioned under the project description, the geotechnical investigation will be performed in two phases and will include the following:

- Perform a geologic reconnaissance of the project site
- Soil boring and laboratory testing at approximately 20 project locations
- Visual inspection and documentation of each soil boring
- Soil Classification/Atterberg Limits, Liquid Limit (LL), Plastic Limit (PL), Plasticity Index (PI)
- Hydrometer and Water-Soluble Sulfates/Corrosivity
- Moisture/Density Relations
- Swell/Consolidation Potential
- California Bearing Ratio/K value

- Pavement Section Recommendations
- Foundation system Recommendations
- Moisture content, density of undisturbed fine-grained samples

**MRO Hangar Architectural Design Provided by The Architect.** The Architect will provide the architectural design for this project.

**Assumptions**

The scope of services described previously, and the associated fees, are based on the following rates and assumed responsibilities of the Engineer and Sponsor.

1. For the purposes of estimating the amount of reimbursable expenses which will be incurred by the Engineer, the cost of per diem and lodging are calculated in accordance with current GSA rates. The actual amount to be invoiced for per diem will be in accordance with the published GSA rate at the time of service and may vary from the rate used in the fee estimate. Lodging will be invoiced as an actual expense incurred.
2. It is anticipated there will be a minimum number of trips and site visits to the airport to facilitate the completion of the various phases listed in this scope. The number of trips, as well as the anticipated lengths and details of the trips, are included at the end of each phase above.
3. The Sponsor will provide existing mapping data including as-builts available for the project areas, aerial orthoimagery, subsurface conditions information such as prior geotechnical investigations in the project area and other available information in the possession of the Sponsor.
4. The Sponsor will furnish escorts as needed for the Engineer to conduct field work.
5. The Sponsor will coordinate with tenants as required to facilitate field evaluations and construction.
6. All engineering work will be performed using accepted engineering principles and practices and provide quality products that meet or exceed industry standards. Where applicable, dimensional criteria will be in accordance with FAA AC 150/5300-13 (Current Edition), *Airport Design*, and related circulars. Construction specifications will be in accordance with FAA AC 150/5370-10 (Current Edition), *Standard Specifications for Construction of Airports*, and the Northwest Mountain Region's Regional Updates for Specifying Construction of Airports and related circulars. Project planning, design, and construction will further conform to all applicable standards, including all applicable current FAA Advisory Circulars and Orders required for use in AIP-funded projects and other national, state, or local regulations and standards, as identified and relevant to an airfield design and construction project.
7. The Engineer will utilize the following plan standards for the project:
  - Plans will be prepared using the Engineer's standards, unless the Sponsor provides its own standards upon Notice to Proceed.
  - Plan elevations will be vertical datum NAVD 88 derived from the existing control network.



- Plan coordinates will be based on horizontal datum NAD 83/2011 State Plane Coordinates derived from the existing control network.
  - All plans will be stamped and signed by a state-licensed Professional Engineer, or Professional Land Surveyor, as required.
  - Plans prepared by subconsultants will be prepared using the same base maps, the same coordinate systems and the same plan layout and format as plans prepared by the Engineer.
8. The Engineer will utilize the following assumptions when preparing the project manual bidding and construction of the project:
- The project manual Contract Documents will be developed jointly by the Sponsor and the Engineer.
  - The Engineer is responsible for developing the contents of the document and including the Front-End documents which will be supplied by the Sponsor.
  - FAA General Provisions and required contract language will be used.
9. The Engineer must maintain records of design analyses and calculations consistent with typical industry standards for a period of three years after the project is closed.
10. Because the Engineer has no control over the cost of construction-related labor, materials, or equipment, the Engineer's opinions of probable construction costs will be made on the basis of experience and qualifications as a practitioner of his/her profession. The Engineer does not guarantee that proposals for land acquisition, construction, Guaranteed Maximum Price, or actual project construction costs will not vary from Engineer's estimates of construction cost.

### **Additional Services**

The following items are not included under this agreement but will be considered as extra work:

- Redesign for the Sponsor's convenience or due to changed conditions after previous alternate direction and/or approval.
- Submittals or deliverables in addition to those listed herein.
- If a project audit occurs, the Engineer is prepared to assist the Sponsor in gathering and preparing the required materials for the audit.
- Serving as an expert witness for the Owner in any litigation, surety claim, contractor bond activation, or other proceeding involving the project.
- Additional or extended services during construction made necessary by extension of contract time, non-concurrent work, or changes in the work.
- Legal, surety, or insurance support, coordination, and representation.

Extra Work will be as directed by the Sponsor in writing for an additional fee as agreed upon by the Sponsor and the Engineer.

# GHAFARI

Travis Vallin  
Principal  
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Via email: [Travis.Vallin@woolpert.com](mailto:Travis.Vallin@woolpert.com)

**Re: Ghafari Scope of Services and Proposal, #2300521, Revision 02  
Preliminary Design and Consulting Services (Phase 1A)  
SLN Hangar Augmentation for Wide-body Aircraft Empennage Accommodation  
Building 959 at Salina Regional Airport, Salina KS**

Dear Mr. Vallin,

Ghafari Associates, LLC (Ghafari) is pleased to submit this proposal for programming, planning, and conceptual design services for the Salina Airport Authority's MRO facilities at Salina Regional Airport.

## **Project Background**

Salina Airport Authority (SAA) is pursuing plans for phased development of MRO facilities at Salina Regional Airport (SAA). The Airport's existing aircraft service facilities are limited and space constrained. SAA is therefore preparing to develop multi-phased aircraft service facilities on the Airport to support next generation MRO business growth. While the first phase was envisioned for up to 180,000 ft<sup>2</sup> (budget permitting) of new hangar and operational support space, the airport Authority has requested that the design team study an alternate "Phase 1A" investment to augment the existing Building 959 to support accommodation of a FAA ADG Group V widebody aircraft. This enclosure should be flexible and removable from the existing hangar aircraft access threshold.

SAA has invited JVIATION and Ghafari Associates to provide a scope of services to program and schematically design an aircraft tail enclosure system to interface with and existing hangar. The following proposed services addresses the conceptual design aspects of the hangar augmentation system and associated interface requirements. All civil engineering and site developments associated with project are assumed to be addressed separately by JVIATION.

## **SALINA MRO Development, Phase IA PROJECT SUMMARY + APPROACH**

Salina Airport Authority (SAA) is pursuing plans for phased development of MRO facilities at Salina Regional Airport (SLN). The Airport's existing aircraft service facilities are limited and space constrained.

The Airport Authority is seeking a feasibility study and cost projection to extend the utility of the existing hangar (Building 959) to include enclosure capability for a large widebody (B777) empennage. This can be achieved with a mobile tail section enclosure that can be configured via a bi-parting or singular enclosure.

SAA has invited JVIATION and Ghafari Associates to provide a scope of services for facilities programming and preliminary design of these two enclosure approaches, providing sufficient initial design to solicit budgetary pricing from integrator / contractors. The intent is to provide enough planning and design due diligence to validate the site requirements, location and budgetary construction estimating for this hangar augmentation system.

Ghafari's team is committed to meeting SAA's objectives and operating goals for the Phase IA Salina Maintenance Facility Program. While collaboratively working directly with the Airport's management, operations and tenant stakeholders, and subject matter experts, we will confirm and develop design criteria and create a mobile tail enclosure design that will provide a flexible and efficient aircraft category capacity extension for near future servicing, and renewed depth in maintenance operations until funding can be secured for a purpose-built widebody hangar.

In general, our solutions are governed by the following design principles:

- Efficiency
- Flexibility
- Safety and Risk Management
- Phased Implementation
- Warranted Capital Investment

Our solutions and project approach also involve the strategic application of key execution elements and factors for success, which include:

- A Shared Objective for SAA and its operating tenant
- A Skilled, Creative, and Accessible Team
- A Knowledge and Understanding of Operations and Facilities
- A Proven Planning and Design Methodology
- The Latest Toolkit for Advanced 3D BIM Design Delivery with Aircraft Maintenance Systems and Technical Support Integration

## **OBJECTIVE**

Our goal is to develop a hangar extension solution that meets the Airport's operating goals, execution timeframe, and near-term capital investment availability. Our team views this development program as the first chapter for SLN facilities and operations investment, so our primary objective is to support our client in making this short-term solution a bridge to further facilities development. By working with the Airport's management and its tenant's technical champions of Technical Operations, we will create a solution that will provide a practical, flexible, and efficient extension of the existing facilities at SLN.

## **SCOPE OF SERVICES**

Ghafari proposes to complete the project design role in three distinct steps that are inclusive and complementary to SLN's original request for proposal:

- Step 1: Site Verification, Program Validation, Concept Design
- Step 2: Schematic Design and Preliminary Engineering
- Step 3: Technical Assistance with Solicitation of Budgetary Construction/Installation Pricing

The following is an outline of our activities for steps 1 and 2 of the project, consistent with our strategic work plan and schedule for the delivery.

### **Step 1: Site Verification, Program Validation, Concept and Schematic Design**

the Airport and SLN has completed preliminary analysis and option planning for the maintenance center renewal project, as discussed in strategic development discussions with the Airport Authority in March, 2024.

To develop an optimized new facilities concept, Ghafari will work with the JVIATION/McCown Gordon/SAA team to apply projected operating data and validate the required facility sizing, arrangement, and systems considerations. Given the preliminary definition and master plan provided by SLN on the approximate physical parameters and siting for the Hangar facility, our data collection process will be focused on the following:

- Verification / validation of any site and facility concepts completed to date by SAA
- Verification / validation of tenant (One Vision) aircraft accommodation and maintenance program for widebody aircraft
- Verification of hangar as-built records and infrastructure design (architecture, civil, mechanical, electrical)

The Ghafari team will conduct a commencement meeting promptly upon engagement to initiate the data collection and define the parameters for the aircraft tail enclosure conceptual planning and evaluation. We assume that most of this information should be readily accessible through typical operations and planning data that has been prepared by the Airport tenant/Tech Ops or its facilities management, as well as initial discussions with SAA and key stakeholders.

The conceptual solutions will also integrate preliminary facility, integrated Hangar and site concepts, including logistics, such as personnel access/egress, associated aircraft support GSE and vehicular traffic accommodation, parking, etc.

At the conclusion of this phase, Ghafari will provide facilities space program and Conceptual Design Summary that clearly defines the enclosure footprint, massing, positioning and building-apron interface. The results will be presented to SAA and tenant stakeholders. Their comments and refinements to the conceptual design will be incorporated in the schematic design phase.

## **Step 2: Schematic Design and Preliminary Engineering**

The Ghafari team will address the AIA standard criteria for the facilities Schematic Design, but the following outlines our stepwise services that we intend to deliver.

### Reconnaissance Studies

Upon approval of Concept Design, Ghafari will provide the technical criteria and requirements to support a request for specific soil investigation and survey studies (geotechnical, topographical, utility). The geotechnical data will allow the structural engineer to develop the preliminary design in the schematic phase. We assume JVIATION will manage/provide surveying and geotechnical services in support of the site and facility design effort.

Similarly, our design team will specify requirements for an independent site survey consultant (commissioned by JVIATION under separate agreement with SLN) by submitting the necessary specifications for the project, which will include:

*Site Utility Studies* will consist of establishing requirements and preparing initial designs for on-site:

- Confirmation of location, size, and adequacy of utilities serving the site including:
- Electrical service and distribution
- Telecommunications / Data
- Site drainage
- Sanitary sewer collection and disposal
- Storm water collection and disposal
- Security
- Site illumination
- Landscaping

### Site Surveying Services

Ghafari will furnish:

- A Scope of Services for SAA's procurement of a survey by JVIATION or its selected licensed surveyor, describing the physical characteristics, legal limitations, and utility locations for the site of the Project, including a written legal description of the site in CAD format.
- We will specify data to be provided including, as applicable, grades of pavements and adjoining property and structures; adjacent drainage; and contours of the pertinent site; locations, dimensions and necessary data pertaining to existing buildings, other improvements; and information concerning available utility services and lines, both public and private, above and below grade, including inverts and depths. All information shall be referenced to a project benchmark.

### Architecture and Engineering Preliminary Design

Upon acceptance of the conceptual facility plans, Ghafari's project team will proceed with the development of the schematic design documents. We will apply our latest Building Information Modeling to develop the schematic design. With this approach, we will be modeling the new facilities so that the design can be readily understood and reviewed by the stakeholders throughout the entire design process, from Level of Design (LOD) 100 (Schematic Design) under this proposal to Level 300 (to occur subsequently under separate proposal for detailed design and engineering). At a relatively early stage, our design reviews with SAA will include 3D "walkthroughs" of the building to clearly understand and design

the work environment, including the personnel flow with respect to security, safety, and operational efficiency.

*Architectural Design / Documentation* services responding to program requirements established in the previous phase, consisting of preparation of the following conceptual design drawings sufficient to explain intent:

- Site visit to collect data and observe existing conditions at SLN Building 959
- Base Modeling (in Revit) of Existing Hangar Elevation and Aircraft Access Door System
- Conceptual site and tail enclosure plan
- Preliminary enclosure elevations
- Preliminary selection of enclosure systems and materials
- Evaluation/validation of pre-engineered / fabric structure enclosures for application suitability
- Development of approximate dimensions, areas, and volumes
- Perspective sketch(es)
- Computer-generated massing study model
- Preliminary design narrative

*Structural Design / Documentation* services consisting of narrative consideration of materials, systems and analysis, and development of conceptual design solutions for:

- Proposed basic structural system (for PEMB or fabric structure enclosure)
- Summary design narrative

*Mechanical Design / Documentation* services consisting of narrative consideration of materials, systems and equipment, and development of conceptual design solutions for:

- Ventilating System
- Plumbing
- Fire protection (detection and suppression)
- General space requirements
- Summary design narrative with proposed equipment for preliminary cost estimating

*Electrical Design / Documentation* services consisting of narrative consideration of materials, systems and equipment, and development of conceptual design solutions for:

- Power service and distribution
- Lighting
- Preliminary design narrative with proposed equipment for preliminary cost estimating

*Data / Telecom Design / Documentation* services shall consist of narrative consideration of materials, systems, and equipment and development of conceptual design solutions for:

- Fire alarm

#### *Civil Design / Documentation Services*

Ghafari assumes JVIATION will separately conduct all project site and civil engineering, and landscape architecture if/as applicable. Costs for such engineering are excluded from the building design fees provided herein.

*Materials Specifications* consisting of narrative consideration of:

- Identification of potential architectural materials systems and equipment

*Schematic Design Review:*

Upon completion of the Schematic Design documents, we will host meeting / workshops to present the design intent for the overall project to the Airport's stakeholders. Our individual disciplines will also present their respective subjects to provide specific insight into the design direction. Stakeholder comments will then be incorporated into the final Schematic Design package along with the updated 3D BIM model.

Upon conclusion of this design study, we will provide SAA with an approved Schematic Design package that will serve as the basis for preliminary construction cost estimating and the project's detailed design.

**Design Scope Assumptions / Qualifications**

1. SAA will provide its objectives and strategic direction for master plan and phased MRO development. This includes sharing pertinent information regarding the prospective tenant operating criteria pertaining to business support requirements. This proposal is based on SAA's recent direction to pursue a delegated design and engineered fabric covered hangar structure as the basis of design.
2. This proposal applies to the specific augmentation/interface to Building 959 (the Existing 1 Vision hangar) on the Northwest corner of Scanlon Avenue and Tony's Road. (See attached site confirmation sketch).
3. The environmental control for the enclosure will be limited to air circulation and ventilation of the space. It is assumed that heat from the existing hangar will warm the tail enclosure space when engaged with the hangar doorway, which will remain partially open to accommodate the fuselage through the threshold.
4. Ghafari may reasonably rely on advice, direction, research, and other information provided by JVIATION, SAA and SAA's agents or employees. Regarding data supplied by SAA and representatives, Ghafari will qualify and where possible verify such data as accurate, estimated or assumed accordingly.
5. Prior to commencement of this programming and concept design assignment, Ghafari assumes that site definition and technical data, including surveys and geotechnical investigations, will be conducted for application to the downstream project design.
6. The following services are excluded from Ghafari's scope of services:
  - i. Construction Cost Estimating
  - ii. Site surveys, such as topographic, utility, and environmental
  - iii. Site geotechnical investigations
  - iv. MRO support equipment systems specification

7. Civil engineering, site survey, geotechnical investigation, airfield compliance investigation and FAA 7460 application are excluded and assumed to be provided by JVIATION/others.
8. Ghafari's proposed services and pricing presented herein are provided on assumption that our company is self-performing all design services for the first phase facility (building and vertical structures).
9. The assumed project schedule for the facility design and construction is shown in the fee table.
10. Ghafari assumes the enclosure design will be based on pre-engineered metal building [PEMB] or fabric building structure. Ghafari will conceptually address foundations and facility slab on grade structures to support the tail enclosure area surfaces and potential rail system.
11. Foundation loads for the enclosure will be provided by an industry-recognized PEMB/fabric structure supplier.
12. No services or fee allowance has been included to address LEED or other Sustainability certification.
13. Hangar space fire protection will be designed to accommodate unfueled aircraft only, and application of a fabric structure enclosure, as defined by NFPA (Edition 2022).

## FEE AND SCHEDULE

For this proposal, we have provided a projected timeframe and lump sum fee for the MRO facility building design, permitting, bid support and construction administration services, which is comprised of the following steps:

Step No.	Phase 1A Aircraft Tail Enclosure (Augmentation to SLN Building 959)	Duration*	A&E Fee (Bldg. Only)	Reimbursables Allowance
1-3	Programming, Planning, Concept Design for Procurement Budgeting	5-6 wks.	\$73,700	\$4,000

\* Excludes SAA/ tenant stakeholder reviews

The total fee quoted above assumes all steps will be awarded under one contract, and the work will be scheduled and completed by Ghafari within the current calendar year (2024).

## PROJECT EXPENSES / REIMBURSABLES

All project expenses related to travel (transportation and hotels) reimbursables are exclusive to our fees and shall be billed to SAA at Ghafari's cost. Projected reimbursable allowances for Step 1 services are reflected in the cost table above.



## TERMS

We will invoice monthly for the work completed. Terms for this proposal are assumed to be per Ghafari's standard terms and conditions as follows on pages 12-13 of this proposal. This proposal and the fees quoted herein are valid if written acceptance and authorization to proceed is received by/before **September 15<sup>th</sup>, 2024**.

## CHANGES + ADDITIONAL SERVICES

Services which are not specifically described in the Scope of Service section above are considered Additional Services. We will not perform Additional Services or make changes, reductions, or additions to the agreed scope of services without written pre-authorization from you.

Fees for Additional Services will be invoiced in accordance to the attached Billing Rate Schedule and Reimbursable Schedule. The prices quoted in this proposal will remain valid for fifteen days from the issue date. Our proposed schedule assumes current workloads as of the date of the proposal and may vary.

Upon acceptance of this proposal, we will expect to enter into an appropriate agreement which will more fully define the general terms and conditions of our mutual obligations.

Additional services can be provided by request based on the billable rates of Table 1 for the project team. These 2024 rates will remain in effect through the current calendar year and are subject to escalation thereafter.

<b>Table 1, Ghafari Associates LLC, Billing Rates, 2024</b>	
<b>Position</b>	<b>Rate/Hr.</b>
Principal	\$300
Project Director / Senior Consultant	\$245
Discipline Lead / Specialist	\$235
Project Manager	\$215
Senior Engineer / Architect	\$215
Engineer / Technical Analyst	\$185
Architect	\$185
Support Staff	\$155
Administrative Staff	\$105

## STANDARD OF CARE

In performing our services, we will use that degree of care and skill ordinarily exercised by members of our profession practicing in the same or similar locality, under similar circumstances.

We carry worker's compensation insurance and have coverage under general and professional liability insurance policies we consider to be adequate. Certificates for all insurance are available upon request. Within the limits and conditions of such insurance, we agree to indemnify and save client harmless from any loss, damage or liability to the extent caused by any negligent acts by us, our agents, staff, or consultants.

## **ELECTRONIC DATA DELIVERY**

Delivery of electronic data is a component of Ghafari's instruments of service and is for the benefit of the client for whom the design services have been performed. Electronic data delivery constitutes a non-exclusive, limited license for the recipient to use this information for the specific purpose of responding to the client's requirements on this project.

Because data stored in electronic format can deteriorate or be modified inadvertently or otherwise without the authorization of the data's creator, the information contained in Ghafari's signed and sealed documents shall be deemed to be correct and superior to electronic data. Ghafari makes no representations as to long-term compatibility, usability, or readability of this electronic data.

Reuse of this electronic data without Ghafari's professional involvement will be at the recipient's sole risk and without liability to Ghafari. The recipient shall indemnify and hold harmless Ghafari, our consultants and agents, and employees of any of them from and against claims, damages, losses, and expenses, including, but not limited to, attorney's fees, arising out of the unauthorized use of this electronic data.

We are pleased to submit this proposal and look forward to working with JVIATION on this important project. To authorize us to commence work, please sign the authorization on Page 11 of this proposal.

Sincerely,



Ted Oberlies  
Senior Vice President

cc: J. Nimry

Attachment: New MRO Tail Enclosure Area/Site Confirmation Sketch

# Ghafari Proposal # 2400180, Revision 01 for JVIATION, 20 August 2024

## Terms & Conditions and Authorization to Proceed

### PROJECT SERVICES TERMS AND CONDITIONS

Absent negotiation and execution of a "Master Services Agreement" or other similar "contract," these Terms and Conditions shall govern the project and the relationship between Ghafari Associates, L.L.C. ("Consultant") and JVIATION.

#### **1. Scope of Services**

Upon written authorization (below) or otherwise by the issuance of a Purchase Order or Notice To Proceed by an authorized representative of JVIATION, Consultant agrees, pursuant to these Terms and Conditions, to provide Professional Services ("Services") as requested by JVIATION (the "Work"), as set forth in the accompanying Proposal for Services.

#### **2. Fee/Payment Term**

Billing Rate Schedule and Reimbursable Expense Schedule are included in Consultant's proposal to which these Terms and Conditions are attached. Consultant will invoice monthly. Payment terms are NET 30 days.

#### **3. Consultant Standard of Care**

Consultant shall perform its Services consistent with the professional skill and care ordinarily provided by similar Professionals practicing in the same or similar locality under the same or similar circumstances.

#### **4. Independent Contractor**

Consultant is not an employee of JVIATION and is not entitled to wages or benefits. JVIATION shall not be responsible to make or remit any payroll deductions, or any other statutory deductions required by Federal, state or local laws or ordinances.

#### **5. Consultant Entities**

Depending on the location and nature of the Services and the Work, Consultant may provide Services through a related corporate entity. All of Consultant's corporate entities are Named Insureds on Consultant's Professional, Corporate General, Workers Compensation, and Automobile liability insurance policies.

#### **6. Confidential Information**

All information that is obtained by Consultant in the performance of its Services that is not otherwise publicly disclosed by JVIATION, shall be considered confidential and proprietary to JVIATION. Consultant will exercise reasonable effort and care not to disclose such information.

#### **7. Right to Supervise**

Consultant shall utilize its own independent judgment and discretion in the performance of the Services, without supervision by JVIATION. If the Services are to be performed at a facility owned or operated by JVIATION or JVIATION' JVIATION(s), Consultant's employees shall comply with the facility's safety requirements, to the extent such requirements are explained to Consultant's employees.

#### **8. Ownership of Work Product/Electronic Delivery**

Work product, drawings, documents, data, electronic data, etc. (collectively "Materials") prepared by the Consultant are instruments of the Consultant's Services. Consultant shall be deemed the author of these Materials and shall retain ownership, all common law, statutory and other rights, including copyright, of and in the materials.

Consultant grants JVIATION a non-exclusive, limited license to retain copies of the Materials, including reproducible copies, for use solely with respect to the particular Work. Neither JVIATION nor any third party shall use the Materials for any purpose unrelated to the Work; further, in the event the relationship between Consultant and JVIATION terminates prior to completion of the Work, Consultant's work product shall not be utilized by any subsequent consultant to complete the Work (collectively, "unauthorized use"). JVIATION shall indemnify and hold harmless Consultant from and against claims, damages, losses and expenses, including, but not limited to, attorney's fees, arising out of the unauthorized use of such materials.

The delivery of electronic data is a component of Consultant's instruments of service and is for the benefit of JVIATION for whom the services have been performed. It is Consultant's professional opinion that electronic data provides design information current as of the date of its release. Any use of this electronic data is at the sole risk and liability of the user who retains the responsibility of meeting the requirements of the Work.

Data stored in electronic format can deteriorate or be modified inadvertently or otherwise without the authorization of the data's creator; as such, information contained in Consultant's signed and sealed documents shall be deemed to be correct and superior to electronic data. Consultant makes no representations as to long term compatibility, usability, or readability of electronic data.

Reuse of electronic data without Consultant's professional involvement will be at JVIATION' and/or recipient third party's sole risk and without liability to Consultant. JVIATION and/or recipient third party shall indemnify and hold harmless Consultant, its subconsultants, agents, and employees of any of them from and against claims, damages, losses and expenses, including, but not limited to, attorney's fees, arising out of the unauthorized use of electronic data.

#### **9. Document Conflict**

These Terms and Conditions shall control the relationship between Consultant and JVIATION unless and until superseded by the execution of a Master Agreement. JVIATION expressly agrees that absent such Agreement, these Terms and Conditions shall continue in effect and, in the event of a conflict between these Terms and Conditions and another document, such as a later Purchase Order, these Terms and Conditions shall prevail.

#### **10. Indemnification**

Within the coverage limits and conditions of its insurance policies, Consultant agrees to indemnify and hold the JVIATION harmless from damage, liability or cost (including reasonable attorneys' fees and costs of defense) ("Claimed Damages") to the proportionate extent that such Claimed Damages are caused by Consultant's failure to meet the Standard of Care set forth in Section 3. Consultant shall have no upfront duty to defend the JVIATION, but shall reimburse defense costs of the JVIATION to the same extent of Consultant's indemnity obligation herein. The indemnity obligations provided under this Section shall only apply to the extent such Claimed Damages are determined by a court of competent jurisdiction, or arbitrator, to have been caused by the negligence of Consultant.

**11. Media/Marketing**

JVIATION agrees that Consultant may make take photographs, videos, etc. of the Work – before, during, and upon completion – and that Consultant may include the images and Work information in its advertisements and marketing materials. Consultant will work with JVIATION to ensure that the photographs and marketing materials do not reveal JVIATION' confidential products or processes.

**12. Dispute Resolution**

Any dispute, other than a collection matter, which cannot be settled between the Parties, will be submitted to the American Arbitration Association (“AAA”) for arbitration at a location in Wayne County, Michigan, in front of a single arbitrator appointed by the AAA. The Parties agree that arbitration by the AAA will be final and binding. The prevailing party, as determined by the arbitrator, shall be entitled to recover reasonable attorneys' fees and costs in such action.

**13. Collection Matters**

In the event Consultant prevails in a cause of action against JVIATION for non-payment, in whole or in part, of Consultant's fee, JVIATION shall reimburse Consultant for Consultant's reasonable attorneys' fees and court costs.

**14. State Law**

Any proceeding pursuant to Section 12 or 13, or proceeding in equity, shall be governed by Michigan law, without regard to conflict of laws. The Parties expressly consent to jurisdiction in Michigan.

**AUTHORIZATION**

To authorize Ghafari Associates to begin work as described in this proposal, a duly authorized representative of JVIATION shall sign and return a copy of this proposal to Ghafari.

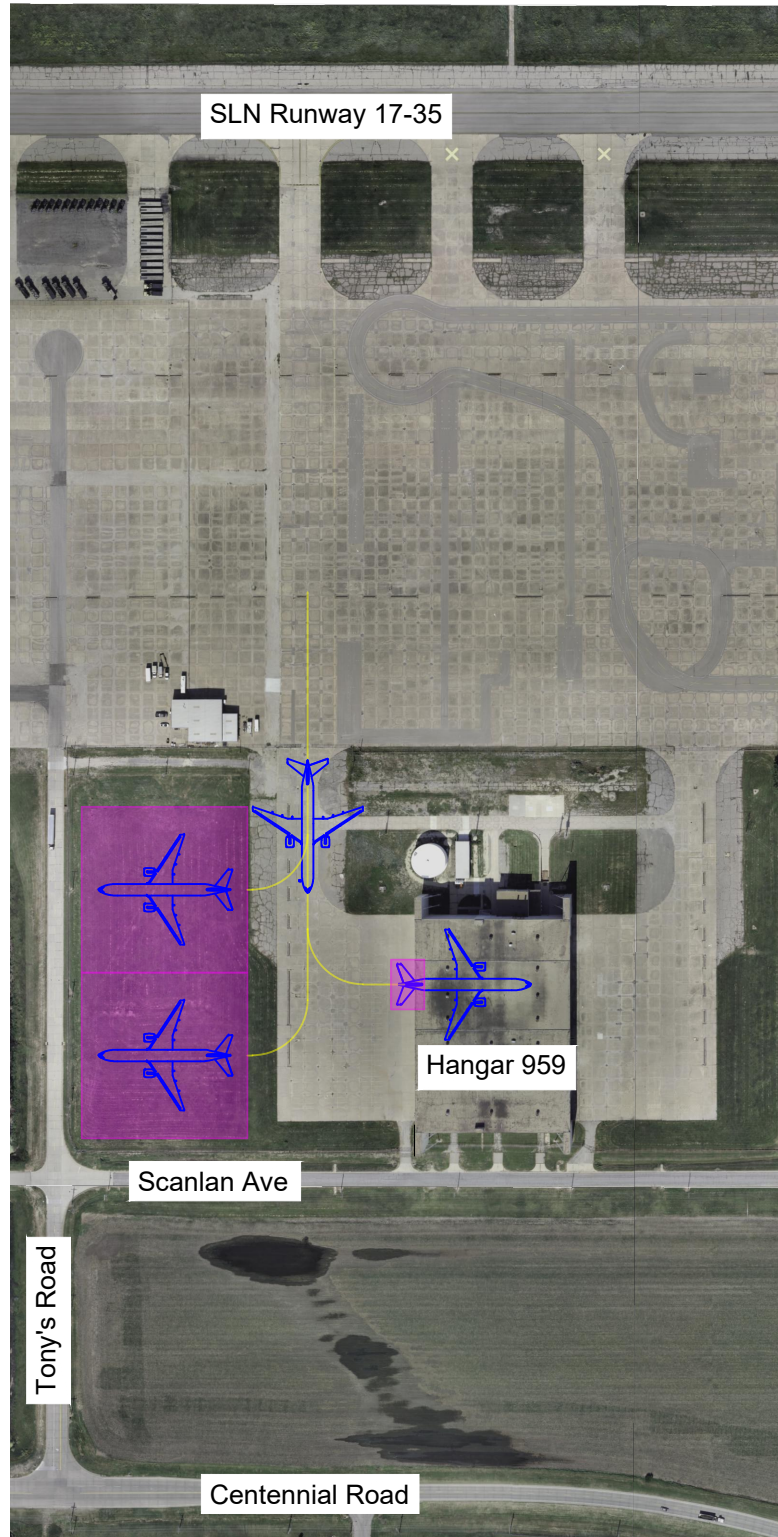
Acceptance:

I, \_\_\_\_\_, hereby agree to the Terms and Conditions and authorize Ghafari Associates, L.L.C. to proceed with the work described in this proposal. If additional authorization is required, I agree to cause to be prepared and executed any and all required documents prior to the commencement of work.

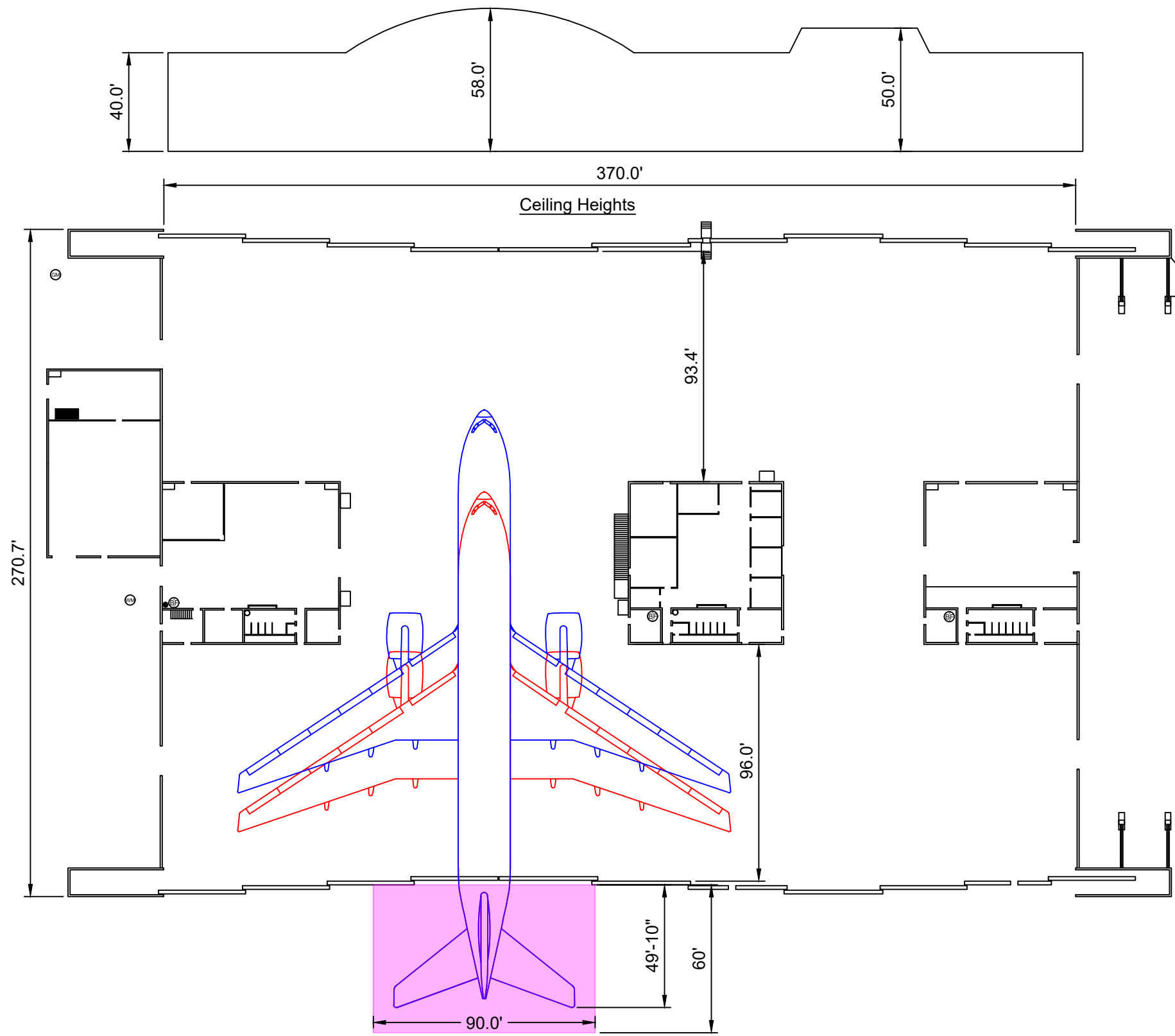
\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name      Date

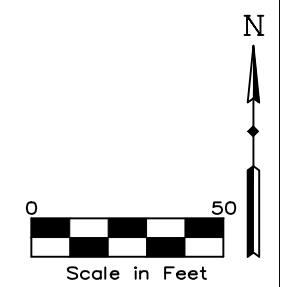


No Scale



Aircraft.....	777-200	Aircraft.....	777-300
Length.....	209'-1"	Length.....	242'-4"
Width.....	199'-11"	Width.....	199'-11"
Height.....	60'-9"	Height.....	60'-9"

Floor Plan



Drawing Number 3202-12-23



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

None : REVISIONS  
 MWC : DESIGNED BY  
 MWC : DRAWN BY  
 1" = 50' : SCALE  
 05/06/24, 12:00 : DATE

SALINA AIRPORT AUTHORITY  
 1 Vision Aviation Hangar959 777 Layout

**DATE:** October 04, 2024  
**TO:** Pieter Miller  
**FROM:** Maynard Cunningham  
**SUBJECT:** **October 16, 2024, SAA Regular Board Meeting**

## Facilities and Construction Notes

### New Projects

- **PH305 (SLN Fuel Facility Decommissioning and UST Removal)** – The bid opening was scheduled September 12, 2024, with no bids received for decommissioning and removal of the existing PH305 and underground storage tanks (UST). Dragun contacted several qualified contractors to discuss the project. Dragun will produce a revised set of plans and specs to be sent out for bids.

### Current Projects

- **Hangar 606 (1Vision Aviation) Storm Damage** – Resulting from the reported 100 mph wind gusts on May 19, 2024, a bottom chord in one of the arched roof trusses at Hangar 606 and bracing connecting to another chord were damaged. MKEC engineers provided a repair proposal for review. Hutton is reviewing and has met onsite with several subcontractors to review the project to determine structural steel shoring and mechanical system removal requirements while the repairs are being made to include in a cost proposal and schedule. The hangar space is occupiable awaiting repairs.
- **M.J. Kennedy Air Terminal Building Renovation & Expansion** – One bid was received July 24 for the terminal building renovation and expansion. The grant application was submitted to the FAA on July 31, 2024. A grant offer for the Bipartisan Infrastructure Law (BIL) - Airport Terminal Program Grant (ATP) was received August 13, 2024. SAA is awaiting a contract concurrence letter from the FAA in order to issue a notice to proceed to the contractor.
- **M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion AIP 54 (Design)** – Salina Airport Authority received a Project Initiation Letter from the FAA for the M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion design Thursday, January 11, 2024. SAA received an engineering acceptance letter from the FAA for design Sept. 11, 2024. SAA received an Initiation of Work letter from the FAA Sept. 10, 2024, for construction of the project.
- **Lavatory Cart Station (Avflight & Skywest) Design** – Earles Engineering provided a preliminary plan for the new lavatory cart station site located adjacent to the general aviation restrooms. Contract documents were received from the selected contractor, Bar S, October 3, 2024. A preconstruction meeting will be scheduled in October to start this project.
- **Hangar 606/626 (1Vision Aviation & AIM) Parking Lot Design** - Earles Engineering was selected to design a parking area south of Hangar 626 to provide parking for 1 Vision Aviation and AIM Center personnel and allow access through secure pedestrian gate entrances. T&R Construction, Dellinger Fence, and APAC were selected to complete this project. A preconstruction meeting will be scheduled in October to start this project.

- **Aviation Innovation & Maintenance (AIM) Center of Excellence at SLN (Hangar 626, Room 111)** – A punch list walkthrough was completed September 30 with Hutton, Architect One, and SAA personnel. A Temporary Certificate of Occupancy (TCO) has been issued by the City of Salina. Interior finishes are nearly complete, except for the architectural ceiling baffles, with delivery and installation being delayed. The exterior screen wall is being erected with the AIM sign scheduled to arrive in October. The paint booth and air compressor deliveries are delayed until November 2024.



- **Runway 12/30 AIP-48** – Rehabilitation of Runway 12/30 includes asphalt mill and overlay, edge lighting, lighted guidance signs, and removal of portions of excess pavement. A grant offer for Bipartisan Infrastructure Law (BIL) Airport Infrastructure Grant (AIG) funding was received August 13. SAA is awaiting a contract concurrence letter from the FAA.
- **PH305 (SLN Fuel Facility Construction) AIP 49** – American Environmental personnel continue pipefitting onsite. The canopy was erected last week. The perimeter driving lane site work is in process preparing to place the concrete. The schedule for the new fuel facility is to be operational in late October, with training provided by American Environment to Avflight and SAA personnel the first week in November.



### Special Projects

- **Schilling Project Environmental Remediation**
  - **Plume B Excavation** – Excavation of Plume B near Building 614 as part of the Schilling environmental remediation project started August 6. Excavation of approximately 8200 cubic yards of soil has been completed. Soil samples have been sent off for testing.
  - **Directed Groundwater Recirculation System (DGRS)** – Ollson has submitted 30% plans for the DGRS to KDHE awaiting review and comments. KSU-Salina, City of Salina, SAA, Dragun, and Ollson personnel participated in a site walk through October 2, 2024, to review property development since the project design began and discuss future development that may affect the DGRS design.
- **H959 (1 Vision Aviation)** – Air Discharge Analysis – Dragun and partner Environmental Partners met with 1 Vision and SAA personnel to review aircraft painting project information and tour 1 Vision sites on May 28, 2024. Material calculations indicate that 1 Vision’s annual usage is below the state regulation thresholds. Dragun has recommended approaching the state air permitting authority to discuss options for registering the minor source activities.

### Completed Projects

- **Building 1021 (Kansas Erosion, LLC) Concrete Repairs** – Jame Coy Construction completed removal and replacement of three areas of deteriorated concrete at Building 1021 Sept 13, 2024. The repairs will increase safety for the moving of materials and loading trucks.

**DATE:** October 11, 2024  
**TO:** Pieter Miller, Executive Director  
**FROM:** David Sorell  
**SUBJECT:** October Board Meeting Update

### **Airport Training:**



ARFF training was completed with two full days of live fire with the MAFT trainer which included firefighters from Salina Fire, Security Alliance Wichita, Lawrence Douglas County Fire and Med, Colby, Garden City, Sherman County Fire District #1, Wichita Airport Police and Fire. Firefighters attacked pan fires at rear of fuselage, engine fires, did entries into the fuselage to rescue crash test dummies and ARFF truck work. By bringing this training to Salina it brings SFD and SLN firefighters together for joint training. This training was tested just this month when a Jet Blue airline departed New York for San Diego and experienced possible fire in the cargo area. Salina ARFF and SFD worked together to ensure the safety of the passengers.

### **Airport Operations:**

Salina Airport Authority will be hosting AFSOC USAF training this month, soldiers will be based in hangar 600 and 509. Along with several other aircraft the MQ9 will be based at SLN during the training operation.

The MQ-9 Reaper is an unmanned aerial vehicle (UAV) developed by General Atomics. It's primarily used by the U.S. military for surveillance and targeted strikes. Here are some key features:

The MQ-9 has a wingspan of about 66 feet and can carry a payload of up to 3,750 pounds, including both sensors and weapons.

**Performance:** It can fly at altitudes up to 50,000 feet and has a range of over 1,000 nautical miles, allowing for long-duration missions.



**Sensors:** Equipped with advanced sensors, including synthetic aperture radar (SAR) and electro-optical/infrared cameras, it can provide real-time intelligence and surveillance.

**Armament:** The Reaper can be armed with various munitions, including Hellfire missiles and laser-guided bombs, making it effective for precision strikes.

**Role:** Its primary roles include reconnaissance, surveillance, and target acquisition, as well as combat operations in support of ground forces.

The MQ-9 has been a significant asset in modern warfare, offering flexibility and precision in military operations.



**DATE:** October 10, 2024  
**TO:** Pieter Miller, Executive Director  
**FROM:** Kasey L. Windhorst  
**SUBJECT:** October Board Meeting Update

### **Staffing**

Salina Airport Authority (SAA) is pleased to announce the hiring of Keegan Knox as a full-time Aircraft Rescue and Firefighting (ARFF) and Operations specialist. Knox's educational background in fire science and safety technologies from Oklahoma State University, combined with his hands-on experience, positions him as a key asset to the SAA team.

As part of the ARFF team, Knox will be responsible for maintaining the safety of the airport's operations, handling emergency situations, and ensuring operational compliance with FAA regulations. We are excited to have Keegan join our team at the end of the month.

### **Events**

#### **WIOA Conference**

The AIM Center exhibited at the Workforce Innovation and Opportunity Act (WIOA) Conference on October 1<sup>st</sup> and 2<sup>nd</sup> at Tony's Pizza Events Center (TPEC). This conference brought together workforce development professionals, educators, and business leaders from across the state, all focused on building a stronger workforce for the future.



The AIM Center booth, showcased our innovative program designed to empower individuals and prepare them for high-demand, high wage industry careers in aviation maintenance. These programs have been making a tangible difference, equipping participants with the tools to succeed in the workforce while supporting the needs of local businesses.

#### **Congressman Mann Aviation Summit**

On October 7, 2024 K-State Salina and SAA staff assisted in hosting the 2024 Aviation Summit at the Salina Regional Airport. The event brought together top aviation and aerospace leaders, industry stakeholders, and local, state, and federal leaders to discuss the future of the aviation industry in the state of Kansas. Congressman Sam Graves (MO-06), Chairman of the House

Transportation and Infrastructure Committee in the U.S. House of Representatives was in attendance and delivered remarks.

Organized in collaboration with Congressman Tracey Mann, the summit served as a platform for addressing key issues facing the aviation industry and discussing the future of air travel in the region. Discussions covered advancements in aviation technology, regulatory changes, and regional opportunities for growth in the aviation sector. The summit provided a unique opportunity for leaders to exchange insights, collaborate, and explore innovative solutions that will shape the future of aviation.



### AIM Center Ribbon Cutting

Save the date for the upcoming ribbon-cutting ceremony for the newly completed AIM Center, scheduled for Thursday, October 24th at 2:00 p.m. The event will be held at H626, marking the official opening of this cutting-edge facility designed to support innovation and growth in the aviation and aerospace industries.

The AIM Center represents a significant milestone for the Salina Regional Airport and the broader aviation community. The ribbon-cutting ceremony will feature remarks from key stakeholders and local leaders, followed by a tour of the AIM Center.

### **Event Details:**

- **Date:** Thursday, October 24th, 2024
- **Time:** 2:00 p.m.
- **Location:** H626 (2625 Arnold Court), Salina Regional Airport

### KS Apprenticeship Summit

Salina Airport Authority will host the Kansas Apprenticeship Summit on Thursday, November 21, 2024, from 9:00 a.m. to 3:00 p.m. The event will take place at Hangar H626. The summit aims to gather leaders from industry, education, and government to discuss and advance apprenticeship programs across Kansas.



The summit will feature panels and presentations focusing on the increasing importance of apprenticeships in building a skilled workforce, particularly in sectors such as aviation, aerospace, and advanced manufacturing. Attendees will have the opportunity to explore successful apprenticeship models and identify new collaboration opportunities between businesses and educational institutions.

This event is a collaborative effort between the Salina Airport Authority, 1 Vision Aviation, and the Kansas Department of Commerce. Their joint initiative underscores a commitment to strengthening the state's workforce through effective apprenticeship programs.

**Announcements**

Below are the upcoming scheduled board meetings and special board meetings through the end of the year. All board meetings will be held at Hangar H600, Room 100.

<b>Wednesday, October 16, 2024, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, October 30, 2024, 4:00 p.m.</b>	<b>Special Board Meeting</b>
<b>Wednesday, November 20, 2024, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, December 4, 2024, 8:00 a.m.</b>	<b>Special Board Meeting</b>
<b>Wednesday, December 18, 2024, 8:00 a.m.</b>	<b>Regular Board Meeting</b>