

DATE: February 19, 2018
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **February 21, 2018 Regular Board Meeting**

Enclosed are items for your review prior to Wednesday's meeting. Please note that the meeting will be held in the **second-floor conference room, Hangar 600, 2720 Arnold Ct.** A map showing the location of Hangar 600 is enclosed in your board meeting packet.

This month's meeting includes economic development related items. Deputy city manager, Mike Schrage will attend the meeting to present proposed revisions to the City's Neighborhood Revitalization Plan. Mitch Robinson, executive director for the Salina Community Economic Development Organization (SCEDO), will update you on the SCEDO's work to attract new business to Salina and Saline County.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month Ending January 31, 2018
(Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The January 2018 air traffic count decreased 3% to 3,418 operations as compared to the January 2017 total of 3,539. Total air traffic count continues to lag as compared to prior years due to a decrease in K-State flight training enrollment.

Airport Activity – Fuel Flowage (Rogers)

January 2018 fuel flowage was 74,807 gallons, which was a 35% decrease as compared to the January 2017 total of 115,074 gallons. February 2018 fuel flowage will be higher with resumption of Ft. Riley APOE charter flights and additional military flight operations.

Airport Activity – Passenger Counts (Rogers)

Great Lakes enplanements dropped to 414 passengers, which was a 35% decrease as compared to January 2017 total of 561 passengers. The airline's total passenger count was 923 which was a 21% decrease over the December 2017 total of 1,175. I'm confident that Great Lakes will complete their obligation and that there will be a smooth transition from Great Lakes to SkyWest on April 9.

Financial Reports – Comments and Notes (Swanson)

On January 19, the SAA received mill levy proceeds in the amount of \$1,231,556, representing the first of two primary disbursements made by the Saline County Treasurer's offices annually. The second is typically received following the due date of the 2nd half property taxes in late May. \$1,049,892 of the proceeds were deposited into the SAA's debt service fund and \$181,664 was deposited into the matching grant funds account. As you review the financials, you'll note \$900,804 remain in mill levy receivable for the YTD.

At the end of January, total operating income exceeded budget by 5% and is tracking ahead of 2017 by \$41,463. The leasing of Hangar 509 to the 582d Helicopter Group from FE Warren AFB contributed \$37,000 to hangar rental income. This is the second year in a row for the 582d to operate out of SLN for their recurring training.

Total administrative expenses for January arrived at 10% under budget and 6% more than last year or \$6,214. Total operating expenses came in under budget by 12% and are tracking \$18,344 less than 2017 bringing total net operating income before depreciation for January to \$29,761.

The following represents the January 2018 activity in the 2017-1 Temp Note account.

Salina Airport Authority
Account QuickReport
 As of January 31, 2018

Type	Date	Num	Name	Memo	Amount	Balance
Cash in Bank - Bond Funds						1,440,063.12
FBK Imp Fund Temp Note 2017						1,440,063.12
Transfer	01/03/2018			Funds Transfer-Beechcraft Road Expenditures (...)	-96,143.40	1,343,919.72
Bill Pmt -Check	01/05/2018	10...	George K. Baum &...	Bond Issuance Cost	-4,850.00	1,339,069.72
Check	01/05/2018	10...	Salina Airport Auth...	Funds Transfer - Bond Issue Cost	-48.90	1,339,020.82
Bill Pmt -Check	01/09/2018	10...	Lochner - BWR Div...	Reconstruct Beechcraft Road Engineering Design	-64,870.00	1,274,150.82
Bill Pmt -Check	01/09/2018	10...	Office of the State...	Bond Issuance Cost	-2,130.00	1,272,020.82
Bill Pmt -Check	01/09/2018	10...	State of Kansas A...	Bond Issuance Cost	-240.00	1,271,780.82
Bill Pmt -Check	01/15/2018	10...	Clark, Mize & Linville	2017-A Go Temp. Note legal fees	-309.70	1,271,471.12
▶ Bill Pmt -Check	01/25/2018	10...	Lochner - BWR Div...	Reconstruct Beechcraft Road Engineering Design	-3,760.00	1,267,711.12 ◀
Deposit	01/31/2018			Interest	446.32	1,268,157.44
Total FBK Imp Fund Temp Note 2017					-171,905.68	1,268,157.44
Total Cash in Bank - Bond Funds					-171,905.68	1,268,157.44
TOTAL					-171,905.68	1,268,157.44

Financial Reports – Accounts Receivable Past Due 31 days or more as of February 15, 2018 (Swanson)

<u>Account</u>	<u>Amount</u>	<u>Days</u>	<u>Comments</u>
Allegiant Air Charter	\$1,208	31-60	Landing fees & ARFF standby
Belcher, Terry	\$20	31-60	Finance charge
Builders Choice	\$108	31-60	Finance charge
Enel Green Power	\$1,200	31->90	Bldg. rental & Finance charge
Exide	\$768	>90	Finance charge
Nellis AFB	\$37,230	>90	Hangar rental
Tischlerei, Inc.	\$28,776	31->90	Building rental
Xtra Airways	\$285	31-60	Landing fees

Agenda Item #6 – Consideration of proposed revisions to the City of Salina’s Neighborhood Revitalization Plan
 (Rogers)

By means of Interlocal Agreement the Airport Authority has participated in the City’s Neighborhood Revitalization Plan (NRP) since 2004. As a participant, the Airport Authority has supported capital investment in projects within the NRP district. The Airport Authority’s portion of property taxes for all or a portion of incremental increases in taxes paid due to higher assessed valuation resulting from improvements made to NRP eligible properties has been rebated to NRP property owners. The Airport Authority’s rebate is less than \$2,500 annually.

Enclosed are supporting documents that provide more details concerning 2018 revisions to the NRP. Deputy city manager, Mike Schrage will attend the meeting to review the proposed revisions. Salina Airport Authority concurrence is needed prior to the revisions being considered by the City Commission. The plan’s revisions include the following:

1. Downtown tax increment financing plan.
2. Heightened property tax rebates and extended terms for projects with exceptional community significance.
3. Adding property generally described as being located south and west of the intersection of North Ohio Street and I-70.
4. Adding property bounded by Iron Avenue, Indiana Avenue, Gypsum Avenue and Delaware Avenue.

Recommendation: Approval of the proposed revisions to the City of Salina Neighborhood Revitalization Plan

Agenda Item #7 – Review of prospect activity for Salina Regional Airport hangar space and review of aviation company recruitment priorities (Rogers and Swanson)

Improved national, regional and state economic conditions have resulted in an increase in aviation business prospect activity. As the aviation industry sector emerges from a bad economic cycle, interest in available hangar space at the Salina Airport has increased. Enclosed is a summary of aviation prospects that the Airport Authority and SCEDO are currently working on. Since January, four new prospects have been added to the active prospect report.

The priorities for recruiting new aviation business activity to the Salina Airport are:

- Regional jet MRO
- Business jet MRO
- Unmanned aircraft MRO
- Avionics sales, installation and service
- Aircraft modification and service
- Aircraft flight test and certification
- Aircraft completion center (interiors and paint)
- Aircraft manufacturing, assembly and delivery

Agenda Item #8 – Salina Community Economic Development Organization Update (Rogers)

SCEDO executive director, Mitch Robinson and SCEDO board member, Pete Brundgardt will attend the meeting and report on the organization’s 2017 activity and objectives for 2018. Enclosed is copy of Robinson’s February 2018 executive director’s report.

The SCEDO is entering its third year of operations. The Members Agreement (City, County, Airport Authority and Chamber) that funded the SCEDO, provided for the means to fund the organization for another three-year term, 2019 – 2021. The key tasks and deadlines as defined in the Members Agreement are:

- **March 1** – Submit to the SCEDO Members an annual financial report for CY 2017. The annual report shall include the following:
 - Statistics on programming and services provided
 - Audited year-end (CY 2017) financial statements. If unaudited, the audited financial statements shall be submitted to the Members on or before June 30.
 - Additional information relevant to the financial status of the SCEDO.
- **May 15** – Provide the Members a proposed program of work and budget consistent with the Strategic Plan for the 2019-2021 three-year funding cycle. On or before **August 1, 2018**, the Members shall enter into an agreement addressing their respective and collective contributions to the financial support of the SCEDO for the 2019-2021 three-year funding cycle (the “Three-Year Member Funding Agreement”).
- **October 1** – The SCEDO adopts an annual budget for the use of funds not to exceed Member-contributed funding plus funding from other funding sources. The approved SCEDO budget is to be distributed to the Members no later than October 1.
- **December 31** – Report to the Members final changes and updates to the 2019 Strategic Plan.

To meet the Members Agreement timeline, the Airport Authority will need to determine intent to fund the SCEDO for calendar years 2019, 2020 and 2021. The Airport Authority provided initial SCEDO funding at the following levels:

- 2016 - \$15,000
- 2017 - \$25,000
- 2018 - \$50,000

I plan to present a recommendation for 2019 to 2021 SCEDO funding to you by no later than your July 18 regular board meeting.

Agenda Item #9 – FAA Annual Airport Certification Inspection Results (Rogers)

On February 9 the FAA completed a two-day inspection of all phases of Salina Regional Airport operations. As a FAR Part 139 certificated airport, the Salina Airport is inspected annually to determine compliance with federal law, regulation, guidance and the SLN Airport Certification Manual. The compliance letter detailing the FAA inspector’s findings is attached.

The corrections to be made involve:

- Sign face replacement and changes to existing airfield guidance signs
- Painting aircraft hold markings on Runway 4/22
- Pumphouse P305 repairs
- Aircraft movement area vehicle driver training for two SAA staff members

All the findings will be corrected by March 15.

Agenda Item #10 – SkyWest Airlines d/b/a United Express Update (Rogers)

The United, SkyWest and SAA transition team are holding weekly conference calls to coordinate the start of United Express flights on April 9. No fewer than 20 people from United, SkyWest and the SAA are on each call. The coordination and attention to detail has been fantastic.

On Thursday, February 22 the Airport Authority and SkyWest will be hosting a Chamber After Hours at the M.J. Kennedy Air Terminal. SkyWest managing director, Greg Atkin will attend the event that should attract over 200 people.

The ArkStar Group’s Diana Kotecki will start this week as our Salina Community Engagement/Sales/Marketing representative. SAA office staff and Diana have organized a series of business and organizations meetings to “sell” the advantages of United Express service. Diana spent 33 years with American Airlines where she was an account sales manager. She handled large travel agencies and corporate accounts and has assisted in successful marketing and community engagement efforts in cities similar to Salina.

Attached is the slide show that will be used by both Greg Atkin and Diana Kotecki during their Salina meetings. The slide deck will provide more information about the advantages of United Express service.

STAFF REPORTS

AIP Project No. 38 – Taxiway Bravo Reconstruction (Bieker)

A pre-construction meeting was held on February 15, 2018 to prepared for the start of Taxiway Bravo reconstruction. The contractor is scheduled to start on March 26. The project will require a 14-day closure of Runway 17/35 in April. The closure will impact both air traffic and fuel flowage numbers for April 2018.

Hangar H409 Column Repair (Bieker)

Busboom and Rauh Construction Co. is scheduled to replace the hangar’s northwest column and make associated repairs. The contractor’s work and material are covered by Avflight commercial property insurance coverage. The repairs will be completed by May 31.

SAA Staff (Windhorst)

Kaycie Taylor (K.T.) has accepted the full-time Administrative Assistant position with the Salina Airport Authority. Her previous administrative experience makes her well suited for this position. We are excited to have her join our team.

Fly Salina Marketing (Windhorst)

Marketing efforts for United Express jet service operated by SkyWest Airlines has already started. Google analytics reports on the Salina Airport Authority website noted that almost 70% of all users during the 4th quarter 2017 are new visitors to the site. Over 35% of users are viewing the Fly Salina page. During the month of January over 3,100 users visited the site which was an increase of 22.52% compared to the previous month. The top five locations using the site include; Salina, Kansas City, Wichita, Manhattan and Chicago.

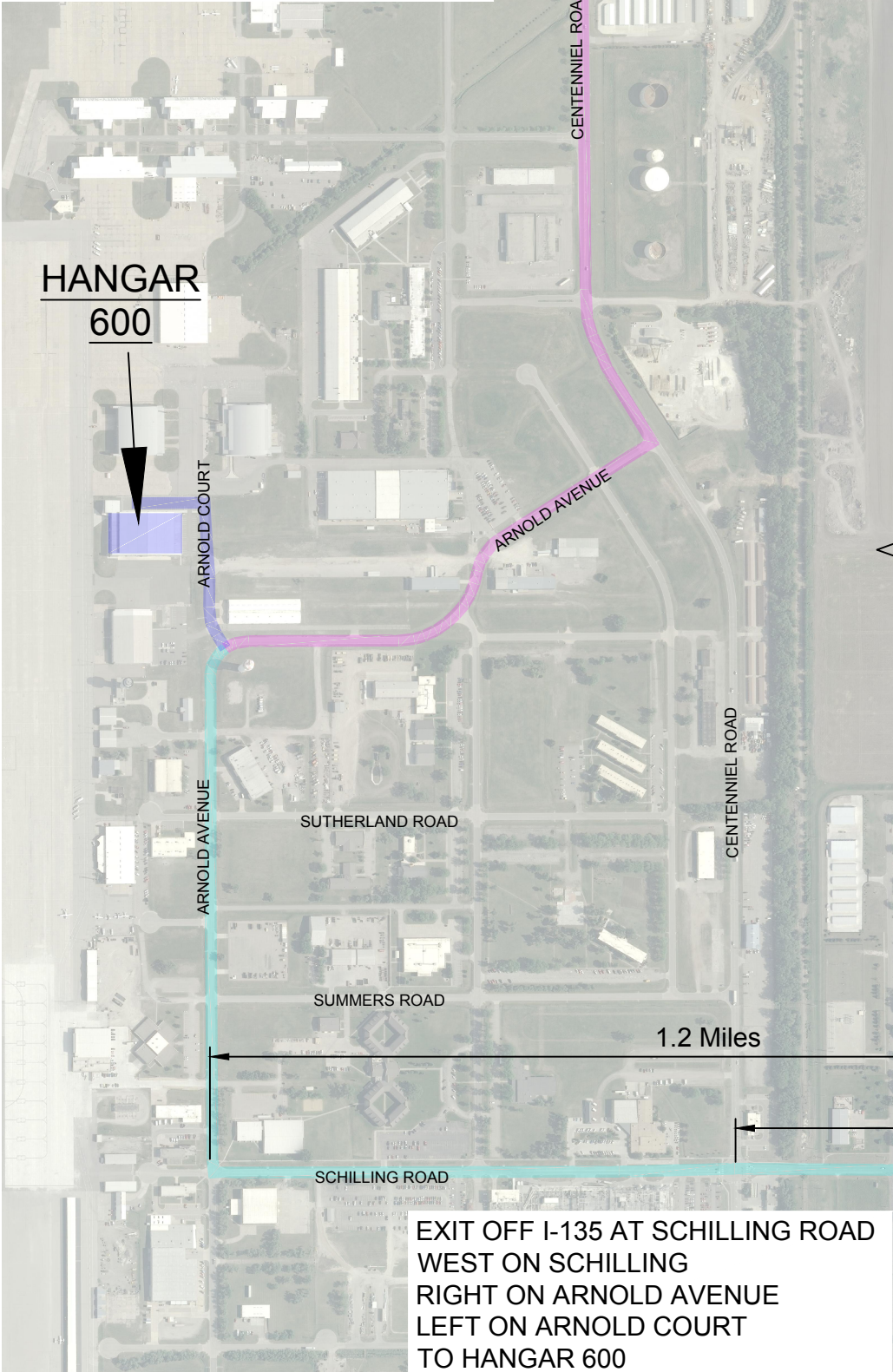
Upcoming Events (Windhorst)

Salina Airport Authority and SkyWest Airlines will host a Business After Hours at the M.J. Kennedy Air Terminal Building on Thursday, February 22nd from 5:00p.m. – 7:00p.m. Chamber members will have the opportunity to discuss the upcoming flights to Chicago and Denver and meet key leaders from SkyWest Airlines and ArkStar Group. In addition to the After-Hours event, ArkStar will be leading meetings throughout the week which will include colleges, area travel agents, local businesses, surrounding chambers and convention and visitors' bureaus.

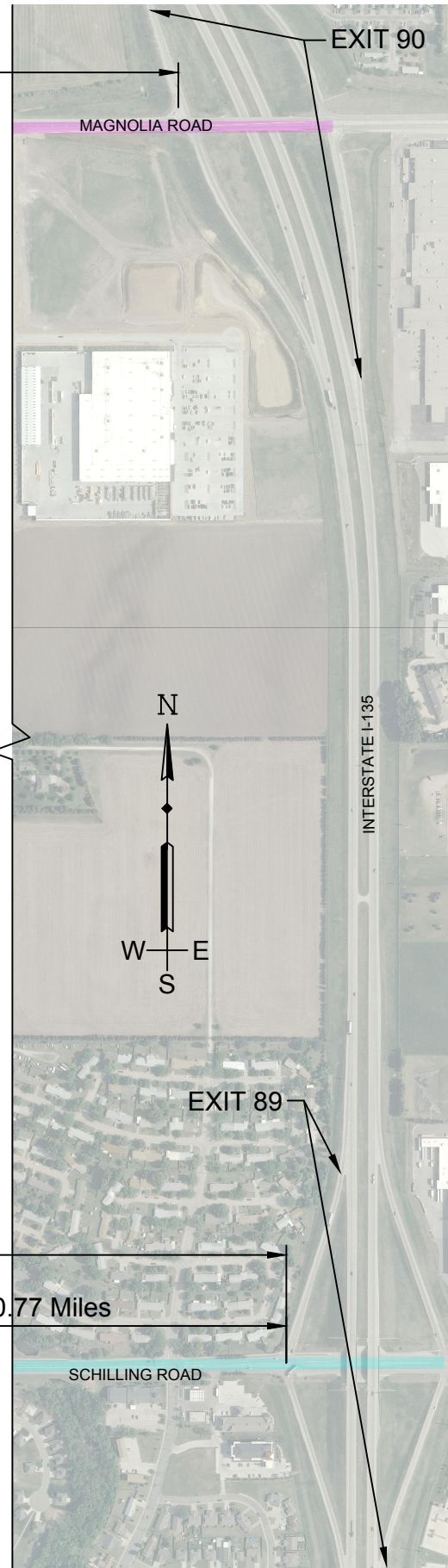
Please contact me if you have any questions or comments.

DIRECTIONS TO HANGAR 600 (2720 ARNOLD COURT)

EXIT OFF I-135 AT MAGNOLIA ROAD
WEST ON MAGNOLIA
LEFT ON CENTENNIAL
RIGHT ON ARNOLD AVENUE
RIGHT ON ARNOLD COURT
TO HANGAR 600



EXIT OFF I-135 AT SCHILLING ROAD
WEST ON SCHILLING
RIGHT ON ARNOLD AVENUE
LEFT ON ARNOLD COURT
TO HANGAR 600



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

**Hangar H600, Second Floor Conference Room
2720 Arnold Court
February 21, 2018– 8:00 AM**

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Weisel)
2. Recognition of guests. (Weisel)
3. Additions to the agenda. (Weisel)
4. Approval of the minutes of the January 17, 2018 regular board meeting. (Weisel)
5. Review of airport activity and financial reports for the month ending January 31, 2018. (Rogers & Swanson)
6. Consideration of proposed revisions to the City of Salina Neighborhood Revitalization Plan. (Rogers)
7. Review of prospect activity for Salina Regional Airport hangar space and review of aviation company recruitment priorities. (Rogers and Swanson)
8. Salina Community Economic Development Organization update. (Rogers)

Directors' Forum (Weisel)

Staff Reports (Rogers)

9. Review of the results of the annual FAA Airport Certification Inspection. (Rogers)
10. SkyWest Airlines d/b/a United Express start-up progress report. (Rogers)
11. Taxiway Bravo reconstruction update. (Rogers and Bieker)
12. A report on a Federal Aviation Administration grant application for Aircraft Rescue and Firefighting (ARFF) equipment.

Announcements (Windhorst)

Adjournment (Weisel)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JANUARY 17, 2018
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 AM by Chairman Katie Platten.

Attendance

Attendance was taken. Chairman Platten (via conference call,) Directors Eichelberger and Weisel were present. Also present were Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Kenny Bieker; Business and Communications Manager Kasey Windhorst, and Administrative Assistant Kaycie Taylor. Trent Davis, City Commissioner; Bob Vidricksen, Saline County Commissioner; Julie Yager-Zucker, Avflight Salina; Michael Bunn, based aircraft owner were guests.

Additions to the Agenda

Chairman Platten asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions to the agenda.

Minutes

Chairman Platten asked if the board members had additions or corrections to the minutes of the December 20, 2017 regular board meeting. Director Eichelberger moved, seconded by Director Weisel, to approve the minutes of the December 20, 2017 regular board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of December 2017 and for calendar year 2017. The December 2017 air traffic count decreased 17% to 4,094 operations as compared to the December 2016 total of 4,948. For the year-to-date a total of 61,141 operations have been recorded which is 21% less than the December 2016 YTD total of 77,111. The 10-year trailing average for annual air traffic count is 79,480 operations. This is partially due to a drop in student pilot enrollment at Kansas State Polytechnic. December 2017 fuel flowage was 133,173 gallons, which was a 27% decrease as compared to the December 2016 total of 182,062 gallons. For the calendar year fuel flowage totals 2,622,157 gallons which is up 41% as compared to the December 2016 YTD total of 1,860,912 gallons. The 10-year trailing average for annual fuel flowage is 2,519,716 gallons. The upward trend is expected to continue through 2018. Great Lakes enplaned 833 passengers, which was a 20% increase over the December 2016 total of 692 passengers. The airline's total passenger count was 1,540 which was a 16% increase over the December 2016 total of 1,321. For the CY 2017 a total of 13,959 passengers enplaned scheduled and charter flights. The 10-year trailing average for scheduled and charter passenger enplanements is 4,096. Rogers anticipates a decrease in enplanements for January, February, and March 2018 when Great Lakes Airlines pulls the 30 seat Brasilia from Salina for the smaller Beechcraft 1900D.

Director of Administration and Finance Swanson reported on the preliminary financials for the year-ending 2017 and month ending December 31, 2017. Swanson reported on the December 28, 2017 closing of the \$1,440,000 2017-1 General Obligation Temporary Notes which will fund the Beechcraft Road Improvement Project. Swanson commented on the profit and loss budget performance. Fuel flowage fees are 28% ahead of budget for calendar year 2017. Total operating expenses arrived at 24% over budget. 2017 ended with net income before depreciation reaching \$51,694.00, which was \$22,000 better than our budget projections. Chairman Platten directed the staff to file the financials for audit.

2018 Economic Impact Study

Executive Director Rogers reviewed the executive summary for the 2016 Economic Impact Study report that was completed by the Fort Hays State University Docking Institute. Rogers commented on the current list of over 100 business and organizations located at the Salina Regional Airport and Airport Industrial Center.

Executive Director Rogers recommended approval of the contract with The Docking Institute of Public Affairs at Fort Hays State University for the preparation of the 2018 Salina Regional Airport and Airport Industrial Center Economic Impact Study. Director Weisel moved, seconded by Director Eichelberger to approve the proposal contract with The Docking Institutes. Motion passed unanimously.

Directors Forum

Chairman Platten expressed gratitude to Salina Airport Authority staff and Board for being able to serve on the Board for three years. Platten announced that she will not be seeking reappointment.

Upon a motion duly made, the meeting adjourned at 8:35 A.M.

Minutes approved at the February 21, 2018 Board Meeting.

Secretary

(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2018**

AIR TRAFFIC/ATCT

January, 2018	3,418 Operations 585 Instrument Operations 240 Peak Day
January, 2017	3,539 Operations 657 Instrument Operations 311 Peak Day
January 2018 - January 2018	3,418 Operations
January 2017 - January 2017	3,539 Operations
January 2016 - January 2016	4,422 Operations

FUEL FLOWAGE

January, 2018	74,807 Gallons
January, 2017	115,074 Gallons
January 2018 - January 2018	74,807 Gallons
January 2017 - January 2017	115,074 Gallons
January 2016 - January 2016	80,220 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
4,560	70,246	12,961	386
6,153	108,921	16,232	283
4,560	70,246	12,961	386
6,153	108,921	16,232	283
5,627	74,593	3,466	419

Great Lakes

January, 2018	414 Passengers
January, 2017	561 Passengers
January 2018 - January 2018	414 Passengers
January 2017 - January 2017	561 Passengers
January 2016 - January 2016	36 Passengers

ENPLANEMENTS

DEPLANEMENTS

TOTAL

January, 2018	414 Passengers	509 Passengers	923
January, 2017	561 Passengers	614 Passengers	1,175

ENPLANEMENTS - Charter Flights

January, 2018	0 Passengers
January, 2017	159 Passengers
January 2018 - January 2018	0 Passengers
January 2017 - January 2017	159 Passengers
January 2016 - January 2016	0 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

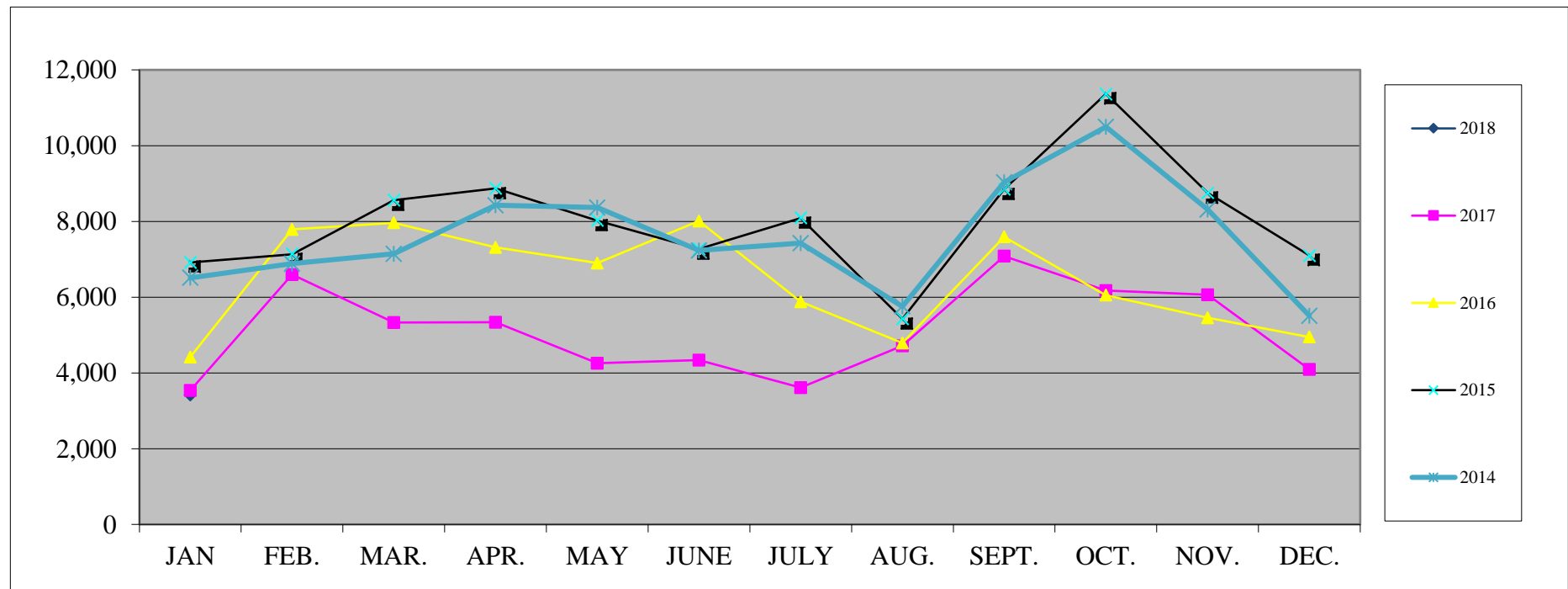
January, 2018	414 Passengers
January, 2017	720 Passengers
January 2018 - January 2018	414 Passengers
January 2017 - January 2017	720 Passengers
January 2016 - January 2016	36 Passengers

**AIRPORT TRAFFIC RECORD
2017 - 2018**

	ITINERANT					LOCAL			Total Operations
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	
2018									
January, 18	0	1,068	587	205	1,860	1,390	168	1,558	3,418
February, 18									
March, 18									
April, 18									
May, 18									
June, 18									
July, 18									
August, 18									
September, 18									
October, 18									
November, 18									
December, 18									
Totals January - January	0	1,068	587	205	1,860	1,390	168	1,558	3,418
2017									
January, 17	5	1,154	585	141	1,885	1,438	216	1,654	3,539
February, 17									
March, 17									
April, 17									
May, 17									
June, 17									
July, 17									
August, 17									
September, 17									
October, 17									
November, 17									
December, 17									
Totals January - January	5	1,154	585	141	1,885	1,438	216	1,654	3,539
Difference	-5	-86	2	64	-25	-48	-48	-96	-121
YTD % Change	-100%	-7%	0%	45%	-1%	-3%	-22%	-6%	-3%
Legend:	AC: Air Carrier			AT: Air Taxi					
	GA: General Aviation			MI: Military					

AIR TRAFFIC

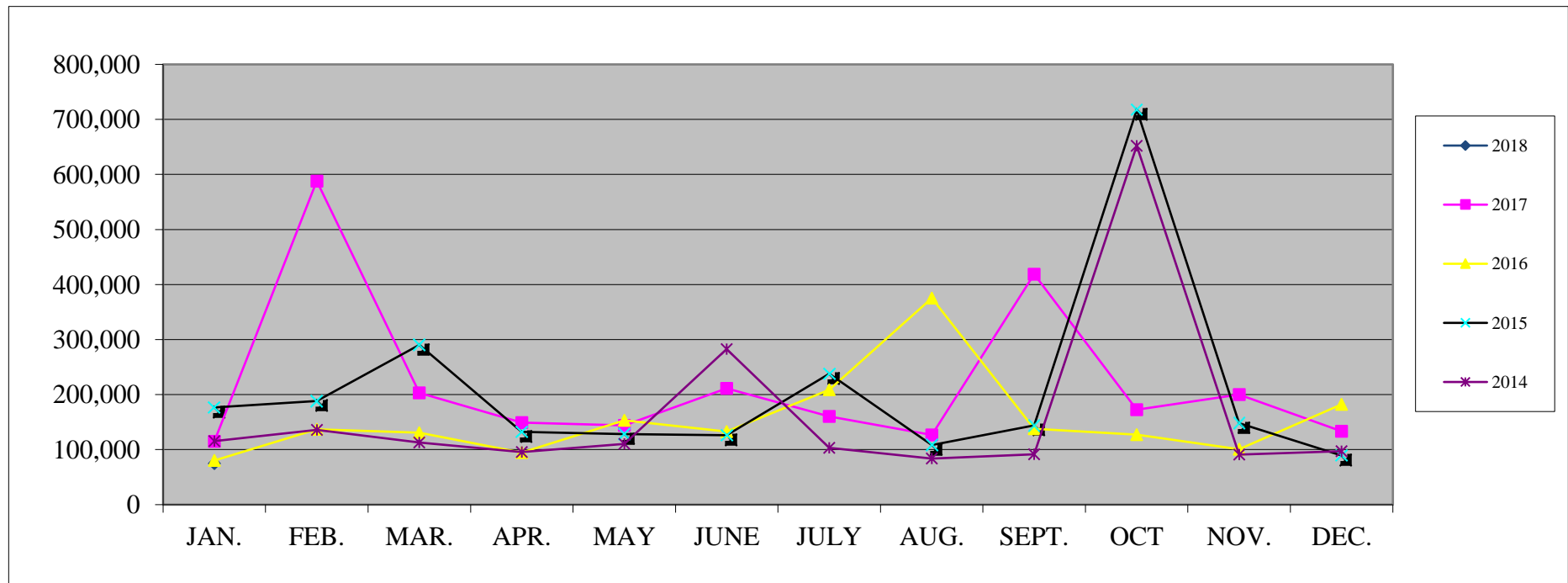
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2018	3,418												3,418
2017	3,539	6,598	5,329	5,340	4,253	4,338	3,613	4,717	7,081	6,177	6,062	4,094	61,141
2016	4,422	7,789	7,962	7,312	6,898	8,011	5,877	4,789	7,593	6,052	5,458	4,948	77,111
2015	6,918	7,133	8,557	8,870	8,022	7,268	8,089	5,426	8,846	11,367	8,753	7,101	96,350
2014	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
2013	5,341	7,146	7,440	7,349	7,336	8,291	6,696	6,694	8,755	10,136	7,946	7,001	90,131
2012	4,642	6,700	8,189	8,002	11,819	7,532	7,635	7,802	10,478	10,292	8,838	5,409	97,338
2011	3,088	3,880	4,632	5,671	5,418	6,379	5,639	4,804	9,355	9,249	6,138	4,954	69,207
2010	2,760	4,430	5,743	5,964	4,611	4,572	4,364	4,009	6,816	7,653	5,100	4,429	60,451
2009	4,345	6,822	5,675	5,888	6,209	5,883	5,082	3,860	6,470	5,258	5,775	3,795	65,062
2008	4,233	6,749	6,063	6,291	5,530	6,345	5,356	4,112	7,425	8,125	6,571	4,775	71,575



FUEL FLOWAGE

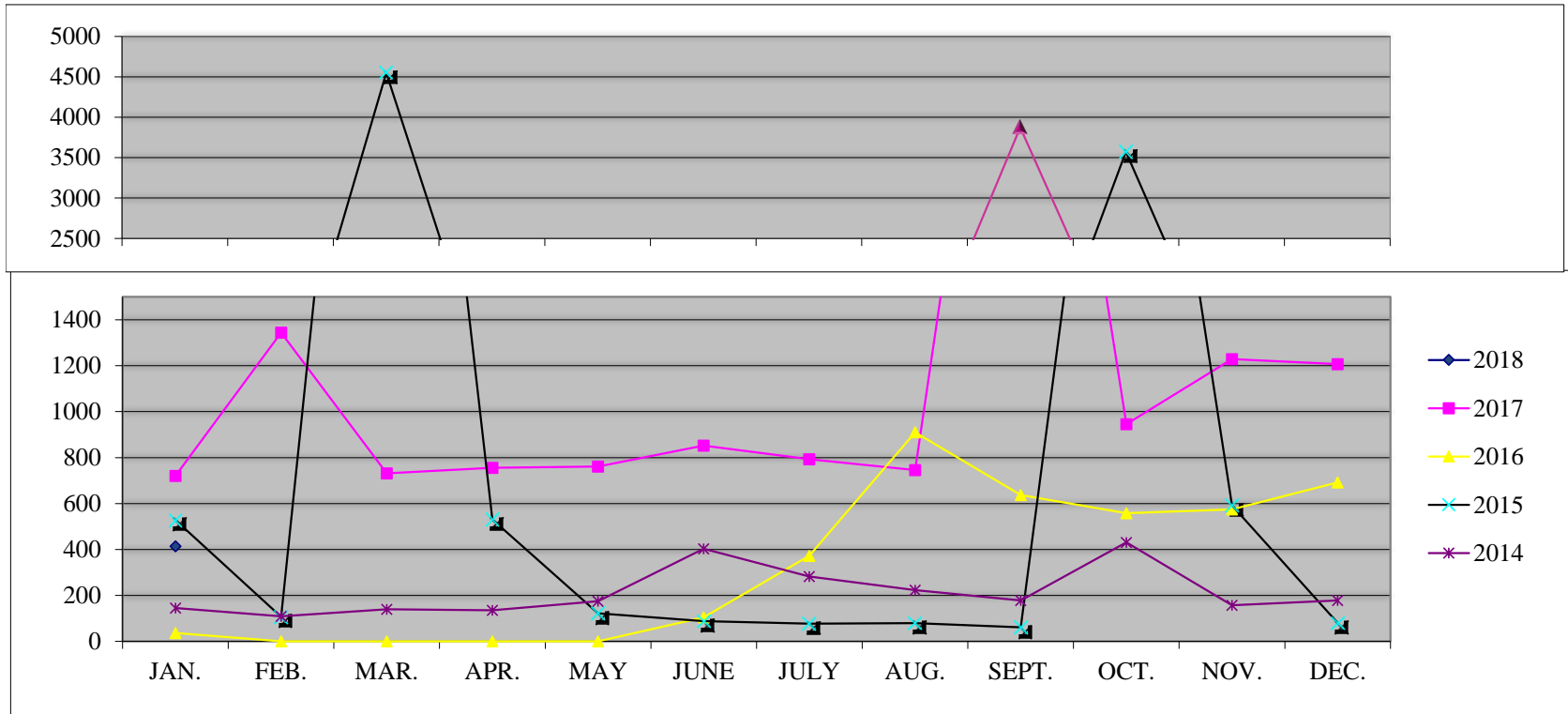
Gallons of Fuel Sold at SLN

	<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>
2018	<u>74,807</u>												<u>74,807</u>
2017	115,075	588,072	203,387	149,134	143,801	211,351	160,134	126,751	418,616	172,614	200,050	133,173	2,622,158
2016	80,221	136,763	130,990	94,673	153,410	132,964	208,846	375,330	137,906	126,983	100,764	182,062	1,860,912
2015	176,746	188,406	290,470	132,543	128,100	126,428	237,782	108,581	143,816	717,601	147,853	89,277	2,487,603
2014	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
2013	139,227	165,167	138,056	121,295	120,083	282,743	134,677	137,840	126,523	134,024	151,427	106,917	1,757,981
2012	136,995	163,253	303,472	142,770	307,541	365,938	162,584	169,534	163,515	149,404	287,619	241,424	2,594,049
2011	158,199	175,703	311,254	168,490	141,986	261,097	246,687	202,390	178,133	172,586	203,684	166,461	2,386,670
2010	140,149	174,668	276,837	195,019	195,859	333,684	271,029	212,013	170,735	209,067	315,010	269,921	2,763,991
2009	202,765	239,649	182,205	183,738	192,029	306,421	222,991	145,268	171,251	216,190	256,904	162,174	2,481,585
2008	240,060	298,097	293,841	231,396	212,675	319,814	218,666	236,294	245,330	374,857	236,718	206,767	3,114,515



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>FAA</u> <u>Adjustment</u>	<u>TOTAL</u>
2018	<u>414</u>													<u>414</u>
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207		13,959
2016	36	0	0	0	0	104	372	910	637	558	574	692	84	3,967
2015	528	107	4,550	531	122	88	77	79	61	3,574	592	80	-310	10,079
2014	145	109	140	135	175	403	282	223	178	431	157	178	-158	2,398
2013	166	191	205	214	243	218	202	205	161	178	212	243	391	2,829
2012	237	249	247	216	287	213	174	198	151	187	229	335	803	3,526
2011	146	156	205	181	254	258	261	234	225	287	264	234	152	2,857
2010	81	97	139	116	668	166	162	154	178	436	234	510	203	3,144
2009	224	227	275	223	232	210	225	242	439	190	223	129	29	2,868
2008	228	147	224	283	372	396	393	450	524	930	309	398	516	5,170
2007	109	81	133	107	185	226	221	285	241	325	679	353	1,182	4,127



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

Salina Airport Authority
Statement of Net Assets Prev Year Comparison
As of January 31, 2018

	Jan 31, 18	Dec 31, 17	\$ Change	Jan 31, 17	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank - Bond Funds (1)	1,310,144	1,482,051	-171,908	565,526	744,617	132%
Cash in bank & Petty Cash-Op	1,326,574	132,639	1,193,934	1,283,692	42,882	3%
Total Checking/Savings	2,636,717	1,614,691	1,022,027	1,849,218	787,499	43%
Accounts Receivable						
Accounts Receivable	202,365	264,784	-62,419	130,073	72,292	56%
Total Accounts Receivable	202,365	264,784	-62,419	130,073	72,292	56%
Other Current Assets						
Agri Land Receivable	55,000	0	55,000	56,000	-1,000	-2%
Mill Levy receivable (2)	900,804	0	900,804	1,001,767	-100,963	-10%
Other current assets	154,265	10,612	143,653	141,342	12,923	9%
Total Other Current Assets	1,110,069	10,612	1,099,457	1,199,109	-89,040	-7%
Total Current Assets	3,949,151	1,890,087	2,059,065	3,178,401	770,751	24%
Fixed Assets						
Fixed assets at cost	85,276,427	85,216,809	59,618	83,558,567	1,717,860	2%
Less accumulated depreciation	-42,250,115	-42,025,215	-224,900	-39,555,000	-2,695,115	-7%
Total Fixed Assets	43,026,312	43,191,594	-165,282	44,003,567	-977,255	-2%
Other Assets						
Irrevocable Escrow 2017-A&B	1,270,661	1,270,661	0	0	1,270,661	100%
Other assets	1,259	3,251	-1,993	24,871	-23,612	-95%
Total Other Assets	1,271,920	1,273,912	-1,993	24,871	1,247,049	5,014%
TOTAL ASSETS	48,247,383	46,355,593	1,891,790	47,206,838	1,040,545	2%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	54,366	152,323	-97,957	109,374	-55,008	-50%
Total Accounts Payable	54,366	152,323	-97,957	109,374	-55,008	-50%
Credit Cards						
Sam's Club Discover	7,846	655	7,191	-40	7,886	19,719%
VISA - Sunflower Bank, N.A. - S	0	315	-315	0	0	0%
Total Credit Cards	7,846	970	6,876	-40	7,886	19,719%
Other Current Liabilities						
Accrued debt interest payable	384,012	321,772	62,240	399,080	-15,068	-4%
Debt, current portion	1,067,153	1,067,153	0	1,109,894	-42,741	-4%
Deferred Agri Land Revenue	50,417	0	50,417	51,333	-917	-2%
Deferred Mill Levy revenue	1,954,663	0	1,954,663	1,905,781	48,882	3%
Other current liabilities	142,318	148,058	-5,740	181,006	-38,688	-21%
Total Other Current Liabilities	3,598,563	1,536,983	2,061,580	3,647,094	-48,532	-1%
Total Current Liabilities	3,660,775	1,690,276	1,970,499	3,756,429	-95,654	-3%
Long Term Liabilities						
Debt - Long Term	24,077,182	24,077,182	0	22,438,536	1,638,647	7%
Less current portion	-1,067,153	-1,067,153	0	-1,109,894	42,741	4%
Security Deposits Returnable	49,436	49,347	89	44,904	4,532	10%
Total Long Term Liabilities	23,059,465	23,059,376	89	21,373,546	1,685,919	8%
Total Liabilities	26,720,240	24,749,652	1,970,588	25,129,974	1,590,265	6%
Equity						
Invested in Capital Assets net	18,949,130	19,114,412	-165,282	21,506,550	-2,557,420	-12%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	2,566,811	3,031,105	-464,294	638,967	1,927,844	302%
Net Income	-78,798	-629,576	550,778	-158,653	79,855	50%
Total Equity	21,527,143	21,605,941	-78,798	22,076,864	-549,721	-3%
TOTAL LIABILITIES & EQUITY	48,247,383	46,355,593	1,891,790	47,206,838	1,040,545	2%

Salina Airport Authority
Profit & Loss Budget Performance
 January 2018

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 02/19/2018
 Accrual Basis

	Jan 18	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense					
Income					
Airfield revenue					
Fuel Flowage Fees	7,050	16,500	-9,450	43%	198,000
Hangar rent	64,151	36,250	27,901	177%	435,000
Landing fees	656	1,250	-594	52%	15,000
Ramp rent	3,614	4,163	-549	87%	50,000
Total Airfield revenue	(3) 75,471	58,163	17,308	130%	698,000
Building and land rent					
Agri land rent	4,583	4,583	0	100%	55,000
Building rents - Long Term					
Short-term leasing	18,978	17,500	1,478	108%	210,000
Building rents - Long Term - Other	68,499	71,913	-3,414	95%	862,950
Total Building rents - Long Term	(4) 87,477	89,413	-1,936	98%	1,072,950
Land rent					
Basic Land Rent	8,155	7,500	655	109%	90,000
Property tax - tenant share	10,019	10,000	19	100%	120,000
Land rent - Other	0	0	0	0%	0
Total Land rent	18,174	17,500	674	104%	210,000
Tank rent	1,128	792	336	142%	9,500
Total Building and land rent	111,362	112,288	-926	99%	1,347,450
Other revenue					
Airport Marketing	5,200	6,542	-1,342	79%	78,500
Commissions	1,119	2,917	-1,798	38%	35,000
Other income	1,061	5,417	-4,356	20%	65,000
Total Other revenue	7,380	14,876	-7,496	50%	178,500
Total Income	(5) 194,213	185,327	8,886	105%	2,223,950
Gross Income	194,213	185,327	8,886	105%	2,223,950
Expense					
Administrative expenses					
A/E, consultants, brokers	21,072	2,333	18,739	903%	28,000
Total Airport promotion	6,756	7,209	-453	94%	86,500
Computer/Network Admin.	722	1,146	-424	63%	13,750
Dues and subscriptions	2,280	2,125	155	107%	25,500
Employee retirement	5,510	6,276	-766	88%	75,307
FICA and medicare tax expense	4,404	5,048	-644	87%	60,576
Industrial development	0	4,167	-4,167	0%	50,000
Insurance , property	-3,274	12,688	-15,962	-26%	152,250
Insurance, medical	16,632	18,720	-2,088	89%	224,634
Kansas unemployment tax	0	83	-83	0%	1,000
Legal and accounting	1,390	2,708	-1,318	51%	32,500
Office salaries	36,472	40,668	-4,196	90%	488,020
Office Supplies	895	583	312	154%	7,000
Other administrative expense					
Merchant Processing Fees	53	38	15	139%	450
Other administrative expense - Other	175	379	-204	46%	4,550
Total Other administrative expense	228	417	-189	55%	5,000
Postage	73	250	-177	29%	3,000
Property tax expense	12,083	12,083	0	100%	145,000
Special Events	0	83	-83	0%	1,000
Telephone	1,454	1,458	-4	100%	17,500
Training	0	417	-417	0%	5,000
Travel and meetings	644	958	-314	67%	11,500
Total Administrative expenses	(6) 107,341	119,420	-12,079	90%	1,433,037

		<u>Jan 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Maintenance expenses						
Airfield maintenance		81	2,500	-2,419	3%	30,000
Airport Security		346	42	304	824%	500
Building maintenance		7,139	3,958	3,181	180%	47,500
Equipment fuel and repairs		6,309	5,417	892	116%	65,000
Fire Services		0	1,667	-1,667	0%	20,000
Grounds maintenance		0	333	-333	0%	4,000
Maintenance salaries		24,998	28,473	-3,475	88%	341,670
Other maintenance expenses		472	1,667	-1,195	28%	20,000
Snow removal expense		1,654	1,833	-179	90%	22,000
Utilities		16,112	22,500	-6,388	72%	200,000
Total Maintenance expenses	(7)	<u>57,111</u>	<u>68,390</u>	<u>-11,279</u>	<u>84%</u>	<u>750,670</u>
Total Expense	(8)	<u>164,452</u>	<u>187,810</u>	<u>-23,358</u>	<u>88%</u>	<u>2,183,707</u>
Net Ordinary Income	(9)	29,761	-2,483	32,244	-1,199%	40,243
Other Income/Expense						
Other Income						
Capital contributed		0	113,409	-113,409	0%	1,360,902
Gain on sale of assets		0	0	0	0%	25,000
Interest income						
Interest income on deposits		468	83	385	564%	1,000
Total Interest income		468	83	385	564%	1,000
Mill levy income		177,697	177,697	0	100%	2,132,360
Total Other Income		178,165	291,189	-113,024	61%	3,519,262
Other Expense						
Debt interest expense net						
Bond issue cost		-417	0	-417	100%	0
Interest Expense on Debt		62,240	62,240	0	100%	746,879
Total Debt interest expense net		61,823	62,240	-417	99%	746,879
Depreciation expense		224,900	224,900	0	100%	2,698,800
Total Other Expense		286,723	287,140	-417	100%	3,445,679
Net Other Income		-108,558	4,049	-112,607	-2,681%	73,583
Net Income		<u><u>-78,797</u></u>	<u><u>1,566</u></u>	<u><u>-80,363</u></u>	<u><u>-5,032%</u></u>	<u><u>113,826</u></u>

Salina Airport Authority
Profit & Loss Prev Year Comparison
 January 2018

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 02/19/2018
 Accrual Basis

	<u>Jan 18</u>	<u>Jan 17</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	7,050	8,734	-1,684	-19%
Hangar rent	64,151	18,773	45,378	242%
Landing fees	656	1,285	-629	-49%
Ramp rent	3,614	4,754	-1,140	-24%
Total Airfield revenue	75,471	33,546	41,925	125%
Building and land rent				
Agri land rent	4,583	4,667	-84	-2%
Building rents - Long Term				
Short-term leasing	18,978	20,615	-1,637	-8%
Building rents - Long Term - Other	68,499	64,023	4,476	7%
Total Building rents - Long Term	87,477	84,638	2,839	3%
Land rent				
Basic Land Rent	8,155	8,610	-455	-5%
Property tax - tenant share	10,019	10,000	19	0%
Total Land rent	18,174	18,610	-436	-2%
Tank rent	1,128	808	320	40%
Total Building and land rent	111,362	108,723	2,639	2%
Other revenue				
Airport Marketing	5,200	8,015	-2,815	-35%
Commissions	1,119	1,820	-701	-39%
Other income	1,061	646	415	64%
Total Other revenue	7,380	10,481	-3,101	-30%
Total Income	194,213	152,750	41,463	27%
Gross Income	194,213	152,750	41,463	27%
Expense				
Administrative expenses				
A/E, consultants, brokers	21,072		21,072	100%
Total Airport promotion	6,756	8,160	-1,404	-17%
Computer/Network Admin.	722	1,631	-909	-56%
Dues and subscriptions	2,280	1,822	458	25%
Employee retirement	5,510	4,796	714	15%
FICA and medicare tax expense	4,404	4,276	128	3%
Industrial development		6,250	-6,250	-100%
Insurance , property	-3,274	5,525	-8,799	-159%
Insurance, medical	16,632	15,826	806	5%
Legal and accounting	1,390	2,651	-1,261	-48%
Office salaries	36,472	32,795	3,677	11%
Office Supplies	895	820	75	9%
Other administrative expense				
Merchant Processing Fees	53	27	26	96%
Other administrative expense - Other	175	1,516	-1,341	-88%
Total Other administrative expense	228	1,543	-1,315	-85%
Postage	73	400	-327	-82%
Property tax expense	12,083	13,333	-1,250	-9%
Telephone	1,454	1,077	377	35%
Travel and meetings	644	222	422	190%
Total Administrative expenses	107,341	101,127	6,214	6%

(10)

(11)

	<u>Jan 18</u>	<u>Jan 17</u>	<u>\$ Change</u>	<u>% Change</u>	
Maintenance expenses					
Airfield maintenance	81	1,068	-987	-92%	
Airport Security	346		346	100%	
Building maintenance	7,139	10,894	-3,755	-34%	
Equipment fuel and repairs	6,309	4,596	1,713	37%	
Maintenance salaries	24,998	24,001	997	4%	
Other maintenance expenses	472	868	-396	-46%	
Snow removal expense	1,654	514	1,140	222%	
Utilities	16,112	39,728	-23,616	-59%	
Total Maintenance expenses	<u>57,111</u>	<u>81,669</u>	<u>-24,558</u>	<u>-30%</u>	
Uncategorized Expenses					
Total Expense	<u>164,452</u>	<u>182,796</u>	<u>-18,344</u>	<u>-10%</u>	(12)
Net Ordinary Income	<u>29,761</u>	<u>-30,046</u>	<u>59,807</u>	<u>199%</u>	(13)
Other Income/Expense					
Other Income					
Interest income					
Interest income on deposits	468	88	380	432%	
Total Interest income	<u>468</u>	<u>88</u>	<u>380</u>	<u>432%</u>	
Mill levy income	177,697	173,753	3,944	2%	
Total Other Income	<u>178,165</u>	<u>173,841</u>	<u>4,324</u>	<u>2%</u>	
Other Expense					
Debt interest expense net					
Bond issue cost	-417		-417	-100%	
Interest Expense on Debt	62,240	77,886	-15,646	-20%	
Total Debt interest expense net	<u>61,823</u>	<u>77,886</u>	<u>-16,063</u>	<u>-21%</u>	
Depreciation expense	224,900	224,565	335	0%	
Total Other Expense	<u>286,723</u>	<u>302,451</u>	<u>-15,728</u>	<u>-5%</u>	
Net Other Income	<u>-108,558</u>	<u>-128,610</u>	<u>20,052</u>	<u>16%</u>	
Net Income	<u><u>-78,797</u></u>	<u><u>-158,656</u></u>	<u><u>79,859</u></u>	<u><u>50%</u></u>	

Salina Airport Authority
Capital Additions Budget vs. Actual
As of January 31, 2018

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02/19/2018
Accrual Basis

	<u>Jan 31, 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
ASSETS				
Fixed Assets				
Fixed assets at cost				
Airfield				
AIP-36 Txy E Rehab Const. Ph 1		30,054	-30,054	0%
AIP-38 Txy B Rehab Const. Ph 2		1,423,837	-1,423,837	0%
AIP-39 ARFF Vehicle Acquisition		98,500	-98,500	0%
Airfield Improvements		40,000	-40,000	0%
KAIP-19 Rwy 12/30 Slurry Seal		150,000	-150,000	0%
Total Airfield	<u>0</u>	<u>1,742,391</u>	<u>-1,742,391</u>	<u>0%</u>
Buildings & Improvements				
Building improvements				
Bldg. Imps. Other		45,000	-45,000	0%
Total Building improvements	<u>0</u>	<u>45,000</u>	<u>-45,000</u>	<u>0%</u>
Total Buildings & Improvements	<u>0</u>	<u>45,000</u>	<u>-45,000</u>	<u>0%</u>
Equipment				
ARFF equipment	51,825	25,650	26,175	202%
Communications equipment		2,500	-2,500	0%
Computer equipment		2,500	-2,500	0%
Shop equipment		26,000	-26,000	0%
Total Equipment	<u>51,825</u>	<u>56,650</u>	<u>-4,825</u>	<u>91%</u>
Land				
Airport Indust. Cent. Imps.		10,000	-10,000	0%
Environmental				
Environmental - SAFB	3,642	15,000	-11,359	24%
Total Environmental	<u>3,642</u>	<u>15,000</u>	<u>-11,359</u>	<u>24%</u>
West Beechcraft Road Imps.	3,760	1,178,000	-1,174,240	0%
Total Land	<u>7,402</u>	<u>1,203,000</u>	<u>-1,195,599</u>	<u>1%</u>
Total Fixed assets at cost	<u>59,227</u>	<u>3,047,041</u>	<u>-2,987,815</u>	<u>2%</u>

(14)

Salina Airport Authority Significant Capital Expenditures Detail January 2018

Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
Fossett Plaza					
Bill	01/05/2018	B&B Metal Arts, LLC	Fossett Plaza (bench, table, waste and stands)	19,336.37	19,336.37
Total Fossett Plaza				19,336.37	19,336.37
Total Airfield				19,336.37	19,336.37
Equipment					
ARFF equipment					
Bill	01/19/2018	Weis Fire & Safety Equip. C...	ARFF 3 Replacement vehicle	51,825.00	51,825.00
Total ARFF equipment				51,825.00	51,825.00
Total Equipment				51,825.00	51,825.00
Land					
Environmental					
Environmental - SAFB					
Bill	01/31/2018	Stinson Leonard Street, LLP	Professional services - January 2018	3,641.50	3,641.50
Total Environmental - SAFB				3,641.50	3,641.50
Total Environmental				3,641.50	3,641.50
West Beechcraft Road Imps.					
Bill	01/10/2018	Lochner - BWR Division	Beechcraft Rd improvements	3,760.00	3,760.00
Total West Beechcraft Road Imps.				3,760.00	3,760.00
Total Land				7,401.50	7,401.50
Total Fixed assets at cost				78,562.87	78,562.87
TOTAL				78,562.87	78,562.87



MEMORANDUM

TO: Tim Rogers, A.A.E., Executive Director
CC: Salina Airport Authority Board
FROM: Michael Schrage, Deputy City Manager
DATE: February 13, 2018
SUBJECT: Neighborhood Revitalization Plan Amendment

Tim:

As we have discussed, please, find attached a copy of the proposed revised Neighborhood Revitalization Plan for the community. I have provided a summary of the program background and proposed changes, below.

Program Background

In 1994, the Kansas Legislature passed a law allowing local communities to designate neighborhood revitalization areas within which certain incentives are created to encourage capital investment which otherwise might not occur in these areas of historic importance which are subject to physical deterioration and/or other economic challenges. The law also allows designation of certain historical or significant individual structures to be eligible for incentives. The incentive method authorized by the State involves property tax rebates for all or a portion of the incremental increase in taxes paid due to higher assessed valuation resulting from improvements made to eligible properties. Because rebates only apply to the increase in value, net taxes will never be lower than existing taxes prior to redevelopment. This incentive may make certain projects more financially feasible, thus bringing investment to the revitalization area which otherwise might not occur. Ultimately, all neighborhood redevelopment projects will begin paying full taxes at the higher rate once the specified rebate period expires.

The City of Salina and the taxing jurisdictions listed below initially entered in to an Interlocal Agreement to jointly form the Salina Neighborhood Revitalization Plan and program in 2004.

- Central Kansas Extension District #3
- City of Salina, Kansas
- Salina Airport Authority
- Salina Public Library
- Saline County, Kansas
- Unified School District No. 305

The resolution adopting the 2004 Neighborhood Revitalization Plan detailed the process to amend the plan and provided that the Mayor will consult with the Board Chairs of all participating local taxing entities to communicate feedback regarding the proposed Plan amendment and that a Plan amendment will require the concurrence by participating local taxing entities.

We have revisited the plan and drafted the proposed amendments in response to four specific requests which I have addressed in greater detail, below. The City Commission and USD 305 School Board have considered and is supportive of each proposed change, and I am contacting your regarding Saline County Commission consideration of the proposed changes.

I am providing this report and supporting information to request consideration of the proposed amendments by the County Commission and seek their formal concurrence with those changes. I intend to attend the County Commission meeting to be available to answer any questions that they may have as well as receive any feedback on behalf of the Mayor and City Commission. Additionally, I would be happy to facilitate any direct communication of feedback to the Mayor from the Commission Chairperson, if they may wish to provide direct feedback to the Mayor as provided by the authorizing resolution.

Proposed Changes

1.) Downtown Tax Increment Financing Plan

The downtown redevelopment plan is a combination of several different funding tools with the intention of supporting an estimated \$150M of investment in the Salina downtown. In addition to private investment, City investment, STAR Bond financing and 3 Community Improvement Districts a Tax Increment Financing District has been proposed to provide funding to the proposed Homewood Suites Hotel, market rate apartment development and Old Chicago Restaurant as well creation of a new business development fund which will receive 50%+ of the TIF funds generated. Both TIF funding and the Neighborhood Revitalization Plan utilize the tax increment created by property improvements. Consequently, it is necessary to remove the TIF district area in the downtown from the Neighborhood Revitalization Plan.

2.) Heightened Property Tax Rebates and Extended Terms for “Projects of Exceptional Community Significance”

Specifically, the Lee Buildings located at 254 North Santa Fe have been vacant for many years and have been the subject of redevelopment interest from several experienced regional developers that specialize in rehabilitation of historic structures. After conducting considerable due diligence, each developer was reluctant to pursue redevelopment of the Lee Buildings without some additional financial assistance. Upon review of similar successful projects in other Kansas communities, it was noted that other Kansas communities had provided tax rebates at a higher percentage rate and for a longer term which made their redevelopment project(s) viable. In response to this specific challenge and at the specific request of an interested developer, City staff investigated possible approaches and drafted criteria for Projects of Exceptional Community Significance that could be deemed eligible for 95% rebates for 15 years, as follows:

Eligible Projects of Exceptional Community Significance

Applications for designation as a Project of Exceptional Community Significance shall be subject to City Commission review and approval utilizing the following criteria:

- 1.) Provision of a minimum of 50 housing units or 40,000 square feet of commercial space.
- 2.) Demonstration of a significant blighting influence of the existing building and respective property on the surrounding neighborhood.
- 3.) Significant mitigation of blight demonstrated by minimum project investment of \$10 Million.

- 4.) Preservation and redevelopment of a National, State or Locally Designated Historic Landmark
- 5.) Demonstrated vacancy for a minimum of 5 years or underutilization for a minimum of 5 years demonstrated by significantly low levels of: residential and/or retail/commercial occupancy (primary and accessory storage uses excluded); levels of employment per square foot; employee wage rates relative to the Saline County average wage rate (non-retail); and/or retail / commercial sales activity per square foot.

3.) Adding property generally described as being located south and west of the intersection of North Ohio Street and Interstate 70 to the Neighborhood Revitalization Area.

The City was approached by Lewis R. Erickson, Foley Tractor Vice President – Finance & CFO who requested that the City consider amendment the NRP boundaries to include their property located in the southwest quadrant of I-70 and Ohio Street. At that time, staff provided the following background to the City Commission in response to his request.

Mr. Erickson indicated that they were considering constructing a new facility at that location and noted that they have been surprised by the costs associated with floodplain compliance and mitigation. Consequently, he requested that the City consider expansion of the NRA noting that a similar expansion was approved in 2013 for property located at the 9th Street & I-70 intersection.

There is a varied history of development in the area with Kenworth developing in the County prior to adoption of floodplain regulations in 1986. Flying J developed in Saline County subject to County administration of the floodplain regulations applicable at that time. And, Harley-Davidson developed in the City subject to City administration of the applicable floodplain regulations. It should be noted that there is a significant elevation difference between the east side of Ohio Street and the west side such and that little to no fill was necessary for Flying J & Harley-Davidson compared to approximately 2' of fill that may be necessary on the proposed Foley Tractor site.

It is also noteworthy that the original Foley Addition consisted of three (3) platted lots, two C-7 zoned outlots along Ohio Street and an I-2 zoned lot tucked in behind which was intended to be the site of a new Foley Equipment dealership. On November 5, 2001, the City Commission initiated the North Ohio Utility Improvements project which extended water and sewer service to properties in the vicinity of the Ohio Street / I-70 interchange. The Foley Addition and the property owned by H-M Olathe, LLC (site of Kenworth Truck Repair) were annexed into the city and were included in the benefit district. This water and sewer extension project was completed in 2002. In 2002, KDOT finalized design plans for a new Ohio Street bridge over I-70. In order to allow the existing bridge to remain in service, KDOT's design called for construction of a new bridge 150 ft. west of the existing bridge. As a result of the need to realign Ohio Street with the new bridge KDOT acquired property from Foley Equipment and H-M Olathe, LLC. The Foley taking virtually eliminated the outlots (Lots 2 and 3) and the Kenworth site was reduced in size from 5.2 acres to 1.7 acres losing the East 280 ft. of their property.

In his request, Mr. Erickson compared the Foley Tractor request to the expansion of the NRA at I-70 & 9th Street. Mr. Erickson specifically stated that "we believe the deficiencies in that area which justified adding that area to the Approved Areas also exist in the Ohio Street area just one mile east of 9th Street. Staff recommended inclusion of properties that were located in a mapped *floodway* as well as properties that could be deemed as meeting the program definition of blighted.

The City Commission was supportive of his request and instructed staff to initiate the process of amending the Neighborhood Revitalization Plan. In the intervening time, Foley Tractor has

pursued the necessary zoning and building permit approvals, and has recently commenced construction. They did so knowing that the NRP plan amendment was in process and hopeful that their request would be approved. They have an NRP application on file pending action on the NRP amendment.

Mr. Foley has acknowledged that they proceeded in advance of the requested plan change being approved and offered the following explanation to be shared with each of the taxing entities as they consider the Plan amendment.

“Foley had already once halted construction due to costs being much higher than they anticipated. They reduced the size of the building all that they could to lower costs. However, their costs were also much higher than another site they are building due to the unique flooding issues around their Salina site, so they sought inclusion in the Salina NRP for this. Based on the positive reception they received from the Salina Planning Committee and the Salina City Council for the project and inclusion of the Foley property in the NRP back in June, as well as the increased construction costs that they were told they would incur if they waited any longer to resume construction, they decided to proceed with the project relying on the other taxing jurisdictions to support the decision of the Salina City Council.”

4.) Adding property bounded by Iron Avenue, Indiana Avenue, Gypsum Avenue and Delaware Avenue.

The property in question is owned by Property Partners, LLC and includes the Market Aide building fronting on Iron Street as well as the vacant portion of the property proposed to be developed. The current NRA boundaries run north-south on Delaware Avenue from Riverside Drive to Gypsum Avenue with the properties west of the boundary line being within the NRA and the properties to the east being outside of the NRA. The project site is east of Delaware Avenue and outside of the NRA boundaries, at this time.

The application, Mr. Brian Richardson has indicated that they have tried to acquire additional properties to the south for additional redevelopment, and the basis of his request is that the area in question is similar in nature to the adjoining neighborhood that is eligible for NRP rebates and the rebate would support and incentivize his redevelopment efforts which is consistent with the intent of the Neighborhood Revitalization Program.

Mapping Modification

It should also be noted that City staff has reviewed the Plan narrative and mapping in detail with the intention of simplifying both the narrative as well as the map. As a result of amendments and changes over the years, each modified area was assigned a unique number on the map even though the eligibility requirements and application of rebates was not unique. Continuation of that approach would have resulted in 7+ unique geographic areas being identified on the map and the inclusion of complex plan narrative to account for each. The attached plan and map has been simplified to better communicate the plan provisions in terms of 2 categories of eligibility and rebates with the mapped areas consolidated.



20184-202318

CITY OF SALINA

NEIGHBORHOOD REVITALIZATION PLAN

Effective November 03, 2014

Reference:

- K.S.A. 12-17,114 through 12-17,120
- City of Salina Resolution No. 04-6028; 04-6029; 04-6030
- City of Salina Resolution No. 08-6582
- City of Salina Resolution No. 09-6611
- City of Salina Resolution No. 09-6637
- City of Salina Resolution No. 09-6638
- City of Salina Resolution No. 14-7148

OVERVIEW

Background:

In 1994, the Kansas Legislature passed a law allowing local communities to designate neighborhood revitalization areas within which certain incentives are created to encourage capital investment which otherwise might not occur in these areas of historic importance which are subject to physical deterioration and/or other economic challenges. The law also allows designation of certain historical or significant individual structures to be eligible for incentives. The incentive method authorized by the State involves property tax rebates for all or a portion of the incremental increase in taxes paid due to higher assessed valuation resulting from the improvements made to eligible properties. Because rebates only apply to the increase in value, net taxes will never be lower than existing taxes prior to redevelopment. This incentive may make certain projects more financially feasible, thus bringing investment to the revitalization area which otherwise might not occur. Ultimately, all these redevelopments will begin paying the full taxes without rebates after the 10-year specified rebate period expires.

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The City of Salina and the other local taxing jurisdictions listed below initially entered in to Interlocal Agreement to jointly form the have had a Salina Neighborhood Revitalization Plan and program in 2004 affect since 1996, with significant success in redevelopment within the designated revitalization area.

- Central Kansas Extension District #3
- City of Salina, Kansas
- Salina Airport Authority
- Salina Public Library
- Saline County, Kansas
- Unified School District No. 305

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After careful review and the required public hearing, the provisions of the adopted plan in effect from expanded 2009-2013 Neighborhood Revitalization Plan was completed with an implementation effective date of July 1, 2009 and an ending date of June 30, 2013, and subsequently extended through December 31, 2013 upon approval of map amendments by the taxing entities. Due to the program expiration date and no further modifications suggested an extension of the present revitalization program is proposed and required the approval by all taxing entities and therefore a new term from November 03, 2014 through a new ending date of December 31, 2018, was amended by the enactment of Resolution No. _____ which high is subject to amendement the Neighborhood Revitalization plan as follows: needed during its 4 year term.

1. Removing downtown property identified for redevelopment through Tax Increment Financing from the Neighborhood Revitalization Area, as further detailed herein.
2. -Creating an additional category of projects eligible for a heightened percentage of property tax rebate as well as an extended term, as futher detailed herein.
3. Adding property generally described as being located south and west of the intersection of North Ohio Street and Interstate 70 to the Neighborhood Revitalization Area, as further detailed herein.

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4. Adding property bounded by Iron Avenue, Indiana Avenue, Gypsum Avenue and Delaware Avenue to the Neighborhood Revitalization Area, as further detailed herein.

Key Features:

- The program continues to be designed for targeted areas most in need of incentives for investment, or specific historic buildings. ~~The re continues to be a focus has primarily been~~ on downtown areas, redevelopment of -and the North Santa Fe corridor, providing rebates for challenged commercial/industrial sites ~~projects and designation of the northern part of Salina for residential areas that are determined to be in need of financial assistance to encourage investment and redevelopment projects. The 2014 – 2018 Plan recommends no changes in the revitalization area yet continues to encourage redevelopment and reinvestment in the a large portion of the community.~~
- A map of the ~~2013 expanded~~ revitalization area as amended is included in the plan.
- The maximum rebate ~~in the Salina plan is 100% for five years; 50% for the next five.~~ Percentages and length of time projects are eligible for rebates varies by specific redevelopment types and/or location, as further detailed herein. ~~These values have not changed in this new program.~~

Information Contact:

City of Salina
Development Services Department
300 West Ash, P.O. Box 736
Suite 201
Salina, KS 67402-0736
(785) 309-5720 or 5715

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Section 1a

LEGAL DESCRIPTION AND MAP OF NEIGHBORHOOD REVITALIZATION AREAS AND SPECIAL CORE DISTRICT AREAS 1 - 7 AND 1A

Comment [SM1]: Legal descriptions to be consolidated and inserted in final draft.

- **Legal Description of Neighborhood Revitalization Area No. 1**

Beginning at a point being the intersection of West South Street and South Eighth Street; thence Northerly along South Eighth Street to the intersection of Eighth Street and West Iron Avenue; thence westerly along West Iron Avenue to the intersection of Ninth Street; thence Northerly along North Ninth Street to the intersection of State Street; thence Westerly along State Street to the intersection of North Broadway Boulevard; thence Northerly along North Broadway Boulevard to its intersection with Dry Creek and lying on the established corporate boundary of the City of Salina; thence continuing Northerly along the meandering of the corporate boundary of the City of Salina to its point of intersection with the Flood Control Levee; thence Easterly along the Flood Control Levee to its point of intersection with the corporate boundary of the City of Salina, said point being the intersection of the Flood Control Levee and North Fifth Street; thence Easterly and Southerly along the corporate boundary of the City of Salina to its point of intersection with North Ohio Street; thence Southerly along North Ohio Street to the intersection of East Iron Avenue; thence Westerly along East Iron Avenue to its intersection with the Old Smoky Hill River Channel; thence Southerly along said channel to its intersection with the North-South alley lying between South Third Street and South Fourth Street; thence Southerly along said alley to its intersection with the Old Smoky Hill River Channel; thence Southerly along said channel to its intersection with East South Street; thence Westerly along East South Street to the intersection of West South Street and South Eighth Street and the point of beginning. All of the above-described tracts of land lie within the City of Salina, Saline County, Kansas and contains 2.19 square miles.

- **Legal Description of Special Core District of Area No. 1. (To be referred to as Area 1A)**

Beginning at a point being the intersection of West South Street and South Eighth Street; thence Northerly along South Eighth Street extended and along North Eighth Street to the intersection of North Eighth Street and West Harsh Avenue; thence Easterly along Harsh Avenue to the intersection of North Front Street; thence Southerly along North Front Street to the intersection of East Woodland Avenue; thence Westerly along East Woodland Avenue to the intersection of North Fourth Street; thence Southerly along North Fourth Street extended to its intersection with East Iron Avenue and the Old Smoky Hill River Channel; thence Southerly along said channel to its intersection with the North-South alley lying between South Third Street and South Fourth Street; thence Southerly along said alley to its intersection with the Old Smoky Hill River Channel; thence Southerly along said channel to its intersection with East South Street; thence Westerly along East South Street to the intersection of West South Street and South Eighth Street and the point of beginning. All of the above-described tracts of land lie within the City of Salina, Saline County, Kansas and contains .46 square miles.

- **Legal Description of Neighborhood Revitalization Area No. 2**

- **Legal Description of Special Core District Core Area No. 2 (To be referred to as Area 2A)**

- Legal Description of Neighborhood Revitalization Area No. 3
- Legal Description of Neighborhood Revitalization Area No. and 4.
- Legal Description of Neighborhood Revitalization Aarea No. 5.

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N.R.A, #5

Area Along North 9th & Diamond Drive

A tract of land located in a portion of the Northeast Quarter of Section 2, Township 14 South, Range 3 West of the 6th P.M., and a portion of the Southeast Quarter of Section 35, Township 13 South, Range 3 West of the 6th P.M., and a portion of the Southwest Quarter of Section 36, Township 13 South, and 3 West of the 6th P.M., and a portion of the Northwest Quarter of Section 1, Township 14 South, Range 3 West of the 6th P.M. and more particularly described as follows:

Commencing at the Southeast corner of the Northeast Quarter of said Section 2;
 Thence north on the east line of said Northeast Quarter, a distance of 510 feet more or less to the centerline of the City of Salina Flood Control Levee and the Point of Beginning;
 Thence west on the centerline of the City of Salina Flood Control Levee, a distance of 1325 feet more or less to the west line of the Southeast Quarter of the Northeast Quarter (SE ¼ NE ¼) of said Section Two;
 Thence north along the west line of the Southeast Quarter of the Northeast Quarter (SE ¼ NE ¼) to the northwest corner of the Southeast Quarter of the Northeast Quarter (SE ¼ NE ¼) of said Section Two;
 Thence east to a point Eight Hundred Sixty and Zero Hundredths (860.00) feet east of the Southwest corner of the Northeast Quarter of the Northeast Quarter (NE ¼ NE ¼); such point being on the South line of the Northeast Quarter of the Northeast Quarter (NE ¼ NE ¼) of said Section Two;
 Thence northerly along a line parallel with the east line of said Section Two to the center of old Dry Creek channel;
 Thence following the old Dry Creek channel in a northwesterly, north and northeasterly direction to its intersection with the south line of the Southeast Quarter of the Southeast Quarter (SE ¼ SE ¼) of Section Thirty-five, Township Thirteen South, Range Three West (35-T13S-R3W);
 Thence continuing in a northeasterly direction along the centerline of Dry Creek channel to its intersection with the centerline of Mulberry Creek;
 Thence in a westerly direction along Mulberry Creek to a point Four Hundred and Zero Hundredths (400.00) feet west of the east line of said Section Thirty-five (35);
 Thence Westerly along the centerline of Mulberry Creek to the west line of the East Half of the Southeast Quarter (E ½ SE ¼) of said Section Thirty-five (35);
 Thence north along the west line of the East Half of said Southeast Quarter (E ½ SE ¼) to the south right-of-way line of Interstate Highway 70;
 Thence westerly along said south right-of-way to the west line of the Southeast Quarter (SE ¼) of said Section Thirty-five (35);
 Thence north along the west line of said Southeast Quarter (SE ¼) to the centerline of Interstate 70 Highway;
 Thence northeast along the centerline of Interstate 70 Highway to the west line of the Southwest Quarter (SW/4) of Section Thirty-six (36), Township Thirteen (13) South, Range Three (3) West of the 6th P.M.;
 Thence northeast on the centerline of Interstate 70 Highway, a distance of 686.07 feet more or less to the intersection of the centerline of Interstate 70 Highway and the extended west line of a tract of land described in Saline County Register of Deeds Book 1189, Page 1818;
 Thence north on said west line and extension thereof, a distance of 538.50 feet more or less to the north line of the Southwest Quarter (SW/4) of Section Thirty-six (36), Township Thirteen (13) South, Range Three (3) West of the 6th P.M.;
 Thence east on the north line of the Southwest Quarter (SW ¼) of said Section Thirty-six (36), and a distance of 638.68 feet more or less to the northeast corner of the Northwest Quarter (NW ¼) of the Southwest Quarter (SW ¼) of said Section Thirty-six (36);
 Thence east following the north line of the Northeast Quarter of the Southwest Quarter (NE ¼ SW ¼) of Section Thirty-six, Township Thirteen South, Range Three West (36-T13S-R3W), to the North right-of-way line of Interstate Highway 70;
 Thence southwest along the north right-of-way line of Interstate Highway 70 to the east line of the West Half of the Southwest Quarter (W ½ SW ¼) of said Section Thirty-six (36);

Thence south following the east line of the West Half of the Southwest Quarter (W ½ SW ¼) of said Section Thirty-six (36) to a point Two Hundred Twenty-seven and Zero Hundredths (227.00) feet South of the Northwest corner of the Southeast Quarter of the Southwest Quarter (SE ¼ SW ¼) of Section Thirty-six, Township Thirteen South, Range Three West (36-T13S-R3W), of the 6th P.M.;

Thence east parallel with the north line of Surveyor's Plat Fifty-three (53), a distance of Thirty and Zero Hundredths (30.00) feet to a point on the East right-of-way line of Fifth Street.

Thence northerly and easterly along adjacent road to a point on the east line of the Southwest Quarter (SW ¼);

Thence south along said east line a distance of One Thousand Three Hundred Five and Zero Hundredths (1305.00) feet to the Southeast corner of said Southwest Quarter (SW ¼);

Thence west along the south line of the Southwest Quarter (SW ¼) a distance of Seven Hundred Ninety-six and Zero Hundredths (796.00) feet to a point Five Hundred Twenty-five and Zero Hundredths (525.00) feet East of the Southwest corner of the Southeast Quarter of the Southwest Quarter (SE ¼ SW ¼) of Section Thirty-six, Township Thirteen South, Range Three West (36-T13S-R3W), of the 6th P.M. in Saline County, Kansas;

Thence south Two Hundred Sixty-four and Zero Hundredths (264.00) feet;

Thence west Four Hundred Ninety-five and Zero Hundredths (495.00) feet;

Thence north Two Hundred Sixty-four and Zero Hundredths (264.00) feet to a point on the north line of the Northeast Quarter of the Northwest Quarter (NE ¼ NW ¼) of Section One, Township Fourteen South, Range Three West (1-T14S-R3W);

Thence west along the north line of the Northeast Quarter of said Northwest Quarter (NE ¼ NW ¼) a distance of Thirty and Zero Hundredths (30.00) feet to the Northwest corner thereof;

Thence south following the east line of the West Half of the Northwest Quarter (W ½ NW ¼) of Section One, Township Fourteen South, Range Three West (1-T14S-R3W), of the 6th P.M. to a point Five Hundred Twelve and Zero Hundredths (512.00) feet North of the South line of the Northwest Quarter (NW ¼) of said Section One (1) being the center of Fifth Street and the Salina Flood Control Levee;

Thence west on the centerline of the Salina Flood Control Levee, to the Point of Beginning.

Said Tract contains Mulberry Creek Addition, Stimmel School Addition, Surveyor's Plat No. 53, Interstate District South of I-70 an Addition, and Interstate District Southwest of I-70 an Addition, all to the City of Salina, Saline County, Kansas.

Legal Description of Neighborhood Revitalization Area #6

Legal Description of Neighborhood Revitalization Area #7

• Neighborhood Revitalization Area and Special Core District Area Map

A map outlining Neighborhood Revitalization Areas ~~No. 1 and No. 2~~ and Special Core District Areas ~~1, A and 2A, 3 and No. 4~~ depicting the existing parcels of real estate therein is attached and made part of this plan as Exhibit A on the following page.

Comment [SM2]: Legal description of added area bounded by Iron Street, Indiana Avenue, Gypsum Avenue & Delaware Avenue.

Comment [SM3]: Legal description of area within the city limits in the SW corner of Ohio & I-70.

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Comment [SM4]: To be amended to reflect boundaries as ultimately revised.

Section 1b

ASSESSED VALUATION OF LAND AND BUILDINGS

The ~~2022~~ ~~current~~ assessed valuation of the 6,310 parcels of real estate in Neighborhood Revitalization and Special Core District Areas ~~1-7 No. 1, N.R.A. No. 1a, N.R.A. No. 2, N.R.A. No. 2a and N.R.A. No. 3, N.R.A. No. 4 and N.R.A. No. 5~~ is \$590,760,142. Updates are available in the Development Services Department.

Comment [SM5]: To be updated in final draft.

Section 1c

OWNERS OF RECORD

The names and addresses of owners of record of real estate located within Neighborhood Revitalization and Special Core District Areas ~~1 No. 1, 1A, 2, 2a, 3, 4 and 5~~ are available on request from the Development Services Department.

Section 1d

ZONING AND LAND USE

A zoning district classification map and list of zoning districts for ~~Neighborhood Revitalization and Special Core District Areas 1 N.R.A. 1, 2, 2A, 3 and 4~~ are available on request from the Development Services Department. An existing land use map is available on request, as well as the future land use map which is a component of the Comprehensive Plan of the City of Salina, which is located on the cities website.

Section 1e

**MUNICIPAL SERVICE IMPROVEMENT PLANS
IMPACTING ALL AREAS INCLUDING IN THE NRA**

The City of Salina adopts a multi-year Capital Improvement Program, updated annually. All identified projects are subject to City Commission budgeting, appropriation of funds and prioritization.

Identified projects impacting both subject revitalization areas include:

(a) Water and Sewer

- Sanitary Main Repairs
- Sanitary Sewer Lift Station Repairs
-
- Water Main Repairs
- Water Main Replacement of Piping (Phases ~~5, 5, 6, & 7~~)

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(b) Housing Rehabilitation

- ~~Administration of the 2016 Complete a~~ Housing Assessment & Study ~~formulating future Housing Programs~~
- Income-qualified program for use of federal/state grants and local funding for rehabilitation of certain owner occupied homes.
- Emergency Housing Repairs through local funding

- (C) General Street Maintenance & Services
Levee Management & Repairs
Sidewalk Renovations including ADA Ramp Installation
Storm Water Management (Land Disturbance Permits & Erosion Control)
Microsurfacing and Crack Sealing of various streets
Mill and Inlay of various streets
Traffic Control – Painting Crosswalks, Repair & Maintain Traffic Signals,

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Section 2a

ELIGIBLE INDIVIDUAL HISTORIC AND SIGNIFICANT STRUCTURES LOCATED WITHIN OR OUTSIDE THE BOUNDARIES OF N.R.A. No. 1 and 1A N.R.A. No. 2 and 2A

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Any structure listed on the National/State Register of Historic Places or designated as a local Historic Landmark by the City Commission ~~is~~ eligible for property tax rebates under the program and formula for commercial or residential uses and rehabilitation, alteration or addition to the structure regardless of whether it is located within or outside of a designated Neighborhood Revitalization Area. These structures are found to meet the eligibility standards of K.S.A. 12-17,115 due to their deteriorating condition and that their age, architecture, history and significance makes them worthy of preservation.

Section 2b

INVENTORY IDENTIFICATION OF ELIGIBLE HISTORIC STRUCTURES AT THE TIME OF PLAN ADOPTION

(a) National Register/State Register Properties

- 200 South 7th Street (Flanders-Lee House)

Legal Description: Lots 1 and 2, School Park, Original Townsite of the City of Salina, Saline County, Kansas

Owner of Record: Available in the Development Services Department

- 211 West Iron Avenue (former U.S. Post Office – Smoky Hill Museum)

Legal Description: Lots One Hundred Nine (109), One Hundred Eleven (111); One Hundred Thirteen (113), One Hundred Fifteen (115) plus vacated alley, Eighth Street and the West Twenty-five feet (25') of Lots One Hundred Ten (110), One Hundred Twelve (112), One Hundred Fourteen (114) on Seventh Street, Original Townsite of the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 153-163 South Santa Fe Avenue (former Fox-Watson Theatre)

Legal Description: East Eighty (80) feet of the South half of Lot One Hundred Thirty-three (133), all of Lots One Hundred Thirty-five (135) and One Hundred thirty-seven (137), Santa Fe Avenue, Original Townsite of the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 636 East Iron Avenue (A.J. Schwartz House)

Legal Description: West 85' of East 210' of Lot 4, Block 6, Oakdale Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 211 West Prescott Street (Prescott-Foley House)

Legal Description: The West 104 feet of Lots Two (2) and Four (4); the West 105 feet of the North 25 feet of Lot 6 and West 2½ feet of the South 75 feet of Lot 6, Highland Avenue, and the East 2½ feet of Lots 1 and 3, 9th Street, Prescott Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 100 Mt. Barbara Road (Sheldon-Nelson House)

Legal Description: A tract in the Northeast Quarter (NE ¼) of Section Eighteen (18), Township Fourteen (14) South, Range Two (2) West of the Sixth Principal Meridian in Saline County, more particularly described as follows:

Beginning 745' East and 1,025' South of the northwest corner of said quarter section; Thence North 248 feet; Thence Northeasterly 115 feet; Thence south and parallel with curb 28 feet; Thence Southeasterly 96.1 feet; Thence Northeasterly 40.35 feet; Thence Northwesterly 100.2 feet; Thence Northeasterly 141.3 feet; Thence Northwesterly 21 feet; Thence Northeasterly 156 feet; Thence Southwesterly 45 feet; Thence Southwesterly 165 feet; Thence Southwesterly 96.4 feet; Thence Southeasterly 274.9 feet; Thence Southeasterly 69 feet; Thence West 355 feet; Thence North 15 feet; Thence West 42 feet to the point of beginning.

Owner of Record: Available in the Development Services Department

- 336 South Santa Fe Avenue (Salina Masonic Temple)

Legal Description: Lots 181, 183, 185 and 187 on Seventh Street and Lots 182, 184, 186 and 188 on Santa Fe Avenue, Original Townsite of the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

(b) Locally Designated Historic Landmarks

- 683 South Santa Fe Avenue (Sampson-Litowich House)

Legal Description: Lot Forty (40), Block Two (2), Santa Fe Park Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 352 North Santa Fe Avenue (former Missouri Pacific Depot)

Legal Description: Lot Nineteen (19), Santa Fe Avenue, Original Townsite of the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 630 East Iron Avenue (Charles L. Schwartz House)

Legal Description: West One Hundred Thirty Feet (130') of Lot 4, Block 6, Oakdale Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 238 South 10th Street (Ezra Dow House)

Legal Description: Lot 6, Maple Grove Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 245 North 9th Street (former Saline County Courthouse)

Legal Description: Court House Park, Bishop's Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 2035 East Iron Avenue (former Marymount College Administration Building)

Legal Description: All that part of Lot Three (3), Surveyor's Plat No. 34 in Section Eighteen (18), Township Fourteen (14) South, Range Two (2) West of the 6th Principal Meridian, in Saline County, Kansas, which is more particularly described as follows:

Commencing at the northeast corner of said Section 18; thence N89°53'45"W, thirty (30.00) feet to the point of beginning; thence N89°53'45"W along the north line of said Section 18, Three Hundred Eighty-seven and Twenty Hundredths (387.20) feet; thence S00°16'55"W, Four Hundred Twenty-two and Ninety-nine Hundredths (422.99) feet; thence S89°53'45"E, Three Hundred Eighty-five and Twenty-five Hundredths (385.25) feet; thence N00°32'50"E, Four Hundred Twenty-three (423.00) feet back to point of beginning.

The above-described tract of land contains 3.750 acres more or less.

And Commencing at the northeast corner of said Section Eighteen (18), thence west along the north line of said Section Eighteen (18) on a bearing of N89°53'45"W, Four Hundred Seventeen and Twenty Hundredths (417.20) feet; thence S00°16'55"W, One Hundred Sixty-seven and Twenty-two Hundredths (167.22) feet to the point of beginning; thence continuing S00°16'55"W, Two Hundred Fifty-five and Seventy-seven Hundredths (255.77) feet, said point being on the north right-of-way of Iron Street; thence N89°53'45"W, along the said north right-of-way, Ninety-two and Seventy-four Hundredths (92.74) feet; thence N8°20'10"E, Ninety-three and Three Hundredths (93.03) feet; thence N25°07'40"E, One Hundred Thirty-two and Eighty-nine Hundredths (132.90) feet; thence N 29°06'47"E, Forty-nine and Fifty Hundredths (49.50) feet back to the point of beginning.

The above described tract of land contains .337 acres more or less.

Owner of Record: Available in the Development Services Department

- 201 South 8th Street (former First Christian Church)

Legal Description: Lots 4 and 5, School Park, in the City of Salina, Saline County, Kansas. The above-described tract of land contains .287 acres more or less.

Owner of Record: Available in the Development Services Department

- 509 East Elm Street (former Dunbar Elementary School)

Legal Description: Lots 37 through 47 alt. Second Street and Lots 19 through 24 inc. Front Street, Original Townsite of the City of Salina, Saline County, Kansas. The above-described tract of land contains 1.72 acres, more or less.

Owner of Record: Available in the Development Services Department

- 850 South Santa Fe Avenue (C. E. Robinson House)

Legal Description: Lots Twenty-six (26) and Twenty-eight (28), Block Eight (8), Bonds Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 410 West Ash Street (Memorial Hall)

Legal Description: All Bishop's Reserve, Replat of Bishop's Addition to the City of Salina, Saline County, Kansas. The above-described tract of land contains One and Seventy-eight Hundredths (1.78) acres, more or less.

Owner of Record: Available in the Development Services Department

- 100 South College Avenue (Endiron House)

Legal Description: The East Fifty Feet (50') of Lots 4 and 5 and the East Fifty Feet (50') of the North One-half of Lot 6 on West Place; and Lots 7, 8 and the North One-half of Lot 9 on College Avenue, all in the Replat of Part of University Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- 205 North Front Street (Anderson Brothers Broom Factory)

Legal Description: Lot 38 on Front Street in the Original Town of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

Section 2c

ELIGIBLE FORMER SCHOOL BUILDINGS ~~DEEMED ELIGIBLE~~ AS INDIVIDUALLY SIGNIFICANT STRUCTURES

Certain deteriorating former school buildings identified below are found to be historically and culturally significant and worthy of preservation. These buildings are eligible for property tax rebates under the formula for commercial or residential uses and rehabilitation, alteration or addition to the structure. New construction on an eligible Former School Building site is not eligible unless the property is located within N.R.A. No. 1, N.R.A. No. 1A, N.R.A. No. 2 or N.R.A. No. 2A and shall be is-subject to the applicable ~~ese~~-limitations and requirements.

INVENTORY OF ELIGIBLE FORMER SCHOOL BUILDINGS

- Former Roosevelt-Lincoln Middle School (Roosevelt Building and Lincoln Building)

Address: 210 West Mulberry Street

Legal Description: The School Park in the Middle of Block and Lots 6-10 in the School Park, Original Townsite of the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- Former Franklin Elementary School

Address: 820 South 9th Street

Legal Description: Lots 11-22 in Block 8, 9th Street Plat of the West View Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- Former Bartlett Elementary School

Address: 300 South 9th Street

Legal Description: Lots 26 and 27 and Lots 30 and 32 in Plat A and Lots 1, 3, 5 and 7 on 10th Street and Lots 2 and 4 on 9th Street in the Seitz Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

- Former Lowell Elementary School

Address: 1009 Highland Avenue

Legal Description: Lots 7-19 Alternate on Republic Avenue and Lots 8-10 Alternate on Beloit Avenue in the Grounds of Kansas Wesleyan University Addition to the City of Salina, Saline County, Kansas.

Owner of Record: Available in the Development Services Department

Section 2d

Eligible Projects of Exceptional Community Significance

Applications for designation as a Project of Exceptional Community Significance shall be subject to City Commission review and approval utilizing the following criteria:

- 1.) Provision of a minimum of 50 housing units or 40,000 square feet of commercial space.
- 2.) Demonstration of a significant blighting influence of the existing building and respective property on the surrounding neighborhood.
- 3.) Significant mitigation of blight demonstrated by minimum project investment of \$10 Million.
- 4.) Preservation and redevelopment of a National, State or Locally Designated Historic Landmark
- 5.) Demonstrated vacancy for a minimum of 5 years or underutilization for a minimum of 5 years demonstrated by significantly low levels of: residential and/or retail/commercial occupancy (primary and accessory storage uses excluded); levels of employment per square foot; employee wage rates relative to the Saline County average wage rate (non-retail); and/or retail / commercial sales activity per square foot.

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Section 3

PROPERTY ELIGIBLE FOR A TAX REBATE

Residential Property:

- (a) Rehabilitation, alterations and additions to any existing residential structure, including the alteration of a single-family home into a multi-family dwelling, shall be eligible.
- (b) Construction of new residential structures, including the conversion of all or part of a non-residential structure into a residential structure, shall be eligible, except that new construction shall not be eligible on the site of individually identified buildings located outside N.R.A. No. 1, -1A., 2, 2A, 3, 4 & 5.
- (c) Improvements to existing or construction of new residential accessory structures such as garages, gazebos, storage buildings, workshops, swimming pools, etc., shall not be eligible.
- (d) Eligible residential property may be located anywhere within Neighborhood Revitalization Area No. 1, 1A, 2, 2A, 3, 4 & 5, or be an individually identified eligible building.

Commercial/Industrial Property:

- (a) Rehabilitation, alterations and additions to any existing commercial structure used for retail, office, manufacturing, warehousing, institutional or other commercial or industrial purposes shall be eligible.

Construction of new commercial structures, including the conversion of all or part of a non-commercial structure into a commercial structure, used for retail, office, manufacturing, warehousing, institutional or other commercial or industrial purposes shall be eligible, except that new construction shall not be eligible on the site of individually identified buildings located outside N.R.A. No. 1, 1A, 2, 2A, 3 or No 4.

- (b) Improvements to existing or construction of new structures used for public utility or railroad purposes shall not be eligible.
- (c) Eligible commercial or industrial property must be located within the special Core districts as amended. (Neighborhood Revitalization Areas No. 1A, 2, 2A, 3, 4 or No 5 or be an individually identified eligible building).

Section 4

CRITERIA FOR DETERMINATION OF ELIGIBILITY

- (a) An application for rebate must be filed within sixty (60) days of the issuance of a building permit.
- (b) The minimum investment in an improvement shall be \$10,000 for residential property and \$20,000 for commercial and industrial property.
- (c) The minimum increase in assessed value shall be 10% for residential property and 20% for commercial and industrial property as determined by the Saline County Appraiser, following substantial completion of the improvement.
- (d) Property eligible for property tax incentives or abatement under any other program adopted pursuant to statutory or constitutional authority shall be eligible to submit only one application per project.
- (e) An approved tax rebate shall apply to the property itself and transfer to the new owner when a property is sold.

Section 5

CONTENTS OF AN APPLICATION FOR A PROPERTY TAX REBATE

An application for a rebate of property tax increments shall contain the following information:

Application Part I:

1. Owners name
2. Owner's mailing address
3. Owner's daytime phone number
4. Address of property
5. Legal description of property
6. Parcel I.D. No.
7. Building permit No.
8. Existing use of property
9. Proposed use of property
10. Age of principal building(s)
11. Occupancy status during last 5 years
12. Buildings proposed to be demolished or which have been demolished within the prior twelve months.
13. Proposed improvements
14. Estimated cost of improvements
15. Date construction started
16. Estimated date of completion of construction
17. County Appraiser's statement of existing/base assessed valuation of improvement on the property.

Application Part II:

1. Status of construction as of January 1 following commencement
2. County Appraiser's statement of increase in assessed valuation of improvements
3. County Clerk's statement of tax status
4. City Clerk's statement of special assessment status and B.I.D. payment status (if applicable)
5. Planning Director's statement of program conformance

Section 6

PROCEDURE FOR SUBMISSION OF AN APPLICATION

1. The applicant shall obtain an Application for Tax Rebate from the City's Community and Development Services Department when obtaining a building permit application.
2. The applicant shall complete and sign PART 1 of the application and file the original with the Development Services Department within sixty (60) days following issuance of the building permit.
3. The Development Services Department shall forward the application to the Saline County Appraiser's Office for determination of the existing/base assessed valuation of the improvements.
4. Upon completion by the Appraiser's Office, the Development Services Department will return the application to the applicant. If the applicant has questions or concerns regarding the existing/base values determine by the County Appraiser's Office, ation set, a meeting may be arranged with the County Appraiser. The applicant shall certify the status of the improvement project as of January 1 following the commencement of construction by completing and signing PART 2 of the application. If the project is complete, City staff shall file the application with the County Appraiser's office on the applicant's behalf on or before December 1, preceding the commencement of the tax rebate period.
5. On or about January 1, the County Appraiser shall conduct an on-site inspection of the construction project and determine the new valuation of the real estate and shall complete his portion of the application and shall report the new valuation to the County Clerk by June 1. The tax records on the project shall be revised by the County Clerk's Office.
6. Upon determination by the County Appraiser's office that the improvements meet the percentage test for rebate and by the City Clerk's office that the taxes, assessments and fees on the property are not delinquent, the Development Services Department shall certify that the project and application does or does not meet the requirements for a tax rebate. The City Finance Department shall then calculate and notify the applicant of the rebate amount due for each year of the rebate period.
7. The property owner shall pay taxes to the County Treasurer and submit a paid receipt to the City Finance Department. Within 30 days of submittal, a tax rebate check shall be issued. The receipt must be presented by August 20 or the rebate for that year shall be forfeited. On or before September 10, the City Finance Department shall provide the County Treasurer with a report of tax rebates paid. The County Treasurer will reduce the September 20 tax distribution for each participating taxing unit by the proportionate amount. Said amounts shall be placed in a Neighborhood Revitalization Fund and paid to the City as a reimbursement. The County Clerk shall file a tax abstract with the state reflecting the reduction in distributions.

8. The Development Services Department shall inform the County Clerk and City Finance Department thirty (30) days prior to the expiration of the final rebate period for each property receiving a tax rebate.

Section 7

STANDARDS AND CRITERIA FOR REVIEW AND APPROVAL

1. The property for which a rebate is requested shall conform with all applicable city ordinances, codes and regulations in effect at the time the improvements are made and shall remain in conformance for the duration of the rebate period or the rebate may be terminated by action of the City Commission.
2. Any property that is delinquent in any tax payment, special assessment, or mandatory BID service fee assessments, shall not be eligible for a rebate until such time as all amounts due have been paid.
3. Following establishment of the increase in assessed value resulting from a specific improvement, a fixed rebate amount for years 1-5 and 6-10 shall be calculated by the Finance Director based on the percentage increase between before and after property valuations for qualifying improvements. This rebate amount shall remain unchanged during the each 5 year rebate period unless there is a decrease in assessed valuation on the property in which case the fixed rebate amount shall be reduced proportionately with the reduction in the after improvement value. When additional eligible improvements are made to the property in subsequent years and a new application is approved, the rebate amount and 10 year rebate period shall be tracked separately and independently of any previously approve rebates.
4. If a property improvement is not substantially complete on the next January 1 following submittal of an application, there shall be no rebate for that year, reducing the eligible period by one year. If the improvement is not substantially complete on the next January 1, the application shall be considered withdrawn.
5. If an existing building is relocated to a new site, the value of the building prior to relocation shall be deducted from the value of the property after relocation and rehabilitation.
6. No requests for a rebate of taxes paid during a particular year shall be accepted if submitted after August 20 of that year.

Section 8

TAX REBATE FORMULA

The following formulas shall be used for determining the rebate amount and number of years of rebate eligibility under the Neighborhood Revitalization Program:

Eligible Residential Projects:

	<u>YEARS 1-5</u>	<u>YEARS 6-10</u>
A. Rehabilitation, alteration or addition *	50% **	25%
* If the structure is at least 50 years old or has been vacant for at least five consecutive years, the rebate shall be 100% for years 1-5 and 50% for years 6-10.		
B. New Structure	100%	50%

Eligible Commercial/Industrial Projects:

	<u>YEARS 1-5</u>	<u>YEARS 6-10</u>
A. Rehabilitation, alteration or addition *	75%	50%
* If the structure is at least 50 years old or has been vacant for at least five consecutive years, the rebate shall be 100% for years 1-5 and 50% for years 6-10.		
B. New Structure	50%	25%

Eligible Projects of Exceptional Community Significance:

Projects designated by the City Commission as a Project of Exceptional Community Significance shall be eligible for a 95% rebate for 15 years.

Note: For each of the eligible project categories identified above, if an existing building on the site has been demolished with all required authorizations and permits, the property may be eligible under the program. If the demolition has occurred within the twelve months prior to application, the value of the demolished building shall be included when taken into account in determining the value of the property tax increment created by the project rebate amount. This shall be accomplished by use of the structure's prior value in determining the existing/base value, or alternatively by deducting the value of the demolished building from the final value of the new building.

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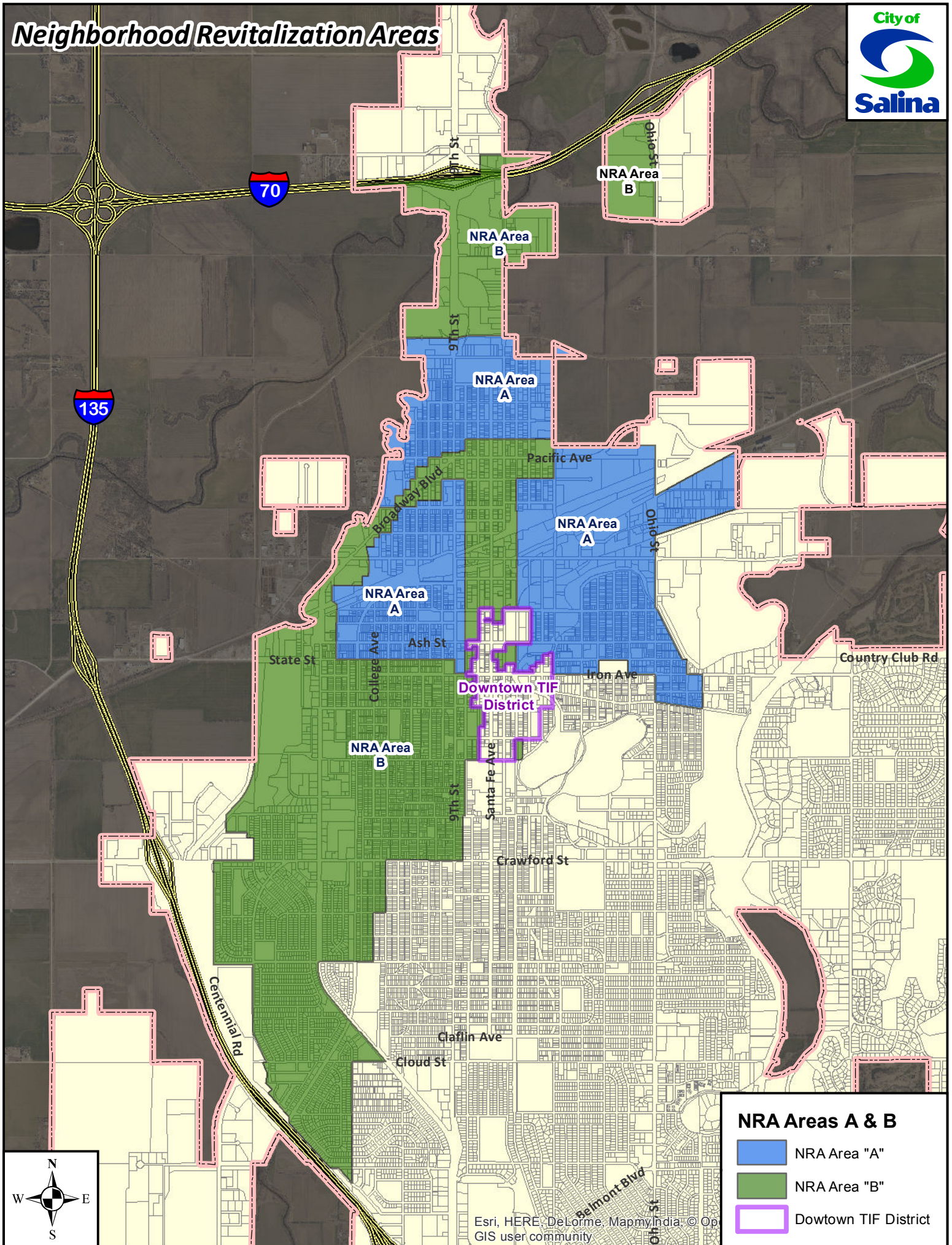
** The tax rebate formulas above shall be used to calculate an initial rebate amount for Years 1-5 and Years 6-10 which shall remain fixed during the 10 year rebate eligibility period.

Section 9

ADMINISTRATIVE PROCEDURES

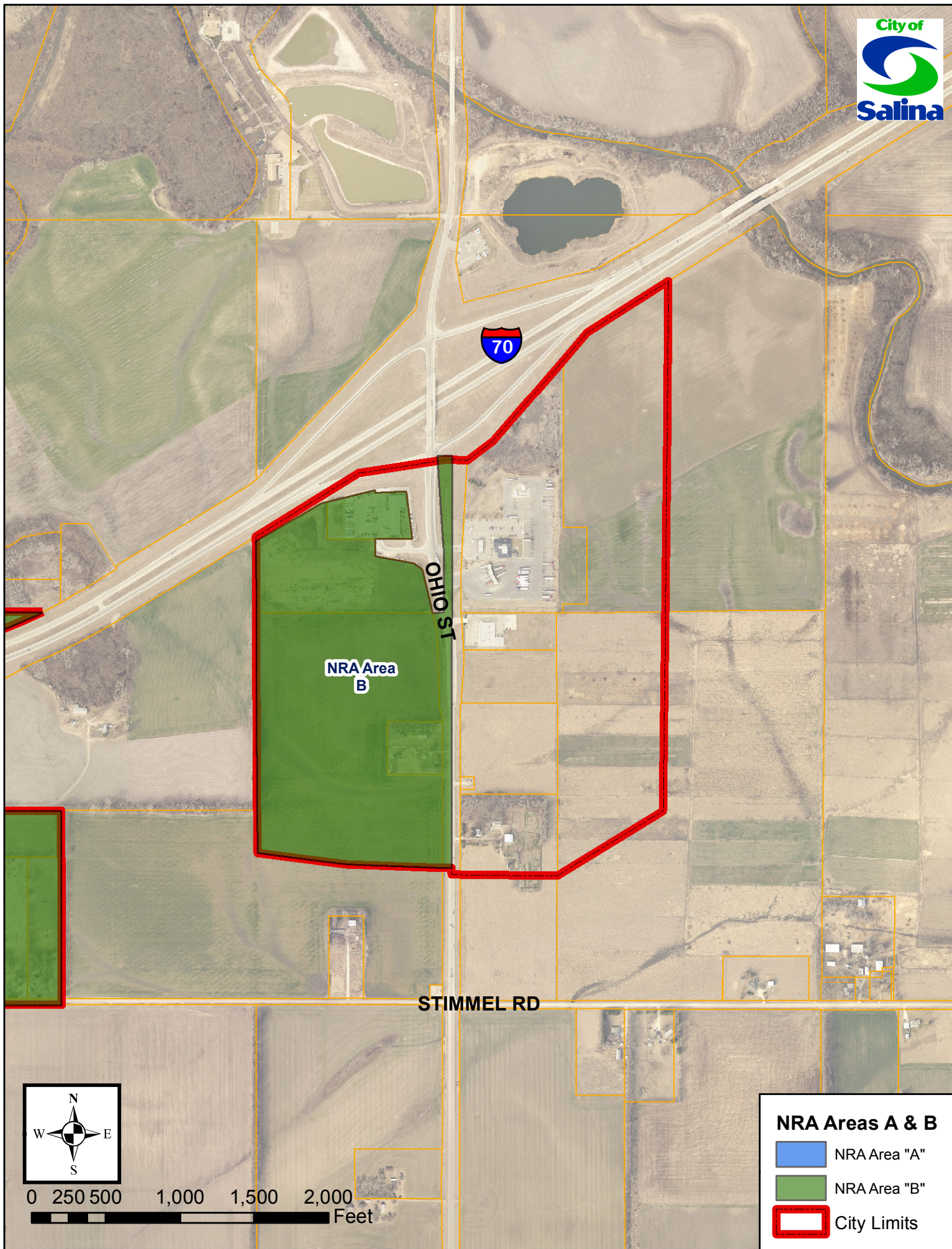
The City Manager or his designee shall have the administrative authority and discretion to approve or reject applications based on the standards and criteria in the Plan. In addition, if an applicant disagrees with the Finance Director's calculation of the rebate amount the Finance Director's determination may be appealed to the City Manager. The City Manager or his designee shall have the authority to make reasonable administrative guidelines and interpretations necessary in carrying out the Plan, consistent with its purpose. If an applicant is dissatisfied with the City Manager's decision, a written appeal may be submitted to the City Commission for final determination.

Neighborhood Revitalization Areas



NRA Areas A & B

- NRA Area "A"
- NRA Area "B"
- Downtown TIF District



NRA Area
B

OHIO ST

STIMMEL RD

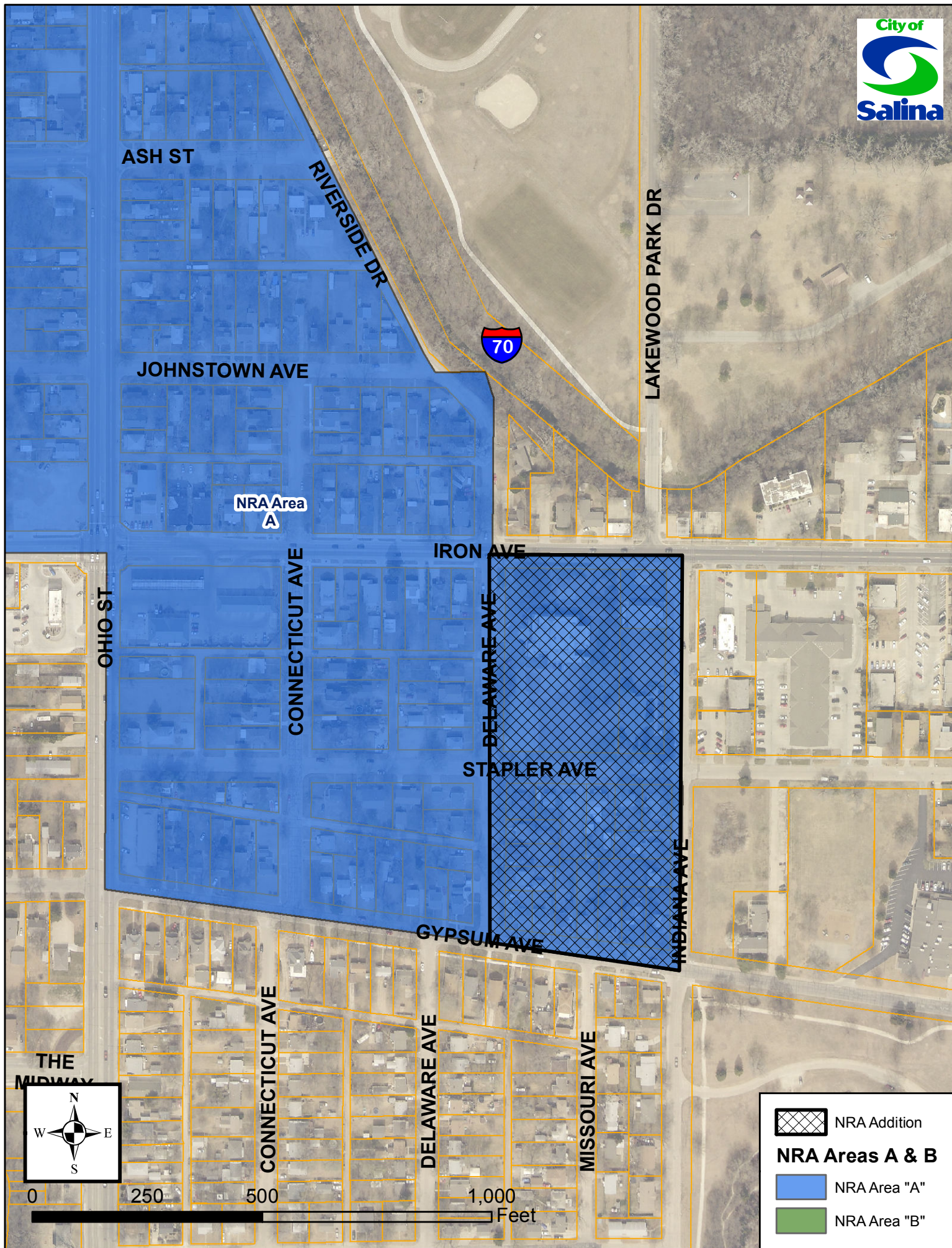
70



0 250 500 1,000 1,500 2,000 Feet

NRA Areas A & B

-  NRA Area "A"
-  NRA Area "B"
-  City Limits



RESOLUTION NUMBER 04-6030

A RESOLUTION ESTABLISHING POLICIES AND PROCEDURES FOR ADOPTION AND AMENDMENTS OF A NEIGHBORHOOD REVITALIZATION PLAN.

WHEREAS, the Kansas Neighborhood Revitalization Act (K.S.A. 12-17,114 et seq.) authorizes municipalities to establish a Neighborhood Revitalization Plan and program and establishes specific program requirements; and

WHEREAS, the City Commission of the City of Salina, Kansas pursuant to K.S.A. 12-17,114 has conducted a neighborhood revitalization program since 1996; and

WHEREAS, the City Commission desires to establish certain policies and procedures for adoption, readoption and amendments to a Neighborhood Revitalization Plan considered under the state Neighborhood Revitalization Act. **SO NOW THEREFORE**

BE IT RESOLVED by the Governing Body of the City of Salina, Kansas:

Section 1. The City Commission finds that the adoption of the Neighborhood Revitalization Plan is beneficial to the public health, safety and welfare and orderly development and redevelopment of the city.

Section 2. A Neighborhood Revitalization Plan shall be initiated and be administered by the City of Salina.

Section 3. A Neighborhood Revitalization Plan to be most successful should have the participation of all local property taxing jurisdictions by interlocal agreement. Therefore, every effort should be made in drafting a plan which takes into consideration the needs and interests of all the local taxing jurisdictions.

Section 4. A Neighborhood Revitalization Plan should be adopted for a five year period, with a full review and consideration of reauthorization of a new or revised plan at the end of the five year period.

Section 5. A Neighborhood Revitalization Plan adopted by the City Commission in accordance with state law should be able to be amended as necessary and advisable during its five year term.

Section 6. Amendment Process. Prior to adoption of any amendment to a Neighborhood Revitalization Plan the following process shall be followed:

- A. Preliminary discussion by City Commission and direction to staff regarding preparation of a potential Plan Amendment and associated staff reports.
- B. The Mayor will consult with the Board Chairs of all participating local taxing entities to communicate and gain feedback regarding the proposed Plan Amendment.
- C. A public hearing after required notice will be held by the City Commission.
- D. A Plan Amendment adopted by the City Commission will require concurrence by participating local taxing entities.

Section 7. Amendment Required. A formal Plan amendment will be required for any of the following:

- A. Expansion of the boundaries of any Neighborhood Revitalization Area or sub-area.
- B. Establishment of a new Neighborhood Revitalization Area.
- C. Designation of additional individual structures for program eligibility.
- D. Changes to or variations from the established tax rebate formulas.
- E. Changes in or variation from eligibility criteria and requirements.

Section 8. Five Year Review. No later than ninety days prior to the ending date of the five year plan the process for readoption of the existing or revised plan shall be initiated by the City Commission. Plan readoption shall follow substantially the same process as a Plan Amendment, including staff reports and consultation with participating taxing entities.

Section 9. A Neighborhood Revitalization Fund is established to finance the redevelopment of the area and to provide a rebate of property tax increments as set forth in the Revitalization Plan.

Section 10. Annual Report. An annual report shall be provided to the City Commission and each participating taxing jurisdiction. The report shall include a listing of applications received in the prior year, the status of those applications, as well as the total amount of taxes rebated during that year for projects which were eligible, approved and for which construction was complete, including the taxes rebated from prior projects still in the ten year rebate time period.

Section 11. That this resolution shall be in full force and effect from and after its adoption.

Adopted by the Board of Commissioners and signed by the Mayor this 12th day of January, 2004.


Alan E. Jilka, Mayor

[SEAL]
ATTEST:


Lieu Ann Elsey, City Clerk

SALINA AIRPORT AUTHORITY PROSPECT ACTIVITY SUMMARY REPORT

Aeronautical Activity



Report as of 2-15-2018

Prospect ID	Hangar	SF	Proposed Aeronautical Use	Est. Jobs	Est. Payroll	Lease Term	Incentives
18-001	H606	20,000	Aircraft modification – business jets	TBD	TBD	Short -Term	
18-002	H506-2	4,900	Helicopter Service Center; Avionics install and service; Part 135 charter: Ag aviation; helicopter flight training	3	150,000	Multi-Year	Rent abatement and stair step to FMV; Sales tax grant
18-003	H504	5,617	Corporate aircraft flight department	1	100,000	Multi-Year	N/A
18-004	H959	129,733	Regional aircraft MRO	TBD	TBD	Multi-Year	TBD, Site visit pending
17-001	H606	49,222	Aircraft completions and maintenance	15	750,000	Multi-Year	
17-002	H600	42,052	Aircraft brokerage and consulting services (Aircraft Storage)	N/A	N/A	Multi-Year	
17-003	H606	49,222	Aircraft service center - single type	3	150,000	Multi-Year	
17-004	H600	68,308	Flight training	10	550,000	Multi-Year	
17-005	H724	30,664	Global Aeronautics Initiative/AARC	5	325,000	Multi-Year	Sales tax grant; rent abatement
17-006	H959	129,733	Aircraft sub-components and structures production	35	2,100,000	Multi-Year	Sales tax grant; all available state
17-007	H509	45,532	Military flight training (UH-1N Hueys)	N/A	N/A	Multi-Year	
17-008	H600	68,308	Military flight training (tactical aircraft)	10	650,000	Multi-Year	

SLN Aviation Service Center Priorities

- Regional Jet MRO
- Business jet MRO
- Unmanned aircraft MRO
- Avionics sales, installations, and service
- Aircraft modification and service center
- Aircraft flight test and certification
- Aircraft interiors completion center
- Aircraft manufacturing, assembly, and delivery center

FEBRUARY 2018 DIRECTOR'S REPORT

STRATEGIC PLANNING

Efforts continue to move forward on the SCEDO Strategic Plan that is being developed by Ady Advantage, a Wisconsin based planning business that has developed over 400 community plans. On January 11th local officials and community leaders met and discussed key issues facing Salina and its economic development efforts. From this meeting and a previous visit, a list of goals will be developed including a target list of industrial sectors best suited for successful recruitment to Salina. A draft report has been completed with a final report being completed in late March.

As part of the community's planning this past year was a joint effort between the City of Salina, Saline County, Salina Airport Authority, Salina Chamber of Commerce, Kansas State Polytechnic and the SCEDO hired Renaissance Strategic Advisors (RSA) to draft the Global Aeronautic Initiative Study which reviewed KS Polytechnic's standing of both the manned and unmanned programs. A draft report was shared with the study sponsors. This report will be further refined to meet the needs of the University and community. More information will be made available later this year.

MARKETING / PROMOTION

Working in Topeka with the Kansas Economic Development Alliance (KEDA) the annual Legislative Day was held on February 1st. Four site location consultants were part of the program including nationally known Mike Mullis, who recently worked in Wichita to assist Spirit with its recent \$1 billion investment with over 1000 jobs being created in the aviation industry. Mullis spoke to the group of economic developers and several legislators who attended the session. Our local legislative delegation was able to attend the reception that was held later that evening. Discussion was held with the chairpersons of the House and Senate Commerce Committee and Budget Committees. Much discussion was held concerning needed changes to the economic development incentives and programs of the Department of Commerce to make Kansas a more attractive location for new and expanding industry. The Department needs to have a solid economic development leader selected to fill the Secretary position which is currently being held by an interim placeholder.

The SCEDO's membership in the European American Investment Council will lead to more investment opportunities by European countries into Salina and the United States. Three member communities in Kansas belong to this organization made up of the key site location experts who focus their connections with the companies seeking to enter the US market. The consultants focus on aviation, food projects and a broad range of other type industrial sectors. At their recent annual meeting in Dallas, I met with numerous consultants who felt Salina would be ideal for both aviation related prospects and food/agricultural related companies seeking a midwestern location. EAIC will be hosting a booth at the annual Select USA event in Washington DC in late June. This is the largest US based event held focused on international communities seeking to expand within the United States. Other consultant outreach events are

planned for the year including the Site Location Guild event planned for Cincinnati, Ohio in March.

The largest event for the year is starting its planning with the AUVSI trade show which will be held in Denver the first week of May. This is the largest unmanned vehicle show in the world with attendees coming from all over the United States and the world. Last year SCEDO joined with the Kansas Dept of Aviation and KS Polytechnic, KS Manhattan, KU, WSU, KS Department of Commerce and the Wichita economic development group.

WORKFORCE/ TALENT SUPPLY

The largest issue facing Salina is the labor supply issue for both existing and potential new businesses considering Salina. We are looking at this from several different directions. Working through the Strategic Doing process of Dane Hanson a group of community representatives are looking at a new community brand for Salina and a series of programs to recruit new residents, keep both high school and college graduates here in Salina and get former residents to move back to Salina.

Other actions include developing a close relationship with Salina Tech and the local school systems as they assist students in career development activities/programs which will help develop needed skill sets for both the student and potential area employers. Last week we brought together a local employer and Salina Tech in helping the company which needs trained skilled employees that Salina Tech can assist with their needed pipeline of future workers.

Another key area of this will be assisting with development of housing opportunities in Salina. As identified by interviews during our strategic planning process this is an issue for companies and their employees in finding affordable housing and a wider variety of upper income housing.

ENTREPRENEURSHIP / SMALL BUSINESS DEVELOPMENT

As part of a federal Economic Development Administration grant request that the SCEDO is providing \$5000 in hard match for a \$35,000 grant that will assist local entrepreneurs. This joint effort between the Chamber, KS Polytechnic, North Central RPC and the SCEDO it will focus on three areas. First will be a gathering of all interested organizations working in this area. Effort will be to better coordinate programs and help to fill gaps that could help to assist business formation and expansion. Second aspect will provide interested individuals with training in the "Ice House" training method. Third will be funding to open the maker space lab at KS Polytechnic to area residents and those not students at the Polytechnic. This will make available equipment and resources to the general public. Final grant approval is pending. Several revisions have slowed the approval process from EDA.

PROSPECT MANAGEMENT

During this time period we have hosted two visits from representatives of Project 17-8 who are seeking building or site options for expansion to Salina from another KS community. A building

is being considered with offers having been made on this a certain property. Six jobs would be created with this expansion to Salina.

We have just submitted a proposal on Project 18-2 which is a Department of Commerce lead for a 20,000 sf warehouse operation that will employ 7 during Year 1 with 58 by the end of Year 5.

During this period the remaining prospects have been followed up with maintaining contact where and providing information where needed. (SEE ATTACHED LIST)

SITES AND BUILDING MANAGEMENT

Key factor for successful economic development within the community is having a current listing of industrial sites and available buildings. Salina has a limited amount of industrial space that meets current industrial standards due to eave height and other current standards. The SAA has a nice selection of hangar space, but the overall industrial supply is quite limited. I have been talking with my counterparts in Wichita, Manhattan and Lawrence about their current availability of available or speculative shell buildings. We have talked with local parties about developing building space.

As part of the KEDA efforts a Certified Sites Program will be established later this spring in coordination with Department of Commerce, Aviation and Agriculture along with some private sector funding. Numerous states have some sort of certified process that maintains a standard which provides potential buyers, developers or consultants a level of confidence that a certified site meets these standards. I am one of the KEDA members that is coordinating the program with the various state agencies. The SAA properties will be submitted for certification in the first round of applications.

MONTHLY WEB/SOCIAL MEDIA STATISTICS

Website – 2017 (Sept 25 – Dec 31)

391 Users	391 New Users	511 Sessions	2.88 Pgs/Session	2:03 Avg Session
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Website – January 1-Feb 14 2018)

146 Users	136 New Users	176 Sessions	2.15 Pgs/Session	1:30 Avg Session
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<u>Pages Visited (Sept 25 2017 – Feb 13, 2017)</u>	<u>1,868 Pageviews</u>	<u>% of 23:18:23 on page</u>
Home page	648	31.89%
Sites and Buildings	234	6.58%
Workforce and Education	146	13.28%
Contact Us	140	5.11%
Government Incentives	128	8.34%
Sites and Buildings Search	104	9.98%
Life	82	6.78%
Target Industries	63	4.78%
Target Industries – Aero/Aircraft	53	2.05%
Target Industries – Manufacturing	40	3.95%
Utilities	40	0.83%
Target Industries – Ag/Food	38	1.90%
News	36	1.73%
Location	34	0.88%
Target Industries – Alternative Energy	29	0.47%
Target Industries – Distribution	18	0.62%

Facebook – Jan 17 – Feb 13

212 Page Views 1,006 People Reached 291 Post Engagements 105 Page Likes

Twitter

90 Tweets 188 Following 75 Followers 190 Likes



Prospect Table

Code #	Client Source	Project Status	Contact Date	Milestone / Decision Date	Project Objective	Business Description	Jobs (New)	Average Salary	Investment	Niche	Acreage Required	Square Footage
17-7	Local Businessman	Active	7/10/2017	Unknown	Company needs to double space requiremnt	Service certain brand of airplanes	20-25	Over \$20/hour	Lease on Airport	Certain aircraft type	Need 40,000 sf	Need 40,000 sf
17-8	Direct Contact via Chamber	Active	9/19/2017	Lease or Construction in 2018	Expand in Salina Market	Service hydraulics in ag and industrial	6	Avg over \$20/ hour	?	superior service	Need 2 to 2.5 acres	6000- 7500 sf
17-9	Direct Contact to Chamber	Active	9/14/2017	Early 1st Qt 2018	Expand in Salina due to customer's growth	Assembly hydraulics hoses	4	\$14-15 per hour plus benefits	?	long term relationships	need 8000-12,000 sf	
17-10	Direct Call to EDO	Active	10/2/2017	First Qt 2018	Expand to larger building	Supply Industrial parts to area industries	0	?	?	Growing business	building	need 5000 sf
18-1	Direct email from state	Active	1/17/2018	Submitted 1/22/2018	Find 225,000 sf building within 90 miles of Wichita of airport	Company produces parts for aviation company.	30 year 1 go to 300 by 3rd year	avg \$60,000	\$15 million in equipment and est \$7.2 million in building	Need lease 225,000 sf	5-10 acres at airport	SAA lease "Big Bertha" plus add 135,000 sf
18-2	Direct email from state	Active	2/8/2018	Submitted 2/16/2018	Need 20,000 sf of warehouse space expandable to 60,000 sf close to interstate system	Company will warehuse and do light assembly.	First year 7 jobs. By year five up to 58 jobs.	Mgt positions avg \$50k to \$75k. \$12-\$15 hourly	?	Need lease of 20,000 that can be epanded	Available building to meet size requirements	1919 Shilling



U.S. Department of Transportation
Federal Aviation Administration

Central Region
Iowa, Kansas, Missouri, Nebraska

901 Locust
Federal Building
Kansas City, Missouri
64106

February 12, 2018

File Number: 2018CE800016

Mr. Timothy F. Rogers A.A.E.
Executive Director,
Salina Regional Airport
3237 Arnold
Salina, KS 67401

Dear Mr. Rogers:

Salina Regional Airport
Salina, Kansas
Compliance Letter

The annual airport certification inspection of Salina Regional Airport was conducted February 8-9, 2018. The inspection was conducted to determine compliance with Title 14 CFR Part 139, the Airport Certification Manual, and the Airport Operating Certificate. The inspection revealed that the airport was not in compliance with all of the requirements of Part 139. The following findings to Part 139 were noted during the inspection and should be corrected by the dates indicated:

Sec. 139.7 Methods and procedures for compliance.

Certificate holders shall comply with requirements prescribed by subparts C and D of this part in a manner authorized by the Administrator. FAA advisory Circulars contain methods and procedures for compliance with this part that are acceptable to the Administrator.

1. 139.7- Methods and procedures for compliance.

During the inspection of Taxiway Alpha, the Taxiway Alpha location sign located at the Runway Holding Short Sign for Runway 35 has the incorrect message divider. AC 150-5345-44K 3.2.5.4g states, "Panel joints must be the same color as the sign background so as not to give the appearance of a message divider."

Correction Date: **March 15, 2018**

2. 139.7- Methods and procedures for compliance.

During the inspection of Taxiway Echo the outbound destination sign for Runways 12 and 18 has a non-standard dash in the sign. AC 150-5340-18F Paragraph 13 m states, "On a sign face, a dot means "and". It is used on signs where one arrow is common to two designations. For example, if the routes to two different runways ends involves the same taxiways, the runway numbers appearing on an outbound destination sign would be separated by a dot; the directional arrow on the sign face would be applicable to both runway ends." Currently the sign panel has a dash and per AC 150/5340-18F this type of sign must have a dot and not a dash.

Correction Date: **March 15, 2018**

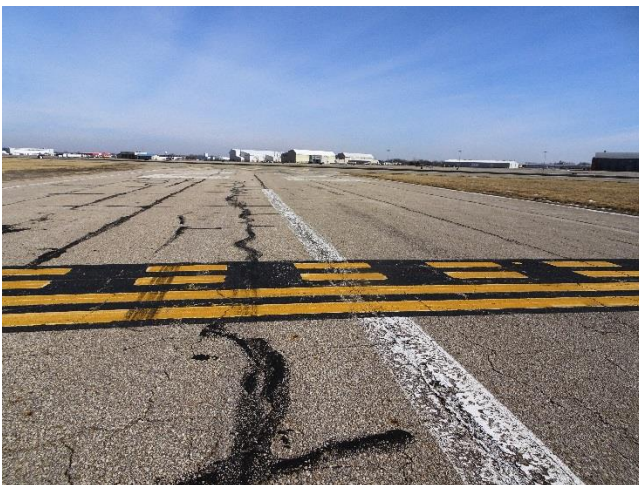
Sec. 139.311 Marking, signs, and lighting.

(d) Maintenance. Each certificate holder shall properly maintain each marking, sign, or lighting system installed and operated on the airport. As used in this section, to "properly maintain" includes cleaning, replacing, or repairing any faded, missing, or nonfunctional item; keeping each item unobscured and clearly visible; and ensuring that each item provides an accurate reference to the user.

3. 139.311(d)- Marking, Signs, and Lighting.

The Runway Holding Position Markings on Runway 4-22 holding short of Runways 30, and 35 are not properly maintained. The markings are faded and are not clearly visible nor do they provide an accurate reference to the users. Also during the night inspection, the glass beads in the markings were not clearly visible.

Correction Date: **May 15, 2018**



4. 139.311(d)- Marking, Signs, and Lighting.

During the inspection of Taxiway Alpha, the Taxiway Alpha Location sign located on the ILS Holding Position Sign is faded and delamination of sign is present on the sign as well.

Correction Date: **March 15, 2018**

Part 139 Requirements - Sec. 139.321, Handling and storing of hazardous substances and materials.

(c) Each certificate holder shall, as a fueling agent, comply with, and require all other fueling agents operating on the airport to comply with the standards established under paragraph (b) of this section and shall perform reasonable surveillance of all fueling activities on the airport with respect to those standards.

5. 139.321(c) – Handling and Storing of Hazardous Substances & Materials.

During the inspection of the fuel storage area Pump 6 was leaking from the tank pump where it appears that the packing has allowed fuel to leak. **NFPA 407, 5.2.1 Fuel servicing equipment shall comply with the requirements of this standard and shall be maintained in safe operating condition. Leaking or malfunctioning equipment shall be removed from service.”**

Correction Date: **March 7, 2018**

Part 139 Requirements - Sec. 139.329 Pedestrians and ground vehicles.

In a manner authorized by the Administrator, each certificate holder shall—

(e) Ensure that all persons are trained on procedures required under paragraph (b) of this section prior to the initial performance of such duties and at least once every 12 consecutive calendar months, including consequences of noncompliance, prior to moving on foot, or operating a ground vehicle, in movement areas or safety areas; and

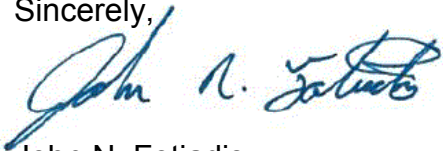
6. 139.329(e) – Pedestrians and ground vehicles

Movement area training for two individuals with the Salina Airport Authority, had received movement area training, but did not have records to show that they were trained in accordance with the SLN ACM. These individuals must retake the training and records must be shown to the FAA inspector that the two individuals have completed the movement area training.

Correction Date: **March 15, 2018**

We have given consideration to all available facts and conclude that this matter does not warrant legal enforcement. In lieu of such action we are issuing this letter which will be made a matter of record. We will expect your future compliance with the regulations. Please advise, in writing or by email, when the findings are corrected, within 15 days of the correction dates.

Sincerely,

A handwritten signature in blue ink, appearing to read "John N. Fotiadis". The signature is fluid and cursive, with the first name "John" being the most prominent.

John N. Fotiadis
Airport Certification Safety Inspector

RECOMMENDATIONS / COMMENTS
AIRPORT CERTIFICATION INSPECTION
Airport Salina Regional Airport
Date February 8-9, 2018

Changes to Aqueous Film Forming Foam (AFFF) requirements

Cert Alert 06-02 was issued in 2006, requiring that all AFFF being used on a Part 139 airport must adhere to MIL-F 24385 specifications. This Cert Alert was superseded by Cert Alert 16-05. During the inspection of your AFFF it was found that you still had on hand non-MIL-F 24385 AFFF that you had purchased before the Cert Alert 06-02 was issued. Cert Alert 16-05 Section 2 states;

CertAlert 06-02, Aqueous Film Forming Foam (AFFF) Meeting MIL-F-24385, and Advisory Circular 150/5210-6 (as of version D), Aircraft Fire and Rescue Facilities and Extinguishing Agents, require that all purchases of AFFF made after July 1, 2006, by airport operators holding an FAA Airport Operating Certificate conform to MIL-F-24385, Fire Extinguishing Agent, Aqueous Film Forming Foam (AFFF) Liquid Concentrate, for Fresh and Seawater.

Prior to issuing AC 150/5210-6D, airports were able to use AFFF that met UL 162, Standard for Foam Equipment and Liquid Concentrates. However, after the issuance of AC 150/5210-6D, and research done by the Naval Sea Systems Command (NAVSEA), UL 162 is no longer authorized for use at Certificated Part 139 airports. UL 162 AFFF manufactured by different companies may not be compatible with each other and are not compatible with MIL-F-24385.

If an airport is still using UL 162 AFFF, it may continue to do so until the supply is gone; however, it may not purchase additional UL 162 AFFF.

If you have any questions regarding this Cert Alert or MIL-F 24385 specifications please feel free to contact our offices for further guidance. You may also find more information about AFFF in PowerPoint MM-FAA-Part 139 ARFF Requirements DVD that we sent out in January.



Qualified Products Database

Main Search Reports Help



Governing Spec: MIL-F-24385F(1)

The Qualified Product List for the following governing specification was last updated on 08-FEB-2017

QA	FSC	QPL Number	Governing Spec	Doc Date	Doc Status	Title	QPL Notes
SH	4210	QPL-24385	MIL-F-24385	05-AUG-1994	Active	Fire Extinguishing Agent, Aqueous Film-Forming Foam (AFFF) Liquid Concentrate, for Fresh and Sea Water	Preamble Footnotes

Search > QPL > Government Parts > Manufacturer Parts

Based on the selected QPL above,
Filter for: Filter by:

Based on the selected Government Part to the left,
Filter for: Filter by:

Total part count = 2

Green - Source is Certified, Yellow - Source is due for Certification, Red - Source is overdue for Certification. Contact QA for additional information.

Govt Designation	NSN	Spec Sheet	CSI	Notes
TYPE 3				
TYPE 5				

Mfr Designation	Source Name	CAGE Code	Related Links
AER-O-WATER 3EM-C6 AFFF	NATIONAL FOAM, INC. 350 E UNION ST WEST CHESTER, PA 193823450 USA www.NationalFoam.com Test Reference: NRL Report 3900 Ser 6180/0099 dated 05/02/2016 (Approved by NAVSEA Ltr Ser 055-2016-188 dtd 05/03/16)	42622	Source Plants
ANSULITE AFC-3MS	TYCO FIRE PRODUCTS LP	03670	

SLN

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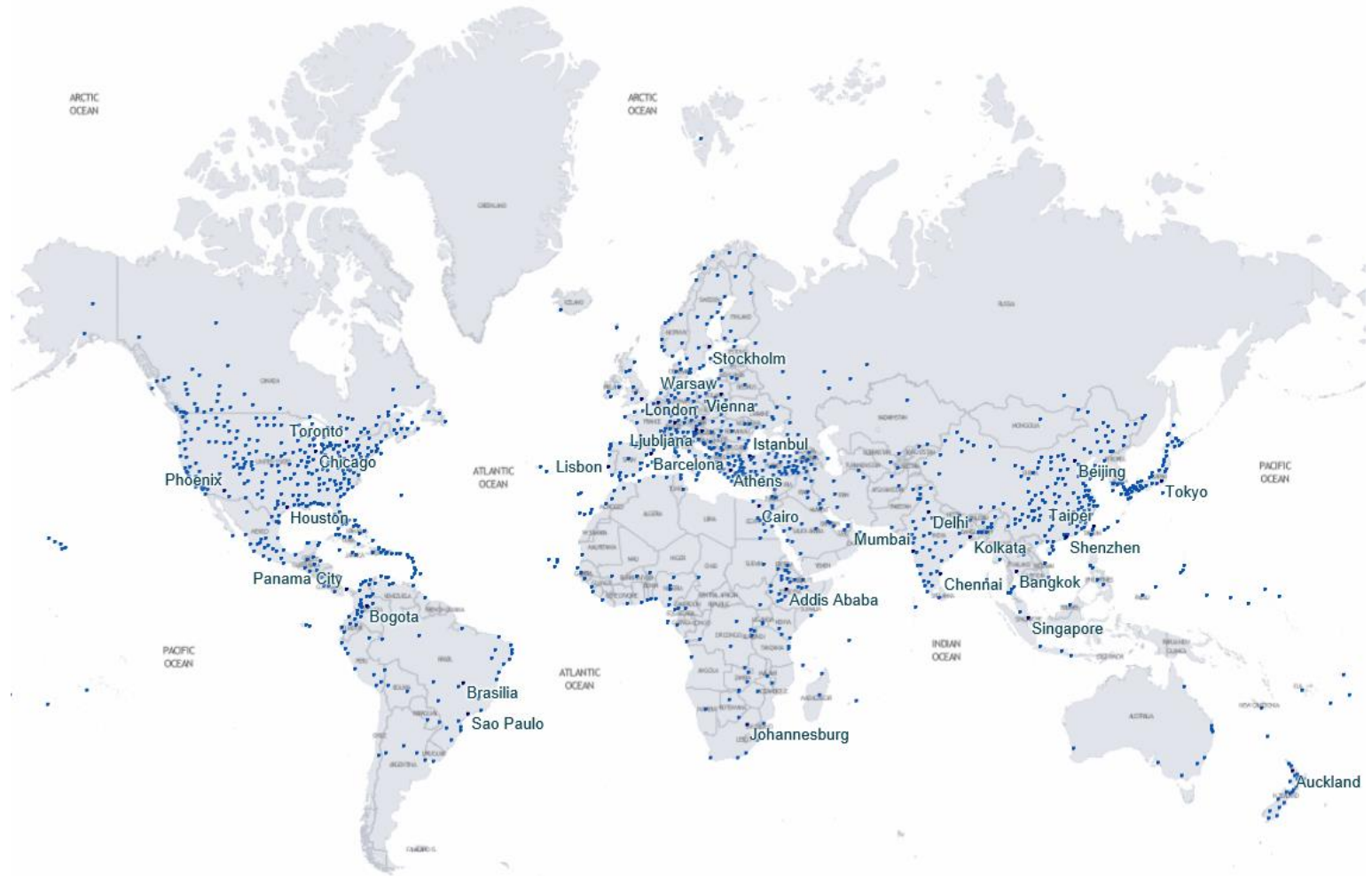


- Operates 4,500 flights daily to include United Express
- 338 airports across five continents
- 744 mainline aircraft and 518 regional aircraft
- Founded Star Alliance made up of 28 airlines providing service to 191 countries
- Flies the longest regularly scheduled route ever flown by a US carrier - - 18 hours from Los Angeles to Singapore





STAR ALLIANCE®



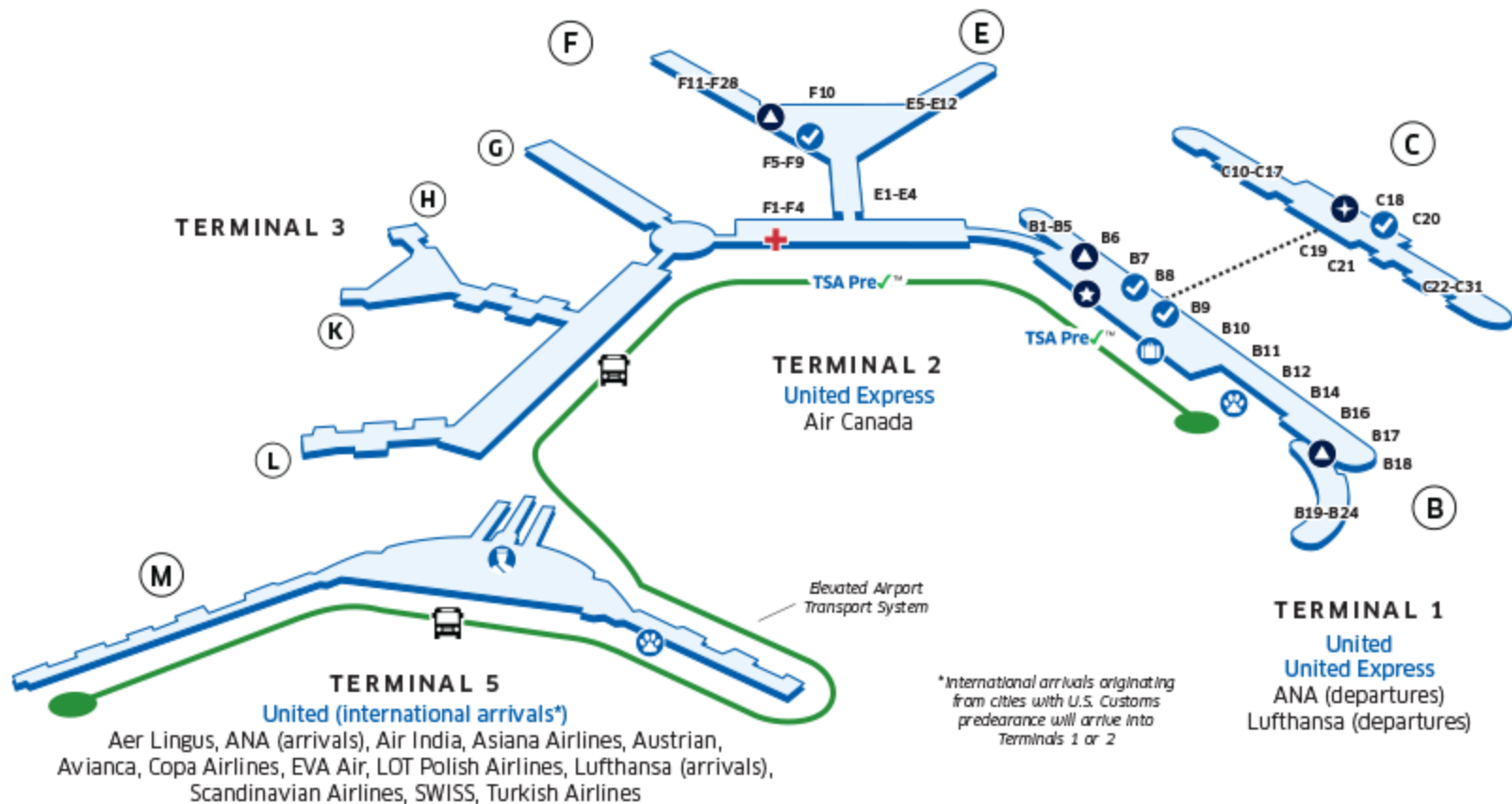
United Airlines at Chicago (ORD)

At ORD:

- United, together with United Express offer **545 daily flights**
- International service
 - United operates **45 daily nonstop flights** to more than **40 international destinations from ORD:**
 - Nonstop flights to ten cities in Europe
 - Nonstop flights to four cities in Asia
 - Nonstop flights to 19 destinations across Mexico, Latin America and the Caribbean
 - Nonstop flights to seven destinations in Canada
- Domestic service
 - United operates **501 daily flights to 150 airports** across the United States from ORD, including frequent daily service to top business travel markets in New York, Los Angeles, San Francisco, Denver and Houston

<https://www.united.com>

With Easy Connections In Chicago (ORD) East or North to Terminal 1, 2 and 5 on United Airlines



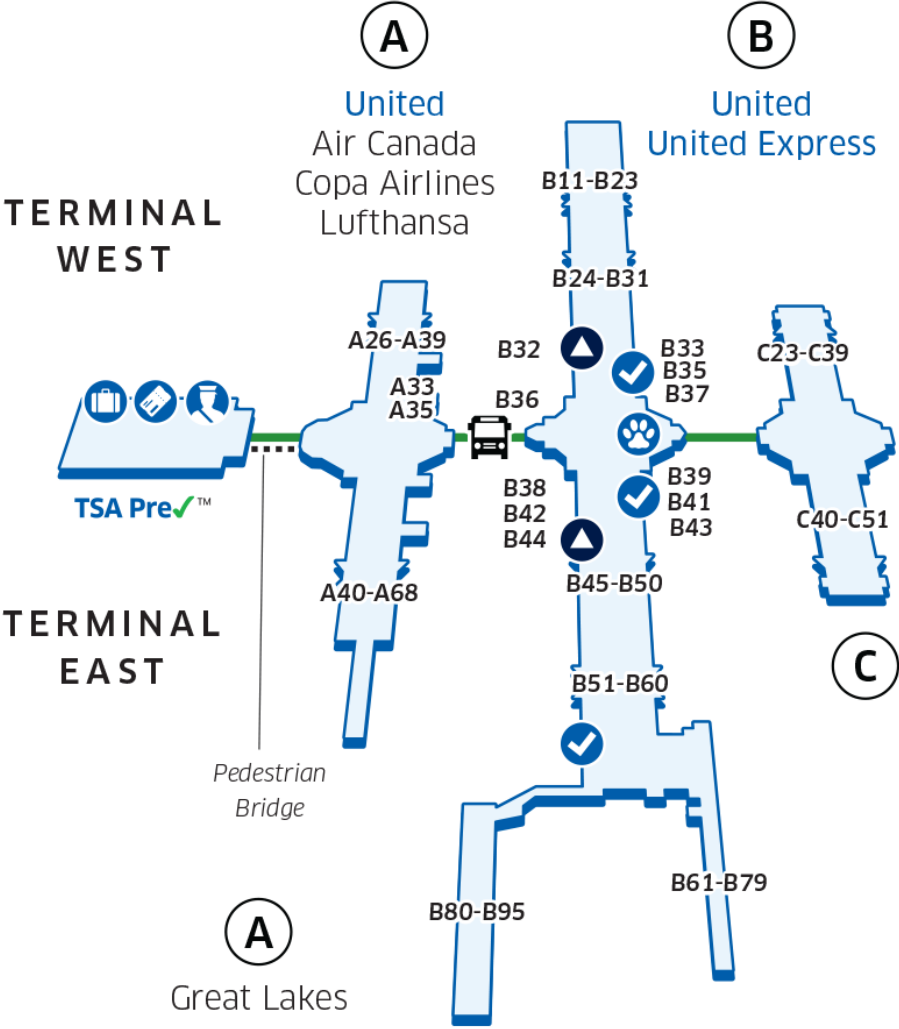
United Airlines at Denver (DEN)

At DEN:

- United, together with United Express offer **375 daily flights**
- International service
 - United operates 15 daily nonstop flights to more than **12 international destinations from DEN:**
 - One Nonstop flights to Tokyo
 - Nonstop flights to 6 destinations across Mexico, Latin America and the Caribbean
 - Nonstop flights to five destinations in Canada
- Domestic service
 - United operates **359 daily flights to 126 airports** across the United States from ORD, including frequent daily service to top business travel markets in New York, Chicago, Los Angeles and Houston

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And East, West, North or (Even South) over Denver (DEN)



The New Service at Salina Regional Airport Will be Greatly Enhanced

→ **United Express service offered by SkyWest will be fully branded:**

- **United livery on aircraft**
- **United branded backwalls and counters at SLN**
- **United Airlines inflight and baggage standards**
- **United Mileage Plus frequent flyer miles on both an earn and redemption basis**
- **Check-in and online boarding pass issuance through united.com to include mobile capability**
- **United Airlines support for questions or issues that may arise**

UNITED 

Operated by SkyWest



SkyWest Airlines



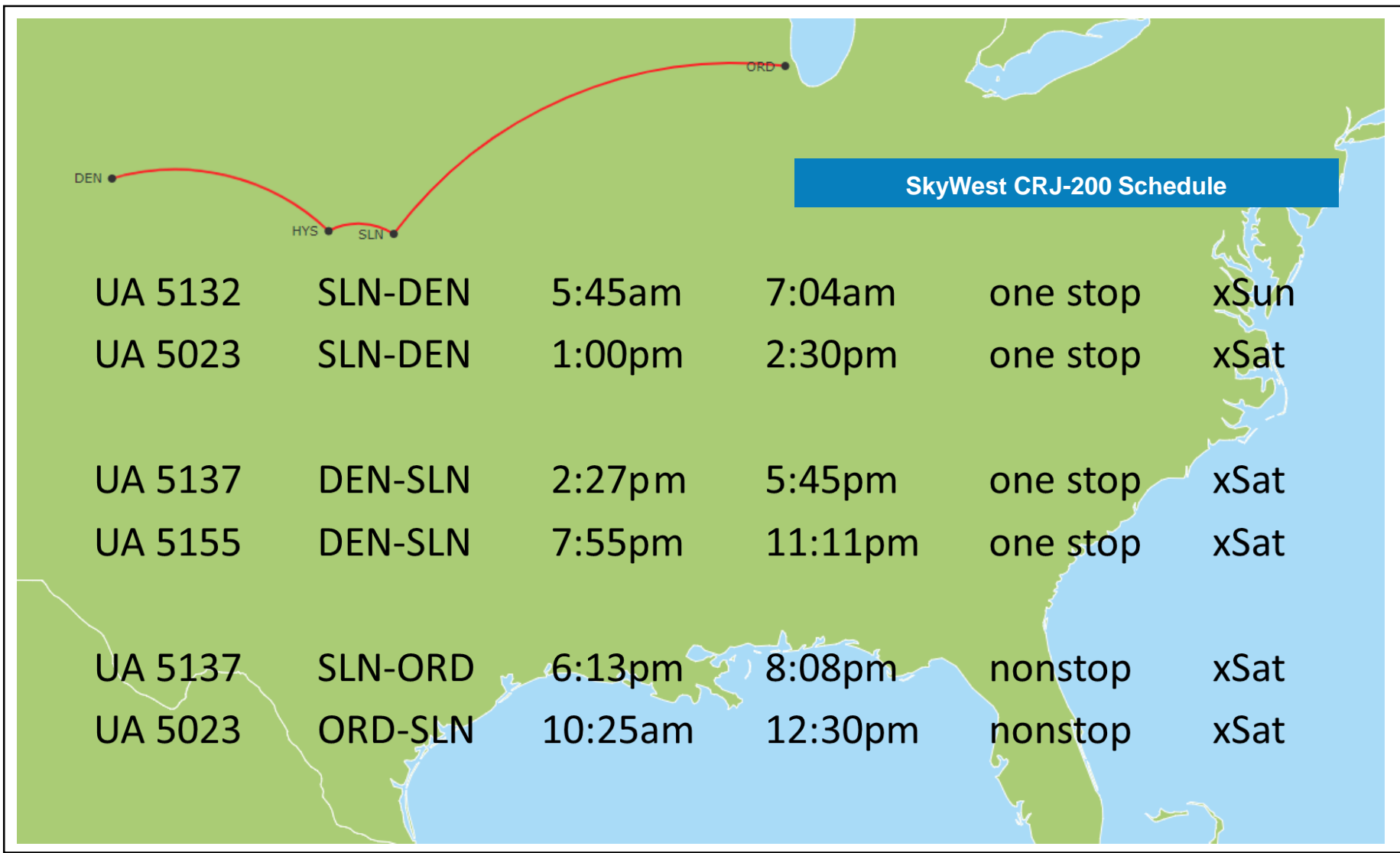
- SkyWest, Inc., is the holding company for SkyWest Airlines, ExpressJet and SkyWest aircraft leasing
- Headquartered in St. George, UT
- 233 cities in the US, Canada, Mexico and the Bahamas
- With 425 aircraft operating under multiple brands, it is the largest regional airline in the United States
- Publicly traded on the NASDAQ under ticker symbol SKYW
- Known for its industry-leading workforce, exceptional leadership team, and continued solid operational and economic performance
- Operates under the brands of United Express, American Eagle, Delta Connection and Alaska Airlines

Benefits of Flying from Salina Regional Airport (SLN)

- Airport of convenience for over 300,000 North Central Kansas Travelers
- Saves on gas and speeding tickets and removes the hassle of driving to Wichita to catch a flight
- Supports the vibrant Salina business community
- Promotes economic development and business recruitment and retention
- Free parking
- Ease of getting through security
- Clean, crisp airport environment



United Salina (SLN) Regional Jet Schedule



The Bombardier CRJ-200

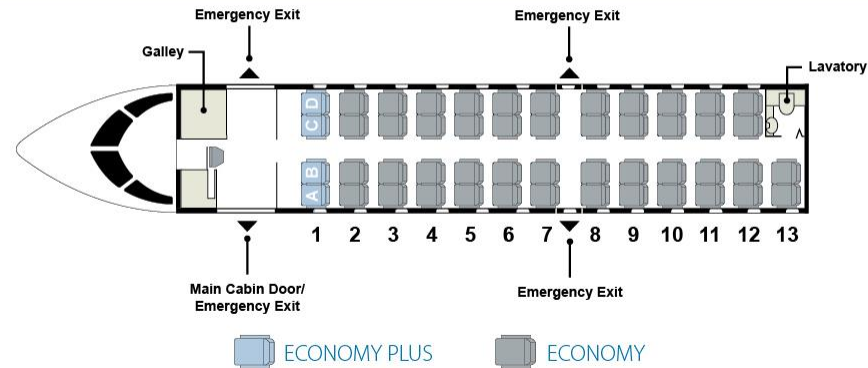


- Canadian made 50-seat Regional Jet
- Two Crew Members and a Flight Attendant
- Max speed of 632 MPH with max altitude of 41,000 feet
- Max range 1,200 statute miles
- Cabin width 8'3"
- Cabin height 6' 1"

UNITED



CRJ200 Two-Class 50 Passengers



The Bombardier CRJ-200





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- **Offers an industry leading Points-to-Miles Conversion, a new reward option that offers the ability to **convert your company-earned points** into MileagePlus award miles and **deposit them into your eligible employees' individual MileagePlus accounts****

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Fares	1-800-864-8331
Frequent Flyer Info (Mileage Plus)	1-800-421-4655
Baggage Services	1-800-335-2247
Problem Resolution	1-800-864-8331

SkyWest Airlines Media Contact
General media line and email: 435.634.3553 or
corporate.communications@skywest.com

Salina Community Engagement / Sales / Marketing
Diana Kotecki
The ArkStar Group
810-580-8383
dianakotecki@arkstargroup.com

Sponsorship Opportunities

- **A Call to Arms!!!**
- **Please help your community, your economy and your airport promote SLN's new Jet Service! Help us get the word out!!!**
- **We look for partners who operate in our key markets, share our goals and present opportunities that align with the needs of our customers; taking into consideration culture, diversity, product placement and more.**

- **Goals**
 - **Create products and services that benefit our customers**
 - **Foster new relationships**
 - **Generate sales for SkyWest RJ service**
 - **Increase brand awareness and loyalty**