

SALINA Airport



Charting the course for global success.



Salina Airport Authority
Board of Directors
Regular Meeting

September 20, 2023



Call to order.



DETERMINE THAT A QUORUM IS PRESENT
AND CONFIRM THAT THE MEETING
NOTICE HAS BEEN PUBLISHED.



RECOGNITION OF GUESTS.



ADDITIONS TO THE AGENDA AND
AGENDA OVERVIEW.

Tod Roberg, Chair



Approval of the minutes of the August 16, 2023 regular board meeting, and the August 30, 2023 special board meeting.

Tod Roberg, Chair



Approval of airport activity and financial reports for the month ending August 31, 2023.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Produced September 2023

August 2023 Market Review

Salina Regional Airport (SLN)

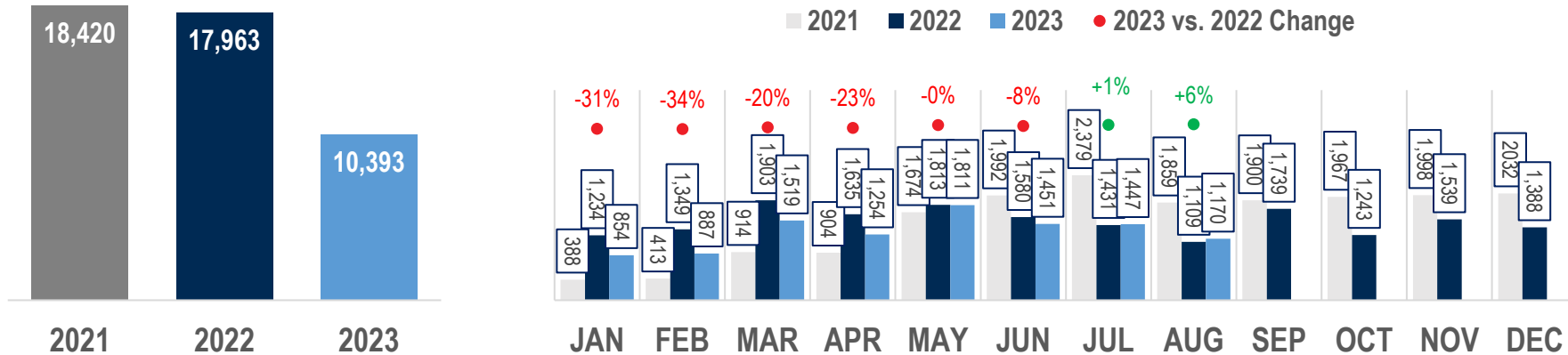


Key Performance Indicators

August 2023 enplanements were up 6% on a year-over-year basis – the second such consecutive monthly increase. Last August was also a tag flight

SLN Outbound Passenger Enplanements

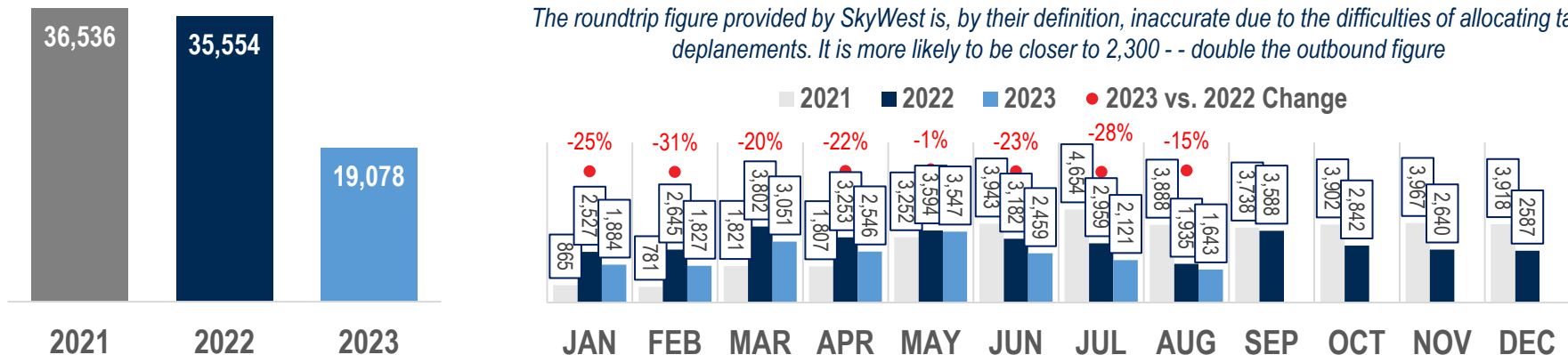
January 2021 to August 2023



SLN Roundtrip Passenger Enplanements

January 2021 to August 2023

The roundtrip figure provided by SkyWest is, by their definition, inaccurate due to the difficulties of allocating tag deplanements. It is more likely to be closer to 2,300 - - double the outbound figure



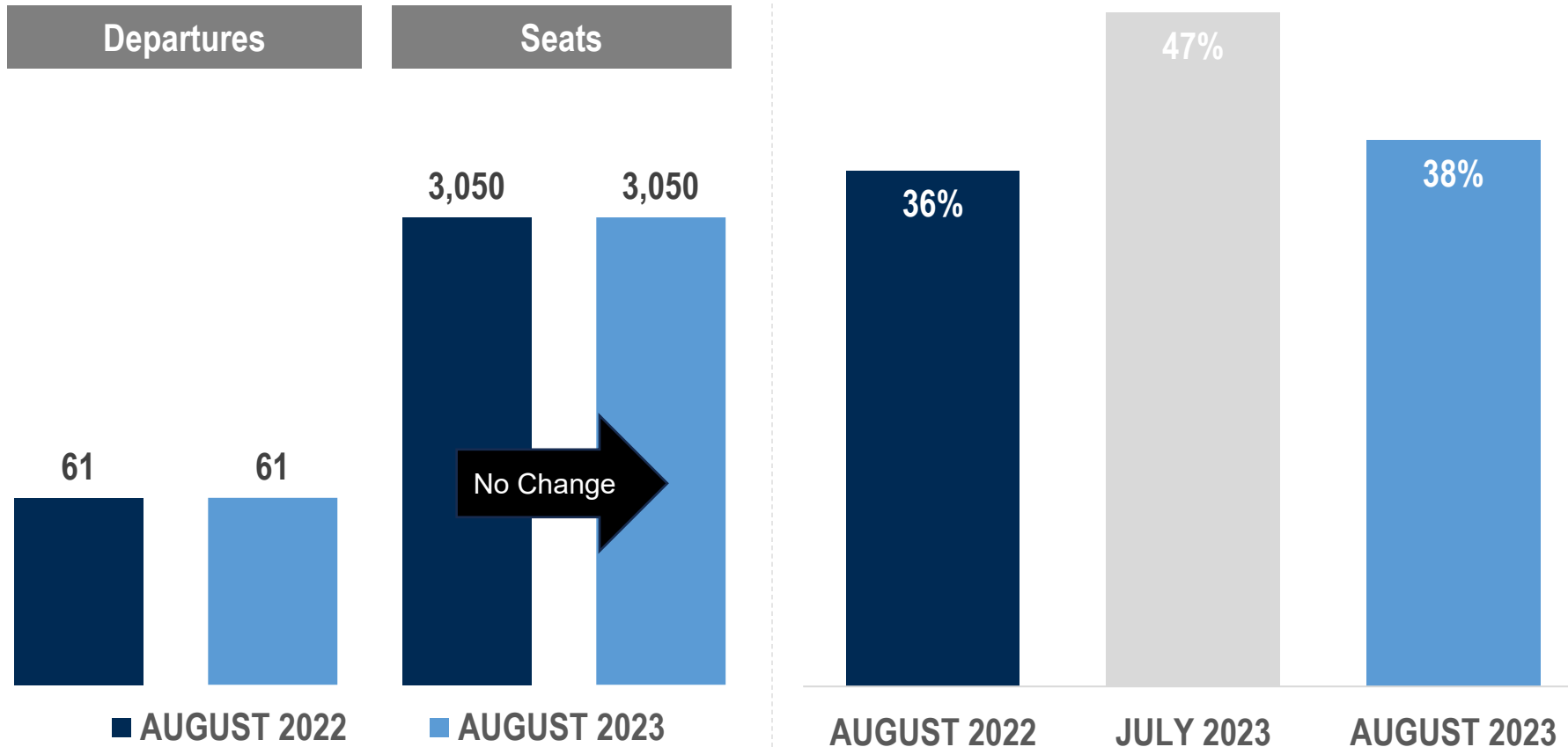
Load Factor was up 2 points year-over-year on the back of no change in total seat capacity

SLN Outbound Operated Capacity

August 2023 vs. August 2022

SLN Load Factor

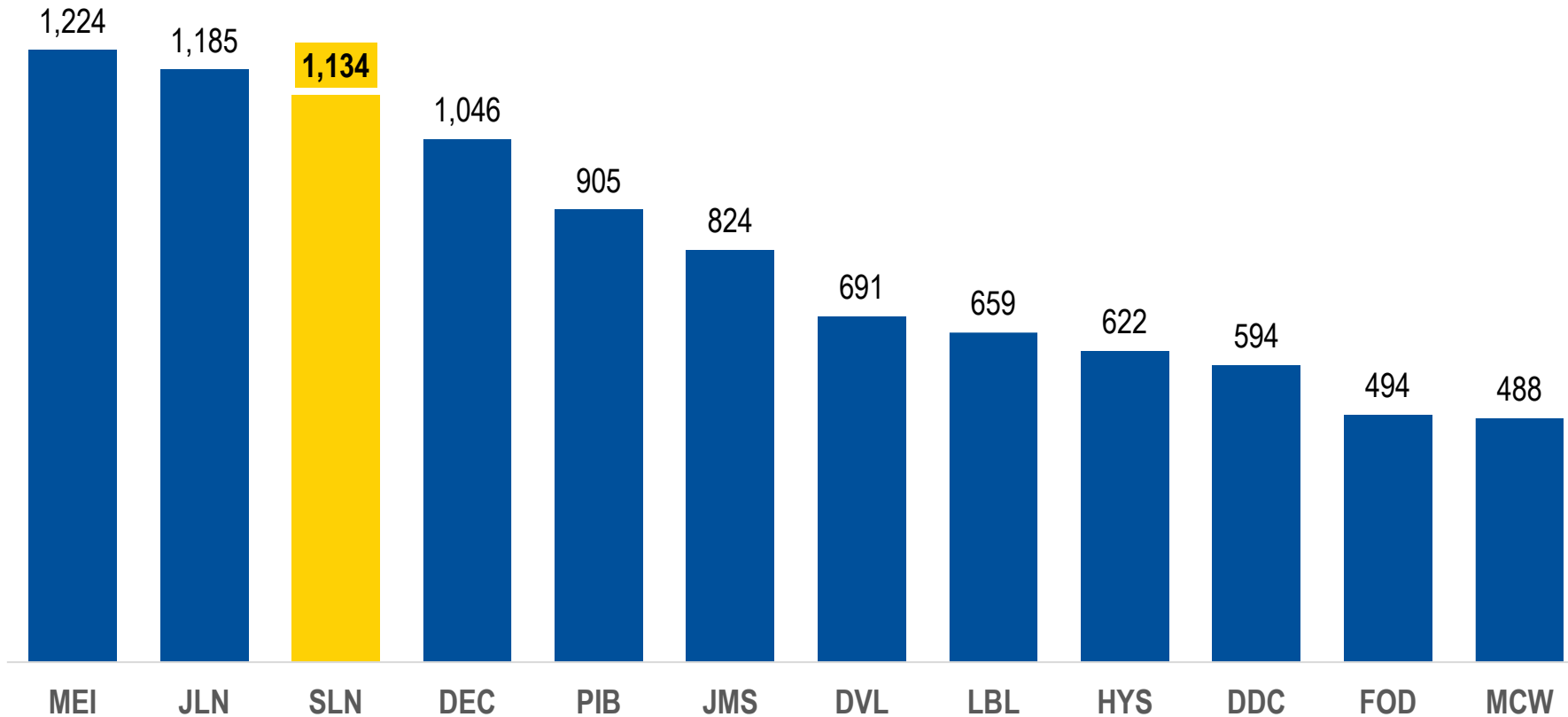
August 2023, July 2023, August 2022



SLN has the third most TSA screenings out of tagged markets for the tracking period

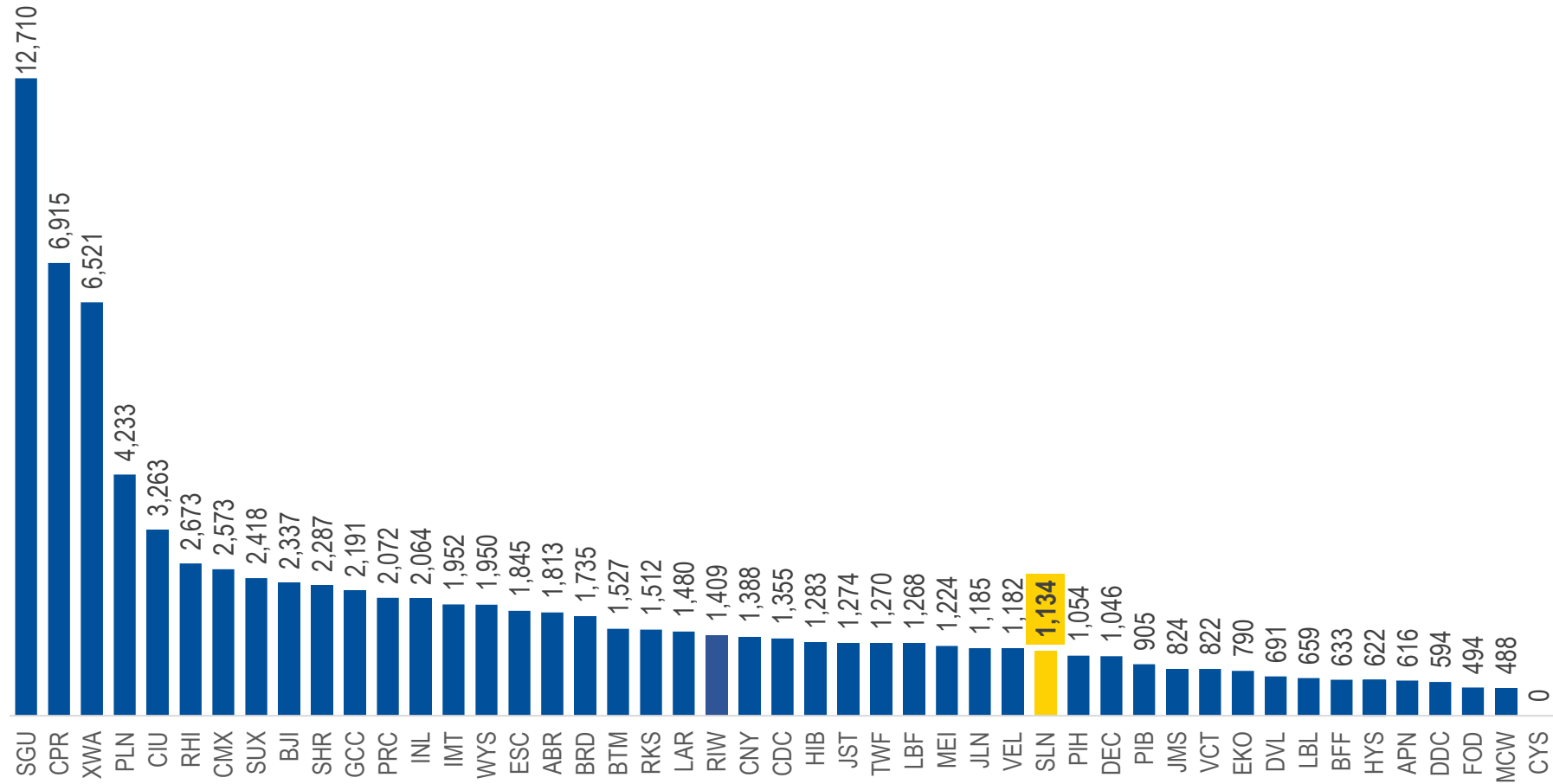
TSA Throughput in SkyWest Tagged Prorate Markets

August 06 through September 02, 2023 (Latest Four Weeks of Data)

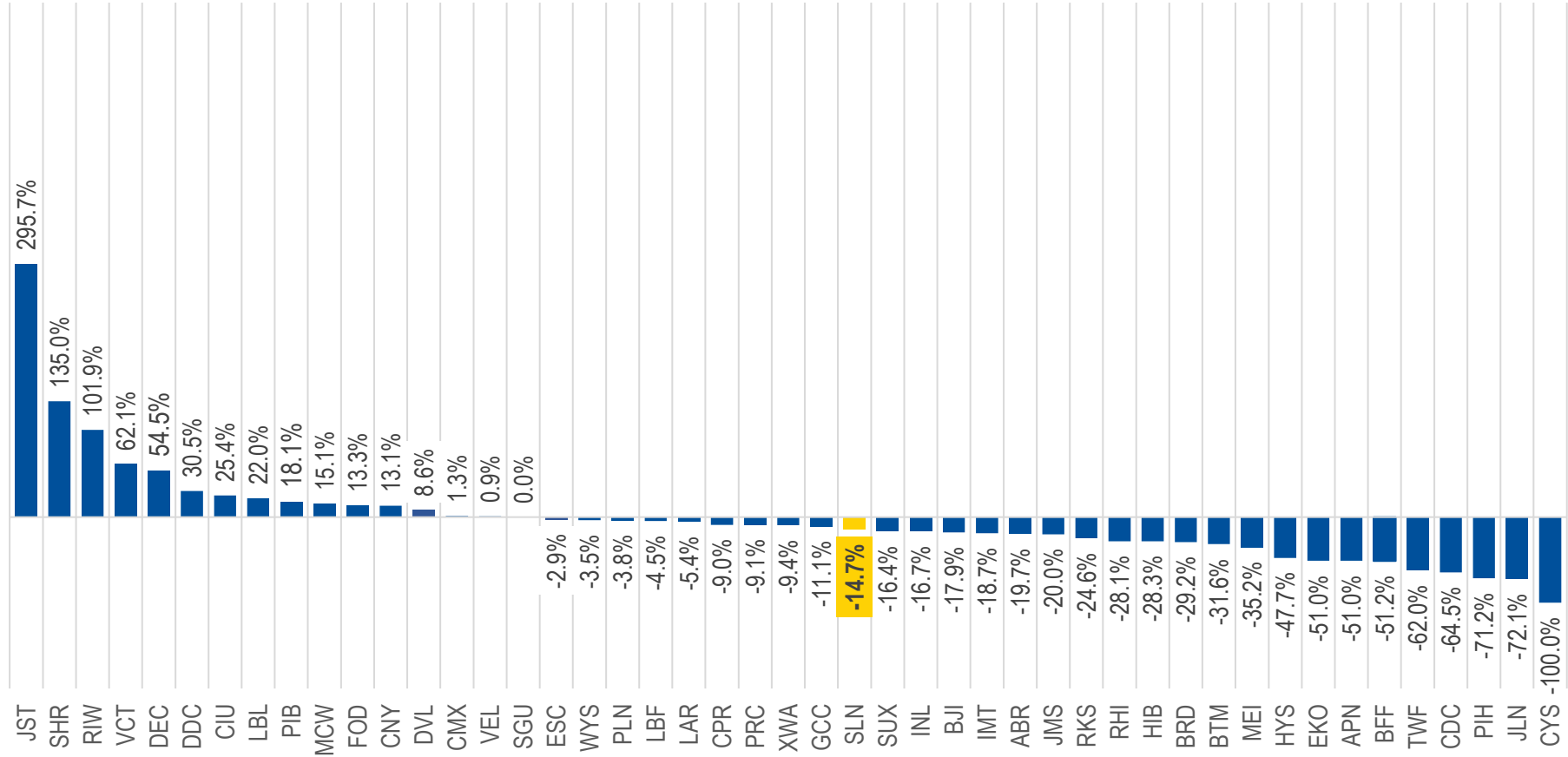


Viewed against all prorate markets in the four-week period shown, SLN recorded **1,134** TSA screenings, placing it **32nd** of the 47 prorate markets, or in the third quartile

TSA Throughput in SkyWest Prorate Markets
August 06 through September 02, 2023 (Latest Four Weeks of Data)



Change in TSA Throughput in SkyWest Prorate Markets
 August 06 through September 02, 2023 (Latest Four Weeks of Data) vs. Same Four Weeks in 2019

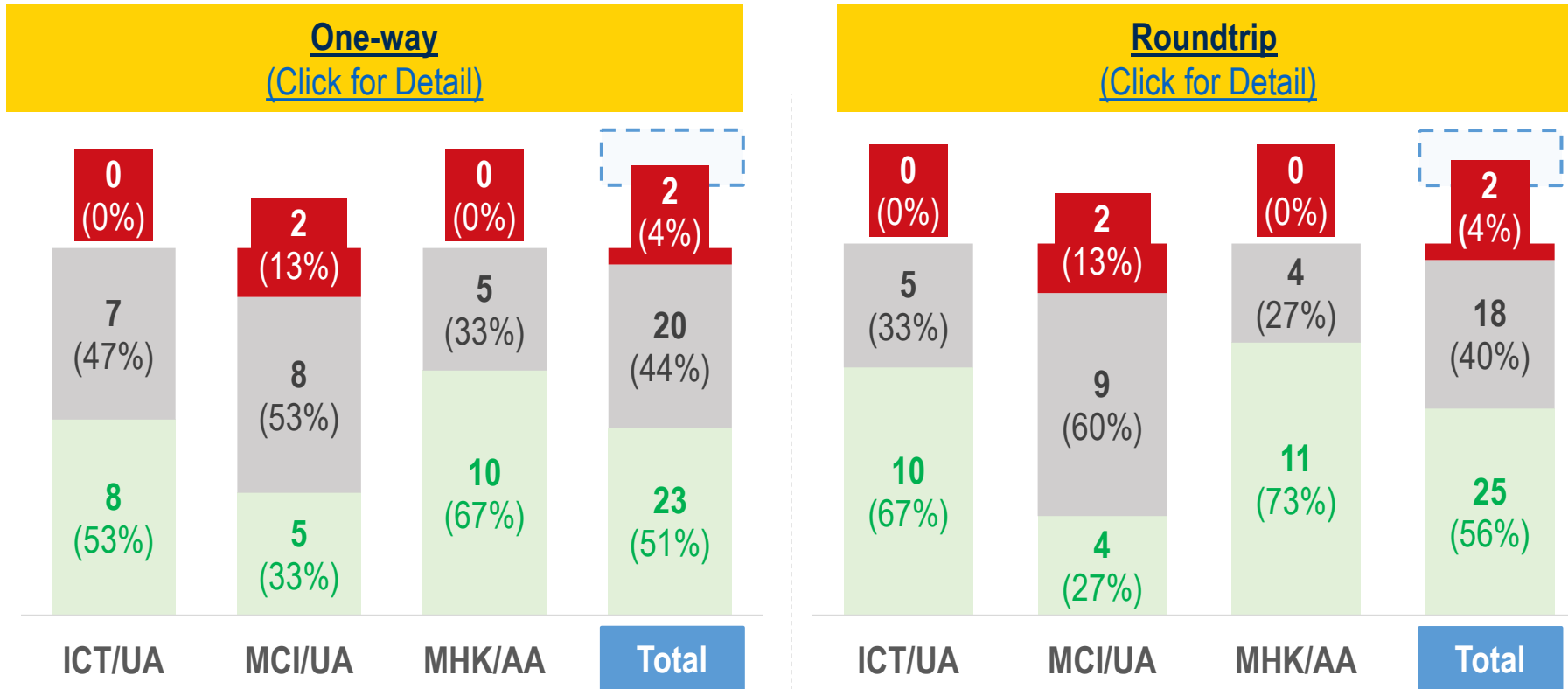


51% of the one-way fares and 56% of roundtrip fares were lower from SLN when compared to UA at ICT, MCI and AA at MHK

Top Market Fares Differential Summary

Comparisons to Wichita, Kansas City and Manhattan Airports

- Number of Fares Lower from SLN
- Number of Fares Within \$75 Each Way of SLN
- Number of Fares More than \$75 Each Way of SLN



\$180 roundtrip fares are available between SLN and DEN for 25 of the 30 days displayed in November

SLN to DEN Roundtrip Fare Calendar

November 2023 as of September 09, 2023

< Nov 1 - 30, 2023 >

Flexible calendar +/- 3-day matrix

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	31	1 from \$180 Lowest	2 from \$180 Lowest	3 from \$180 Lowest	4 from \$180 Lowest
5 from \$180 Lowest	6 from \$180 Lowest	7 from \$180 Lowest	8 from \$180 Lowest	9 from \$180 Lowest	10 from \$180 Lowest	11 from \$180 Lowest
12 from \$201	13 from \$180 Lowest	14 from \$180 Lowest	15 from \$180 Lowest	16 from \$180 Lowest	17 from \$180 Lowest	18 from \$180 Lowest
19 from \$180 Lowest	20 from \$180 Lowest	21 from \$180 Lowest	22 from \$230	23 from \$180 Lowest	24 from \$230	25 from \$230
26 from \$268	27 from \$180 Lowest	28 from \$180 Lowest	29 from \$180 Lowest	30 from \$180 Lowest	1	2

\$180 roundtrip fares are available between SLN and ORD for 11 of the 30 days displayed in November

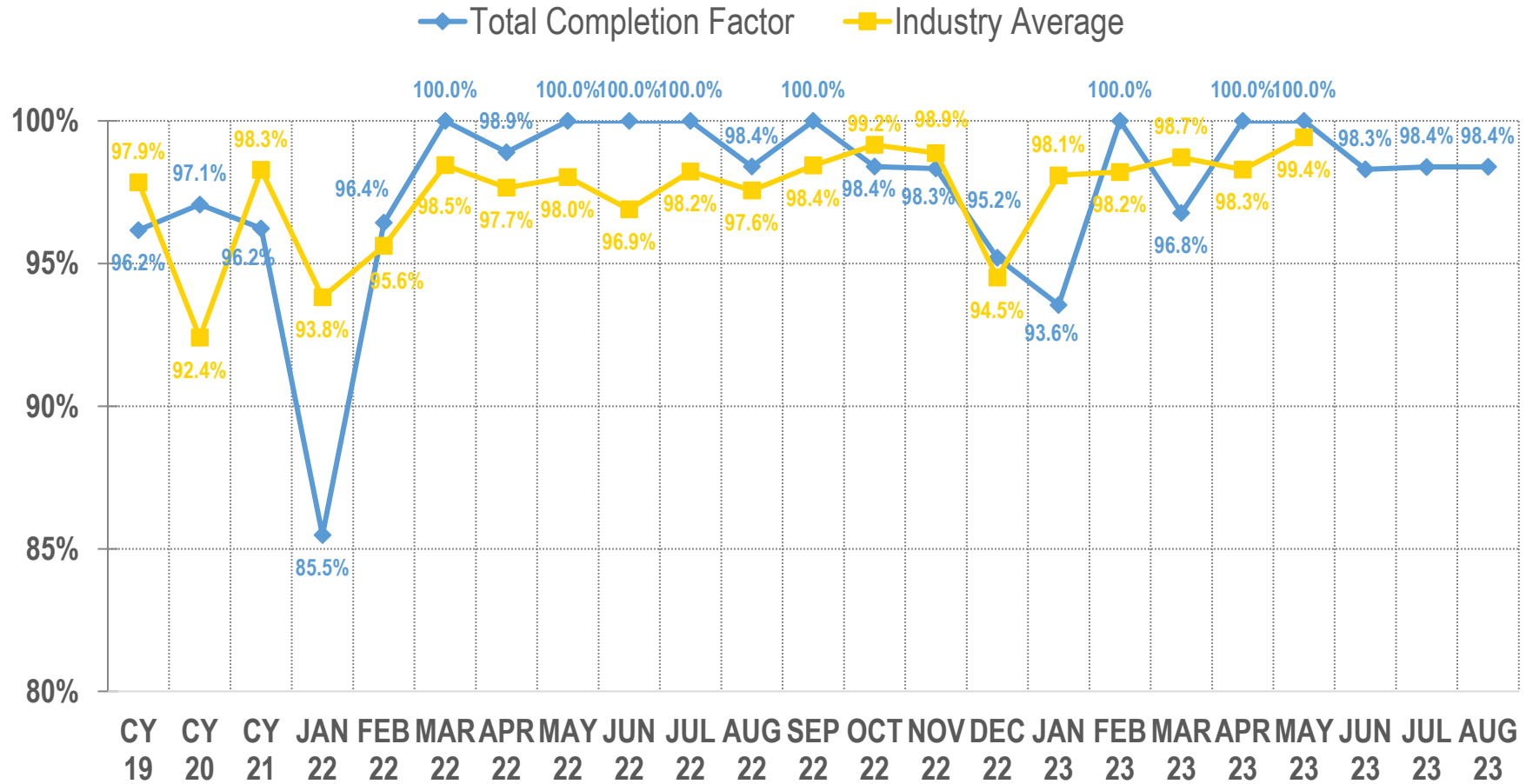
SLN to ORD Roundtrip Fare Calendar

November 2023 as of September 09, 2023

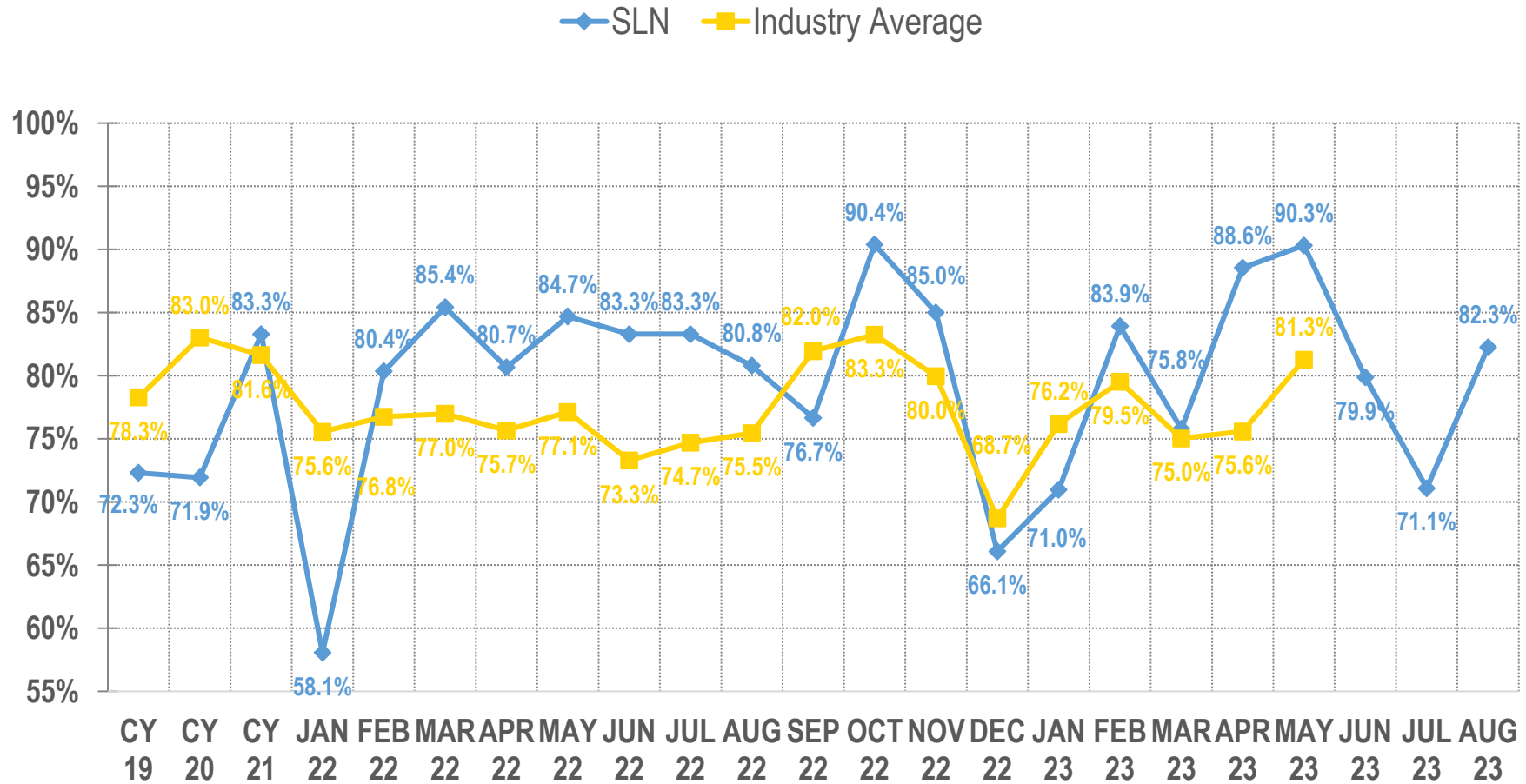
< Nov 1 - 30, 2023 >
Flexible calendar
+/- 3-day matrix

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	31	1 from \$180 Lowest	2 from \$201	3 from \$180 Lowest	4 from \$209
5 from \$180 Lowest	6 from \$238	7 from \$180 Lowest	8 from \$201	9 from \$180 Lowest	10 from \$201	11 from \$180 Lowest
12 from \$272	13 from \$218	14 from \$410	15 from \$625	16 from \$201	17 from \$223	18 from \$295
19 from \$410	20 from \$319	21 from \$308	22 from \$209	23 from \$180 Lowest	24 from \$180 Lowest	25 from \$272
26 from \$371	27 from \$243	28 from \$180 Lowest	29 from \$180 Lowest	30 from \$180 Lowest	1	2

Total Completion Factor (Including Weather) at SLN



On-Time Arrivals at SLN (within 14 Minutes)

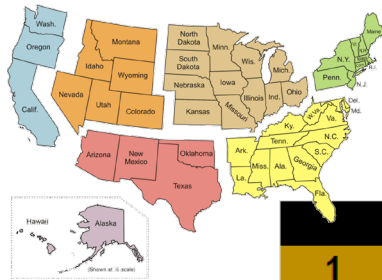


Detailed Market Review

Top Markets

Considering only connecting SLN traffic, the **Pacific** is the most flown-to region, accounting for 4 of 15 Top Markets, and 6% of its traffic

SLN Top 15 Markets August 2023

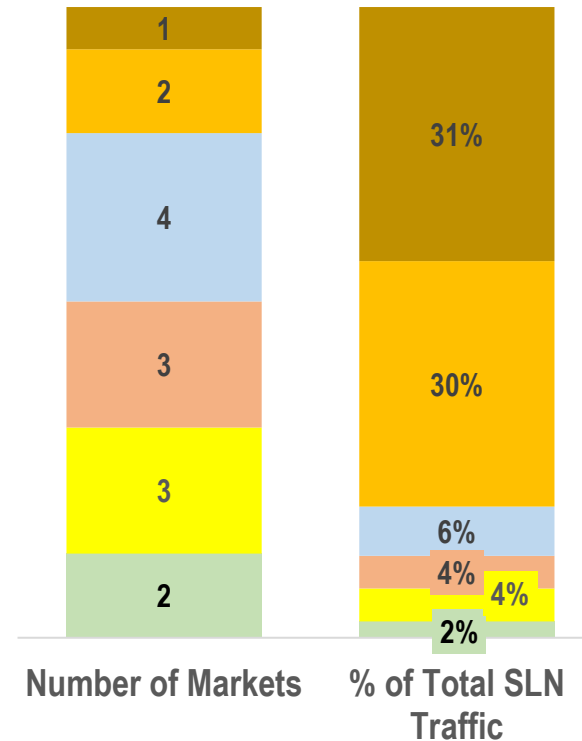


■ Northeast
■ Pacific

■ Southeast
■ Rockies

■ Southwest
■ Midwest

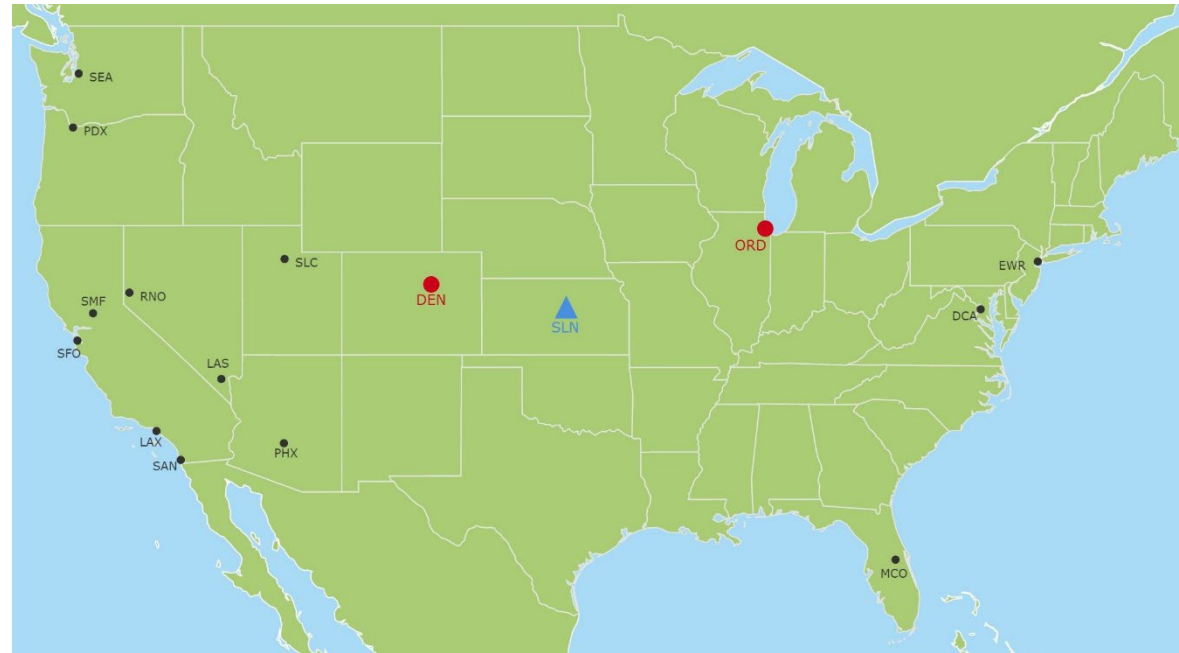
	MARKET	REGION	%
1	ORD	Midwest	31%
2	DEN	Rockies	29%
3	IAH	Southwest	2%
4	LAX	Pacific	2%
5	SFO	Pacific	2%
6	IAD	Southeast	2%
7	SLC	Rockies	1%
8	DCA	Southeast	1%
9	LGA	Northeast	1%
10	MCO	Southeast	1%
11	PHL	Northeast	1%
12	SEA	Pacific	1%
13	DFW	Southwest	1%
14	SAN	Pacific	1%
15	SAT	Southwest	1%



Salina Top 15 Markets
August 2021

- Ten of the Salina's Top 15 markets flowed to the west of the connecting market Denver, representing 19% of total Salina traffic; three flowed east of Chicago, representing 6% total traffic
- Four of Salina's west-flowing markets were in California, representing 8% of total traffic

Destination	Direction	%
ORD	-	24%
DEN	-	23%
LAX	West	3%
LAS	West	3%
DCA	East	3%
PHX	West	2%
SAN	West	2%
SEA	West	2%
MCO	East	2%
SMF	West	2%
PDX	West	2%
EWR	East	1%
SFO	West	1%
SLC	West	1%
RNO	West	1%



SLN Top Market one-way fares are on-par with Wichita (ICT), \$27 higher than Kansas City (MCI) and \$35 lower than Manhattan (MHK)

Comparison of One-Way SLN Top Market Fares to Competitor Airports to ICT, MCI and MHK Airports – For Travel Thursday, November 09, 2023

■ Fares Lower from SLN
 ■ Fares Within \$75 Each Way of SLN
 ■ Fares More than \$75 Each Way of SLN

	MARKET	SLN	ICT/UA	CHANGE	MCI/UA	CHANGE	MHK/AA	CHANGE
1	ORD	90	124	-34	97	-7	253	-163
2	DEN	90	93	-3	89	+1	176	-86
3	IAH	172	209	-37	137	+35	187	-15
4	LAX	234	194	+40	129	+105	224	+10
5	SFO	224	203	+21	183	+41	224	0
6	IAD	239	208	+31	185	+54	270	-31
7	SLC	199	163	+36	163	+36	214	-15
8	DCA	264	228	+36	193	+71	270	-6
9	LGA	233	188	+45	239	-6	229	+4
10	MCO	217	239	-22	187	+30	223	-6
11	PHL	264	269	-5	280	-16	339	-75
12	SEA	154	176	-22	109	+45	236	-82
13	DFW	184	258	-74	227	-43	253	-69
14	SAN	224	194	+30	120	+104	224	0
15	SAT	187	230	-43	229	-42	176	+11
	Average	198	198	0	171	+27	233	-35

[Click to return to Differential Overview \(Page 7\)](#)

SLN Top Market Roundtrip fares are on average \$22 lower than Wichita (ICT), \$51 higher than Kansas City (MCI) and \$57 lower than Manhattan (MHK)

Comparison of Roundtrip SLN Top Market Fares to Competitor Airports to ICT, MCI and MHK Airports – For Travel Thursday, November 09 returning Thursday, November 16, 2023

■ Fares Lower from SLN
 ■ Fares Within \$75 Each Way of SLN
 ■ Fares More than \$75 Each Way of SLN

	MARKET	SLN	ICT/UA	CHANGE	MCI/UA	CHANGE	MHK/AA	CHANGE
1	ORD	180	208	-28	194	-14	415	-235
2	DEN	180	186	-6	198	-18	351	-171
3	IAH	388	382	+6	386	+2	373	+15
4	LAX	428	387	+41	257	+171	447	-19
5	SFO	456	503	-47	366	+90	447	+9
6	IAD	416	504	-88	327	+89	539	-123
7	SLC	386	442	-56	346	+40	407	-21
8	DCA	471	540	-69	336	+135	539	-68
9	LGA	441	400	+41	423	+18	457	-16
10	MCO	425	430	-5	374	+51	445	-20
11	PHL	614	537	+77	504	+110	525	+89
12	SEA	372	374	-2	244	+128	471	-99
13	DFW	317	477	-160	475	-158	415	-98
14	SAN	446	387	+59	239	+207	565	-119
15	SAT	366	459	-93	457	-91	351	+15
	Average	392	414	-22	342	51	450	-57

[Click to return to Differential Overview \(Page 7\)](#)

When comparing the pricing against ALL carriers, SLN Top Market one-way fares are on average \$40 higher than Wichita (ICT) and \$87 higher than Kansas City (MCI)

Comparison of One-Way SLN Top Market Fares to Competitor Airports to ICT and MCI Airports – For Travel Thursday, November 09, 2023

■ Fares Lower from SLN

■ Fares Within \$75 Each Way of SLN

■ Fares More than \$75 Each Way of SLN

	MARKET	SLN
1	ORD/MDW	90
2	DEN	90
3	IAH/HOU	172
4	LAX	234
5	SFO	224
6	IAD	239
7	SLC	199
8	DCA	264
9	LGA	233
10	MCO/SFB	217
11	PHL	264
12	SEA	154
13	DFW/DAL	184
14	SAN	224
15	SAT	187
	Average	198

ICT Lowest Available Fare	Carrier	CHANGE
104	Southwest	-14
93	United	-3
104	Southwest	+68
194	United	+40
203	United	+21
208	United	+31
163	United	+36
194	Delta	+70
188	United	+45
169	Southwest	+48
194	Southwest	+70
109	Delta	+45
114	Southwest	+70
194	United	+30
147	Southwest	+40
159	-	+40

MCI Lowest Available Fare	Carrier	CHANGE
97	United	-7
58	Frontier	+32
130	Frontier	+42
74	Spirit	+160
183	United	+41
143	Delta	+96
102	Spirit	+97
133	Southwest	+131
89	Delta	+144
90	Spirit	+127
124	Frontier	+140
119	Alaska	+35
89	Southwest	+95
97	Spirit	+127
137	Spirit	+50
111	-	+87

When comparing the pricing against ALL carriers, SLN Top Market roundtrip fares are on average \$68 higher than Wichita (ICT) and \$157 higher than Kansas City (MCI)

Comparison of Roundtrip SLN Top Market Fares to Competitor Airports to ICT and MCI Airports – For Travel Thursday, November 09 returning Thursday, November 16, 2023

■ Fares Lower from SLN
 ■ Fares Within \$75 Each Way of SLN
 ■ Fares More than \$75 Each Way of SLN

	MARKET	SLN
1	ORD/MDW	180
2	DEN	180
3	IAH/HOU	388
4	LAX	428
5	SFO	456
6	IAD	416
7	SLC	386
8	DCA	471
9	LGA	441
10	MCO/SFB	425
11	PHL	614
12	SEA	372
13	DFW/DAL	317
14	SAN	446
15	SAT	366
	Average	392

ICT Lowest Available Fare	Carrier	CHANGE
198	Southwest	-18
186	United	-6
198	Southwest	+190
387	United	+41
406	Southwest	+50
493	American	-77
326	Southwest	+60
388	Southwest	+83
376	Southwest	+65
338	Southwest	+87
388	Southwest	+226
278	Alaska	+94
228	Southwest	+89
387	United	+59
294	Southwest	+72
325	-	+68

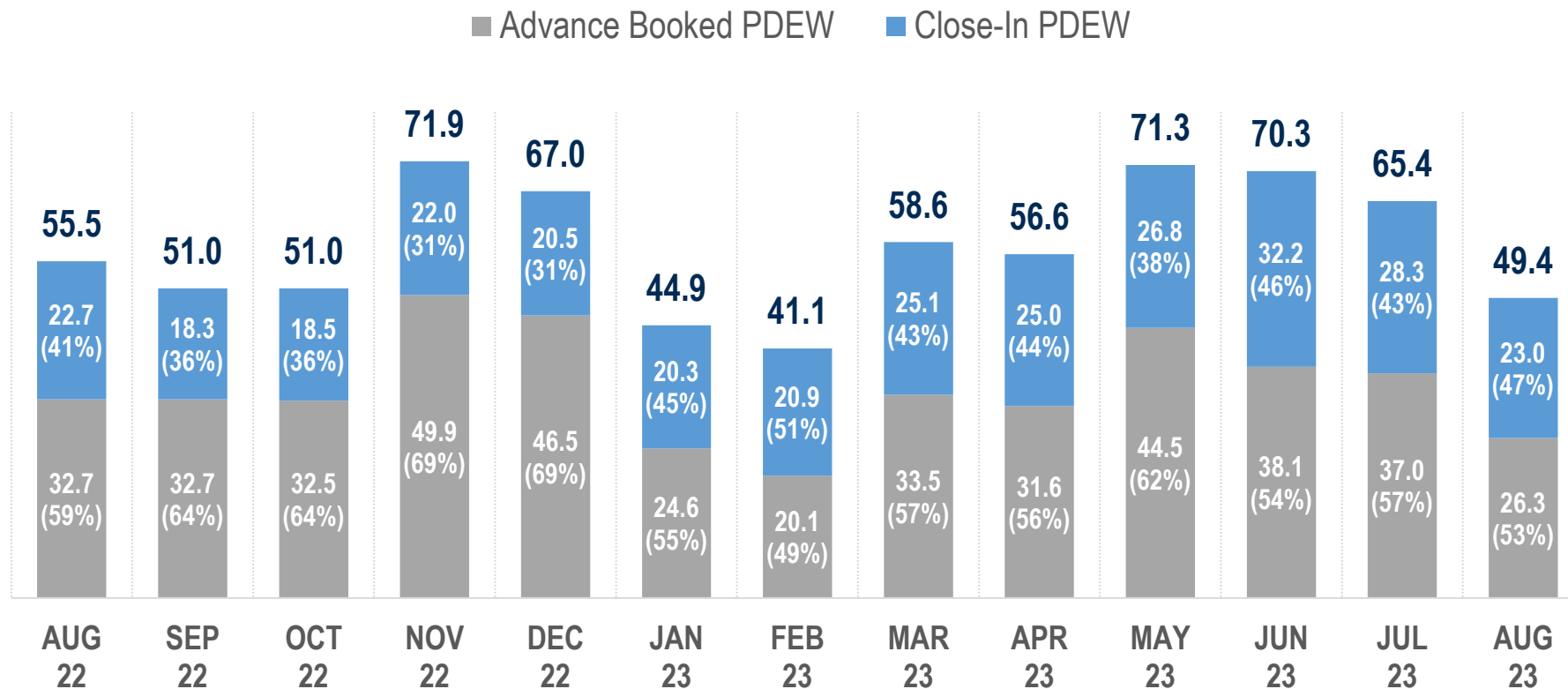
MCI Lowest Available Fare	Carrier	CHANGE
194	United	-14
112	Frontier	+68
208	Frontier	+180
171	Spirit	+257
366	United	+90
285	Delta	+131
326	Southwest	+60
225	JetBlue	+246
138	Delta	+303
205	Spirit	+220
387	United	+227
238	Delta	+134
178	Southwest	+139
239	United	+207
266	Southwest	+100
236	-	+157

Business bookings, as defined by those purchased within 21 days in advance of departure, made up 47% of total bookings in August

Advanced and Close-In Bookings at SLN

August 2022 to August 2023

→ At 47%, the August 2023 business demand was up 6 points on a year/year basis at SLN

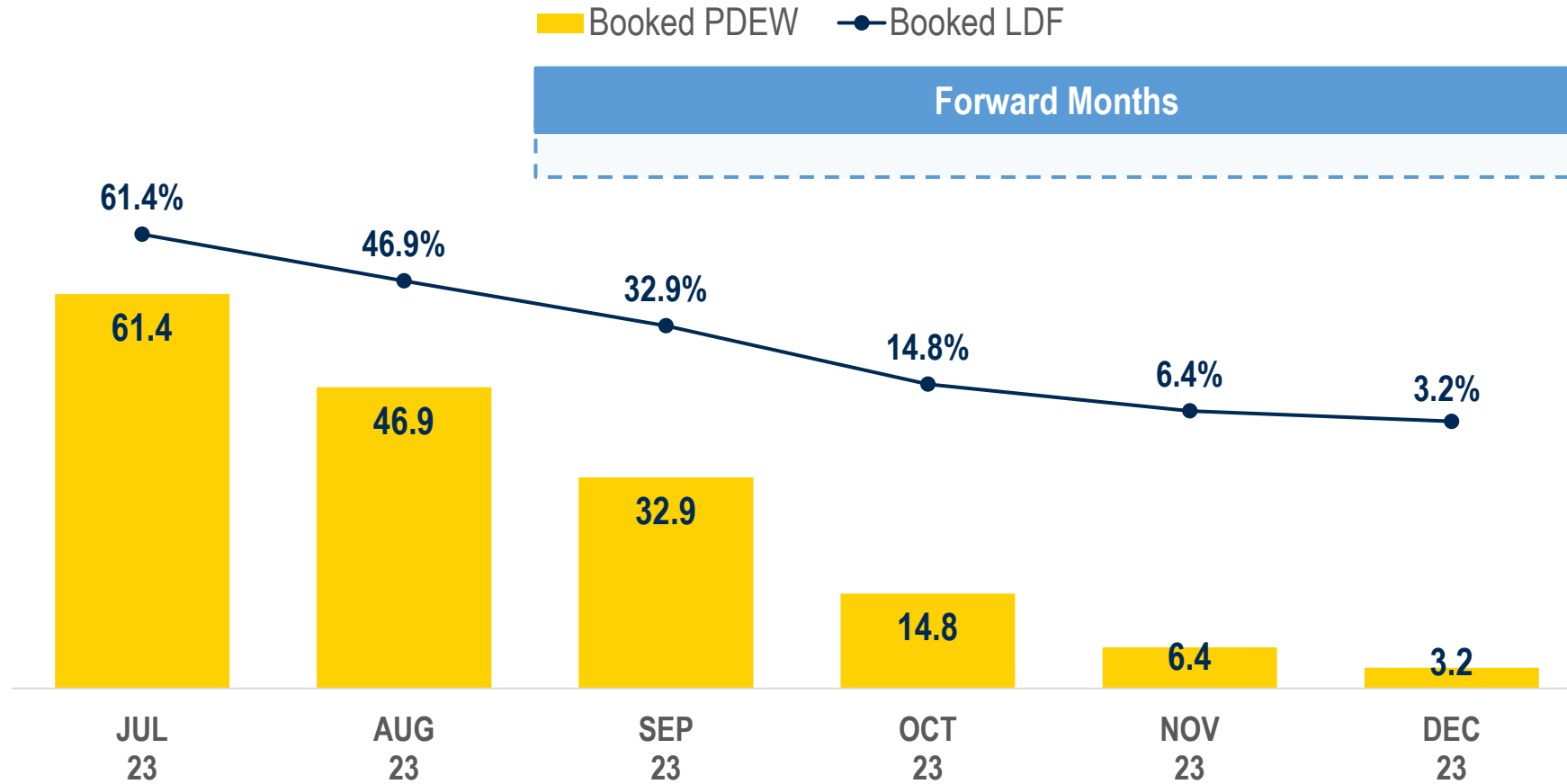


Bookings

33% of all seats have been sold for September, as of September 8th. For comparison, on August 3rd - 33% of all seats were also sold for August

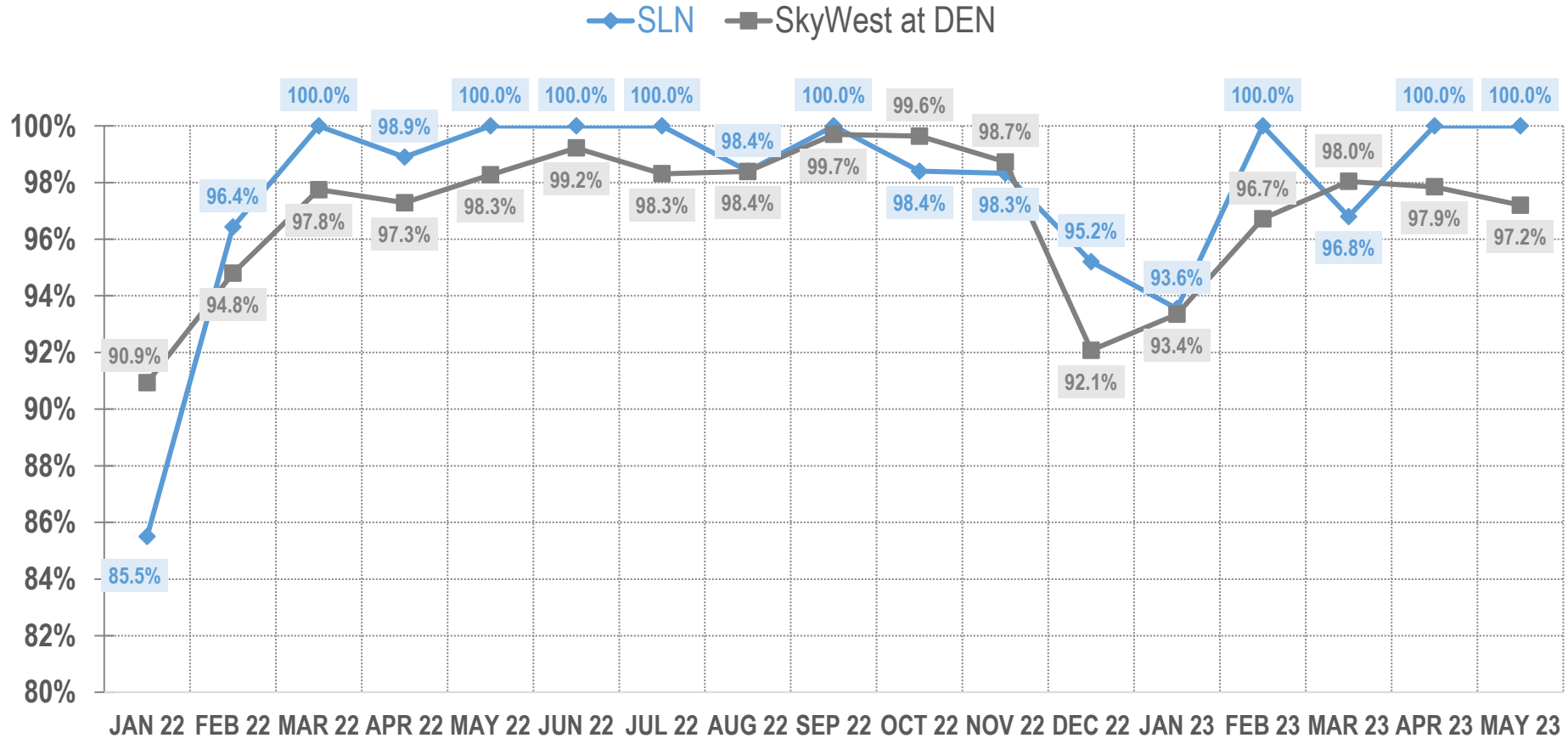
Booked Passengers and Load Factor at SLN

July 2023 to December 2023



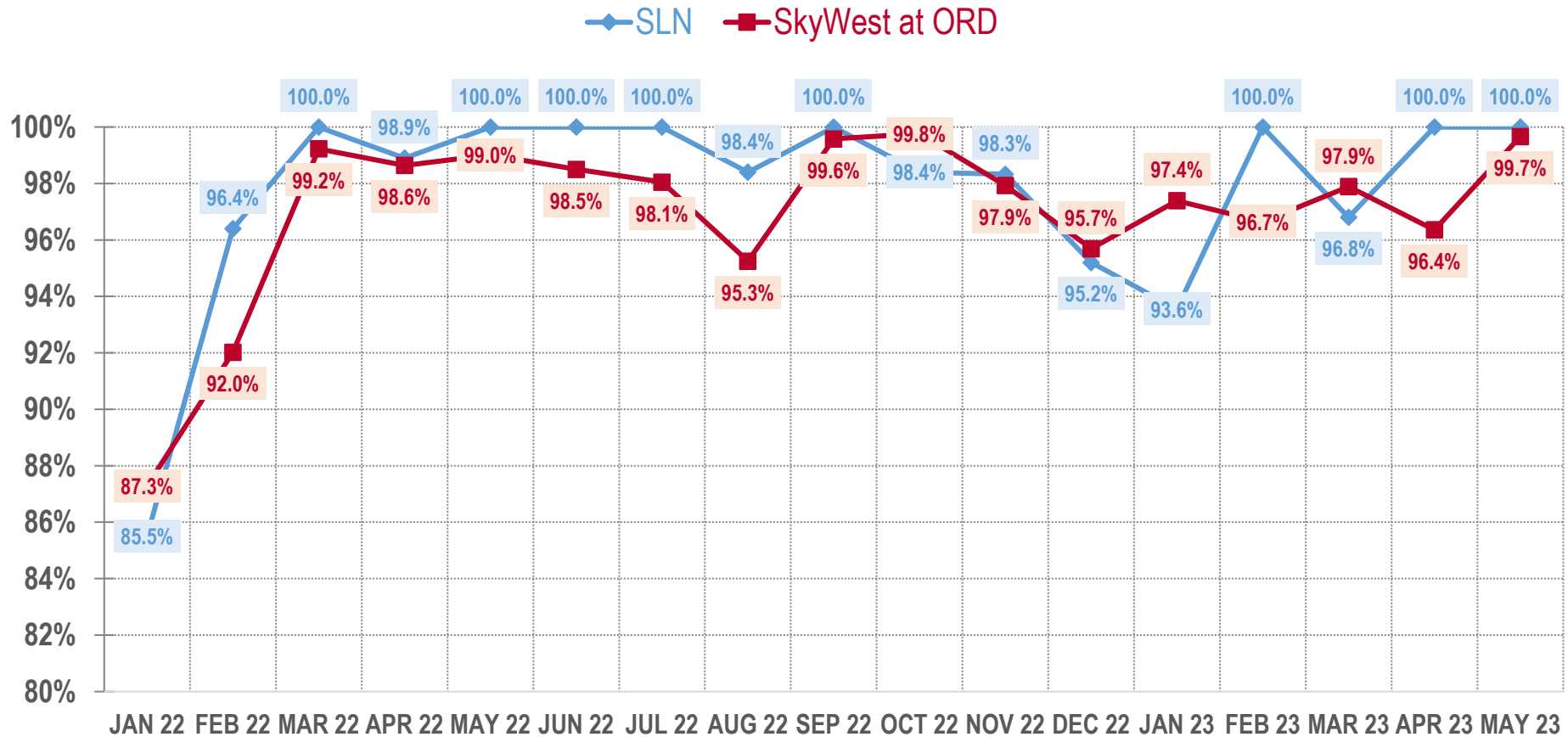
For May – the last comparable month – SLN finished 2.8 points above SkyWest at Denver for Total Completion Factor

Total Completion Factor
SLN vs. SkyWest at DEN



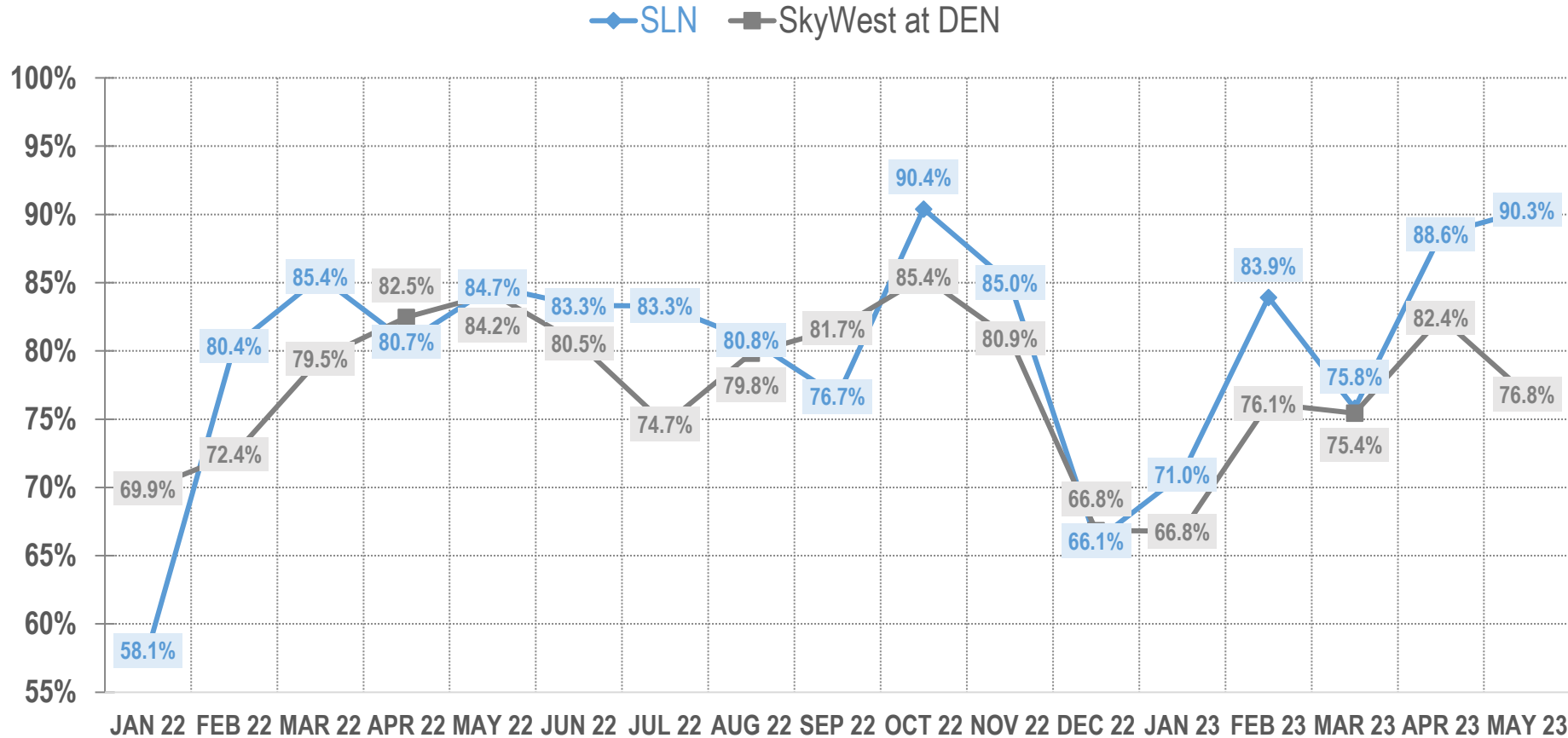
The SLN completion rate was 0.3 points higher than SkyWest at ORD

Total Completion Factor
SLN vs. SkyWest at ORD



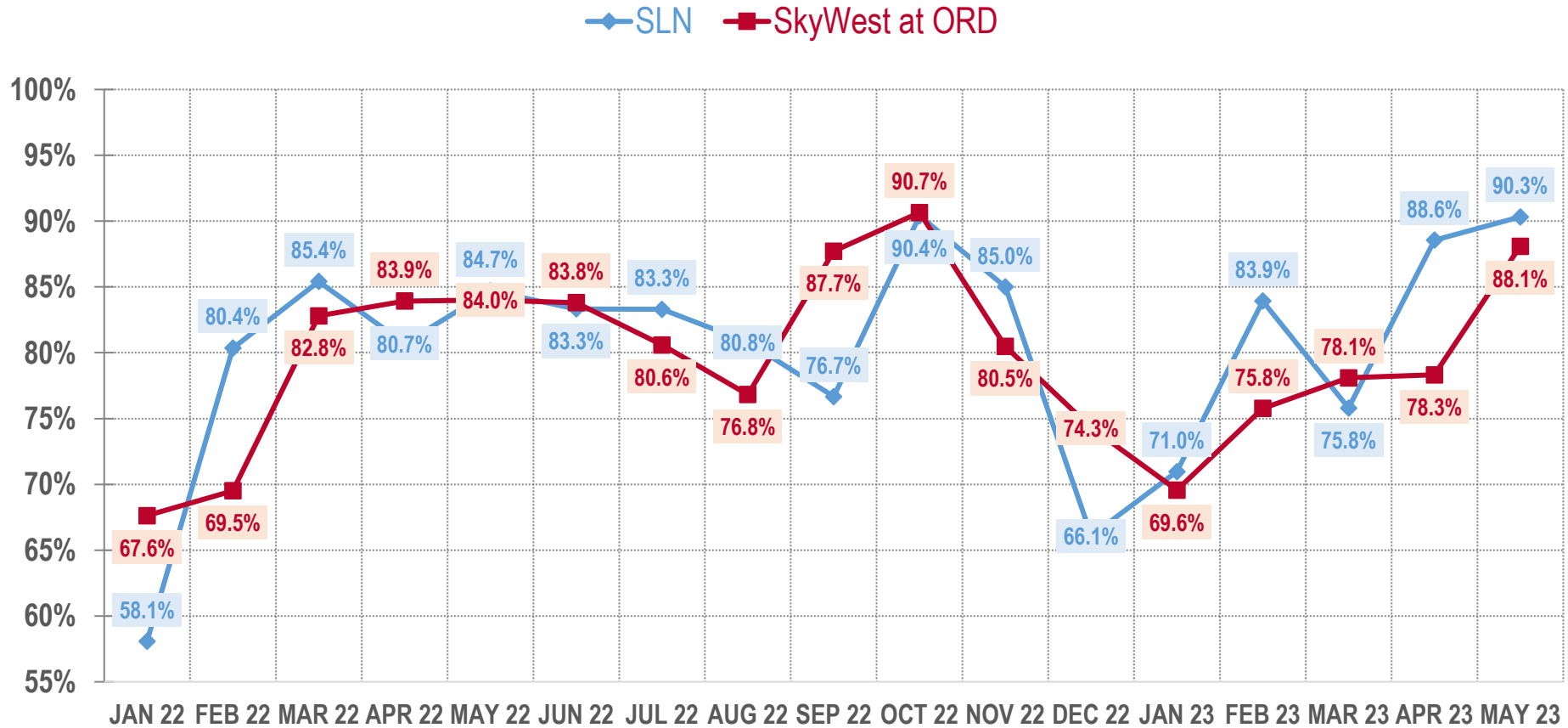
In May – the last comparable month – SLN’s On-Time Arrival percentage was 13.5 points higher than SkyWest at DEN

On-Time Arrivals (% Within 14 Minutes)
SLN vs. SkyWest at DEN



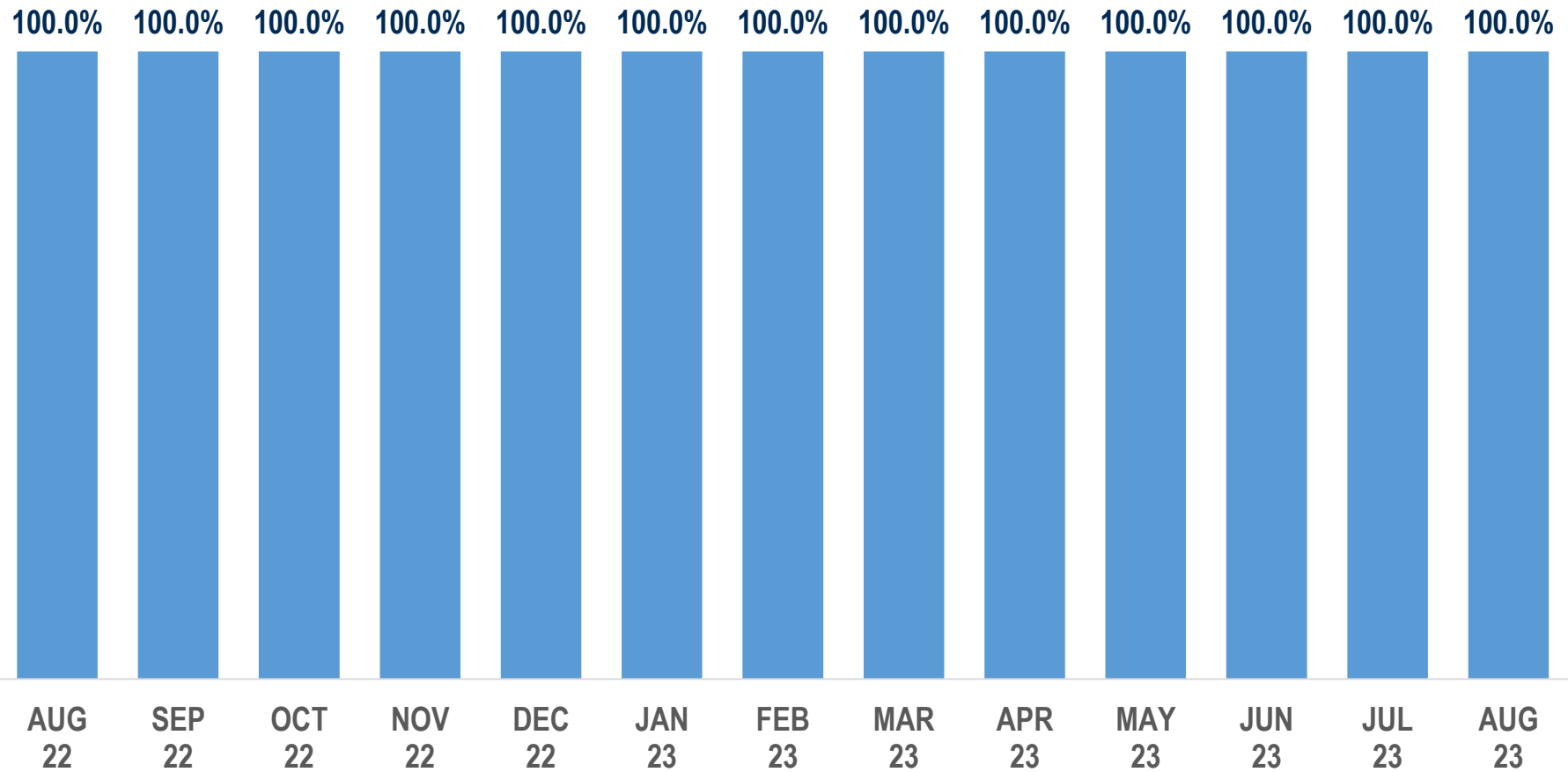
SLN's On-Time Arrival percentage was 2.2 points higher than SkyWest at ORD

On-Time Arrivals (% Within 14 Minutes)
SLN vs. SkyWest at ORD



SLN Controllable Completion Factor

August 2022 – August 2023





AUGUST 2023

FINANCIAL STATEMENTS

AUGUST 2023

FINANCIAL STATEMENTS

Moody's Credit Opinion -
Salina Airport Authority, KS /
8 May 2023

Salina Airport Authority

Statement of Net Position Prev Year Comparison

09/15/2023

As of August 31, 2023

	<u>Aug 31, 23</u>	<u>Jul 31, 23</u>	<u>\$ Change</u>	<u>Aug 31, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	12,495,680	14,194,036	-1,698,356	4,796,690	7,698,990	161%
Total Accounts Receivable	46,980	93,287	-46,307	43,852	3,128	7%
Total Other Current Assets	1,125,876	1,177,648	-51,772	1,468,007	-342,131	-23%
Total Current Assets	13,668,536	15,464,971	-1,796,435	6,308,549	7,359,987	117%
Total Fixed Assets	48,815,619	48,431,475	384,144	44,660,041	4,155,578	9%
Total Other Assets	4,157,749	4,157,749	0	4,416,660	-258,911	-6%
TOTAL ASSETS	<u>66,641,904</u>	<u>68,054,195</u>	<u>-1,412,291</u>	<u>55,385,250</u>	<u>11,256,654</u>	<u>20%</u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	3,612,935	3,543,678	69,257	3,327,725	285,210	9%
Total Long Term Liabilities	36,010,420	37,720,420	-1,710,000	28,265,160	7,745,260	27%
Total Liabilities	39,623,355	41,264,098	-1,640,743	31,592,885	8,030,470	25%
Total Equity	27,018,550	26,790,095	228,455	23,792,366	3,226,184	14%
TOTAL LIABILITIES & EQUITY	<u>66,641,905</u>	<u>68,054,193</u>	<u>-1,412,288</u>	<u>55,385,251</u>	<u>11,256,654</u>	<u>20%</u>

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

9:39 AM
 09/15/2023
 Accrual Basis

	<u>Jan - Aug 23</u>	<u>Jan - Aug 22</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Total Airfield revenue	872,411	835,267	37,144	4%
Total Building and land rent	1,210,415	1,158,928	51,487	4%
Total Other revenue	71,639	98,039	-26,400	-27%
Total Income	<u>2,155,029</u>	<u>2,092,234</u>	<u>62,795</u>	<u>3%</u>
Gross Income	2,155,029	2,092,234	62,795	3%
Expense				
Total Administrative expenses	1,273,788	1,236,131	37,657	3%
Total Maintenance expenses	689,294	731,810	-42,516	-6%
Total Expense	<u>1,963,646</u>	<u>1,967,941</u>	<u>-4,295</u>	<u>-0%</u>
Net Ordinary Income	191,383	124,293	67,090	54%
Other Income/Expense				
Total Other Income	<u>2,736,122</u>	<u>3,149,792</u>	<u>-413,670</u>	<u>-13%</u>
Total Other Expense	<u>2,518,000</u>	<u>2,403,584</u>	<u>114,416</u>	<u>5%</u>
Net Other Income	<u>218,122</u>	<u>746,208</u>	<u>-528,086</u>	<u>-71%</u>
Net Income	<u><u>409,505</u></u>	<u><u>870,501</u></u>	<u><u>-460,996</u></u>	<u><u>-53%</u></u>

Salina Airport Authority Capital Additions Budget vs. Actual

As of August 31, 2023

9:58 AM

09/15/2023

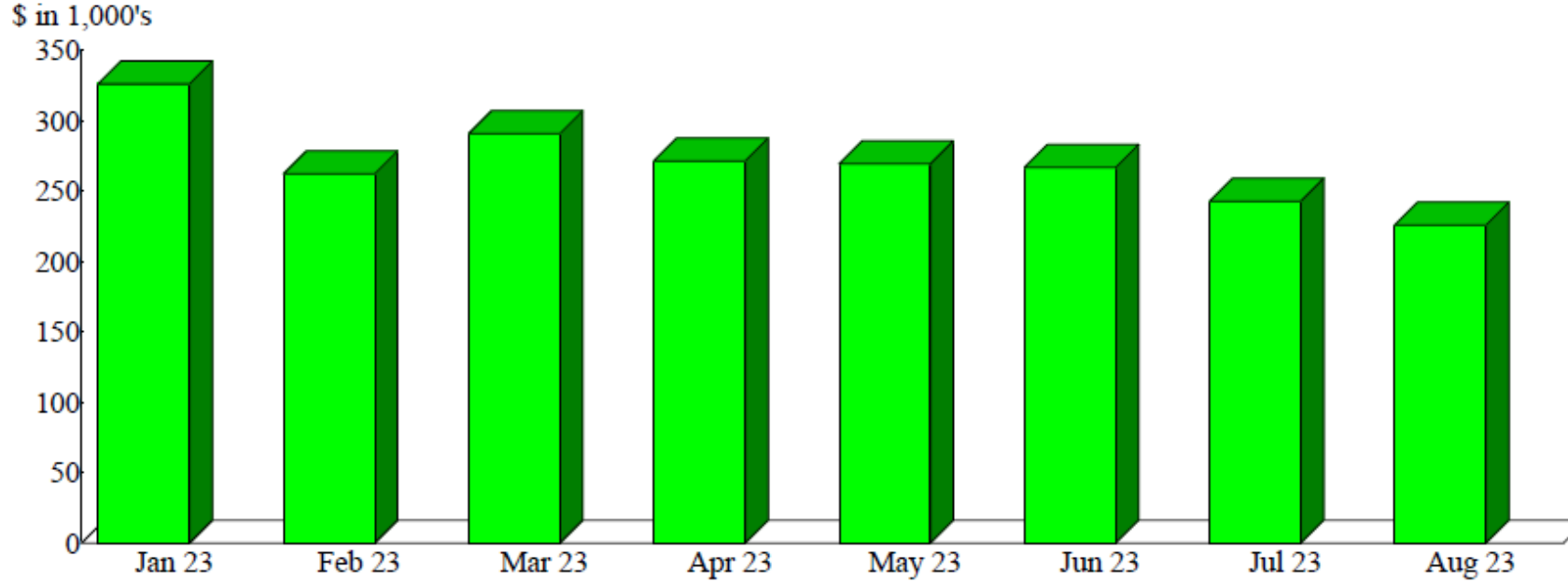
Accrual Basis

	<u>Aug 23</u>	<u>Jan - Aug 23</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	2,995	678,703	14,580,804	-13,902,101	5%
Total Buildings & Improvements	631,149	1,517,425	5,325,000	-3,807,575	28%
Total Equipment	0	11,855	147,500	-135,645	8%
Total Land	0	1,955	35,000	-33,045	6%
Total Fixed assets at cost	<u>634,144</u>	<u>2,209,938</u>	<u>20,088,304</u>	<u>-17,878,366</u>	<u>11%</u>

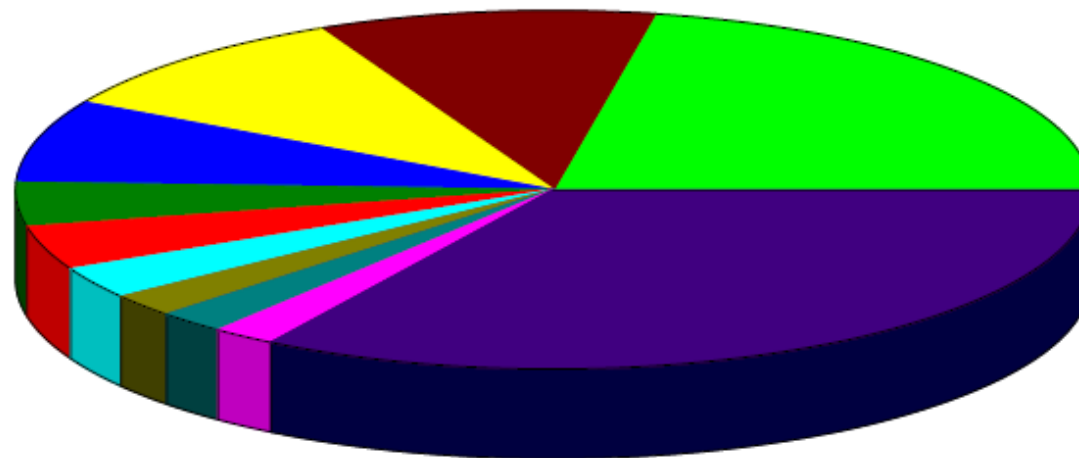
By Customer

Sales by Month
January through August 2023

Dollar Sales



Sales Summary
January through August 2023

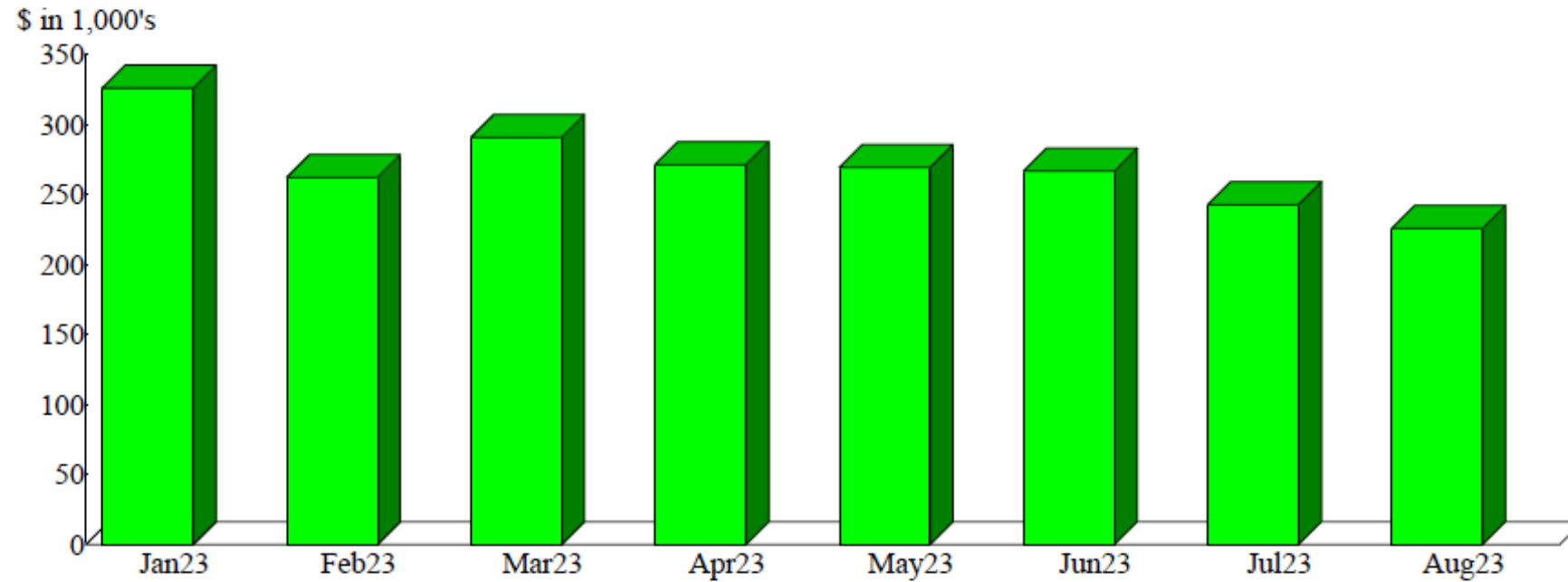


1 Vision Aviation, PLLC	22.09%
Avflight Salina	10.27
Kansas Erosion Products, LLC.	9.75
Stryten Salina, LLC	7.48
K-State Salina	4.09
Universal Forest Products (UFP)	4.01
SFC Global Supply Chain	2.91
SkyWest Airlines, Inc.	2.10
Durham School Service, L.P.	2.08
Gartner Refrigeration, Inc.	1.95
Other	33.27
Total	\$2,154,584.99

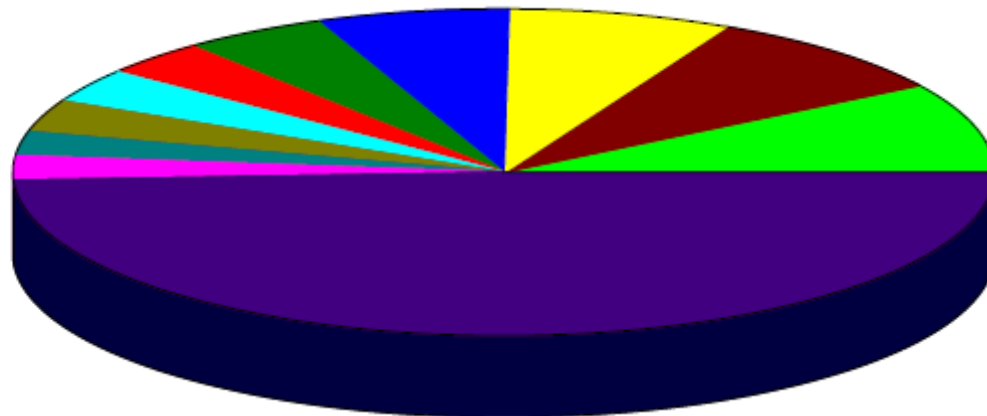
By Item

Sales by Month
January through August 2023

Dollar Sales



Sales Summary
January through August 2023



H-00959-1 (Hangar Facility H959 - 2044 S	9.00%
H-0606-3 (Hangar 606, 2630 Arnold Court	8.60
B-01021 (Building #1021 located at 3600	7.32
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.52
FFF-Avflight Salina (Fuel Flowage Fee @	4.93
B-00620-1 (Building #620 (30,000 SF) an	3.54
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.36
Insurance(CP) (Insurance Reimbursement)	3.33
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.48
Utility Reimbursement (Utility Reimburse	2.43
Other	48.47
Total	\$2,154,584.99

Consideration of a request from the Salina Area Chamber of Commerce

HOME

VISIT SALINA

COMMUNITY INFO

GET INVOLVED

MEMBERSHIP

ECONOMIC D

To participate in a process to renew Salina community growth vision and goals

Tim Rogers A.A.E.

Renee Duxler

- ★ Safety
- ★ Trust
- ★ Adaptability
- ★ Rooted in Community
- ★ [Success](#)



Renee Duxler

President/CEO

Salina Area Chamber of Commerce
Community Strategic Planning Proposal

Community Overview

Over the last five years, Salina and Saline County have experienced significant growth. We have seen over \$1 billion invested in both public and private infrastructure projects. We have also seen well over \$300 million currently in the pipeline for continued development. As increased demand for goods and services in the area has resulted in growth, we anticipate that within the next five years. We've also experienced historical wage growth of 20 percent from \$17.32/hour in 2018 to \$20.66/hour in 2022. Major projects in downtown, the Kanvas mural project, the AIM Center of Excellence, and others are contributing to the health and growth of our community.

Despite our economic growth, low cost of living, and premium quality of life, we continue to struggle with workforce development. Critical housing and retention and attraction efforts, and Salina continues to lag behind in the market. Collaborative efforts among community stakeholders, including the Airport Authority, Salina Community Economic Development Organization, and the Chamber of Commerce have made substantial progress in addressing barriers. But we still struggle to retain and attract talent at levels that we've never been able to before. We need our playbook and understand what might be continuing to hold us back.

Current Crossroads

The Imagine Salina strategic plan and campaign outlined a plan of action for the Chamber of Commerce in addressing workforce development, as well as business development. As our five-year campaign ends in 2023, the Chamber is also re-evaluating our development efforts continue to look like for our organization. The campaign has been strengthening community marketing efforts, building relationships between community stakeholders, secondary schools and employers, participating in advocacy for housing, growing entrepreneurial support and infrastructure, and providing resources to area employers. Despite this progress, we know we need to do more.

Chamber leadership and board members have decided that we're not just a capital campaign, but we do recognize the need to once again take a step back and evaluate our deficiencies in order to evaluate where the Chamber can best provide support for economic development and community health. If we are asking our partners, stakeholders, and community in economic and workforce development, we want to be positioned to help.

Our Proposal

The Salina Area Chamber of Commerce executive team has researched and identified ways to facilitate community strategic planning. Their proposal is attached.

Sevenfold was ultimately chosen because we are interested in being bold and innovative with how we address this process, and we felt this group will help us in being both visionary and realistic with actionable goals and objectives.

We felt it was crucial to include the community and our partners in this strategic planning for a number of reasons:

- The Chamber doesn't want to duplicate efforts in the community. If we can enhance or support work we will, but our desire is to see what gaps might exist for economic and workforce development and then focus on addressing those. We hope this process also helps us see if other duplication efforts exist in our community, and how we can further facilitate collaborations and partnerships.
- We received a very clear mandate from our membership (via survey in January 2023) that they would like to see us continue with our community marketing efforts. As we continue to develop our marketing strategy, it's important for us to get community partner and stakeholder input.
- There is no one silver bullet when it comes to increasing workforce. We know that attracting workers is a part of the solution, but we also need to do better at both retaining talent as well as re-engaging those in our community who are not currently participating in our labor force. We want to investigate where there are further opportunities to partner with schools and non-profit organizations in order to keep people here and in the workforce.
- As our community and our partners invest money in economic and workforce development in Salina and Saline County, we want to ensure we're utilizing that investment as effectively as possible. We think this deserves introspection as to if we're structuring our efforts that creates the best return on those dollars.
- Aside from growing our population, what are our goals for our community? What do we want to see in Salina and the area for our kids and our grandchildren? As community leaders, it's a position to plant seeds today that create quality of life and prosperity for the future. It's important to truly consider those questions as a community and as partners when planning the work we are doing right now.

The cost of this effort will be \$42,000. The Chamber has secured \$5,000 from the Greater Salina Community Foundation for this effort, and we will be investing \$10,000 from our organization.

While we will be seeking input from a number of organizations and leaders in our community, we see the following five partners as being integral in the process:

- City of Salina
- Saline County
- Salina Airport Authority
- Salina Community Economic Development Organization
- Downtown Salina

Engagement of partners not only includes staff leadership, but also governing body and volunteer board input. Since these partners will be crucial in the conversations we'll be having, as well as will undoubtedly benefit from the information and outcomes, then we are asking that each partner contribute toward the remaining balance of \$27,000 by investing \$5,400 each toward the effort.

We are excited about moving this work forward, and about what the potential results could truly mean for our continued success as a community. We're committed to a process that utilizes data and information that will help us be creative and visionary in tackling our challenges as a community. We'd love to have you join us!



OPTION 1 : COMMUNITY CHOICES

A campaign focused on capturing voices of the community and making high-level choices about a future and a strategy for the community.

1. START SMART

Introductory meeting and design brief to set direction and clarity for future work.

- A 3-hour group discussion with the Salina Area Chamber of Commerce's team, establishing a foundation of understanding how to navigate strategic work.
- Provide an overview of our process and the principles on which it is based.
- Capture initial conclusions in a design brief, which serves to helpfully narrow the number of possibilities and informs future workshops and interviews.

2. COMMUNITY DISCOVERY

Interviews and community work sessions to uncover assumptions, challenges, critical needs, and ideas for the community of Salina.

- Conduct approximately 15 interviews with stakeholders identified with the team at the Salina Area Chamber of Commerce, using an empathy-based approach to listen and learn about people's lived experiences.
- Facilitate 2 community work sessions to engage community voices and foster collaboration and a sense of ownership in designing a better future for the City of Salina.
- Produce synthesizing documents to show what we heard and to stimulate workshop conversations, including:
 - Community Personas: using anonymized, verbatim phrases to put a human face and emotion on interview findings.
 - Tensions: surfacing perspectives that exist in tension with one another. These tensions highlight key areas of competing interests or unresolved issues, and are ripe areas for constructive discussion.
 - Strategic Insights: overview of findings, highlighting critical themes, white space to innovate, and key symbols of the city's current situation.

3. DESIGN A COHESIVE STRATEGY

A workshop that inspires creative collaboration, aimed at deciding on a specific future for Salina, and designing a strategy to achieve it.

- A 1-day workshop to co-create a better future for the City of Salina. Workshop invitees selected by the Salina Chamber will use documents from above to articulate a desirable future for Salina, and then 'back into' a compelling and cohesive strategy.
- Conclusions will be captured in pithy one-page deliverables that describe the future, the strategic choices, and areas of focus for the Salina community.

Consideration of SAA Resolution No. 23-14

*Levying an ad valorem tax of 5.304 mills
for the purpose of paying general
obligation bond principal and interest*

Tim Rogers, A.A.E.
Shelli Swanson, C.M.

- ★ Safety
- ★ Trust
- ★ Adaptability
- ★ Rooted in Community
- ★ [Success](#)



Bond and Interest Fund Mill Levy Projection

Salina Airport Authority

Debt Service and Levy Requirements

Year	Annual Debt Service Payments						Series 2023-A,B,C Bonds	Aggregate Debt Service	Reductions to Levy Amount				Net Debt Service to Levy	Assessed Valuation (3)	Mill Levy
	Outstanding Bonds and Notes								Other Operating Revenues (1)	GA Box Hangar Revenues	Motor Vehicle Taxes (2)	Total Reductions			
	Bonds Series 2015-A	Bonds Series 2017-A	Bonds Series 2017-B	Bonds Series 2019-A	Bonds Series 2021-A	Total Outstanding									
2023													1,982,031	496,759,566	3.990
2024	91,043	1,705,600	165,550	77,043	175,305	2,214,540	847,994	3,062,534	(85,000)		(265,500)	(350,500)	2,712,034	511,302,867	5.304
2025	93,195	1,703,160	164,800	80,385	179,580	2,221,120	687,562	2,908,682	(85,000)	(75,000)	(315,667)	(475,667)	2,433,015	513,859,381	4.735
2026		1,522,598	449,050	78,530	178,455	2,228,633	687,562	2,916,195	(85,000)	(75,000)	(287,145)	(447,145)	2,469,050	516,428,678	4.781
2027		1,248,883	714,750	76,605	176,955	2,217,193	687,562	2,904,755	(85,000)	(76,875)	(288,051)	(449,926)	2,454,829	519,010,822	4.730
2028		1,245,333	717,200	79,575	175,305	2,217,413	687,562	2,904,975	(85,000)	(76,875)	(284,324)	(446,199)	2,458,776	521,605,876	4.714
2029		1,244,738	719,050	77,325	178,355	2,219,468	687,562	2,907,030	(85,000)	(78,797)	(282,285)	(446,082)	2,460,948	524,213,905	4.695
2030		1,291,875	675,300		176,030	2,143,205	687,562	2,830,767	(85,000)	(78,797)	(280,100)	(443,896)	2,386,871	526,834,975	4.531
2031			1,967,300		178,705	2,146,005	687,562	2,833,567	(85,000)	(80,767)	(271,133)	(436,900)	2,396,667	529,469,150	4.527
2032					175,985	175,985	1,787,562	1,963,547	(85,000)	(80,767)	(269,712)	(435,479)	1,528,068	532,116,495	2.872
2033					178,265	178,265	1,784,313	1,962,578	(85,000)	(82,786)	(190,393)	(358,179)	1,604,398	534,777,078	3.000
2034					180,130	180,130	1,784,200	1,964,330	(85,000)	(82,786)	(195,607)	(363,393)	1,600,937	537,450,963	2.979
2035					176,900	176,900	1,786,000	1,962,900	(85,000)	(84,856)	(193,686)	(363,541)	1,599,359	540,138,218	2.961
2036					178,500	178,500	1,785,800	1,964,300	(85,000)	(84,856)	(191,947)	(361,802)	1,602,498	542,838,909	2.952
2037					-	-	1,783,600	1,783,600	(85,000)	(86,977)	(190,631)	(362,608)	1,420,992	545,553,104	2.605
2038					-	-	1,784,400	1,784,400	(85,000)	(86,977)	(173,486)	(345,463)	1,438,937	548,280,869	2.624
2039					-	-	1,788,000	1,788,000	(85,000)	(89,151)	(173,594)	(347,745)	1,440,255	551,022,273	2.614
2040					-	-	1,784,200	1,784,200	(85,000)	(89,151)	(172,282)	(346,434)	1,437,766	553,777,385	2.596
2041					-	-	1,788,200	1,788,200	(85,000)	(91,380)	(170,662)	(347,042)	1,441,158	556,546,272	2.589
2042					-	-	1,784,600	1,784,600	(85,000)	(91,380)	(169,544)	(345,925)	1,438,675	559,329,003	2.572
2043					-	-	1,783,600	1,783,600	(85,000)	(93,665)	(167,951)	(346,616)	1,436,984	562,125,648	2.556
Total	184,238	9,962,185	5,573,000	469,463	2,308,470	18,497,355	27,085,406	45,582,761	(1,700,000)	(1,586,843)	(4,533,703)	(7,820,546)	39,744,247		

Assumptions:

- (1) Represents transfer of operating revenues into Bond & Interest Fund.
- (2) Based on Authority's estimated share of countywide motor vehicle tax collections.
- (3) Assessed valuation grows annually at rate of: 0.50%

**SALINA AIRPORT AUTHORITY
RESOLUTION NO. 23-14**

A RESOLUTION LEVYING AN AD VALOREM TAX OF AN ESTIMATED 5.304 MILLS ON ALL TAXABLE TANGIBLE PROPERTY WITHIN THE CITY OF SALINA, KANSAS FOR THE PURPOSE OF PAYING THE INTEREST ON AND PRINCIPAL OF GENERAL OBLIGATION BONDS OF THE SALINA AIRPORT AUTHORITY PURSUANT TO K.S.A. (2016 Supp.) 27-323(a).

WHEREAS, the Salina Airport Authority has prepared a general obligation bond debt service budget for calendar year 2024 relating to general obligation bonds (the "Bonds") issued by the Salina Airport Authority and approved by the governing body of the City of Salina, Kansas, all pursuant to K.S.A. (2016 Supp.) 27-323(a); and

WHEREAS, the Board of Directors has determined that sufficient funds are not available from operating revenues for such general obligation bond debt service; and

WHEREAS, the Salina Airport Authority is authorized by K.S.A. (2016 Supp.) 27-323(a) to annually levy a tax on all taxable tangible property within the City of Salina, Kansas, in addition to all other levies authorized by law and without the consent of the governing body of the City, in an amount sufficient to pay the interest on and principal of the Bonds as the same become due;

NOW THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE SALINA AIRPORT AUTHORITY THAT:

1. The Salina Airport Authority levies an ad valorem tax in the amount of \$2,712,034 to be derived by an estimated 5.304 mills on each dollar of the assessed valuation of the taxable tangible property within the City of Salina, Kansas, for the year 2023 for the purpose of paying general obligation bond debt service in 2024 and providing funding for the principal and interest fund as detailed below:

<u>Description</u>	<u>Amount</u>
a. 2015-A General Obligation Bonds (Refunded 2005-A & 2007-A, Fund terminal bldg. and Hangar 959 improvements)	\$91,043
b. 2017-A General Obligation Bonds (Refunded portion of 2009-B and 2011-A, helipad construction Rwy 17/35 improvements, airport industrial center improvements)	\$1,705,600
c. 2017-B General Obligation Bonds (Refunded 2009-A and 2011-B, matching funds AIP, airfield imp.)	\$165,550
d. 2019-A General Obligation Bonds (Rwy. 17/35 imps, ARFF equipment, AIP match)	\$77,043
e. 2021-A General Obligation Bonds (Rehabilitation of Hangars 504 and 959)	\$175,305
f. 2023-A,B,C General Obligation Bonds (Land acquisition, Terminal Concourse remodel, GA public restrooms, B595 warehouse rehabilitation, Hangar 626 renovation, apron and taxiway improvements, GA box hangars, new aviation fuel facility construction)	\$847,993

Less Estimated MV Tax revenue	(\$265,500)
Less Other Operating Revenues	<u>(85,000)</u>

TOTAL AD VALOREM TAX REQUIRED FOR PRINCIPAL & INTEREST FUND \$2,712,034

2. This levy shall be certified to the County Clerk of Saline County, Kansas, by the delivery of a signed copy of this Resolution to the office of the County Clerk of Saline County, Kansas, on or before October 1, 2023.

ADOPTED by the Board of Directors of the Salina Airport Authority this 20th day of September 2023.

SALINA AIRPORT AUTHORITY

Consideration of SAA Resolution No. 23-15

Levying an ad valorem tax of 1.000 mills for the purpose of providing local matching funds required for state and federal grants.

Tim Rogers, A.A.E.
Shelli Swanson, C.M.



- ★ Safety
- ★ Trust
- ★ Adaptability
- ★ Rooted in Community
- ★ Success

**SALINA AIRPORT AUTHORITY
RESOLUTION NUMBER 23-15**

A RESOLUTION LEVYING AN AD VALOREM TAX OF AN ESTIMATED 1 MILL ON ALL TAXABLE TANGIBLE PROPERTY WITHIN THE CITY OF SALINA, KANSAS FOR THE PURPOSE OF PROVIDING MATCHING FUNDS TO QUALIFY FOR ANY FEDERAL OR STATE GRANT RELATING TO THE DEVELOPMENT, IMPROVEMENT, OPERATION, OR MAINTENANCE OF THE SALINA REGIONAL AIRPORT PURSUANT TO K.S.A 27-322(b).

WHEREAS, pursuant to K.S.A. 27-322(b), if the Authority is required to provide matching funds to qualify for any federal or state grant relating to the development, improvement, operation, or maintenance of the public airport, and such funds are not otherwise available from revenues of the airport facility (“Matching Funds”), the Authority may levy a tax not to exceed one mill upon each dollar of the assessed tangible valuation of the property of the city.

WHEREAS, the requirement exists for the Salina Airport Authority to provide Matching Funds to qualify for Federal and State Grants in 2023.

WHEREAS, as required by K.S.A. 27-322(b), the Salina Airport Authority published its notice of its intent to levy up to one mill in the *Salina Journal* on June 28, 2023, and July 2, 2023.

WHEREAS, a petition requesting an election on the question of the Salina Airport Authority levying up to the additional one mill was not filed within 30 days following the last publication of the published Notice of Intent.

NOW THEREFORE, BE IT RESOLVED by the Board of Directors of the Salina Airport Authority (the “Authority”):

1. The Salina Airport Authority levies an ad valorem tax in the amount of \$511,303 to be derived by an estimated 1 mill on each dollar of the assessed valuation of the taxable tangible property within the City of Salina, Kansas, for the year 2023 for the purpose of providing matching federal and state grant funds.
2. This levy shall be certified to the County Clerk of Saline County, Kansas, by the delivery of a signed copy of this Resolution to the office of the County Clerk of Saline County, Kansas, on or before October 1, 2023.

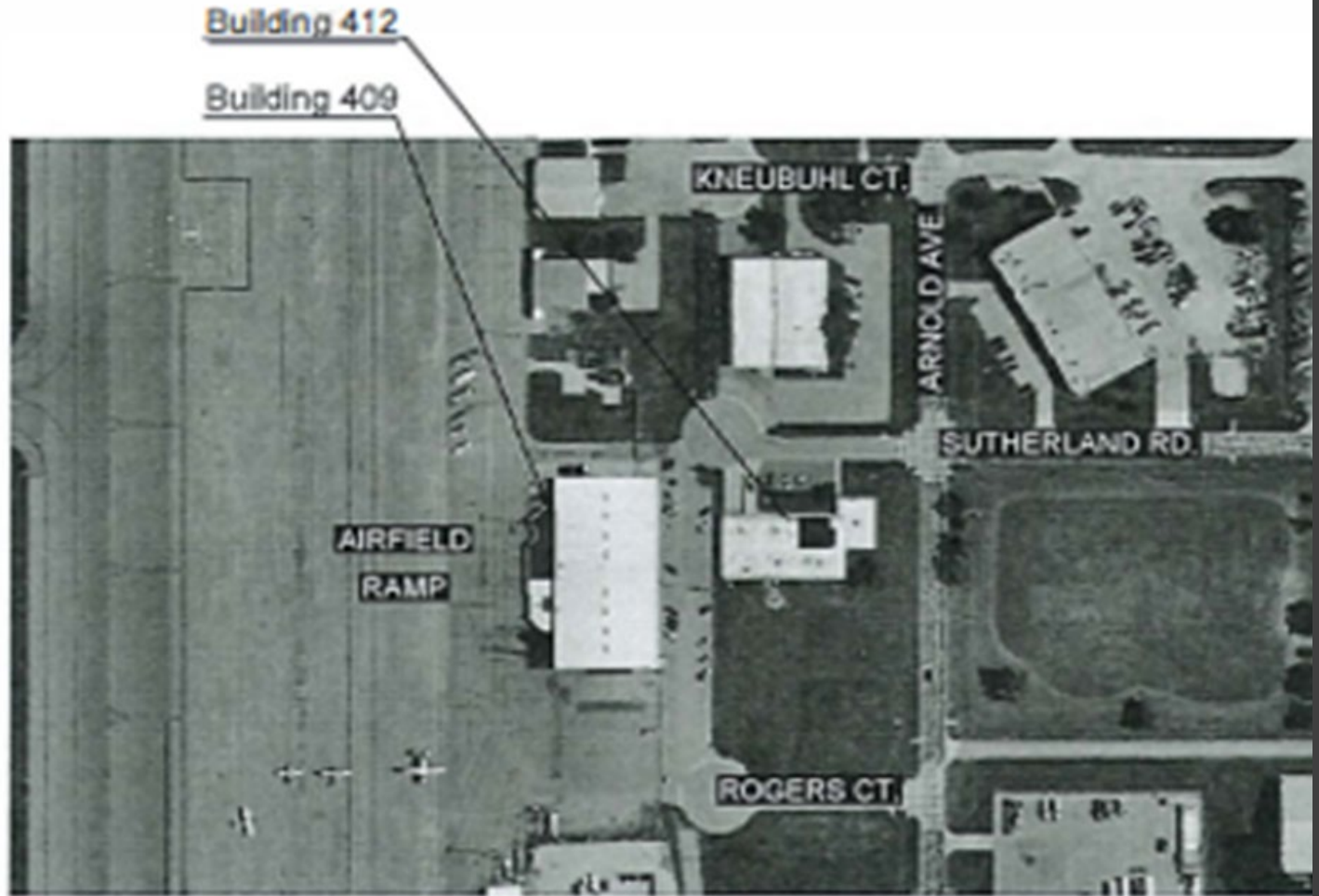
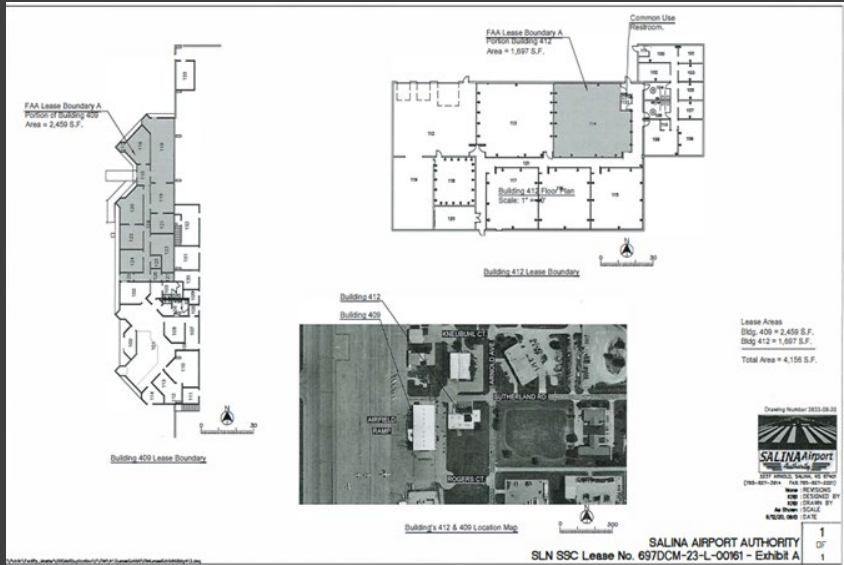
ADOPTED by the Board of Directors of the Salina Airport Authority this 20th day of September 2023.

Consideration of Lease with the Federal Aviation Administration

Shelli Swanson, C.M.



- ★ Safety
- ★ Trust
- ★ Adaptability
- ★ Rooted in Community
- ★ Success



Building's 412 & 409 Location Map



Staff Reports

Tim Rogers A.A.E.



Directors' Forum

Tod Roberg



Visitor's Questions and Comments

Tod Roberg





Announcements

Kasey Windhorst

Full Scale Exercise

Tuesday, September 26, 2023, 7:30 a.m.

**U.S. National Aerobatic Championships –
Final Event**

Friday, September 29, 2023, 12:30 p.m.

Fly Kansas Air Tour

Thursday – Saturday, October 5 – 7, 2023

Regular Board Meeting

Wednesday, October 18, 2023, 8:00 a.m.

CrossRoads Marathon

Saturday, November 4, 2023, 8:00 a.m.

Regular Board Meeting

Wednesday, November 15, 2023, 8:00 a.m.

Regular Board Meeting

Wednesday, December 20, 2023, 8:00 a.m.



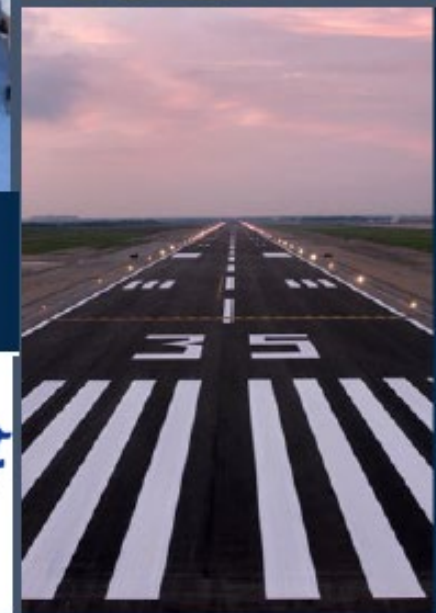
SALINA REGIONAL AIRPORT
HOME OF THE U.S. NATIONAL AEROBATIC CHAMPIONSHIPS



SALINA Airport
Authority

FLY FROM SALINA TO DENVER, CHICAGO AND BEYOND.

AT THE CENTER OF IT ALL!
SALINA KANSAS





Adjournment

Tod Roberg