



EXECUTIVE DIRECTOR

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Salina, Kansas 67401

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DATE: February 14, 2020
TO: SAA Board of Directors
FROM: Tim Rogers and Shelli Swanson
SUBJECT: **February 19, 2020 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.

Wednesday's meeting will focus on four 2020 Airport Authority priorities.

- Market available hangars to aviation and aerospace companies for both manned and unmanned projects.
- Attraction of a skilled workforce to fill aviation and aerospace jobs (manned and unmanned).
- Air service development and marketing.
- Recruit and support aviation related events that bring economic benefits to Salina.

Please note the following agenda comments.

Agenda Item #5 – Review of Airport Activity and Financial Reports for the Month and Year Ending January 31, 2020 (Rogers and Swanson)

Airport Activity – Air Traffic (Rogers)

The January 2020 air traffic count of 3,109 was even (0% change) with the 3,102 operations recorded during January 2019. January air traffic count is typically low due to K-State Aviation's semester break.

Airport Activity – Fuel Flowage (Rogers)

January 2020 fuel flowage was 118,337 gallons, which was a 24% decrease as compared to the January 2019 total of 156,531 gallons. February 2020 fuel flowage be significantly higher due to scheduled Ft. Riley troop deployments.

Airport Activity – Passenger Counts (Rogers)

SkyWest enplaned 1,232 passengers, which was a 24% increase over the January 2019 total of 996 passengers. The airline's total passenger count was 2,497 which was a 16% increase over the January 2019 total of 2,148.

Financial Reports – Comments and Notes (Swanson)

At the end of January, total operating income arrived slightly under (\$15,348) of budget projections and is tracking 6.4% less than 2019. Airfield activity and associated revenue will pick up as we move towards spring and the scheduled FOL activity. Total operating expenses for January arrived 7% under budget and is tracking 8% less than 2019 or \$16,220.

Short-term Leasing Activity

Since the December board meeting, the SAA entered into two new short-term lease agreements.

The 303rd Fighter Squadron based at Whiteman AFB leased office space and ground support equipment from the SAA in January in support of a week-long training exercise at SLN. This agreement generated \$3,450 in operating revenue.

On January 3, the SAA entered into a seven-month agreement with Superior Energy Services for a 12-acre tract located in the Airport Road equipment yard. This agreement will generate \$3,130 per month or \$21,910 for the lease term beginning in March. Superior has a contract necessitating this location for the storage of electrical transmission beams and towers.

Financial Reports – Accounts Receivable Past Due 31 days or more as of February 14, 2020 (Swanson)

Account	Amount	Days	Comments
Belcher, Terry	\$40	31-90	Finance charges
Rome, Jim	\$93	31-60	Hangar rent

Agenda Item #6 – Review of Advanced Bookings on United/SkyWest Flights. (Rogers)

The March 5, 2020 United/SkyWest schedule change has three components that will contribute to further passenger growth. As reported by Gary Foss at the January 15 board meeting, 2020 enplanements are expected to “ratchet up” due to the schedule change. The three contribution factors are:

1. Nonstop Salina to/from Denver flights
2. An earlier (12:35 PM) departure to Chicago
3. A full Saturday schedule to/from Denver and to/from Chicago

Initial review of advance bookings indicate that the March 5 schedule changes will significantly “ratchet up” enplanements. The schedule change is also coming at a time of the year when passenger starts to increase through the Spring and Summer.

At the meeting I’ll be able to provide you a good look at March and April advance bookings that will set the trend for the remainder of 2020.

Agenda Item #7 – Aviation and Aerospace Business Recruitment Update. (Rogers)

At the meeting Mitch Robinson, Shelli and I will provide you a summary of aviation and aerospace prospect activity. the potential leasing and job creation activity is a result of the joint efforts of the Airport Authority, SCEDO, City, County, Salina Chamber, K-State, Kansas Department of Commerce, Governor’s Military Council, ArkStar and Baker Donelson. This year’s prospects include both manned and unmanned aviation companies.

Agenda Item #8 –Consideration of the Renewal of the Economic Development Services Agreement with the Salina Area Chamber of Commerce (Rogers)

The continued successful recruitment of aviation and aerospace businesses to the Salina Airport and Airport Industrial Center is dependent on the community’s ability to attract, train and retain a skilled work force. The Salina Chamber has the role of work force recruitment and development. The enclosed agreement defines the specific tasks that the Chamber implemented last year to facilitate the recruitment, training and retention of a skilled aviation and aerospace work force.

Last year’s agreement contracts with the Salina Chamber on a year-to-year basis (2019 through 2023) for aviation and aerospace workforce recruitment, training and retention services at an annual cost of \$7,500. The agreement can be renewed for 2020 at the same annual cost.

Chamber President/CEO Eric Brown and Talent Initiatives Specialist, Latron North will attend the meeting to update the board on ongoing efforts to recruit workers to Salina and available jobs at Airport and Airport Industrial Center businesses.

Recommendation: Approval of the renewal of the economic development services agreement with the Salina Area Chamber of Commerce at an annual cost of \$7,500.

STAFF REPORTS

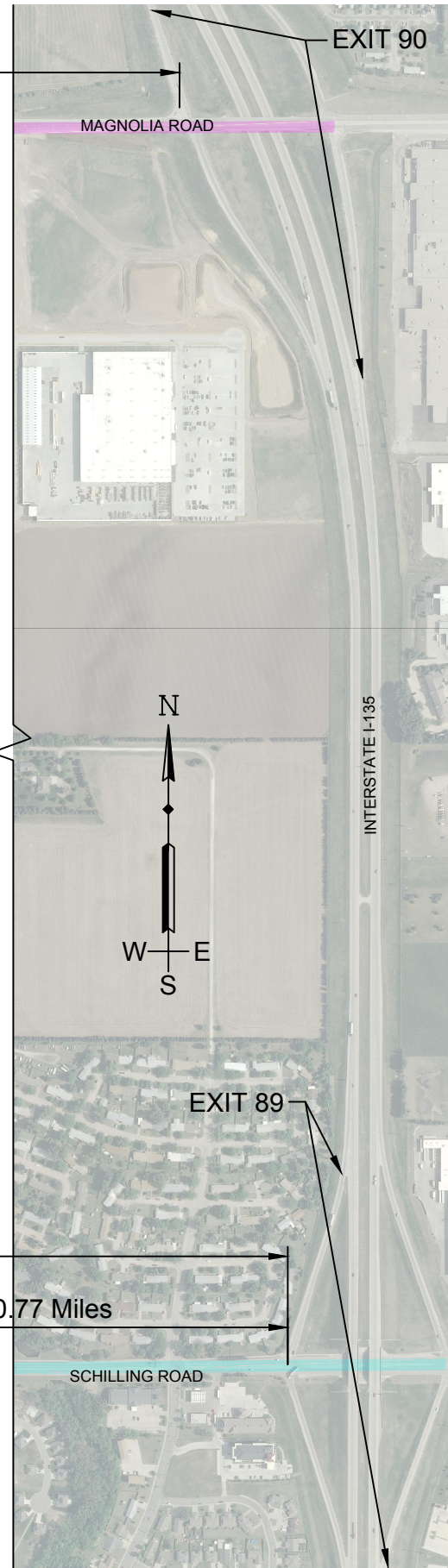
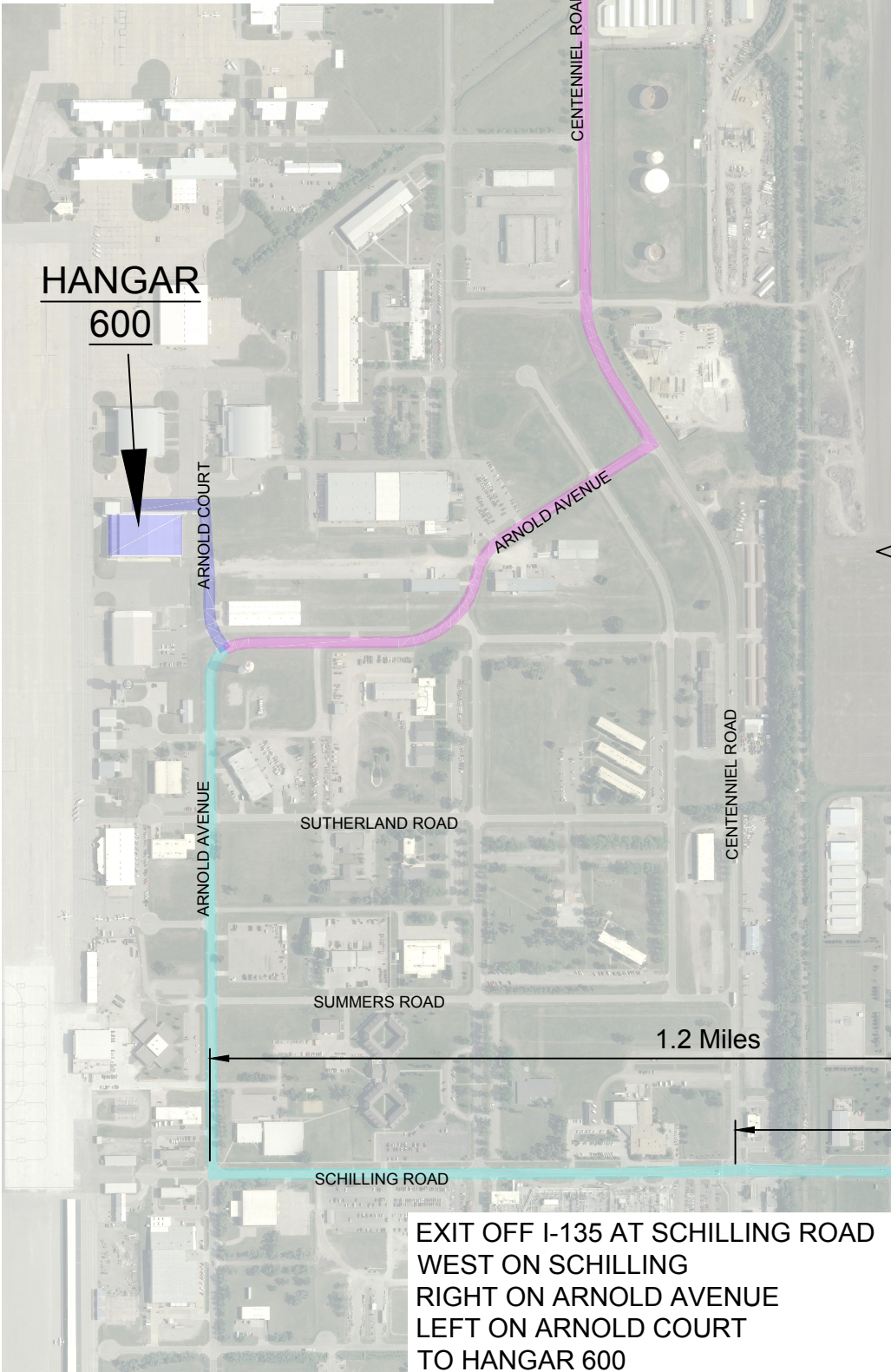
SAA Staff (Windhorst)

The Salina Airport Authority is currently accepting applications for a full-time Maintenance, Operations and Aircraft Rescue Fire Fighting (ARFF) Technician. Applications and a complete job description for this position can be found online at <https://www.salinaairport.com/public-information.aspx> under employment opportunities.

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



SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING

Hangar H600, Second Floor Conference Room

2720 Arnold Court

February 19, 2020 – 8:00 AM

AGENDA

Action Items

1. Call to order and determine a quorum is present. (Buer)
2. Recognition of guests. (Buer)
3. Additions to the agenda and agenda overview (Rogers)
4. Approval of the minutes of the January 22, 2020 regular board meeting and January 29, 2020 special joint board meeting. (Buer)
5. Review of airport activity and financial reports for the month ending January 31, 2020. (Rogers & Swanson)
6. Review of advanced bookings on United Airlines, nonstop flights to Denver and Chicago beginning on March 5, 2020. (Rogers)
7. Review of prospect activity for Salina Regional Airport hangar space and review of aviation company recruitment priorities. (Rogers and Swanson)
8. Consideration of the renewal of an agreement with the Salina Area Chamber of Commerce for economic development services. (Rogers)

Directors' Forum (Buer)

Visitors' Forum (Buer)

Staff Reports (Rogers)

- Report on 2020 aviation deployments and events scheduled for the Salina Regional Airport. (Swanson and Windhorst)
- Review of the results of the annual FAA Airport Certification Inspection. (Rogers and Bieker)
- Report on proposals received for terminal building food and beverage retail vending. (Swanson)
- March 20, 2020 SAA board meeting agenda preview. (Rogers)

Announcements and Fly SLN Marketing (Windhorst)

Adjournment (Buer)



**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY
JANUARY 22, 2020
HANGAR 600 SECOND FLOOR CONFERENCE ROOM**

Call to Order

The meeting was called to order at 8:00 AM by Chairman Kent Buer. Chairman Buer confirmed that a quorum was present and that the meeting notice was published.

Attendance

Attendance was taken. Chairman Buer, Directors Eichelberger, Vancil, Weisel, and Gunn 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; Administrative Assistant Kaycie Taylor, and Attorney Greg Bengtson. Jay Hatchett, SLN ATCT; Julie Yager-Zucker, Avflight Salina; Gary Foss, The ArkStar Group (via video conference); Steve Benson, Coffman Associates (via video conference) and Mitch Robinson, Salina Community Economic Development Organization were guests.

Additions to the Agenda

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

Minutes

Chairman Buer asked if the board members had additions or corrections to the minutes of the December 18, 2019 regular board meeting. Director Weisel moved, seconded by Director Vancil, to approve the minutes of the December 18, 2019 board meeting. Motion passed unanimously.

Airport Activity and Financial Reports

Executive Director Rogers reported on airport activity for the month of December 2019. The Salina Air Traffic Control Tower (ATCT) recorded 4,587 operations during December 2019, which was a 12% increase from the December 2018 total of 4,091. A total of 76,553 operations occurred during 2019, which is a 10% increase from the 2018 total of 69,141. Rogers stated that Kansas State University's professional pilot program has enrolled over 100 new students for the Fall 2020 semester and will continue to host the Junior ROTC program during summer break, contributing to the continued increase in recorded operations. December 2019 fuel flowage arrived at 87,182 gallons which was 12% less than the December 2018 total of 99,437. A total of 2,278,659 gallons have been delivered on the airport during 2019 which is a 6% decrease from the 2018 total of 2,414,824. SkyWest reported 3,629 total passengers during December 2019 which was 20% more than the December 2018 total of 3,015 total passengers. SkyWest reported 19,710 enplaned passengers for the 2019, which was a 35% increase as compared to the December 2018 total of 14,642.

Director of Administration and Finance, Shelli Swanson reported on the financials for the calendar year 2019. Preliminary statements show total operating income arriving at \$2.5 million

and within 3% of budget projections. Total operating expenses arrived at 4% under budget, or \$109,433. Total net income before depreciation reached \$83,669, exceeding the budget by \$46,424. Chairman Buer directed staff to file the financials for audit.

Ten (10) Year Financial Trend Analysis Report

Director of Administration and Finance Swanson distributed the 10-year financial trends analysis report for the calendar year 2019. Swanson stated that airfield revenue arrived at a ten-year high, contributing to the highest total income since 2012. Capital contributions over the last ten years totaled \$10.5 million.

The ArkStar Group's December 2019, SLN Market Review

Executive Director, Tim Rogers introduced Gary Foss, Managing Partner of the ArkStar Group. Foss reviewed the 2019 calendar year passenger numbers, commenting on the increase in roundtrip passengers by 21% and one-way passengers by 45% from calendar year 2018. Foss stated that 98% of SkyWest flights to and from SLN are completed.

Building Inventory and Building Requirement Chapters for the M.J. Kennedy Air Terminal Building Requirements Study

Rogers introduced Steve Benson of Coffman Associates. Benson reviewed the project schedule, current terminal complex, standards and guidelines resources, and levels of service standards. Benson stated that the terminal facility requirements will be derived from a combination of the aforementioned categories. Benson stated that the next step in the requirement study process is to look at alternatives for accommodating forecasted enplanement numbers, recommend a concept for accomplishing that task, then providing financial feasibility plan to the board members.

Director Gunn inquired about an estimated date of construction. Rogers stated that he expects construction to begin no earlier than 2023. Director Vancil asked about cost estimates per square foot for remodel and / or additions to the terminal building. Benson informed the board of prior costs for similar projects. Potential funding options were discussed.

Staff Reports

FAA Part 139 Certification Inspection

Rogers reported to the board of the upcoming FAA Part 139 Annual Certification Inspection scheduled for February 3-4, 2020.

Request for Proposals for Terminal Building Food and Beverage Vendors

Executive Director Rogers informed the board of the Request for Proposals for Food and Beverage vendors. Proposals are due Friday, January 25, 2020, with service effective June 1, 2020. Rogers stated that two separate micro markets will be in place in the terminal building, one in the lobby and one in the gate area. The micro market in the gate area will replace complimentary beverages currently offered.

Environmental Counsel

Rogers announced that Doug Curran with Stinson, Leonard, Street, LLC. will be retiring. Stinson has handled the transition seamlessly with no additional costs to the Salina Public Entities and has selected Andy Davis from Stinson's Minneapolis, Minnesota office to transition into Curran's role. Greg Bengtson, SAA Board Attorney stated that he is confident in Mr. Davis' abilities and experience.

Announcements

Rogers reminded the board of the upcoming Special Joint Meeting of the Salina Public Entities scheduled on January 29, 2020 at 1:30 P.M. in the Tony's Pizza Event Center, Room 202. Board members will be briefed in an executive session by special environmental counsel on the status of mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with the pending litigation in U.S. District Court.

Executive Session

At 9:15 A.M. Director Gunn moved the following:

I move that the Airport Authority board of directors recess into an executive session for ten (10) minutes to discuss the subject of a specific economic development project based upon the need to discuss data relating to the financial affairs or traded secrets of corporations, partnerships, trusts and individual proprietorships pursuant to K.S.A. 75-4319(b)(4). The open meeting will resume in this room at 9:25 AM

Director Eichelberger seconded the motion. The motion passed unanimously.

The open meeting resumed at 9:25 AM.

Executive Session

At 9:25 A.M. Director Vancil moved the following:

I move that the Airport Authority board of directors recess into an executive session for ten (10) minutes to discuss the subject of the Executive Director's performance evaluation based upon the need to discuss personal matters of non-elected personnel pursuant to K.S.A. 45-7319(b)(2). The open meeting will resume in this room at 9:35 AM.

Director Weisel seconded the motion. The motion passed unanimously.

The open meeting resumed at 9:35 AM.

Upon a motion duly made, the meeting adjourned at 9:36 A.M.

Minutes approved at the February 19, 2020 Board Meeting.

Secretary
(SEAL)

**MINUTES OF THE SPECIAL JOINT MEETING OF THE
SALINA PUBLIC ENTITIES INCLUDING
CITY OF SALINA BOARD OF COMMISSIONERS
SALINA USD 305 BOARD OF EDUCATION, KANSAS STATE UNIVERSITY
AND THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS
JANUARY 29, 2020
TONY'S PIZZA EVENT CENTER, ROOM 202**

Call to Order

The meeting was called to order at 1:30 P.M. by Chairman Kent Buer. Chairman Buer confirmed that a quorum was present and that the meeting notice was published.

Public Segment

Salina Airport Authority Executive Director Rogers presented opening remarks and provided an overview of the Former Schilling Air Force Base Project. Rogers distributed the Schilling project definitions and timeline of events.

Executive Director Rogers introduced the following additional participants in joint executive session:

Mike Schrage, City Manager, City of Salina
Linn Exline, Superintendent, USD 305
Tim Rogers, Executive Director, Salina Airport Authority
Cindy Bontrager, VP & COO, Kansas State University
Eryn Wright, Legal Counsel, USD 305
Greg Bengtson, Legal Counsel, City of Salina and Salina Airport Authority
Aaron Good, Associate General Counsel, Kansas State University
Doug Curran, Attorney, Stinson LLP
Andy Davis, Attorney, Stinson LLP
Martha Tasker, Director of Utilities, City of Salina
Matthew Schroeder, Senior Environmental Engineer, Dragun Corporation
Dr. Michael Sklash, Senior Hydrogeologist, Dragun Corporation
Jacob Wood, Deputy City Manager, City of Salina

Joint Executive Session

At 1:36 P.M. Director Gunn moved the following:

I move that the Salina Airport Authority Board of Directors recess into a joint executive session with the City of Salina Board of Commissioners, the USD 305 Board of Education, and representatives of Kansas State University for one-hour (1-hour) to discuss with Doug Curran, environmental counsel for the Salina Public Entities, the subject of mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with pending litigation in U.S. District Court based upon the need for consultation with an attorney for the public bodies which would be deemed privileged in the attorney-client

relationship pursuant to K.S.A. 45-7319(b)(2). The open meeting will resume in this room at 2:36 p.m.

Director Weisel seconded the motion. Motion passed unanimously.

The open meeting resumed at 2:36 P.M

At 2:40 P.M. Director Weisel moved the following:

I move that the Salina Airport Authority Board of Directors recess into a joint executive session with the City of Salina Board of Commissioners, the USD 305 Board of Education, and representatives of Kansas State University for fifteen (15) minutes to discuss with Doug Curran, environmental counsel for the Salina Public Entities, the subject of mediation with representatives of the U.S. Department of Justice and U.S. Army Corps of Engineers associated with pending litigation in U.S. District Court based upon the need for consultation with an attorney for the public bodies which would be deemed privileged in the attorney-client relationship pursuant to K.S.A. 45-7319(b)(2). The open meeting will resume in this room at 2:55 p.m.

Director Gunn seconded the motion. Motion passed unanimously.

The open meeting resumed at 2:55 P.M

Upon a motion duly made, the meeting adjourned at 2:55 P.M.

Minutes approved at the February 19, 2020 Board Meeting.

Secretary
(SEAL)

**SALINA AIRPORT AUTHORITY
AIRPORT ACTIVITY REPORT
2020**

AIR TRAFFIC/ATCT

January, 2020	3,109 Operations 587 Instrument Operations 367 Peak Day
January, 2019	3,102 Operations 667 Instrument Operations 375 Peak Day
January 2020 - January 2020	3,109 Operations
January 2019 - January 2019	3,102 Operations
January 2018 - January 2018	3,418 Operations

FUEL FLOWAGE

January, 2020	118,337 Gallons
January, 2019	156,531 Gallons
January 2020 - January 2020	118,337 Gallons
January 2019 - January 2019	156,531 Gallons
January 2018 - January 2018	74,806 Gallons

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
2,979	115,358	39,667	0
3,438	153,093	72,504	422
2,979	115,358	39,667	0
3,438	153,093	72,504	422
4,560	70,246	12,961	386

SkyWest Airlines

ENPLANEMENTS		DEPLANEMENTS	TOTAL
January, 2020	1,232 Passengers	1265 Passengers	2,497
January, 2019	996 Passengers	1152 Passengers	2,148
January 2020 - January 2020	1,232 Passengers		
January 2019 - January 2019	996 Passengers		
January 2018 - January 2018	414 Passengers		

ENPLANEMENTS - Charter Flights

January, 2020	0 Passengers
January, 2019	0 Passengers
January 2020 - January 2020	0 Passengers
January 2019 - January 2019	0 Passengers
January 2018 - January 2018	0 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

January, 2020	1,232 Passengers
January, 2019	996 Passengers
January 2020 - January 2020	1,232 Passengers
January 2019 - January 2019	996 Passengers
January 2018 - January 2018	414 Passengers

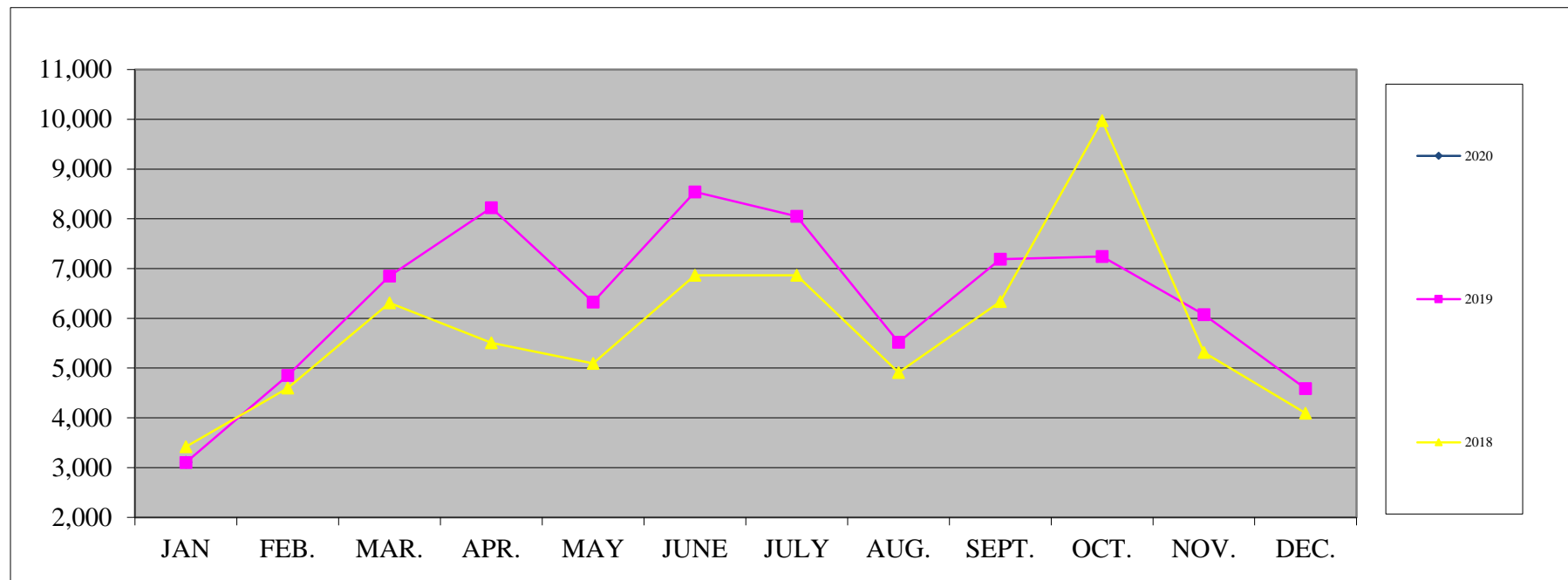
AIRPORT TRAFFIC RECORD

2019 - 2020

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
2020									
January, 20	134	675	488	252	1,549	1,192	368	1,560	3,109
February, 20									
March, 20									
April, 20									
May, 20									
June, 20									
July, 20									
August, 20									
September, 20									
October, 20									
November, 20									
December, 20									
Totals January - January	134	675	488	252	1,549	1,192	368	1,560	3,109
2019									
January, 19	61	819	600	258	1,738	992	372	1,364	3,102
February, 19									
March, 19									
April, 19									
May, 19									
June, 19									
July, 19									
August, 19									
September, 19									
October, 19									
November, 19									
December, 19									
Totals January - January	61	819	600	258	1,738	992	372	1,364	3,102
Difference	73	-144	-112	-6	-189	200	-4	196	7
YTD % Change	120%	-18%	-19%	-2%	-11%	20%	-1%	14%	0%
Legend:	AC: Air Carrier		AT: Air Taxi						
	GA: General Aviation		MI: Military						

AIR TRAFFIC

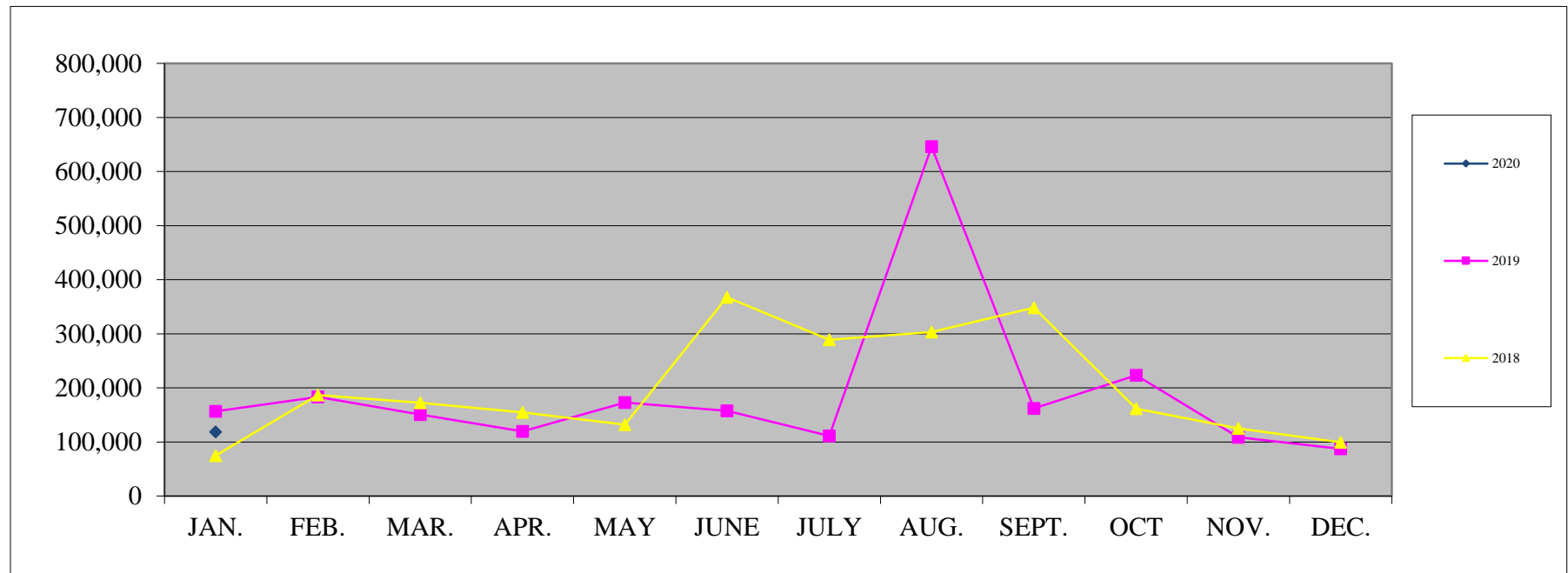
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
2020	<u>3,109</u>												<u>3,109</u>
2019	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	<u>76,553</u>
2018	3,418	4,601	6,312	5,510	5,094	6,865	6,865	4,910	6,336	9,974	5,317	4,091	69,293
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



FUEL FLOWAGE

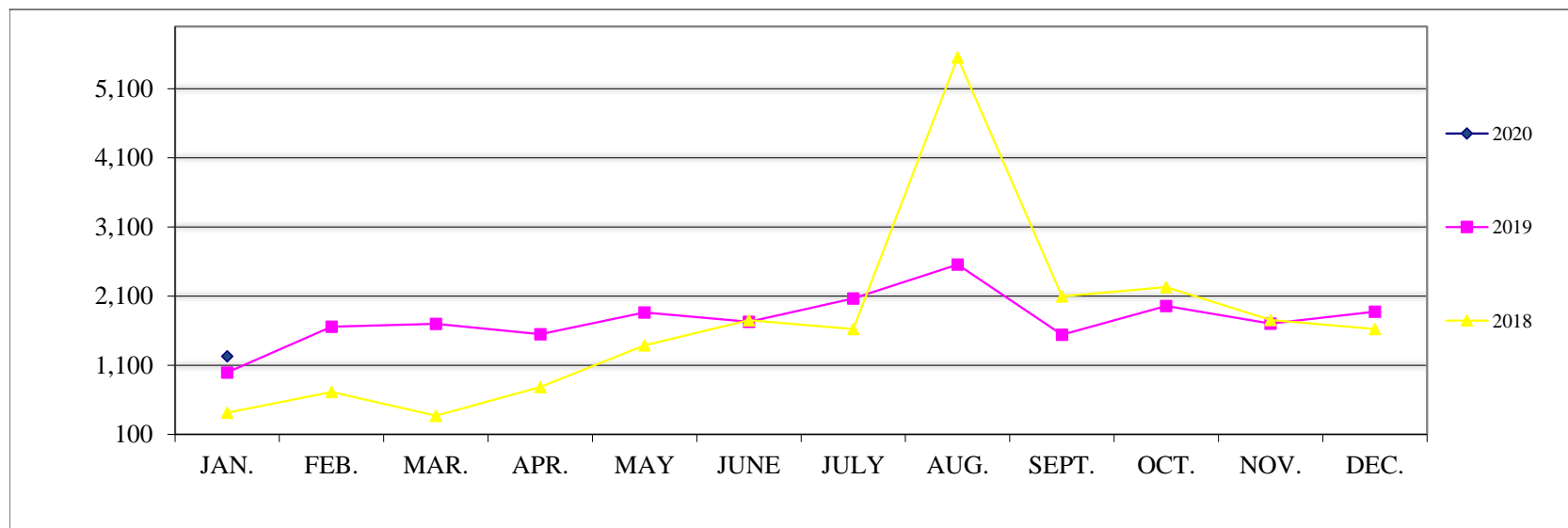
Gallons of Fuel Sold at SLN

	<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>
2020	<u>118,337</u>												<u>118,337</u>
2019	156,531	183,334	150,881	119,745	172,835	157,376	111,147	645,834	161,888	223,382	108,525	87,182	2,278,659
2018	74,807	186,507	172,561	154,513	131,941	367,663	288,977	303,273	348,454	161,563	125,129	99,437	2,414,825
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



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>
2020	<u>1,232</u>													<u>1,232</u>
2019	996	1,659	1,698	1,548	1,865	1,727	2,065	2,556	1,540	1,958	1,703	1,874		21,189
2018	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	-4,322	15,977
2017	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	-109	13,850
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



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

Salina Airport Authority
Statement of Net Assets Prev Year Comparison

02/14/2020

As of January 31, 2020

	Jan 31, 20	Dec 31, 19	\$ Change	Jan 31, 19	\$ Change	% Change
ASSETS						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	240,869	264,683	-23,814	0	240,869	100%
Cash in bank-Operating Funds	176,659	130,687	45,972	92,395	84,264	91%
Cash in Bank - Mill Levy	1,621,624	256,868	1,364,756	1,129,931	491,693	44%
Total Checking/Savings	2,039,152	652,238	1,386,914	1,222,326	816,826	67%
Accounts Receivable						
Accounts Receivable	32,731	98,249	-65,518	169,922	-137,191	-81%
Total Accounts Receivable	32,731	98,249	-65,518	169,922	-137,191	-81%
Other Current Assets						
Agri Land Receivable	56,000	0	56,000	56,000	0	0%
Mill Levy receivable	1,296,188	0	1,296,188	1,184,609	111,579	9%
Other current assets	465,421	1,009,353	-543,932	189,339	276,082	146%
Undeposited Funds	40,949	2,781	38,168	4,990	35,959	721%
Total Other Current Assets	1,858,558	1,012,134	846,424	1,434,938	423,620	30%
Total Current Assets	3,930,441	1,762,621	2,167,820	2,827,186	1,103,255	39%
Fixed Assets						
Fixed assets at cost	91,480,342	91,406,470	73,872	88,409,677	3,070,665	3%
Less accumulated depreciation	-47,523,459	-47,290,772	-232,687	-44,768,142	-2,755,317	-6%
Total Fixed Assets	43,956,883	44,115,698	-158,815	43,641,535	315,348	1%
Other Assets						
Deferred Outflow of Resources	1,255,554	1,255,554	0	1,381,850	-126,296	-9%
Total Other Assets	1,255,554	1,255,554	0	1,381,850	-126,296	-9%
TOTAL ASSETS	49,142,878	47,133,873	2,009,005	47,850,571	1,292,307	3%
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	307,653	867,149	-559,496	935,550	-627,897	-67%
Total Accounts Payable	307,653	867,149	-559,496	935,550	-627,897	-67%
Credit Cards						
Sam's Club Discover	0	0	0	-158	158	100%
VISA - Sunflower Bank, N.A. - S	0	0	0	592	-592	-100%
Total Credit Cards	0	0	0	434	-434	-100%
Other Current Liabilities						
Accrued debt interest payable	259,636	206,624	53,012	271,778	-12,142	-4%
Debt, current portion	1,427,350	1,427,350	0	1,969,153	-541,803	-28%
Deferred Agri Land Revenue	51,333	0	51,333	51,333	0	0%
Deferred Mill Levy revenue	2,445,216	0	2,445,216	2,197,803	247,413	11%
Other current liabilities	203,409	145,242	58,167	215,755	-12,346	-6%
Total Other Current Liabilities	4,386,944	1,779,216	2,607,728	4,705,822	-318,878	-7%
Total Current Liabilities	4,694,597	2,646,365	2,048,232	5,641,806	-947,209	-17%
Long Term Liabilities						
Debt - Long Term	22,412,102	22,412,102	0	21,369,845	1,042,257	5%
Deferred Inflows of Resources	68,366	68,366	0	68,366	0	0%
Less current portion	-1,427,350	-1,427,350	0	-1,969,153	541,803	28%
Net OPEB Liability (KPERs)	11,126	11,126	0	11,126	0	0%
Net Pension Liability	605,630	605,630	0	605,630	0	0%
Security Deposits Returnable	60,787	57,564	3,223	48,680	12,107	25%
Total Long Term Liabilities	21,730,661	21,727,438	3,223	20,134,494	1,596,167	8%
Total Liabilities	26,425,258	24,373,803	2,051,455	25,776,300	648,958	3%
Equity						
Invested in Capital Assets net	21,544,781	21,703,381	-158,600	23,011,899	-1,467,118	-6%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,125,290	305,751	819,539	-1,002,767	2,128,057	212%
Net Income	-42,450	660,938	-703,388	-24,861	-17,589	-71%
Total Equity	22,717,621	22,760,070	-42,449	22,074,271	643,350	3%
TOTAL LIABILITIES & EQUITY	49,142,879	47,133,873	2,009,006	47,850,571	1,292,308	3%

Salina Airport Authority
Profit & Loss Budget Performance
January 2020

7:25 AM
02/14/2020
Accrual Basis

	Jan 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense					
Income					
Airfield revenue					
Fuel Flowage Fees	9,644	16,833	-7,189	57%	202,000
Hangar rent	39,274	53,750	-14,476	73%	645,000
Landing fees	2,413	2,125	288	114%	25,500
Ramp rent	4,760	4,188	572	114%	50,250
Total Airfield revenue	56,091	76,896	-20,805	73%	922,750
Building and land rent					
Agri land rent	4,667	4,667	0	100%	56,000
Building rents - Long Term					
Short-term leasing	25,350	25,350	0	100%	304,200
Building rents - Long Term - Other	68,332	66,317	2,015	103%	795,800
Total Building rents - Long Term	93,682	91,667	2,015	102%	1,100,000
Land rent					
Basic Land Rent	9,418	8,891	527	106%	106,693
Property tax - tenant share	10,325	10,325	0	100%	123,900
Total Land rent	19,743	19,216	527	103%	230,593
Tank rent	1,161	998	163	116%	11,970
Total Building and land rent	119,253	116,548	2,705	102%	1,398,563
Other revenue					
Airport Marketing	14,372	5,833	8,539	246%	70,000
Commissions	0	2,925	-2,925	0%	35,100
Other income	2,555	5,417	-2,862	47%	65,000
Total Other revenue	16,927	14,175	2,752	119%	170,100
Total Income	192,271	207,619	-15,348	93%	2,491,413
Gross Profit	192,271	207,619	-15,348	93%	2,491,413
Expense					
Administrative expenses					
A/E, consultants, brokers	0	1,792	-1,792	0%	21,500
Airport promotion	11,541	11,250	291	103%	135,000
Bad Debt Expense	0	833	-833	0%	10,000
Computer/Network Admin.	2,771	1,667	1,104	166%	20,000
Dues and subscriptions	2,488	2,000	488	124%	24,000
Employee retirement	5,855	7,042	-1,187	83%	84,500
FICA and medicare tax expense	4,610	5,432	-822	85%	65,188
Industrial development	7,000	3,583	3,417	195%	43,000
Insurance , property	15,498	14,948	550	104%	179,375
Insurance, medical	15,751	19,031	-3,280	83%	228,375
Kansas unemployment tax	0	83	-83	0%	1,000
Legal and accounting	2,406	2,917	-511	82%	35,000
Office salaries	36,786	42,258	-5,472	87%	507,099
Office Supplies	105	500	-395	21%	6,000
Other administrative expense	1,031	906	125	114%	10,875
Postage	0	208	-208	0%	2,500
Property tax expense	13,823	13,823	0	100%	165,878
Special Events	0	83	-83	0%	1,000
Telephone	1,620	1,542	78	105%	18,500
Training	0	417	-417	0%	5,000
Travel and meetings	1,103	1,000	103	110%	12,000
Total Administrative expenses	122,388	131,315	-8,927	93%	1,575,790

		Jan 20	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Maintenance expenses						
Airfield maintenance		0	2,583	-2,583	0%	31,000
Airport Security		0	333	-333	0%	4,000
Building maintenance		7,844	4,167	3,677	188%	50,000
Equipment fuel and repairs		13,867	7,542	6,325	184%	90,500
Fire Services		749	1,542	-793	49%	18,500
Grounds maintenance		0	375	-375	0%	4,500
Maintenance salaries		24,540	31,753	-7,213	77%	381,032
Other maintenance expenses		838	1,333	-495	63%	16,000
Snow removal expense		2,413	1,667	746	145%	20,000
Utilities		14,910	19,167	-4,257	78%	230,000
Total Maintenance expenses		65,161	70,462	-5,301	92%	845,532
Total Expense	6	187,549	201,777	-14,228	93%	2,421,322
Net Ordinary Income	7	4,722	5,842	-1,120	81%	70,091
Other Income/Expense						
Other Income						
Capital contributed		14,623	287,374	-272,751	5%	3,448,484
Interest income						
Interest income on deposits		323	150	173	215%	1,800
Total Interest income		323	150	173	215%	1,800
Mill levy income		223,581	222,292	1,289	101%	2,667,508
Total Other Income		238,527	509,816	-271,289	47%	6,117,792
Other Expense						
Debt interest expense net						
Interest Expense on Debt		53,012	53,012	0	100%	636,142
Total Debt interest expense net		53,012	53,012	0	100%	636,142
Depreciation expense		232,686	232,686	0	100%	2,792,237
Total Other Expense		285,698	285,698	0	100%	3,428,379
Net Other Income		-47,171	224,118	-271,289	-21%	2,689,413
Net Income		<u>-42,449</u>	<u>229,960</u>	<u>-272,409</u>	<u>-18%</u>	<u>2,759,504</u>

Salina Airport Authority
Profit & Loss Prev Year Comparison
January 2020

7:30 AM
02/14/2020
Accrual Basis

	Jan 20	Jan 19	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	9,644.42	12,272.00	-2,627.58	-21.41%
Hangar rent	39,274.00	57,200.92	-17,926.92	-31.34%
Landing fees	2,413.45	2,522.10	-108.65	-4.31%
Ramp rent	4,760.00	4,269.00	491.00	11.5%
Total Airfield revenue	56,091.87	76,264.02	-20,172.15	-26.45%
Building and land rent				
Agri land rent	4,666.67	4,666.67	0.00	0.0%
Building rents - Long Term				
Short-term leasing	25,350.00	32,207.50	-6,857.50	-21.29%
Building rents - Long Term - Other	68,332.28	63,625.88	4,706.40	7.4%
Total Building rents - Long Term	93,682.28	95,833.38	-2,151.10	-2.25%
Land rent				
Basic Land Rent	9,417.53	8,562.67	854.86	9.98%
Property tax - tenant share	10,324.92	10,324.92	0.00	0.0%
Total Land rent	19,742.45	18,887.59	854.86	4.53%
Tank rent	1,161.00	1,128.00	33.00	2.93%
Total Building and land rent	119,252.40	120,515.64	-1,263.24	-1.05%
Other revenue				
Airport Marketing	14,371.92	1,185.04	13,186.88	1,112.78%
Commissions	0.00	1,620.88	-1,620.88	-100.0%
Other income	2,555.00	5,728.34	-3,173.34	-55.4%
Total Other revenue	16,926.92	8,534.26	8,392.66	98.34%
Total Income	192,271.19	205,313.92	-13,042.73	-6.35%
Gross Profit	192,271.19	205,313.92	-13,042.73	-6.35%
Expense				
Administrative expenses				
A/E, consultants, brokers	0.00	5,165.84	-5,165.84	-100.0%
Airport promotion				
Air Serv. Mktg - City	4,971.92	1,185.04	3,786.88	319.56%
Air Serv. Mktg - County	0.00	1,053.76	-1,053.76	-100.0%
Air Serv. Mktg - SAA	4,971.92	9,212.00	-4,240.08	-46.03%
Airport promotion - Other	1,596.92	0.00	1,596.92	100.0%
Total Airport promotion	11,540.76	11,450.80	89.96	0.79%
Bad Debt Expense	0.00	0.00	0.00	0.0%
Computer/Network Admin.	2,770.84	1,007.92	1,762.92	174.91%
Dues and subscriptions	2,488.08	2,035.37	452.71	22.24%
Employee retirement	5,854.63	6,301.77	-447.14	-7.1%
FICA and medicare tax expense	4,610.44	4,779.59	-169.15	-3.54%
Industrial development	7,000.00	0.00	7,000.00	100.0%
Insurance , property	15,497.92	15,133.33	364.59	2.41%
Insurance, medical	15,750.98	16,823.52	-1,072.54	-6.38%
Legal and accounting	2,406.20	2,775.80	-369.60	-13.32%
Office salaries	36,786.28	35,982.41	803.87	2.23%
Office Supplies	105.48	389.59	-284.11	-72.93%
Other administrative expense				
Merchant Processing Fees	946.38	124.63	821.75	659.35%
Other administrative expense - Other	85.00	325.30	-240.30	-73.87%
Total Other administrative expense	1,031.38	449.93	581.45	129.23%
Property tax expense	13,823.17	13,552.08	271.09	2.0%
Telephone	1,619.56	1,471.36	148.20	10.07%
Travel and meetings	1,102.94	544.35	558.59	102.62%
Total Administrative expenses	122,388.66	117,863.66	4,525.00	3.84%

	Jan 20	Jan 19	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	0.00	3,326.98	-3,326.98	-100.0%
Airport Security	0.00	769.89	-769.89	-100.0%
Building maintenance	7,844.01	8,081.14	-237.13	-2.93%
Equipment fuel and repairs	13,866.50	6,106.42	7,760.08	127.08%
Fire Services	749.33	41.80	707.53	1,692.66%
Grounds maintenance	0.00	29.99	-29.99	-100.0%
Maintenance salaries	24,539.81	27,519.32	-2,979.51	-10.83%
Other maintenance expenses	838.43	1,120.23	-281.80	-25.16%
Snow removal expense	2,413.14	5,190.11	-2,776.97	-53.51%
Utilities	14,909.65	33,720.32	-18,810.67	-55.78%
Total Maintenance expenses	65,160.87	85,906.20	-20,745.33	-24.15%
Uncategorized Expenses	0.00	0.00	0.00	0.0%
Total Expense	187,549.53	203,769.86	-16,220.33	-7.96%
Net Ordinary Income	4,721.66	1,544.06	3,177.60	205.8%
Other Income/Expense				
Other Income				
Capital contributed	14,623.00	56,826.00	-42,203.00	-74.27%
Interest income				
Interest income on deposits	322.88	13.10	309.78	2,364.73%
Total Interest income	322.88	13.10	309.78	2,364.73%
Mill levy income	223,581.06	199,800.25	23,780.81	11.9%
Total Other Income	238,526.94	256,639.35	-18,112.41	-7.06%
Other Expense				
Debt interest expense net				
Interest Expense on Debt	53,011.80	53,714.58	-702.78	-1.31%
Total Debt interest expense net	53,011.80	53,714.58	-702.78	-1.31%
Depreciation expense	232,686.45	229,330.00	3,356.45	1.46%
Total Other Expense	285,698.25	283,044.58	2,653.67	0.94%
Net Other Income	-47,171.31	-26,405.23	-20,766.08	-78.64%
Net Income	-42,449.65	-24,861.17	-17,588.48	-70.75%

Salina Airport Authority
Capital Additions Budget vs. Actual
As of January 31, 2020

7:33 AM
02/14/2020
Accrual Basis

	Jan 31, 20	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS				
Fixed Assets				
Fixed assets at cost				
Airfield				
AIP-40 Terminal Master Plan	0	10,000	-10,000	0%
AIP-41 Rwy 17/35 Rehab	500	225,000	-224,500	0%
Airfield Improvements	0	20,000	-20,000	0%
Total Airfield	500	255,000	-254,500	0%
Buildings & Improvements				
Building improvements				
Bldg. Imps. Other	14,295	20,000	-5,705	71%
Hangar 504 Improvements	19,235	25,000	-5,765	77%
Hangar 959 Rehabilitation	5,488	200,000	-194,512	3%
Total Building improvements	39,018	245,000	-205,982	16%
Total Buildings & Improvements	39,018	245,000	-205,982	16%
Equipment				
Computer equipment	0	7,500	-7,500	0%
Equipment - Other	0	16,000	-16,000	0%
Total Equipment	0	23,500	-23,500	0%
Land				
Environmental				
Environmental - SAFB	34,355	75,000	-40,645	46%
Total Environmental	34,355	75,000	-40,645	46%
Total Land	34,355	75,000	-40,645	46%
Total Fixed assets at cost	73,873	598,500	-524,627	12%

Salina Airport Authority

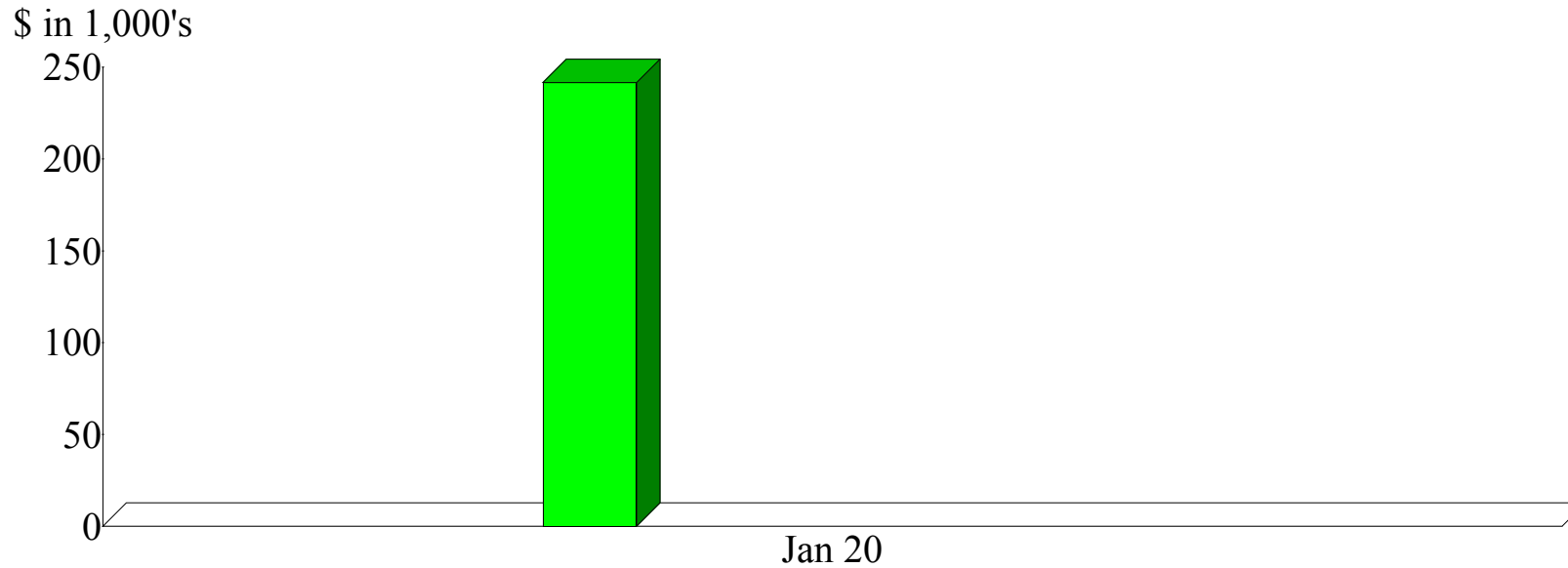
Significant Capital Expenditures Detail

January 2020

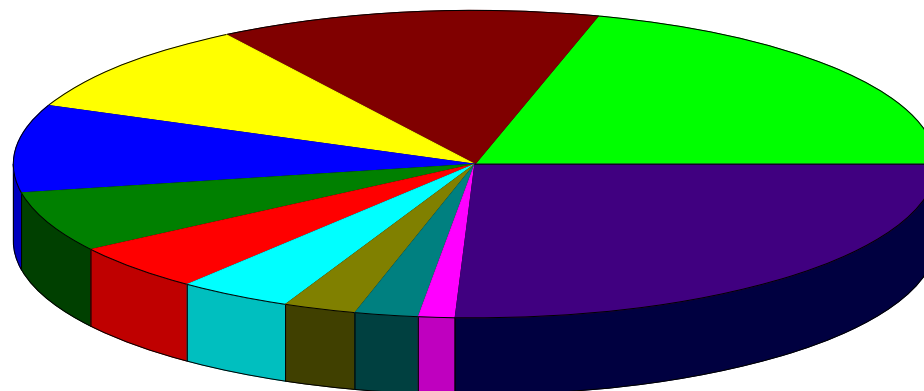
Type	Date	Name	Memo	Amount	Balance
Fixed assets at cost					
Airfield					
AIP-41 Rwy 17/35 Rehab					
Bill	01/31/2020	Coffman Associates, Inc.	Rwy 17/35 Rehab Design and Length Analysis	500.00	500.00
Total AIP-41 Rwy 17/35 Rehab				500.00	500.00
Total Airfield				500.00	500.00
Buildings & Improvements					
Building Improvements					
Bldg. Imps. Other					
Bill	01/31/2020	QT Petroleum on Demand, ...	QT Pod Model M4000 Self-Serve Fueling Terminal	14,295.00	14,295.00
Total Bldg. Imps. Other				14,295.00	14,295.00
Hangar 504 Improvements					
Bill	01/17/2020	Superior Plumbing and Heat...	New Sewer Line - H504	19,234.52	19,234.52
Total Hangar 504 Improvements				19,234.52	19,234.52
Hangar 959 Rehabilitation					
Bill	01/08/2020	Superior Plumbing and Heat...	Installation of Heaters - 959 - Shops 1, 2, and 3	3,251.22	3,251.22
Bill	01/09/2020	Superior Plumbing and Heat...	Electrical Install for Heaters in Shops 1,2,3 at H959	1,230.24	4,481.46
Bill	01/28/2020	DH Pace Company, Inc.	H959 Touch Pad Lock - East Door	1,006.58	5,488.04
Total Hangar 959 Rehabilitation				5,488.04	5,488.04
Total Building improvements				39,017.56	39,017.56
Total Buildings & Improvements				39,017.56	39,017.56
Land					
Environmental					
Environmental - SAFB					
Bill	01/31/2020	Clark, Mize & Linville	Env. legal fees -January 20	3,915.90	3,915.90
Bill	01/31/2020	Stinson Leonard Street, LLP	Professional Services through 1/31/20	18,776.55	22,692.45
Bill	01/31/2020	Stinson Leonard Street, LLP	Dragun - Preperations for Mediation and Mediation Particip...	11,662.33	34,354.78
Total Environmental - SAFB				34,354.78	34,354.78
Total Environmental				34,354.78	34,354.78
Total Land				34,354.78	34,354.78
Total Fixed assets at cost				73,872.34	73,872.34
TOTAL				73,872.34	73,872.34

Sales by Month
January 2020

 Dollar Sales



Sales Summary
January 2020

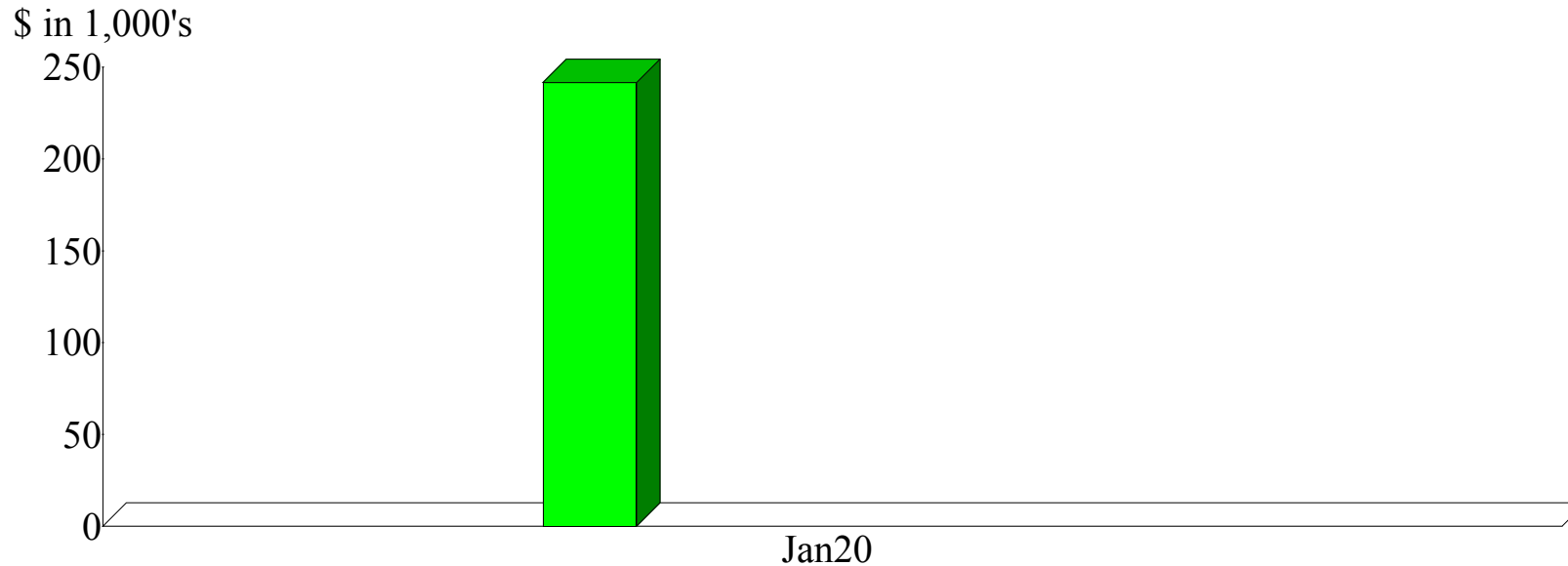


Saline County	20.69%
Kansas Erosion Products, LLC.	13.42
Exide	9.79
Avflight Salina	9.28
1 Vision Aviation, PLLC	6.38
SkyWest Airlines, Inc.	5.01
Universal Forest Products (UFP)	4.03
SFC Global Supply Chain	2.69
Kansas State Polytechnic - Salina	2.37
442nd Fighter Wing	1.43
Other	24.91
Total	\$241,621.97

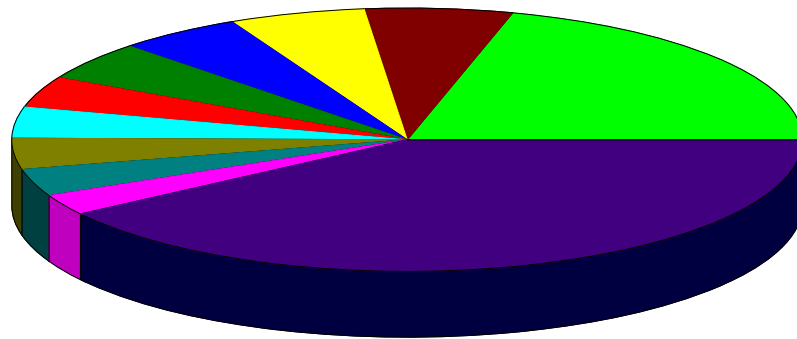
By Customer

Sales by Month
January 2020

■ Dollar Sales



Sales Summary
January 2020



■ Air Service Marketing (Fly Salina - Air	20.69%
■ Utility Reimbursement (Utility Reimburse	6.09
■ B-01021 (Building #1021 located at 3600	5.71
■ H-00959-1 (Hangar Facility H959 - 2044 S	5.17
■ B-00655-3 (Bldg. #655 (56,961 SF) - 2656	4.81
■ FFF-Avflight Salina (Fuel Flowage Fee @	3.89
■ Airport Promotion Reimbursement (Airport	3.89
■ B-00620-1 (Building #620 (30,000 SF) an	3.87
■ B-00626-1 (Manufacturing facility #626 (3.35
■ B-00655-4 (Bldg. #655 (33,992 SF) - 2656	2.70
■ Other	39.82
Total	\$241,621.97

By Item



Area Chamber of Commerce

120 W. Ash, P.O. Box 586 • Salina, KS 67402-0586 • 785-827-9301 • fax 785-827-9758 • www.salinakansas.org

MEMO: Economic Development Services Proposal
TO: Tim Rogers, Executive Director Salina Airport Authority
FROM: Salina Area Chamber of Commerce
DATE: December 20, 2018

Objective: To provide economic development services including workforce development and retention and expansion of existing industry through a vigorous program. Including without limitation: the gathering and dissemination of information, research, promotional programs, publications and services; representing the Authority's interests with industrial tenants addressing quantity and quality of workforce issues and considering expansion in the City of Salina, specifically in the Salina Airport Industrial Center. Assist Salina Airport Authority in assessing and facilitating success in workforce recruitment and development efforts; Salina Area Chamber of Commerce can provide assessments of efforts, strategy development, and other activities in support of aviation and aerospace efforts identified by the Salina Airport Authority. One of the primary functions of the Authority is to facilitate the continued growth of jobs and payroll at the Airport and Airport Industrial Center; this goal dovetails directly with the mission of the Salina Area Chamber of Commerce, which is to "to advance the general welfare and prosperity of the Salina area so that its citizens and all areas of its business community shall prosper. All necessary means of promotion shall be provided and particular attention and emphasis shall be given to the economic, civic, commercial, industrial and educational interests of the area."

A majority of the businesses, organizations, and education institutions that call the Salina Airport Industrial Center home are Chamber members or have utilized or benefited from our ancillary support services pertaining to workforce development, visitor, and expansion. The Salina Area Chamber of Commerce's ongoing work, advocacy, and programming with federal, state, and local governmental agencies and relationships with school districts, military bases, workforce service providers, and private sector business and industry position us very well to support the Salina Airport Authority and its goal of facilitating the continued growth of jobs and payroll.

Tailoring the marketing message to the audience and targeting demographics where Salina has qualifications or improved quality of life amenities will be critical in the recruitment efforts to fill the identified opportunities. We will stress the career opportunities, SAA employers, new amenities, and the quality of life that residents of Salina of the region experience.

Should the joint efforts of Baker Donelson, Kansas Department of Commerce, City of Salina, Salina Airport Authority, Salina Community Economic Development Organization and supporting entities result in new global aviation and aerospace company operations, MRO operation, and basing opportunities the economic development services provided by the Salina Area Chamber of Commerce would be instrumental in filling both the direct and indirect jobs created.



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Deliverables: The Chamber and the Salina Airport Authority can succeed in filling job opportunities in a coordinated, team effort which leverages the capabilities of the aforementioned entities in collaboration with the public and private workforce system. In this collaborative effort we would propose a set of deliverables to be evaluated and potentially modified annually to address any shortfalls or new expectations. We recommend the following:

- Development and implementation of an aggressive marketing plan to include job fairs, campus visits, and targeting of high unemployment areas through traditional and digital efforts;
- Target transitioning military personnel and their families to fill skilled positions in Salina by working with a team of representatives from the military transition programs like Soldier for Life;
- Identify high unemployment areas of the state and country and have representation at existing job fairs or organize job fairs to recruit individuals to Salina;
- Track and target aviation and aerospace related reduction in force and closures;
- Develop an attractive collegiate level internship program with local professionals and businesses;
- Continue the School to Career program with USD 305, designed to expose students to education and career opportunities in Salina;
- Continue work and support of community partners like Kansas Department for Children and Families, Salina Adult Education Center, Kansas Workforce One and Community Corrections in their efforts to upskill unemployed and/or underemployed individuals through activities like recidivism and educational credentialing;
- Develop dashboard reporting of all numbers to be updated quarterly online and provide quarterly activity summaries of Imagine Salina activities performed on behalf of the effort.

The Salina Area Chamber of Commerce Team:

Eric L. Brown, Vice President of Economic Development, Salina Area Chamber of Commerce.

Eric has been with the chamber since 2011; he joined the chamber as the workforce development director and the bulk of his experience has been centered on quality and quantity of labor in Saline County and the area. He currently holds or once held the following certifications: Professional in Human Resources (PHR), Society of Human Resource Management – Certified Professional (SHRM-CP), Certified Workforce Development Professional (CWDP), and is a graduate of the US Chamber Institute of Organizational Management. In his current role, he oversees economic development projects and programs related to entrepreneurship, workforce development, and business expansion and retention efforts. He also works closely with local, state, and federal organizations and governmental partners to support business and industry in Saline County. Previously Eric worked for Kansas State University Polytechnic and a staffing agency in Salina.



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Sylvia Rice, Director of Visit Salina division, Salina Area Chamber of Commerce

Sylvia joined the Chamber's Convention and Visitors Division staff in 1991, first specializing in the convention market. Years of experience in hotel sales, operations and management instilled a strong commitment to great customer service and providing a warm welcome to our visitors, the basic tenants upon which the Visit Salina program is built today. Her primary responsibilities now include marketing, advertising, publications, administration, staff development and the group/leisure markets. Sylvia works with Salina's hospitality industry - hotels, attractions, retail, restaurants and events - to develop and promote the "Salina Experience". She is a past president and serves on the Board of Directors of the Kansas I-70 Association and the Travel Industry Association of Kansas (TIAK), and represents Salina in many statewide tourism coalitions. She also attended Kansas Technical Institute in Salina, is a graduate of the US Chamber Institutes of Organizational Management, and has earned the TIAK designation of Kansas Destination Specialist.

Position to be filled, Workforce Solutions Director, Salina Area Chamber of Commerce.

This position will be dedicated to the implementation of applicable aspects of the strategic plan of action and will be hired in the first quarter of 2019.

Terms and Conditions:

We are grateful for the opportunity to submit this proposal for consideration. For services rendered, we propose the term of this Agreement shall be from January 1, 2019 through December 31, 2023, and shall continue for consecutive one-year terms until terminated by either party as stated in this Agreement. The parties understand and agree that either party may terminate this Agreement by giving to the other party written notice of termination no less than 90 days before December 31 of any year.

Allocation and Disbursements of Funds: Subject to annual appropriation of Authority funds by its board of directors, the Authority expresses its intent to provide an annual budget authorization in the amount of \$7,500 for funding economic development services to be provided by the Chamber, to be paid through quarterly disbursements from the Authority to Chamber.

Salina Airport Authority

By: _____

Timothy F. Rogers, A.A.E.
Executive Director

Date: 02/21/2019

Salina Area Chamber of Commerce

By: _____

Don L. Weiser
President & CEO

Date: 2-22-19