

Yours Truly

Airport Budget Presentation For Fiscal Year 19

BOAC

April 9, 2018

Highlights

- Proposed CPI Increase of 2.3 percent on Hangar and tie down rentals
- Airports' NPDES Permit now a site specific permit due to proximity to Unity Village's drinking water source
- Fifth Annual Open Airport House
- Complete the development of the Airport Marketing Plan with Creative Services
- Host fall customer tenant meeting to inform customers and tenants of planned improvements for the Airport
- Two new businesses located in Hangar 1 include an Aircraft maintenance shop (5,625 sq. ft.) and an Avionics Shop (625 sq. ft.) plus rental on one Aircraft spot.

Personnel Expansion Requests

Personnel Expansions Based on FY19 Projected Jet-A Sold Triggers:

- Additional part-time Airport Attendant Hours (starting around mid-year) from 1.26 to 1.76 based on the Airport projecting a total of 100,000 gallons of Jet-A being sold during FY19 (\$15,959).
- Additional full-time Airport Attendant in FY19 based on the Airport projecting a total of 125,000 gallons being sold during FY19 (\$23,710).

Total Airport Personnel Expansions:

1.0 FTEs in FY19 (\$39,669)

1.5 Ongoing FTE's (\$61,230)

Facility Capital Expansion Request

Expansions Based on FY19 Projected Jet-A Sold Triggers:

- Aircraft De-Ice equipment (\$10,450)

The trigger mechanism for this purchase will occur when the Airport projects selling 86,000 gallons of Jet-A during FY19. Depending on winter conditions revenues generated from this equipment would have a payback of 1 to 2 years.

- Circulating Fan for Hangar 1 (\$11,789)

This expansion will not be executed unless an additional 1,309 sq. ft. of aircraft rental space in Hangar 1 is rented above the current level during FY19 or 1,786 sq. ft. of FBO space located in Hangar 1. The payback on this equipment is tied to additional revenue generation which would cover the cost of the equipment over 1year.

- Zone Control System (\$12,373)

This expansion request will not be executed unless the Airport can rent an additional 3,183 sq.. of aircraft storage space above the current level in Hangar 1 or 3,248 sq. of FBO space located in Hangar 1. The payback on this equipment is tied to additional revenue generation which would cover the cost of the equipment over 1 year.

a

Total Airport Facility/Equipment Expansions:

Total Capital Expansion Request \$34,612

Expansion Item Request-Deice Unit

\$10,450



Circulating Fan for Hangar 1

\$11,789



Zone Control System for Pilots Lounge In Hangar 1 - \$12,373



Major Expenses (Non Internal Service)

- 100LL Aviation fuel purchases-\$297,871
- Jet Fuel Aviation fuel purchases-\$177,390
- Electricity-\$46,000
- Insurance-\$65,757

Airport Operations



Airfield Improvements

- Runway 18/36 out of service for 35-days (1st Quarter of FY19)
- Fuel sale projections are based on data and existing trends through February 2018 and expected to increase for the remaining three quarters.
- Electricity expenses adjusted due to reduced usage during runway outage and taxiway Alpha outage during construction.
- Addition of new pavement reduces need for pavement maintenance
- Mowing expense/overtime reduced for part of next fiscal year due to amount of ground affected by construction activities.

Responsibility with Runway Improvements

- Lengthening of Runway and Increase in traffic, requires faster and more efficient snow removal. Two hours per FAA 150-5220-20
- Wildlife fencing maintenance increased for the 5.5 miles of fence line to mow and maintain.
- Grading projects have increased amount of acres that will now be mowed by an estimated 40%.

FAA Expected Snow Removal Table

Snow Removal Equipment Calculations

* Data entry required

Airport Name: Lee's Summit Municipal
 Location: Lee's Summit Municipal
 *Average Annual Snow Fall: 14.1
 *Type of Airport: General Aviation
 *Annual Operations: >40,000

Time allowed for removal per AC 150/5200-30: 2 hours

Users requiring assistance or reasonable accommodation may contact the FAA Central Region at 816-329-2600
 Refer to AC 150/5220-20, Airport Snow and Ice Control Equipment, and AC 150/5200-30, Airport Winter Safety and Operations for specific guidance.

Critical Snow Removal Areas:

*Primary Runway (usually one)
 5,500 length (ft) x 100 width (ft) = 550,000 sq. ft.
 4,000 length (ft) x 75 width (ft) = 300,000 sq. ft.

*Parallel taxiway and one or two principle connecting taxiways
 5,500 length (ft) x 35 width (ft) = 192,500 sq. ft.
 4,000 length (ft) x 35 width (ft) = 140,000 sq. ft.
 3,000 length (ft) x 35 width (ft) = 105,000 sq. ft.
 length (ft) x width (ft) = 0 sq. ft.

*Terminal, Cargo, and General Aviation Aprons
 Critical apron area assumed as 1/2 of the apron.
 50 % Req' x 425 length (ft) x 371 width (ft) = 78,838 sq. ft.
 50 % Req' x 448 length (ft) x 136 width (ft) = 30,464 sq. ft.
 50 % Req' x 530 length (ft) x 391 width (ft) = 103,615 sq. ft.
 50 % Req' x length (ft) x width (ft) = 0 sq. ft.
 50 % Req' x length (ft) x width (ft) = 0 sq. ft.

Other critical areas (ie. emergency or ARFF access roads)
 length (ft) x width (ft) = 0 sq. ft.
 length (ft) x width (ft) = 0 sq. ft.
 length (ft) x width (ft) = 0 sq. ft.

Total Area: 1,500,417 sq. ft.

*Snow Depth (in): 3
 *Snow Density (lbs/cu ft): 25

Tons of Snow: 4,688 tons

Rotary Plow
 *Rotary Plow Efficiency %: 70
 Minimum Rotary Plow snow removal rate: 3,348 tons/hr

Displacement Plow
 *Operating Speed (mph): 20
 *Plow Efficiency %: 75
 *Plow Cutting Angle (degrees): 30

Effective Blade Length (ft) Required: 9.5 ft.
 Actual Blade Length (ft) Required: 11.0 ft.

Snowfall Maps can be found here:
 Iowa: <http://www.hprcc.unl.edu/wrcc/states/ia.html>
 Kansas: <http://www.hprcc.unl.edu/wrcc/states/ks.html>
 Missouri: <http://www.hprcc.unl.edu/wrcc/states/mo.html>
 Nebraska: <http://www.hprcc.unl.edu/wrcc/states/ne.html>

Eligible Items: Max Quantity Size
 Rotary Plow: 6 3,348 tons/hr Total
 Displacement Plow: 12 11 ft. Total
 Sweeper: 1
 Hopper Spreader: 1
 Front End Loader: 0

Class 1 (up to 600 tons/hr, 50' casting distance)
 Up to 2 times the # of snow blowers (displacement plows should have equal capacity as max rotary plow capacity)
 1 Sweeper per 750,000 sq. ft. of pavement (rounded up)
 1 Hopper Spreader per 750,000 sq. ft. of pavement
 1 Front End Loader per 500,000 sq. ft. of critical apron space

- Refer to Figure 2-6 AC 150/5220-20 for GVW & HP rating @ carrier vehicles.
 - Refer to AC 150/5220-20, Chapter 6, Paragraph 38 for minimum equipment requirements at Commercial Service and General Aviation airports.

This program assumes at least 15" annual snow fall. Rev Date: 03-22-2010

New Visitors to the Airport



Citation 750



Lear 40



Phenom 300



BeechJet 400

New Visitors to the Airport

- Increased usage of Airport resulting in a increase in jet fuel sales, over-night hangar storage fees, and other services
- Wider range of traffic that can use the Airport on a regular basis.
- Greater interest by private entities wanting to develop aviation facilities on/or adjacent to the Airport.

Marketing

We Have to Provide the Entire Package

- **Runway/Taxiway Improvements:**
 - Runway Length/Width
 - Grooved Runway Surface
- **Airport Facilities:**
 - Modern Terminal Building
 - Hangar for Storage
 - Adequate Fuel Farm
- **Service:**
 - Professional Line and Customer Service
 - Concierge Service
 - Modern Ground Support Equipment
- **Airfield Maintenance**
 - Dedicated Airport Facility Maintenance staff
 - Perform Snow Removal
 - Grounds Maintenance operations



Marketing

- **Attending NBAA(National Business Aircraft Association) Conference Nov. 2018.**
- **NBAA Schedulers and Dispatchers Conference Feb. 2018.**

- **Direct Mailing**
- **Surveys**
- **Advertising on Industry Websites**
- **Digital Targeting**
- **Radio Ads with the Royals**

LEE'S SUMMIT *At a Glance*

Lee's Summit is located 16 miles southeast of downtown Kansas City and is one of the fastest growing communities in the state of Missouri with a population of more than 96,000.

Lee's Summit Municipal Airport serves as a regional asset to businesses and patrons in Eastern Jackson County, Missouri and beyond. The airport can accommodate corporate jets capable of reaching the east and west coasts without stopping to refuel. It also provides quick and easy access to the following:

- downtown Kansas City and surrounding suburbs
- Truman Sports Complex, home of the Kansas City Chiefs and Royals
- shopping and entertainment venues
- hotel and dining options
- interstates and highways that connect in all directions
- a thriving business hub with corporations such as Cerner, Hallmark and more!



LS MUNICIPAL AIRPORT LEE'S SUMMIT

THE NEW GATEWAY TO THE KANSAS CITY METRO

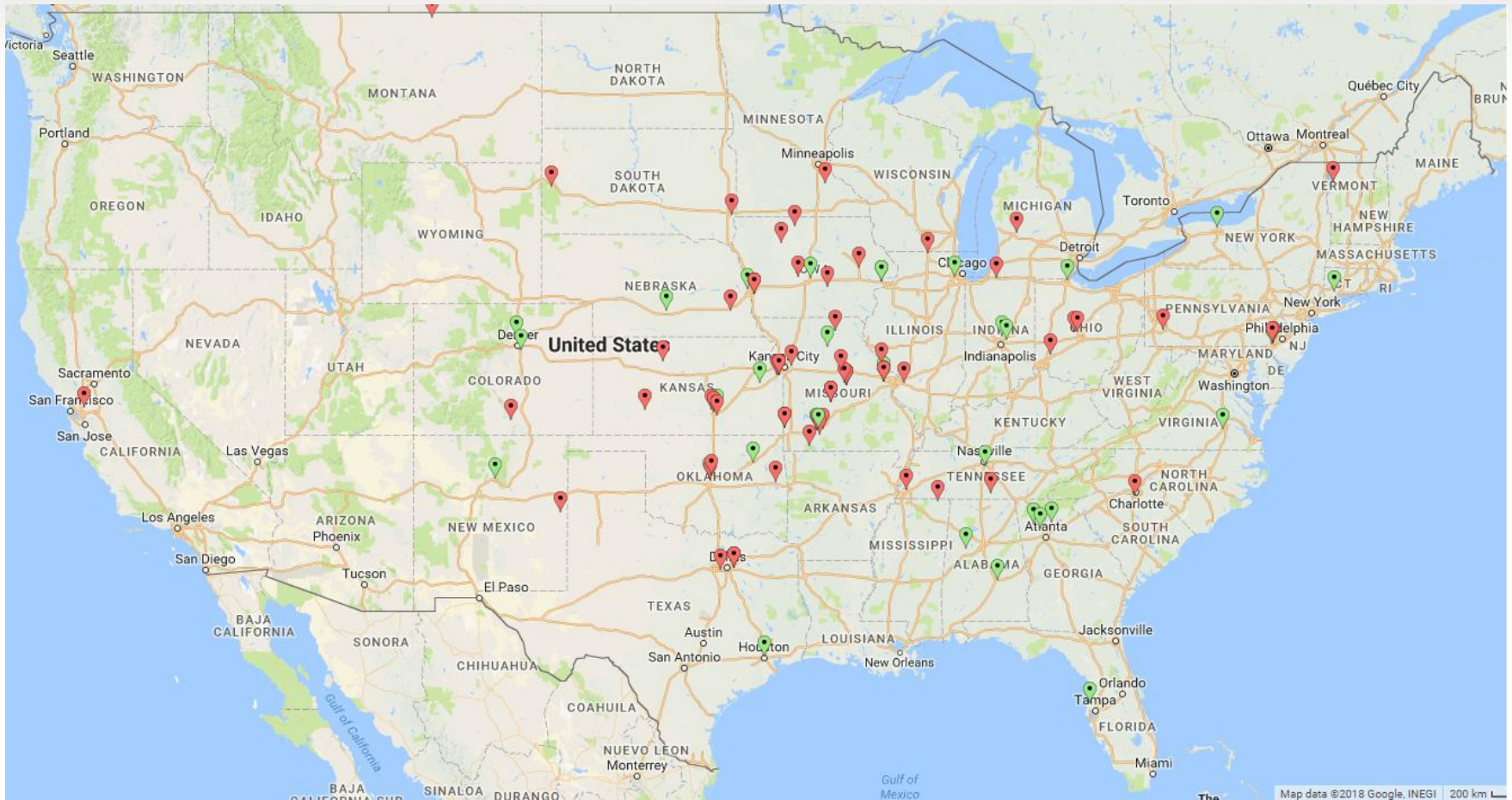
- 5,501 ft. grooved runway • Easy access to Kansas City • 40,000 sq. ft. indoor heated hangar
- 4,000 ft. crosswind runway • Full service FBO
- Fuel volume discounts • Full-time concierge service • Pilots lounge • Crew cars



Lee's Summit Municipal Airport - LXT | LSairport.net | 816.969.1800
2751 NE Douglas Street, Lee's Summit, Missouri

Transient Customers who Purchased Fuel

1-1-18 thru 3-27-18

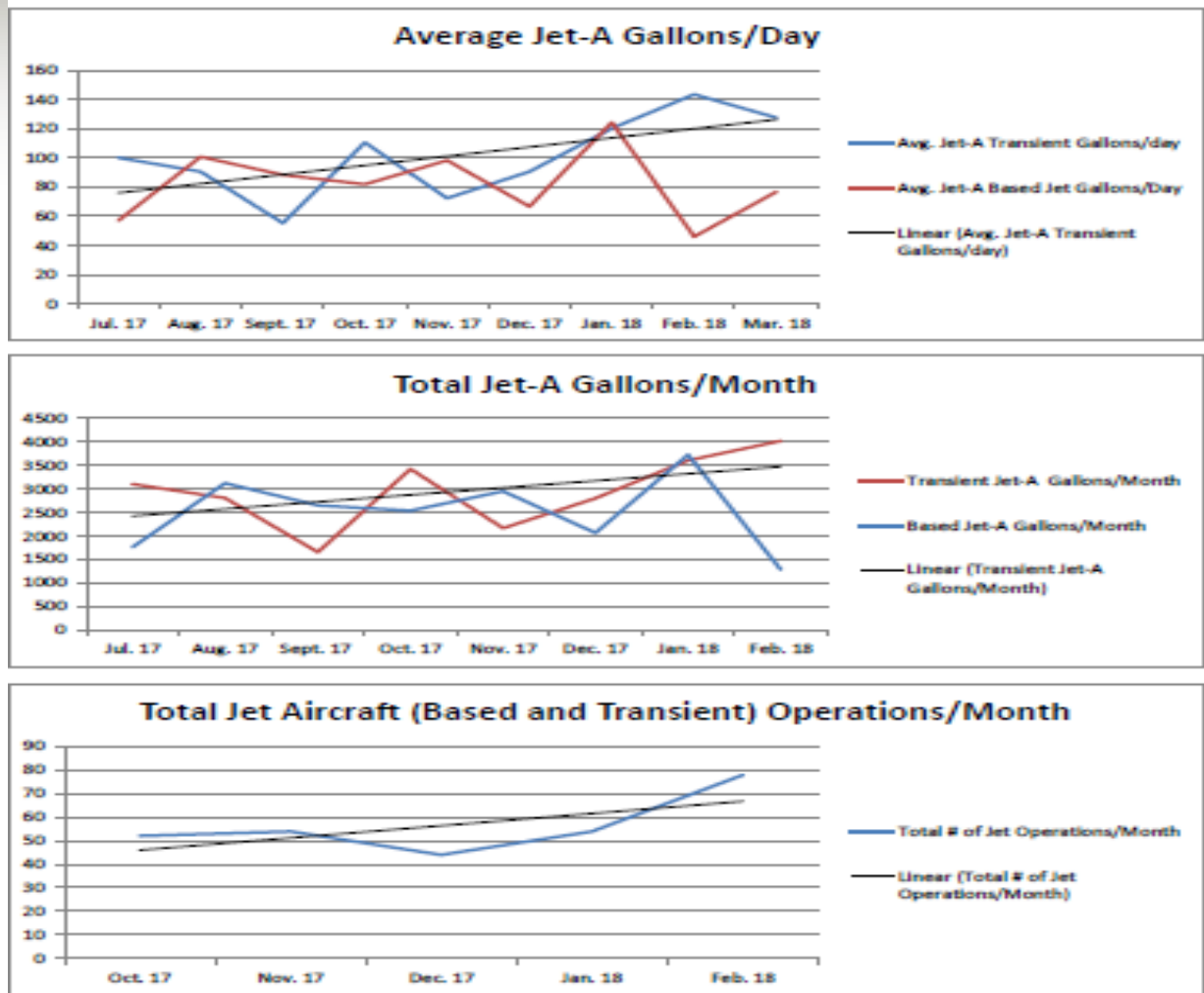


Hangar 1 Update



- 2nd level has four offices- One rented, second rental pending
- Hangar capable of housing up to 13 aircraft
- Two FBO Operators currently leasing space in Hangar 1
- Pending rental of space to two operators with jet aircraft

Jet Fuel Sales Trend Since July 2017



Yours Truly

Questions and Recommendation of Airport Budget FY19

AIRPORT CAPITAL IMPROVEMENTS

FY19 Airport Capital Improvement Program

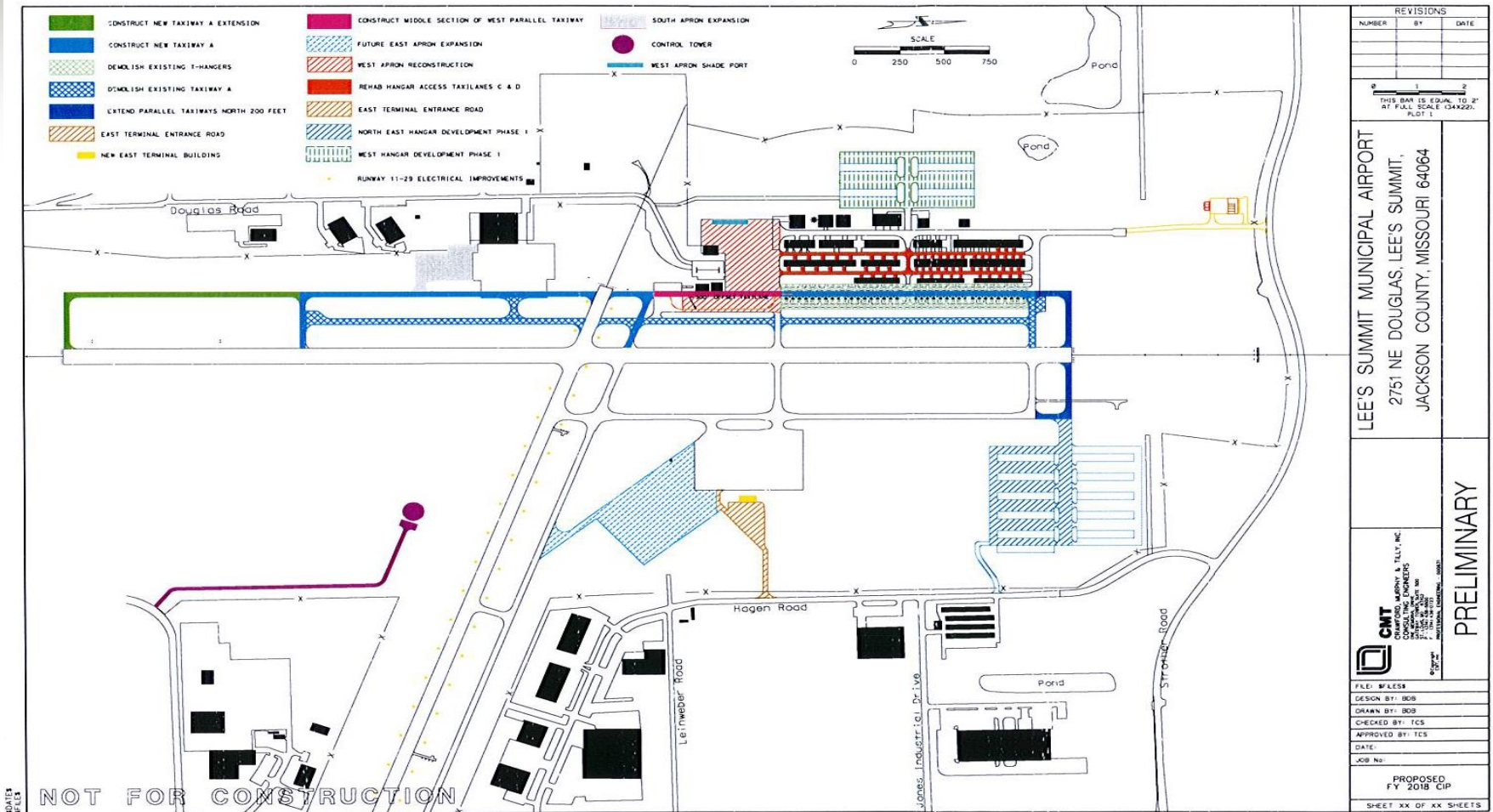
DRAFT - Proposed FY19 Airport CIP LOCAL FUNDING ONLY				8/14/2018																
Federal/State Project Participation				Activity Number	Act's Unit	CIP Total Lifetime Budget	Prior Years	Prior Year 17	Prior Year 18	2019	2020	2021	2022	2023	OUT YEARS	TOTAL COST	TOTAL LOCAL	Local	Notes	
1	Land Acquisition of AIP Properties Phase 2			200211	321.85750444	\$ 5,500	\$ 5,000	\$ 500		\$ 43						\$ 5,543	\$ 277	5%	Includes North acquisition (and NOT South Acquisition Reserve)	
2	Land Acquisition of AIP Properties Phase 3									\$ 14	\$ 71					\$ 85	\$ 4	5%	Acquisition + Downer in 2019 and FY's in 2020	
3	Earthwork for Runway 18-36 and West Parallel Taxiway Extension			143211	321.85750444		\$ 8,317									\$ 8,317	\$ 435	5%	Work completed. Waiting for Final Project closure	
4	FAA Review and Testing for NewAid Relocation			327321	321.85750444		\$ 557									\$ 557	\$ 28	5%	Work completed. Waiting for Final FAA accounting	
**	Airport Entrance Road Relocation			16932172	321.85750444		\$ 848									\$ 848	\$ 51	5%	Includes 895,453 in grants and \$41,457 in local funds + \$504,939	
5	Construct Pavement for Runway 18-36			16932172	321.85750444	\$ 11,085	\$ 2,040	\$ 6,585								\$ 8,005	\$ 450	5%	FY18/19 - Reached notice of 186 for \$6,000 and AAA for \$,32198	
5	Perimeter Fencing Phase II			16932172	321.85750444		\$ 42	\$ 188								\$ 250	\$ 13	5%	FY18/19 - Reached notice of 186 for \$6,000 and AAA for \$,32198	
5	Grade North Safety Area			16932172	321.85750444		\$ 250	\$ 750								\$ 1,000	\$ 50	5%	FY18/19 - Reached notice of 186 for \$6,000 and AAA for \$,32198	
5	Extend Runway 18-36 North End			16932172	321.85750444		\$ 307	\$ 938								\$ 1,235	\$ 62	5%	FY18/19 - Reached notice of 186 for \$6,000 and AAA for \$,32198	
6	Construct Pavement for Taxiway Alpha			17432172	321.85750444	\$ 6,474	\$ 838	\$ 605	\$ 263							\$ 1,684	\$ 84	5%	11/2/17 - CC approved 186 for \$6,240 & AAA for \$488	
6	Extend North Parallel Taxiway			17432172	321.85750444	\$ 761	\$ 152		\$ 27							\$ 179	\$ 9	5%	11/2/17 - CC approved 186 for \$6,240 & AAA for \$488	
7	Update Airport Business and Master Plans			4432172	321.85750444	\$ 600		\$ 400		\$ 15	\$ 15	NP777				\$ 430	\$ 41	10%		
8	Site Development - Northeast Side			17232172	321.85750444	\$ 2,480			\$ 60	\$ 288						\$ 348	\$ 35	10%	Site work only, does not include hangars	
9	Site Development - East Side			47732172	321.85750444	\$ 2,120				\$ 51	\$ 214					\$ 265	\$ 27	10%	Site Work only. Includes entrance road, turn, parking, flag road, WBS.	
10	Construct Middle Section of West Parallel Taxiway Alpha			16832172	321.85750444	\$ 426				\$ 8	\$ 60					\$ 47	\$ 3	5%	Now Includes demo of apron, terminal, and fuel tanks.	
11	Rehabilitate Hanger Taxiways Charlie and Delta			44132172	321.85750444	\$ 952				\$ 15	\$ 118					\$ 133	\$ 11	10%		
12	West Apron Reconstruction			32832172	321.85750444	\$ 3,000							\$ 60	\$ 109		\$ 169	\$ 17	10%		
13	South Apron Expansion			47832172	321.85750444	\$ 1,200							\$ 24	\$ 40	\$ 87	\$ 151	\$ 11	10%		
14	Rehabilitate Airfield Lighting Runway 11/29 and Taxiway Bravo			44632172	321.85750444	\$ 503								\$ 5	\$ 45	\$ 50	\$ 5	10%		
15	Control Tower				321.85750444											\$ 541	\$ 541	\$ 54	10%	
16	Approach Lighting System (ALS) RW 18				321.85750444											\$ 59	\$ 59	\$ 4	10%	
	SUBTOTAL						\$ 18,353	\$ 9,931	\$ 350	\$ 420	\$ 375	\$ 118	\$ 84	\$ 154	\$ 752	\$ 30,537	\$ 1,624	5%		
Locally Funded Projects				Activity Number	Act's Unit	CIP Total Lifetime Budget	Prior Years	Prior Year 17	Prior Year 18	2019	2020	2021	2022	2023	OUT YEARS	TOTAL COST	TOTAL LOCAL	Local	Notes	
A	Construct Replacement T-hangars (southwest corner)			47632185	321.85750444	\$ 3,000			\$ 2,000	\$ 570						\$ 2,770	\$ 2,770	100%	End December 1, 2017	
B	New Fuel Farm Facility			17832172	321.85750444	\$ 1,631			\$ 325		\$ 1,555					\$ 1,880	\$ 1,880	100%	Council Agenda on 12/21 Under Design	
C	Mill and Overlay Hanger Taxiways Charlie and Delta								\$ 288							\$ 288	\$ 288	100%		
D	New Airport Equipment Maintenance/Storage Facility			17732172	321.85750444	\$ 602			\$ 150		\$ 544					\$ 694	\$ 694	100%		
E	Expand Hanger 1 Parking Lot								\$ 100							\$ 100	\$ 100	100%		
EE	Airport Planting and Zoning								\$ 30							\$ 30	\$ 30	100%		
F	New Terminal Building			17932172	321.85750444	\$ 1,100				\$ 283	\$ 817					\$ 1,100	\$ 1,100	100%		
G	New Fuel Self Service Facility											\$ 450				\$ 450	\$ 450	100%		
H	West Apron Shade Ports			44332172	321.85750444	\$ 945							\$ 500			\$ 500	\$ 500	100%		
	SUBTOTAL OF LOCALLY FUNDED						\$ -	\$ -	\$ 2,525	\$ 1,138	\$ 1,838	\$ 1,811	\$ 500	\$ -	\$ -	\$ 7,812	\$ 7,812	100%		
	GRAND TOTAL						\$ 18,353	\$ 9,931	\$ 2,875	\$ 1,558	\$ 2,213	\$ 1,929	\$ 584	\$ 154	\$ 752	\$ 38,349	\$ 9,436	25%		

Purple Text = Funded and under way

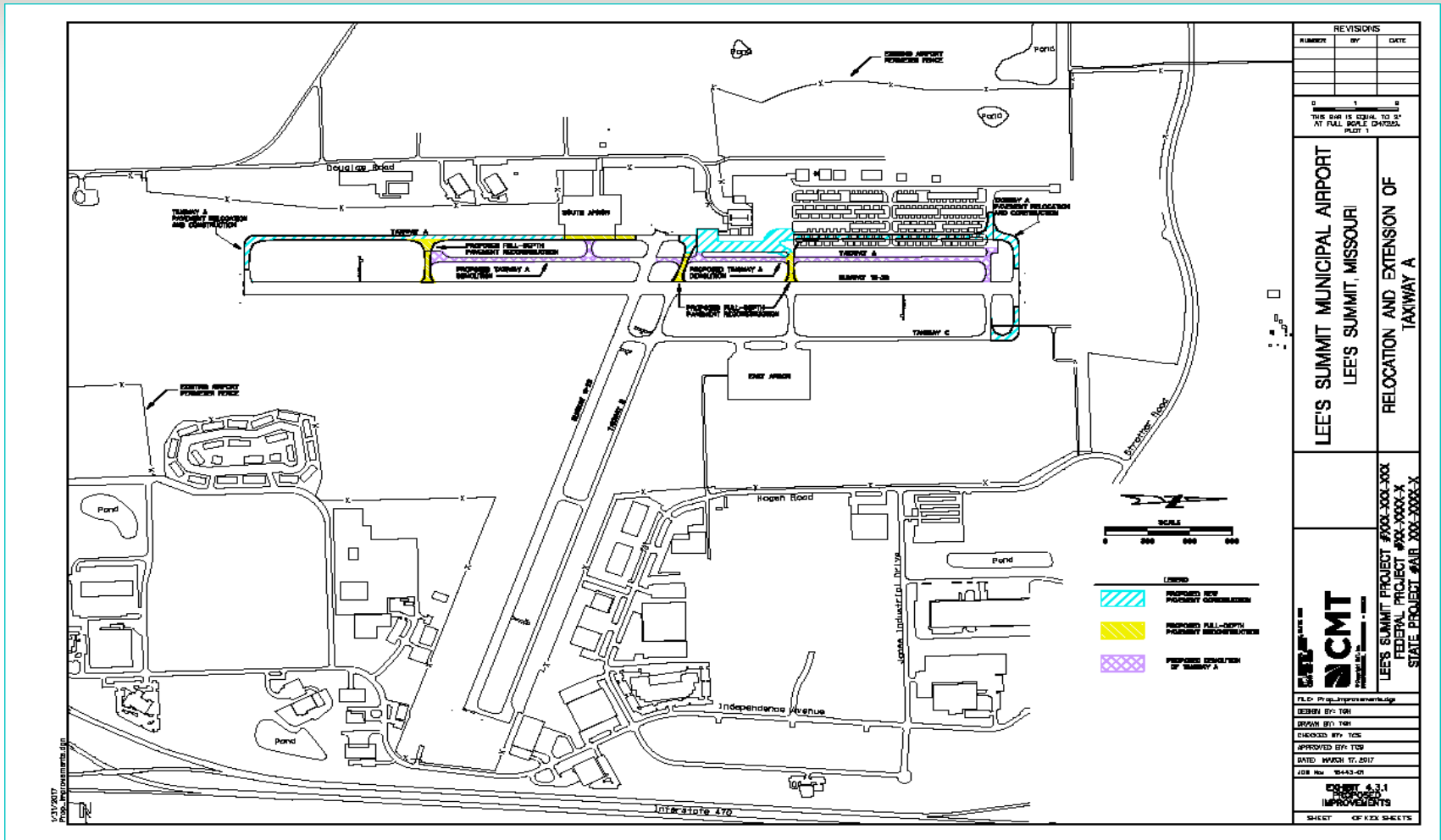
Yellow Shading = Discuss with MoDOT

Red Text = New Projects in FY-19

Airport CIP



Taxiway A Project Impact



NW Quadrant Hangar Project



Airport CIP Projects

- Completion of reconstruction and lengthening of Taxiway Alpha that began in FY18-\$6.7 mil- Local share \$318,000 -Federal and State participation
- The removal of seven hangar buildings that housed 49 aircraft. Part of Taxi Alpha project, loss of 68 rental units
- Requested Federal and State funding to begin the development of a new Master Plan and Business Plan over a period of several fiscal years to replace the current Master Plan that will be 20-years old estimated cost \$700,000
- Complete the acquisition of aviation easements on the South Runway Protection Zone (RPZ)-\$850,000- - Federal and State participation
- Begin Phase 3 Land Acquisition-\$1.7 mil, FY19 \$320,000 eligible - Federal and State participation

Airport CIP Projects

- Site Development-Northeast Side-3.4 mil project-FY19 2.8 mil - Federal and State participation
- Begin the design phase for the middle section of Taxiway Alpha development-1.3 Mil project-FY19 \$155,000 - Federal and State participation
- Begin the first phase of the design for site development of the east Side Terminal Area Site Development-\$2.6mil, /FY19 \$510,000 - Federal and State participation
- Expand Hangar 1 Automotive parking area to accommodate users and businesses using this facility-\$100,000 no federal or state dollars
- Begin the design phase for a new Airport Equipment Maintenance/Storage Facility-\$694,000 project. Design in FY19 \$150,000- no federal or state dollars
- Cost to perform Rezoning of Airport- FY19 \$30,000- no federal or state dollars
- Mill and Overlay Hangar Taxi lanes Charlie and Delta-\$288,000- no federal or state dollars