

**DATE:** April 14, 2023  
**TO:** SAA Board of Directors  
**FROM:** Tim Rogers and Shelli Swanson  
**SUBJECT:** April 19, 2023, SAA Regular Board Meeting

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

<https://meet.goto.com/salinaairport/salina-airport-authority-board-meeting>

Wednesday's meeting will feature discussion concerning the following 2023 Airport Authority priorities and objectives:

- Airport Authority strategic planning
- Airfield improvement projects construction and financing
- Salina Airport aviation workforce recruitment and training

**Strategic Planning** - The airport authority's strategic planning has initially focused on updating the organization's mission statement, vision statement and statement of core values. Since the March 29 board meeting SAA staff members have had an opportunity to contribute to the update of mission, vision, and core value statements. As the process continues, we'll include specific areas of potential growth that will require airport use planning work now to pave the way for future construction and job creation. An emerging airport development planning need is to define a location best suited for construction of a new area for military operations.

**Fuel Farm Design, Construction and Financing** – As of today we are waiting for FAA approval to advertise for fuel farm construction bids. Bidding the project is a simple task as compared to bringing together all the elements that make up project financing. We are using FAA, Military Airports Program (MAP) grant funding for fuel farm construction. MAP grant funding comes from the FAA's Airport Improvement Program (AIP) discretionary funds. We expect to receive approximately \$5M in MAP grant funds over three federal fiscal years. Until construction bids are opened, we will not know the amount of local funds (general obligation bonds) that will be needed to fund construction. A detailed summary of the project's financing will be reviewed during the board meeting.

Please note the following agenda comments.

#### **Consent Agenda Items #4 and #5 – Minutes and Financial Statements** (Roberg)

##### **Airport Activity – Air Traffic** (Rogers)

The Salina air traffic control tower (ATCT) recorded 6,890 operations during March 2023 which was a 5% increase as compared to the March 2022 total of 6,557. For the year-to-date, a total of 20,202 operations have occurred at Salina Airport which is 15% more than the March 2022 YTD total of 17,673.

##### **Airport Activity – Fuel Flowage** (Rogers)

The March 2023 fuel flowage came in at 179,414 gallons which was 57% less than the March 2022 total of 418,949 gallons. For the year-to-date, a total of 462,144 gallons have been delivered at the Airport which is 40% more than the March 2022 YTD total of 771,196 gallons.

##### **Airport Activity – Passenger Enplanements** (Rogers)

During March 2023 SkyWest enplaned 1,362 passengers, which was a 25% decrease over the March 2022 total of 1,815 passengers. The March 2023 total passenger count was 2,733 which was a 24% decrease as compared to the March 2022 total of 3,626. Total 2023 YTD passenger enplanements on SkyWest flights totaled 3,058 which was a 30% decrease as compared to the 2022 YTD total of 4,398. **Compared to other airports where SkyWest operates tagged flights (United Express and Delta Connection), SLN is the fifth best performer out of 18. Of the tagged airports with United Express service SLN places second behind Meridian, Mississippi ( MEI ).**

##### **Financial Reports – Comments and Notes** (Swanson)

Highlights from the March 31, 2023, financials include:

- Unrestricted cash in bank at \$1,184,673 (Cash in bank operating funds less security deposits returnable.)
- Total YTD income came in 2% over the first quarter of 2022 and is tracking 4% or \$32,571 ahead of the 2023 budget projections.
- Total operating expenses came in 1% under budget and are up 8% which is \$54,006 more than 2022.
- Net operating income before depreciation equaled \$48,601 at the end of March which is ahead of budget by \$40,447.

The 2022 financial statement audit fieldwork by the independent auditing firm of Adams Brown was completed on March 22, 2023, and the drafting of the annual report is underway.

The disbursements from the 2021-1 and 2022-1 GO Temporary Note project fund accounts during March are included as a separate report in the enclosed financial statements.

#### **Financial Reports – March 2023 Significant Expenditures/Payables Report Enclosed**

##### **Financial Reports – Accounts Receivable Past Due 31 days or more as of April 14, 2023** (Swanson)

Account	Amount	Days	Comments
Agco Corporation	\$10,421.71	31-90	Bldg. Rental
Enel Green Power	\$2,940.22	31>90	Bldg. Rental
iAeroAirways	\$6,027.48	31>90	Landing Fees
One Office Solution	\$600	31-60	Bldg. Rental

### **Short-term Leasing Activity**

On March 20, the SAA entered a 2-day lease for ramp space and ground support equipment with the 442<sup>nd</sup> Fighter Wing (A-10 squadron) at Whiteman Air Force Base in support of the “Ozark Lighting” training exercise. This agreement generated \$1,050 in rental revenue.

On April 6, the SAA executed a Lease Renewal Agreement with Wichita Winwater Works Co. This 1-year agreement for the 9,359 SF in Bldg. 723 provides Winwater the warehouse and yard space for wholesaling of waterworks and sanitary sewer pipe and fittings. The agreement generates \$34,800 in building rental annually, and the company has been a corporate resident of the Salina Airport Industrial Center since 2014.

Waste Connections of Kansas renewed their lease for another year for the 1-acre tract located at the Airport Road Equipment Yard. The annual rental equals \$4,140 in land rent. Waste Connections is one of six tenants in the Equipment Yard.

### **Agenda Item #6 – Strategic Planning Update** (Rogers and Dreiling)

Lindsey Dreiling will present the proposed changes to the Airport Authority’s mission, vision and core value statements for review and discussion. Lindsey attended the April 12 SAA staff meeting and received input from SAA employees.

Following the mission, vision, and core values discussion I’ll report on the emerging need to plan for the growth of military operations at Salina Airport. I need the board’s consensus to start a planning process that results in recommendations for new construction of military facilities and the accommodation of next generation military fighter jets. Enclosed is a current summary of SLN’s capabilities that is used to attract new military activity.

### **Agenda Item #7 – Consideration and Approval of SAA Resolution No. 23-06 Authorizing the Offering for Sale of General Obligation Bonds of the Salina Airport Authority.** (Swanson, Arteberry, and Walter)

Enclosed is a copy of SAA Resolution No. 23-06 which authorizes SAA staff, bond counsel, and financial advisor to proceed with offering for sale general obligation bonds and to proceed with all actions necessary to sell the bonds. The proceeds from the sale of the bonds will be utilized to retire outstanding temporary notes and fund new projects as described in the resolution. At the meeting, SAA bond counsel, financial advisor and staff will be available to review the financing plan and cost projections. In addition, staff can review the schedule for the bond sale and the tax analysis that is the basis for the sizing of each series.

**Recommendation:**    **Approve SAA Resolution 23-06 Authorizing the Offering for Sale of General Obligation Bonds of the Salina Airport Authority and authorize Chair Roberg to sign the resolution.**

### **Agenda Item #8 – Salina Airport Fuel Farm Design, Bid Opening and Financing Update. (Rogers)**

The bid opening for fuel farm construction is now scheduled for 2:00 PM, Friday, May 8. The current project cost estimate is \$8,417,585. We expect a total of \$5,256,561 (62.45%) in FAA grant funds. The SAA’s local share is expected to be \$3,161,024 (37.55%) to be funded by means of \$584,062 of SAA funds reserved for matching federal grants and \$2,576,962 in general obligation bond financing.

At Wednesday's meeting Shelli and Maynard will provide updates on the project's cost to construct and financing.

**Agenda Item #9 – An Overview of the Airport Authority's Aviation Learning Opportunities & Funded Training (ALOFT) Grant Application. (Rogers and Dreiling)**

An Airport Authority priority is to work with our economic development aviation business partners to recruit and train aviation maintenance workers. Recently the Kansas Department of Commerce (KDC) announced a grant funding opportunity for aviation workforce training. The Aviation Learning Opportunities and Funded Training (ALOFT) program is an opportunity to increase Salina and Saline County's capability to recruit and train much needed workers at 1 Vision Aviation and other SLN based aviation businesses. ALOFT grant funding will allow us to use a rehabilitated hangar H626 as the location for the SLN Aviation Innovation and Maintenance Center of Excellence (AIM Center). The deadline for the grant application is April 28. Enclosed is a draft summary of the ALOFT grant application that we will discuss at the board meeting.

Please let me know if you had questions that you would like me to prepare for prior to the board meeting.

## 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

HANGAR  
600

ARNOLD COURT  
ARNOLD AVENUE

SUTHERLAND ROAD

SUMMERS ROAD

SCHILLING ROAD

CENTENNIAL ROAD

MAGNOLIA ROAD

ARNOLD AVENUE

CENTENNIAL ROAD

0.8 Miles

1.2 Miles

0.77 Miles

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

EXIT 90

MAGNOLIA ROAD



INTERSTATE I-135

EXIT 89

SCHILLING ROAD





**DIRECTOR OF FACILITIES AND CONSTRUCTION**

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**DATE:** April 14, 2023  
**TO:** Tim Rogers  
**FROM:** Maynard Cunningham  
**SUBJECT:** April 19, 2023, SAA Regular Board Meeting

**Facilities and Construction Notes**

**New Projects**

- **General Aviation Hangars (C-Hangars)** – The site survey has been completed and the engineering design is in progress. Bret Givens Construction has been contracted to erect the four general aviation hangar buildings. Each building consists of either, two, three, or four hangar units, with 13 total hangar units. The existing T-Hangars on site will be removed between May 2 and May 12, 2023.

**Current Projects**

- **H626 (Hangar Rehabilitation)** –
  - **Rehabilitation Design** – Hutton has been selected as the Construction Manager at Risk for the Hangar 626 Rehabilitation. Architect One has completed plans for the project and submitted for City permitting review. Bids are being received by Hutton for subcontractor selection. Demolition will begin as early as May 1, 2023.
  - **Boiler Room Demolition** – T&R Construction was selected from three bids received March 10, 2023, for demolition and removal of the boiler room equipment at Hangar 626. After equipment and piping are removed, the room can then be utilized in the overall design of the aircraft hangar.
- **H959 (1 Vision Aviation)** – KDHE Permit – SAA, Dragun and partner Environmental Partners visited 1 Vision's hangar bay December 15, 2022, and met with 1 Vision personnel to review processes, coatings, and permit requirements, if any. From Dragun's review, it has been determined that the coatings in use meet state requirements, and the volume calculations indicate that 1 Vision's annual usage is below state regulation thresholds.
- **PH305 (SLN Fuel Facility) AIP-47** – 90% design plans and an estimated probable construction cost were submitted to FAA for review March 13, 2023. Review comments are expected from the FAA by April 14, 2023. Advertising the Notice to Bidders was scheduled April 17, 2023, with the bid opening scheduled May 8, 2023. The grant application for construction will be submitted to the FAA in May.
- **Runway 12/30 AIP-48** – Aviation provided an updated Runway 12/30 Rehabilitation Design contract March 23, 2023. The Runway 12/30 Rehabilitation Design grant application and project budget were submitted to the FAA March 30, 2023.

- **Terminal Ramp** – SAA operations and maintenance personnel performed concrete repairs on the terminal ramp during late March and April. They will continue repairs the week of April 17, 2023, by placing mastic asphalt in the smaller damaged concrete areas and cracks. SAA operations personnel coordinated with Skywest personnel throughout the project to ensure no disruption to commercial flights.



### **Special Projects**

- **AIT and CTX Devices at SLN** - TSA approval has been received for an Advanced Imaging Technology (AIT) device, commonly referred to as full body scanner technology, and a computed tomography explosives (CTX) detection device for checked baggage at the airport terminal building to improve passenger and bag screening. AIT installation is scheduled for May 17, 2023. CTX device installation is not currently determined.
- **ACARS at SLN Terminal Building** – After Collins Aerospace conducted a site survey January 25, 2023, they selected Accurate Electric to install electrical outlets, cable, and antenna mounts in advance of the installation of the Aircraft Communications Addressing and Reporting System (ACARS) Ground Radio Station components at SLN airport terminal building. ACARS is a digital datalink system for transmission of messages between aircraft and ground stations. A service order has been requested for Verizon to install network equipment scheduled for April 19, 2023.

### **Completed Projects**

- **H959 (1 Vision Aviation) –**
  - **H959 (1 Vision Aviation) – Office Tower Fire Suppression Wet System Updates** – A Johnson Controls technical sales engineer and service technician reviewed the tower office fire suppression systems to determine options to convert the current wet system to an antifreeze, or pre-action system similar to the systems serving the hangar bay areas. The antifreeze system and pre-action proposals have been received. SAA will pursue other options to protect the systems from freezing temperatures.



Prior to construction, the nine-remaining storm-damaged P-hangars will have to be relocated before site-work can begin. Staff has contacted PurpleWave Auction to have them listed in the next upcoming government auction which is scheduled for May 2<sup>nd</sup>. The hangars are split into three lots of three hangars. The buyer will be responsible for disassembly, load-out, and removal.



In addition to the t-hangars, other unused items and equipment are included in the upcoming auction. Additional details for the auction can be viewed online at:

<https://www.purplewave.com/search/salina%20airport%20authority>

### **School Tours**

Staff is starting to receive request for community and school tours. Two tours are scheduled during the month of April. The first tour will be a group of approx. (20) consumers from Choices Network who will tour the terminal building, including SkyWest Airlines (SKW) and Transportation Security Administration (TSA). The second tour will be a group of (50) K-4<sup>th</sup> grade students from Garden View Christian school. This group will split into three groups and tour the terminal building, air traffic control tower, and the ARFF station. SAA staff is grateful for our partnership with SKW, TSA and SLN ATCT to assist with hosting the tours and excited to be able to support local schools and organizations.

### **Board Photos**

As a reminder, Jim Turner, Turner Photography will be at the April 19<sup>th</sup> board meeting to take photos following the meeting. Turner will take a group photo of the 2023-2024 SAA board of directors and individual board member photos.

### **Announcements**

Below are the upcoming scheduled board meetings. All board meetings will be held at Hangar H600, Room 100.

**Wednesday, April 19, 2023, 8:00 a.m.**

**Wednesday, May 17, 2023, 8:00 a.m.**

**Wednesday, June 21, 2023, 8:00 a.m.**

**Wednesday, July 19, 2023, 8:00 a.m.**

**Regular Board Meeting**

**Regular Board Meeting**

**Regular Board Meeting**

**Regular Board Meeting**

**SALINA AIRPORT AUTHORITY REGULAR BOARD MEETING**  
**Hangar H600, First Floor Conference Room**  
**2720 Arnold Court**

**April 19, 2023 – 8:00 AM**

**AGENDA**

**Call to Order:** (Roberg)

1. Call to order, determine that a quorum is present and confirm that the meeting notice has been published. (Roberg)
2. Recognition of guests. (Roberg)
3. Additions to the agenda and agenda overview. (Rogers)

**Consent Agenda:** (Roberg)

4. Approval of the minutes of the March 15, 2023, regular board meeting and March 29, 2023, special board meeting.
5. Approval of the airport activity and financial reports for the month ending March 31, 2023.

**Strategic Planning:** (Dreiling)

6. Update on the development of the Airport Authority's vision, mission, and core values statements. Review of future military airfield requirements.

**Action Items:**

7. Consideration and approval of SAA Resolution No. 23-06 authorizing the offering for sale of General Obligation Bonds of the Salina Airport Authority. (Swanson, Arteberry, and Walter)

**Staff Reports:** (Rogers)

8. Salina Airport fuel farm design, bid opening and financing update. (Rogers)
9. An overview of the Airport Authority's Aviation Learning Opportunities & Funded Training (ALOFT) grant application. (Rogers and Dreiling)

**Directors' Forum:** (Roberg)

**Visitor's Questions and Comments:** (Roberg)

**Announcements:** (Windhorst)

**Adjournment:** (Roberg)



**MINUTES OF THE ANNUAL MEETING OF THE BOARD  
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
MARCH 15, 2023  
HANGAR 600, ROOM 100**

**Call to Order**

Executive Director Tim Rogers called the meeting to order at 8:00 A.M. and confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst stated that the meeting notice was published on Friday, March 10, 2023 and the board packet was published and distributed on Monday, March 13, 2023.

**Attendance**

Attendance was taken. Present were Directors Gunn, Boos and O'Brien. Directors Roberg and Carlin attended via VTC. Executive Director Tim Rogers; Director of Administration and Finance Shelli Swanson; Director of Facilities and Construction Maynard Cunningham; Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Michelle Moon; and Attorney Greg Bengtson attended. Guests were Mitch Robinson, Salina Community Economic Development Organization; Julie Yager-Zucker, Avflight Salina; Michael Bunn, Tenant; David Arteberry, Stiefel; Mitch Walter, Gillmore & Bell, (VTC); Lindsey Dreiling, Dreiling Aviation Services; Tim Unruh; Mike King and Jason Gillig, Hutton Construction; and Cody Heiman, First Bank Kansas.

After a motion was duly made, Director Gunn was appointed acting chair for the duration of the meeting.

### **Acceptance of Appointment and Oath of Office**

Executive Director Rogers announced the appointment of Airport Authority board members, Don Boos and John O'Brien. Boos and O'Brien will serve a three-year term. Director Boos and Director O'Brien executed their Acceptance of Appointment and Oath of Office.

### **Additions to the Agenda**

Chair Gunn asked if there were any additions to the agenda. Executive Director Rogers stated that there were no additions but deletion of agenda items 8 and 9. Rogers provided an overview of the agenda items, including an in-depth review of the projects slated for 2023 - 2024.

### **Minutes**

Chair Gunn asked if the board members had any additions or corrections to the minutes of the February 15, 2023 board meeting. Director Carlin moved to accept the minutes of the February 15, 2023 regular board meeting as written. Seconded by Director O'Brien. Motion carried 5-0.

### **Airport Activity**

Executive Director Rogers reported that air traffic was meeting expectations with a 17% increase in the number of operations for February 2023 over February 2022. Fuel Flowage for the month is down by 26% from February 2022. Enplanements of 854 passengers for February 2023 are down 37% less than February 2022 due to the tag with Hays. For 2023 year to date, enplanements are at 1,696 passengers, a 34% decrease from 2022 YTD.

### **Financial Reports**

Director of Administration and Finance Swanson reviewed the financial reports for the month ending February 28, 2023. Total assets were up 8% year over year with unrestricted cash in bank at \$1,610,511. Income for February 2023, including fuel fees, is tracking with the 2023 budget projections. Total income year to date is 8.4% over 2022 YTD. Total operating expenses remain under budget by 13%, with total maintenance expenses at 8% under budget. Swanson reviewed disbursements from the 2021-1 and 2022-1 GO Temp Note project fund accounts during the month of February. Adams Brown, SAA auditing firm is scheduled for audit fieldwork on March 23, 2023.

#### **Penske Truck Leasing, Co. Lease Agreement**

Swanson presented and reviewed the proposed lease agreement with Penske Truck Leasing, Co. for 1.30 acres of land located at the Airport Road equipment storage yard. The proposed rental rate is \$426.00/month for a one-year term with a two-year option, beginning April 1, 2023. Due to the two-year option, the board's approval is needed. Swanson stated that legal counsel is reviewing the terms of an addendum to the airport authority's lease agreement proposed by the tenant regarding insurance language. Director Carlin moved to approve the Penske Truck Leasing, Co. lease agreement pending counsel's review and authorize the Executive Director to sign the lease. Seconded by Director Boos. Motion carried 5 – 0.

#### **GA Hangar Construction**

Director Roberg abstained from discussion and vote.



Executive Director Rogers reviewed the status of the GA Hangars project. There are 54 A and B hangars in use. The remaining, storm damaged, P-hangars and D-hangars are to be removed and replaced with the new general aviation hangars. The plans have been approved by the FAA for 11, 50 x 50 units and 2, 60 x 50 units. Swanson stated that FEMA has committed \$992,809 to the project's not to exceed amount of \$2,912,809 cost. The remainder of the cost would be funded by a \$1.2 M, 20-year General Obligation Bond. Revenue generated by leasing the hangars at \$575/month (\$595 for 60 x 50), will be used to fund bond payments. Motion was made by Director Boos to proceed with the project, not to exceed \$2,919,809, and lease the hangars at \$575/month for each 50 x 50 unit and \$595/month for each 50 x 60 unit. Motion seconded by Director O'Brien. Motion carried 4 – 0.

### **Hangar 626 Rehabilitation**

Rogers reported on the design phase for the Hangar 626 rehabilitation project and introduced Jason Gillig of Hutton to the board. Gillig explained the terms of the Construction Manager at Risk (CMAR) contract and the benefits of the contract. A CMAR service contract provides the earliest possible construction completion date and a known not to exceed cost of construction. Director Boos moved to approve the Executive Director sign the amended Hangar 626 contract with Hutton, converting the design contract to a CMAR, not to exceed \$4,922,227. Director O'Brien seconded. Motion carried 5 – 0.

### **2023 G.O. Bond Financing Plan**

Rogers introduced David Arteberry, Stiefel, and Mitch Walter, Gillmore & Bell. Swanson reviewed the 2023 financing plan including an overview of the original bonds, debt service and

levy requirements, and the estimated debt service schedule. Swanson detailed the plan to redeem the \$6M of outstanding bonds from 2020, 2021 and 2022, and finance the \$9.7M in additional costs for 2023, for a G.O. Bond value not to exceed \$16,725,000. Arteberry reviewed interest rates, sizing calculations and proposed calendar.

### **SAA Resolution 23 – 04**

Rogers presented SAA Resolution No. 23-04 to the board. The resolution provides statutory authority for the issuance of general obligation bonds of the Salina Airport Authority for the purpose of financing the cost to rehabilitate hangar H626, construct general aviation aircraft storage hangars and an aviation fuel facility at the Salina Regional Airport. Director Boos moved, seconded by Director Carlin to approve SAA Resolution No. 23-04. Motion carried 5 – 0.

### **Election of Officers and Committee Assignments for 2023 – 2024**

Director Gunn proposed the following slate of officers and committee assignments for 2023-2024:

<b><i>Slate of Officers 2023-2024</i></b>	
<b>Chair</b>	Tod Roberg
<b>Vice-Chair</b>	Stephanie Carlin
<b>Secretary</b>	John O'Brien
<b>Treasurer</b>	Donald Boos
<b>Past Chair</b>	Kristin Gunn

<b><i>Committee Assignments</i></b>	
<b>Salina Area Chamber of Commerce Board of Directors</b> (ex officio member)	Tod Roberg
<b>Schilling Project Executive Group</b> (SAA board liaison)	Kristin Gunn
<b>Salina Community Economic Development Organization</b> (SAA board liaison)	Stephanie Carlin

Director O'Brien motion to approve the election of the board officers and committee assignments for 2023-2024 as presented. Director Carlin seconded the motion. Motion passed 5-0.

### **SAA Resolution 23-05**

Swanson presented SAA Resolution 23-05, the resolution designating the depositories for funds of the Salina Airport Authority and designating the individuals authorized to sign checks on said accounts and directing how said checks are to be signed. Director Carlin moved to adopt SAA Resolution 23-05, seconded by Director Roberg. Motion carried 5 – 0.

### **Strategic Planning Meeting**

Rogers introduced Lindsey Dreiling, Dreiling Aviation Services. Dreiling presented the proposed agenda for the strategic planning meeting scheduled for March 29, 2023 at 2:00 p.m. Dreiling will email a survey to the board members, staff and SAA partners with responses due by March 24, 2023. The results will be used to assist with goal setting, timelines, and actions.

### **Announcements**

Windhorst noted that board member photos will be taken following the April 19, 2023 regular board meeting.

Director Boos moved the adjourn, seconded by Director O'Brien. The meeting adjourned at 9:42 A.M.

Minutes approved at the April 19, 2023, board meeting.

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Kasey L. Windhorst, Board Clerk

(SEAL)

Draft

**MINUTES OF THE SPECIAL MEETING OF THE BOARD  
OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY  
MARCH 29, 2023  
HANGAR 600, ROOM 100**

**Call to Order**

Chair Tod Roberg called the meeting to order at 2:00 P.M. and confirmed that a quorum was present. Business and Communications Manager Kasey Windhorst stated that the meeting notice and board packet was published on Friday, March 24, 2023.

**Attendance**

Attendance was taken. Present were Directors Roberg, O'Brien, Carlin and Gunn (VTC). Director Boos joined the meeting at 2:53 P.M. Executive Director Tim Rogers; Director of Facilities and Construction Maynard Cunningham (VTC); Business and Communications Manager Kasey Windhorst; Airport Administration Specialist Michelle Moon; and Attorney Greg Bengtson attended. Guests were Lindsey Dreiling, Dreiling Aviation Services; Cody Heiman, First Bank Kansas; and Kendrick Calfee, Salina Journal.

**Additions to the Agenda**

Chair Roberg asked if there were any additions to the agenda. Executive Director Rogers stated addition of agenda item no. 6a, consideration of an Encroachment Agreement between Storage Mart, LLC and Salina Airport Authority. Rogers provided an overview of the agenda.



### **Hentzen Coatings Termination Agreement**

Rogers reviewed the Termination Agreement, releasing Hentzen Coatings from the lease agreement for Unit A of Building B595, 2761 Berschel effective March 31, 2023. Director O'Brien moved to approve the agreement; Director Gunn seconded the motion. Motion carried 4 – 0.

### **Sherwin-Williams Company, Inc. Lease Agreement**

Rogers presented the lease agreement with Sherwin-Williams Company for Unit A of Building B595, effective April 1, 2023. Terms are for one (1) year, with an option to renew annually for four (4) additional years. Lease rate is \$4,100/month, CPI adjustment after two (2) years and every two (2) years following. Director O'Brien moved to approve the lease, contingent on review by board legal counsel; Director Carlin seconded the motion. Motion carried 4 – 0.

### **Hangar H626 Boiler Room Project**

Director Roberg abstained from discussion and vote.

Rogers reviewed the scope of work and the results of the bids opened publicly March 10, 2023 for the Hangar 626 boiler room equipment demolition and removal project. Staff recommend awarding the bid to TRR, Inc. d/b/a T&R Dirt Construction in an amount not to exceed \$19,375. Motion was made by Director Carlin to award the project contract to the low bidder, TRR, Inc., Director O'Brien seconded, vote carried 3-0.

### **Storage Mart Encroachment Agreement**

Rogers and Bengtson discussed the proposed encroachment agreement between Storage Mart, LLC and the Salina Airport Authority. The agreement is contingent on (1) City of Salina review and approval and (2) inclusion of an indemnification for the airport authority from incidents that may occur on or near adjacent airport authority property. Director Gunn moved to approve the encroachment agreement, contingent upon the City's approval and addition of indemnification provision. Director Carlin seconded the motion. Motion passed 4-0.

### **Strategic Planning Session**

Rogers introduced Lindsey Dreiling, Dreiling Aviation Services. Dreiling provided the board with an overview of the current image and messages presented to the public per the airport's website; results of the survey sent out to the board members, airport authority staff and key community members; current status compared to other facilities; future projects; goals, actions and timelines.

SAA board developed updates to the Vision, Mission Statement and Core Values. A summary of the results will be provided to the board members at the April board meeting.

Succession plans for Rogers, Swanson and Foss were discussed, with a plan for Rogers to be presented for approval at the May board meeting.

Director Carlin moved to adjourn the meeting, seconded by Director O'Brien. The meeting adjourned at 5:00 P.M.

Minutes approved at the April 19, 2023, board meeting.

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Kasey L. Windhorst, Board Clerk

(SEAL)

Draft

# SALINA AIRPORT AUTHORITY

## AIRPORT ACTIVITY REPORT

### 2023

#### AIR TRAFFIC/ATCT

March, 2023	6,890 Operations 713 Instrument Operations 628 Peak Day
March, 2022	6,557 Operations 811 Instrument Operations 499 Peak Day
January 2023 - March 2023	20,203 Operations
January 2022 - March 2022	17,581 Operations
January 2021 - March 2021	17,673 Operations

#### FUEL FLOWAGE

March, 2023	179,414 Gallons
March, 2022	418,949 Gallons
January 2023 - March 2023	462,144 Gallons
January 2022 - March 2022	771,196 Gallons
January 2021 - March 2021	473,370 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
9,404	170,010	41,003	158
11,220	407,729	217,425	200
31,250	430,894	87,320	628
32,583	738,613	265,032	842
27,352	446,018	135,259	926

#### SkyWest Airlines

	ENPLANEMENTS	DEPLANEMENTS	TOTAL
March, 2023	1,362 Passengers	1,371 Passengers	2,733
March, 2022	1,815 Passengers	1,811 Passengers	3,626
January 2023 - March 2023	3,058 Passengers		
January 2022 - March 2022	4,398 Passengers		
January 2021 - March 2021	1,710 Passengers		

#### ENPLANEMENTS - Charter Flights

March, 2023	127 Passengers
March, 2022	0 Passengers
January 2023 - March 2023	263 Passengers
January 2022 - March 2022	2,065 Passengers
January 2021 - March 2021	385 Passengers

#### TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

March, 2023	1,489 Passengers
March, 2022	1,815 Passengers
January 2023 - March 2023	3,321 Passengers
January 2022 - March 2022	6,463 Passengers
January 2021 - March 2021	2,095 Passengers

# AIRPORT TRAFFIC RECORD

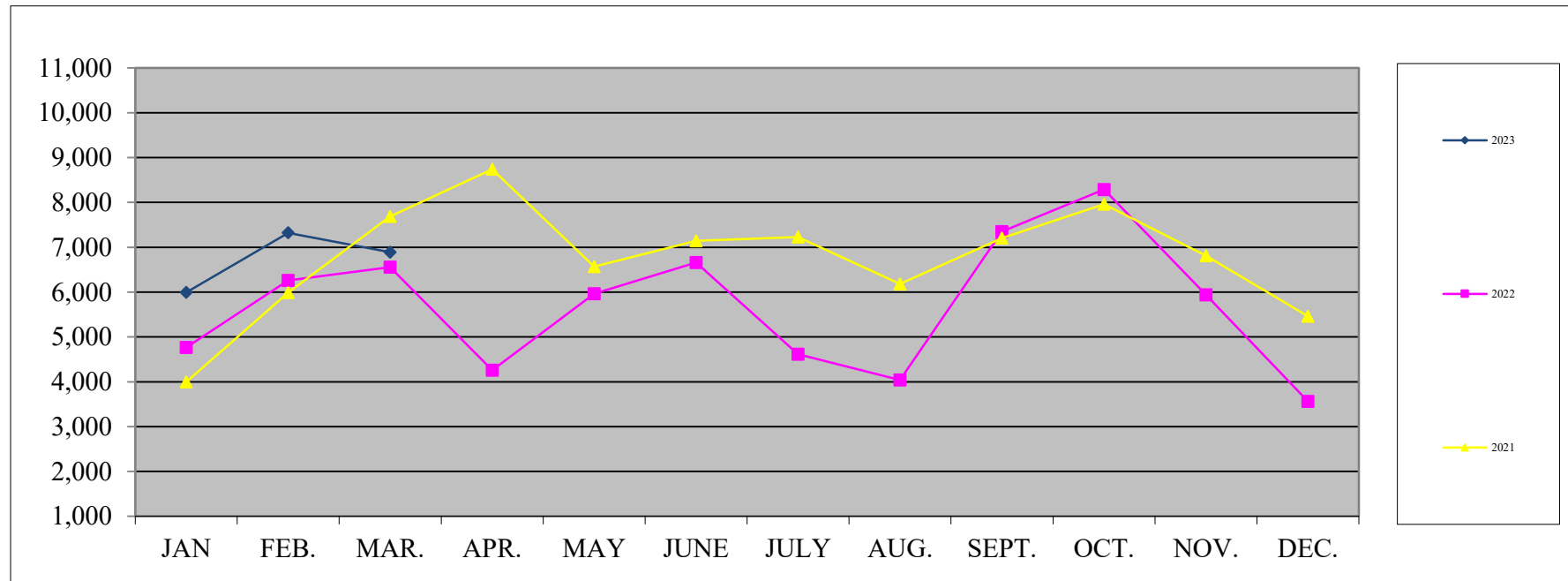
## 2022 - 2023

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
<b>2023</b>									
January, 23	125	1,650	655	267	2,697	3,018	278	3,296	5,993
February, 23	130	2,351	701	299	3,481	3,615	224	3,839	7,320
March, 23	138	1,757	652	349	2,896	3,766	228	3,994	6,890
April, 23									
May, 23									
June, 23									
July, 23									
August, 23									
September, 23									
October, 23									
November, 23									
December, 23									
<b>Totals January - March</b>	<b>393</b>	<b>5,758</b>	<b>2,008</b>	<b>915</b>	<b>9,074</b>	<b>10,399</b>	<b>730</b>	<b>11,129</b>	<b>20,203</b>
<b>2022</b>									
January, 22	124	1,618	610	156	2,508	2,062	194	2,256	4,764
February, 22	128	2,269	680	151	3,228	2,974	58	3,032	6,260
March, 22	131	2,009	722	329	3,191	3,188	178	3,366	6,557
April, 22									
May, 22									
June, 22									
July, 22									
August, 22									
September, 22									
October, 22									
November, 22									
December, 22									
<b>Totals January - March</b>	<b>383</b>	<b>5,896</b>	<b>2,012</b>	<b>636</b>	<b>8,927</b>	<b>8,224</b>	<b>430</b>	<b>8,654</b>	<b>17,581</b>
<b>Difference</b>	<b>10</b>	<b>-138</b>	<b>-4</b>	<b>279</b>	<b>147</b>	<b>2,175</b>	<b>300</b>	<b>2,475</b>	<b>2,622</b>
<b>YTD % Change</b>	<b>3%</b>	<b>-2%</b>	<b>0%</b>	<b>44%</b>	<b>2%</b>	<b>26%</b>	<b>70%</b>	<b>29%</b>	<b>15%</b>
<b>Legend:</b>	<b>AC: Air Carrier</b>		<b>AT: Air Taxi</b>						
	<b>GA: General Aviation</b>		<b>MI: Military</b>						



## AIR TRAFFIC

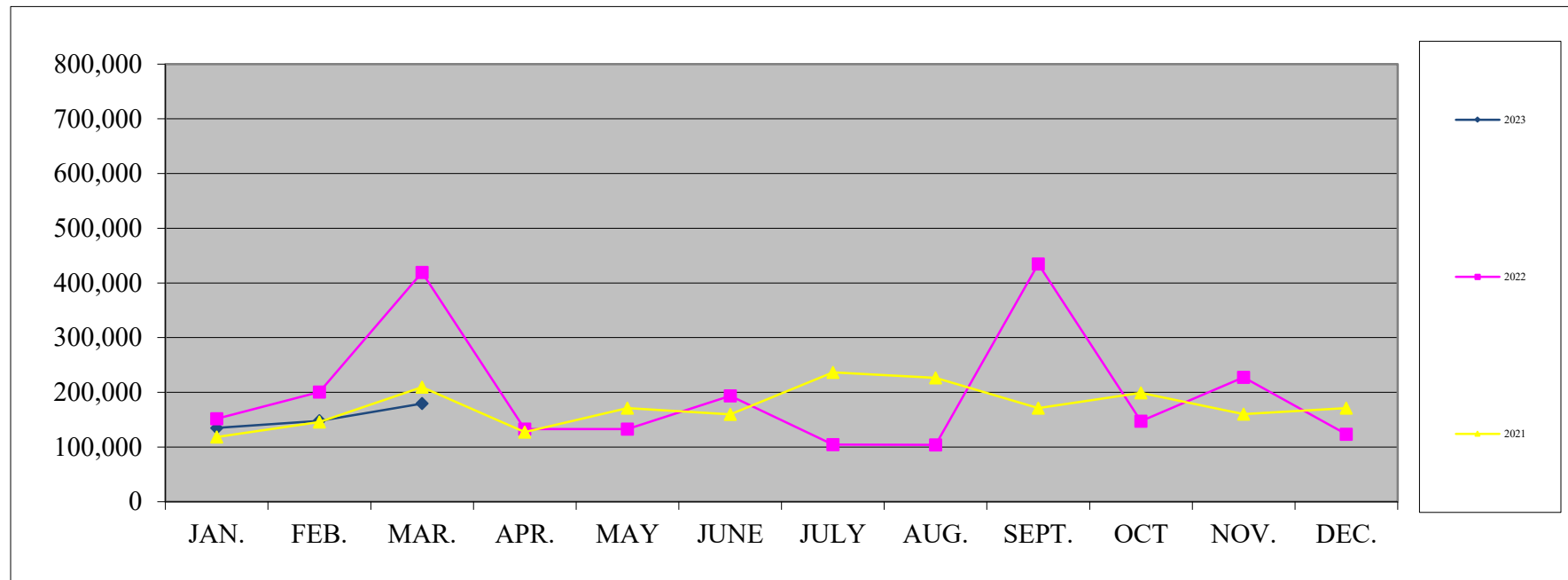
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2023</b>	5,993	7,320	<b>6,890</b>										<b>20,203</b>
<b>2022</b>	4,764	6,260	6,557	4,258	5,965	6,660	4,613	4,040	7,352	8,289	5,940	3,564	68,262
<b>2021</b>	3,996	5,989	7,688	8,739	6,570	7,142	7,230	6,181	7,206	7,958	6,808	5,463	80,970
<b>2020</b>	3,109	6,494	2,841	1,398	2,614	5,846	5,399	7,318	7,550	8,532	5,078	4,269	60,448
<b>2019</b>	3,102	4,852	6,848	8,225	6,328	8,541	8,051	5,520	7,187	7,240	6,072	4,587	76,553
<b>2018</b>	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
<b>2017</b>	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
<b>2016</b>	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
<b>2015</b>	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
<b>2014</b>	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
<b>2013</b>	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



# FUEL FLOWAGE

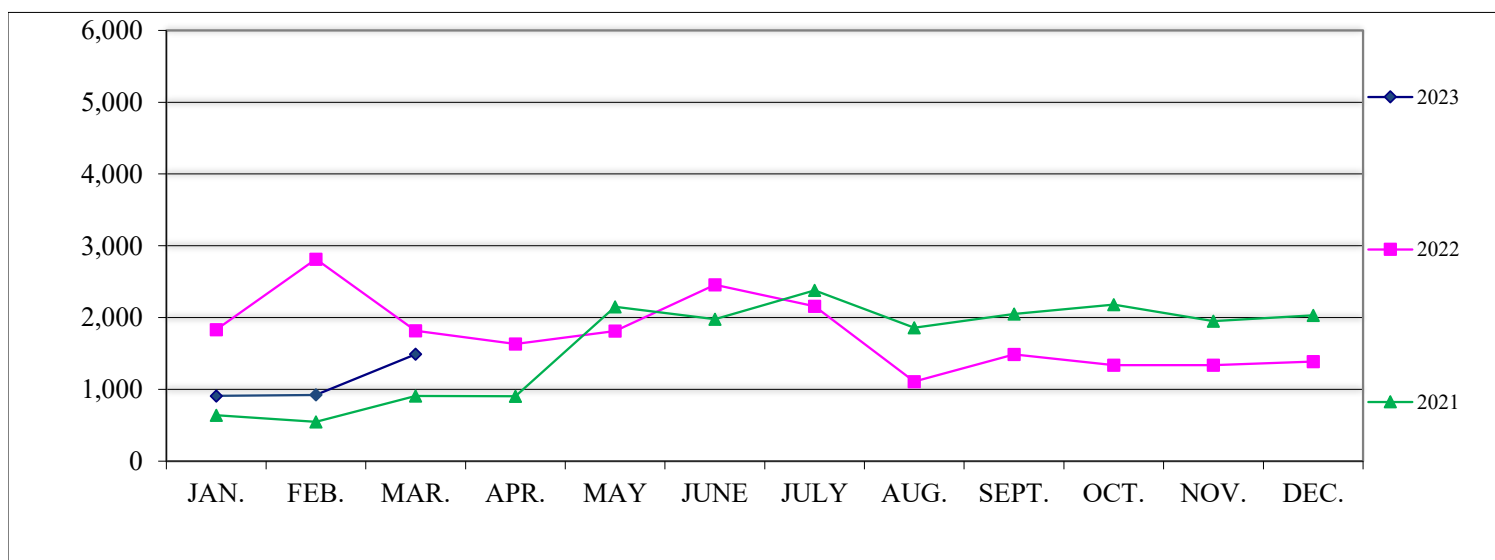
Gallons of Fuel Sold at SLN

	<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>
<b>2023</b>	134,955	147,775	<b>179,414</b>										<b>462,144</b>
<b>2022</b>	151,697	200,550	418,947	132,791	132,881	193,611	104,328	103,932	434,725	147,216	227,214	123,281	2,371,173
<b>2021</b>	118,269	145,726	209,376	127,107	171,289	159,725	236,452	226,367	171,259	199,197	160,279	171,150	2,096,198
<b>2020</b>	118,337	341,329	124,865	56,765	90,326	105,987	142,234	692,613	128,710	208,081	170,893	114,869	2,295,009
<b>2019</b>	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
<b>2018</b>	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
<b>2017</b>	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
<b>2016</b>	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
<b>2015</b>	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
<b>2014</b>	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
<b>2013</b>	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



## 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>TOTAL</u>
<b>2023</b>	910	922	<b>1,489</b>										<b>3,321</b>
<b>2022</b>	1,833	2,815	1,815	1,634	1,813	2,458	2,157	1,109	1,486	1,338	1,339	1,386	21,183
<b>2021</b>	638	548	909	904	2,151	1,979	2,379	1,859	2,050	2,182	1,949	2,032	19,407
<b>2020</b>	1,232	4,716	2,219	52	105	338	392	1,705	552	624	602	628	10,561
<b>2019</b>	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
<b>2018</b>	414	715	370	783	1,387	1,751	1,623	5,553	2,095	2,230	1,756	1,622	20,299
<b>2017</b>	720	1,344	731	756	761	852	793	746	3,874	946	1,229	1,207	13,959
<b>2016</b>	36	0	0	0	0	104	372	910	637	558	574	692	3,883
<b>2015</b>	528	107	4,550	531	122	88	77	79	61	3,574	592	80	10,389
<b>2014</b>	145	109	140	135	175	403	282	223	178	431	157	178	2,556
<b>2013</b>	166	191	205	214	243	218	202	205	161	178	212	243	2,438



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

# ***SALINA** Airport*

## *Authority*



MARCH 2023

FINANCIAL STATEMENTS

**Salina Airport Authority**  
**Statement of Net Position Prev Year Comparison**  
As of March 31, 2023

04/13/2023

	Mar 31, 23	Feb 28, 23	\$ Change	Mar 31, 22	\$ Change	% Change
<b>ASSETS</b>						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	867,099	915,588	-48,489	2,056,904	-1,189,805	-58%
Cash in bank-Operating Funds	1,317,564	1,614,814	-297,250	2,098,805	-781,241	-37%
Cash in Bank - Mill Levy	1,756,834	1,725,064	31,770	2,245,396	-488,562	-22%
Total Checking/Savings	3,941,497	4,255,466	-313,969	6,401,105	-2,459,608	-38%
Accounts Receivable						
Accounts Receivable	116,501	94,305	22,196	202,000	-85,499	-42%
Total Accounts Receivable	116,501	94,305	22,196	202,000	-85,499	-42%
Other Current Assets						
Agri Land Receivable	71,000	71,000	0	66,760	4,240	6%
Mill Levy receivable	1,177,599	1,257,673	-80,074	1,100,648	76,951	7%
Other current assets	435,850	431,407	4,443	225,211	210,639	94%
Undeposited Funds	2,446	13,026	-10,580	10,182	-7,736	-76%
Total Other Current Assets	1,686,895	1,773,106	-86,211	1,402,801	284,094	20%
Total Current Assets	5,744,893	6,122,877	-377,984	8,005,906	-2,261,013	-28%
Fixed Assets						
Fixed assets at cost	102,554,814	102,182,900	371,914	93,140,171	9,414,643	10%
Less accumulated depreciation	-53,657,274	-53,407,274	-250,000	-50,728,491	-2,928,783	-6%
Total Fixed Assets	48,897,540	48,775,626	121,914	42,411,680	6,485,860	15%
Other Assets						
Deferred Outflow of Resources	1,147,779	1,147,779	0	1,085,654	62,125	6%
Total Other Assets	1,147,779	1,147,779	0	1,085,654	62,125	6%
<b>TOTAL ASSETS</b>	<b>55,790,212</b>	<b>56,046,282</b>	<b>-256,070</b>	<b>51,503,240</b>	<b>4,286,972</b>	<b>8%</b>
<b>LIABILITIES &amp; EQUITY</b>						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	237,232	305,291	-68,059	134,300	102,932	77%
Total Accounts Payable	237,232	305,291	-68,059	134,300	102,932	77%
Total Credit Cards	1,729	-107	1,836	-19	1,748	9,200%
Other Current Liabilities						
Accrued debt interest payable	60,014	15,424	44,590	46,280	13,734	30%
Debt, current portion	8,397,157	8,397,157	0	1,710,800	6,686,357	391%
Deferred Agri Land Revenue	53,250	59,167	-5,917	50,070	3,180	6%
Deferred Mill Levy revenue	2,049,653	2,277,393	-227,740	1,842,041	207,612	11%
Other current liabilities	266,543	215,495	51,048	252,272	14,271	6%
Total Other Current Liabilities	10,826,617	10,964,636	-138,019	3,901,463	6,925,154	178%
Total Current Liabilities	11,065,578	11,269,820	-204,242	4,035,744	7,029,834	174%
Long Term Liabilities						
Debt - Long Term	24,906,300	24,906,300	0	25,617,773	-711,473	-3%
Deferred Inflows of Resources	44,469	44,469	0	229,504	-185,035	-81%
Less current portion	-8,397,157	-8,397,157	0	-1,710,800	-6,686,357	-391%
Net OPEB Liability (KPERs)	9,003	9,003	0	13,911	-4,908	-35%
Net Pension Liability	942,015	942,015	0	509,789	432,226	85%
Security Deposits Returnable	132,891	128,146	4,745	94,064	38,827	41%
Total Long Term Liabilities	17,637,521	17,632,776	4,745	24,754,241	-7,116,720	-29%
Total Liabilities	28,703,099	28,902,596	-199,497	28,789,985	-86,886	-0%
Equity						
Invested in Capital Assets net	24,858,339	24,784,914	73,425	17,081,961	7,776,378	46%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,983,103	2,056,528	-73,425	5,662,671	-3,679,568	-65%
Net Income	155,668	212,246	-56,578	-121,378	277,046	228%
Total Equity	27,087,110	27,143,688	-56,578	22,713,254	4,373,856	19%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>55,790,209</b>	<b>56,046,284</b>	<b>-256,075</b>	<b>51,503,239</b>	<b>4,286,970</b>	<b>8%</b>

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
**March 2023**

4:42 PM  
04/13/2023  
Accrual Basis

	Mar 23	Jan - Mar 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	16,191	41,333	45,000	-3,667	92%	180,000
Hangar rent	95,468	247,921	235,750	12,171	105%	943,000
Landing fees	2,156	6,314	7,638	-1,324	83%	30,550
Ramp rent	6,292	18,876	16,750	2,126	113%	67,000
Total Airfield revenue	120,107	314,444	305,138	9,306	103%	1,220,550
Building and land rent						
Agri land rent	5,917	17,750	17,750	0	100%	71,000
Building rents - Long Term						
Short-term leasing	37,800	116,754	141,500	-24,746	83%	566,000
Building rents - Long Term - Other	88,593	266,413	212,250	54,163	126%	849,000
Total Building rents - Long Term	126,393	383,167	353,750	29,417	108%	1,415,000
Land rent						
Basic Land Rent	14,816	36,159	31,893	4,266	113%	127,574
Property tax - tenant share	9,167	27,500	26,857	643	102%	107,426
Total Land rent	23,983	63,659	58,750	4,909	108%	235,000
Tank rent	1,220	3,660	3,660	0	100%	14,640
Total Building and land rent	157,513	468,236	433,910	34,326	108%	1,735,640
Other revenue						
Airport Marketing	0	0	5,000	-5,000	0%	20,000
ARFF Training	0	0	0	0	0%	0
Commissions	0	2,565	5,000	-2,435	51%	20,000
Other income	8,918	15,124	18,750	-3,626	81%	75,000
Total Other revenue	8,918	17,689	28,750	-11,061	62%	115,000
Total Income	286,538	800,369	767,798	32,571	104%	3,071,190
Gross Income	286,538	800,369	767,798	32,571	104%	3,071,190
Expense						
Administrative expenses						
A/E, consultants, brokers	4,902	12,384	11,667	717	106%	46,667
Airport promotion	21,816	60,333	62,750	-2,417	96%	251,000
Bad Debt Expense	0	0	1,250	-1,250	0%	5,000
Computer/Network Admin.	3,424	10,985	13,080	-2,095	84%	52,320
Dues and subscriptions	2,058	6,211	7,293	-1,082	85%	29,170
Employee retirement	10,559	23,680	23,121	559	102%	92,483
FICA and medicare tax expense	8,433	18,826	18,328	498	103%	73,313
Industrial development	4,792	14,375	15,000	-625	96%	60,000
Insurance , property	18,750	56,667	56,250	417	101%	225,000
Insurance, medical	18,423	51,578	55,500	-3,922	93%	222,000
Kansas unemployment tax	246	246	250	-4	98%	1,000
Legal and accounting	3,520	14,232	15,000	-768	95%	60,000
Office salaries	62,736	146,214	149,923	-3,709	98%	599,693
Office Supplies	651	1,017	2,500	-1,483	41%	10,000
Other administrative expense	1,165	2,590	3,713	-1,123	70%	14,850
Postage	0	161	500	-339	32%	2,000
Property appraisal expense	0	0	0	0	0%	0
Property tax expense	12,083	36,250	36,250	0	100%	145,000
Special Events	180	180	500	-320	36%	2,000
Telephone	1,521	4,884	7,050	-2,166	69%	28,200
Training	0	0	2,838	-2,838	0%	11,350
Travel and meetings	912	3,534	3,750	-216	94%	15,000
Total Administrative expenses	176,171	464,347	486,513	-22,166	95%	1,946,046

	Mar 23	Jan - Mar 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Maintenance expenses</b>						
Airfield maintenance	12,798	14,269	12,500	1,769	114%	50,000
Airport Security	0	0	625	-625	0%	2,500
Building maintenance	15,824	63,481	46,250	17,231	137%	185,000
Equipment fuel and repairs	9,567	21,468	20,000	1,468	107%	80,000
Fire Services	0	1,091	8,000	-6,909	14%	32,000
Grounds maintenance	128	748	5,500	-4,752	14%	22,000
Maintenance salaries	47,834	100,674	99,756	918	101%	399,024
Other maintenance expenses	1,239	3,719	5,500	-1,781	68%	22,000
Snow removal expense	0	413	5,000	-4,587	8%	20,000
Utilities	19,749	81,558	70,000	11,558	117%	280,000
<b>Total Maintenance expenses</b>	<b>107,139</b>	<b>287,421</b>	<b>273,131</b>	<b>14,290</b>	<b>105%</b>	<b>1,092,524</b>
<b>Total Expense</b>	<b>283,310</b>	<b>751,768</b>	<b>759,644</b>	<b>-7,876</b>	<b>99%</b>	<b>3,038,570</b>
<b>Net Ordinary Income</b>	<b>3,228</b>	<b>48,601</b>	<b>8,154</b>	<b>40,447</b>	<b>596%</b>	<b>32,620</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
Capital contributed	0	283,802	625,000	-341,198	45%	2,500,000
Gain on sale of assets	0	0	0	0	0%	0
<b>Interest income</b>						
Interest income on deposits	7,625	20,697	9,000	11,697	230%	36,000
<b>Total Interest income</b>	<b>7,625</b>	<b>20,697</b>	<b>9,000</b>	<b>11,697</b>	<b>230%</b>	<b>36,000</b>
<b>Mill levy income</b>	<b>227,739</b>	<b>686,921</b>	<b>683,218</b>	<b>3,703</b>	<b>101%</b>	<b>2,732,871</b>
<b>Total Other Income</b>	<b>235,364</b>	<b>991,420</b>	<b>1,317,218</b>	<b>-325,798</b>	<b>75%</b>	<b>5,268,871</b>
<b>Other Expense</b>						
<b>Debt interest expense net</b>						
Bond issue cost	580	580	0	580	100%	105,000
Interest Expense on Debt	44,591	133,772	133,771	1	100%	535,086
<b>Total Debt interest expense net</b>	<b>45,171</b>	<b>134,352</b>	<b>133,771</b>	<b>581</b>	<b>100%</b>	<b>640,086</b>
<b>Depreciation expense</b>	<b>250,000</b>	<b>750,000</b>	<b>750,000</b>	<b>0</b>	<b>100%</b>	<b>3,000,000</b>
<b>Total Other Expense</b>	<b>295,171</b>	<b>884,352</b>	<b>883,771</b>	<b>581</b>	<b>100%</b>	<b>3,640,086</b>
<b>Net Other Income</b>	<b>-59,807</b>	<b>107,068</b>	<b>433,447</b>	<b>-326,379</b>	<b>25%</b>	<b>1,628,785</b>
<b>Net Income</b>	<b>-56,579</b>	<b>155,669</b>	<b>441,601</b>	<b>-285,932</b>	<b>35%</b>	<b>1,661,405</b>

**Salina Airport Authority**  
**Profit & Loss Prev Year Comparison**  
January through March 2023

4:44 PM  
04/13/2023  
Accrual Basis

	Jan - Mar 23	Jan - Mar 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	41,333	68,888	-27,555	-40%
Hangar rent	247,921	219,908	28,013	13%
Landing fees	6,314	15,628	-9,314	-60%
Ramp rent	18,876	16,305	2,571	16%
Total Airfield revenue	314,444	320,729	-6,285	-2%
Building and land rent				
Agri land rent	17,750	16,690	1,060	6%
Building rents - Long Term				
Short-term leasing	116,754	113,507	3,247	3%
Building rents - Long Term - Other	266,413	231,317	35,096	15%
Total Building rents - Long Term	383,167	344,824	38,343	11%
Land rent				
Basic Land Rent	36,159	37,085	-926	-2%
Property tax - tenant share	27,500	26,857	643	2%
Total Land rent	63,659	63,942	-283	-0%
Tank rent	3,660	3,660	0	0%
Total Building and land rent	468,236	429,116	39,120	9%
Other revenue				
Airport Marketing	0	0	0	0%
Commissions	2,565	5,906	-3,341	-57%
Other income	15,124	30,500	-15,376	-50%
Total Other revenue	17,689	36,406	-18,717	-51%
Total Income	800,369	786,251	14,118	2%
Gross Income	800,369	786,251	14,118	2%
Expense				
Administrative expenses				
A/E, consultants, brokers	12,384	3,035	9,349	308%
Airport promotion				
Air Serv. Mktg - SAA	57,410	51,411	5,999	12%
Airport promotion - Other	2,922	1,827	1,095	60%
Total Airport promotion	60,332	53,238	7,094	13%
Computer/Network Admin.	10,985	6,773	4,212	62%
Dues and subscriptions	6,211	7,179	-968	-13%
Employee retirement	23,680	19,115	4,565	24%
FICA and medicare tax expense	18,826	16,022	2,804	18%
Industrial development	14,375	14,375	0	0%
Insurance , property	56,667	58,415	-1,748	-3%
Insurance, medical	51,578	48,757	2,821	6%
Kansas unemployment tax	246	209	37	18%
Legal and accounting	14,232	7,075	7,157	101%
Office salaries	146,214	119,912	26,302	22%
Office Supplies	1,017	2,898	-1,881	-65%
Other administrative expense				
Merchant Processing Fees	1,776	2,125	-349	-16%
Other administrative expense - Other	815	386	429	111%
Total Other administrative expense	2,591	2,511	80	3%
Postage	161	537	-376	-70%
Property tax expense	36,250	36,141	109	0%
Special Events	180	0	180	100%
Telephone	4,884	4,339	545	13%
Training	0	1,000	-1,000	-100%
Travel and meetings	3,534	4,359	-825	-19%
Total Administrative expenses	464,347	405,890	58,457	14%



	Jan - Mar 23	Jan - Mar 22	\$ Change	% Change
<b>Maintenance expenses</b>				
Airfield maintenance	14,269	10,411	3,858	37%
Building maintenance	63,481	58,731	4,750	8%
Equipment fuel and repairs	21,468	24,237	-2,769	-11%
Fire Services	1,091	1,368	-277	-20%
Grounds maintenance	748	40	708	1,770%
Maintenance salaries	100,674	91,917	8,757	10%
Other maintenance expenses	3,719	3,542	177	5%
Snow removal expense	413	8,740	-8,327	-95%
Utilities	81,558	92,886	-11,328	-12%
<b>Total Maintenance expenses</b>	<b>287,421</b>	<b>291,872</b>	<b>-4,451</b>	<b>-2%</b>
<b>Total Expense</b>	<b>751,768</b>	<b>697,762</b>	<b>54,006</b>	<b>8%</b>
<b>Net Ordinary Income</b>	<b>48,601</b>	<b>88,489</b>	<b>-39,888</b>	<b>-45%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Capital contributed</b>				
ARPA Grant No. 45 - Equipment	0	0	0	0%
ARPA Grant No. 45 - Operating	0	75,272	-75,272	-100%
Capital contributed - Other	283,802	0	283,802	100%
<b>Total Capital contributed</b>	<b>283,802</b>	<b>75,272</b>	<b>208,530</b>	<b>277%</b>
<b>Interest income</b>				
Interest income on deposits	20,697	1,214	19,483	1,605%
<b>Total Interest income</b>	<b>20,697</b>	<b>1,214</b>	<b>19,483</b>	<b>1,605%</b>
<b>Mill levy income</b>	<b>686,921</b>	<b>614,014</b>	<b>72,907</b>	<b>12%</b>
<b>Total Other Income</b>	<b>991,420</b>	<b>690,500</b>	<b>300,920</b>	<b>44%</b>
<b>Other Expense</b>				
2021-12-15 Storm Damage Repairs	0	32,566	-32,566	-100%
<b>Debt interest expense net</b>				
Bond issue cost	580	407	173	43%
Interest Expense on Debt	133,772	141,133	-7,361	-5%
<b>Total Debt interest expense net</b>	<b>134,352</b>	<b>141,540</b>	<b>-7,188</b>	<b>-5%</b>
<b>Depreciation expense</b>	<b>750,000</b>	<b>726,261</b>	<b>23,739</b>	<b>3%</b>
<b>Total Other Expense</b>	<b>884,352</b>	<b>900,367</b>	<b>-16,015</b>	<b>-2%</b>
<b>Net Other Income</b>	<b>107,068</b>	<b>-209,867</b>	<b>316,935</b>	<b>151%</b>
<b>Net Income</b>	<b>155,669</b>	<b>-121,378</b>	<b>277,047</b>	<b>228%</b>

**Salina Airport Authority**  
**Capital Additions Budget vs. Actual**  
As of March 31, 2023

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04/13/2023  
Accrual Basis

	Mar 23	Jan - Mar 23	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
AIP-42 Rwy 17/35 Rehab		8,947	50,410	-41,463	18%
AIP-47 Fuel Farm-A/E & Bidding	57,684	113,686	200,000	-86,314	57%
AIP-48 Rwy 12/30 Rehab Design		0	375,000	-375,000	0%
AIP-49 Fuel Farm Construction	11,939	11,939	8,417,585	-8,405,646	0%
AIP-XX Terminal Parking Lot Reh		1,750	560,000	-558,250	0%
Airfield Improvements	4,883	4,883	50,000	-45,117	10%
GA Hangar Construction	202,032	202,032	2,912,809	-2,710,777	7%
Rwys 17/35 - 12/30 LED Lighting		42,601	30,000	12,601	142%
<b>Total Airfield</b>	<b>276,538</b>	<b>385,838</b>	<b>12,595,804</b>	<b>-12,209,966</b>	<b>3%</b>
<b>Buildings &amp; Improvements</b>					
<b>Bldg. 120 Terminal building</b>					
Concourse Imps.		7,200	20,000	-12,800	36%
<b>Total Bldg. 120 Terminal building</b>	<b>0</b>	<b>7,200</b>	<b>20,000</b>	<b>-12,800</b>	<b>36%</b>
<b>Building improvements</b>					
Bldg. 412 Imps.	23,127	28,375	25,000	3,375	114%
Bldg. 520 Imps.		1,415	20,000	-18,585	7%
Bldg. Imps. Other		26,708	75,000	-48,292	36%
Hangar 626 Rehabilitation	49,399	123,199	5,020,000	-4,896,801	2%
Hangar 959 Rehabilitation	23,029	58,750	100,000	-41,250	59%
<b>Total Building improvements</b>	<b>95,555</b>	<b>238,447</b>	<b>5,240,000</b>	<b>-5,001,553</b>	<b>5%</b>
<b>FBO Improvements</b>					
Bldg. 700 Imps. Avflight North		0	20,000	-20,000	0%
Hangar 409-1 Imps Avflight So.		0	20,000	-20,000	0%
<b>Total FBO Improvements</b>	<b>0</b>	<b>0</b>	<b>40,000</b>	<b>-40,000</b>	<b>0%</b>
Pumphouse 305		0	15,000	-15,000	0%
<b>Total Buildings &amp; Improvements</b>	<b>95,555</b>	<b>245,647</b>	<b>5,315,000</b>	<b>-5,069,353</b>	<b>5%</b>
<b>Equipment</b>					
Airfield Equipment		0	15,000	-15,000	0%
ARFF equipment		0	25,000	-25,000	0%
Communications equipment		0	20,000	-20,000	0%
Computer equipment		0	15,000	-15,000	0%
Industrial center equipment		0	25,000	-25,000	0%
Office equipment		0	7,500	-7,500	0%
Other Equipment		0	15,000	-15,000	0%
Shop equipment		7,900	15,000	-7,100	53%
Terminal bldg equipment		0	10,000	-10,000	0%
<b>Total Equipment</b>	<b>0</b>	<b>7,900</b>	<b>147,500</b>	<b>-139,600</b>	<b>5%</b>
<b>Land</b>					
Airport Indust. Cent. Imps.		0	15,000	-15,000	0%
Rail Spur Imps.		0	20,000	-20,000	0%
<b>Total Land</b>	<b>0</b>	<b>0</b>	<b>35,000</b>	<b>-35,000</b>	<b>0%</b>
<b>Total Fixed assets at cost</b>	<b>372,093</b>	<b>639,385</b>	<b>18,093,304</b>	<b>-17,453,919</b>	<b>4%</b>

# Salina Airport Authority

## Significant Capital Expenditures Detail

### March 2023

Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>AIP-47 Fuel Farm-A/E &amp; Bidding</b>					
Bill	03/30/2023	Jviation Inc	Fuel Farm design and engineering fees - FEB. 2023	57,683.50	57,683.50
		Total AIP-47 Fuel Farm-A/E & Bidding		57,683.50	57,683.50
<b>AIP-49 Fuel Farm Construction</b>					
Bill	03/14/2023	Evergy - Salina	SLN Aviation Fuel Facility Electrical Service - reroute 3P line	11,939.25	11,939.25
		Total AIP-49 Fuel Farm Construction		11,939.25	11,939.25
<b>Airfield Improvements</b>					
Bill	03/29/2023	Midwest Concrete Materials, Inc. ...	Terminal ramp - 31 CY 65/35 AE, Winter Service charge	4,882.50	4,882.50
		Total Airfield Improvements		4,882.50	4,882.50
<b>GA Hangar Construction</b>					
Bill	03/16/2023	Bret Givens Construction, Inc.	GA Hangar Construction (Down payment)	200,000.00	200,000.00
Bill	03/29/2023	Helm Electric, LLC	GA Hangars - Electrical work on restrooms, thermostats, including parts	2,032.00	202,032.00
		Total GA Hangar Construction		202,032.00	202,032.00
		Total Airfield		276,537.25	276,537.25
<b>Buildings &amp; Improvements</b>					
<b>Building Improvements</b>					
<b>Bldg. 412 Imps.</b>					
Bill	03/01/2023	Superior Plumbing and Heating, I...	Emergency repairs at B412 - Borettec labor, Superior labor, equipment...	21,882.52	21,882.52
Bill	03/01/2023	Midwest Concrete Materials, Inc. ...	B412 Sign post - concrete	445.93	22,328.45
Bill	03/02/2023	Lowe's Business Account Inc	painting supplies B412	77.03	22,405.48
Bill	03/03/2023	Sherwin Williams Co., Inc.	H&C Shield-Crete Deco-Flakes paint additive, roller	124.81	22,530.29
Bill	03/03/2023	Lowe's Business Account Inc	paint for floor B412	71.36	22,601.65
Bill	03/06/2023	Sherwin Williams Co., Inc.	B412 - clearshield seal	178.47	22,780.12
Bill	03/10/2023	Sherwin Williams Co., Inc.	B412 floor shield kit clear	346.77	23,126.89
		Total Bldg. 412 Imps.		23,126.89	23,126.89
<b>Hangar 626 Rehabilitation</b>					
Bill	03/01/2023	GateHouse Media Kansas Holdin...	Notice to Bidders x3	199.00	199.00
Bill	03/03/2023	Hutton Corporation	SAA Hangar 626 Remodel Design Contract	49,200.00	49,399.00
		Total Hangar 626 Rehabilitation		49,399.00	49,399.00
<b>Hangar 959 Rehabilitation</b>					
Bill	03/07/2023	Callabresi Heating & Cooling, Inc.	H959 Infrared Heaters - Install	8,095.00	8,095.00
Bill	03/15/2023	Superior Plumbing and Heating, I...	Hangar H959 infrared heaters installation	14,934.22	23,029.22
		Total Hangar 959 Rehabilitation		23,029.22	23,029.22
		Total Building improvements		95,555.11	95,555.11
		Total Buildings & Improvements		95,555.11	95,555.11
		Total Fixed assets at cost		372,092.36	372,092.36
<b>TOTAL</b>				<b>372,092.36</b>	<b>372,092.36</b>

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04/13/23

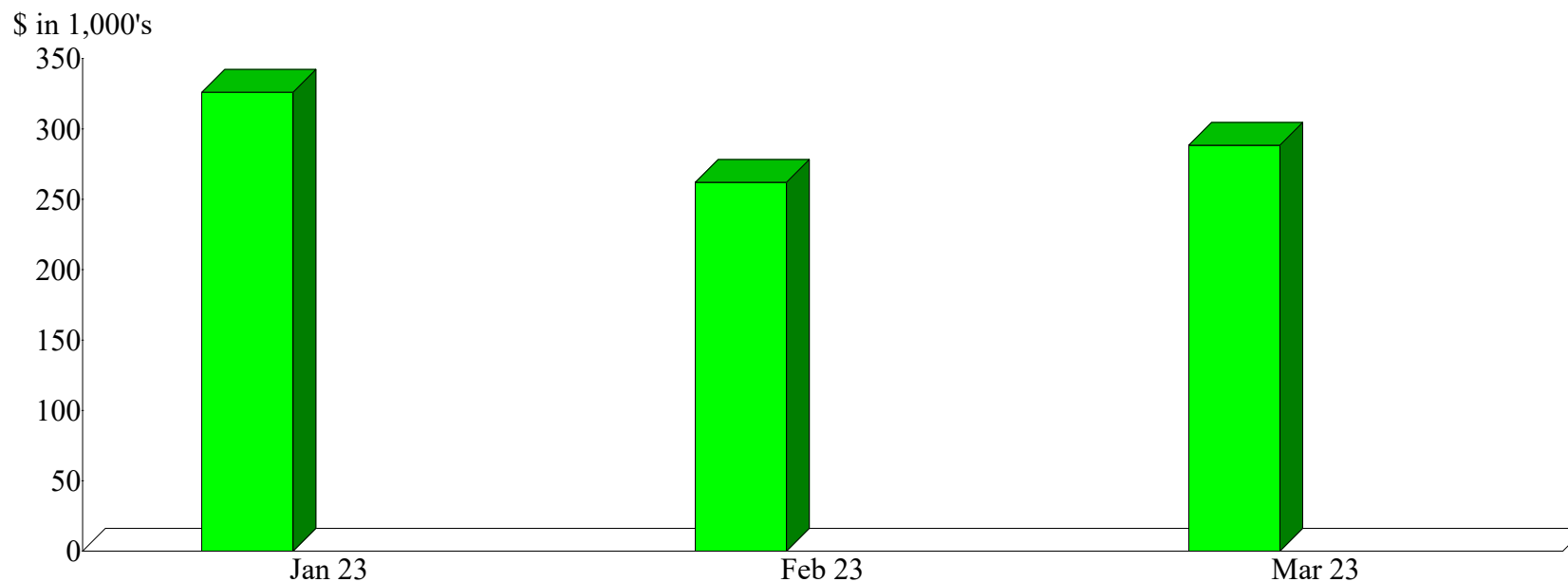
Accrual Basis

**Salina Airport Authority**  
**Distributions from the GO Temp Note Project Funds**  
**As of March 31, 2023**

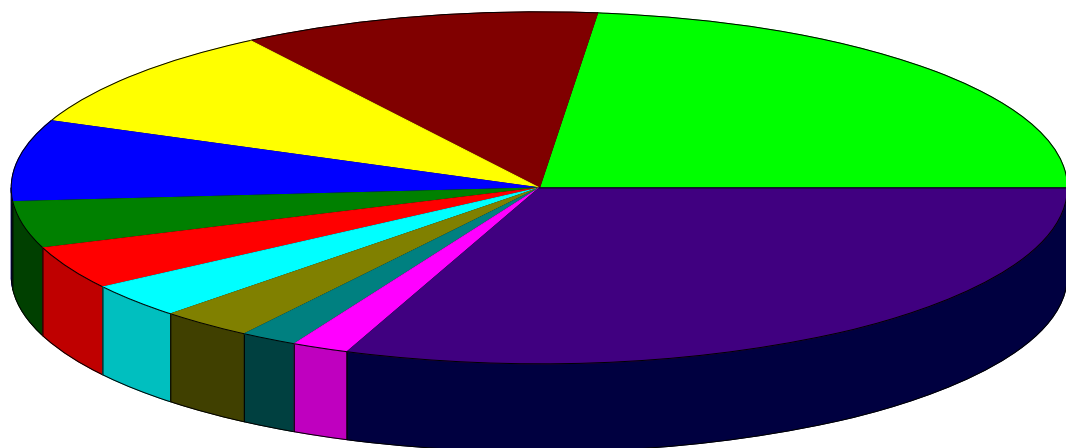
Type	Date	Name	Memo	Debit	Credit	Balance
<b>Cash in Bank-Bond Funds</b>						915,588.00
<b>BSB 2021-1 GO Temp Note (8146)</b>						207,346.53
Deposit	03/31/2023		Interest	35.22		207,381.75
Total BSB 2021-1 GO Temp Note (8146)				35.22	0.00	207,381.75
<b>BSB 2022-1 GO Temp Note (9668)</b>						708,241.47
Bill Pmt -Check	03/13/2023	Hutton Corporation	H626 rehabilitation project (MRO) Design fee		49,200.00	659,041.47
Deposit	03/31/2023		Interest	675.47		659,716.94
Total BSB 2022-1 GO Temp Note (9668)				675.47	49,200.00	659,716.94
Total Cash in Bank-Bond Funds				710.69	49,200.00	867,098.69
<b>TOTAL</b>				<b>710.69</b>	<b>49,200.00</b>	<b>867,098.69</b>

Sales by Month  
January through March 2023

Dollar Sales



Sales Summary  
January through March 2023

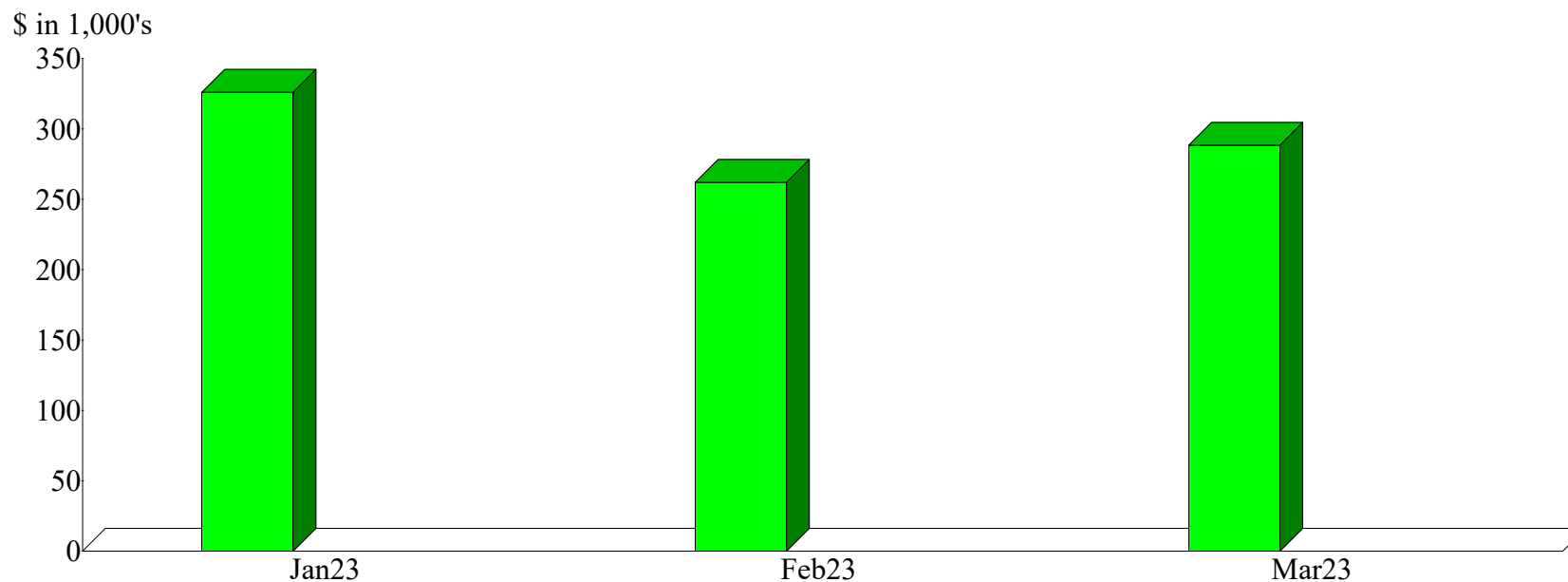


1 Vision Aviation, PLLC	23.39%
Kansas Erosion Products, LLC.	11.03
Avflight Salina	9.67
Stryten Salina, LLC	7.56
Universal Forest Products (UFP)	4.41
SFC Global Supply Chain	4.13
Nellis AFB	3.30
K-State Salina	3.01
Durham School Service, L.P.	1.90
Gartner Refrigeration, Inc.	1.80
Other	29.81
Total	\$876,636.81

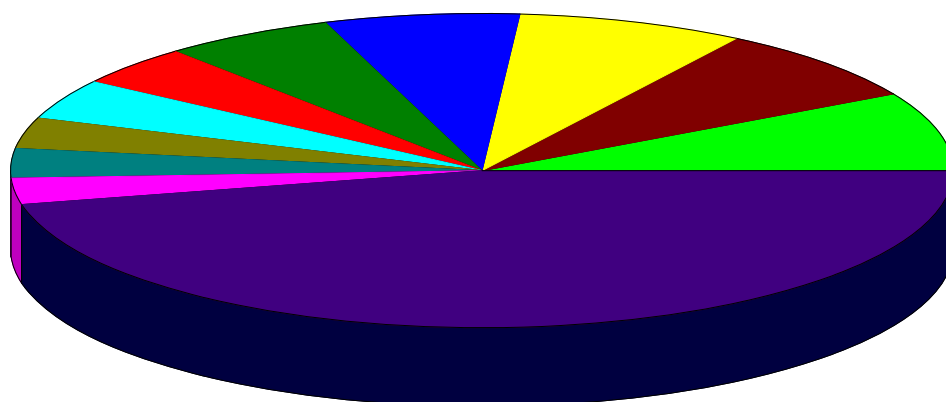
By Customer

Sales by Month  
January through March 2023

Dollar Sales



Sales Summary  
January through March 2023



Insurance(CP) (Insurance Reimbursement)	8.18%
H-0606-3 (Hangar 606, 2630 Arnold Court	7.93
H-00959-1 (Hangar Facility H959 - 2044 S	7.82
B-01021 (Building #1021 located at 3600	6.75
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.01
FFF-Avflight Salina (Fuel Flowage Fee @	4.26
Utility Reimbursement (Utility Reimburse	4.16
B-00620-1 (Building #620 (30,000 SF) an	3.27
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.17
B-00626-1 (Manufacturing facility #626 (	2.77
Other	45.69
Total	\$876,636.81

By Item



# FOL SALINA

## SALINA, KANSAS

### JANUARY 2023



# Salina Regional Airport

- 12,300-foot primary runway
- 6,510-foot crosswind runway
- 2.7 million square feet of ramp space
- Over 100,000 square feet of hangar space available for lease and occupancy





# Salina Regional Airport

- Located 60 miles West of Fort Riley on I-70.
- 90 miles North of McConnell AFB and the 22<sup>nd</sup> ARW via I-135.
- 4 interchanges on I-135 provide access to the Airport.
- Adjacent to the Smoky Hill Weapons Range, R-3601 and multiple MOAs.
- Home to KARNG Army Aviation Support Facility #2.



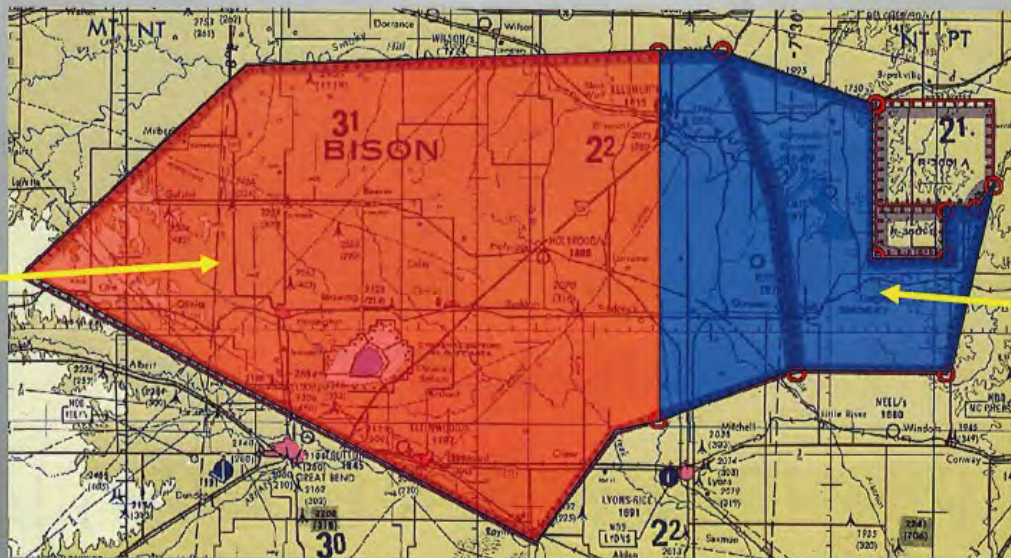
# SMOKY AIRSPACE



**R3601A**  
**SFC-FL180**



**R3601B**  
**FL180-FL230**

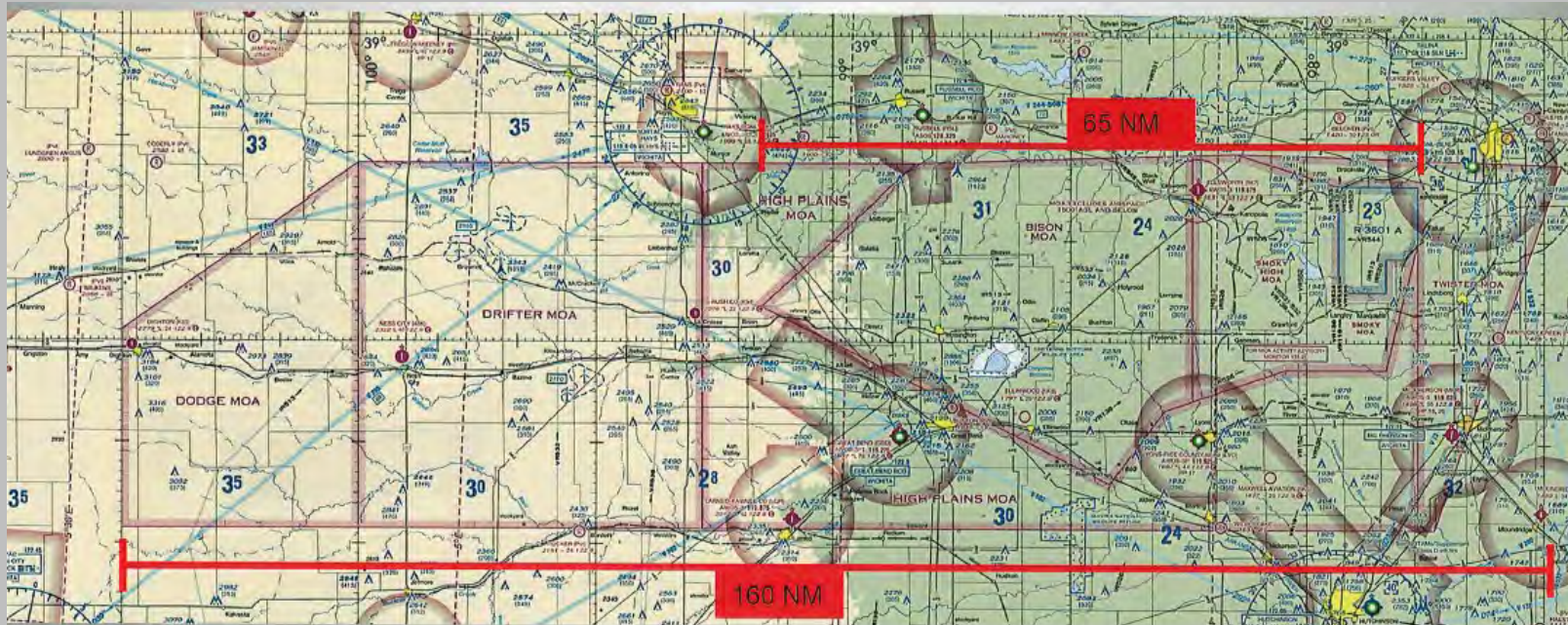


**BISON MOA**  
**1000AGL-FL180**

**SMOKY MOA**  
**500AGL-FL180**



# BMOC ASPC



DODGE: FL100-500  
DRIFTER: FL100-500  
HIGH PLAINS: FL100-500  
TWISTER: FL100-500

## BMOC STIPULATIONS:

NOV-APR ONLY

138<sup>TH</sup> FW ONLY

ENTIRE BMOC 12 TIMES ANNUALLY

TWISTER/HIGH PLAINS: 60 TIMES

Typical Airspace is Bison/Smoky/R3601 Only: SFC-FL230

# Salina Regional Airport

KSLN primary runway, taxiway, and aircraft parking apron can support all USAF transport aircraft in an AMC fleet. The C-5, C-17, and C-130 frequently operate at the Salina Airport. Civilian aircraft range in size from B-737 to B-747F and use KSLN for troop transport.

## Airfield Data

N 38 47.46' E 97 39.13'

Elevation: 1,288'

ARFF Index B:

Sunday – Saturday 0600-2300 local

Index C, D, or E available upon request

## Frequencies

SLN ATCT: 0700 – 2300 local

Tower: 119.3/124.35/257.7

Ground: 121.9/397.9

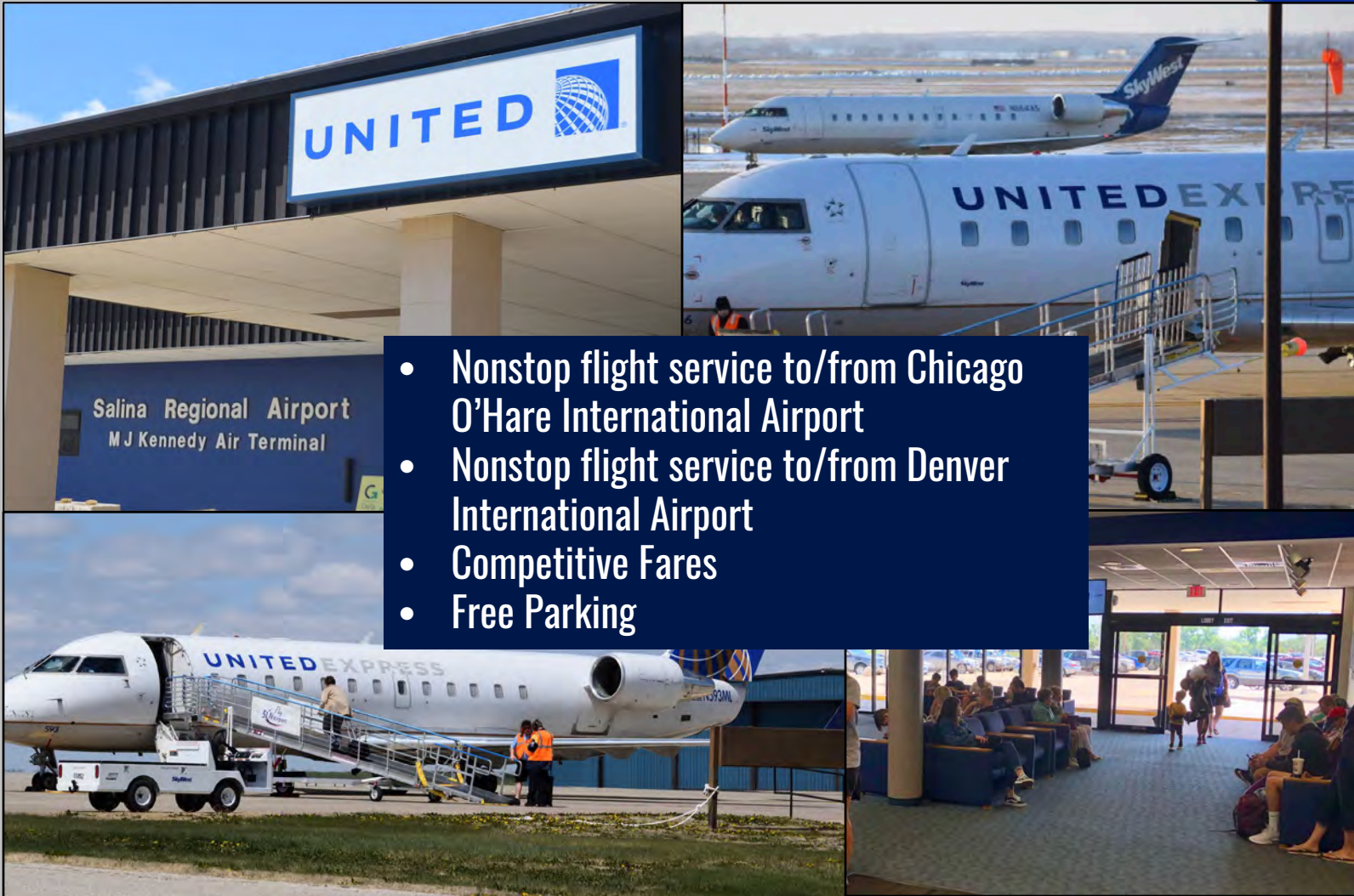
ATIS/ASOS: 120.15

CTAF: 119.3



# Scheduled Air Service

Domestic and International Connections through Denver and Chicago



- Nonstop flight service to/from Chicago O'Hare International Airport
- Nonstop flight service to/from Denver International Airport
- Competitive Fares
- Free Parking

GSA fares available – contact [united.com](http://united.com) or SAA offices at 785-827-3914

# Ground Support Equipment and Logistics

For questions, or to rent GSE or Logistics Services,  
please contact:

Shelli Swanson  
(785) 827-3914  
[shellis@salair.org](mailto:shellis@salair.org)







Runway 17 / 35			
Dimensions		12,300 x 150 ft	
Surface		Asphalt, Excellent Condition	
Weight Bearing Capacity	Single Wheel:	75,000 lbs	
	Two Single Wheels:	75,000 lbs	
	Dual Wheel:	200,000 lbs	
	Two Dual Wheels:	360,000 lbs	
	Dual Double Tandem:	600,000 lbs	
Pavement Condition Number		75/R/C/W/U	
Runway Edge Lights		High Intensity	
Rwy 17: MALS, PAPI, VOR, GPS		Rwy 35: MALSR, ILS, NDB, GPS	

*Salina Regional*  
**SLN Airport**



# Vehicles and Storage

Chevy 12 Passenger  
Van



GMC Box Truck  
L 23'9" x W 7'9" x H 8'6"



International Semi  
Flatbed Truck



1986 International  
Series Stake Bed Truck



10K All Terrain Forklift  
15' Height Range



Conex Box  
Quantity: 2





# Ground Support Equipment

**PS1: F350 Self-Propelled  
Passenger Air Stair**  
See next page for height range



**PS4: Self Propelled  
Passenger Air Stair**  
See next page for height range



**Bucket Truck Lift**  
52' Height Range



**S&S Tug Mobile Belt Loader**  
11' Height Range



**PS3 150 Passenger Air Stair**  
See next page for height range

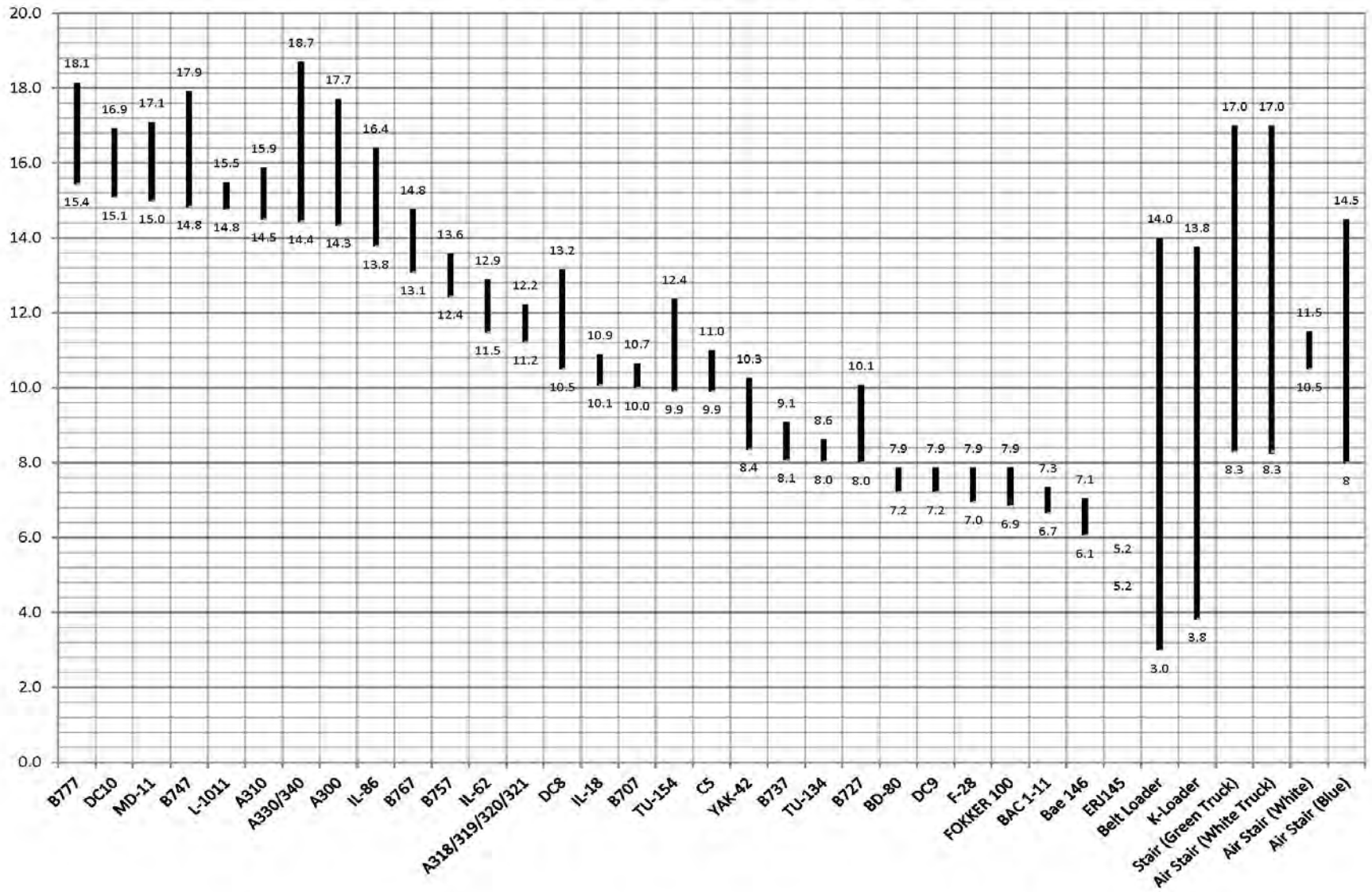


**Portable Loading Ramp**  
L 36' x W 7'



# Height Range

Aircraft Door Sill Heights in Feet (Minimum to Maximum)



# Ground Support Equipment

**4K Forklift  
10.3' Height Range**



**10K Forklift  
12.6' Height Range**



**10K Forklift  
8.25' Height Range**



**Man Lift Cage for Fork Lift**



**4K Forklift  
9.5' Height Range**





# Ground Support Equipment

Hobart AC Ground Power Unit  
400 Hz Solid State  
460 VAC 50-60Hz



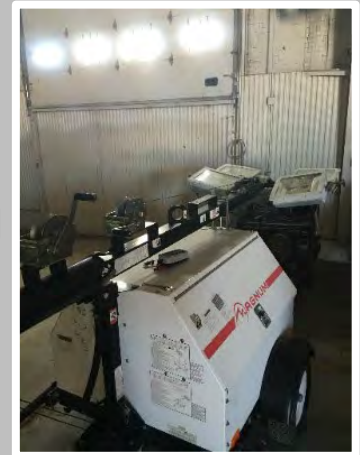
Tri-max Wheeled Fire  
Extinguishers (11)



Hobart AC Ground Power Unit  
28 VDC Solid State  
3ph/208-230-460V/60Hz



Flood Lamp 30' tall



Portable Flood Lamps (3)  
35' tall



Jack Up Work Stand  
10' Height Range



# Ground Support Equipment

Aircraft Tug  
4,000 lb. Weight Limit



Scissor Lift  
38 ft. Working Height Max.  
32 ft. Platform Height



Northwestern Tug  
4,000 lb. Weight Limit



# Ground Support Equipment and Logistics Fee Schedule

Equipment	Hourly Rate	Daily Rate
AC Ground Power Units	\$ 50	\$ 130
Air Stairs	n/a	165
Aircraft Tugs	55	215
Belt Loader	n/a	165
Boom Lift	70	165
Deicer Vehicles (per aircraft)		165
FOD Busters (ea)	40	75
Forklifts	70	170
Jack up Work Stand	65	160
K-Loaders	70	170
Man Lift Cage	30	75
Portable Flood Lights	70	200
Portable Loading Ramp	70	160
Tri-Max Wheeled Fire Extinguishers (12)	45	110
Vehicles	55	170

Multiple day FOL activities qualify for the \$225 per day logistics rate which includes access to all equipment on this schedule.

- Rates include delivery and return of all equipment to any facility on the Airport.
- Equipment will be positioned and fueled.
- Refueling, refilling or recharging is the responsibility of lessee.



\* Minimum of 1 hour for equipment rental



# Debriefing Ability

The Airport's close proximity to Smoky Hill Weapons Range allows for immediate debrief with soldiers training in the field and pilots flying the aircraft. This promotes a more beneficial training environment and a closer relationship between the troops on the ground and in the air.



# Prior FOL Salina Units



 Host of 7 “Jaded Thunder Exercises” since 2013

 “Gunslinger 2022” – MACG-48 & MAG-49

 “Goldspike 2021 – 2022” – 303d FS, 442nd FW

 54th HS – 582nd OSS

 302nd Airlift Wing

 175th FS, F-16s

 Kansas UH-60 ARNG Operations, AASF #2

 1st ID CAB Ft. Riley

 1st ABCT Brigade Ft. Riley

 34th Weapons Squadron

 Canadian Forces  
And many more!



# Nickell Hall Billeting and Training Center

Nickell Hall is Central Kansas' most comfortable billeting facility. With Wi-Fi throughout the building, single and double occupancy rooms, an in-house dining facility, and within walking distance of all Airport hangars, Nickell Hall is an easy place to plan your next training engagement.



# Why Salina?

The best off-station location for JTAC, ALO, TACP, and CAS training

- Access to the Smoky Hill Weapons Range
- Team with resident ASOS units
- 12,300' runway
- DoD fuel and aircraft service contract
- On site ground equipment to support cargo aircraft
- Military hangars available



# Points of Contact

- Army National Guard Range Scheduling - (785) 822-3297
- Air National Guard Range Scheduling – (785)-827-9611 x 141
- Salina Airport Authority – (785) 827-3914
- Crisis City – (785) 826-3733
- Avflight Salina (DoD Fuel & Ground Support Contract) - (785) 825-6739 [www.avflight.com](http://www.avflight.com)
- Nickell Hall Lodging – (785) 646-3296
- Salina Area Chamber of Commerce – (785) 827-9758 [www.salinakansas.org](http://www.salinakansas.org)

# FOI SALINA



**RESOLUTION NO. 23-06**

**A RESOLUTION AUTHORIZING THE OFFERING FOR SALE OF GENERAL OBLIGATION BONDS OF THE SALINA AIRPORT AUTHORITY (SALINA, KANSAS).**

**WHEREAS**, The Salina Airport Authority (Salina, Kansas) (the “Issuer” or “Authority”), pursuant to K.S.A. 27-315 to 27-326, inclusive, and the resolutions set forth below (collectively, the “Authorizing Resolutions”) has previously authorized certain improvements described as follows (collectively the “Improvements”):

<u>Project Description</u>	<u>Res. No.</u>	<u>Amount</u>
Land Acquisition	20-04	\$2,200,000
General Aviation Hangar, Air Terminal Concourse and Building 595 Projects	21-08	3,500,000
Hangar 626 MRO Project & Aircraft Apron, Taxi & Parking Facilities	22-02	4,350,000
Aviation Fuel Facility, additional improvements to General Aviation Hangar, Hangar 626 MRO Projects	23-04	10,235,000
<b>Total:</b>		<b>\$20,285,000</b>

**WHEREAS**, the City Commission of the City of Salina, Kansas, pursuant to K.S.A. 27-323 and Ordinance Nos. 20-11038, 21-11078, 22-11103, and 23-11147 has approved the Authorizing Resolutions and unconditionally authorized the Issuer to issue general obligation bonds to pay the costs of the Improvements, as set forth in the Authorizing Resolutions; and

**WHEREAS**, the Authority desires to issue its general obligation bonds in order to permanently finance a portion of the costs of the Improvements and retire the following temporary notes of the Authority, which were issued to temporarily finance a portion of the costs of the Improvements (collectively the “Refunded Notes”):

<u>Series</u>	<u>Dated Date</u>	<u>Maturity Date</u>	<u>Original Amount</u>	<u>Redemption Amount</u>	<u>Redemption Date</u>
2020-1	09/01/2020	09/01/2023	\$2,100,000	\$2,100,000	06/08/2023
2021-1	11/10/2021	09/01/2023	3,545,000	3,545,000	06/08/2023
2022-1	07/07/2022	07/01/2023	1,000,000	1,000,000	06/08/2023

**WHEREAS**, the Authority has selected the firm of Stifel, Nicolaus & Company, Incorporated, (the “Financial Advisor”), as Financial Advisor for one or more series of general obligation bonds of the Authority to be issued in order to provide funds to permanently finance a portion of the costs of the Improvements and to retire the Refunded Notes; and

**WHEREAS**, one of the duties and responsibilities of the Authority is to prepare and distribute a preliminary official statement relating to said general obligation bonds; and

**WHEREAS**, the Authority desires to authorize the Financial Advisor and Gilmore & Bell, P.C., Wichita, Kansas, the Issuer's bond counsel ("Bond Counsel"), in conjunction with the Director of Administration and Finance and other representatives of the Authority to proceed with the preparation and distribution of a preliminary official statement and notice of bond sale and to authorize the distribution thereof and all other preliminary action necessary to sell said general obligation bonds.

**BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY (SALINA, KANSAS), AS FOLLOWS:**

**Section 1.** The Authority is hereby authorized to offer at competitive public sale the following general obligation bonds (collectively, the "Bonds") of the Issuer:

<u>Description</u>	<u>Series</u>
Taxable General Obligation Bonds	2023-A
General Obligation Bonds (Subject to AMT)	2023-B
General Obligation Bonds	2023-C

as more fully described in the Notice of Bond Sale, which is hereby approved in substantially the form presented to the governing body of the Authority this date, with such modifications as may be approved by the Director of Administration and Finance.

**Section 2.** The Director of Administration and Finance, in conjunction with the Financial Advisor and Bond Counsel, is hereby authorized and directed to cause to be prepared a preliminary official statement (the "Preliminary Official Statement") relating to the Bonds and to use such document in connection with the sale of the Bonds.

**Section 3.** The Director of Administration and Finance, in conjunction with the Financial Advisor and Bond Counsel, is hereby authorized and directed to give notice of said bond sale by publishing a summary of the Notice of Bond Sale not less than 6 days before the date of the bond sale in a newspaper of general circulation in Saline County, Kansas, and the ***Kansas Register*** and by distributing copies of the Notice of Bond Sale and Preliminary Official Statement to prospective purchasers of the Bonds. Proposals for the purchase of the Bonds shall be submitted upon the terms and conditions set forth in the Notice of Bond Sale, and awarded or rejected in the manner set forth in the Notice of Bond Sale.

**Section 4.** For the purpose of enabling the purchaser of the Bonds (collectively, the "Purchaser") to comply with the requirements of Rule 15c2-12 of the Securities and Exchange Commission (the "Rule"), the Chair and Director of Administration and Finance are hereby authorized: (a) to approve the form of the Preliminary Official Statement and to execute the "Certificate Deeming Preliminary Official Statement Final" in substantially the form attached hereto as ***Exhibit A*** as approval of the Preliminary Official Statement, such official's signature thereon being conclusive evidence of such official's and the Authority's approval thereof; (b) covenant to provide continuous secondary market disclosure by annually transmitting certain financial information and operating data and other information necessary to comply with the Rule to the Municipal Securities Rulemaking Board; and (c) take such other actions or execute such other documents as such officers in their reasonable judgment deem necessary to enable the Purchaser to comply with the requirement of the Rule.

**Section 5.** The Authority agrees to provide to the Purchaser within seven business days of the date of the sale of Bonds or within sufficient time to accompany any confirmation that requests payment from any customer of the Purchaser, whichever is earlier, sufficient copies of the final Official

Statement to enable the Purchaser to comply with the requirements of the Rule and with the requirements of Rule G-32 of the Municipal Securities Rulemaking Board.

**Section 6.** The Chair, Director of Administration and Finance and the other officers and representatives of the Issuer, the Financial Advisor and Bond Counsel are hereby authorized and directed to take such other action as may be necessary to: (a) carry out the sale of the Bonds; and (b) make provision for payment and/or redemption of the Refunded Notes. The agreement for financial advisory services between the Authority and the Financial Advisor is hereby approved in substantially the form presented. The Director of Administration and Finance is authorized to execute such agreement with such changes as counsel to the Authority shall approve.

The transactions described in this Resolution may be conducted, and documents related to the Bonds may be sent, received, executed, and stored, by electronic means or transmissions. Copies, telecopies, electronic files and other reproductions of original executed documents (or documents executed by electronic means or transmissions) shall be deemed to be authentic and valid counterparts of such documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

**Section 7.** This Resolution shall be in full force and effect from and after its adoption by the Governing Body.

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**ADOPTED** by the board of directors on April 19, 2023.

(SEAL)

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Chair

ATTEST:

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Board Clerk



**EXHIBIT A**

**CERTIFICATE DEEMING  
PRELIMINARY OFFICIAL STATEMENT FINAL**

\_\_\_\_\_, 2023

Re: Salina Airport Authority (Salina, Kansas), Taxable General Obligation Bonds, Series 2023-A, General Obligation Bonds, Series 2023-B (Subject to AMT), General Obligation Bonds, Series 2023-C (collectively, the “Bonds”)

The undersigned are the duly acting Chair and Director of Administration and Finance of the Salina Airport Authority (Salina, Kansas) (the “Issuer”), and are authorized to deliver this Certificate to the respective purchaser (collectively, the “Purchaser”) of the above-referenced Bonds on behalf of the Issuer. The Issuer has previously caused to be delivered to the Purchaser copies of the Preliminary Official Statement relating to the Bonds.

For the purpose of enabling the Purchaser to comply with the requirements of Rule 15c2-12(b)(1) of the Securities and Exchange Commission (the “Rule”), the Issuer hereby deems the information regarding the Issuer contained in the Preliminary Official Statement to be final as of its date, except for the omission of such information as is permitted by the Rule, such as offering prices, interest rates, selling compensation, aggregate principal amount, principal per maturity, delivery dates, ratings, identity of the underwriters and other terms of the Bonds depending on such matters.

To the knowledge of the Issuer, the information contained in the Preliminary Official Statement, other than the sections entitled “The Depository Trust Company,” [“The Bond Insurance Policy,”] “Ratings,” “Legal Matters,” “Tax Matters,” and *Appendices B* and *C*, for which the Issuer expresses no opinion, and except for the omission of certain information such as offering prices, interest rates, selling compensation, aggregate principal amount, principal per maturity, delivery dates, ratings, identity of the underwriters and other terms of the Bonds depending on such matters, is true in all material respects, does not contain any untrue statement of a material fact and does not omit to state a material fact necessary in order to make the statements made, in the light of the circumstances under which they were made, not misleading.

**SALINA AIRPORT AUTHORITY  
(SALINA, KANSAS)**

By: \_\_\_\_\_  
Title: Chair

By: \_\_\_\_\_  
Title: Dir. Administration and Finance

**OFFICAL NOTICE OF BOND SALE**

**SALINA AIRPORT AUTHORITY (SALINA, KANSAS)**

<b><i>Principal Amount</i></b>	<b><i>Description</i></b>	<b><i>Series</i></b>	<b><i>Reference</i></b>
\$1,000,000*	Taxable General Obligation Bonds	2023-A	"Series 2023-A Bonds"
8,960,000*	General Obligation Bonds (Subject to AMT)	2023-B	"Series 2023-B Bonds"
6,765,000*	General Obligation Bonds	2023-C	"Series 2023-C Bonds"

\*Subject to change

The Series 2023-A Bonds are referred to as the "Taxable Bonds." The Series 2023-B Bonds and Series 2023-C Bonds are collectively referred to as the "Tax Exempt Bonds."

**(GENERAL OBLIGATION BONDS PAYABLE  
FROM UNLIMITED AD VALOREM TAXES)**

**Bids.** Separate bids for the purchase of each series of the above-referenced bonds (collectively, the "Bonds") of the Salina Airport Authority (Salina, Kansas) (the "Issuer") herein described will be received on behalf of the Issuer by the Issuer's Financial Advisor until 11:00 A.M. applicable Central Time (the "Submittal Hour"), on

**MAY 16, 2023 (THE "SALE DATE")**

All bids will be publicly evaluated at said time and place and the award of each series of the Bonds to the respective successful bidder (collectively, the "Successful Bidder") will be acted upon by the by the board of directors of the Issuer (the "Governing Body") at its meeting to be held at 8:00 A.M. on May 17, 2023. No oral or auction bids will be considered. Capitalized terms not otherwise defined herein shall have the meanings set forth in the hereinafter referenced Preliminary Official Statement relating to the Bonds.

***Each series of Bonds shall be sold separately, and bidders may bid on any series of Bonds.***

**Terms of the Bonds.**

**General.** The Bonds will consist of fully registered bonds in the denomination of \$5,000 or any integral multiple thereof (the "Authorized Denomination"). The Bonds will be dated June 7, 2023 (the "Dated Date"), and will become due in principal installments as follows:

**Series 2023-A Bonds.** The Series 2023-A Bonds shall become due in principal installments as follows:

<b><u>Payment Date</u></b> <b><u>(September 1)</u></b>	<b><u>Principal</u></b> <b><u>Amount*</u></b>
2032	\$1,000,000

**Series 2023-B Bonds.** The Series 2023-B Bonds will become due in principal installments as follows:

<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>	<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>
2033	\$1,135,000	2037	\$1,325,000
2034	1,175,000	2038	1,385,000
2035	1,220,000	2039	1,450,000
2036	1,270,000		

**Series 2023-C Bonds.** The Series 2023-C Bonds will become due in principal installments as follows:

<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>	<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>
2040	\$465,000	2042	\$1,080,000
2041	760,000	2043	1,120,000

The Bonds will bear interest from the Dated Date at rates to be determined when the Bonds are sold as hereinafter provided, which interest will be payable semiannually on March 1 and September 1, beginning on March 1, 2024 (the “Interest Payment Dates”).

**\*Principal Amount Subject to Change.** The Issuer reserves the right to adjust (increase or decrease) the total principal amount of any series of the Bonds and the principal amount of any maturity, depending on the purchase price bid by the Successful Bidder and amounts necessary to finance the improvements to be financed thereby, subject to minimum Authorized Denominations. The Issuer specifically reserves the right to increase the aggregate principal amount of the Series 2023-A Bonds in the event that other sources of funding for the projects financed by the Bonds is reduced. In no event will the aggregate principal amount of all Bonds be in excess of **\$[18,000,000]**.

If there is an adjustment in the final aggregate principal amount of any series of the Bonds or the principal amount of any maturity as described above, the Issuer will notify the Successful Bidder by means of telephone or facsimile transmission, subsequently confirmed in writing, no later than 2:00 p.m., applicable Central Time, on the Sale Date. Any adjustment in principal amount for any series will maintain the Successful Bidder’s compensation set forth on the original bid form as a percentage of the total principal amount of such series against the final aggregate principal amount for the Bonds and maturities thereof, as adjusted. At the request of the Issuer, the Successful Bidder agrees to execute a revised bid form or repayment schedule reflecting the adjusted principal amounts and purchase price. The Successful Bidder may not withdraw its bid or change the interest rates bid as a result of any changes made to the principal amount of each series of the Bonds or the schedule of principal payments as described herein.

## **Place of Payment and Registration**

**Payment.** The principal of and interest on the Bonds will be payable in lawful money of the United States of America by check or draft of the Treasurer of the State of Kansas, Topeka, Kansas (the “Paying Agent” and “Bond Registrar”). The principal of each Bond will be payable at maturity or earlier redemption to the owners thereof whose names are on the registration books (the “Register”) of the Bond Registrar (the “Registered Owner”) upon presentation and surrender at the principal office of the Paying Agent. Interest on each Bond will be payable to the Registered Owner of such Bond as of the fifteenth day (whether or not a business day) of the calendar month next preceding each Interest Payment Date (the

“Record Date”): (a) mailed by the Paying Agent to the address of such Registered Owner as shown on the Register or at such other address as is furnished to the Paying Agent in writing by such Registered Owner; or (b) in the case of an interest payment to Cede & Co., by wire transfer to such Registered Owner upon written notice given to the Paying Agent by such Registered Owner, not less than 15 days prior to the Record Date for such interest, containing the wire transfer address to which such Registered Owner wishes to have such wire directed.

**Registration.** The Bonds will be registered pursuant to a plan of registration approved by the Issuer and the Attorney General of the State of Kansas (the “State”). The Issuer will pay for the fees of the Bond Registrar for registration and transfer of the Bonds and will also pay for printing a reasonable supply of registered blanks. Any additional costs or fees that might be incurred in the secondary market, other than fees of the Bond Registrar, will be the responsibility of the Registered Owners.

### **Book-Entry-Only System**

The Bonds shall be initially registered in the name of Cede & Co., as the nominee of The Depository Trust Company (“DTC”) and no beneficial owner will receive certificates representing their interests in the Bonds. During the term of the Bonds, so long as the book-entry-only system is continued, the Issuer will make payments of principal of, premium, if any, and interest on the Bonds to DTC or its nominee as the Registered Owner of the Bonds, DTC will make book-entry-only transfers among its participants and receive and transmit payment of principal of, premium, if any, and interest on the Bonds to its participants who shall be responsible for transmitting payments to beneficial owners of the Bonds in accordance with agreements between such participants and the beneficial owners. The Issuer will not be responsible for maintaining, supervising or reviewing the records maintained by DTC, its participants or persons acting through such participants. In the event that: (a) DTC determines not to continue to act as securities depository for the Bonds, or (b) the Issuer determines that continuation of the book-entry-only form of evidence and transfer of ownership of the Bonds would adversely affect the interests of the beneficial owners of the Bonds, the Issuer will discontinue the book-entry-only form of registration with DTC. If the Issuer fails to identify another qualified securities depository to replace DTC, the Issuer will cause to be authenticated and delivered to the beneficial owners, replacement Bonds in the form of fully registered certificates. Reference is made to the Preliminary Official Statement for further information regarding the book-entry-only system of registration of the Bonds and DTC.

### **Redemption of Bonds Prior to Maturity.**

**General.** Whenever the Issuer is to select Bonds for the purpose of redemption, it will, in the case of Bonds in denominations greater than the minimum Authorized Denomination, if less than all of the Bonds then outstanding are to be called for redemption, treat each minimum Authorized Denomination of face value of each such fully registered Bond as though it were a separate Bond in the minimum Authorized Denomination.

### **Optional Redemption.**

**Series 2023-A Bonds.** The Series 2023-A Bonds shall **not** be subject to redemption prior to their stated maturity

**Series 2023-B Bonds.** At the option of the Issuer, the Series 2023-B Bonds maturing in the years 2033 and thereafter will be subject to redemption and payment prior to maturity on September 1, 2032, and thereafter, as a whole or in part (selection of the amount of Series 2023-B Bonds to be redeemed to be determined by the Issuer in such equitable manner as it may determine) at any time, at the redemption

price of 100% (expressed as percentage of the principal amount), plus accrued interest thereon to the date of redemption.

*Series 2023-C.* At the option of the Issuer, the Series 2023-C Bonds maturing in the years 2033 and thereafter will be subject to redemption and payment prior to maturity on September 1, 2032, and thereafter, as a whole or in part (selection of the amount of Series 2023-C Bonds to be redeemed to be determined by the Issuer in such equitable manner as it may determine) at any time, at the redemption price of 100% (expressed as percentage of the principal amount), plus accrued interest thereon to the date of redemption.

***Mandatory Redemption.*** A bidder may elect to have all or a portion of the Series 2023-B Bonds or Series 2023-C Bonds scheduled to mature in consecutive years issued as term bonds (the “Term Bonds”) scheduled to mature in the latest of said consecutive years and subject to mandatory redemption requirements consistent with the schedule of serial maturities set forth above, subject to the following conditions: (a) not less than all Bonds of the same serial maturity shall be converted to Term Bonds with mandatory redemption requirements; and (b) a bidder shall make such an election by completing the applicable paragraph on the Official Bid Form or completing the applicable information on PARITY®.

***Notice and Effect of Call for Redemption.*** Unless waived by any owner of Bonds to be redeemed, if the Issuer shall call any Bonds for redemption and payment prior to the maturity thereof, the Issuer shall give written notice of its intention to call and pay said Bonds to the Bond Registrar and the Successful Bidder. In addition, the Issuer shall cause the Bond Registrar to give written notice of redemption to the registered owners of said Bonds. Each of said written notices shall be deposited in United States first class mail not less than 30 days prior to the date fixed for redemption. All notices of redemption shall state the date of redemption, the redemption price, the Bonds to be redeemed, the place of surrender of Bonds so called for redemption and a statement of the effect of the redemption. The Issuer shall also give such additional notice as may be required by Kansas law or regulation of the Securities and Exchange Commission in effect as of the date of such notice. If any Bond be called for redemption and payment as aforesaid, all interest on such Bond shall cease from and after the date for which such call is made, provided funds are available for its payment at the price hereinbefore specified.

***Authority, Purpose and Security.*** The Bonds are being issued pursuant to K.S.A. 27-315 to 27-326, inclusive, as amended, and separate resolutions adopted by the Governing Body (collectively, the “Bond Resolution”) for the purpose of paying a portion of the cost of certain capital improvements (the “Improvements”). The Bonds shall be general obligations of the Issuer payable as to both principal and interest from ad valorem taxes which may be levied without limitation as to rate or amount upon all the taxable tangible property, real and personal, within the territorial limits of the Issuer. The full faith, credit and resources of the Issuer are irrevocably pledged for the prompt payment of the principal and interest on the Bonds as the same become due.

***Submission of Bids. Separate bids shall be submitted for each series of the Bonds, which shall be sold separately.*** Email bids should not be preceded by a cover sheet and should be sent only once to [arteberryd@stifel.com](mailto:arteberryd@stifel.com). Confirmation of receipt of email bids may be made by contacting the Financial Advisor at the number listed below. Electronic bids via PARITY® must be submitted in accordance with its Rules of Participation, as well as the provisions of this Notice of Bond Sale. ***Any bid submitted shall include the initial offering prices to the public for each maturity of the applicable series of Bonds.*** If provisions of this Notice of Bond Sale conflict with those of PARITY®, this Notice of Bond Sale shall control. Bids must be received prior to the Submittal Hour on the Sale Date accompanied by the Deposit (as hereinafter defined), which may be submitted separately. The Issuer and Financial Advisor shall not be responsible for failure of transmission of any bid. Information about the electronic bidding services of

PARITY® may be obtained from Ipreo at 1359 Broadway, 2nd Floor, New York, New York 10018, Phone No. (212) 849-5023.

## Conditions of Bids

Separate proposals will be received for each series of the Bonds bearing such rate or rates of interest as may be specified by the bidders, subject to the following conditions: (a) the same rate shall apply to all Bonds of the same maturity year; (b) no interest rate may exceed a rate equal to the daily yield for the 10-year Treasury Bond published by **THE BOND BUYER**, in New York, New York, on the Monday next preceding the day on which the Bonds are sold, plus 3% with respect to the Tax Exempt Bonds and 4% with respect to the Taxable Bonds; (c) no supplemental interest payments will be considered; and (d) each interest rate specified shall be a multiple of 1/8 or 1/100 of 1%. No bid for less than **98.50%** of the principal amount of each series of the Bonds and accrued interest thereon to the date of delivery will be considered. Each bid shall specify: (a) the total interest cost (expressed in dollars) during the term of the Bonds on the basis of such bid; (b) the purchase price offered by the bidder; (c) the net interest cost (expressed in dollars) on the basis of such bid; and (d) an estimate of the TIC (as hereinafter defined) on the basis of such bid. ***Each bidder shall certify to the Issuer the correctness of the information contained on the bid form. The Issuer will be entitled to rely on such certifications.*** Each bidder agrees that, if it is awarded any series of the Bonds, it will provide the certification described under the captions “Establishment of Issue Price” and “Reoffering Prices –Taxable Bonds” in this Notice.

**Good Faith Deposit. General.** Each bid shall be accompanied by a good faith deposit (the “Deposit”) in an amount equal to **2% of the principal amount of the applicable series of the Bonds** as stated on the initial page of this Notice, payable to the order of the Issuer to secure the Issuer from any loss resulting from the failure of the Successful Bidder to comply with the terms of its bid. ***Each Deposit must be in the form of a wire transfer of Federal Reserve funds (as described below), immediately available for use by the Issuer. The Deposit is only required from the Successful Bidder for each Series of Bonds and must be received by 2:00 p.m. applicable Central Time on the Sale Date.*** If a bid is accepted, the Deposit, or the proceeds thereof, will be held by the Issuer until the Successful Bidder has complied with all of the terms and conditions of this Notice at which time the amount of said Deposit shall be returned to the Successful Bidder or deducted from the purchase price, at the option of the Issuer. If a bid is accepted, but the Issuer fails to deliver the Bonds to the Successful Bidder in accordance with the terms and conditions of this Notice, said Deposit, or the proceeds thereof, will be returned to the Successful Bidder. If a bid is accepted but the Successful Bidder defaults in the performance of any of the terms and conditions of this Notice, the proceeds of such Deposit will be retained by the Issuer as and for liquidated damages. No interest on any Deposit shall be paid by the Issuer.

### ***Deposit Submission Details.***

The wire transfer shall be submitted to a financial institution designated by the Issuer, and wire transfer instructions may be obtained from the Financial Advisor at the address set forth on the last page of this Notice. ***The wire transfer Deposit must reference “Salina Airport Authority, Good Faith Deposit, Series 2023-A, Series 2023-B, or Series 2023-C.”*** Contemporaneously with the submission of the wire transfer Deposit, such bidder shall send an email to the Financial Advisor and Director of Finance and Administration at the email address set forth on the last page of this Notice, including the following information: (i) notification that a wire transfer has been made; (ii) the amount of the wire transfer; (iii) the wire transfer federal reference number; (iv) the name of the bidder for which the wire transfer is to be credited as a Deposit; and (v) if the name of the bidder as shown on **PARITY** does not match the name shown as the beneficiary on the wire instructions, the email will also state that the bidder is identified by the beneficiary’s name on the wire instructions.

## **Basis of Award**

**General.** The Issuer reserves the right to reject any and/or all bids and to waive any irregularities in a submitted bid. Any disputes arising hereunder shall be governed by the laws of the State, and any party submitting a bid agrees to be subject to jurisdiction and venue of the federal and state courts within Kansas with regard to such dispute. Any bid received after the Submittal Hour on the Sale Date will be rejected or returned to the bidder.

**Award.** Each series of the Bonds shall be awarded separately. Subject to the receipt of the Deposit set forth above, the award of each series of the Bonds will be made on the basis of the lowest true interest cost ("TIC"), which will be determined as follows: the TIC is the discount rate (expressed as a per annum percentage rate) which, when used in computing the present value of all payments of principal and interest to be paid on the Bonds, from the payment dates to the Dated Date, produces an amount equal to the price bid, including any adjustments for premium or discount, if any. Present value will be computed on the basis of semiannual compounding and a 360-day year of twelve 30-day months. Bidders are requested to provide a calculation of the TIC for the Bonds on the bid form, computed as specified herein on the basis of their respective bids, which shall be considered as informative only and not binding on either the Issuer or the bidder. The Financial Advisor will verify the TIC based on such bids. If there is any discrepancy between the TIC specified and the bid price and interest rates specified, the specified bid price and interest rates shall govern and the TIC specified in the bid shall be adjusted accordingly. If two or more proper bids providing for identical amounts for the lowest TIC are received, the Director of Administration and Finance will determine which bid, if any, will be accepted, and such determination is final.

## **Ratings**

The Issuer's outstanding general obligation bonds are rated by Moody's Investors Service, Inc. ("Moody's"). The Issuer has applied to Moody's for ratings on the Bonds. Additional information regarding such application and ratings are further described in the Preliminary Official Statement, as hereinafter described. Any explanations of the significance of such ratings (as well as any positive or negative outlooks thereon or potential changes to any rating in the near future) should be obtained from Moody's.

## **Bond Insurance**

The Issuer has **not** applied for any policy of municipal bond insurance with respect to the Bonds, and will not pay the premium in connection with any policy of municipal bond insurance desired by any Successful Bidder. In the event a bidder desires to purchase and pay all costs associated with the issuance of a policy of municipal bond insurance in connection with any series of the Bonds, such indication and the name of the desired insurer must be set forth on the bidder's bid form and the bid must be accompanied by a commitment from the selected insurer and shall specify all terms and conditions to which the Issuer will be required to agree in connection with the issuance of such insurance policy. The Issuer specifically reserves the right to reject any bid specifying municipal bond insurance, even though such bid may result in the lowest TIC to the Issuer.

## **CUSIP Numbers**

The CUSIP Service Bureau will be requested to assign CUSIP identification numbers to the Bonds, and such numbers shall be printed on the Bonds; however, neither the failure to assign any such number to or print any such number on any Bond, nor any error with respect thereto, shall constitute cause for the failure or refusal by the Successful Bidder to accept delivery of and to make payment for the Bonds in accordance with the terms of this Notice and of its bid. The Financial Advisor will apply for CUSIP numbers pursuant to Rule G-34 implemented by the Municipal Securities Rulemaking Board. All expenses in relation to the printing of the CUSIP numbers and the expenses of the CUSIP Service Bureau for the assignment thereof shall be the responsibility of and shall be paid for by the Issuer.

## **Delivery and Payment**

The Issuer will pay for printing the Bonds and will deliver each series of the Bonds properly prepared, executed and registered without cost on or about **JUNE 7, 2023** (the “Closing Date”), at DTC for the account of the Successful Bidder. Each Successful Bidder will be furnished with an electronic version of the certified transcript of the proceedings evidencing the authorization and issuance of the Bonds and the usual closing documents, including a certificate that there is no litigation pending or threatened at the time of delivery of the Bonds affecting their validity and a certificate regarding the completeness and accuracy of the Official Statement. Payment for the Bonds shall be received by 12:00 noon, applicable Central Time, on the Closing Date, in Federal Reserve funds immediately available for use by the Issuer. The Issuer will deliver a single Bond for each maturity of each series of the Bonds registered in the nominee name of DTC.

## **Establishment of Issue Price**

(a) In order to provide the Issuer with information necessary for compliance with Section 148 of the Internal Revenue Code of 1986, as amended, and the Treasury Regulations promulgated thereunder (collectively, the “Code”), each Successful Bidder will be required to assist the Issuer in establishing the “issue price” of the appropriate series of the Tax Exempt Bonds and complete, execute and deliver to the Issuer prior to the Closing Date, a written certification in a form acceptable to the Successful Bidder, the Issuer and Bond Counsel (the “Issue Price Certificate”) containing the following for each maturity of the appropriate series of the Tax Exempt Bonds: (1) the interest rate; (2) the reasonably expected initial offering price to the “public” (as said term is used in Treasury Regulation Section 1.148-1(f) (the “Regulation”)) or the sale price; and (3) pricing wires or equivalent communications supporting such offering or sale price. However, such Issue Price Certificate may indicate that the Successful Bidder has purchased such series of Tax Exempt Bonds for its own account in a capacity other than as an underwriter or wholesaler, and currently has no intent to reoffer such series of Tax Exempt Bonds for sale to the public. Any action to be taken or documentation to be received by the Issuer pursuant hereto may be taken or received by the Financial Advisor or Bond Counsel on behalf of the Issuer.

(b) The Issuer intends that the sale of each series of the Tax Exempt Bonds pursuant to this Notice shall constitute a “competitive sale” as defined in the Regulation. In support thereof: (1) the Issuer shall cause this Notice to be disseminated to potential bidders in a manner reasonably designed to reach potential bidders; (2) all bidders shall have an equal opportunity to submit a bid; (3) the Issuer reasonably expects that it will receive bids for each series of the Tax Exempt Bonds from at least three bidders that have established industry reputations for underwriting municipal bonds such as the Tax Exempt Bonds; and (4) the Issuer anticipates awarding the sale of each series of the Tax Exempt Bonds to the bidder that provides a bid with the lowest TIC in accordance with the section hereof entitled “Basis of Award.”



(c) Any bid submitted pursuant to this Notice shall be considered a firm offer for the purchase of the Tax Exempt Bonds as specified therein. The Successful Bidder shall constitute an “underwriter” as said term is defined in the Regulation. By submitting its bid, the Successful Bidder confirms that it shall require any agreement among underwriters, a selling group agreement or other agreement to which it is a party relating to the initial sale of the applicable series of the Tax Exempt Bonds, to include provisions requiring compliance with provisions of the Code and the Regulation regarding the initial sale of such Tax Exempt Bonds.

(d) If all of the requirements of a “competitive sale” are not satisfied, the Issuer shall advise the Successful Bidder of such fact at the time of award of the sale of the applicable series of the Tax Exempt Bonds to the Successful Bidder and the following provisions shall apply such series of Tax Exempt Bonds. ***In such event, any bid submitted will not be subject to cancellation or withdrawal.*** Within twenty-four (24) hours of the notice of award of the sale of such Tax Exempt Bonds, the Successful Bidder shall advise the Issuer if a “substantial amount” (as defined in the Regulation (10%)) of any maturity of such Tax Exempt Bonds has been sold to the public and the price at which such substantial amount was sold. The Issuer will treat such sale price as the “issue price” for such maturity, applied on a maturity-by-maturity basis. The Issuer will ***not*** require the Successful Bidder to comply with that portion of the Regulation commonly described as the “hold-the-offering-price” requirement for the remaining maturities, but the Successful Bidder may elect such option. If the Successful Bidder exercises such option, the Issuer will apply the initial offering price to the public provided in the bid as the issue price for such maturities. If the Successful Bidder does not exercise that option, it shall thereafter promptly provide the Issuer the prices at which a substantial amount of such maturities are sold to the public; provided such determination shall be made and the Issuer notified of such prices not later than three (3) business days prior to the Closing Date. ***Any change in the issue price of any of the Tax Exempt Bonds after the Submittal Hour will not affect the purchase price for the Tax Exempt Bonds submitted in the bid of the Successful Bidder.***

(e) This agreement by the Successful Bidder to provide such information will continue to apply after the Closing Time if: (a) the Issuer requests the information in connection with an audit or inquiry by the Internal Revenue Service (the “IRS”) or the Securities and Exchange Commission (the “SEC”), or (b) the information is required to be retained by the Issuer pursuant to future regulation or similar guidance from the IRS, the SEC or other federal or state regulatory authority.

#### **Reoffering Prices – Taxable Bonds.**

In conjunction with an audit or inquiry by the Securities and Exchange Commission (the “SEC”) relating to the pricing of the Series 829 Bonds or other federal or state regulatory authority regarding the retention of pricing data for the Taxable Bonds, at the request of the Issuer, the Successful Bidder will provide information explaining the factual basis for the Successful Bidder’s representations relating to the pricing of the Taxable Bonds, other than information that would identify customers (e.g., name or account number). This agreement by the Successful Bidder to provide such information will continue to apply after the Closing Time but shall not extend to any customer data or other confidential or proprietary information of the Successful Bidder.

#### **Preliminary Official Statement and Official Statement.**

The Issuer has prepared a Preliminary Official Statement “deemed final” by the Issuer except for the omission of certain information as provided in the Rule, copies of which may be obtained from the Financial Advisor. Upon the sale of the Bonds, the Issuer will adopt the final Official Statement and will furnish the Successful Bidder, without cost, within seven business days of the acceptance of the

Successful Bidder's proposal, with a sufficient number of copies thereof, which may be in electronic format, in order for the Successful Bidder to comply with the requirements of the Rule and Rule G-32. Additional copies may be ordered by the Successful Bidder at its expense.

### **Continuing Disclosure**

The SEC has promulgated amendments to the SEC Rule requiring continuous secondary market disclosure for certain issues. In the resolutions authorizing each series of the Bonds, the Issuer has covenanted to enter into an undertaking (the "Undertaking") for the benefit of the holders of such Bonds to send to the MSRB through the Electronic Municipal Market Access facility ("EMMA"), or other applicable entity as required or permitted under the SEC Rule, certain financial information and operating data annually and to provide notice to the MSRB of certain events, pursuant to the requirements of the SEC Rule. For further information regarding the Undertaking, reference is made to the caption "CONTINUING DISCLOSURE" in the Preliminary Official Statement.

**Assessed Valuation and Indebtedness.** The total assessed valuation of the taxable tangible property within the Issuer for the year 2022 is as follows:

Equalized Assessed Valuation of	
Taxable Tangible Property .....	\$503,880,021
Tangible Valuation of Motor Vehicles.....	<u>54,903,252</u>
Equalized Assessed Tangible Valuation	
for Computation of Bonded Debt Limitations .....	<b>\$558,783,273</b>

The total general obligation indebtedness of the Issuer as of the Dated Date, including the Bonds being sold and excluding the Temporary Notes being retired, is \$34,670,000.

### **Legal Opinion**

Each series of the Bonds will be sold subject to the approving legal opinion of GILMORE & BELL, P.C., WICHITA, KANSAS, Bond Counsel, which opinion will be furnished and paid for by the Issuer, will be printed on the Bonds, if the Bonds are printed, and will be delivered to the Successful Bidder when the Bonds are delivered. Said opinion will also include the opinion of Bond Counsel relating to the interest on the Tax Exempt Bonds being excludable from gross income for federal income tax purposes and the interest on the Bonds being exempt from income taxation by the State. Reference is made to the Preliminary Official Statement for further discussion of federal and Kansas income tax matters relating to the interest on the Bonds.

**Electronic Transactions.** The transactions described herein may be conducted and related documents may be sent, received and stored by electronic means or transmissions. All bid documents, closing documents, certificates, ordinances, resolutions and related instruments may be executed by electronic means or transmissions. Copies, telecopies, electronic files and other reproductions of original executed documents (or documents executed by electronic means or transmissions) shall be deemed to be authentic and valid counterparts of such documents for all purposes, including the filing of any claim, action or suit in the appropriate court of law.

**Additional Information.** Additional information regarding the Bonds may be obtained from the undersigned or from the Financial Advisor at the addresses set forth below:

**DATED: April 19, 2023.**

**SALINA AIRPORT AUTHORITY  
(SALINA, KANSAS)**

By Michelle R. Swanson  
Director of Administration and Finance

***Issuer:***

Salina Airport Authority (Salina, Kansas)  
3237 Arnold Ave  
Salina, Kansas 67401  
Phone No. 785-827-3914  
Fax No. 785-827-2221  
Email: [shellis@salair.org](mailto:shellis@salair.org)

***Financial Advisor:***

Stifel, Nicolaus & Company, Incorporated  
4801 Main Street, Suite 530  
Kansas Issuer, Missouri 64112  
Attn: David Arteberry  
Phone No. 816-203-8733  
Fax No. 816-203-8757  
Email: [arteberryd@stifel.com](mailto:arteberryd@stifel.com)

**SUMMARY NOTICE OF BOND SALE  
SALINA AIRPORT AUTHORITY (SALINA, KANSAS)**

<b><i>Principal Amount</i></b>	<b><i>Description</i></b>	<b><i>Series</i></b>	<b><i>Reference</i></b>
\$1,000,000*	Taxable General Obligation Bonds	2023-A	“Series 2023-A Bonds”
8,960,000*	General Obligation Bonds (Subject to AMT)	2023-B	“Series 2023-B Bonds”
6,765,000*	General Obligation Bonds	2023-C	“Series 2023-C Bonds”

\*subject to change

(GENERAL OBLIGATION BONDS PAYABLE FROM UNLIMITED AD VALOREM TAXES)

**Bids.** Subject to the Official Notice of Bond Sale, dated April 19, 2023, separate bids for the purchase of each series of the above-referenced bonds (collectively, the “Bonds”) of the Salina Airport Authority (Salina, Kansas) (the “Issuer”) will be received on **MAY 16, 2023** until **11:00 a.m.**, applicable Central Time. Bids may be emailed to [arterberryd@stifel.com](mailto:arterberryd@stifel.com) or submitted via **PARITY®**. No bid of less than **98.50%** of the principal amount of each series of the Bonds and accrued interest thereon to the date of delivery will be considered.

**Bond Details.** The Bonds will consist of fully registered bonds in the denomination of \$5,000 or any integral multiple thereof. The Bonds will be dated June 7, 2023 (the “Dated Date”), and will become due in the years as follows:

**Series 2023-A Bonds.** The Series 2023-A Bonds will become due in principal installments as follows:

<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>
2032	\$1,000,000

**Series 2023-B Bonds.** The Series 2023-B Bonds will become due in principal installments as follows:

<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>	<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>
2033	\$1,135,000	2037	\$1,325,000
2034	1,175,000	2038	1,385,000
2035	1,220,000	2039	1,450,000
2036	1,270,000		

**Series 2023-C Bonds.** The Series 2023-C Bonds will become due in principal installments as follows:

<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>	<b><u>Payment Date (September 1)</u></b>	<b><u>Principal Amount*</u></b>
2040	\$465,000	2042	\$1,080,000
2041	760,000	2043	1,120,000

\* Subject to change, see the Notice. The Issuer specifically reserves the right to increase the aggregate principal amount of the Series 2023-A Bonds in the event that other sources of funding for the projects financed by the Bonds is reduced. In no event will the aggregate principal amount of all Bonds be in excess of **\$[18,000,000]**.

The Bonds will bear interest from the date thereof at rates to be determined when the Bonds are sold as hereinafter provided, which interest will be payable semiannually on March 1 and September 1 in each year, beginning on March 1, 2024.

**Book-Entry-Only System.** The Bonds shall be registered under a book-entry-only system administered through DTC.

**Paying Agent and Bond Registrar.** Treasurer of the State of Kansas, Topeka, Kansas.

**Good Faith Deposit.** Each bid shall be accompanied by a good faith deposit in the form of a wire transfer in Federal Reserve funds immediately available for use by the Issuer in an amount equal to 2% of the principal amount of the applicable series of the Bonds.

**Delivery.** The Issuer will pay for preparation of the Bonds and will deliver the same properly prepared, executed and registered without cost to the successful bidder on or about **June 7, 2023** to DTC for the account of the successful bidder.

**Assessed Valuation and Indebtedness.** The Equalized Assessed Tangible Valuation for Computation of Bonded Debt Limitations for the year 2022 is \$558,783,273. The total general obligation indebtedness of the Issuer as of the Dated Date, including the Bonds being sold, is \$34,670,000, which includes the Bonds being sold and excludes the Issuer's Temporary Notes to be retired in connection with the issuance of the Bonds.

**Approval of Bonds.** The Bonds will be sold subject to the legal opinion of GILMORE & BELL, P.C., WICHITA, KANSAS, Bond Counsel, whose approving legal opinion as to the validity of the Bonds will be furnished and paid for by the Issuer, printed on the Bonds and delivered to the successful bidder as and when the Bonds are delivered.

**Additional Information.** Additional information regarding the Bonds may be obtained from the undersigned, or from the Financial Advisor at the addresses set forth below:

**DATED: April 19, 2023.**

***Issuer:***

Salina Airport Authority (Salina, Kansas)  
3237 Arnold Ave  
Salina, Kansas 67401  
Phone No. 785-827-3914  
Fax No. 785-827-2221  
Email: [shellis@salair.org](mailto:shellis@salair.org)

***Financial Advisor:***

Stifel, Nicolaus & Company, Incorporated  
4801 Main Street, Suite 530  
Kansas Issuer, Missouri 64112  
Attn: David Arteberry  
Phone No. 816-203-8733  
Fax No. 816-203-8757  
Email: [arteberryd@stifel.com](mailto:arteberryd@stifel.com)

**KANSAS REGISTER**

DOCUMENT NO. \_\_\_\_\_

(Above space for Register Office Use)

Submission Form  
Municipal Bond Sale Notice  
(K.S.A. 10-106 as amended)

TITLE OF  
DOCUMENT

SUMMARY NOTICE OF BOND SALE

Re: Salina Airport Authority (Salina, Kansas), Taxable General Obligation Bonds, Series 2023-A, General Obligation Bonds, Series 2023-B (Subject to AMT), General Obligation Bonds, Series 2023-C, Dated June 7, 2023.

NUMBER OF PAGES: 2

DESIRED PUBLICATION DATE: APRIL 27, 2023

BILL TO:

Michelle Swanson, Director of Administration and Finance  
3237 Arnold Avenue, Salina, Kansas 67401

Please forward 2 Affidavits of Publication of same to Pamela Jones, Gilmore & Bell, P.C., 100 North Main, Suite 800, Wichita, KS 67202 at your earliest opportunity.

Any questions regarding this document should be directed to:

NAME \_\_\_\_\_ PHONE \_\_\_\_\_ (316) 267-2091

Certification

I hereby certify that I have reviewed the attached and herein described document, and that it conforms to all applicable **Kansas Register** publication guidelines. I further certify that submission of this item for publication in the **Kansas Register** is authorized by the municipality which has issued the notice.

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Typed Name of Signer

\_\_\_\_\_  
Position

TRANSMIT TO: Kansas Register; Secretary of State; State Capitol, Topeka, KS 66612  
PHONE: (785) 296-3489; FAX: (785) 291-3051; EMAIL: [kansasregister@sos.ks.gov](mailto:kansasregister@sos.ks.gov)

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THIS SPACE FOR REGISTER OFFICE USE ONLY



**OFFICIAL BID FORM**  
PROPOSAL FOR THE PURCHASE OF SALINA AIRPORT AUTHORITY (SALINA, KANSAS)  
TAXABLE GENERAL OBLIGATION BONDS, SERIES 2023-A

TO: Michelle R. Swanson, Director of Administration and Finance  
Salina Airport Authority (Salina, Kansas)

May 16, 2023

For \$1,000,000\* principal amount of Taxable General Obligation Bonds, Series 2023-A, of the Salina Airport Authority (Salina, Kansas), to be dated June 7, 2023, as described in the Notice of Bond Sale dated April 19, 2023 (the "Notice"), said Bonds to bear interest as follows:

<u>Stated Maturity September 1</u>	<u>Principal Amount*</u>	<u>Annual Rate of Interest</u>	<u>Initial Offering Price</u>
2024	\$1,000,000	_____ %	_____ %

\* Subject to change, see the Notice

the undersigned will pay the purchase price for the Bonds set forth below, plus accrued interest to the date of delivery.

Principal Amount .....\$1,000,000.00  
Less Discount (not to exceed 1.50%).....-  
Plus Premium (if any) .....  
Total Purchase Price .....\$  
  
Total interest cost to maturity at the rates specified .....\$  
Net interest cost (adjusted for Discount and/or Premium) .....\$  
True Interest Cost ..... %

This proposal is subject to all terms and conditions contained in the Notice, and if the undersigned is the Successful Bidder, the undersigned will comply with all of the provisions contained in the Notice. A wire transfer in the amount of \$20,000 payable to the order of the Issuer, submitted in the manner set forth in the Notice accompanies this proposal as an evidence of good faith. The acceptance of this proposal by the Issuer by execution below shall constitute a contract between the Issuer and the Successful Bidder for purposes of complying with Rule 15c2-12 of the Securities and Exchange Commission and a bond purchase agreement for purposes of the laws of the State of Kansas.

Submitted by: \_\_\_\_\_

(LIST ACCOUNT MEMBERS ON REVERSE)

By: \_\_\_\_\_

Telephone No. ( ) \_\_\_\_\_

**ACCEPTANCE**

Pursuant to action duly taken by the Governing Body of the Salina Airport Authority (Salina, Kansas), the above proposal is hereby accepted on May 17, 2023.

Attest:

\_\_\_\_\_  
Dir. Adm. & Finance

\_\_\_\_\_  
Board Clerk

**NOTE:** No additions or alterations in the above proposal form shall be made, and any erasures may cause rejection of any bid. Email bids may be submitted to the Financial Advisor at [arteberryd@stifel.com](mailto:arteberryd@stifel.com) or electronic bids may be submitted via **PARITY**®, at or prior to 11:00 a.m., Central Time, on May 16, 2023. Any bid received after such time will not be accepted or shall be returned to the bidder.

## OFFICIAL BID FORM

### PROPOSAL FOR THE PURCHASE OF SALINA AIRPORT AUTHORITY (SALINA, KANSAS) GENERAL OBLIGATION BONDS, SERIES 2023-B (SUBJECT TO AMT)

TO: Michelle R. Swanson, Director of Administration and Finance  
Salina Airport Authority (Salina, Kansas)

May 16, 2023

For \$8,960,000\* principal amount of General Obligation Bonds, Series 2023-B (Subject to AMT), of the Salina Airport Authority (Salina, Kansas), to be dated June 7, 2023, as described in the Notice of Bond Sale dated April 19, 2023 (the "Notice"), said Bonds to bear interest as follows:

<u>Stated Maturity September 1</u>	<u>Principal Amount*</u>	<u>Annual Rate of Interest</u>	<u>Initial Offering Price</u>	<u>Stated Maturity September 1</u>	<u>Principal Amount*</u>	<u>Annual Rate of Interest</u>	<u>Initial Offering Price</u>
2033	\$1,135,000	_____ %	_____ %	2037	\$1,325,000	_____ %	_____ %
2034	1,175,000	_____ %	_____ %	2038	1,385,000	_____ %	_____ %
2035	1,220,000	_____ %	_____ %	2039	1,450,000	_____ %	_____ %
2036	1,270,000	_____ %	_____ %				

\* Subject to change, see the Notice

the undersigned will pay the purchase price for the Bonds set forth below, plus accrued interest to the date of delivery.

Principal Amount .....\$8,960,000.00  
Less Discount (not to exceed 1.50%).....-  
Plus Premium (if any) .....  
Total Purchase Price .....\$  
  
Total interest cost to maturity at the rates specified .....\$  
Net interest cost (adjusted for Discount and/or Premium) .....\$  
True Interest Cost ..... %

This proposal is subject to all terms and conditions contained in the Notice, and if the undersigned is the Successful Bidder, the undersigned will comply with all of the provisions contained in the Notice. A wire transfer in the amount of \$179,200 payable to the order of the Issuer, submitted in the manner set forth in the Notice accompanies this proposal as an evidence of good faith. The acceptance of this proposal by the Issuer by execution below shall constitute a contract between the Issuer and the Successful Bidder for purposes of complying with Rule 15c2-12 of the Securities and Exchange Commission and a bond purchase agreement for purposes of the laws of the State of Kansas.

Submitted by: \_\_\_\_\_

(LIST ACCOUNT MEMBERS ON REVERSE)

By: \_\_\_\_\_  
Telephone No. ( ) \_\_\_\_\_

#### ACCEPTANCE

Pursuant to action duly taken by the Governing Body of the Salina Airport Authority (Salina, Kansas), the above proposal is hereby accepted on May 17, 2023.

Attest:

\_\_\_\_\_  
Dir. Adm. & Finance

\_\_\_\_\_  
Board Clerk

**NOTE:** No additions or alterations in the above proposal form shall be made, and any erasures may cause rejection of any bid. Email bids may be submitted to the Financial Advisor at [arteberryd@stifel.com](mailto:arteberryd@stifel.com) or electronic bids may be submitted via **PARITY**®, at or prior to 11:00 a.m., Central Time, on May 16, 2023. Any bid received after such time will not be accepted or shall be returned to the bidder.

# OFFICIAL BID FORM

## PROPOSAL FOR THE PURCHASE OF SALINA AIRPORT AUTHORITY (SALINA, KANSAS) GENERAL OBLIGATION BONDS, SERIES 2023-B (SUBJECT TO AMT)

TO: Michelle R. Swanson, Director of Administration and Finance  
Salina Airport Authority (Salina, Kansas)

May 16, 2023

For \$6,765,000\* principal amount of General Obligation Bonds, Series 2023-C, of the Salina Airport Authority (Salina, Kansas), to be dated June 7, 2023, as described in the Notice of Bond Sale dated April 19, 2023 (the "Notice"), said Bonds to bear interest as follows:

<u>Stated</u> <u>Maturity</u> <u>September 1</u>	<u>Principal</u> <u>Amount*</u>	<u>Annual</u> <u>Rate of</u> <u>Interest</u>	<u>Initial</u> <u>Offering</u> <u>Price</u>	<u>Stated</u> <u>Maturity</u> <u>September 1</u>	<u>Principal</u> <u>Amount*</u>	<u>Annual</u> <u>Rate of</u> <u>Interest</u>	<u>Initial</u> <u>Offering</u> <u>Price</u>
2040	\$1,590,000	_____ %	_____ %	2042	\$1,725,000	_____ %	_____ %
2041	1,655,000	_____ %	_____ %	2043	1,795,000	_____ %	_____ %

\* Subject to change, see the Notice

the undersigned will pay the purchase price for the Bonds set forth below, plus accrued interest to the date of delivery.

Principal Amount .....\$6,765,000.00  
Less Discount (not to exceed 1.50%).....-  
Plus Premium (if any) .....  
Total Purchase Price .....\$  
  
Total interest cost to maturity at the rates specified .....\$  
Net interest cost (adjusted for Discount and/or Premium) .....\$  
True Interest Cost ..... %

This proposal is subject to all terms and conditions contained in the Notice, and if the undersigned is the Successful Bidder, the undersigned will comply with all of the provisions contained in the Notice. A wire transfer in the amount of \$135,300 payable to the order of the Issuer, submitted in the manner set forth in the Notice accompanies this proposal as an evidence of good faith. The acceptance of this proposal by the Issuer by execution below shall constitute a contract between the Issuer and the Successful Bidder for purposes of complying with Rule 15c2-12 of the Securities and Exchange Commission and a bond purchase agreement for purposes of the laws of the State of Kansas.

Submitted by: \_\_\_\_\_

(LIST ACCOUNT MEMBERS ON REVERSE)

By: \_\_\_\_\_

Telephone No. ( ) \_\_\_\_\_

### ACCEPTANCE

Pursuant to action duly taken by the Governing Body of the Salina Airport Authority (Salina, Kansas), the above proposal is hereby accepted on May 17, 2023.

Attest:

\_\_\_\_\_  
Dir. Adm. & Finance

\_\_\_\_\_  
Board Clerk

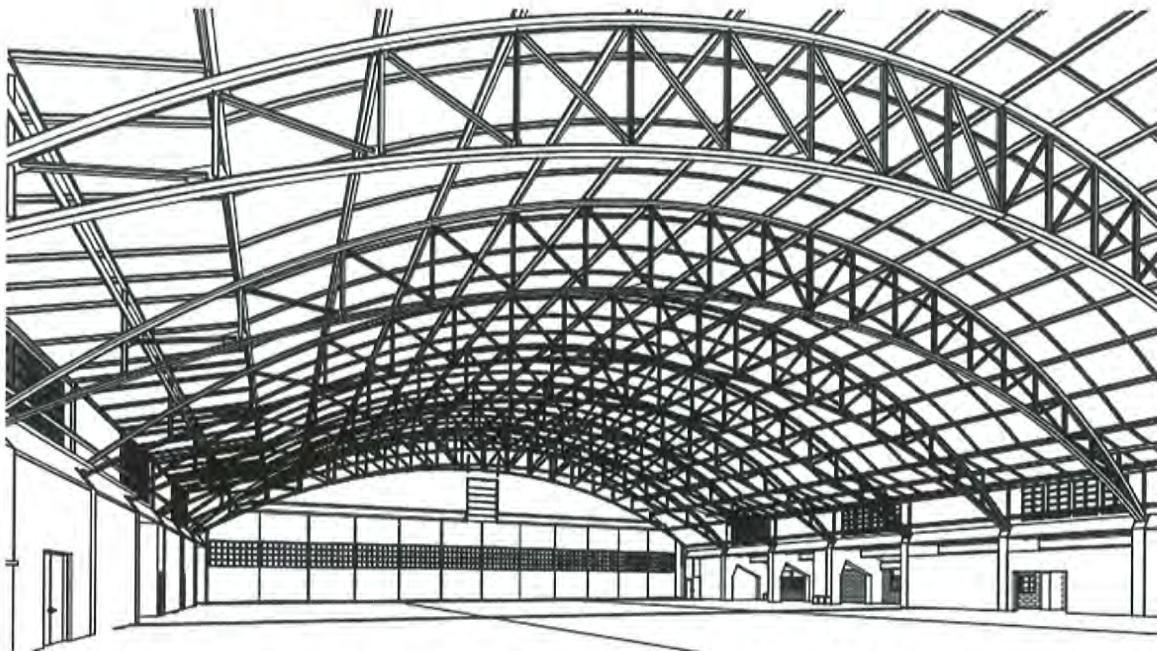
**NOTE:** No additions or alterations in the above proposal form shall be made, and any erasures may cause rejection of any bid. Email bids may be submitted to the Financial Advisor at [arteberryd@stifel.com](mailto:arteberryd@stifel.com) or electronic bids may be submitted via **PARITY**®, at or prior to 11:00 a.m., Central Time, on May 16, 2023. Any bid received after such time will not be accepted or shall be returned to the bidder

## Aviation Learning Opportunities & Funded Training (ALOFT) Grant Proposal

### Aviation Innovation and Maintenance Center of Excellence

The aviation maintenance industry is a vital part of our local economy, providing jobs and economic growth for our community. However, there is a shortage of skilled workers in this industry, which is hindering its growth and competitiveness. This grant proposal seeks funding through the Kansas Department of Commerce Aviation Learning Opportunities and Funded Training (ALOFT) grant program to establish the Aviation Innovation and Maintenance (AIM) Center of Excellence apprenticeship training program to address this skills gap and provide a skilled workforce for the aviation industry. To launch the program, the funds will be used for equipment and rehabilitation of an established hangar (H626) on the Salina Regional airport (SLN). The AIM Center of Excellence will provide a shared facility for local aviation businesses and education institutions to teach best practices, leadership, and training for the aviation industry. The initial program phase focuses of the apprenticeship program specifically focuses on aviation positions with the ONET SOC titles including "aircraft mechanics and service technicians" and "aircraft structure, surfaces, rigging and system assemblers". These include employee apprentice occupations such as airframe & powerplant mechanic, aircraft hydraulics, and electronics and avionics technician (ApprenticeshipUSA, 2022). While the initial phase focuses on aviation mechanic apprenticeships, by working with the Salina Chamber and the local salina educational institutions this framework will provide a foundation to expand additional apprenticeship pathways to meet the needs of the community.

### A REMODEL OF **SAA Hangar 626** 2625 Arnold Court Salina, Kansas



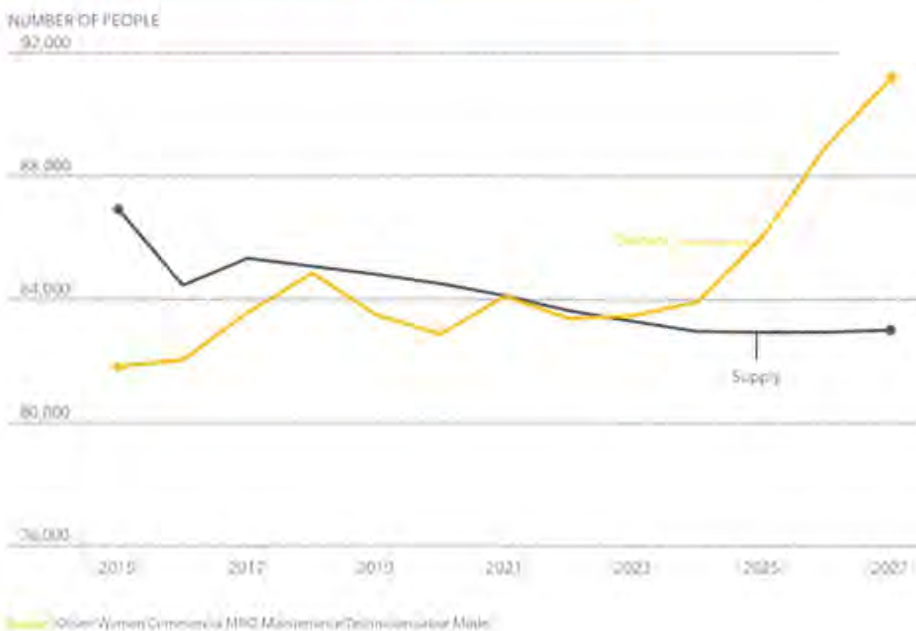


## Background

Aviation is a major industry for Kansas and reported in 2017 the annual economic benefit of \$20.6 billion in aviation and aviation related activities and supported 91,000 jobs in Kansas (Kansas Aviation Economic Impact Study, 2017). The total impact of the jobs on the Salina Regional airport is reported at 640 jobs with a total economic impact of more than \$110M. The aviation maintenance industry is a key employer in Salina, Kansas, providing over 290 jobs with projected demand growing to 750 employees by 2025. Specifically, 1 Vision Aviation has reported by 2024 they plan to hire an additional 250 aviation maintenance skilled workers on the Salina airport. However, there is a shortage of skilled workers in the industry and many of their positions are going unfilled. This skills gap is a major barrier to the growth and competitiveness of the industry. According to industry leaders, the lack of skilled workers is hindering the ability of local companies to expand and compete in the global market. "Just as airlines and manufacturers are doing for other highly skilled positions, such as engineers and pilots, the MRO industry will have to tailor new incentives to expand and protect the technician pipeline, raise the desirability of working in aviation maintenance, and recruit across a broader demographic, especially given competition for workers with other technologically intensive industries" (Oliver Wyman, 2017, p.4).

"For the ten-year span between 2020-2030, The Bureau of Labor Statistics ([www.bls.gov](http://www.bls.gov)) compared projected changes in employment for aircraft mechanics and avionics technicians to the total projected changes pertaining to all occupations. Aircraft mechanics' and service technicians' employment is projected to grow by 12%, avionics technicians' employment is projected to grow by 10%, and both roles are expected to outpace employment levels for all other occupations in the U.S. by 8% (Avionics International, 2022).

### FORECAST FOR US COMMERCIAL MRO MAINTENANCE TECHNICIAN DEMAND AND SUPPLY BY YEAR



The high demand for aviation maintenance technicians continues to compound with combination of growing fleets and retirements. Boeing's 2022 Pilot and Technician Outlook (2022) projects over the next 20 years, that 610,000 new technicians will be needed to meet demand from fleet operators and providers of maintenance, repair, and overhaul services (MROs).

## Project Description

The aviation maintenance apprenticeship training program will provide on-the-job training and classroom instruction for 50 individuals seeking to enter the aviation industry. The program will provide participants with the skills and knowledge needed to succeed in the industry. The program will be implemented in partnership with local industry leaders and educational institutions to ensure that the training is relevant and meets the needs of the industry. This apprenticeship program specifically focuses on aviation positions with the ONET SOC titles including "aircraft mechanics and service technicians" and "aircraft structure, surfaces, rigging and system assemblers" (Discover Apprenticeship, 2020). These include apprenticeship occupations such as airframe & powerplant mechanic, aircraft hydraulics and electronics and avionics technician.

The program focuses on both aviation innovation and aviation maintenance. With new demands and skills need with the introduction of Advanced Air Mobility and electric aircraft. The AIM Center of Excellence will specially train mechanic for new use cases using advanced technology. "The role of the aviation maintenance technician continues to evolve as new generations of aircraft join the global commercial fleet. New sensors and flight data recorders generate torrents of data, enabling maintenance providers to implement new, predictive solutions. These innovations drive demand for technicians who can accurately analyze, interpret, and act on the information generated. At the same time, older aircraft remain in service, requiring providers to employ technicians with vast skillsets who can maintain and repair aircraft built decades ago. In short, the coming years will demand flexible training that addresses not only traditional maintenance but also emerging, analytical skillsets." (Boeing, 2022, p.5)

The program will be composed of two main components: on-the-job training and classroom instruction. On-the-job training will take place at the AIM Center of Excellence and local aviation companies will provide participants with hands-on experience in the industry. Classroom instruction will take place at the AIM Center of Excellence as well with expertise from local colleges and will provide participants with the theoretical knowledge needed to succeed in the industry.

The program will be open to individuals of all ages and backgrounds, with a focus on recruiting individuals from underrepresented groups and those who are currently underemployed. The program will also include support services such as job placement assistance and mentoring to ensure the success of program participants.

This workforce training program to be housed in the AIM Center of Excellence is in progress to becoming a registered apprenticeship and brings much benefit to the community. Strengths of this type of program as noted through ApprenticeshipUSA includes:

- Industry Led – Programs are industry-vetted and approved to ensure alignment with industry standards and that apprentices are trained for highly-skilled, high-demand occupations.



- Paid Job – Registered Apprenticeships are jobs! Apprentices earn progressive wage as their skills and productivity increase.
- Structured On-the-Job Learning/Mentorship – Programs provide structured on-the-job training to prepare for a successful career, which includes instruction from an experienced mentor.
- Supplemental Education – Apprentices are provided supplemental classroom education based on the employers unique training needs to ensure quality and success.
- Diversity – Programs are designed to reflect the communities in which they operate through strong non-discrimination, anti-harassment, and recruitment practices to ensure access, equity, and inclusion.
- Quality & Safety – Apprentices are afforded worker protections while receiving rigorous training to equip them with the skills they need to succeed and the proper training and supervision they need to be safe.
- Credentials – Apprentices earn a portable, nationally-recognized credential within their industry.

The total budget to launch the apprentice training in the AIM Center of Excellence for equipment and hangar improvements is \$14M. SAA is currently investing in the project and designing the H626 rehabilitation work. Between design and construction, over \$3.7M is being invested. The Salina Airport Authority (SAA) is applying for a \$5M ALOFT grant to fund 35% of total project costs. The remaining funding will come from Salina Airport Authority, local community, and industry partners. These apprenticeship opportunities align with current SAA tenants – 1 Vision, Schilling Aviation Services, Garmin, K-State Salina, Avflight and SkyWest. All could benefit from an apprenticeship training program. A facility that brings together industry, academic institutions and workers will set Salina apart from other communities and locations.

## Implementation and Sustainability

The apprenticeship training program will be implemented in partnership with local industry leaders and educational institutions including the Salina Chamber, Kansas State University Aerospace Campus, Salina Technical College and others. Industry leaders will provide on-the-job training, while educational institutions will provide classroom instruction. The program will be overseen by a steering committee composed of representatives from industry, education, and government. The program will be sustained through partnerships with local companies, who will continue to provide on-the-job training and mentoring for program participants.

## Community Impact

This apprenticeship training program will address the skills gap in the aviation industry and provide a skilled workforce for the aviation industry. The program will have a positive impact on the individuals who participate in the program and the Salina community. It will provide students with the skills and knowledge needed to succeed in the industry, as well as job placement assistance and mentoring support. This will lead to increased earning potential and economic stability for program participants.

As outlined in the project description, this program will provide several benefits including developing skilled aviation maintenance technicians to meet the industry's needs, providing an additional pathway for individuals who are interested in pursuing a career in the aviation industry, creating partnerships between aviation companies, education institutions, and the Salina community for a stable



apprenticeship pipeline to many aviation careers, and broadening access to create a diverse workforce by offering expanded pathways to aviation careers and recruitment of underrepresented groups.

The Salina community is invested in this effort and the concept of the AIM Center of Excellence (Hangar H626) that would house aviation maintenance apprentice training is included in their community and legislative priorities for the year. Community partnerships enable us to leverage the expertise and resources of industry professionals to develop a pipeline of skilled aviation workers. The apprenticeship training program will have a significant impact on our community and will support the projected growth of 750 aviation mechanic jobs in the Salina community over the next few years. The aviation maintenance apprenticeship program will not only provide qualified aviation maintenance technicians, but will be a valuable resource for the aviation industry and Salina community.

## Attachments

[TBD- i.e. letters of support, project budget, and resumes of key personnel.]

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