



Charting the course for global success.

Salina Airport Authority
Board of Directors
Regular Meeting

October 18, 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
September 20, 2023 regular
board meeting.

Tod Roberg, Chair



Approval of airport activity and financial reports for the month ending September 30, 2023.

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

Produced October 2023

September 2023 Market Review

Salina Regional Airport (SLN)

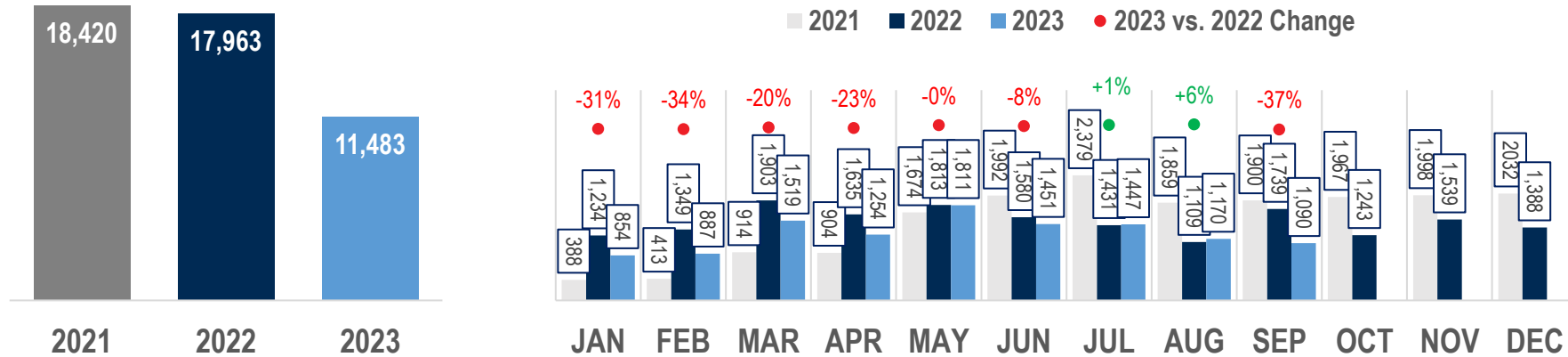


Key Performance Indicators

September 2023 enplanements were down 37% on a year-over-year basis. Last September was also a tag flight

SLN Outbound Passenger Enplanements

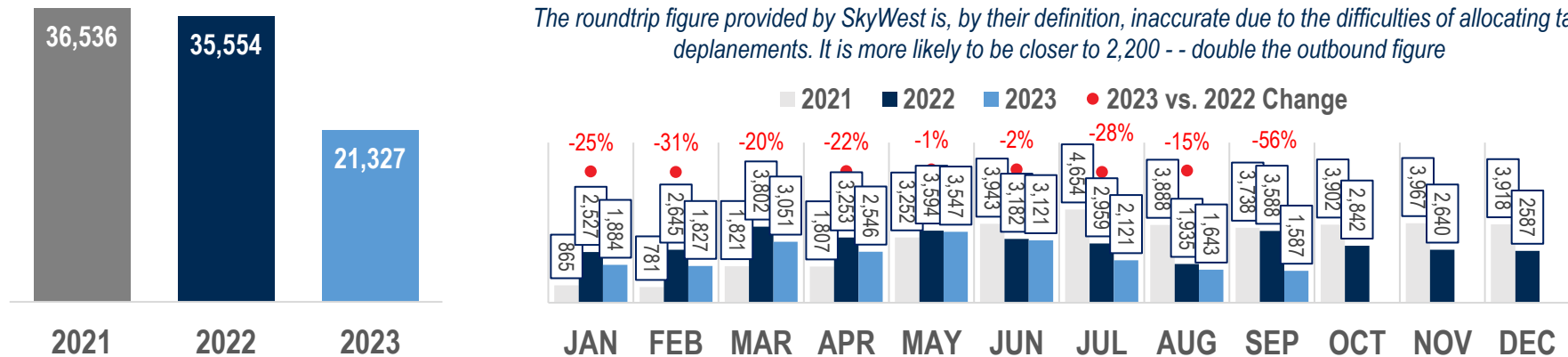
January 2021 to September 2023



SLN Roundtrip Passenger Enplanements

January 2021 to September 2023

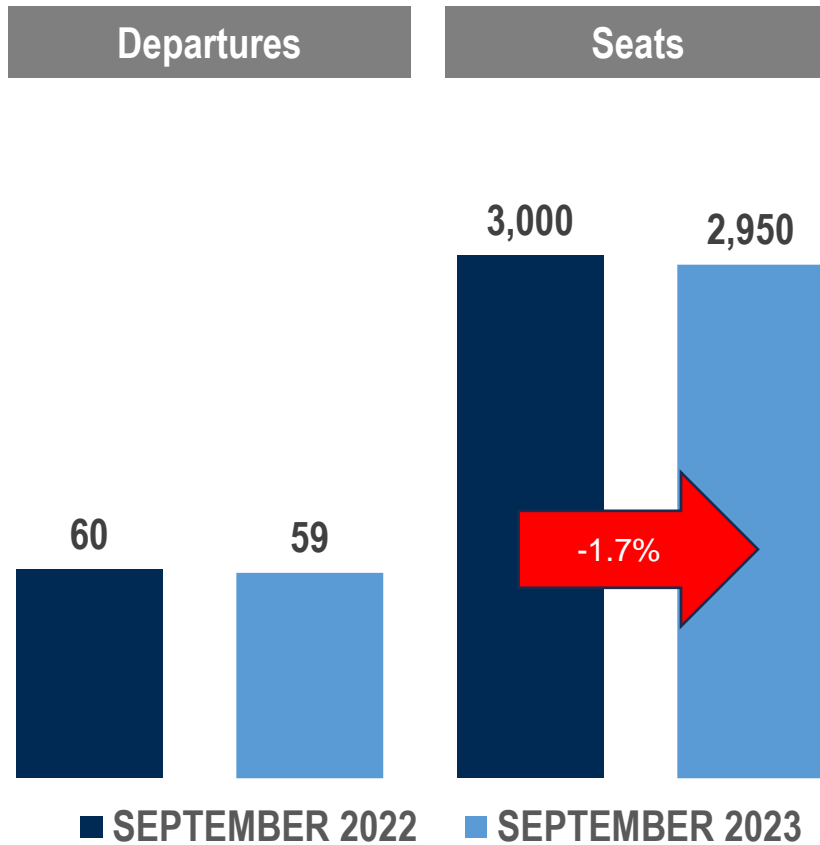
The roundtrip figure provided by SkyWest is, by their definition, inaccurate due to the difficulties of allocating tag deplanements. It is more likely to be closer to 2,200 - - double the outbound figure



The Percent of Seats Filled was down 19 points year-over-year on a 2% reduction in total flown seat capacity

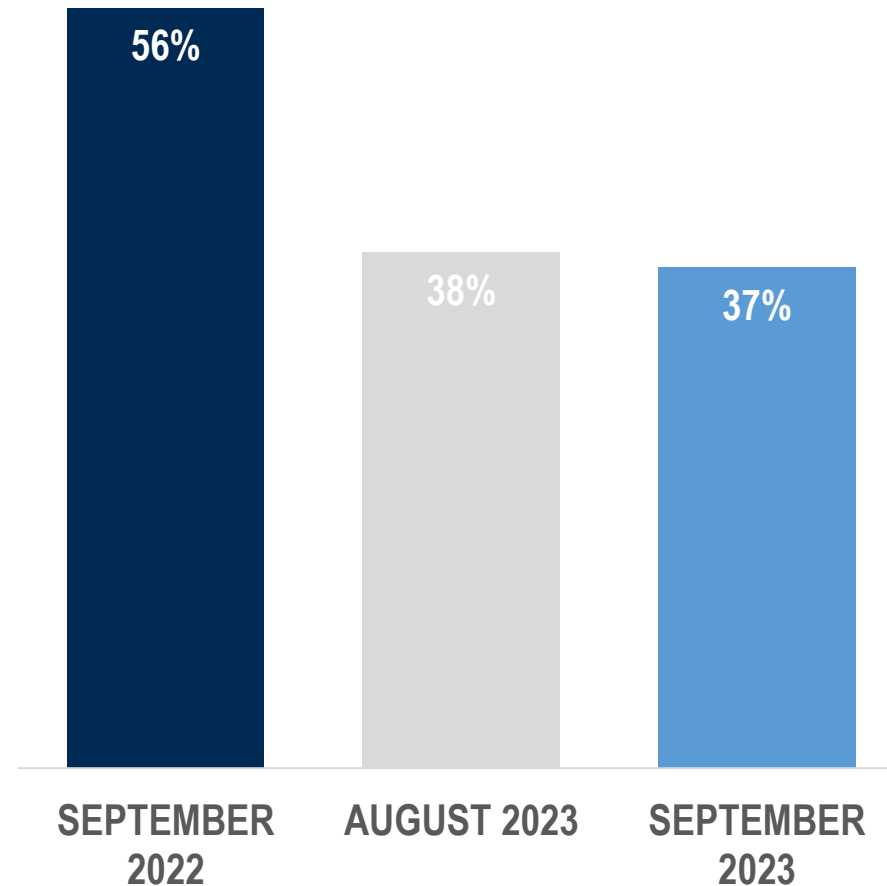
SLN Outbound Operated Capacity

September 2023 vs. September 2022



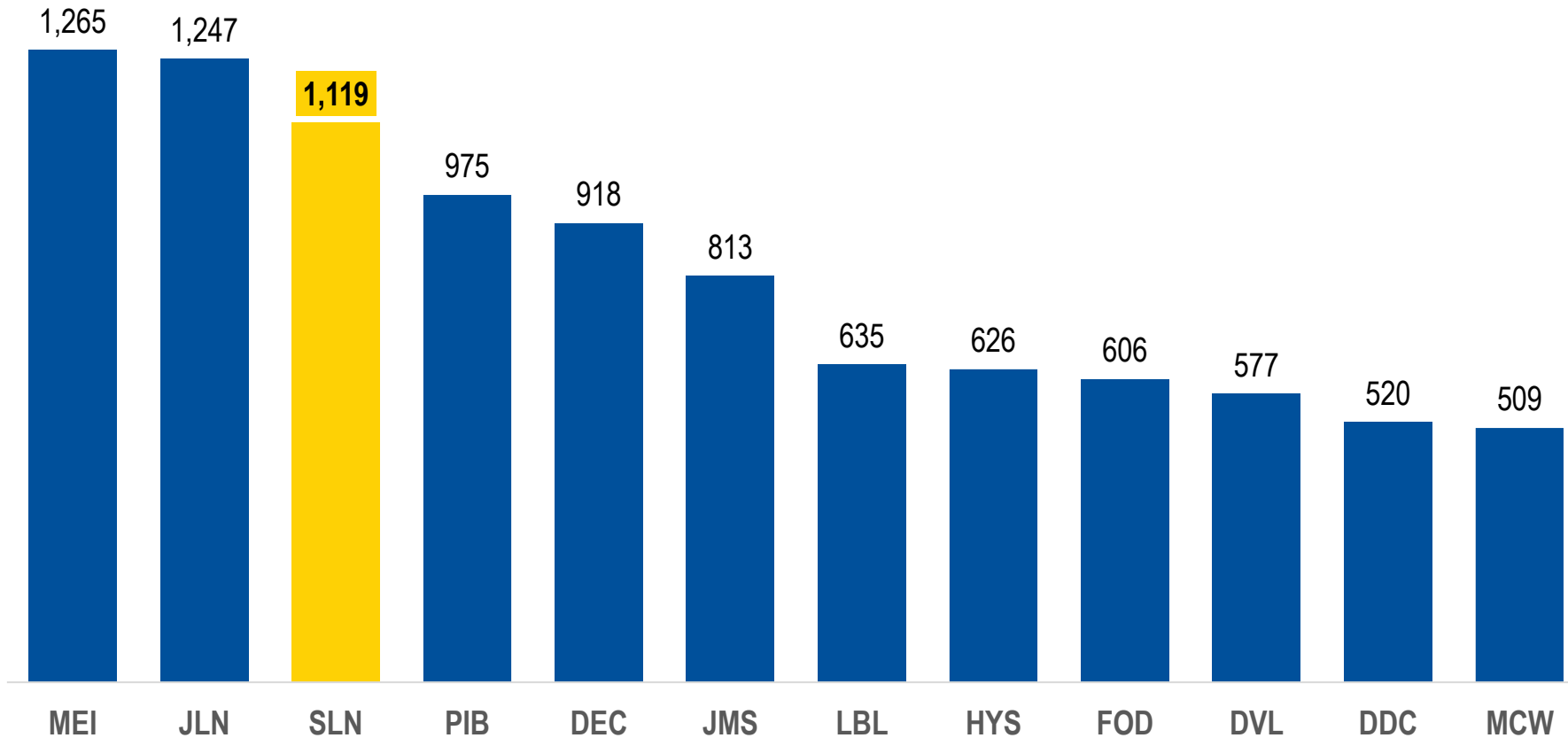
SLN Load Factor

September 2023, August 2023, September 2022



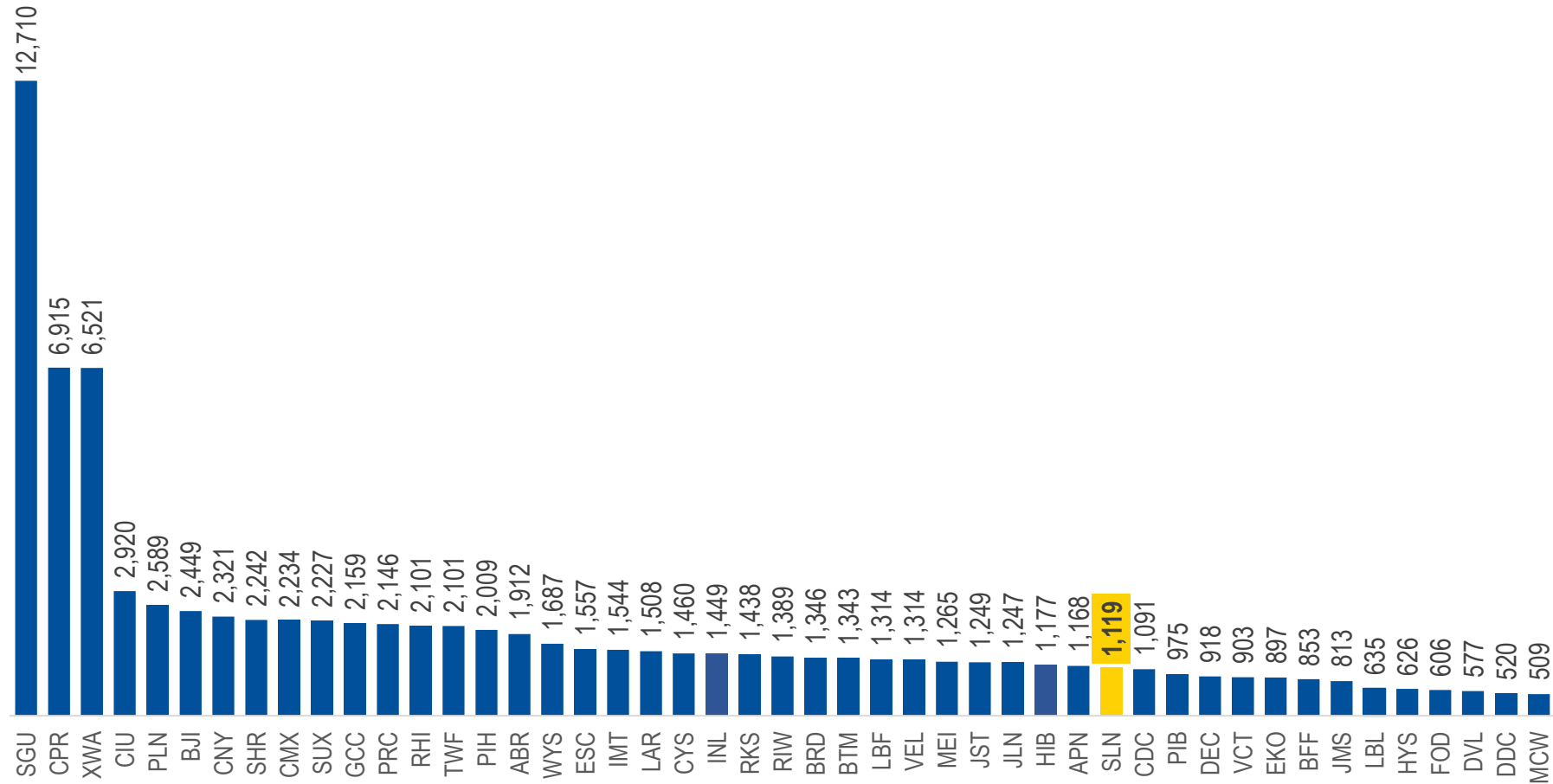
SLN has the third most TSA screenings out of the tagged markets for the tracking period

TSA Throughput in SkyWest Tagged Prorate Markets September 03 through September 30, 2023 (Latest Four Weeks of Data)



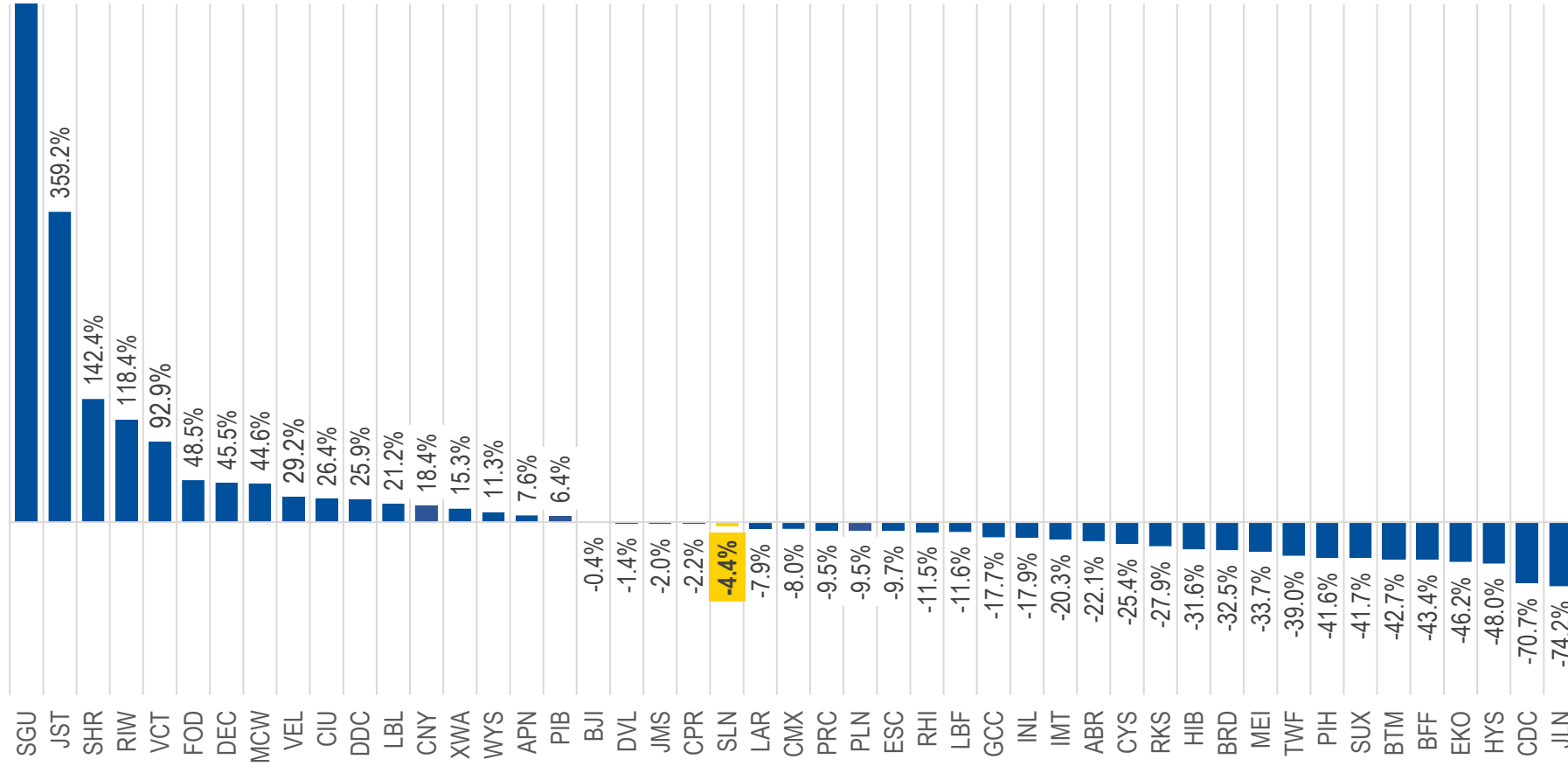
Viewed against all prorate markets in the four-week period shown, SLN recorded **1,119** TSA screenings, placing it **34th** of the 47 prorate markets, or in the third quartile

TSA Throughput in SkyWest Prorate Markets
September 03 through September 30, 2023 (Latest Four Weeks of Data)



Change in TSA Throughput in SkyWest Prorate Markets

September 03 through September 30, 2023 (Latest Four Weeks of Data) vs. Same Four Weeks in 2019

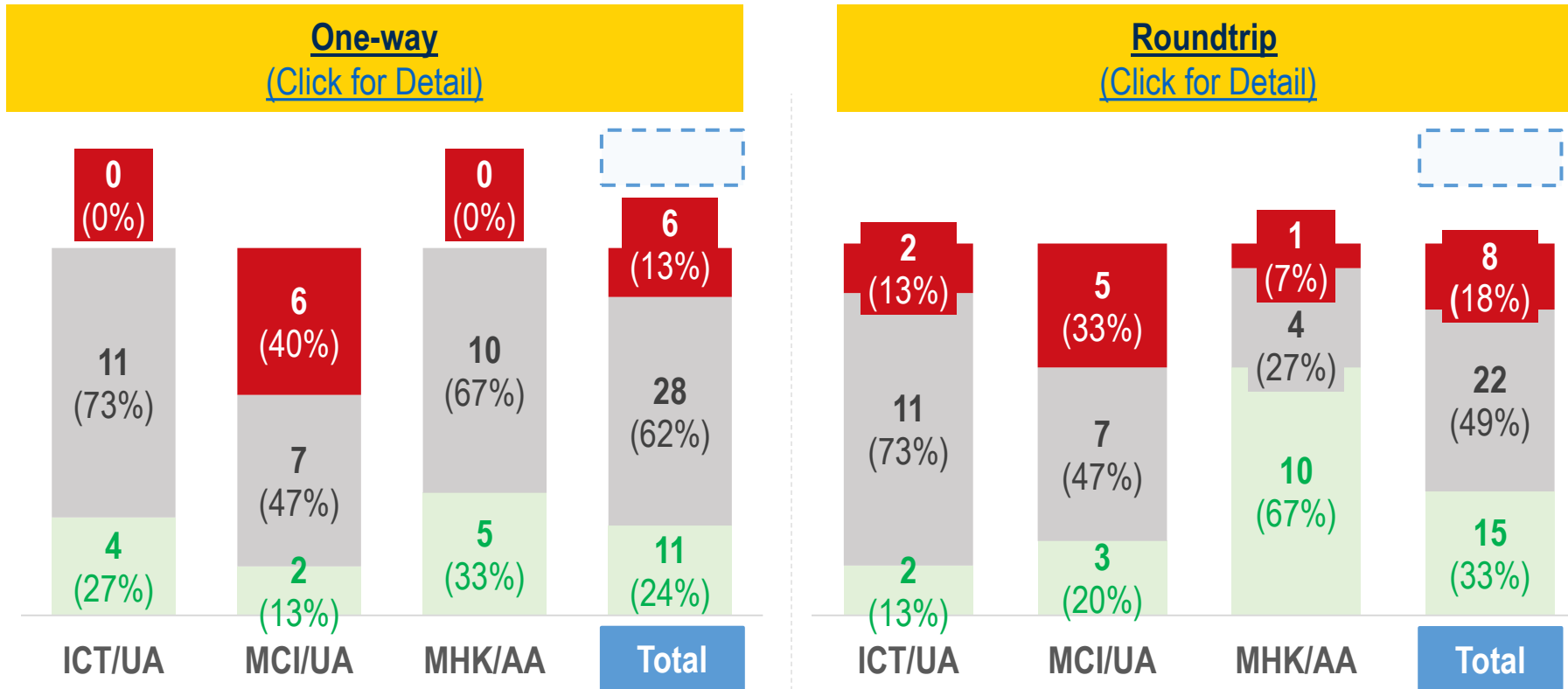


24% of the one-way fares and 33% of roundtrip fares were lower from SLN when compared to UA at ICT, MCI and AA at MHK

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 21 of the 30 days displayed in December

SLN to DEN Roundtrip Fare Calendar

December 2023 as of October 05, 2023

< Dec 1 - 30, 2023 >

Flexible calendar
+/- 3-day matrix

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	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 \$180 Lowest	13 from \$180 Lowest	14 from \$180 Lowest	15 from \$280	16 from \$273
17 from \$230	18 from \$180 Lowest	19 from \$230	20 from \$180 Lowest	21 from \$180 Lowest	22 from \$315	23 from \$326
24 from \$180 Lowest	25 from \$180 Lowest	26 from \$280	27 from \$280	28 from \$180 Lowest	29 from \$180 Lowest	30 from \$280

\$180 roundtrip fares are available between SLN and ORD for 15 of the 30 days displayed in December

SLN to ORD Roundtrip Fare Calendar

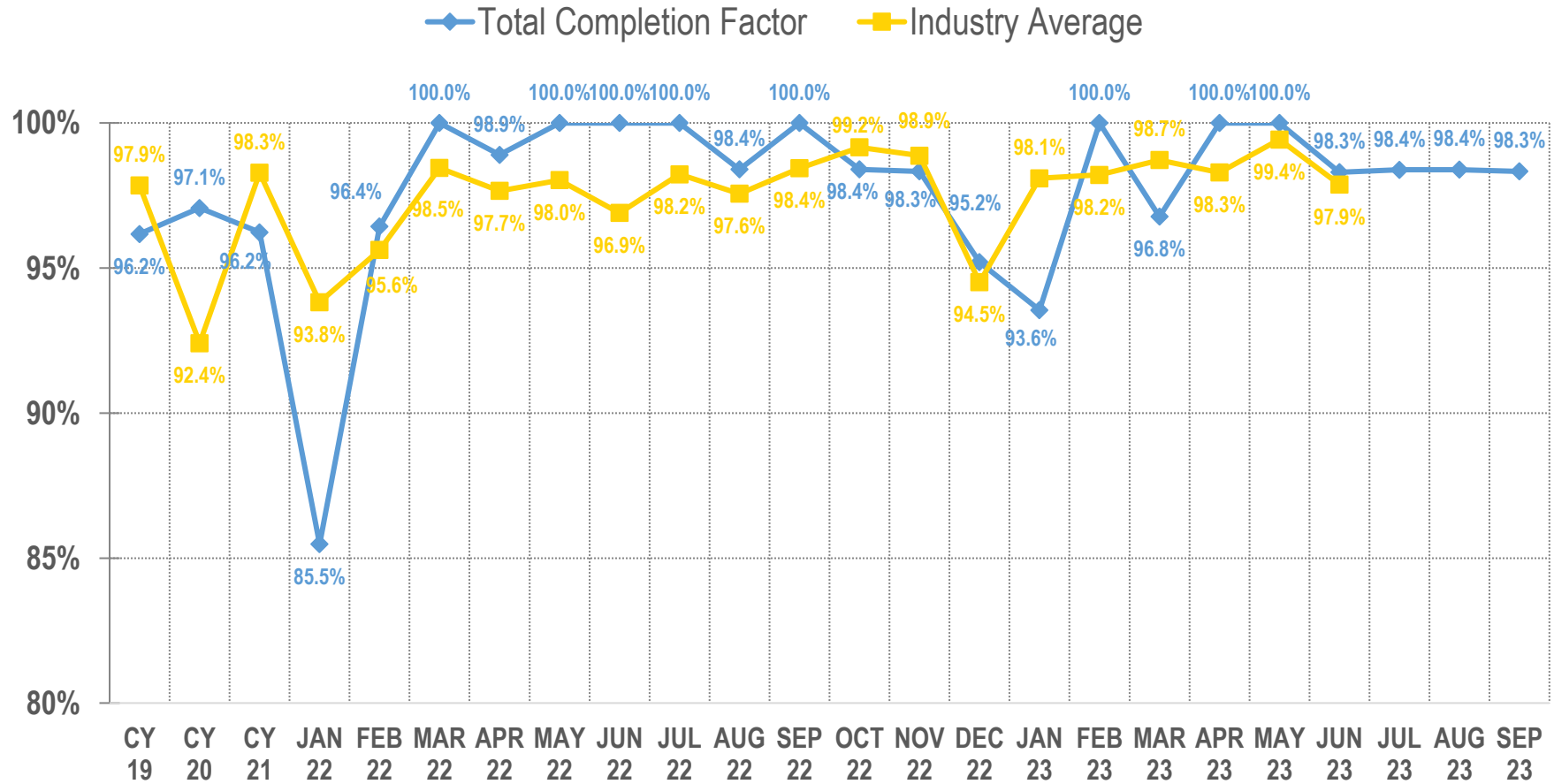
December 2023 as of October 05, 2023

< Dec 1 - 30, 2023 >

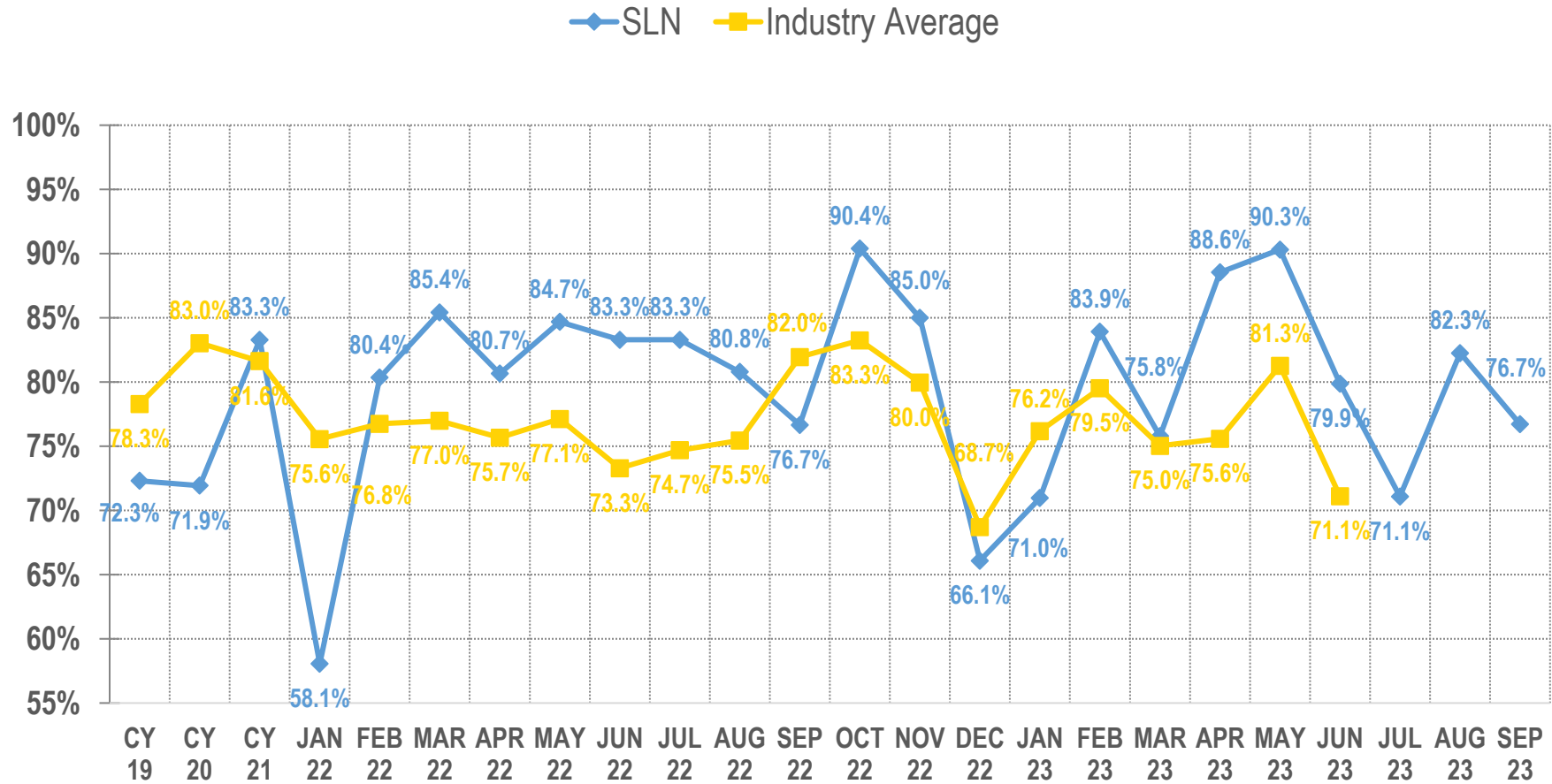
Flexible calendar +/- 3-day matrix

Sun	Mon	Tue	Wed	Thu	Fri	Sat
26	27	28	29	30	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 \$317	8 from \$180 Lowest	9 from \$180 Lowest
10 from \$180 Lowest	11 from \$201	12 from \$180 Lowest	13 from \$241	14 from \$309	15 from \$328	16 from \$431
17 from \$180 Lowest	18 from \$180 Lowest	19 from \$272	20 from \$317	21 from \$410	22 from \$223	23 from \$379
24 from \$180 Lowest	25 from \$201	26 from \$201	27 from \$180 Lowest	28 from \$327	29 from \$180 Lowest	30 from \$201

Total Completion Factor (Including Weather) at SLN



On-Time Arrivals at SLN (within 14 Minutes)





SEPTEMBER 2023

FINANCIAL STATEMENTS

SEPTEMBER 2023

FINANCIAL STATEMENTS

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

Salina Airport Authority
Statement of Net Position Prev Year Comparison

10/14/2023

As of September 30, 2023

	<u>Sep 30, 23</u>	<u>Aug 31, 23</u>	<u>\$ Change</u>	<u>Sep 30, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS						
Current Assets						
Total Checking/Savings	12,003,579	12,496,081	-492,502	4,499,373	7,504,206	167%
Total Accounts Receivable	182,627	48,456	134,171	238,427	-55,800	-23%
Total Other Current Assets	950,669	1,125,876	-175,207	4,006,928	-3,056,259	-76%
Total Current Assets	<u>13,136,875</u>	<u>13,670,413</u>	<u>-533,538</u>	<u>8,744,728</u>	<u>4,392,147</u>	<u>50%</u>
Total Fixed Assets	<u>49,957,089</u>	<u>48,823,607</u>	<u>1,133,482</u>	<u>48,135,070</u>	<u>1,822,019</u>	<u>4%</u>
Total Other Assets	<u>4,157,749</u>	<u>4,157,749</u>	<u>0</u>	<u>4,416,660</u>	<u>-258,911</u>	<u>-6%</u>
TOTAL ASSETS	<u><u>67,251,713</u></u>	<u><u>66,651,769</u></u>	<u><u>599,944</u></u>	<u><u>61,296,458</u></u>	<u><u>5,955,255</u></u>	<u><u>10%</u></u>
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	4,221,294	3,628,708	592,586	6,433,463	-2,212,169	-34%
Total Long Term Liabilities	35,960,334	36,010,420	-50,086	28,265,160	7,695,174	27%
Total Liabilities	<u>40,181,628</u>	<u>39,639,128</u>	<u>542,500</u>	<u>34,698,623</u>	<u>5,483,005</u>	<u>16%</u>
Total Equity	<u>27,070,086</u>	<u>27,012,641</u>	<u>57,445</u>	<u>26,597,835</u>	<u>472,251</u>	<u>2%</u>
TOTAL LIABILITIES & EQUITY	<u><u>67,251,714</u></u>	<u><u>66,651,769</u></u>	<u><u>599,945</u></u>	<u><u>61,296,458</u></u>	<u><u>5,955,256</u></u>	<u><u>10%</u></u>

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

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 Accrual Basis

	Jan - Sep 23	Jan - Sep 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	1,021,495	1,010,408	11,087	1%
Total Building and land rent	1,422,674	1,321,158	101,516	8%
Total Other revenue	85,962	118,450	-32,488	-27%
Total Income	2,530,131	2,450,016	80,115	3%
Gross Income	2,530,131	2,450,016	80,115	3%
Expense				
Total Administrative expenses	1,473,690	1,462,930	10,760	1%
Total Maintenance expenses	790,082	840,846	-50,764	-6%
Total Expense	2,263,772	2,303,776	-40,004	-2%
Net Ordinary Income	266,359	146,240	120,119	82%
Other Income/Expense				
Total Other Income	3,007,692	6,222,446	-3,214,754	-52%
Total Other Expense	2,813,011	2,692,715	120,296	4%
Net Other Income	194,681	3,529,731	-3,335,050	-94%
Net Income	461,040	3,675,971	-3,214,931	-87%

Salina Airport Authority
Capital Additions Budget vs. Actual
 As of September 30, 2023

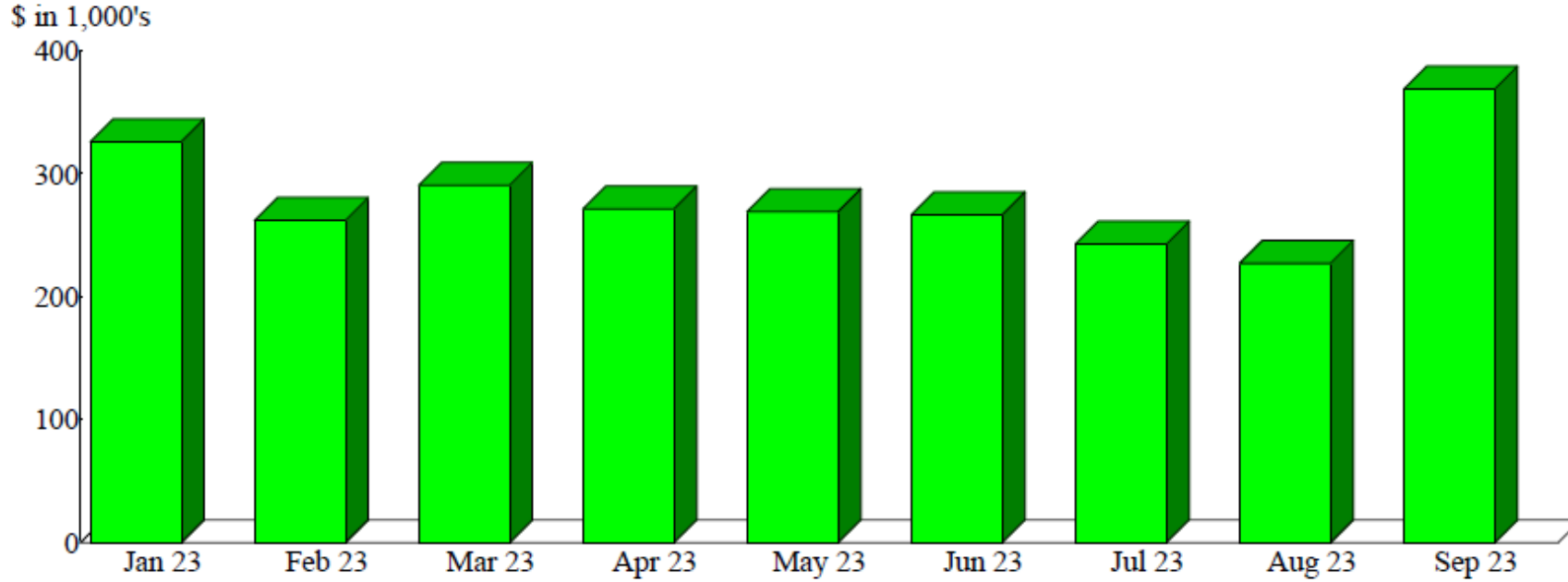
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 Accrual Basis

	<u>Sep 23</u>	<u>Jan - Sep 23</u>	<u>Annual Budget</u>	<u>+/- Annual Budget</u>	<u>% of Annual Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	631,669	1,310,371	14,580,804	-13,270,433	9%
Total Buildings & Improvements	735,208	2,252,632	5,325,000	-3,072,368	42%
Total Equipment	16,605	36,448	147,500	-111,052	25%
Total Land	0	1,955	35,000	-33,045	6%
Total Fixed assets at cost	<u>1,383,482</u>	<u>3,601,406</u>	<u>20,088,304</u>	<u>-16,486,898</u>	<u>18%</u>

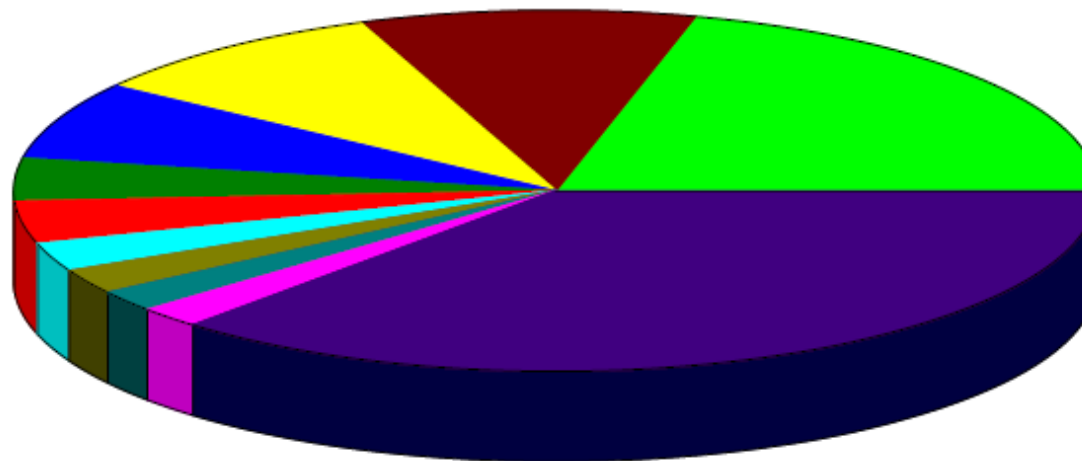
By Customer

Sales by Month
January through September 2023

Dollar Sales



Sales Summary
January through September 2023

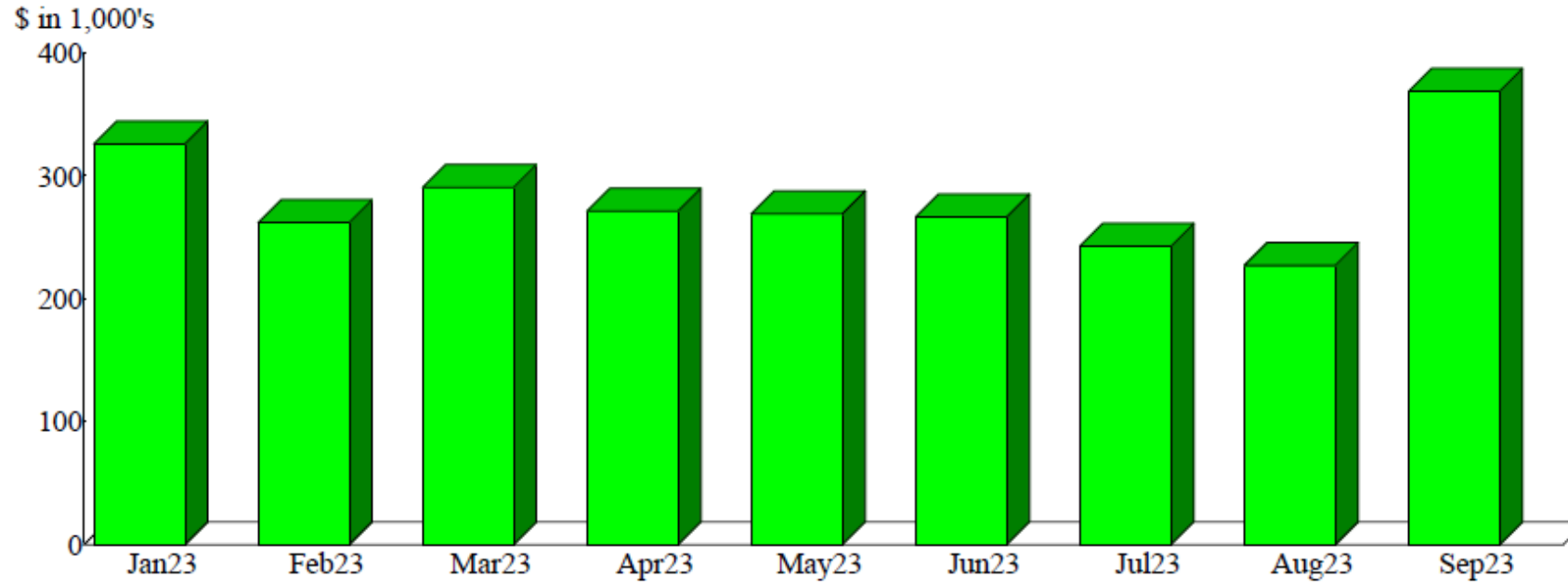


1 Vision Aviation, PLLC	21.00%
Avflight Salina	10.13
Kansas Erosion Products, LLC.	9.23
Stryten Salina, LLC	7.14
K-State Salina	3.86
Universal Forest Products (UFP)	3.85
SFC Global Supply Chain	2.61
Nellis AFB	2.36
Durham School Service, L.P.	1.99
SkyWest Airlines, Inc.	1.92
Other	35.91
Total	\$2,524,928.08

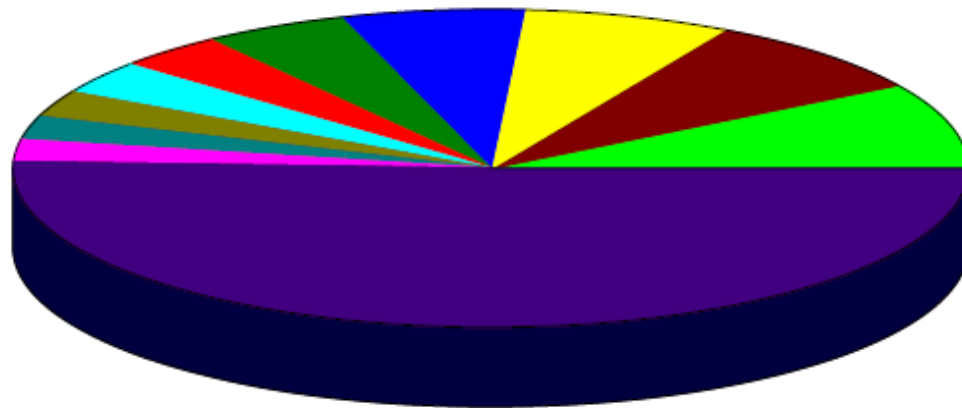
By Item

Sales by Month
January through September 2023

Dollar Sales



Sales Summary
January through September 2023



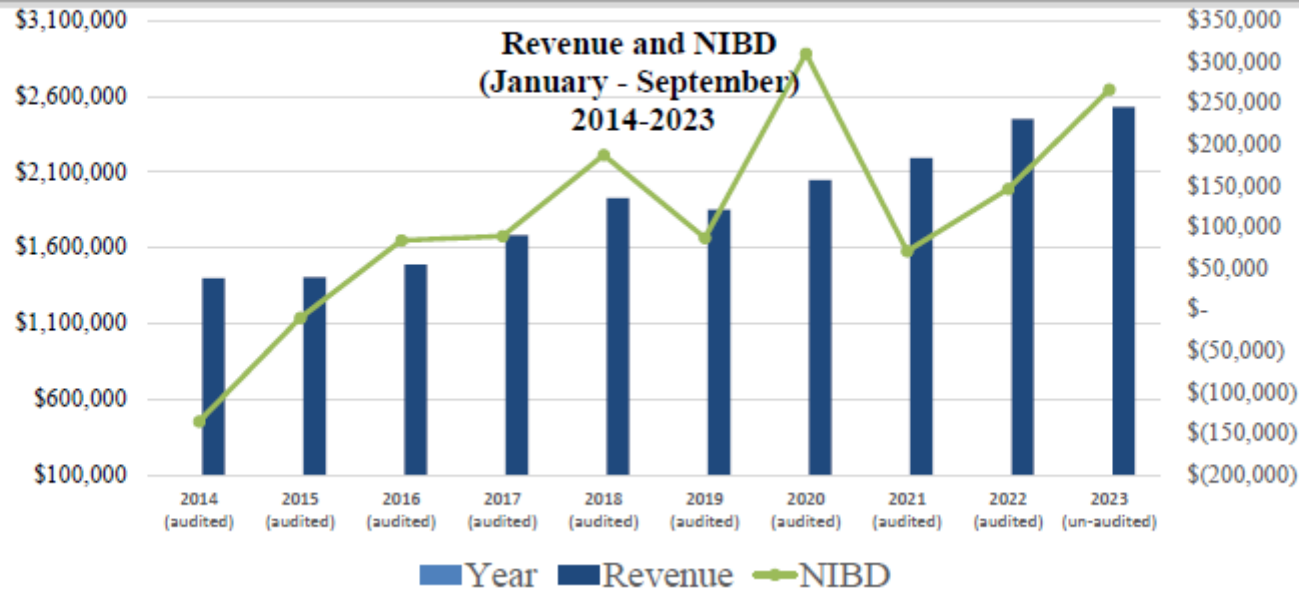
H-00959-1 (Hangar Facility H959 - 2044 S	8.77%
H-0606-3 (Hangar 606, 2630 Arnold Court	8.26
B-01021 (Building #1021 located at 3600	7.03
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	6.26
FFF-Avflight Salina (Fuel Flowage Fee @	5.05
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.66
B-00620-1 (Building #620 (30,000 SF) an	3.40
Insurance(CP) (Insurance Reimbursement)	2.84
H-0600-4 (Hangar 600 - 2720 Arnold Court	2.39
H-00409-1 (FBO Hangar - 2010 Rogers Ct.)	2.30
Other	50.03
Total	\$2,524,928.08

10-Year Operating Revenue and Expense Analysis

January - September

2014-2023

	2014 (audited)	2015 (audited)	2016 (audited)	2017 (audited)	2018 (audited)	2019 (audited)	2020 (audited)	2021 (audited)	2022 (audited)	2023 (un-audited)
TOTAL REVENUES										
OPERATING REVENUES										
Airfield	\$ 388,353	\$ 396,194	\$ 435,091	\$ 388,023	\$ 437,089	\$ 568,385	\$ 579,277	\$ 696,973	\$ 841,952	\$ 882,249
Fuel flowage fees	85,808	115,915	113,033	163,501	162,608	148,738	149,136	132,969	168,456	139,246
Building and land rent	895,024	822,297	879,289	1,004,581	1,047,811	1,024,780	1,170,594	1,290,137	1,321,158	1,422,674
Other revenue	29,744	69,904	61,203	126,919	280,492	109,639	148,466	72,433	118,450	85,962
TOTAL OPERATING REVENUES	1,398,928	1,404,310	1,488,616	1,683,024	1,928,000	1,851,542	2,047,473	2,192,512	2,450,016	2,530,131
TOTAL EXPENSES										
OPERATING EXPENSES										
Administrative	885,838	883,408	913,010	947,584	1,141,922	1,134,432	1,143,667	1,293,247	1,462,930	1,473,690
Maintenance	648,395	530,706	491,809	646,560	598,724	630,304	593,699	828,340	840,846	790,082
TOTAL OPERATING EXPENSES	1,534,232	1,414,114	1,404,820	1,594,144	1,740,646	1,764,736	1,737,366	2,121,587	2,303,776	2,263,772
OPERATING INCOME BEFORE DEPRECIATION	\$(135,304)	\$ (9,803)	\$ 83,796	\$ 88,880	\$ 187,354	\$ 86,806	\$ 310,107	\$ 70,925	\$ 146,240	\$ 266,359



Consideration of SAA Resolution No. 23-16

Authorizing the sale of taxable general obligation bonds temporary notes, Series 2023-1 financing Salina Airport fuel farm construction

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

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



RESOLUTION NO. 23-16

A RESOLUTION AUTHORIZING THE OFFERING FOR SALE OF TAXABLE GENERAL OBLIGATION TEMPORARY NOTES, SERIES 2023-1, OF THE SALINA AIRPORT AUTHORITY (SALINA, KANSAS).

WHEREAS, the Board of Directors (the "Governing Body") of the Salina Airport Authority (Salina, Kansas) (the "Issuer"), has previously authorized certain internal improvements generally described as follows (collectively, the "Improvements"):

<u>Project Description</u>	<u>Resolution No.</u>	<u>Authority (K.S.A.)</u>	<u>Amount</u>
Fuel Facility Project	23-12	K.S.A. 27-315 to 27-326 inclusive	\$5,000,000*

*exclusive of costs of issuance and financing costs

WHEREAS, it is necessary for the Issuer to provide additional cash funds to meet its obligations incurred in constructing Improvements prior to the completion thereof and it is desirable and in the interest of the Issuer that such funds be raised by the issuance of temporary notes of the Issuer; and

WHEREAS, the Issuer has selected the firm of Stifel, Nicolaus & Company, Incorporated, Kansas City, Missouri (the "Municipal Advisor"), as Municipal Advisor for one or more series of temporary notes of the Issuer to be issued in order to provide funds to temporarily finance a portion of the costs of Fuel Facility Project; and

WHEREAS, the Issuer desires to authorize the Municipal Advisor to proceed with the offering for sale of the temporary notes and related activities; and

WHEREAS, the Issuer desires to authorize the Municipal Advisor, in conjunction with the Issuer's staff, and Gilmore & Bell, P.C., the Issuer's bond counsel ("Bond Counsel"), to proceed with the preparation distribution of a term sheet or such other offering materials as are necessary to identify a purchaser for the Issuer's temporary notes and to authorize the distribution thereof and all other preliminary action necessary to sell the temporary notes.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE SALINA AIRPORT AUTHORITY, SALINA, KANSAS, AS FOLLOWS:

Section 1. The Municipal Advisor, in conjunction with the Executive Director and Director of Administration and Finance, is hereby authorized to proceed with the offering for sale of the Issuer's Taxable General Obligation Temporary Notes, Series 2023-1 (the "Notes"). The Notes shall be sold, subject to the approving opinion of Bond Counsel, on a negotiated basis to a purchaser or purchasers (collectively the "Purchaser") to be designated by the Chair or Vice Chair in the Chair's absence or abstention, in consultation with the Executive Director and Director of Administration and Finance, after evaluating proposals submitted by prospective purchasers based on a request for proposals prepared by the Municipal Advisor. The timing of offering for sale, the pricing, the determination of the structuring and repayment terms of the Notes and the selection of various other professionals necessary to complete the issuance of the Notes, shall be determined by the Executive Director and Director of Administration and Finance, in consultation with Municipal Advisor and Bond Counsel.

The confirmation of the sale of the Notes shall be subject to the execution of a note purchase agreement between the Purchaser and the Issuer (the "Note Purchase Agreement") in a form approved by

Bond Counsel and the Issuer's legal counsel, the adoption of a resolution by the Governing Body authorizing the issuance of the Notes and the execution of various documents necessary to deliver the Notes.

Section 2. The Chair, or Vice Chair in the Chair's absence or abstention, Executive Director, Director of Administration and Finance or other officers and representatives of the Issuer, the Municipal Advisor and Bond Counsel are hereby authorized and directed to take such other action as may be necessary to carry out the sale of the Notes. The Chair is hereby authorized and directed to execute the engagement letter related to services to be provided by the Municipal Advisor in connection herewith.

The transactions described in this Resolution may be conducted, and documents related to the Notes 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 3. This Resolution shall be in full force and effect from and after its adoption.

ADOPTED by the governing body of the Authority on October 18, 2023.

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

Name: Tod Roberg
Chair

(SEAL)

ATTEST:

By: _____
Name: Kasey Windhorst
Board Clerk

\$5,000,000
(subject to change)
SALINA AIRPORT AUTHORITY
TAXABLE GENERAL OBLIGATION TEMPORARY NOTES
SERIES 2023-1

TERMS SHEET

PRINCIPAL:	\$5,000,000 (subject to change)
MATURITY:	December 1, 2024
RATE:	Fix Rate, To Be Determined
DATED AND DELIVERY DATE:	On or about December 6, 2023
INTEREST PAYMENTS:	At maturity or earlier optional redemption. Interest calculated on a 30/360 day count basis.
OPTIONAL REDEMPTION:	Callable August 1, 2024 and anytime thereafter in whole or in part @ 100% plus accrued interest.
SECURITY:	To be repaid from the issuance of general obligation bonds or notes and, if not so paid, from the Authority's ability to levy unlimited ad valorem property taxes.
PROJECT:	The Authority has authorized the construction of a new above-ground aviation fuel facility (the "Project"), which includes decommissioning the existing fuel facility and installation of a new fueling system and supporting access road and all other improvements necessary and related thereto. The total cost of the Project is estimated to be \$9,800,000, with \$5,000,000 being provided from proceeds from the sale of the Notes and the balance being provided from previously issued general obligation bonds and federal grant funds.
FORM AND DENOMINATIONS:	The Authority will prepare registered physical certificate(s) in the full principal amount of the Notes that will be delivered to the successful purchaser(s) at closing. The Authority will consider issuing the Notes in "book-entry only" form only if the purchaser a.) is a DTC member institution and b.) receives approval from the Authority prior to submitting an executed Terms Sheet. All costs associated with such method of delivery will be the sole responsibility of the purchaser.
PAYING AGENT AND BOND REGISTRAR:	Kansas State Treasurer
BOND COUNSEL/PLACEMENT AGENT:	Gilmore & Bell / Stifel, Nicolaus & Company
RATING:	Not Rated
SEC RULE 15C2-12 EXEMPTION:	Because the Authority intends to directly place the Bonds with a financial institution, the Authority has not prepared an official statement for the Notes and is not making a continuing disclosure undertaking under SEC Rule 15c2-12, with respect to this issue. By signing this Terms Sheet the Institution(s) listed below acknowledge(s) that they (a) are capable of evaluating credit risks of the Notes; (b) and have obtained necessary information to evaluate the structure and credit of the Notes; (c) have not relied on representations of the Authority or its representatives to make the decision to purchase the Notes; and (d) do not intend to sell or redistribute the Notes
TAX STATUS:	Interest on the Notes is <u>not</u> exempt from federal income taxation. Interest on the Notes is exempt from Kansas state income taxation.

If interested in purchasing the Notes, please e-mail a completed version of this form to Shelli Swanson at shellis@salair.org by no later than **noon on Tuesday, November 7, 2023**.

All costs incurred by the purchaser including but not limited to documentation review, credit analysis, safekeeping and origination, shall be the responsibility of the purchaser and will not be paid by the Authority.

<u>Principal Amount</u>	<u>Interest Rate</u>	<u>Name of Institution</u>	<u>Authorized Representative</u>	<u>Date</u>
\$ _____	_____	_____	_____	_____
\$ _____	_____	_____	_____	_____
\$ _____	_____	_____	_____	_____
\$5,000,000 Total	(must be same)			

The date of this Term Sheet is October 19, 2023.

Disclaimer: This Terms Sheet is intended solely to provide an overview of the structure and purpose of the Notes. It is not intended nor should it be considered to be completely descriptive of the transaction. Gilmore & Bell, Bond Counsel, and Stifel, Nicolaus & Company, Municipal Advisor, have assisted in the preparation and review of this Terms Sheet but have not, however, independently verified the accuracy of the information contained herein.

Consideration of Agreement with the Salina Area Chamber of Commerce

*AIM Center marketing,
communications
and program administration services*

Shelli Swanson, C.M.

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

The logo for the Aviation Innovation and Maintenance Center (AIM) features the letters 'AIM' in a large, bold, blue, sans-serif font. The letter 'A' is stylized with a white negative space cutout in the center, resembling a person or a winged figure.

**Aviation Innovation
and Maintenance**

CENTER FOR EXCELLENCE AT SLN

Memo: Aviation Innovation & Maintenance (AIM) Center of Excellence
 Marketing/Communications and Program Administration Proposal
 To: Tim Rogers, Executive Director Salina Airport
 Salina Area Chamber of Commerce
 From: Salina Area Chamber of Commerce
 Date: October 3, 2023

The Chamber will work alongside the Salina Airport Authority, Kansas State University-Salina, and other partners to successfully promote and administer the AIM pre-apprenticeship program. The Chamber's scope of work will include:

- Development of marketing assets to include logo and branding development, print materials and digital content;
- Implementation of a marketing strategy that specifically targets students, transitioning workers, and military veterans;
- Provide communications and public relations support to partners in the form of drafting press releases, and other materials for pre-apprenticeship cohort students;
- Creation of a web landing page and registration database;
- Development and implementation of an orientation program;
- Documentation and management of student training materials;
- Provide support and resources to students throughout the program;
- success and develop a plan upon completion of the program;
- On-site representation and support for student orientation.

The Salina Area Chamber of Commerce Team:

Renee Duxler, President/CEO

Renee has been with the Chamber since 2020, and previously worked for the Salina Area Chamber of Commerce as a Workforce Development Director prior to stepping into the role of President/CEO in November. Renee has over 20 years experience in workforce development, and public relations. She established the Chamber's marketing campaign and has extensive experience over her career in developing and implementing marketing campaigns and strategies. Renee also has relationships with the Chamber's schools, local social service agencies, and area workforce centers with the Transition Assistance Program (TAP) out of Ft. Riley.

Jaclyn Crow, Economic & Workforce Development Director

Jaclyn has her Bachelors in English, and currently served as a Workforce Development Director before joining the Chamber in June of 2023. Jaclyn brings with her a wealth of experience in workforce development, and implementing support to students, as well as a in-depth knowledge of the Salina area. Jaclyn also serves as a board member for the Salina Huron Area Chamber of Commerce (SHRMA) and has relationships with local educators and workforce centers.

Terms and Conditions: For services rendered, the project timeline will be from the date of this contract through June 30, 2025.

Allocation and Disbursements of Funds: With this partnership, the Chamber is asking for **\$135,000** for marketing and communications. This includes the following breakdown:

Logo and Branding Creation	\$5,000
Website Development/Maintenance	\$5,000
Digital Content/Video	\$15,000
Digital Marketing	\$90,000
Tshirts, promo items	\$10,000
Signage/Print Materials	\$10,000
TOTAL	\$135,000

The Chamber is asking for **\$75,000** over the project timeline for program administration. The majority of this allocation will go toward both staff and consultant time to be committed to creating and administering marketing and communications and program administration over the course of the project timeline. This also includes incidental program costs related such as copies, postage, phone, and mileage.

Staff Time (Marketing & Communications Development & Coordination, Orientation Development, Program Development, Program Administration)	\$67,500
Copies/Postage/Phone/Mileage	\$7,500
TOTAL	\$75,000

We agree to the terms and conditions set forth in this agreement and such is demonstrated by our signatures below.

Salina Airport Authority

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

Date:

Salina Area Chamber of Commerce

By: Renee Duxler, MSW
 President & CEO

Date:

Consideration of an
agreement with
Kansas State
University – Salina

*AIM Center instructional
services*

Shelli Swanson, C.M.

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



**Kansas State University Salina Aerospace and Technology Campus
Professional Education and Outreach
Memorandum of Agreement for Non-credit Course**

This document and the attached course outline and financial quote detail coordination and financial responsibilities associated with the non-credit course arrangements provided by Kansas State University Salina Aerospace and Technology Campus, herein referred to as Professional Education and Outreach ("PEO") to Salina Airport Authority, herein referred to as the Professional Education Client, for the program "AIM Center of Excellence Pre-Apprenticeship Program - Composites and Electricity Modules", and together constitute the Memorandum of Agreement.

The parties hereto agree as follows:

- Statement of Work:** PEO agrees to provide non-credit program services to the Professional Education Client. The attached course outline details the respective responsibilities to be completed by the Professional Education Client and PEO. This outline has been reviewed and accepted by both parties. If adjustments to the course outline are required, mutually agreed upon changes will be made in writing prior to the performance of the work. It is understood and agreed that changes to the course outline may result in changes to the financial quote.
- Financial Responsibility:** The included financial quote details known and projected program expenses, which have been reviewed and accepted by the Professional Education Client and PEO. If budget adjustments are necessary, both the Professional Education Client and PEO will mutually agree to changes in writing before adjustments are made. The Professional Education Client will assume full financial responsibility and will pay PEO in full, based on the invoice provided post-training. Payment of the invoice is required within 30 days of invoice issuance. If requested, evidence of financial ability to cover all program costs must be presented to PEO.
- Facilities and Equipment:** Facility requirements include access to basic utilities, adequate and proximate parking to the training site, and wireless internet access for the instructor. Programs held at Kansas State University facilities will agree to abide by use of campus facilities and equipment policies identified in Kansas State University Policy and Procedures Manual, found here: <https://www.k-state.edu/policies/ppm/1000/1020.html>. Facilities and equipment provided by the Professional Education Client are the responsibility of the Professional Education Client and will release liability from PEO and PEO's instructors, staff, and other affiliated parties.
- Program Guarantee:** The Professional Education Client will provide a guaranteed number of registrants for the program, as detailed in the attached course outline and financial quote detail. If the guaranteed registration number is not met, the Professional Education Client will still be billed for the guaranteed number as listed on the financial quote. To secure the date listed on this agreement, the Professional Education Client must provide this signed agreement and a non-refundable deposit, amount indicated on the financial quote. The deposit will go towards the overall invoice amount issued post-program. If instructor travel and/or material shipping is required, an additional non-refundable deposit to cover travel and shipping fees will be issued.
- Program Cancellation:** If the program is cancelled, the deposit(s) and all direct expenses incurred by the PEO in preparation for this program greater than the deposit, including the coordination and registration fees for services provided to that date, will be paid by the Professional Education Client to PEO within 30 days.
- Additional Terms:**
 - This Memorandum of Agreement is not transferable to other agencies, departments, or groups without approval by authorized representatives of both parties.
 - Any additional agreement to change the terms of this initial Memorandum of Agreement in any way shall be valid only when the change is made in writing and authorized by each party.
 - The Professional Education Client shall save, keep harmless and defend the State of Kansas, the Board of Regents of Kansas State University, Kansas State University, and all their officers, employees and agents, against any and all liability, including claims, demands, losses, costs, damages and expenses of whatever kind and nature, for injury to or death of any person or persons, incident to or arising out of the performance of work in connection with this contract, where such liability is founded upon or grows out of the acts or omissions of the Instructor.
 - The Professional Education Client must adhere to PEO policies and procedures regarding class administration, non-discrimination, accessibility for persons with disabilities, and class enrollment restrictions. PEO's policies are procedures are found here and are subject to change from time to time: <https://www.k-state.edu/policies/ppm/1000/1020.html>.
 - The Provisions found in Contractual Provisions Attachment (Form KSU-146a, Rev. 7-20), which is attached hereto, are hereby incorporated in this contract and made a part thereof.

By signing this Memorandum of Agreement the representative of the Professional Education Client thereby represents that such person is duly authorized by the Professional Education Client to execute this agreement on behalf of the Professional Education Client and that the Professional Education Client agrees to be bound by the provisions thereof.

Professional Education Client

Date

Professional Education and Outreach Director

Date

Salina CEO and Dean

Date

KANSAS STATE UNIVERSITY | Salina
Aerospace and Technology Campus

Professional Education and Outreach
Outreach Center
2310 Centennial Road
Salina, KS 67401
profed@k-state.edu

DATE
10/17/23

PREPARED FOR
Salina Airport Authority
c/o Shelli Swanson

COURSE OUTLINE	AMOUNT	QUANTIT Y	TOTAL
AIM Center of Excellence Pre-Apprenticeship Program Composites Module Electricity Module Development	\$ 5,548.00	1	\$ 5,548.00
Instruction and microcredentialing cost per cohort Dates: November 27-December 1, 2023 February 26-March 1, 2024 April 22-26, 2024	\$ 4,292.00	3	\$ 12,876.00
TOTAL			\$ 18,424.00

Staff Reports

Tim Rogers A.A.E.

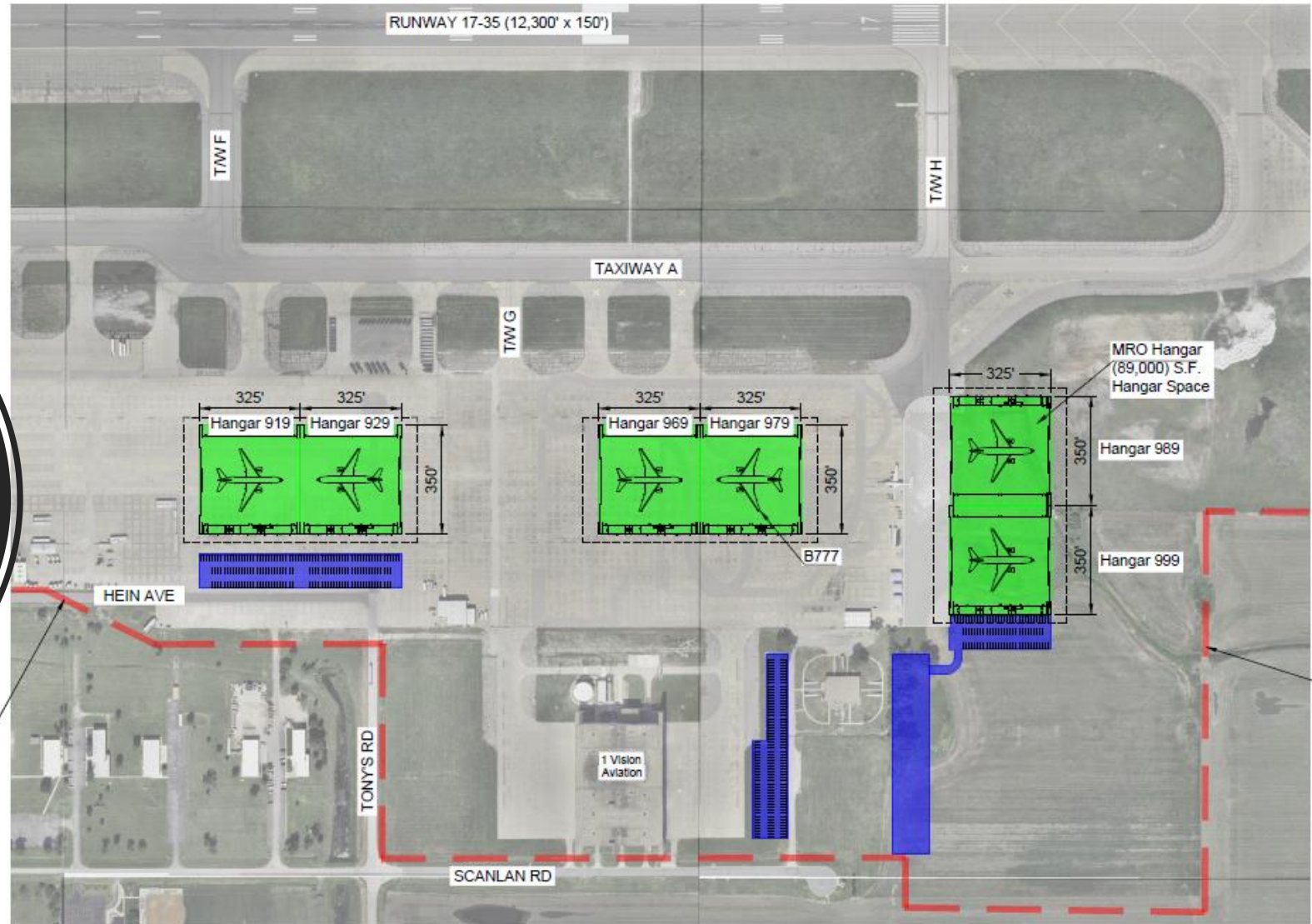
October 13, 2023



September 20, 2023



North Ramp MRO Construction



Hangar Specs
 Door Width = 272 FT
 Door Height = 70 FT
 Hangar Space 89,000 SQ FT

Office/Shop Space
 300 x 30 = 9,000 SQ FT

Salina Airport Authority Property Boundary Line

Salina Airport Authority Property Boundary Line

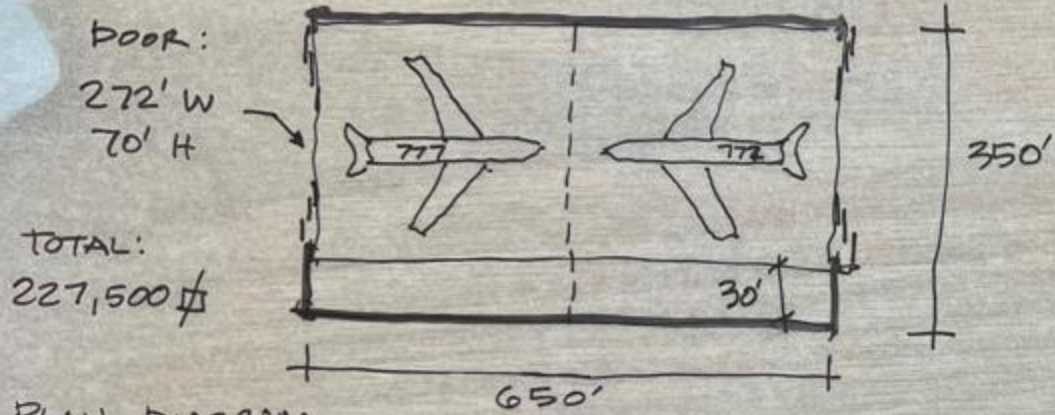
Drawing Number 3157-05-23
SALINA Airport Authority

3237 ARNOLD, SALINA, KS 67401
 (785-827-3914 FAX: 785-827-2221)

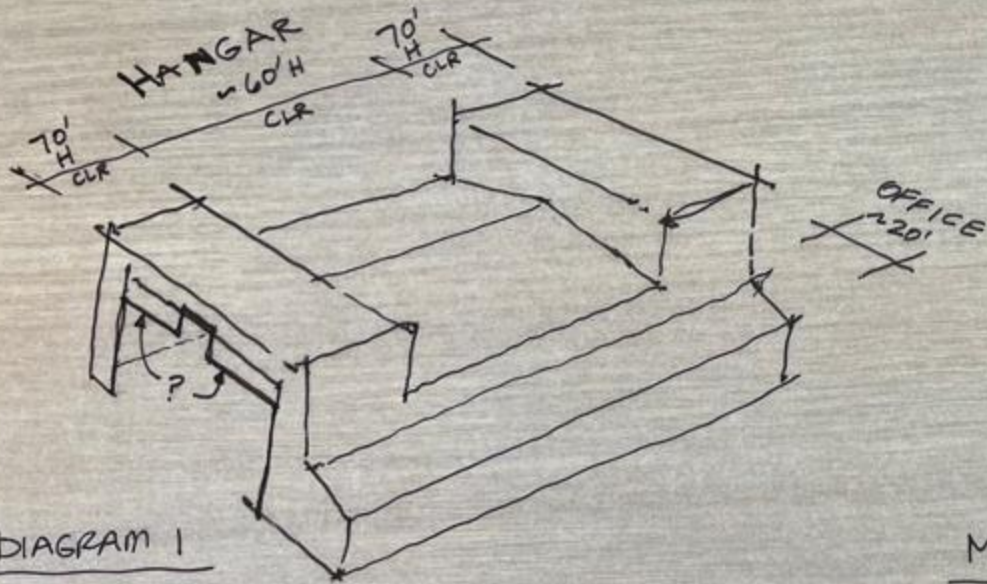
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 MWC : DESIGNED BY
 MWC : DRAWN BY
 1 - 000 : SCALE
 05/15/20, 1445 : DATE

F:\Public\Facility_Master\00DndDuplicate\NorthRamp\North Ramp Hangar ENR.dwg

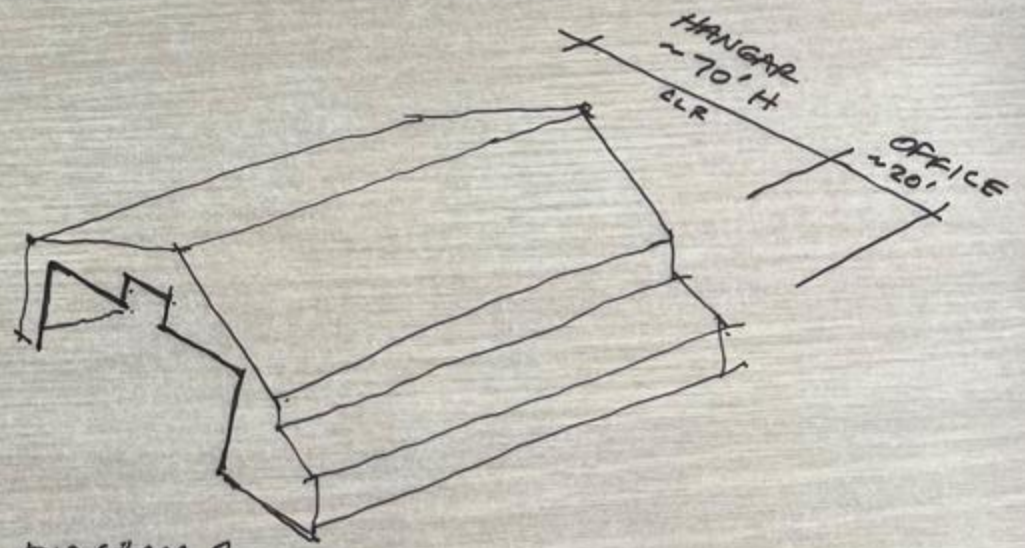
SAA HANGAR 909 / 979



PLAN DIAGRAM
NTS



MASS DIAGRAM 1
NTS



MASS DIAGRAM 2
NTS

Next Step:
*Notice for Statements of
Qualifications and Interest
for Project Designs*

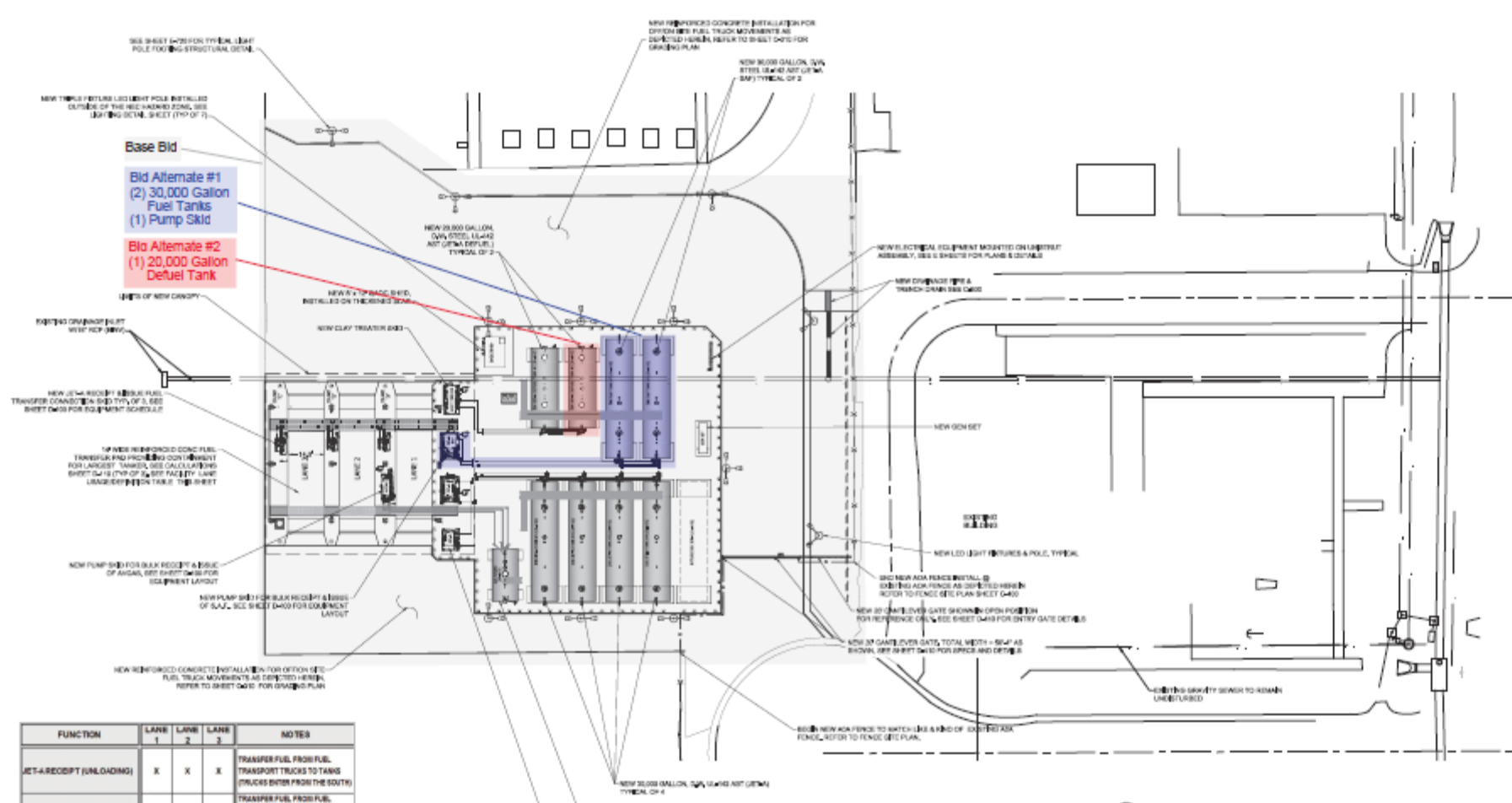
FAA FAST SAF Project

FAST-SAF Grant Program

Overview

- **Key Objective:** *make investments to accelerate the production and use of SAF, thereby supporting the goals of the SAF Grand Challenge, to meet U.S. aviation climate goals to reduce aviation carbon emissions*
- **Section 40007 Direction:** “carry out projects located in the United States that produce, transport, blend, or store sustainable aviation fuel”
- **SAF Blending and Storage**





FUNCTION	LANE 1	LANE 2	LANE 3	NOTES
JET-A RECEIPT (UNLOADING)	X	X	X	TRANSFER FUEL FROM FUEL TRANSPORT TRUCKS TO TANKS (TRUCKS ENTER FROM THE SOUTH)
JET-A ISSUE (LOADING)	X	X	X	TRANSFER FUEL FROM FUEL TANKS TO REFUELER TRUCKS (TRUCKS MAY ENTER FROM EITHER DIRECTION)
SAF RECEIPT (UNLOADING)	X			TRANSFER FUEL FROM FUEL TRANSPORT TRUCKS TO TANKS (TRUCKS ENTER FROM THE SOUTH)
SAF ISSUE (LOADING)		X		TRANSFER FUEL FROM FUEL TANKS TO REFUELER TRUCKS (TRUCKS ENTER FROM NORTH)
DEFUELED JET-A RECEIPT (UNLOADING)	X			TRANSFER FUEL FROM FUEL REFUELER TRUCKS TO TANKS (TRUCKS ENTER FROM THE NORTH)
AVIATION RECEIPT (UNLOADING)		X		TRANSFER FUEL FROM FUEL TRANSPORT TRUCKS TO TANKS (TRUCKS ENTER FROM SOUTH)
AVIATION ISSUE (LOADING)	X			TRANSFER FUEL FROM FUEL TANKS TO REFUELER TRUCKS (TRUCKS ENTER FROM THE NORTH)
PRODUCT INJECTOR			X	TRANSFER FUEL FROM 3 PRODUCT INJECTOR TO REFUELER TRUCKS (TRUCKS ENTER FROM THE SOUTH)

FACILITY TRANSFER & CONTAINMENT LANE(S) FUNCTIONALITY TABLE

ENLARGED SITE PLAN (WORK AREA 1)



Date	ISSUES/REVISIONS	
	Rev. No.	Description

STATUS OF PLAN SET
70% REVIEW PLAN SET
(NOT FOR CONSTRUCTION)

ROUNDTABLE
TECHNICAL RESOURCES

Central Florida Office
1460 Breezy Way
Spring Hill, FL 34608
Phone: (352) 684-7275
Fax: (800) 660-6724
Email: alex.nomikos@rtsglobal.com

Colorado Springs Office
2155 Roubal Circle
Colorado Springs, CO 80906
Email: engineering@rtsglobal.com
http://rtsglobal.com

NOTICE
THIS IS A PRELIMINARY PLAN FOR ANY PERSON, UNLESS AGREED UNDER THE SIGNATURE OF A PROFESSIONAL ENGINEER OR ARCHITECT TO ALTER THE DRAWING.

SALINA Airport Authority

SALINA REGIONAL AIRPORT (SRA)
3337 ARNOLD AVENUE, SALINA, KANSAS 67401

FACILITY OPERATOR

AVFLIGHT

AVFLIGHT SALINA
3025 BEECHCRAFT ROAD, SALINA, KS 67401

JVIATION
A WOLPERT COMPANY
729 SOUTH COLORADO BLVD., STE. 1200B
GLENDALE, CO 80246

PROJECT INFO
NEW AVIATION BULK FUELING FACILITY

SHEET DESCRIPTION
SITE PLAN WORK AREA 1

SEAL & SIGNATURE: [Blank space for seal and signature]

DATE: DECEMBER 2012
PROJECT NO.: SALINA_01
DRAWING NO.: [Blank space]
JOB NO.: [Blank space]
SHEET NO.: **C-210**

BY: [Blank space]
DATE: [Blank space]

REVISIONS TO BE MADE

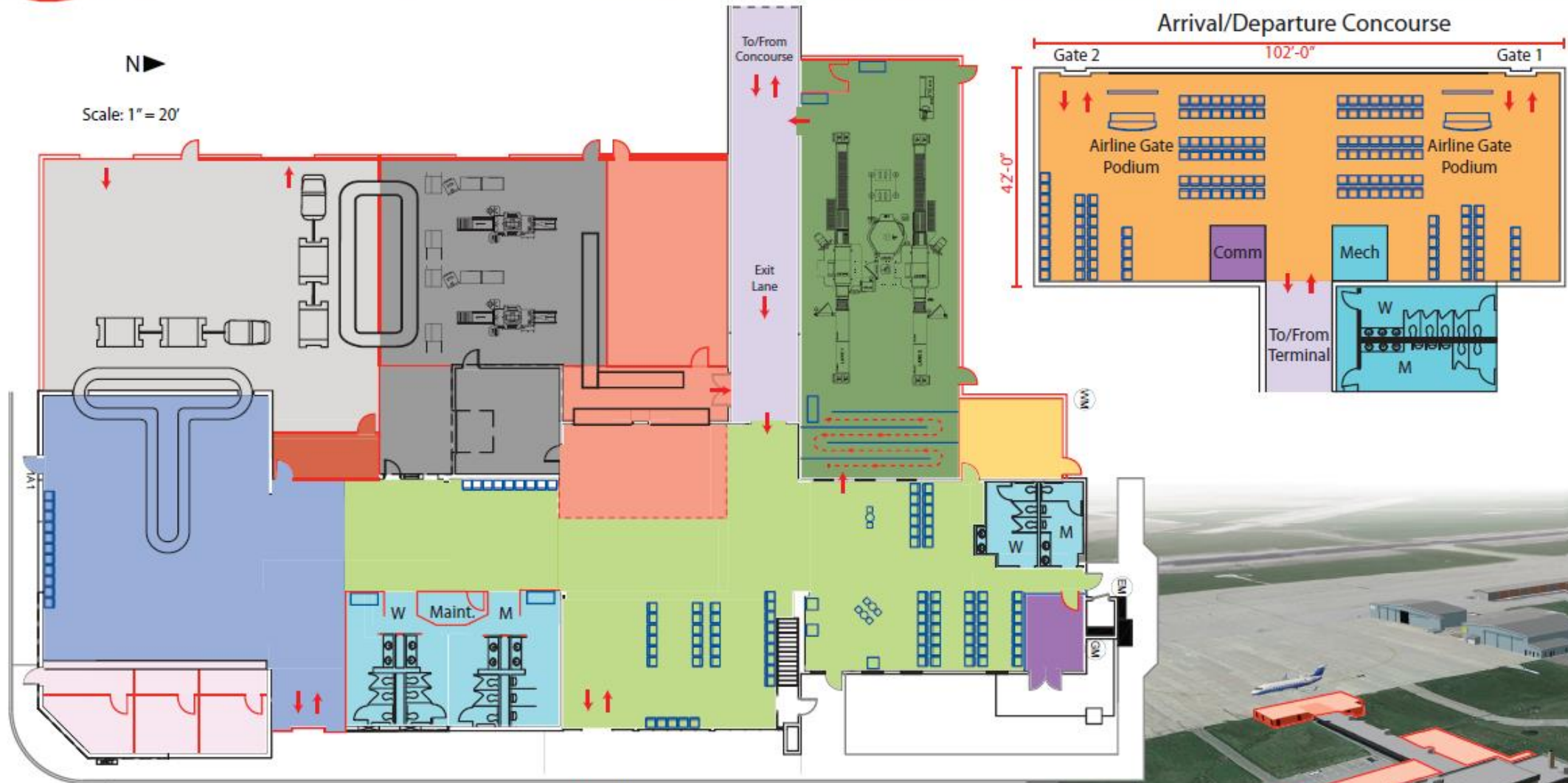
AIRPORT TERMINALS

\$1B
per Year

- Discretionary Grant Program
 - Funding for airport terminals and airport-owned air traffic control towers (FAA operated)
 - Approximately 53 control towers are airport-owned/FAA staffed
 - Approximately 157 airport-owned contract towers
- Competitive
 - Improve airfield safety through terminal relocation
 - Replacing aging facilities
 - Increase capacity and passenger access
 - Encourage competition
 - Improve Energy Efficiency (including LEED accreditation)
 - Expand access for persons with disabilities
 - Improving airport access for historically disadvantaged populations



FAA BIL ATP Application



LEGEND

Inbound/Outbound Baggage	ATO/Ticket Counter/ Ticket Queue Area	Conference Room
Bag Claim Area	Comm	TSA Security Checkpoint
Departure Lounge	Bag Service Office	TSA Bag Screening/Office
Restrooms	Waiting Lobby	RAC (Rent-a-Car)





Directors' Forum

Tod Roberg



Visitor's Questions and Comments

Tod Roberg



<  **Big Brothers Big Sisters of Salina** is at Salina Regional Airport. ...
5h · Salina, KS · 🌐

Last week, our matches and families enjoyed an unforgettable day with the team from the [Salina Airport Authority](#), where we had the chance to hear from aviation professionals, witness various aircraft on the tarmac, and even sit in the cockpit of small planes. For some, this was their first experience in an aircraft. ✈️❤️

This incredible opportunity to learn and dream would not have been possible without the Salina Airport Authority, [Fly Kansas Foundation](#), Kansas Air Tour, [1 Vision Aviation](#), Kansas State University Salina Aerospace and Technology Campus, [!](#) 🇺🇸
[#InspirePotential](#) [#FlyKansas](#) [#SalinaKansas](#) [#Salina](#) [#KansasAviation](#)



Photos retrieved from [Big Brothers Big Sisters of Salina | Salina KS | Facebook](#)



Announcements

Kasey Windhorst



Regular Board Meeting

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



Regular Board Meeting

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



Regular Board Meeting

Wednesday, January 17, 2024, 8:00 a.m.



CrossRoads Marathon

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



Candy Canes and Airplanes

Saturday, December 2, 2023, 1:00 p.m.

Signatures



Chair

Kasey Windhorst



Hangar 626 – South Elevation

Adjournment

Tod Roberg

