

**MINUTES OF THE SPECIAL MEETING OF THE BOARD OF
DIRECTORS OF THE SALINA AIRPORT AUTHORITY
FEBRUARY 5, 2010
M. J. KENNEDY AIR TERMINAL CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 A.M. by Chairman Miller.

Attendance

Attendance was taken. Chairman Miller, Directors Thompson, Hardman, Hassler and Vancil were present. Also present were Executive Director Tim Rogers; Manager of Administration and Finance Shelli Swanson; Manager of Facilities and Construction Kenny Bieker; Manager of Public Affairs and Communications Melissa McCoy; Executive Assistant Kasey Windhorst and Board Attorney Greg Bengtson. Dennis Lauver, Salina Area Chamber of Commerce and Tim Unruh, Salina Journal were guests.

Additions to the Agenda

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

Executive Session

At 8:00 A.M. Director Thompson moved to recess the open meeting until 8:20 A.M for an executive session for the following:

1. Discussing confidential data relating to financial affairs or trade secrets of a corporation for the reason that public discussion of that information would unfairly disadvantage the business in relation to its competitors.
2. Consultation with SAA's legal counsel on a matter deemed to be attorney-client privileges for the reason that public discussion would breach the attorney-client confidentiality.

Director Hassler seconded the motion. Motion carried unanimously.

The open meeting resumed at 8:20 A.M.

Executive Director Rogers presented the letters of terms for a potential sale of a tract of ground located in the Salina Airport Industrial Center Subdivision. The letter of terms between the Salina Airport Authority and Fisher and Company is a non-binding preliminary agreement.

Director Hassler motioned to approve the preliminary letter of terms for the sale of a portion (6.77 acres) of Lot 2, Block 4, Salina Airport Industrial Center Subdivision. Seconded by Director Vancil. Motion passed unanimously.

SLN Aviation Service Center Marketing and Recruiting Plan Update

Executive Director Rogers reviewed a proposal from Zimmer Real Estate Services (ZRES) to assist in marketing available buildings at the airport and airport industrial center. The proposal includes a commission rate based on 2.5% of any lease or sale completed. Director Hardman inquired as to when the commission rate applies. Rogers noted the real estate firm would only receive the commission based upon firms successfully brought in by their organization. Rogers reported he is also negotiating terms with Carl B. Williams, an aerospace industry to promote the airport to aviation and aerospace prospects located on the west coast.

Upon a motion duly made, the meeting adjourned at 8:30 A.M.

Minutes approved at the February 17, 2010 Board meeting.

Secretary

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