

# Salina Airport Authority Board of Directors Regular Meeting

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NOVEMBER 16, 2022



Call to order and determine  
that a quorum is present and  
confirm that the meeting  
notice has been published

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KENT BUER, CHAIRMAN

# Recognition of guests

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KENT BUER, CHAIRMAN

# Additions to the agenda and agenda overview

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TIM ROGERS, A.A.E.

# Agenda Review

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- Consideration of a 3-year financial statement audit engagement with Adams Brown.
- Consideration of Lease Assignments for Salina Mini-Storage, L.P.
- Salina Area Chamber of Commerce workforce recruitment update.
- Status report of the Former Schilling AFB Project.
- Review 2023 property/liability insurance renewals.
- Consideration of the 2023 Operating Plan and Budget.
- Review and discussion of candidates for appointment to the Salina Community Economic Development Organization board of directors.

Approval of the minutes of the October 19, 2022 regular board meeting and minutes of the November 2, 2022 special board meeting.

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KENT BUER, CHAIR

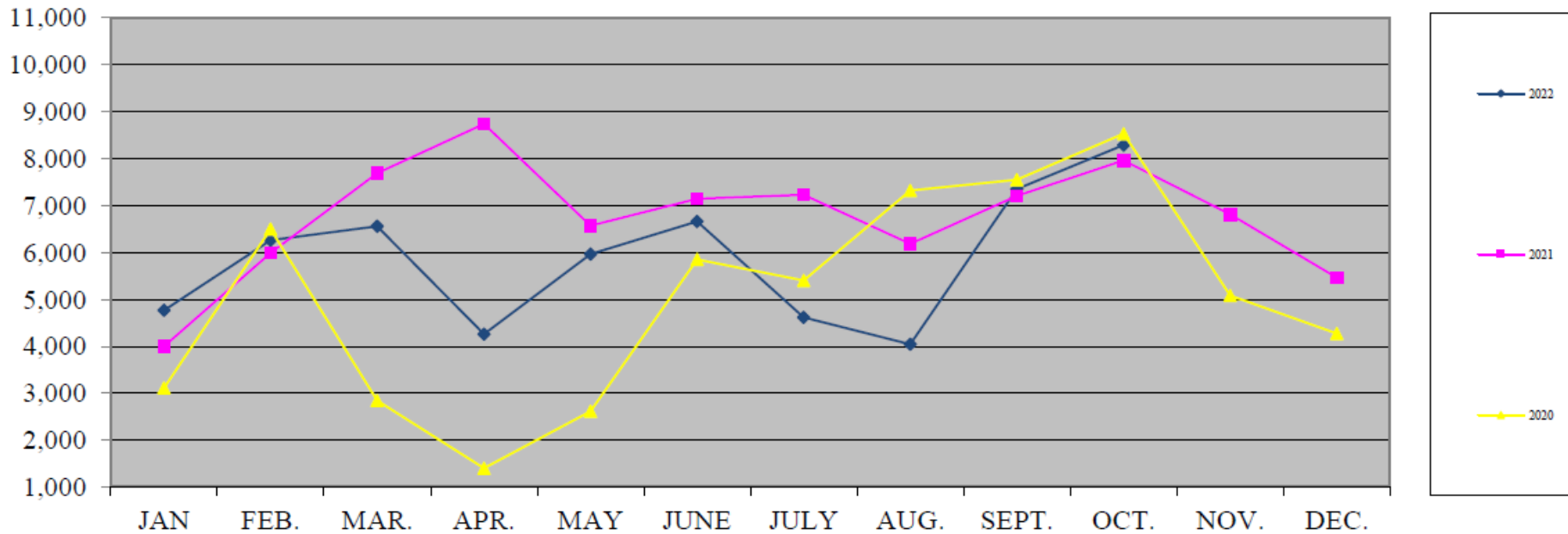
# Review of Airport Activity and Financial Reports for the month ending October 31, 2022

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TIM ROGERS, A.A.E.

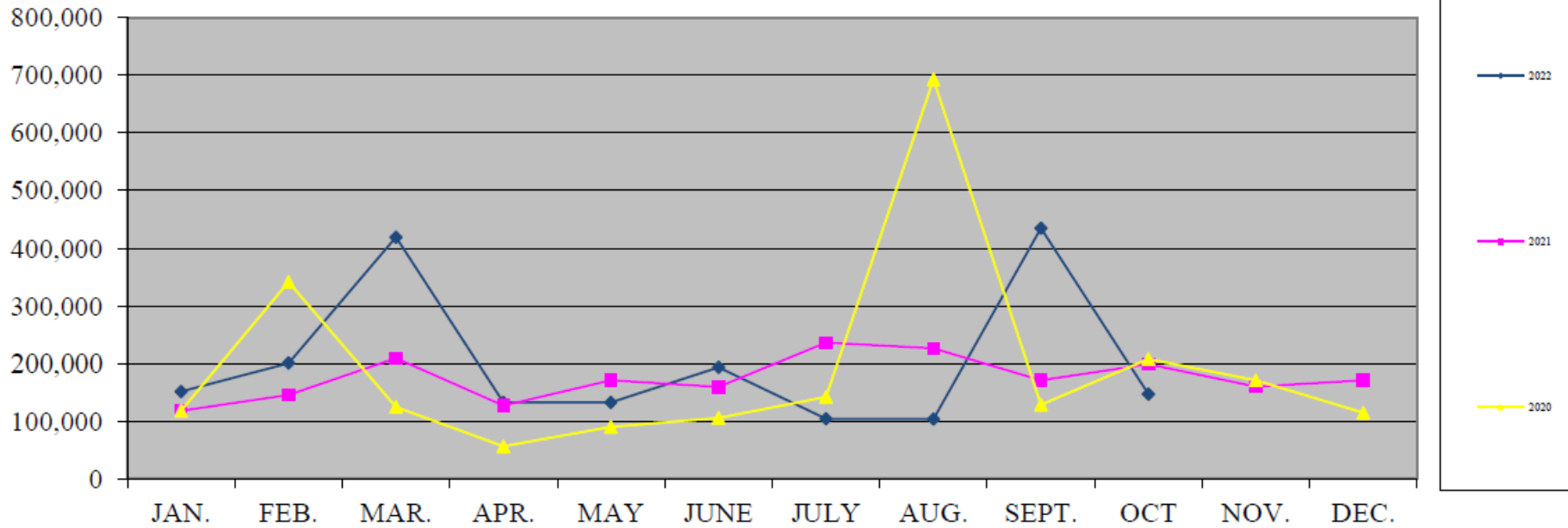
SHELLI SWANSON, C.M.

# Air Traffic

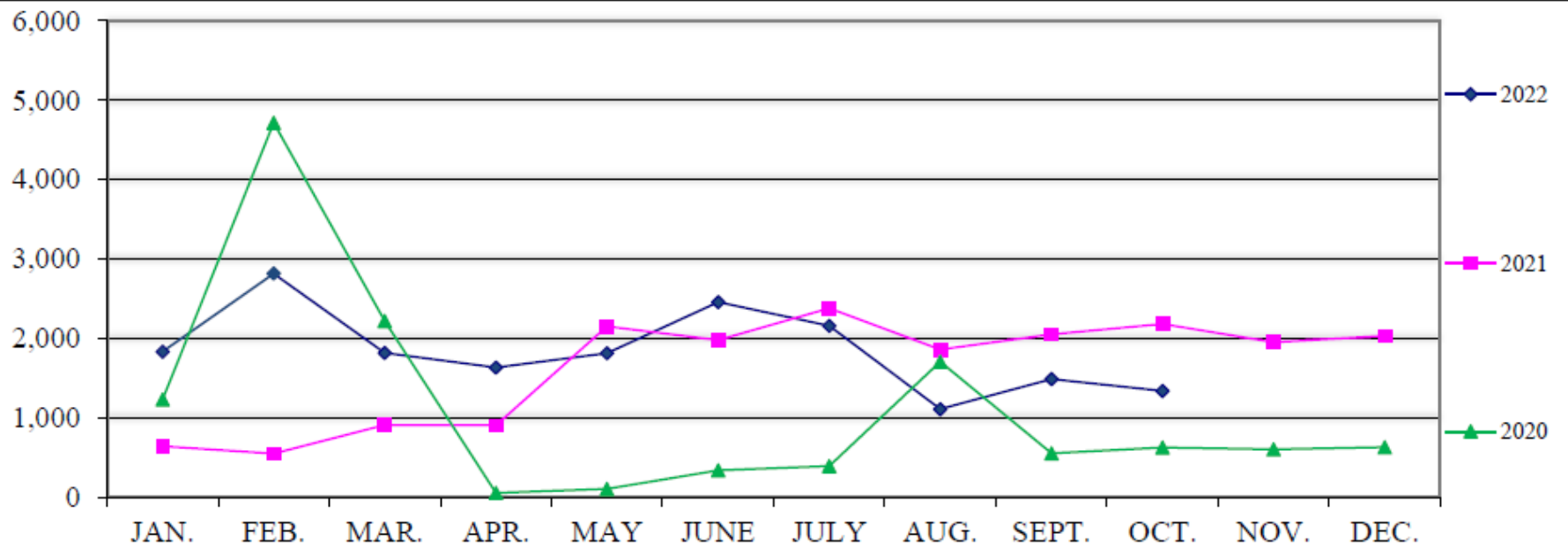


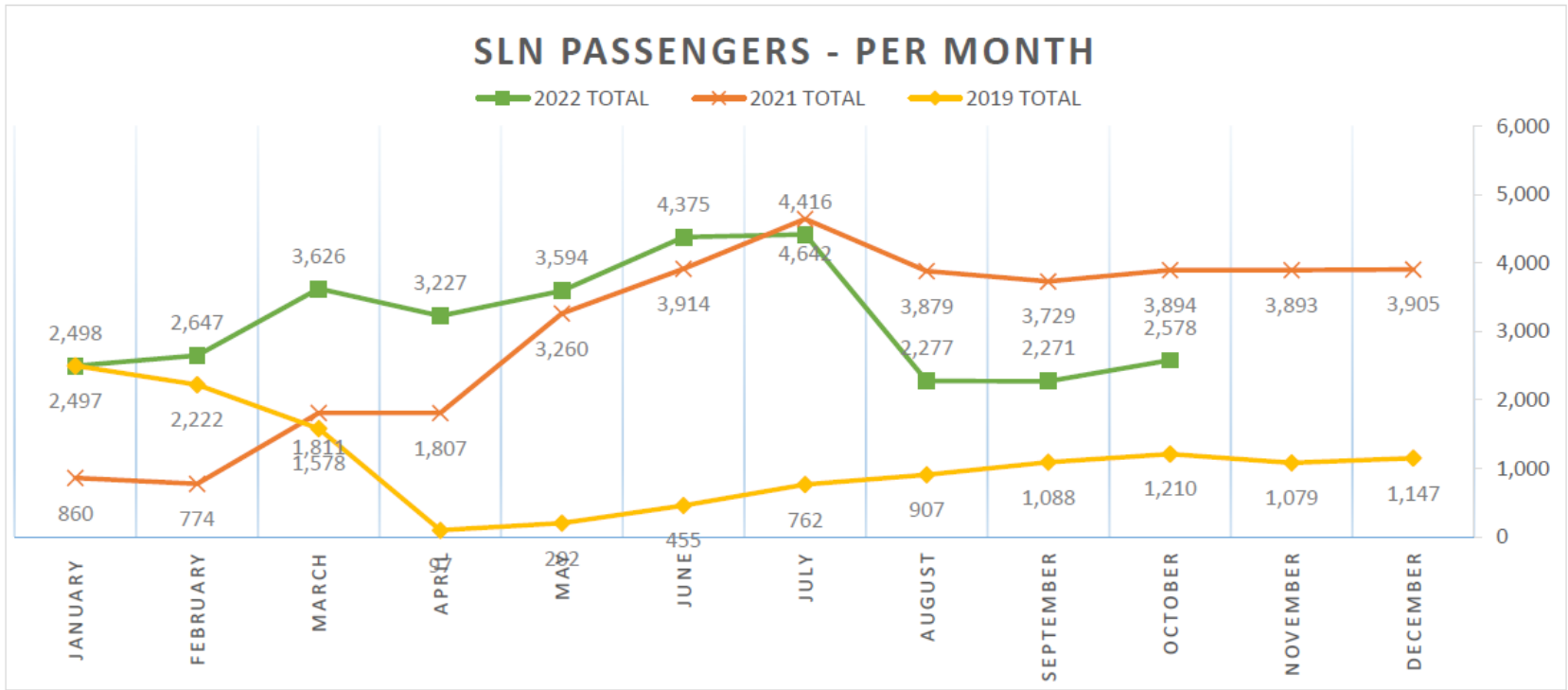


# Fuel Flowage



# Enplanements





\* Per Pax subsidy based on prior 12 months

**\$84.21**

\* Subsidy amount based on \$275,848/month

\* Total passengers - the total of enplaned and deplaned passengers at SLN

\* Passenger numbers reported are unaudited by SKW and subject to change

Effective 11/01/22				
Flight #	Departure	From	To	Arrival
<b>ORD 5036</b>	11:10 a.m.	ORD (Chicago)	HYS (Hays)	1:20 p.m.
	1:50 p.m.	HYS (Hays)	SLN (Salina)	2:34 p.m.
	3:04 p.m.	SLN (Salina)	ORD (Chicago)	5:07 p.m.

Flight #	Departure	From	To	Arrival
<b>DEN 5077</b>	2:09 p.m.	DEN (Denver)	SLN (Salina)	4:38 p.m.
	5:08 p.m.	SLN (Salina)	HYS (Hays)	5:58 p.m.
	6:28 p.m.	HYS (Hays)	DEN (Denver)	6:56 p.m.

12/15/22 through 12/17/22				
Flight #	Departure	From	To	Arrival
<b>ORD 5036</b>	9:00 a.m.	ORD (Chicago)	HYS (Hays)	11:18 a.m.
	11:48 a.m.	HYS (Hays)	SLN (Salina)	12:33 p.m.
	1:03 p.m.	SLN (Salina)	ORD (Chicago)	2:55 p.m.

Flight #	Departure	From	To	Arrival
<b>DEN 5077</b>	2:13 p.m.	DEN (Denver)	SLN (Salina)	4:36 p.m.
	5:06 p.m.	SLN (Salina)	HYS (Hays)	5:50 p.m.
	6:20 p.m.	HYS (Hays)	DEN (Denver)	6:41 p.m.

12/1/22 through 12/14/22				
Flight #	Departure	From	To	Arrival
<b>ORD 5036</b>	7:10 a.m.	ORD (Chicago)	HYS (Hays)	9:20 a.m.
	9:50 a.m.	HYS (Hays)	SLN (Salina)	10:34 a.m.
	11:04 a.m.	SLN (Salina)	ORD (Chicago)	1:07 p.m.

Flight #	Departure	From	To	Arrival
<b>DEN 5077</b>	2:09 p.m.	DEN (Denver)	SLN (Salina)	4:38 p.m.
	5:08 p.m.	SLN (Salina)	HYS (Hays)	5:58 p.m.
	6:28 p.m.	HYS (Hays)	DEN (Denver)	6:56 p.m.

12/18/22 through 12/31/22				
Flight #	Departure	From	To	Arrival
<b>ORD 5036</b>	11:55 a.m.	ORD (Chicago)	HYS (Hays)	2:13 p.m.
	2:43 p.m.	HYS (Hays)	SLN (Salina)	3:28 p.m.
	3:58 p.m.	SLN (Salina)	ORD (Chicago)	5:50 p.m.

Flight #	Departure	From	To	Arrival
<b>DEN 5077</b>	2:13 p.m.	DEN (Denver)	SLN (Salina)	4:36 p.m.
	5:06 p.m.	SLN (Salina)	HYS (Hays)	5:50 p.m.
	6:20 p.m.	HYS (Hays)	DEN (Denver)	6:41 p.m.

# October 2022 Market Review

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Salina Regional Airport




US passenger enplanements were up nearly 17% on a year-over-year basis for June 2022, the most recent month reported

### June 2022 US Airline Traffic Data




**June 2022  
Passenger Enplanements,  
Domestic & International**

**70.9**  
Million\*

 **-0.1%**  
from previous  
month\*

 **16.7%**  
from same month  
previous year

 **-9.0%**  
from same month  
before COVID-19

\*seasonally adjusted

The US average domestic air fare increased 22% year-over-year in the second quarter of 2022

## 2Q 2022 US Domestic Airfare Data

### US Average Domestic Fares

From 1Q 2022  +17.4%  
From 2Q 2021  +22.0%

### SLN Average Domestic Fares

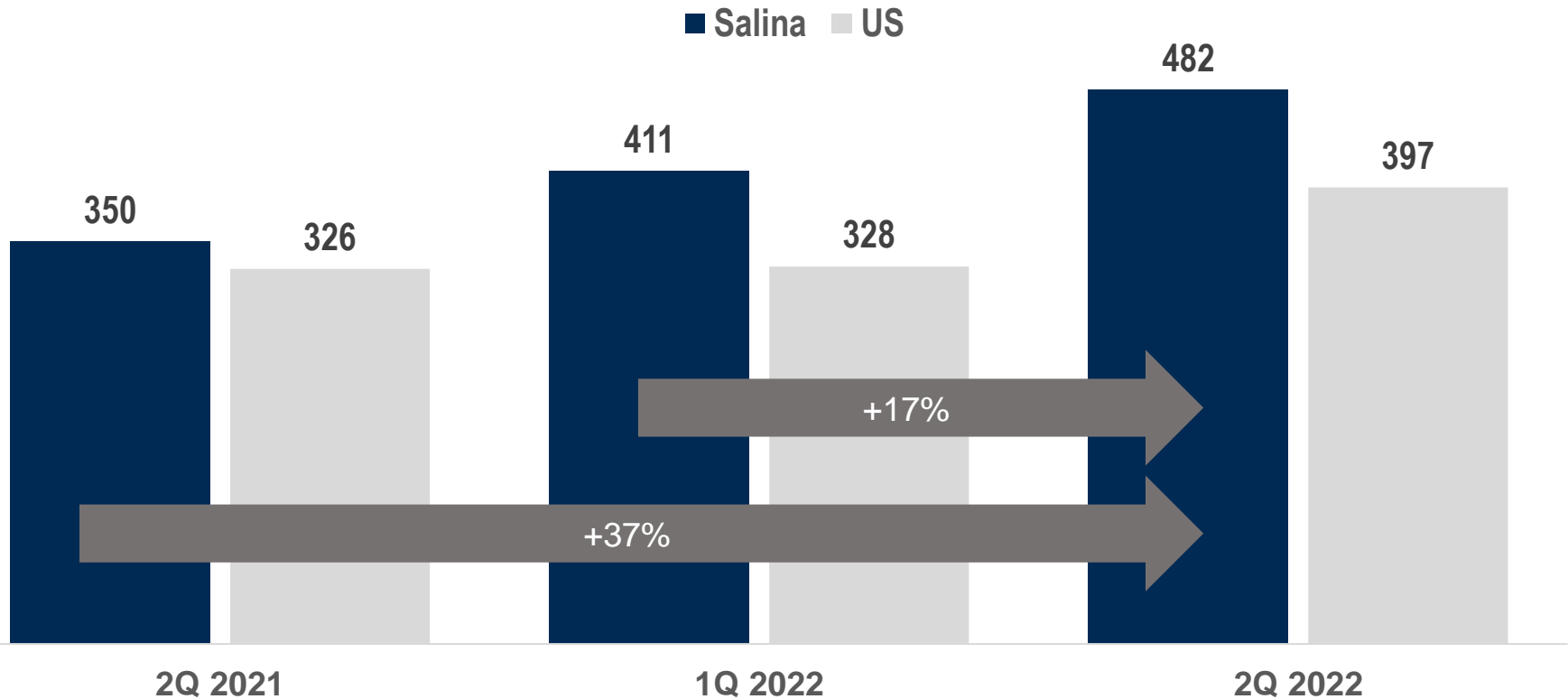
From 1Q 2022  +17.2%  
From 2Q 2021  +37.7%



SLN's average domestic air fare increased 37% year-over-year in the second quarter of 2022

**Average Roundtrip Domestic Fare Comparison – SLN vs. US**  
 Quarterly Comparison

→ It should be noted that the average Length of Haul varies between the National Average and SLN

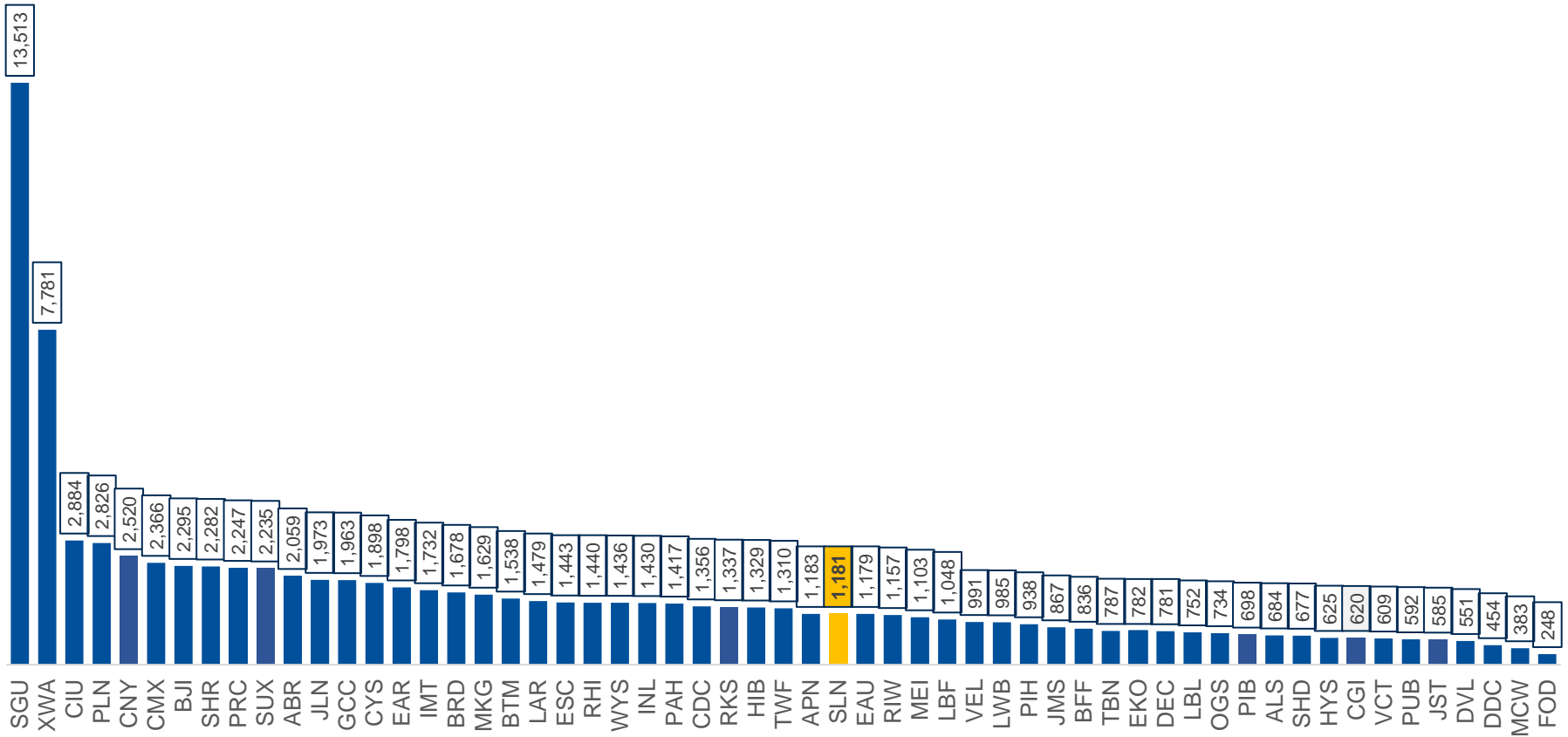




For September 2022, Salina recorded 1,181 TSA screenings, placing it 31<sup>st</sup> of the 57 prorate markets shown, or within the third quartile

### September 2022 TSA Throughput in SkyWest Prorate Markets

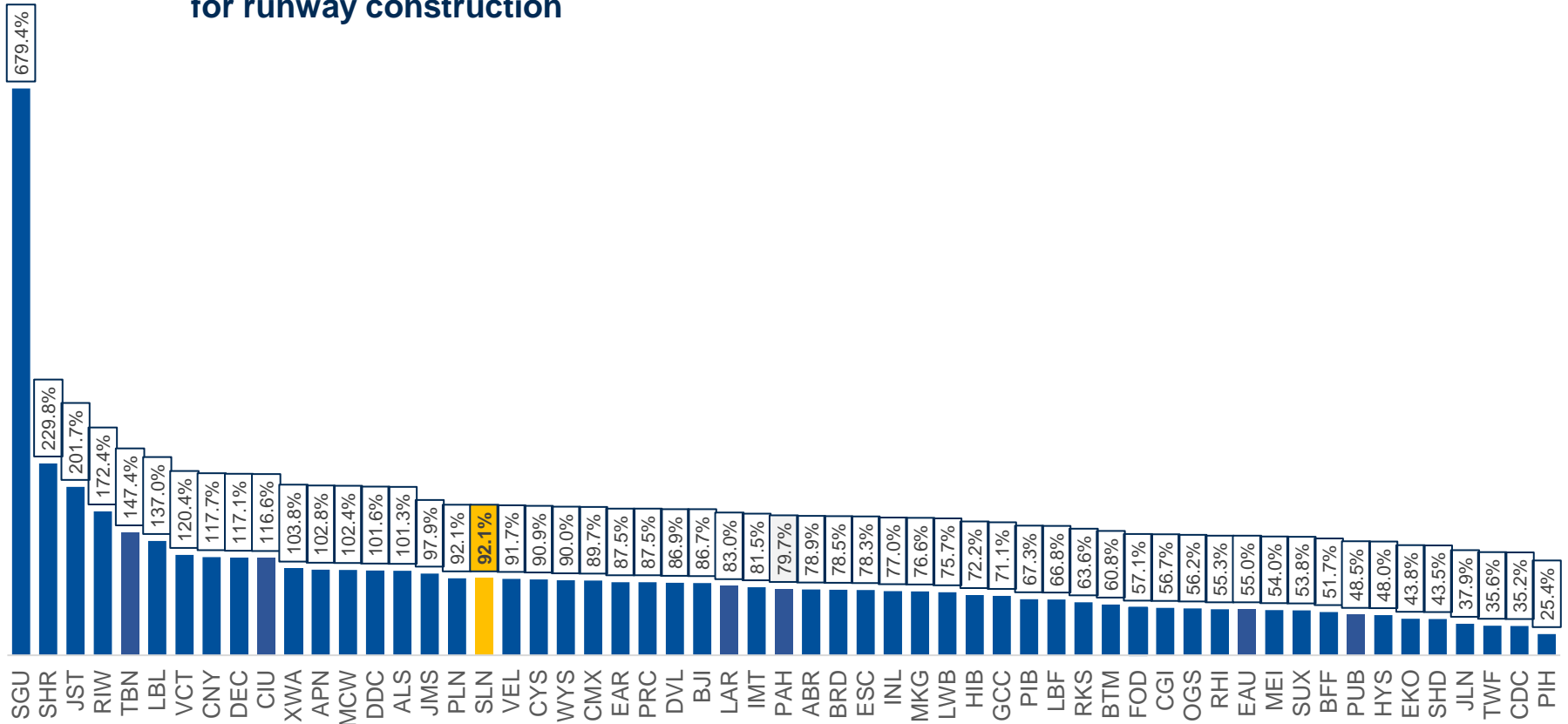
Where SkyWest is the Sole Operator as of November 2022



Salina is the 18<sup>th</sup> most improved market for September 2022 when compared to September 2019 (three years prior), placing it in the second quartile

TSA Throughput as a % of 2019 in SkyWest Prorate Markets (Where SkyWest is Sole Operator)  
September 2022 vs. September 2019 - three years prior (Pre-covid)

→ The St. George Airport (SGU) was closed May 29, 2019 through September 25, 2019 for runway construction

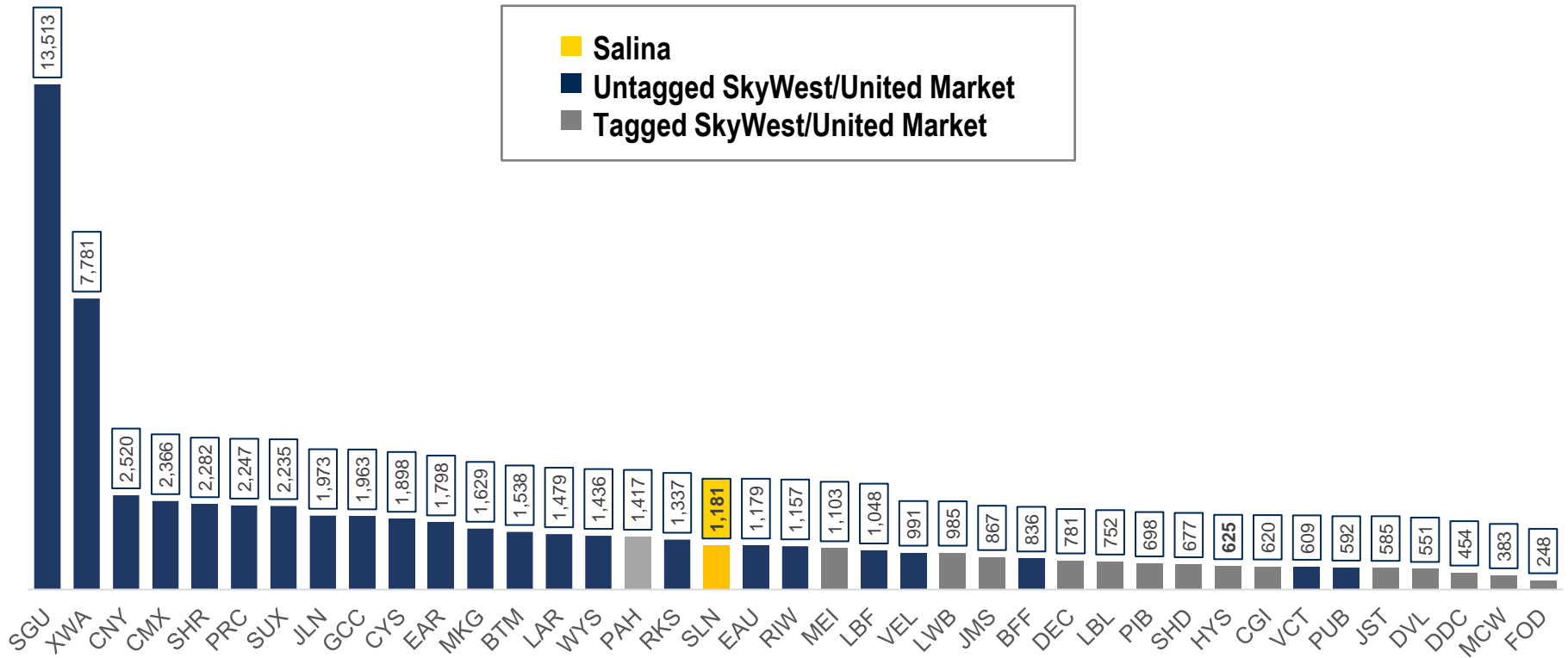


When compared only against the 38 other United/SkyWest prorate markets, SLN's enplanement count placed it in 18<sup>th</sup> place

### September 2022 TSA Throughput in SkyWest/United Prorate Markets

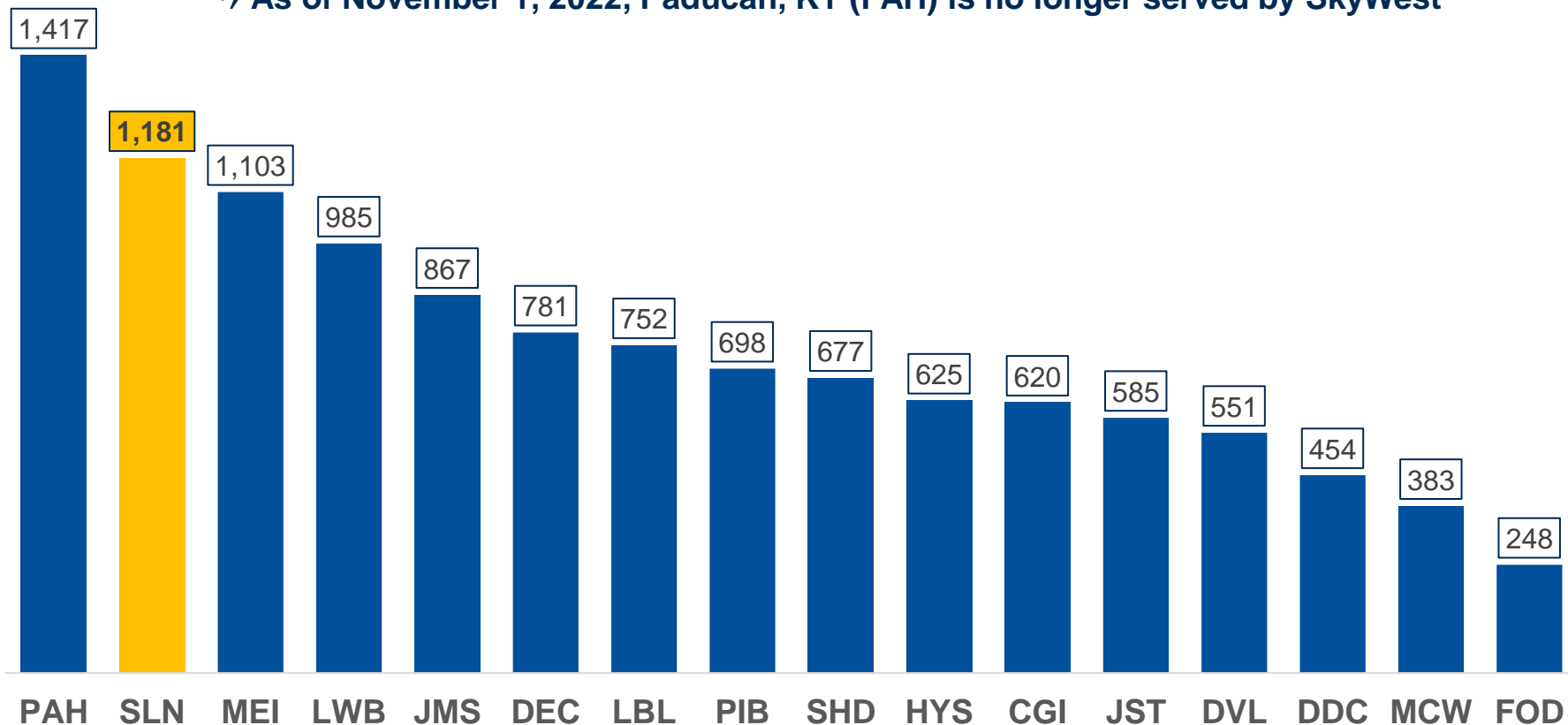
Where SkyWest is the Sole Operator as of October 2022

→ Salina is the second-best performing tagged SkyWest market



### September 2022 TSA Throughput in Tagged SkyWest/United Prorate Markets Where SkyWest is the Sole Operator as of October 2022

→ As of November 1, 2022, Paducah, KY (PAH) is no longer served by SkyWest

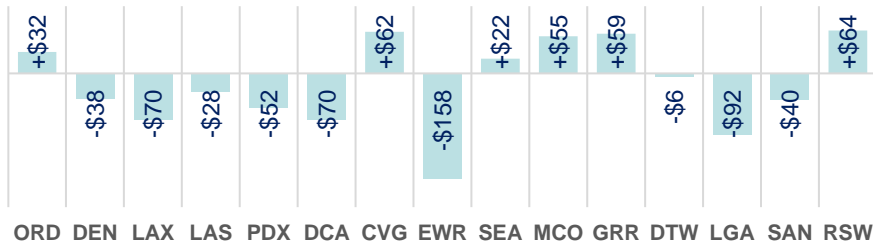


Advance purchase fares to SLN's Top Markets are within \$75 of ICT and MCI in all 30 cases shown, no change from last month; Fares are lower in 13 of the 30 cases, up from 12 last month

## Roundtrip Market Fare Differential

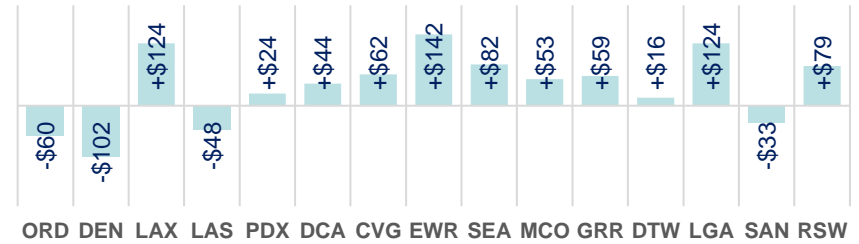
### Salina vs. United at Wichita

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Wichita, with nine of fifteen cheaper



### Salina vs. United at Kansas City

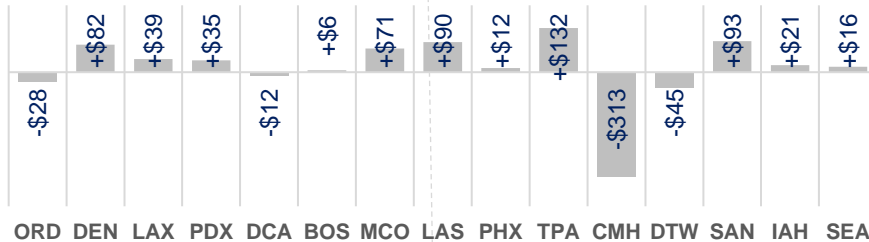
→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with four of fifteen cheaper



Source: itasoftware.com as of 11/08/22 - Roundtrip Fare for Travel 01/12/23 returning 01/19/23

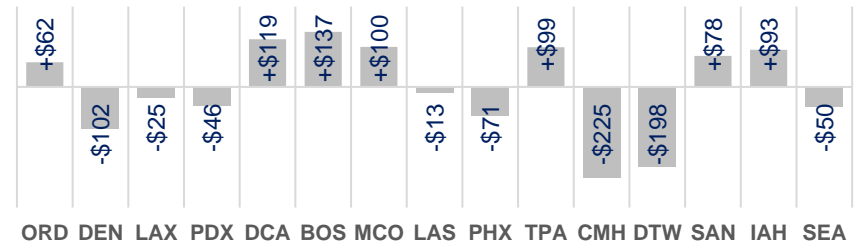
### Last Month - Salina vs. United at Wichita

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Wichita, with four of fifteen cheaper



### Last Month - Salina vs. United at Kansas City

→ 15 of 15 leisure fares are within the \$75 each way friction cost of United at Kansas City, with eight of fifteen cheaper



Source: itasoftware.com as of 10/05/22 - Roundtrip Fare for Travel 12/08/22 returning 12/15/22

A \$180 roundtrip fare SLN-DEN is available 27 days in January

## Salina to Denver Roundtrip Fare Calendar


January 2023 as of November 8, 2022

Calendar start date		Cabin		Length of stay			
Jan 01, 2023		Economy/Premium E..		7 days		<a href="#">Update</a>	
< Jan 1 - 30, 2023 >						<a href="#">Flexible calendar</a> <a href="#">+/- 3-day matrix</a>	
Sun	Mon	Tue	Wed	Thu	Fri	Sat	
1 from <b>\$230</b>	2 from <b>\$230</b>	3 from <b>\$180</b> Lowest	4 from <b>\$180</b> Lowest	5 from <b>\$230</b>	6 from <b>\$180</b> Lowest	7 from <b>\$180</b> Lowest	
8 from <b>\$180</b> Lowest	9 from <b>\$180</b> Lowest	10 from <b>\$180</b> Lowest	11 from <b>\$180</b> Lowest	12 from <b>\$180</b> Lowest	13 from <b>\$180</b> Lowest	14 from <b>\$180</b> Lowest	
15 from <b>\$180</b> Lowest	16 from <b>\$180</b> Lowest	17 from <b>\$180</b> Lowest	18 from <b>\$180</b> Lowest	19 from <b>\$180</b> Lowest	20 from <b>\$180</b> Lowest	21 from <b>\$180</b> Lowest	
22 from <b>\$180</b> Lowest	23 from <b>\$180</b> Lowest	24 from <b>\$180</b> Lowest	25 from <b>\$180</b> Lowest	26 from <b>\$180</b> Lowest	27 from <b>\$180</b> Lowest	28 from <b>\$180</b> Lowest	
29 from <b>\$180</b> Lowest	30 from <b>\$180</b> Lowest	31	1	2	3	4	

The SLN-ORD roundtrip fare in January is \$180 on every day shown

## Salina to Chicago Roundtrip Fare Calendar

January 2023 as of November 8, 2022

Calendar start date: Jan 01, 2023  Cabin: Economy/Premium E..  Length of stay: 7 days  [Update](#)

< Jan 1 - 30, 2023 > [Flexible calendar](#) [+/- 3-day matrix](#)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 from <b>\$180</b> Lowest	2 from <b>\$180</b> Lowest	3 from <b>\$180</b> Lowest	4 from <b>\$180</b> Lowest	5 from <b>\$180</b> Lowest	6 from <b>\$180</b> Lowest	7 from <b>\$180</b> Lowest
8 from <b>\$180</b> Lowest	9 from <b>\$180</b> Lowest	10 from <b>\$180</b> Lowest	11 from <b>\$180</b> Lowest	12 from <b>\$180</b> Lowest	13 from <b>\$180</b> Lowest	14 from <b>\$180</b> Lowest
15 from <b>\$180</b> Lowest	16 from <b>\$180</b> Lowest	17 from <b>\$180</b> Lowest	18 from <b>\$180</b> Lowest	19 from <b>\$180</b> Lowest	20 from <b>\$180</b> Lowest	21 from <b>\$180</b> Lowest
22 from <b>\$180</b> Lowest	23 from <b>\$180</b> Lowest	24 from <b>\$180</b> Lowest	25 from <b>\$180</b> Lowest	26 from <b>\$180</b> Lowest	27 from <b>\$180</b> Lowest	28 from <b>\$180</b> Lowest
29 from <b>\$180</b> Lowest	30 from <b>\$180</b> Lowest	31	1	2	3	4

# *SALINA* Airport *Authority*

October 2022

FINANCIAL STATEMENTS



# Financial Reports

Salina Airport Authority  
**Statement of Net Position Prev Year Comparison**  
 As of October 31, 2022

11/09/2022

	<u>Oct 31, 22</u>	<u>Sep 30, 22</u>	<u>\$ Change</u>	<u>Oct 31, 21</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>						
Current Assets						
Total Checking/Savings	4,049,653	4,499,373	-449,720	2,385,159	1,664,494	70%
Total Accounts Receivable	107,769	239,611	-131,842	145,224	-37,455	-26%
Total Other Current Assets	129,919	3,049,485	-2,919,566	150,381	-20,462	-14%
Total Current Assets	4,287,341	7,788,469	-3,501,128	2,680,764	1,606,577	60%
Total Fixed Assets	48,365,539	48,186,011	179,528	42,297,884	6,067,655	14%
Total Other Assets	1,085,654	1,085,654	0	1,232,712	-147,058	-12%
<b>TOTAL ASSETS</b>	<u><b>53,738,534</b></u>	<u><b>57,060,134</b></u>	<u><b>-3,321,600</b></u>	<u><b>46,211,360</b></u>	<u><b>7,527,174</b></u>	<u><b>16%</b></u>
<b>LIABILITIES &amp; EQUITY</b>						
Liabilities						
Total Current Liabilities	3,138,342	6,432,253	-3,293,911	2,873,851	264,491	9%
Total Long Term Liabilities	24,097,757	24,063,950	33,807	21,389,709	2,708,048	13%
Total Liabilities	27,236,099	30,496,203	-3,260,104	24,263,560	2,972,539	12%
Equity						
Total Equity	26,502,434	26,563,930	-61,496	21,947,802	4,554,632	21%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>53,738,533</b></u>	<u><b>57,060,133</b></u>	<u><b>-3,321,600</b></u>	<u><b>46,211,362</b></u>	<u><b>7,527,171</b></u>	<u><b>16%</b></u>

# Financial Reports

## Salina Airport Authority Profit & Loss Prev Year Comparison January through October 2022

2:52 PM

11/09/2022

Accrual Basis

	Jan - Oct 22	Jan - Oct 21	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Total Airfield revenue	1,093,128.47	928,166.36	164,962.11	17.77%
Total Building and land rent	1,469,622.44	1,426,584.07	43,038.37	3.02%
Total Other revenue	120,078.30	87,826.65	32,251.65	36.72%
<b>Total Income</b>	<u>2,682,829.21</u>	<u>2,442,577.08</u>	<u>240,252.13</u>	<u>9.84%</u>
<b>Gross Income</b>	2,682,829.21	2,442,577.08	240,252.13	9.84%
<b>Expense</b>				
Total Administrative expenses	1,602,660.98	1,446,878.48	155,782.50	10.77%
Total Maintenance expenses	903,574.39	893,030.59	10,543.80	1.18%
<b>Total Expense</b>	<u>2,506,235.37</u>	<u>2,339,909.07</u>	<u>166,326.30</u>	<u>7.11%</u>
<b>Net Ordinary Income</b>	176,593.84	102,668.01	73,925.83	72.01%
Mill levy income	2,038,583.23	2,147,136.93	-108,553.70	-5.06%
<b>Total Other Income</b>	<u>6,394,161.19</u>	<u>3,605,347.84</u>	<u>2,788,813.35</u>	<u>77.35%</u>
<b>Total Other Expense</b>	<u>2,902,951.60</u>	<u>2,957,397.22</u>	<u>-54,445.62</u>	<u>-1.84%</u>
<b>Net Other Income</b>	<u>3,491,209.59</u>	<u>647,950.62</u>	<u>2,843,258.97</u>	<u>438.81%</u>
<b>Net Income</b>	<u><u>3,667,803.43</u></u>	<u><u>750,618.63</u></u>	<u><u>2,917,184.80</u></u>	<u><u>388.64%</u></u>

# Financial Reports

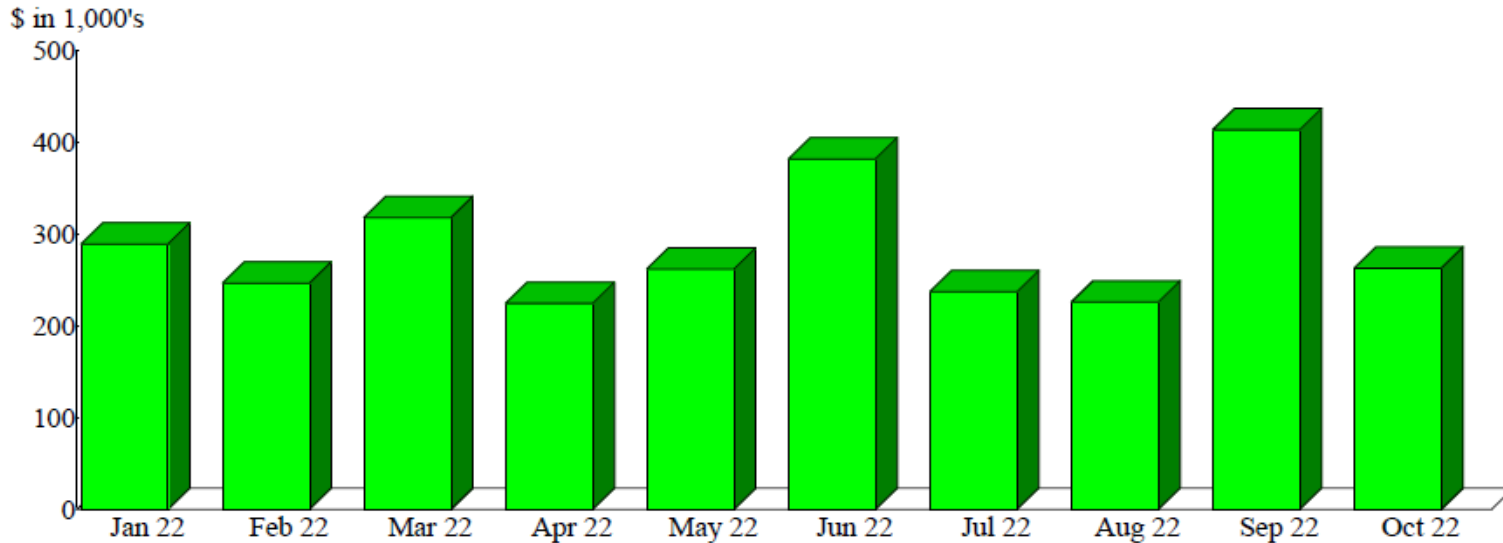
Salina Airport Authority  
**Capital Additions Budget vs. Actual**  
 As of October 31, 2022

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 11/09/2022  
 Accrual Basis

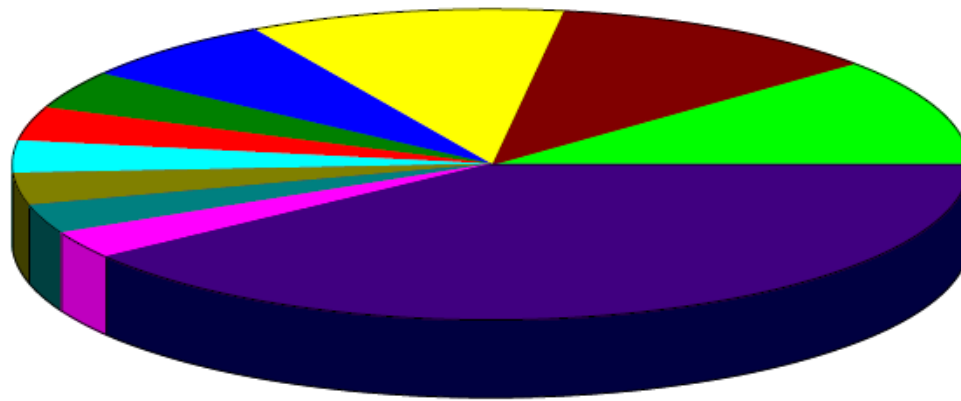
	<b>Oct 22</b>	<b>Jan - Oct 22</b>	<b>Annual Budget</b>	<b>+/- Annual Budget</b>	<b>% of Annual Budget</b>
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Total Airfield</b>	21,135	5,073,120	9,278,875	-4,205,755	55%
<b>Total Buildings &amp; Improvements</b>	404,364	3,188,654	4,087,583	-898,929	78%
<b>Total Equipment</b>	0	-2,885	167,500	-170,385	-2%
<b>Total Land</b>	0	0	38,000	-38,000	0%
<b>Total Fixed assets at cost</b>	425,499	8,258,889	13,571,958	-5,313,069	61%

Sales by Month  
January through October 2022

Dollar Sales



Sales Summary  
January through October 2022

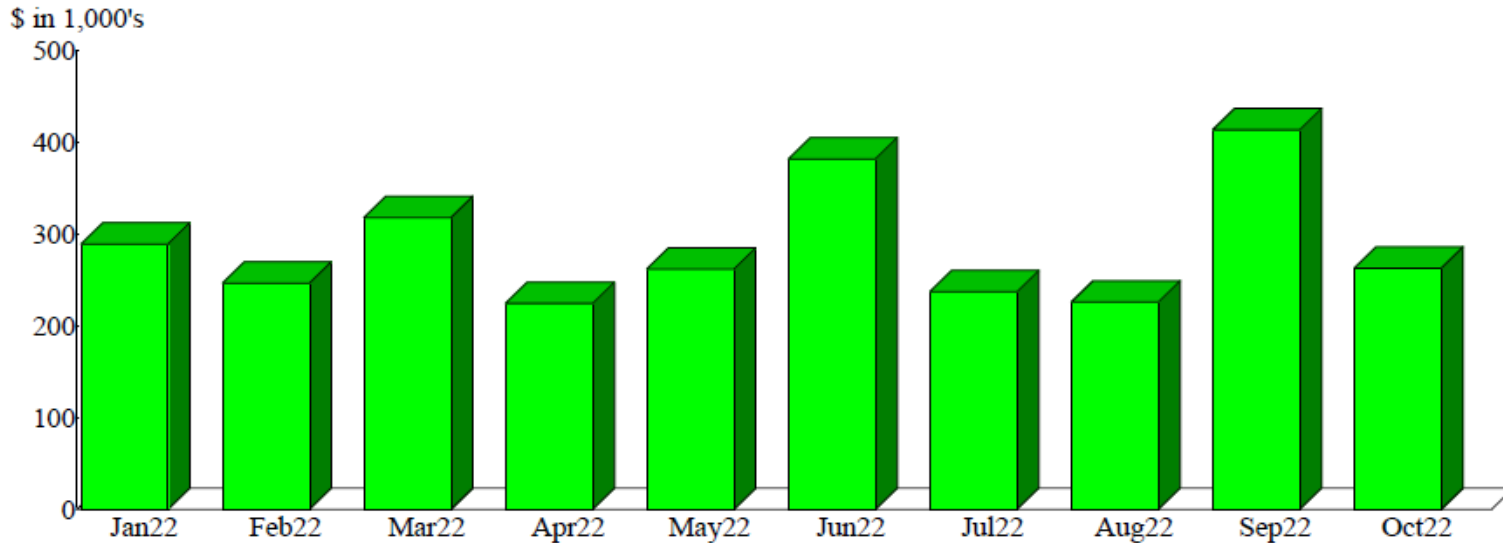


1 Vision Aviation, PLLC	11.40%
Kansas Erosion Products, LLC.	11.32
Avflight Salina	10.80
Stryten Salina, LLC	6.95
SFC Global Supply Chain	4.07
NASA	3.58
Universal Forest Products (UFP)	3.46
USSOCOM (Jaded Thunder)	3.37
K-State Salina	3.03
Marine Forces Reserve MAG-49	2.87
Other	39.16
<b>Total</b>	<b>\$2,862,359.09</b>

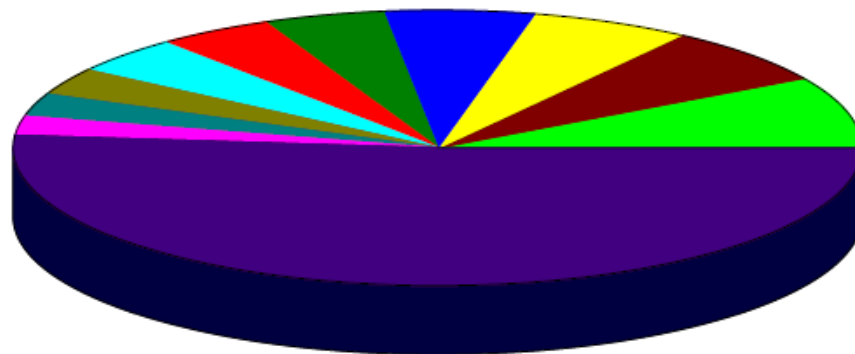
By Customer

Sales by Month  
January through October 2022

Dollar Sales



Sales Summary  
January through October 2022



H-00959-1 (Hangar Facility H959 - 2044 S	8.56%
B-01021 (Building #1021 located at 3600	6.89
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.14
FFF-Avflight Salina (Fuel Flowage Fee @	5.78
H-0606-1 (Hangar 606 - 2630 Arnold Ct.	4.72
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	4.57
Utility Reimbursement (Utility Reimburse	4.38
B-00620-1 (Building #620 (30,000 SF) an	3.33
B-00626-1 (Manufacturing facility #626 (	2.83
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.25
Other	50.55
<b>Total</b>	<b>\$2,862,359.09</b>

By Item

# Consideration of a 3-year financial statement audit engagement with Adams Brown.

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SHELLI SWANSON, C.M.

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# Consideration of Lease Assignments for the Salina Mini-Storage, L.P.

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SHELLI SWANSON, C.M.

GREG BENGTON

# Salina Area Chamber of Commerce workforce recruitment update.

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TIME ROGERS, A.A.E.





# Salina Airport Authority Board

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November 16, 2022

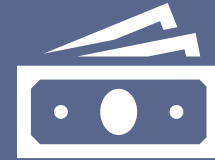
# Saline County's Economic Growth



Over \$1B in both public and private infrastructure and business investments since 2018; another \$300M in the pipeline



Six months ago we were projecting 1,200 jobs in the next five years; those estimates are now closer to 2,000



Continued wage growth from \$18.27/hour in 4<sup>th</sup> quarter of 2020 to \$20.66/hour in 2<sup>nd</sup> quarter of 2021 (US Bureau of Labor Statistics)



# Labor Market

- August workforce participation was at 28,711 and unemployment at 2.3%
- Unemployment rate has stayed below 3% since August of 2021 (3.3%) and workforce participation has plateaued as well
- Monthly job listings continue to hover around 2,500 per month
- Highest need in warehouse/distribution, retail/restaurant, hospitality, and healthcare



2,415  
Total

306

Occupations

123

Locations

716

Employers

78

Certifications

484

Hard Skills

82

Soft Skills

1.7k

Job Titles

6

Education Levels

100

Programs

9

Job Types

## Occupations

Display Level: O\*NET Occupation: 8-digit SOC

<input type="checkbox"/>	SOC	Occupation	Active Job Ads
<input type="checkbox"/>	53-3032.00	Heavy and Tractor-Trailer Truck Drivers	169
<input type="checkbox"/>	29-1141.00	Registered Nurses	125
<input type="checkbox"/>	35-3023.00	Fast Food and Counter Workers	105
<input type="checkbox"/>	41-1011.00	First-Line Supervisors of Retail Sales Workers	94
<input type="checkbox"/>	31-1131.00	Nursing Assistants	77
<input type="checkbox"/>	41-2031.00	Retail Salespersons	71
<input type="checkbox"/>	29-1123.00	Physical Therapists	59
<input type="checkbox"/>	49-9071.00	Maintenance and Repair Workers, General	59
<input type="checkbox"/>	53-7065.00	Stockers and Order Fillers	50
<input type="checkbox"/>	35-1012.00	First-Line Supervisors of Food Preparation and Serving Workers	42
<input type="checkbox"/>	53-3031.00	Driver/Sales Workers	42
<input type="checkbox"/>	37-2011.00	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	39
<input type="checkbox"/>	29-2061.00	Licensed Practical and Licensed Vocational Nurses	35
<input type="checkbox"/>	53-7062.00	Laborers and Freight, Stock, and Material Movers, Hand	33
<input type="checkbox"/>	41-3091.00	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	30
<input type="checkbox"/>	51-9199.00	Production Workers, All Other	30
<input type="checkbox"/>	29-2035.00	Magnetic Resonance Imaging Technologists	27
<input type="checkbox"/>	35-2014.00	Cooks, Restaurant	27
<input type="checkbox"/>	35-2021.00	Food Preparation Workers	26
<input type="checkbox"/>	51-1011.00	First-Line Supervisors of Production and Operating Workers	26



# Economic Forecast

- **Output** has returned to **pre-COVID** levels
- Employment improved, but **labor matching** remains an issue
- Although Kansas businesses are struggling with suppliers and remain cautious, they are **highly focused in a growth mode**
- Tight labor market conditions **are here to stay**. Companies that invest and implement capital and technology will reap the benefits



# Imagine Salina Web Traffic Trends



	2020	2021	Jan-Oct 2022
Website Users	30,220	35,946	30,523
Resumes	8	156	90



# Location of New Users

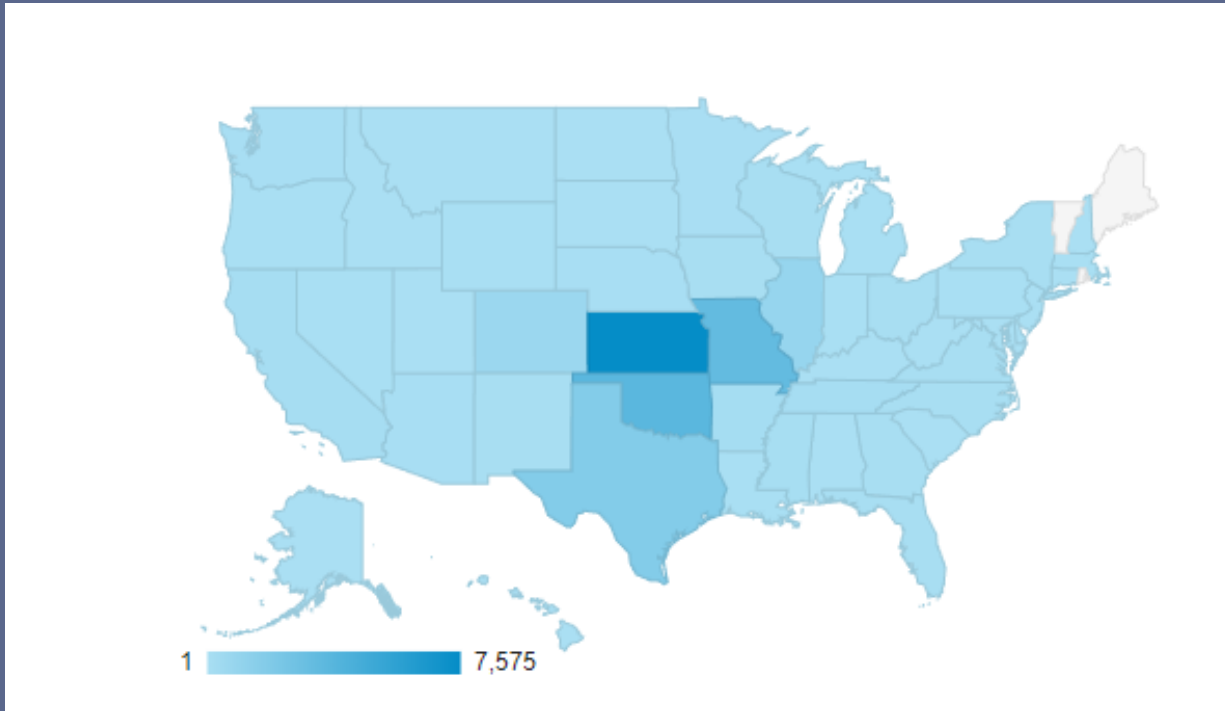
	% of new users 2021	% of new users 2022
Salina	13.52	1.87
Kansas City	10.17	13.38
Oklahoma City	4.37	5.76
Wichita	3.48	5.76
Dallas	5.24	4.3
Tulsa	Less than 1.0	3.0
Chicago	Less than 1.0	3.93

Website Users by Age

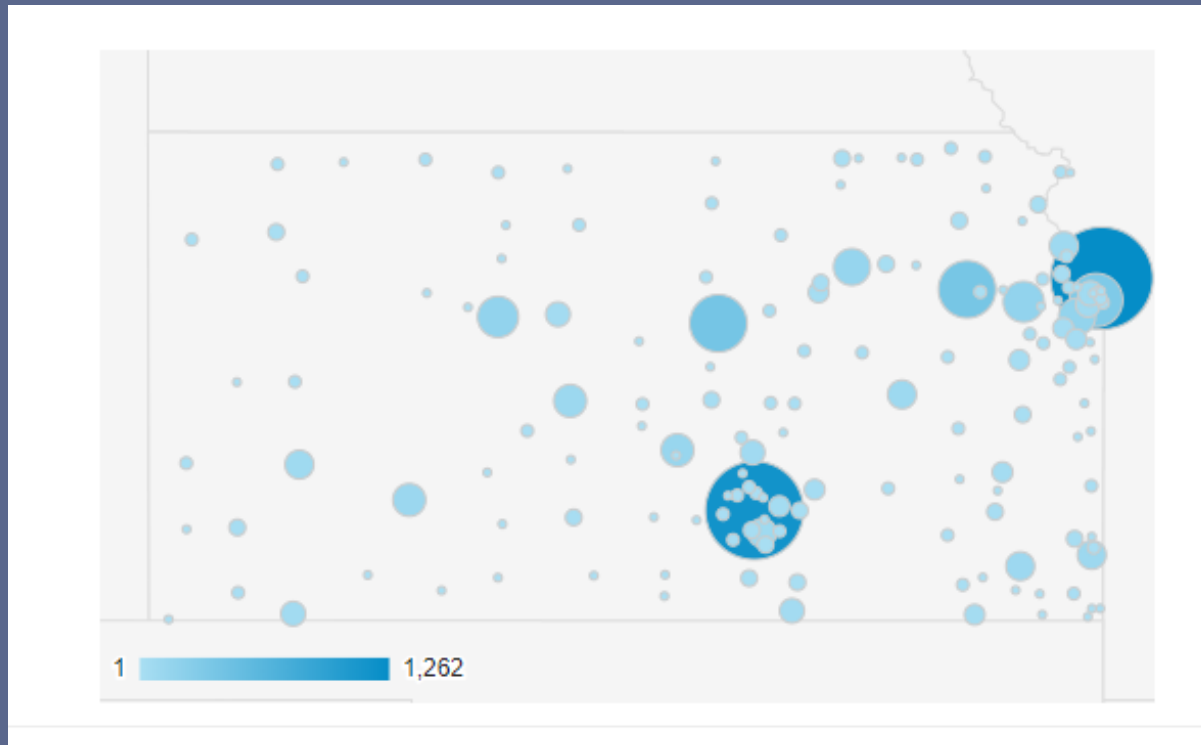




# National Web Traffic 2022



# Kansas Web Traffic 2022



# Imagine Salina



- Digital marketing efforts continue, focusing on areas of high unemployment and low wages as well as geographic I-70 and I-135 area (including past the KS border)
- Continue to stay busy with Community Tours (have completed 20+ this year already) that include packet of information and marketing collateral
- Employers are utilizing website, photos, video, and key messaging resources in their job ads and recruitment materials
- New content being produced with Fili Creative currently to fill in gaps of missing content, as well as provide a library for future use
- Working with the County to fund a job search API for better accuracy on job listings



# Employer Support & Resources

- Continue to provide support and resources to area employers on issues involving recruitment and workforce development
- Last event was a webinar with the Consulate General of El Salvador
- Last event was **Weds, Aug. 24 @ 10am** to inform employers of grant opportunity through Kansas Micro Internship Program (Kansas Board of Regents and DeBruce Foundation)



ONLINE WEBINAR

**SALVADORAN VISA**  
INFORMATIONAL PROGRAM

Salina  
Area Chamber of Commerce

THURSDAY, MAY 5  
**11:00 AM**

REGISTER WITH  
RDUXLER@SALINAKANSAS.ORG

WITH THE LABOR MOVILITY  
PROGRAM LIASON  
CONSULADO GENERAL DE EL SALVADOR

The graphic features a circular inset image of hands holding smartphones. The background is dark blue with a yellow circular shape on the left side.



# Workforce Summit



**2022 SHRMAnar:  
Workforce Summit**

**Wednesday May 11 | 9am to 2pm**  
Kansas State University-Salina | College Center Conference Room

Join us for this one-day conference to help local area employers learn more about labor trends, local initiatives, and area resources for attracting and retaining talent.  
Register online for \$60 at:  
[www.salinahr.com/meetinginfo.php](http://www.salinahr.com/meetinginfo.php)

*Guest Speaker*



**Mike Henke**  
Mike Henke, Inc.  
*"Workforce The Next Ten Years"*

**Other Programming**

- Workforce Data and Trends  
*Salina Area Chamber of Commerce*
- Integrating Internships Into Employment  
*KSU Salina & Kansas Wesleyan University*
- Basics of Apprenticeships  
*WorkforceONE & Salina Area Technical College*
- Alternative Talent Panel  
*Salina Adult Education Center, KS Department of Corrections, Independent Connections, and Heroes MAKE America*



For questions or more information, contact Renee Duxler at 785-827-9310 x127 or [rduxler@salinakansas.org](mailto:rduxler@salinakansas.org)


Sponsored in part by Chamber Blue of Kansas and Kansas State University-Salina



- Held a professional development event in collaboration with SHRMA (Salina Human Resource Management Association) for employers and HR professionals in Saline County
- Over 40 attendees representing 35 local employers
- Provided support, resources, and networking around internships, apprenticeships, and alternative talent



# Partnership with USD 305



**BUILDING BRIDGES**  
*Career and Technical Education in Action*

**Guest Speaker:**  
Tom Christy  
Co-Founder of Geoprobe

**November 3 @ CHS**  
**5:15-7:30 p.m.**

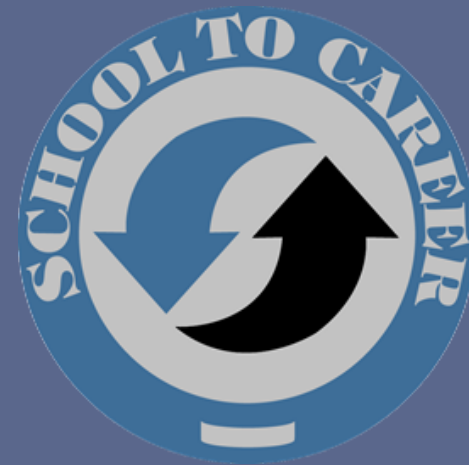
Building Bridges event and program to connect education and industry

This year's event was Thursday, Nov. 3 from at Central High School



# School-to-Career Partnership

We have placed 18 kids in 22 internships throughout the community for Fall semester; medical placements includes another 10 students and 40 placements



# Internships/Registered Apprenticeships

- Working on a technical assistance workshop with education partners and WorkforceONE to give employers more information about starting internships and registered apprenticeships
- Working with Kansas Board of Regents on micro-internship information and grant funding
- Partnering with USD 305 to place secondary school interns in industry- change of liability responsibility
- Partnering with Salina Area Young Professionals to provide summer internship programming
- Pilot program with Kansas SHRM to create HR registered apprenticeships in the community





# Business Expansion and Retention

- Main goal of visits has been assessing workforce needs and capacity
- Looking to formalize process further, and invest in software to keep track of trends
- Currently conducting Wage & Benefit Survey to be ready for January 2023



# Entrepreneurial Development



## BUSINESS TRAINING COURSES

In partnership with Kansas State University- Salina and the Salina Area Chamber of Commerce, Project OPEN provides business training courses to aspiring entrepreneurs in the community, free of charge.

<b>BASICS OF MARKETING, MANAGEMENT &amp; STRATEGY</b>	Monday, Nov. 14   5:30-8:30PM Kansas State- Salina Technology Center, Rm. 120
<b>AND* FINANCIAL BASICS &amp; TOOLS</b>	Tuesday, Nov. 15   5:30-8:30PM Kansas State- Salina Technology Center, Rm. 118

TO FIND OUT MORE INFORMATION AND REGISTER, VISIT:  
[PROJECTOPENSALINA.COM/TRAINING](http://PROJECTOPENSALINA.COM/TRAINING)

\*Courses are intended to be taken together, as they walk entrepreneurs and start-ups through the creation of a full business plan.

Project OPEN is designed to encourage and support entrepreneurial efforts in the Salina County area. Project OPEN establishes designated funding to support entrepreneurial development with special emphasis on owner-operated businesses.

[www.projectopensalina.com](http://www.projectopensalina.com) | [open@salinakansas.org](mailto:open@salinakansas.org)



Encouraging and supporting entrepreneurship not only supports business expansion, but strong entrepreneurial infrastructure also attracts talent

Project OPEN facilitated two gap-funding loans in 2021 for start-up businesses, and continues to hold quarterly training courses with KSU-Salina. These have filled up quickly last two times we have offered.





# Housing Update

**Students heading back to school**  
 Schools, southeast of Salina and El Dorado districts for the opening year.  
**Public Schools**  
 The first day of school for students attending Salina Public Schools will depend on their grade. There is a chance that more than 100 new faculty and staff will be added to the district. The district is also working to update its policies and procedures. The district is also working to update its policies and procedures. The district is also working to update its policies and procedures.



Salina South High School.

## Meeting the need for abortion care

Some lawsuits are trying to expand health care access

**Janet Tild**  
 Abortion rights advocates with a major win when voters overwhelmingly rejected the so-called trigger law amendment Aug. 2, leaving citizens with the right to choose. The state's abortion services are highly regulated in these provisions, which are not in the state constitution. The state's abortion services are highly regulated in these provisions, which are not in the state constitution. The state's abortion services are highly regulated in these provisions, which are not in the state constitution.



A look at an apartment in the Lee Meriville Lofts that have been developed at Santa Fe Avenue and Elm Street. Overland Property Group is hoping to bring work on the other buildings of the Lee complex to create another housing units in addition to commercial space. PHOTO BY JESSICA REYNOLDS

## Next phases of Lee Lofts have begun in downtown Salina

**Charles Hanks**  
 After seeing success in redeveloping the downtown area of Salina, the Lee complex is ready to move forward. The development company is ready to move forward. The development company is ready to move forward. The development company is ready to move forward. The development company is ready to move forward.



A view of the south end of the Lee complex. Overland Property Group is hoping to bring work on the other buildings of the Lee complex to create another housing units in addition to commercial space. PHOTO BY JESSICA REYNOLDS

**A bit of experience with the challenge**  
 Since the properties were placed on the National Register of Historic Places, the Lee complex also poses significant challenges that it doesn't always see. Overland Properties is ready to move forward. The development company is ready to move forward. The development company is ready to move forward. The development company is ready to move forward.

- Received \$25M from the state to begin housing project that would bring 500-800 units within 2 years
- Lee Loft will be starting Phase II which includes 80 new loft units (53 exist currently); work will start first quarter of 2023 and be available by 2024
- K-State Salina broke ground on 104-bed residence hall in March; expected completion August 2023
- Aero Plains Development and Ryan Addition Townhomes received Rural Housing Incentive District designation and working on MIH grant funding



# Childcare Update

- Through GSCF, childcare group is utilizing remaining Earl Bane Foundation funding to contract w/ Leadell Ediger on workforce childcare solutions
- Childcare Aware estimates that Salina is short approximately 971 spots in the county
- Progress made with Schwan's contracting with the YMCA to turn the old Montessori school into childcare for their employees– estimated 50-60 slots
- Continued conversations with the County on how to best utilize \$400k earmarked for childcare in our community



# Moving Forward: Priorities

- Targeted and alumni-focused marketing
- New content that continues to highlight amenities and quality of life features
- BRE: Coordinate annual wage & benefits survey for release early 2023
- Focused retention efforts around internships and registered apprenticeships
- Continue to seek out resources and support for employers

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## What Else?



# Status report of the Former Schilling AFB Project.

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TIME ROGERS, A.A.E.

# Remediation Project Update

Former Schilling AFB, Salina, KS

November 16, 2022



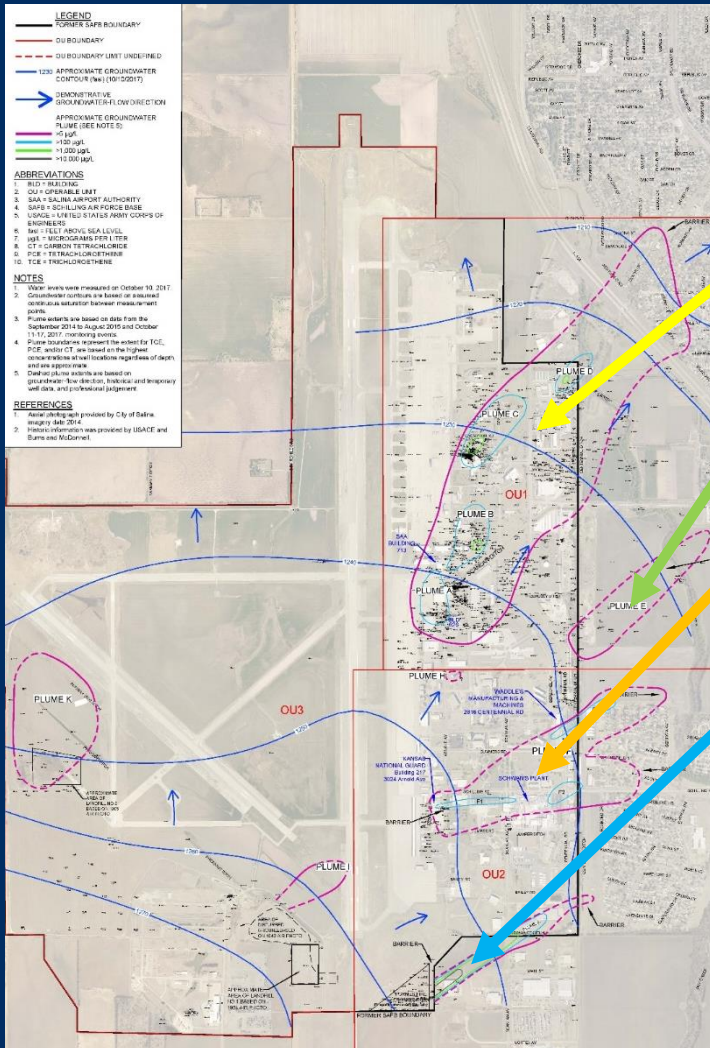
# Groundwater Plumes

☐ Plumes A, B, C and D

☐ Plume E

☐ Plume F

☐ Plume G





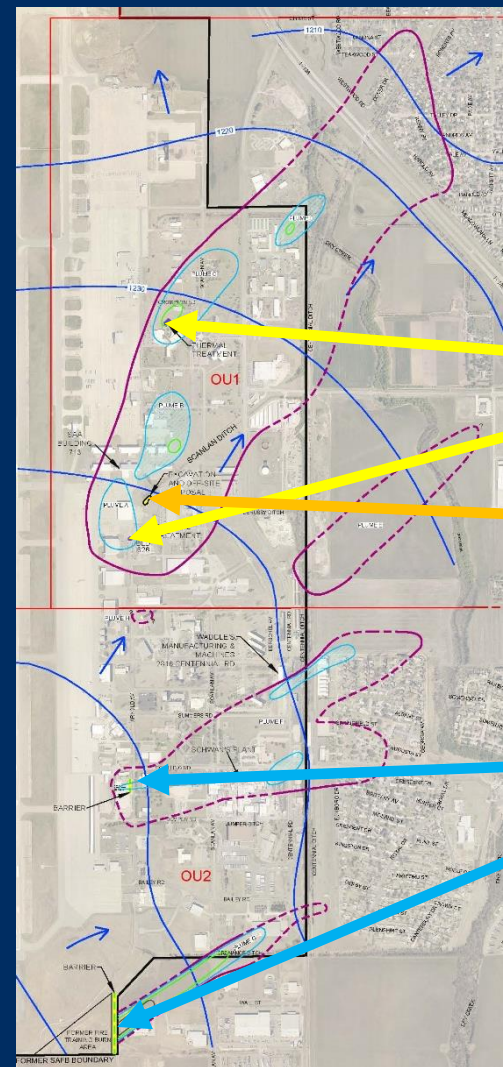
## Remedial Design Objectives:

The overall Remedial Design objective is addressing the highest risk areas in the early remediation implementation to mitigate potential exposure.

- Vapor intrusion risk will be addressed by remediation of the soil sources within the first two years.
- Risk associated with the highest groundwater concentration areas will be addressed by the DGR system.
- Plume migration will be addressed by installation of the downgradient PRBs within the first two years.

# CAD Remediation Plan

- Soil source area remediation
- Plumes A and C – In situ thermal desorption
- Plume B – Soil excavation and off-site disposal
- Source control
- Plumes F and G – Emplaced permeable reactive barrier (PRB)



# Excavation and Off-Site Disposal (dig and haul)



Image: Clear Creek Construction

# In Situ Thermal Desorption (thermal treatment)

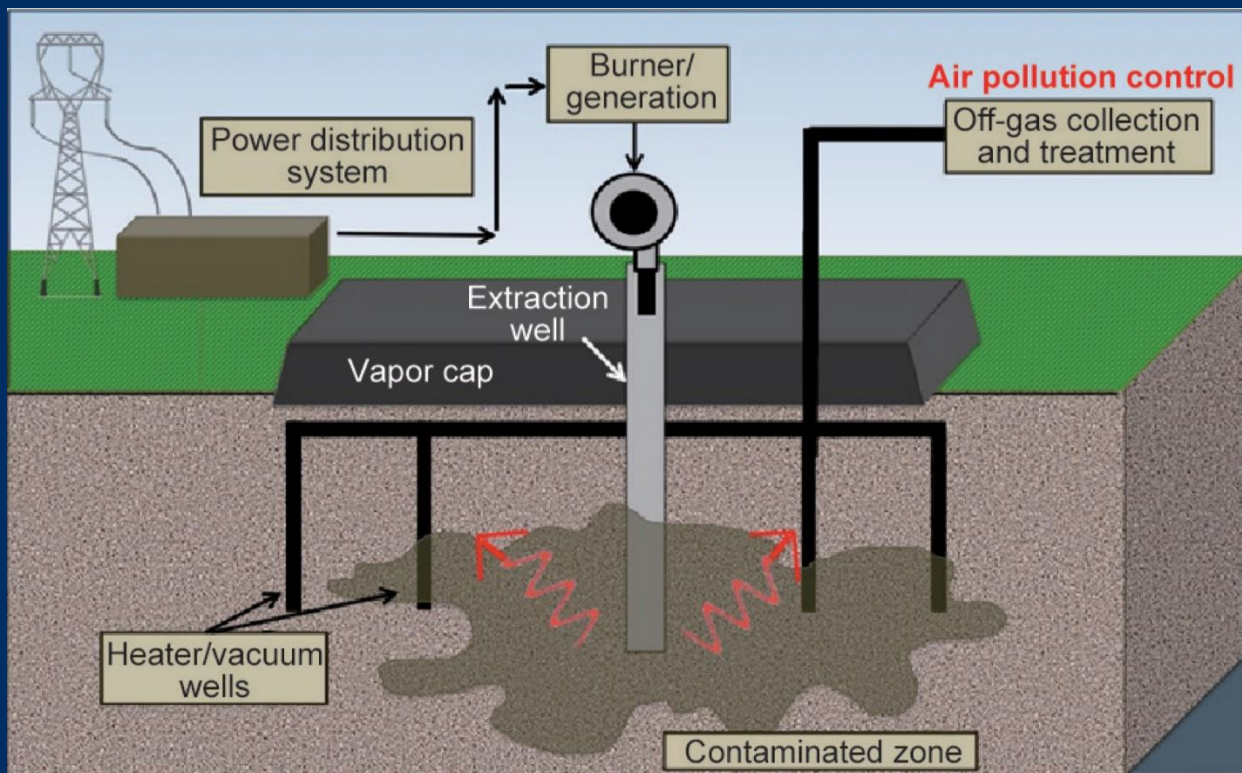
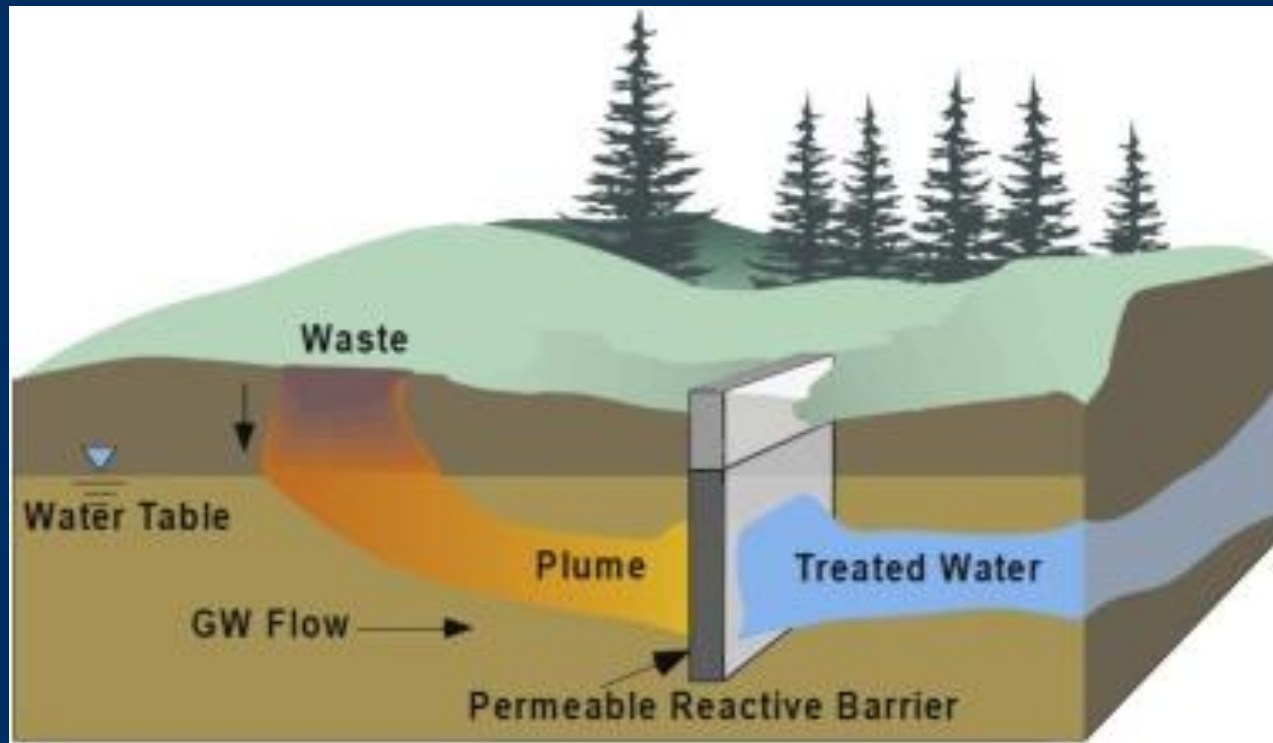


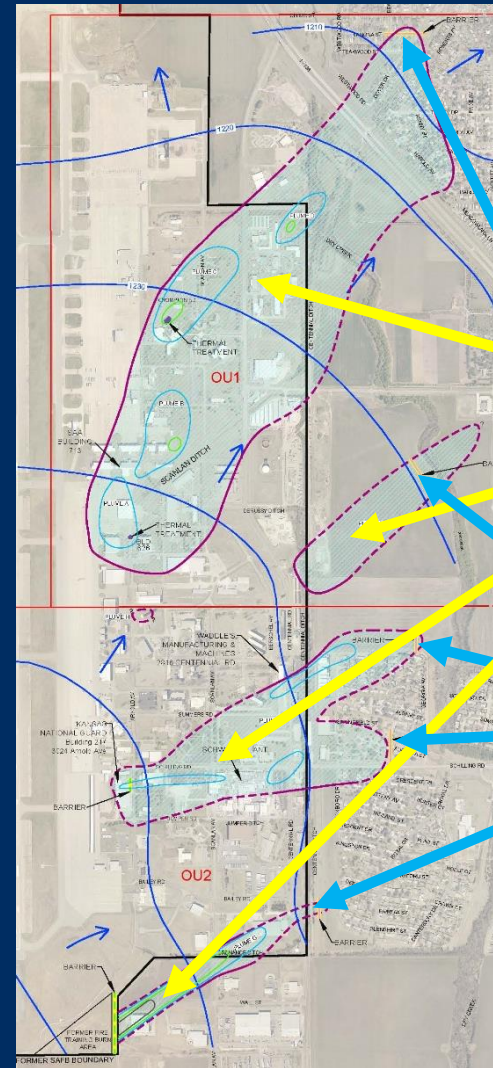
Image: ScienceDirect.com

# Permeable Reactive Barrier (PRB)

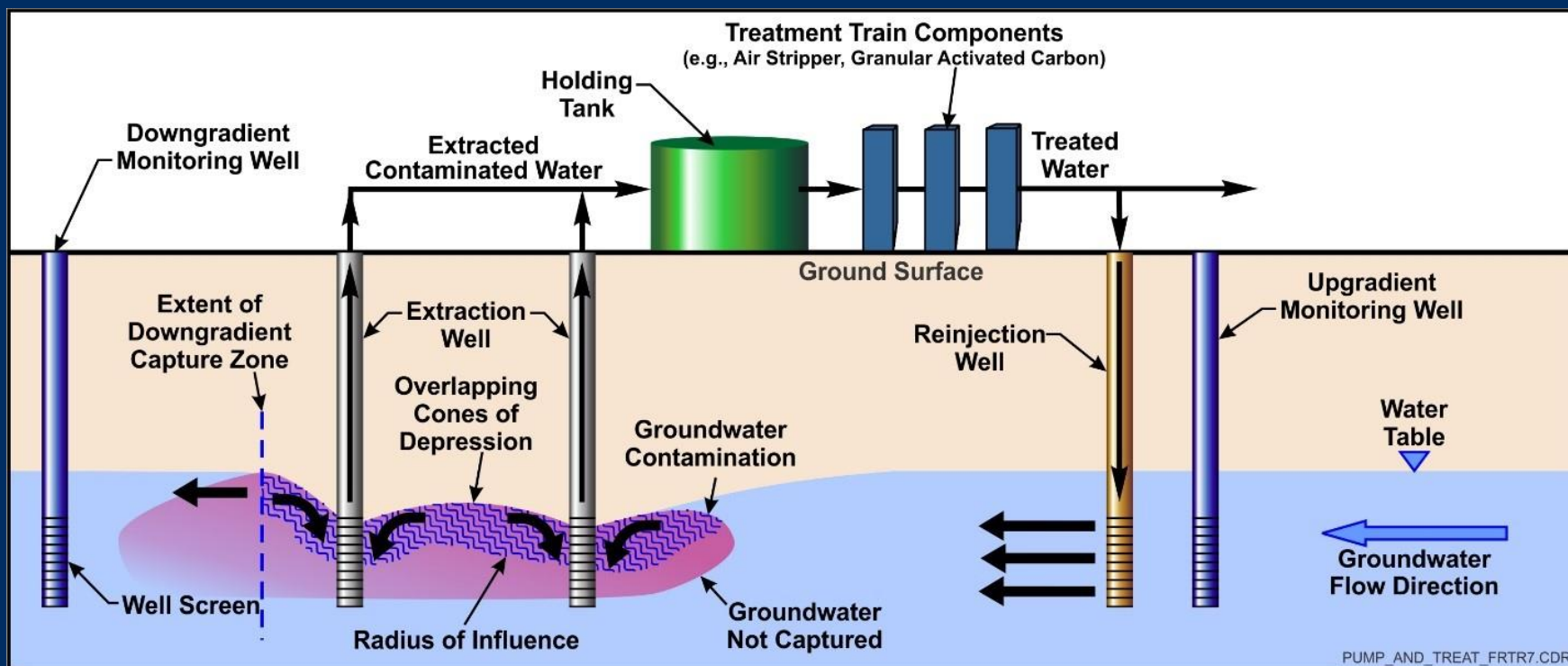


# CAD Remediation Plan

- Groundwater remediation
  - Plumes A-D, E, F, and G – Directed groundwater recirculation (DGR) (to remediate impacted groundwater)
  - Plumes D, E, F and G – Injected permeable reactive barrier (PRB) (to prevent further plume migration)



# Directed Groundwater Recirculation (DGR)



## Current Activities:

### Investigation in support of the Remedial Design:

- High resolution site characterization (HRSC) in Plume A and C sources (planned thermal treatment)
- HRSC at Plumes F and G sources (planned emplaced PRBs)
- HRSC at downgradient ends of Plumes D, E, F, and G (planned PRBs)
- Testing of extraction/injection test wells (planned DGR system)



## Current Activities:

Monitoring of groundwater and indoor air

Design of remediation components:

- Removal of impacted soil in Plume B
- Thermal treatment at Plumes A and C sources
- DGR groundwater collection system and treatment building

## Anticipated Upcoming Schedule:

Completion of remedial design, approval from KDHE, solicitation/selection of contractor(s), and implementation of source area remediation actions.

Target implementation start dates:

- Removal of impacted soil in Plume B – Q2 2023
- Injected PRBs – Q3 2023
- Thermal treatment – Q4 2023
- Emplaced PRBs (or other) – schedule dependent on results of current investigation

# Anticipated Upcoming Schedule:

Completion of remedial design, approval from KDHE, solicitation/selection of contractor(s), and implementation of source area remediation actions.

- DGR system
  - System design - August 2024
  - System construction - January 2025
  - System completion/startup - December 2026

# Questions?

# Review 2023 property/liability insurance renewals

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SHELLI SWANSON, C.M.

# Consideration of the 2023 Operating Plan and Budget.

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TIM ROGERS, A.A.E.

SHELLI SWANSON, C.M.

# Review and discussion of candidates for appointment to the SCEDO board of directors.

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TIM ROGERS, A.A.E.

# Directors' Forum

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KENT BUER - CHAIR



# Visitor's Questions & Comments

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KENT BUER - CHAIR



# Staff Reports

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TIM ROGERS, A.A.E.

# Announcements

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Candy canes & Airplanes – December 3, 2022



Regular Board Meeting December 21, 2022, 8:00 a.m.

A tall, cylindrical air traffic control tower stands prominently against a twilight sky. The tower is illuminated from within, casting a warm glow. At the top, several red lights are visible. A small airplane is seen flying in the distance to the right of the tower. The sky transitions from a deep blue at the top to a soft orange and yellow near the horizon. In the foreground, the dark silhouette of a building and a flagpole with an American flag are visible. The word "Adjournment" is written in white text in the bottom left corner.

Adjournment