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**DATE:** July 11th, 2025

**TO:** SAA Board of Directors

**FROM:** Pieter Miller and Shelli Swanson

**SUBJECT:** **July 16th, 2025 SAA Monthly 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 features agenda items that support Airport Authority **STARS** objectives:

**Trust**

The proposed 2025 Notice of Revenue Neutral Rate Intent publicly informs taxpayers of a potential mill levy increase to support debt and grant match funding.

**Adaptability**

A revised agreement for the sale of Hangar 724 reflects the Authority's flexibility in meeting institutional buyer needs while supporting aviation education growth.

**Rooted in Community**

The 2025 Economic Impact Study confirms that SLN and the Airport Industrial Center generated \$1.62 billion in economic output and supported over 12,000 jobs in 2024.

**Success**

Review of the updated 2026 G.O. bond debt schedule positions the Airport Authority to meet future obligations and pursue strategic capital investment.

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Please note the following agenda item comments.

**Agenda Item #5 – Airport Activity, Scheduled Air Service and Financial Statement Reports for the Month Ending June 30<sup>th</sup>, 2025** (Miller and Swanson)

**Airport Activity – Air Traffic (Miller)**

The Salina air traffic control tower (ATCT) recorded 5,690 operations during June 2025, a modest increase from the 5,403 operations logged in June 2024. Year-to-date (January–June) operations reached 33,486, nearly matching the 33,670 total from the same period last year, though still well below 2023's 50,043 operations. Itinerant military and general aviation traffic remain strong drivers of activity, helping offset reductions in local, civil, and air taxi operations. Overall, SLN air traffic remains steady across key user segments despite sector fluctuations.

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

Fuel flowage in June 2025 totaled 166,657 gallons, reflecting a 28% decrease compared to the 230,822 gallons pumped in June 2024. However, year-to-date sales climbed to 1,394,975 gallons—a 45% increase over the 959,664 gallons recorded during the same period in 2024 and surpassed the 2023 midyear total. Military and government operations continued to represent the majority of usage, with general aviation and commercial segments also contributing significantly. The ongoing year-over-year growth reflects the strength and diversity of SLN’s operational base.

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

Passenger activity remained robust at SLN in June 2025, with 2,914 enplanements—a 56% increase over June 2024 and nearly double the June 2023 total. Year-to-date scheduled enplanements reached 17,951, continuing to outperform previous years and highlighting sustained passenger growth across all routes.

June marked the second month of nonstop United Express service to Houston, which has maintained strong performance alongside Denver and Chicago. SkyWest Airlines carried a total of 5,878 passengers (boardings and deplanements combined), while continuing to meet operational benchmarks with 100% flight completion and improved on-time arrivals.

The Essential Air Service per-passenger subsidy dropped to \$84.50, reflecting higher utilization and improved cost efficiency. As SLN heads into peak summer travel, its air service remains well-positioned, with strong passenger demand, competitive fare structures, and a growing reputation among EAS markets nationwide.

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

#### **Cash in Bank:**

#### **Unrestricted Cash:**

Now at \$1,611,794 after subtracting returnable security deposits from operating funds. This reflects a \$542,810 increase since February, primarily driven by grant reimbursements and timing of payables.

- **Current Restricted Funds:**

- Bond Funds: Decreased to \$4.76M, down from \$5.36M in May, with continued disbursements for Project 80, Hangar 125 UST work, and MRO improvements.
- AIM Center Cash: Steady at \$1.43M, supporting current program needs.
- Mill Levy Funds: Holding at \$2.51M, consistent with spring property tax receipts.

- **Total Cash in Bank:**

Now at \$10.48M, down slightly from \$11.27M in May due to project drawdowns. Liquidity remains strong as capital investments progress on schedule.

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#### **Revenue Performance (YTD):**

- **Total Income:**

\$2.09M, up 14% above budget and 26% year-over-year (YoY).

- **Airfield Revenue:**

\$1.02M YTD, a 47% increase YoY.

Key drivers:

- Landing Fees: +76%
  - Hangar Rent: +50%
  - Fuel Flowage Fees: +45%
  - **Building & Land Rent:**  
\$954K, up 6% YoY.
    - Tank rent remains elevated (+405%) from the fuel farm expansion.
    - Long-term lease stability continues to offset minor short-term vacancy fluctuations.
  - **Other Revenue:**  
\$108K, up 53% YoY, driven by strong charter activity (standby fees) and FOL equipment leasing activity.
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## **Expense Management:**

- **Operating Expenses:**  
\$1.70M YTD, a 3% increase YoY, and running under budget at 93%.
    - **Maintenance:**  
\$685K, up 15%, largely from snow removal and utility cost spikes.
    - **Administrative:**  
\$1.01M, down 3% YoY.  
Key variances:
      - Medical insurance: +%
      - Property insurance: +10%
      - Airport marketing: +42% (related to Houston route launch)
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## **Net Operating Income (NOI):**

- YTD Net Ordinary Income:  
\$386,000, up from \$18,000 this time last year — a 2020% improvement YoY.
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## **Other Income and Expenses:**

- Capital Contributions:  
\$1.8M YTD, driven by ALOFT and Air Service Grants.
  - Asset Sale Gain:  
\$448K, from a 20-acre land sale.
  - Interest Income:  
\$261K, earned on leases and held deposits.
  - Debt Service:
    - Interest Expense: \$1.31M YTD, up 82% YoY due to bond issuance.
    - Depreciation: \$2.0M, up 27% YoY.
  - AIM Center Expenses:  
\$86K YTD, down 65% YoY, reflecting reduced consulting and supply spending.
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**Summary:**

The June 2025 financials reflect continued revenue growth, disciplined expense management, and solid progress across key capital projects. The Authority maintains strong unrestricted liquidity, with approximately \$1.6M in available operating funds, while an additional \$8.7M is held in restricted accounts tied to bond-funded capital projects, mill levy debt service, and grant match obligations. Strategic infrastructure initiatives—including Project 80, MRO expansion, and AIM Center development—continue to advance on schedule.

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**Financial Reports – Accounts Receivable Past Due 31 days or more as of July 11, 2025**

(Swanson)

Account	Amount	Days	Comments
Daws Trucking	\$600	31-90	Land rent
Enterprise	\$200	31-60	License Fee
Federal Aviation Administration	\$4,475	31-90	Facility rent
Hale, Max Alan	\$130	31-60	Hangar rent
Kansas Military Board	\$2,166	31-60	Facility rent

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**Agenda Item #6 -- Review of the SAA's 2026 G.O. bond debt schedule and resulting mill levy requirements for G.O. bond debt payments.** (Swanson)

Enclosed is the updated summary of 2026 G.O. bond debt service payments and resulting mill levy requirements for each bond issue. The updated summary considers the most recent Saline County Clerk report on City of Salina assessed valuation. Review of the G.O. bond debt service schedule and mill levy requirements sets the stage for considering SAA board action on a **Notice of Revenue Neutral Rate Intent**.

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**Agenda Item #7 – Review and Consideration of the SAA's 2025 Notice of Revenue Neutral Rate Intent** (Miller/Swanson)

Kansas law requires public entities to formally declare their intent if they plan to consider adopting a property tax mill levy that would generate more revenue than what would be raised under the prior year's "Revenue Neutral Rate" (K.S.A. 79-1460, 79-1801, 79-2024, and 79-2925(c)). This declaration does not set the final mill levy—it simply serves as public notice of the possibility that the Salina Airport Authority may adopt a 2025 levy that exceeds the 2025 Revenue Neutral Rate (RNR).

The certified Revenue Neutral Rate for 2025 is 5.623 mills. The Airport Authority proposes to consider a maximum 2025 mill levy of 6.749 mills to fund the 2026 budget. This proposed levy would exceed the RNR and requires the formal adoption of a Notice of Revenue Neutral Intent.

A public hearing to allow for public comment regarding the 2025 mill levy and 2026 budget will be held on September 3, 2025 at 4:00 p.m.

Please note that 6.749 mills represents the maximum that may be levied by the Airport Authority for 2025. The final mill levy adopted may be less than this amount.

Mill levy revenues are used by the Salina Airport Authority to support:

- General Obligation (G.O.) bond debt service, and
- Matching funds for federal and state aviation and infrastructure grants.

At the meeting, Shelli and I will review the 2026 G.O. bond payment projections and match requirements anticipated for 2026 grant activity.

**Recommendation:** Approval of the Notice of Revenue Neutral Intent and authorization for Vice Chair Commerford to sign and submit the certification to the Saline County Clerk.

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**Agenda Item #8 -- Consideration and Approval of a substitute agreement for the Sale of Hangar 724 to Kansas Board of Regents** (Miller/Swanson)

At the June 18, 2025 meeting, the Board approved a contract for the sale of Hangar 724 to the Kansas Board of Regents, acting on behalf of Kansas State University. Since that time, K-State and the Board of Regents have requested minor revisions to the agreement:

1. **Removal of Section 7 – Reservation of Nonrenewable Resources**  
Staff supports this revision, as similar reservations have been omitted in prior property sale agreements where the Authority had no intention of retaining mineral rights or pursuing resource development.
2. **Updated Closing Date**  
The contract has been revised to reflect a closing on or before August 22, 2025, in place of the original July 31 closing date, to accommodate additional time required for KBOR/KSU approvals and preparation for closing.

A substitute agreement incorporating these revisions is attached for the Board's consideration.

**Recommendation:** Approval of the substitute Contract for Sale of Real Estate for Hangar 724 as revised and authorize Vice Chair Commerford to sign the agreement.

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**Agenda Item #9 -- Consideration and Approval of a substitute agreement for the Sale of Building 820 to Kansas Board of Regents** (Miller/Swanson)

This item mirrors the revisions addressed in Agenda Item 8. Following approval of the original sale agreement for Building 820 at the Board's June 18, 2025 meeting, the Kansas Board of Regents and K-State requested minor edits to align with their internal preferences:

Omission of the mineral rights reservation clause, consistent with other recent SAA property sales where the Authority has not retained subsurface rights.

Revised closing date of August 22, 2025, allowing adequate time for procedural approvals.

The attached substitute agreement incorporates these revisions for the Board's review and approval.

**Recommendation:** Approval of the substitute Contract for Sale of Real Estate for Building 820 as presented, and authorize Vice Chair Commerford to sign on behalf of the Salina Airport Authority.

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**Agenda Item #10 -- Consideration and approval of lease agreement with Salina Mini Storage**  
(Miller/Swanson)

**Background:**

The Salina Mini Storage site (Lot 4, Block 1, Schilling Subdivision No. 5) has been continuously leased since 1989, most recently under a lease held by Salina Mini-Storage, L.P., which was dissolved in 2022. The leasehold interest was subsequently assigned in equal undivided one-half shares to the Larry W. Smith Trust and the Susan Joy Smith Trust. The trustees of these trusts, Larry and Susan Joy Smith, continue to operate the facility under the Salina Mini Storage name.

The original lease expired on June 30, 2024. The attached agreement establishes a new lease commencing August 1, 2025, and formalizes the current ownership structure, leasehold interests, and operational terms.

**Key Terms:**

- **Lease Term:** 5 years, beginning August 1, 2025, through July 31, 2030
- **Renewal Options:** Four (4) additional five-year terms
  - CPI-based rent adjustment applies to the 1st, 3rd, and 4th options
  - The 2nd option uses an MAI appraisal-based rent reset, subject to a 125% cap and no downward adjustment
- **Monthly Rent:** \$595.00, based on current market data and tenant history
- **Lessee-Owned Improvements:** Lessee owns and maintains all buildings, site improvements, and fencing installed during prior lease terms
- **Fence Note:** While the lease does not expressly distinguish between fencing segments, the Lessee has historically installed and maintained the fencing along the north, south, and west sides of the Premises. The east fence line was recently installed by an adjacent developer at no cost to the Authority and is technically owned by the Authority. Although the lease is silent on east fence ownership, the Lessee has agreed to maintain the west side of the east fence, including vegetation control and general upkeep. This responsibility aligns with their general maintenance obligations under the lease but does not imply ownership or capital replacement liability for the east fence.
- **Restoration:** Lessee is responsible for removal of improvements and site restoration upon lease expiration or termination, unless otherwise agreed in writing by the Authority.

**Legal Review:**

The lease is under review by legal counsel. Minor revisions may occur prior to final execution, but no material changes are anticipated.

**Recommendation:** Approval of the new lease agreement with Larry and Susan Joy Smith, as Trustees of the Larry W. Smith Trust and the Susan Joy Smith Trust, for the continued operation of Salina Mini Storage and authorize Vice Chair Commerford to sign the agreement.

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## **Staff Report(s)**

### **Presentation on Salina Regional Airport & Airport Industrial Center 2025 Economic Impact Study (Miller/Zollinger)**

The 2025 Salina Regional Airport and Airport Industrial Center Economic Impact Study, prepared by the Docking Institute of Public Affairs at Fort Hays State University, will be presented at this month's board meeting.

Dr. Brett Zollinger and Dr. Preston Gilson from the Docking Institute will join us to share their findings and provide an overview of the study's methodology and results.

### **Key Findings:**

- SLN and the AIC generated **\$1.62 billion** in total economic output in 2024, accounting for **41.4%** of Saline County's economy.
- The SLN/AIC campus supported **12,376 jobs**, or **31%** of the county's total employment.
- Private businesses contributed **\$1.55 billion** in output and **8,700 jobs**, representing the majority of direct economic activity.
- Educational and public sector tenants contributed over **600 jobs** and more than **\$70 million** in combined output.
- A Chamber survey showed inbound business travelers using SLN generated at least **\$437,230** in direct spending in Salina.

The final report provides a valuable summary of the current economic footprint of the airport and industrial center. A full copy of the report is included in the board packet for your review ahead of the presentation.

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Please let us know if you have any questions you would like us to prepare for in advance of the meeting.

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

**July 16th, 2025 – 8:00 AM**

**AGENDA**

**Call to Order**

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

**Action Items:**

4. Approval of the minutes of June 24, 2025, Regular Board Meeting. (Commerford)
5. Review of airport activity and financial reports for the month ending June 30, 2025 (Miller/Swanson)
6. Review of the SAA's 2026 G.O bond debt schedule and resulting mill requirements for G.O. bond debt payments. (Miller/Swanson)
7. Review and Consideration of the Airport Authority's 2025 Notice of Revenue Neutral Rate Intent. (Miller/Swanson)
8. Consideration and Approval of a substitute agreement for the Sale of Hangar 724 to Kansas Board of Regents (Miller/Swanson)
9. Consideration and Approval of a substitute agreement for the Sale of Building 820 to Kansas Board of Regents (Miller/Swanson)
10. Consideration and Approval of Lease Agreement with Larry W. Smith and S. Joy Smith, Trustees of their respective trusts, d/b/a/ Salina Mini Storage (Miller/Swanson)

**Staff Reports:**

- Presentation on Salina Regional Airport & Airport Industrial Center 2025 Economic Impact Study (Miller/Zollinger)
- Terminal Building Update (Miller/Cunningham)
- Future direction of AIM Center of Excellence (Miller)



**Directors' Forum:** (Commerford)

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

**Announcements:** (Windhorst)

**Adjournment:** (Commerford)



**MINUTES OF THE REGULAR MEETING  
OF THE SALINA AIRPORT AUTHORITY BOARD OF DIRECTORS  
JUNE 24, 2025  
HANGAR 600, ROOM 100**

**Call to Order**

Chair Boos called the board meeting to order at 8:00 a.m. and confirmed a quorum was present. Business and Communications Manager Kasey Windhorst confirmed the meeting notice and board packet was published and distributed on Wednesday, June 18, 2025.

**Attendance**

Directors Boos, O'Brien, and Commerford attended in person; Directors Roberg and Bunn were absent. Attending in person: Executive Director Pieter Miller; 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. Guest attending in person: Mitch Robinson, Salina Community Economic Development Organization.

**Agenda**

Executive Director Miller reviewed the agenda. Item 11 will be postponed to a future meeting.

**Minutes**

Director Commerford moved to accept as presented the minutes of the May 21, 2025 regular board meeting and the minutes of the May 29, 2025 special board meeting. Director O'Brien seconded the motion. Motion passed 3-0.

### **Airport Activity**

Miller reported that May 2025 air traffic was down slightly from May 2024 (5,556 from 6,133 operations). Year-to-date operations (January–May) totaled 27,796 for 2025. Fuel flowage continues to be strong. May 2025 had 210,750 gallons of fuel, 28% higher than the May 2024 total. Year-to-date sales reached 1,228,318 gallons, 69% over January-May 2024. Miller reported passenger enplanements for SkyWest averaged 71% capacity for May 2025. Houston sales are outpacing projections, and ticket prices for most flights to Denver, Chicago, or Houston are lower than from any other Kansas airport.

### **Financial Review**

Swanson presented the monthly financial review. Cash in bank is \$11.3M. Operating Funds are \$1.8M, and Restricted Funds are \$5.36M following disbursements for Project 80, Hangar 125, and Hangar 959. Total Assets are 17% over 2024 due to increased fixed asset values (at \$12.6M). Total Equity is 15% higher than in 2024 at \$4M. Discussing the P & L statement, Swanson stated that revenue was over budget by \$250,000, generated through hangar rent and fuel flowage. Administrative expenses are down 14%. Net Operating Income is \$325,000, higher than budgeted. Accounts payable expenditures and outstanding accounts receivable were reviewed. Director Boos instructed staff to file the financials for audit.

### **Consideration of SAA Resolution No. 25-05 to adopt 2025 FEMA Kansas Region F Hazard**

#### **Mitigation Plan**

The resolution's background was presented by Cunningham, noting that the Saline County Emergency Management Director, Michelle Weis, requested the resolution from the board, formally adopting the Hazard Mitigation Plan, and meeting the eligibility to participate in FEMA

programs if needed. Director O'Brien moved to approve SAA Resolution No. 25-05, authorizing Chair Boos to sign the resolution. Director Commerford seconded the motion. Motion passed unanimously.

**Consideration of SAA Resolution No. 25-06 declaring the Salina Airport Authority's intent to levy a one mill tax**

Swanson noted for the board that the resolution as presented is the first step to adopting the 2026 budget. The one mill property tax declaration allows for public comment before final action by the board at the September board meeting. Director Commerford moved to approve SAA Resolution 25-06, authorizing Chair Boos to sign the resolution. Director O'Brien seconded the motion. The Motion passed 3 - 0.

**Consideration and Approval of the Sale of Hangar 724 to Kansas Board of Regents**

Miller provided the historical use of Hangar 724. The property is located at 1910 Beechcraft Rd and includes approximately 2.5 acres and a 28,156 sq. ft. metal hangar facility. K-State and the Board of Regents intend to use H724 for composite repair classes. An appraisal dated February 7, 2025, jointly conducted by three independent appraisers—a requirement of the Kansas Board of Regents—determined the value of the building and associated parcel to be \$395,000. Director Commerford moved to approve the sale of Hangar 724 to the Kansas Board of Regents, authorizing Chair Boos to execute the Contract for Sale and all related closing documents. Director O'Brien seconded the motion. The Motion passed 3 - 0.

**Consideration and Approval of the Sale of Building 820 to the Kansas Board of Regents**

Miller reviewed the Contract for Sale of Real Estate for the sale of Building 820 (2413 Hein Avenue), located on Lot 10, Block 1, Schilling Subdivision No. 3, to the Kansas Board of Regents on behalf of Kansas State University's Salina Aerospace and Technology Campus. The building includes a 2,256 sq. ft. metal classroom/office structure and is situated immediately north of the Stevens Flight Center. Building 820 has been used for storage and as an ad hoc K-State classroom. The purchaser intends to continue to use the building in the same manner. An appraisal jointly conducted by three independent appraisers—a requirement of the Kansas Board of Regents—determined the value of the building and associated parcel to be \$235,000. Director O'Brien moved to approve the sale of Building 820 to the Kansas Board of Regents on behalf of Kansas State University, authorizing Chair Boos to execute all documents related to the transaction. Director Commerford seconded the motion. The Motion passed 3 - 0.

**Consideration of Terminal Building Parking Lot Construction Grant Offer, Build Back Kansas Grant Offer, Engineering/Construction observation and recommendation of award of construction contract**

Miller provided an overview of the project and presented the four bids received for the Terminal Building Parking Lot construction. Screed Tech submitted the low bid in the amount of \$1,802,403.55. The bid is within the established project budget and includes all grading, demolition, concrete pavement installation, drainage improvements, lighting, and striping necessary to complete the work.

Lochner has proposed to provide construction administration, management, resident project representative (RPR) observation, quality acceptance materials testing, and project closeout

services for the Terminal Building Parking Lot project. The proposed not-to-exceed amount for Lochner's services is \$321,500, which includes construction observation and quality acceptance testing to be performed by UES. The scope of work includes oversight of contractor progress, review of shop drawings and RFIs, wage rate and DBE interviews, monthly pay application reviews, and preparation of the final project report. Miller discussed the bid from Lochner for inspection services of the contract.

The board was presented with the funding sources noting that the total project cost is \$2,127,260 and will be funded through: 1. FAA Airport Improvement Program (AIP) MAP Grant (Project No. 3-20-0072-056-2025) in the amount of \$2,020,897 (95% FAA share); and 2. Local Sponsor Match of \$106,363 (5% local share), which may be supported by a 2.5% Build Back Kansas Grant.

Director O'Brien moved to Approve the acceptance of grant offer AIP MAP Grant (Project No. 3-20-0072-056-2025) for the Terminal Building Parking Lot project and a State of Kansas Build Back Kansas grant, contingent upon receipt of both grant awards and approve the professional services agreement with H.W. Lochner, Inc. in a not-to-exceed amount of \$321,500, and award the construction contract to Screed Tech, LLC in the amount of \$1,802,403.55, pending FAA concurrence on both the low bid and the professional services contract, authorizing the Executive Director to execute all related grant agreements, construction contracts, and professional service agreements. Director Commerford seconded the motion. The vote passed unanimously.

### **Staff Reports**

Cunningham updated the board on the terminal building project and reported that installation of the gas line was underway in the new passenger holding room space. Contractors are installing walls, electrical and sprinkler systems throughout the building. Miller stated that a change order will be presented at the next board meeting addressing an adaptation for footings. Cunningham stated that the quality of construction and the effort to work around airport activity has been met by the contractor.

Windhorst provided an update to the website development project, noting that the team was currently working on the content development phase. A preview of the new website will be presented at the July board meeting.

### **Announcements**

Windhorst provided the meeting dates for the remaining regular board meetings in 2025.

Director Commerford moved to adjourn; Director O'Brien seconded the motion. Motion carried 3 – 0.

The meeting adjourned at 9:00 a.m.

Minutes approved at the July 16, 2025, board meeting.

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Kasey L. Windhorst, Board Clerk

(SEAL)

**SALINA AIRPORT AUTHORITY**  
**AIRPORT ACTIVITY REPORT**  
**2025**

**AIR TRAFFIC/ATCT**

June, 2025	5,690 Operations
	663 Instrument Operations
	394 Peak Day
June, 2024	5,403 Operations
	517 Instrument Operations
	401 Peak Day
January 2025 - June 2025	33,486 Operations
January 2024 - June 2024	33,670 Operations
January 2023 - June 2023	50,043 Operations

**FUEL FLOWAGE**

June, 2025	166,657 Gallons
June, 2024	230,822 Gallons
January 2025 - June 2025	1,394,975 Gallons
January 2024 - June 2024	959,664 Gallons
January 2023 - June 2023	1,177,215 Gallons

		Avflight	
		Military/Gov't	Self-fuel
KSU-S	Avflight Salina	Portion	Station Portion
June, 2025	8,112	158,545	30,571
June, 2024	5,506	225,316	98,722
January 2025 - June 2025	51,014	1,343,961	465,810
January 2024 - June 2024	46,659	913,005	301,021
January 2023 - June 2023	76,021	1,101,194	328,553

**SkyWest Airlines**

	ENPLANEMENTS	DEPLANEMENTS	TOTAL
June, 2025	2,914 Passengers	2,964 Passengers	5,878
June, 2024	1,767 Passengers	1,876 Passengers	3,643
January 2025 - June 2025	13,625 Passengers		
January 2024 - June 2024	7,711 Passengers		
January 2023 - June 2023	9,250 Passengers		

**ENPLANEMENTS - Charter Flights**

June, 2025	0 Passengers
June, 2024	94 Passengers
January 2025 - June 2025	4,326 Passengers
January 2024 - June 2024	1,314 Passengers
January 2023 - June 2023	462 Passengers

**TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights**

June, 2025	2,914 Passengers
June, 2024	1,861 Passengers
January 2025 - June 2025	17,951 Passengers
January 2024 - June 2024	9,025 Passengers
January 2023 - June 2023	9,712 Passengers

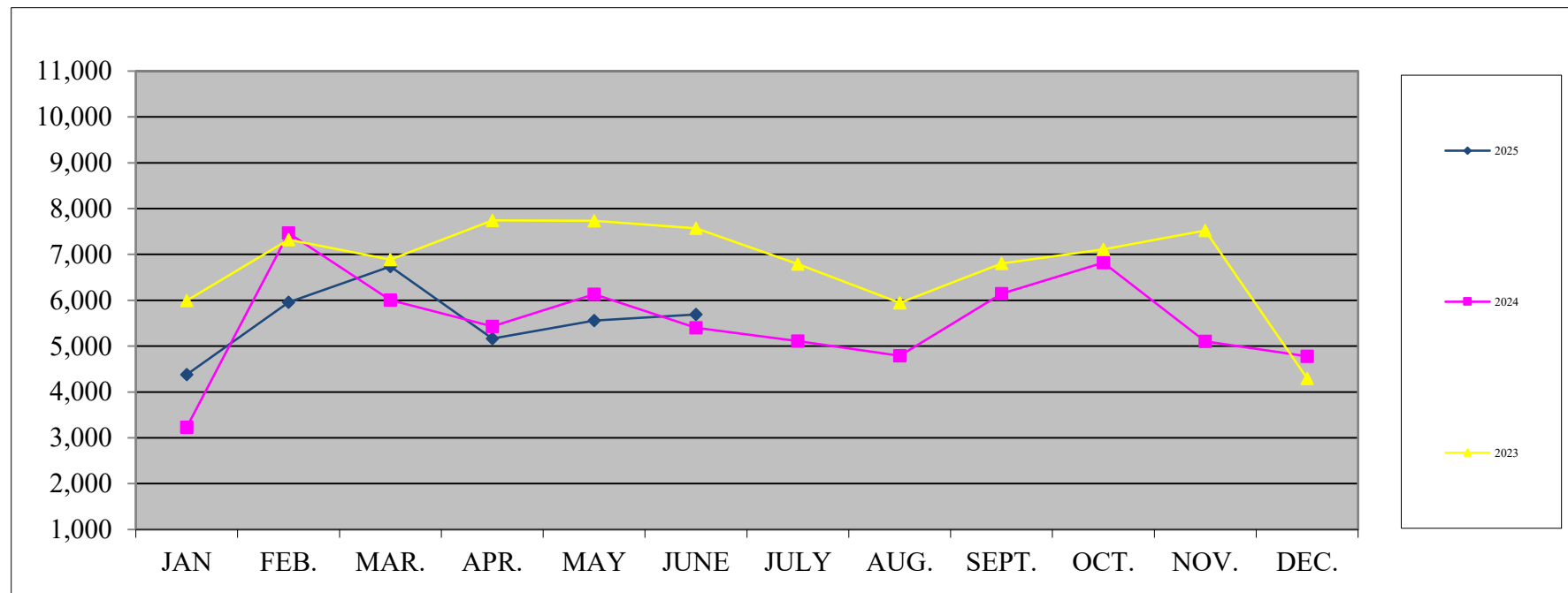
# AIRPORT TRAFFIC RECORD

## 2024 - 2025

	ITINERANT					LOCAL			
	AC	AT	GA	MI	Total Itinerant	Civil	Military	Total Local	Total Operations
<b>2025</b>									
January, 25	162	752	1,095	215	2,224	1,846	310	2,156	4,380
February, 25	131	1,246	1,230	175	2,782	3,022	152	3,174	5,956
March, 25	148	1,153	1,347	488	3,136	3,414	187	3,601	6,737
April, 25	99	550	1,829	698	3,176	1,961	30	1,991	5,167
May, 25	176	305	2,094	315	2,890	2,486	180	2,666	5,556
June, 25	171	286	2,097	278	2,832	2,820	38	2,858	5,690
July, 25									
August, 25									
September, 25									
October, 25									
November, 25									
December, 25									
<b>Totals January - June</b>	<b>887</b>	<b>4,292</b>	<b>9,692</b>	<b>2,169</b>	<b>17,040</b>	<b>15,549</b>	<b>897</b>	<b>16,446</b>	<b>33,486</b>
<b>2024</b>									
January, 24	126	861	482	240	1,709	1,448	74	1,522	3,231
February, 24	138	1,905	818	182	3,043	4,166	257	4,423	7,466
March, 24	143	1,364	772	302	2,581	3,254	172	3,426	6,007
April, 24	89	1,512	755	171	2,527	2,835	68	2,903	5,430
May, 24	89	1,285	894	181	2,449	3,596	88	3,684	6,133
June, 24	72	1,119	837	313	2,341	2,932	130	3,062	5,403
July, 24									
August, 24									
September, 24									
October, 24									
November, 24									
December, 24									
<b>Totals January - June</b>	<b>657</b>	<b>8,046</b>	<b>4,558</b>	<b>1,389</b>	<b>14,650</b>	<b>18,231</b>	<b>789</b>	<b>19,020</b>	<b>33,670</b>
<b>Difference</b>	<b>230</b>	<b>-3,754</b>	<b>5,134</b>	<b>780</b>	<b>2,390</b>	<b>-2,682</b>	<b>108</b>	<b>-2,574</b>	<b>-184</b>
<b>YTD % Change</b>	<b>35%</b>	<b>-47%</b>	<b>113%</b>	<b>56%</b>	<b>16%</b>	<b>-15%</b>	<b>14%</b>	<b>-14%</b>	<b>-1%</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

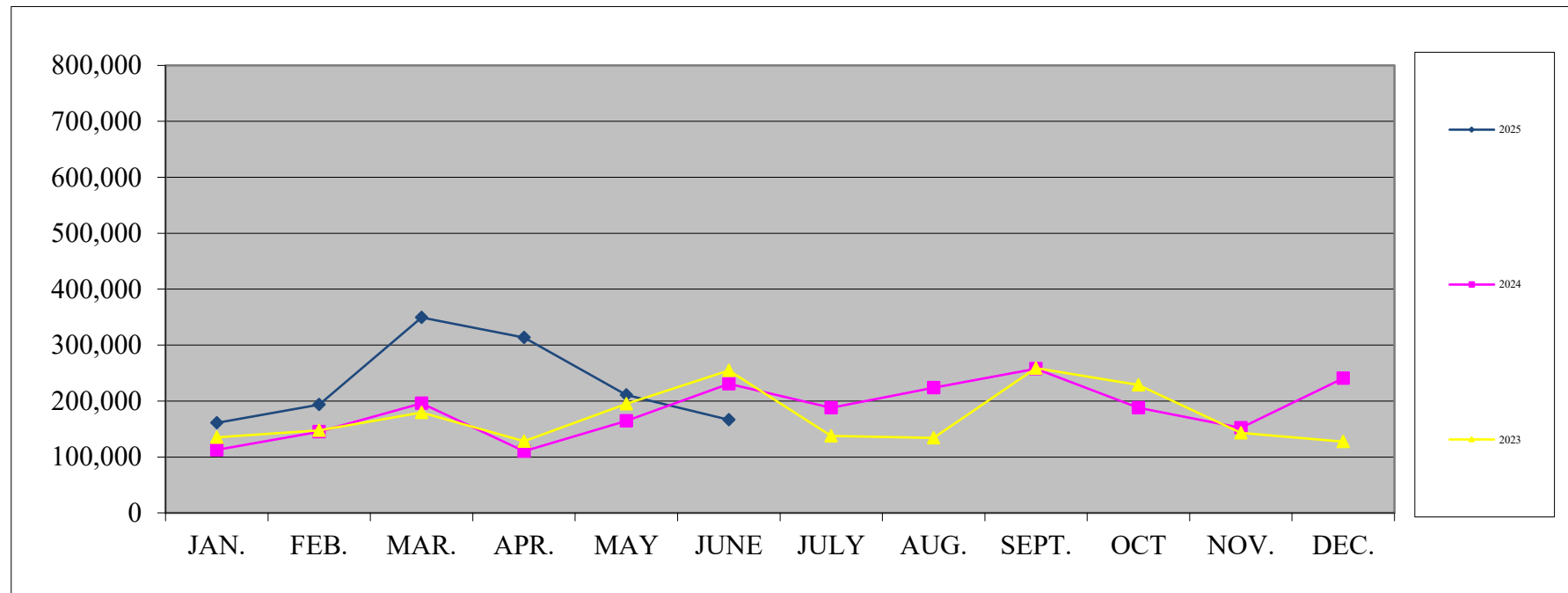
	<u>JAN</u>	<u>FEB.</u>	<u>MAR.</u>	<u>APR.</u>	<u>MAY</u>	<u>JUNE</u>	<u>JULY</u>	<u>AUG.</u>	<u>SEPT.</u>	<u>OCT.</u>	<u>NOV.</u>	<u>DEC.</u>	<u>TOTAL</u>
<b>2025</b>	4,380	5,956	6,737	5,167	5,556	<b>5,690</b>							<b>33,486</b>
<b>2024</b>	3,231	7,466	6,007	5,430	6,133	5,403	5,110	4,787	6,142	6,822	5,103	4,778	66,412
<b>2023</b>	5,993	7,320	6,890	7,743	7,734	7,572	6,791	5,945	6,801	7,112	7,521	4,297	81,719
<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



## FUEL FLOWAGE

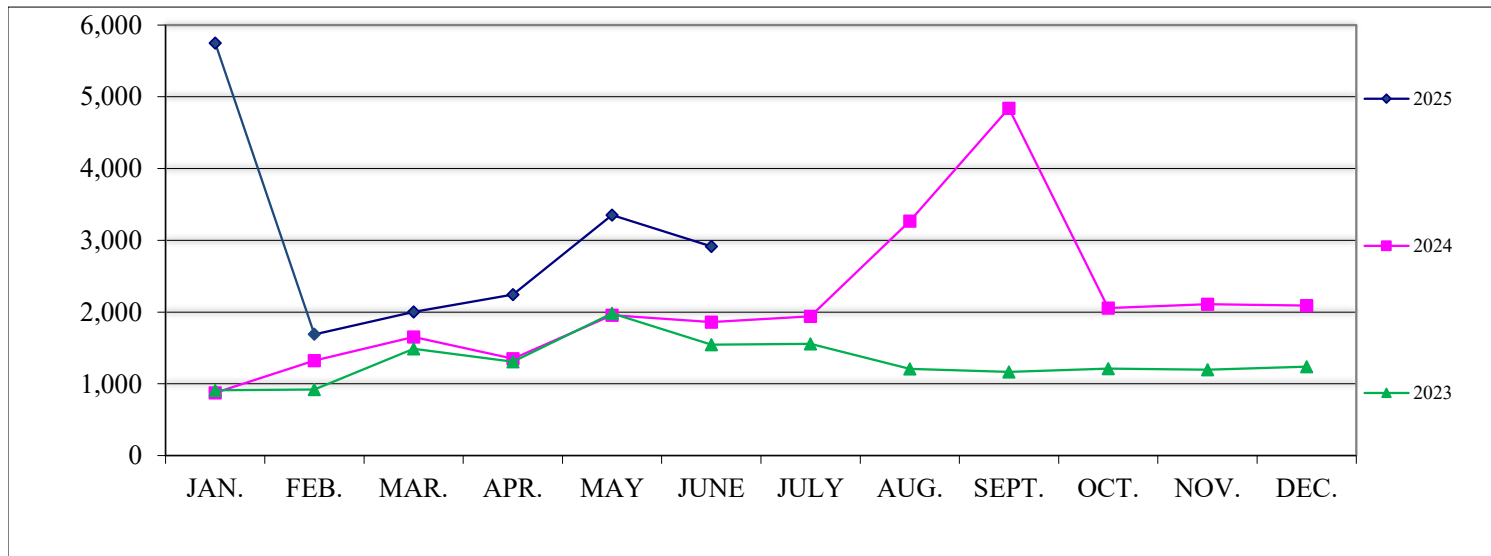
Gallons of Fuel Sold at SLN

	<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>2025</b>	160,970	193,543	349,376	313,679	210,750	<b><u>166,657</u></b>							<b><u>1,394,975</u></b>
<b>2024</b>	112,666	145,336	195,892	110,346	164,602	230,822	187,920	223,648	257,721	188,094	152,323	240,849	2,210,220
<b>2023</b>	134,955	147,775	179,414	128,122	194,746	254,599	137,603	134,249	258,893	228,702	142,909	127,411	2,069,378
<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



## 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>2025</b>	5,751	1,688	2,002	2,242	3,354	<b>2,914</b>							<b>17,951</b>
<b>2024</b>	875	1,324	1,655	1,352	1,958	1,861	1,939	3,269	4,840	2,056	2,108	2,089	25,326
<b>2023</b>	910	922	1,489	1,307	1,982	1,544	1,558	1,209	1,167	1,212	1,195	1,239	15,080
<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	20,252
<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



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



# FINANCIAL STATEMENTS

June 2025



MOODY'S CREDIT OPINION - SALINA AIRPORT AUTHORITY, KS / 21 FEBRUARY 2025

**Salina Airport Authority**  
**Statement of Net Position Prev Year Comparison**  
As of June 30, 2025

07/11/2025

	Jun 30, 25	May 31, 25	\$ Change	Jun 30, 24	\$ Change	% Change
<b>ASSETS</b>						
Current Assets						
Checking/Savings						
Cash in Bank-Bond Funds	4,758,500	5,356,859	-598,359	4,566,659	191,841	4%
Cash in bank-Operating Funds	1,782,014	1,971,829	-189,815	2,551,088	-769,074	-30%
Cash in Bank - AIM Center	1,432,654	1,436,241	-3,587	808,639	624,015	77%
Cash in Bank - Mill Levy	2,511,748	2,506,044	5,704	3,182,660	-670,912	-21%
Total Checking/Savings	10,484,916	11,270,973	-786,057	11,109,046	-624,130	-6%
Accounts Receivable						
Accounts Receivable	36,091	121,942	-85,851	144,262	-108,171	-75%
Total Accounts Receivable	36,091	121,942	-85,851	144,262	-108,171	-75%
Other Current Assets						
Agri Land Receivable	58,500	58,500	0	71,000	-12,500	-18%
Mill Levy receivable	262,434	262,434	0	293,470	-31,036	-11%
Other current assets	1,356,610	1,359,894	-3,284	1,094,391	262,219	24%
Undeposited Funds	48,391	0	48,391	12,589	35,802	284%
Total Other Current Assets	1,725,935	1,680,828	45,107	1,471,450	254,485	17%
Total Current Assets	12,246,942	13,073,743	-826,801	12,724,758	-477,816	-4%
Fixed Assets						
Fixed assets at cost	133,227,106	133,158,018	69,088	116,686,938	16,540,168	14%
Less accumulated depreciation	-62,373,636	-62,040,303	-333,333	-58,873,637	-3,499,999	-6%
Total Fixed Assets	70,853,470	71,117,715	-264,245	57,813,301	13,040,169	23%
Other Assets						
Deferred Outflow of Resources	860,369	860,369	0	982,048	-121,679	-12%
Other assets	4,527,169	4,527,169	0	4,527,169	0	0%
Total Other Assets	5,387,538	5,387,538	0	5,509,217	-121,679	-2%
<b>TOTAL ASSETS</b>	<b>88,487,949</b>	<b>89,578,997</b>	<b>-1,091,048</b>	<b>76,047,276</b>	<b>12,440,673</b>	<b>16%</b>
<b>LIABILITIES &amp; EQUITY</b>						
Liabilities						
Current Liabilities						
Accounts Payable						
Accounts payable	2,265,362	3,131,882	-866,520	1,477,554	787,808	53%
Total Accounts Payable	2,265,362	3,131,882	-866,520	1,477,554	787,808	53%
Total Credit Cards	0	5,754	-5,754	-840	840	100%
Other Current Liabilities						
Accrued debt interest payable	1,391,185	1,173,268	217,917	474,393	916,792	193%
Debt, current portion	6,855,009	6,855,009	0	6,803,560	51,449	1%
Deferred Agri Land Revenue	29,250	34,125	-4,875	35,500	-6,250	-18%
Deferred Mill Levy revenue	1,675,237	1,954,443	-279,206	1,744,418	-69,181	-4%
Other current liabilities	295,950	266,433	29,517	276,052	19,898	7%
Total Other Current Liabilities	10,246,631	10,283,278	-36,647	9,333,923	912,708	10%
Total Current Liabilities	12,511,993	13,420,914	-908,921	10,810,637	1,701,356	16%
Long Term Liabilities						
Debt - Long Term	45,284,291	45,284,291	0	38,269,676	7,014,615	18%
Deferred Inflows of Resources	5,036,003	5,058,503	-22,500	5,173,568	-137,565	-3%
Less current portion	-6,855,009	-6,855,009	0	-6,803,560	-51,449	-1%
Net OPEB Liability (KPERs)	13,282	13,282	0	9,618	3,664	38%
Net Pension Liability	961,197	961,197	0	961,197	0	0%
Security Deposits Returnable	170,220	169,815	405	127,424	42,796	34%
Total Long Term Liabilities	44,609,984	44,632,079	-22,095	37,737,923	6,872,061	18%
Total Liabilities	57,121,977	58,052,993	-931,016	48,548,560	8,573,417	18%
Equity						
Invested in Capital Assets net	28,663,534	28,666,105	-2,571	23,124,272	5,539,262	24%
Net assets, Designated	90,000	90,000	0	90,000	0	0%
Net assets, Unrestricted	1,595,664	1,593,094	2,570	3,246,778	-1,651,114	-51%
Net Income	1,016,774	1,176,805	-160,031	1,037,666	-20,892	-2%
Total Equity	31,365,972	31,526,004	-160,032	27,498,716	3,867,256	14%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>88,487,949</b>	<b>89,578,997</b>	<b>-1,091,048</b>	<b>76,047,276</b>	<b>12,440,673</b>	<b>16%</b>

**Salina Airport Authority**  
**Profit & Loss Budget Performance**  
June 2025

1:25 PM  
07/11/2025  
Accrual Basis

	Jun 25	Jan - Jun 25	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Airfield revenue						
Fuel Flowage Fees	16,593	136,550	107,500	29,050	127%	215,000
Hangar rent	122,293	811,646	650,000	161,646	125%	1,300,000
Landing fees	3,116	35,283	20,000	15,283	176%	40,000
Ramp rent	6,640	39,840	38,250	1,590	104%	76,500
Total Airfield revenue	148,642	1,023,319	815,750	207,569	125%	1,631,500
Building and land rent						
Agri land rent	4,875	29,250	29,250	0	100%	58,500
Building rents - Long Term						
Short-term leasing	27,747	164,458	292,000	-127,542	56%	584,000
Building rents - Long Term - Other	98,622	586,237	438,000	148,237	134%	876,000
Total Building rents - Long Term	126,369	750,695	730,000	20,695	103%	1,460,000
Land rent						
Basic Land Rent	12,049	68,348	69,150	-802	99%	138,300
Property tax - tenant share	10,975	65,850	65,850	0	100%	131,700
Total Land rent	23,024	134,198	135,000	-802	99%	270,000
Tank rent	6,594	39,564	39,000	564	101%	78,000
Total Building and land rent	160,862	953,707	933,250	20,457	102%	1,866,500
Other revenue						
Airport Marketing	0	20,000	10,000	10,000	200%	20,000
Commissions	3,657	18,212	16,000	2,212	114%	32,000
Other income	360	70,114	50,000	20,114	140%	100,000
Total Other revenue	4,017	108,326	76,000	32,326	143%	152,000
Total Income	313,521	2,085,352	1,825,000	260,352	114%	3,650,000
Gross Profit	313,521	2,085,352	1,825,000	260,352	114%	3,650,000
Expense						
Administrative expenses						
A/E, consultants, brokers	0	31,250	43,250	-12,000	72%	86,500
Airport promotion	23,386	145,140	128,400	16,740	113%	256,800
Bad Debt Expense	0	0	2,500	-2,500	0%	5,000
Computer/Network Admin.	5,214	31,781	35,000	-3,219	91%	70,000
Dues and subscriptions	1,573	9,637	17,500	-7,863	55%	35,000
Employee retirement	7,966	53,699	60,000	-6,301	89%	120,000
FICA and medicare tax expense	5,506	37,407	43,500	-6,093	86%	87,000
Industrial development	4,792	28,750	32,500	-3,750	88%	65,000
Insurance , property	18,750	125,000	187,500	-62,500	67%	375,000
Insurance, medical	22,429	128,355	137,500	-9,145	93%	275,000
Kansas unemployment tax	0	265	500	-235	53%	1,000
Legal and accounting	0	34,515	35,000	-485	99%	70,000
Office salaries	40,270	269,376	342,500	-73,124	79%	685,000
Office Supplies	45	2,751	5,000	-2,249	55%	10,000
Other administrative expense	2,259	19,358	7,500	11,858	258%	15,000
Postage	28	555	750	-195	74%	1,500
Property tax expense	12,083	75,417	90,000	-14,583	84%	180,000
Special Events	2,500	2,886	5,000	-2,114	58%	10,000
Telephone	1,297	9,989	10,000	-11	100%	20,000
Training	0	0	5,000	-5,000	0%	10,000
Travel and meetings	394	8,055	7,500	555	107%	15,000
Total Administrative expenses	148,492	1,014,186	1,196,400	-182,214	85%	2,392,800

	Jun 25	Jan - Jun 25	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Maintenance expenses</b>						
Airfield maintenance	20,042	50,097	32,500	17,597	154%	65,000
Airport Security	0	8,563	1,500	7,063	571%	3,000
Building maintenance	13,653	103,571	120,000	-16,429	86%	240,000
Equipment fuel and repairs	5,514	69,836	55,000	14,836	127%	110,000
Fire Services	0	0	10,288	-10,288	0%	20,575
Grounds maintenance	573	3,591	3,750	-159	96%	7,500
Maintenance salaries	32,726	225,818	230,000	-4,182	98%	460,000
Other maintenance expenses	2,579	12,376	11,500	876	108%	23,000
Snow removal expense	0	75,596	45,000	30,596	168%	75,000
Utilities	19,566	135,720	125,000	10,720	109%	250,000
<b>Total Maintenance expenses</b>	<b>94,653</b>	<b>685,168</b>	<b>634,538</b>	<b>50,630</b>	<b>108%</b>	<b>1,254,075</b>
<b>Total Expense</b>	<b>243,145</b>	<b>1,699,354</b>	<b>1,830,938</b>	<b>-131,584</b>	<b>93%</b>	<b>3,646,875</b>
<b>Net Ordinary Income</b>	<b>70,376</b>	<b>385,998</b>	<b>-5,938</b>	<b>391,936</b>	<b>-6,500%</b>	<b>3,125</b>
<b>Other Income/Expense</b>						
<b>Other Income</b>						
AIM Center Tuition	-200	2,100	3,900	-1,800	54%	10,000
<b>Capital contributed</b>						
AIM Center - ALOFT Grant	0	1,662,500	1,662,500	0	100%	1,662,500
Air Service Grants	0	133,332	133,332	0	100%	133,332
Capital contributed - Other	0	0	7,491,667	-7,491,667	0%	16,481,667
<b>Total Capital contributed</b>	<b>0</b>	<b>1,795,832</b>	<b>9,287,499</b>	<b>-7,491,667</b>	<b>19%</b>	<b>18,277,499</b>
<b>Gain on sale of assets</b>	<b>0</b>	<b>448,182</b>	<b>450,000</b>	<b>-1,818</b>	<b>100%</b>	<b>450,000</b>
<b>Interest income</b>						
Interest income on deposits	25,975	125,973	100,000	25,973	126%	200,000
Leases	22,500	135,000	135,000	0	100%	270,000
<b>Total Interest income</b>	<b>48,475</b>	<b>260,973</b>	<b>235,000</b>	<b>25,973</b>	<b>111%</b>	<b>470,000</b>
<b>Mill levy income</b>	<b>279,206</b>	<b>1,675,236</b>	<b>1,675,237</b>	<b>-1</b>	<b>100%</b>	<b>3,350,473</b>
<b>Total Other Income</b>	<b>327,481</b>	<b>4,182,323</b>	<b>11,651,636</b>	<b>-7,469,313</b>	<b>36%</b>	<b>22,557,972</b>
<b>Other Expense</b>						
<b>AIM Center Expenses</b>						
Building Maintenance	0	4,002	3,000	1,002	133%	6,000
Consultants	0	1,670	6,000	-4,330	28%	12,000
Equipment, Fuel & Repairs	0	2,601	3,000	-399	87%	6,000
Events	0	1,854	3,000	-1,146	62%	6,000
Instructors / Vendor 3rd Party	6,638	49,014	70,998	-21,984	69%	141,996
Marketing/Communication	0	23,622	50,000	-26,378	47%	100,000
Other	0	0	3,000	-3,000	0%	6,000
Supplies	0	55	30,000	-29,945	0%	60,000
Technology	0	3,557	3,000	557	119%	6,000
Travel & Meetings	0	0	3,000	-3,000	0%	6,000
<b>Total AIM Center Expenses</b>	<b>6,638</b>	<b>86,375</b>	<b>174,998</b>	<b>-88,623</b>	<b>49%</b>	<b>349,996</b>
<b>Debt interest expense net</b>						
Bond issue cost	0	73,673	210,000	-136,327	35%	210,000
Interest Expense on Debt	217,917	1,307,500	1,307,500	0	100%	2,615,000
<b>Total Debt interest expense net</b>	<b>217,917</b>	<b>1,381,173</b>	<b>1,517,500</b>	<b>-136,327</b>	<b>91%</b>	<b>2,825,000</b>
<b>Depreciation expense</b>	<b>333,333</b>	<b>2,000,000</b>	<b>2,000,002</b>	<b>-2</b>	<b>100%</b>	<b>4,000,000</b>
<b>SkyWest Overnight Flight</b>	<b>0</b>	<b>84,000</b>	<b>90,000</b>	<b>-6,000</b>	<b>93%</b>	<b>90,000</b>
<b>Total Other Expense</b>	<b>557,888</b>	<b>3,551,548</b>	<b>3,782,500</b>	<b>-230,952</b>	<b>94%</b>	<b>7,264,996</b>
<b>Net Other Income</b>	<b>-230,407</b>	<b>630,775</b>	<b>7,869,136</b>	<b>-7,238,361</b>	<b>8%</b>	<b>15,292,976</b>
<b>Net Income</b>	<b>-160,031</b>	<b>1,016,773</b>	<b>7,863,198</b>	<b>-6,846,425</b>	<b>13%</b>	<b>15,296,101</b>

**Salina Airport Authority**  
**Profit & Loss Prev Year Comparison**  
January through June 2025

1:23 PM  
07/11/2025  
Accrual Basis

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
Airfield revenue				
Fuel Flowage Fees	136,550	94,349	42,201	45%
Hangar rent	811,646	540,315	271,331	50%
Landing fees	35,283	20,069	15,214	76%
Ramp rent	39,840	39,150	690	2%
Total Airfield revenue	1,023,319	693,883	329,436	47%
Building and land rent				
Agri land rent	29,250	35,500	-6,250	-18%
Building rents - Long Term				
Short-term leasing	164,458	156,428	8,030	5%
Building rents - Long Term - Other	586,237	563,159	23,078	4%
Total Building rents - Long Term	750,695	719,587	31,108	4%
Land rent				
Basic Land Rent	68,348	67,976	372	1%
Property tax - tenant share	65,850	65,850	0	0%
Total Land rent	134,198	133,826	372	0%
Tank rent	39,564	7,836	31,728	405%
Total Building and land rent	953,707	896,749	56,958	6%
Other revenue				
Airport Marketing	20,000	20,000	0	0%
Commissions	18,212	13,460	4,752	35%
Other income	70,114	37,509	32,605	87%
Total Other revenue	108,326	70,969	37,357	53%
Total Income	2,085,352	1,661,601	423,751	26%
Gross Profit	2,085,352	1,661,601	423,751	26%
Expense				
Administrative expenses				
A/E, consultants, brokers	31,250	58,585	-27,335	-47%
Airport promotion				
Air Serv. Mktg - City	770	0	770	100%
Air Serv. Mktg - SAA	131,868	107,619	24,249	23%
Airport promotion - Other	12,502	3,246	9,256	285%
Total Airport promotion	145,140	110,865	34,275	31%
Computer/Network Admin.	31,781	22,383	9,398	42%
Dues and subscriptions	9,637	12,033	-2,396	-20%
Employee retirement	53,699	59,319	-5,620	-9%
FICA and medicare tax expense	37,407	43,414	-6,007	-14%
Industrial development	28,750	28,750	0	0%
Insurance , property	125,000	113,267	11,733	10%
Insurance, medical	128,355	104,210	24,145	23%
Kansas unemployment tax	265	568	-303	-53%
Legal and accounting	34,515	33,150	1,365	4%
Office salaries	269,376	346,680	-77,304	-22%
Office Supplies	2,751	6,084	-3,333	-55%
Other administrative expense				
Merchant Processing Fees	12,445	7,173	5,272	73%
Other administrative expense - Other	6,913	1,267	5,646	446%
Total Other administrative expense	19,358	8,440	10,918	129%
Payroll expenses	0	0	0	0%
Postage	555	849	-294	-35%
Property tax expense	75,417	72,500	2,917	4%
Special Events	2,886	10,691	-7,805	-73%
Telephone	9,989	9,310	679	7%
Training	0	890	-890	-100%
Travel and meetings	8,055	4,338	3,717	86%
Total Administrative expenses	1,014,186	1,046,326	-32,140	-3%

	Jan - Jun 25	Jan - Jun 24	\$ Change	% Change
Maintenance expenses				
Airfield maintenance	50,097	54,325	-4,228	-8%
Airport Security	8,563	734	7,829	1,067%
Building maintenance	103,571	116,964	-13,393	-11%
Equipment fuel and repairs	69,836	66,695	3,141	5%
Fire Services	0	1,978	-1,978	-100%
Grounds maintenance	3,591	3,372	219	6%
Maintenance salaries	225,818	223,547	2,271	1%
Other maintenance expenses	12,376	10,241	2,135	21%
Snow removal expense	75,596	3,151	72,445	2,299%
Utilities	135,720	116,059	19,661	17%
Total Maintenance expenses	685,168	597,066	88,102	15%
Uncategorized Expenses	0	0	0	0%
Total Expense	1,699,354	1,643,392	55,962	3%
Net Ordinary Income	385,998	18,209	367,789	2,020%
Other Income/Expense				
Other Income				
AIM Center Tuition	2,100	1,800	300	17%
Capital contributed				
AIM Center - ALOFT Grant	1,662,500	0	1,662,500	100%
Air Service Grants	133,332	366,666	-233,334	-64%
Capital contributed - Other	0	1,456,096	-1,456,096	-100%
Total Capital contributed	1,795,832	1,822,762	-26,930	-1%
Gain on sale of assets	448,182	-6,368	454,550	7,138%
Interest income				
Int. Income -2023 Bond Proceeds	1,973	186,687	-184,714	-99%
Interest income on deposits	123,999	87,861	36,138	41%
Leases	135,000	0	135,000	100%
Total Interest income	260,972	274,548	-13,576	-5%
Mill levy income	1,675,236	1,744,819	-69,583	-4%
Total Other Income	4,182,322	3,837,561	344,761	9%
Other Expense				
AIM Center Expenses				
Building Maintenance	4,002	11,918	-7,916	-66%
Consultants	1,670	22,777	-21,107	-93%
Equipment, Fuel & Repairs	2,601	16,313	-13,712	-84%
Events	1,854	11,579	-9,725	-84%
Instructors / Vendor 3rd Party	49,014	64,511	-15,497	-24%
Marketing/Communication	23,622	46,141	-22,519	-49%
Other	0	2,908	-2,908	-100%
Supplies	55	36,827	-36,772	-100%
Technology	3,557	34,882	-31,325	-90%
Total AIM Center Expenses	86,375	247,856	-161,481	-65%
Debt interest expense net				
Bond issue cost	73,673	1,103	72,570	6,579%
Interest Expense on Debt	1,307,500	719,148	588,352	82%
Total Debt interest expense net	1,381,173	720,251	660,922	92%
Depreciation expense	2,000,000	1,580,000	420,000	27%
SkyWest Overnight Flight	84,000	270,000	-186,000	-69%
Total Other Expense	3,551,548	2,818,107	733,441	26%
Net Other Income	630,774	1,019,454	-388,680	-38%
Net Income	1,016,772	1,037,663	-20,891	-2%

**Salina Airport Authority**  
**Capital Additions Budget vs. Actual**  
As of June 30, 2025

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07/11/2025  
Accrual Basis

	Jan - Jun 25	Jun 30, 25	Annual Budget	+/- Annual Budget	% of Annual Budget
<b>ASSETS</b>					
<b>Fixed Assets</b>					
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
AIP-48 Rwy 12/30 Rehab Design	7,330	7,330	7,500	-170	98%
AIP-49 Fuel Farm Construction		433,687	790,000	-356,313	55%
AIP-50-51 SRE Equip A/E & Acq.		2,982	1,311,612	-1,308,630	0%
AIP-54 Term. Parking Lot Design		237,071	256,095	-19,024	93%
AIP-55 Term. Bldg. A/E and Cnst					
Waterline Relocation		157,315	180,000	-22,685	87%
AIP-55 Term. Bldg. A/E and Cnst - Other		868,830	8,120,000	-7,251,170	11%
<b>Total AIP-55 Term. Bldg. A/E and Cnst</b>		1,026,145	8,300,000	-7,273,855	12%
AIP-XX AFFF to F3 Transition		0	50,000	-50,000	0%
AIP 52-53 Rwy 12-30 Const.		1,763,976	5,846,917	-4,082,941	30%
AIP 56 Term. Bldg. Pk Lot Const		2,800	2,715,000	-2,712,200	0%
Airfield Improvements		33,924	100,000	-66,076	34%
Airfield Security		0	35,000	-35,000	0%
Fuel Farm Construction-Non Fed	44,705	64,038	1,100,000	-1,035,962	6%
North Ramp Development		1,911,282	4,000,000	-2,088,718	48%
<b>Total Airfield</b>	52,035	5,483,235	24,512,124	-19,028,889	22%
<b>Buildings &amp; Improvements</b>					
Bldg. 120 Terminal building					
Concourse Imps.		0	30,000	-30,000	0%
<b>Total Bldg. 120 Terminal building</b>	0	0	30,000	-30,000	0%
Building improvements					
Bldg. #1021 Facility Imps.		0	65,000	-65,000	0%
Bldg. 394 Imps.		0	47,000	-47,000	0%
Bldg. Imps. Other	10,016	73,013	45,000	28,013	162%
Hangar #509 Imps.		43,258	50,000	-6,742	87%
Hangar 125 (Acquisition)	1,917	444,277	460,000	-15,723	97%
Hangar 600 Improvements		0	15,000	-15,000	0%
Hangar 606 Rehabilitation		88,600	95,905	-7,305	92%
Hangar 626 Rehabilitation		189,313	20,000	169,313	947%
<b>Total Building improvements</b>	11,933	838,461	797,905	40,556	105%
FBO Improvements					
Bldg. 700 Imps. Avflight North		46,446	50,000	-3,554	93%
<b>Total FBO Improvements</b>	0	46,446	50,000	-3,554	93%
<b>Total Buildings &amp; Improvements</b>	11,933	884,907	877,905	7,002	101%
<b>Equipment</b>					
Airfield Equipment		0	15,000	-15,000	0%
ARFF equipment		0	5,000	-5,000	0%
Communications equipment		0	15,000	-15,000	0%
Computer equipment		30,638	50,000	-19,362	61%
Industrial center equipment		0	10,000	-10,000	0%
Office equipment		0	5,000	-5,000	0%
Other Equipment		303,536	1,250,000	-946,464	24%
Shop equipment		4,646	25,000	-20,354	19%
Terminal bldg equipment		0	10,000	-10,000	0%
Vehicles		0	30,000	-30,000	0%
<b>Total Equipment</b>	0	338,820	1,415,000	-1,076,180	24%
<b>Land</b>					
Airport Indust. Cent. Imps.					
AIC-Project 80	3,027	2,303,837	5,600,000	-3,296,163	41%
Airport Indust. Cent. Imps. - Other	2,093	2,093	15,000	-12,907	14%
<b>Total Airport Indust. Cent. Imps.</b>	5,120	2,305,930	5,615,000	-3,309,070	41%
Rail Spur Imps.		0	15,000	-15,000	0%
<b>Total Land</b>	5,120	2,305,930	5,630,000	-3,324,070	41%
<b>Total Fixed assets at cost</b>	69,088	9,012,892	32,435,029	-23,422,137	28%

07/11/25

# Salina Airport Authority

## Significant Capital Expenditures Detail

### June 2025

Type	Date	Name	Memo	Amount	Balance
<b>Fixed assets at cost</b>					
<b>Airfield</b>					
<b>AIP-48 Rwy 12/30 Rehab Design</b>					
Bill	06/26/2025	Jviation	Progress billing AIP 048	7,330.19	7,330.19
Total AIP-48 Rwy 12/30 Rehab Design				7,330.19	7,330.19
<b>Fuel Farm Construction-Non Fed</b>					
Bill	06/17/2025	Dragun Corp	Project 031100-04 UST Closure Professional Services 5/4/25 - 5/31/25	44,704.67	44,704.67
Total Fuel Farm Construction-Non Fed				44,704.67	44,704.67
Total Airfield				52,034.86	52,034.86
<b>Buildings &amp; Improvements</b>					
<b>Building improvements</b>					
<b>Bldg. Imps. Other</b>					
Bill	06/06/2025	Epoxy Coating Specialists, LLC	Bldg 1021 Breakroom/office floor improvements	10,016.00	10,016.00
Total Bldg. Imps. Other				10,016.00	10,016.00
<b>Hangar 125 (Acquisition)</b>					
Bill	06/28/2025	P.B. Hoidale Co., Inc.	Hangar 125 UST Tank Tightness Testing (12,000 gal tank)	1,916.50	1,916.50
Total Hangar 125 (Acquisition)				1,916.50	1,916.50
Total Building improvements				11,932.50	11,932.50
Total Buildings & Improvements				11,932.50	11,932.50
<b>Land</b>					
<b>Airport Indust. Cent. Imps.</b>					
<b>AIC-Project 80</b>					
Bill	06/13/2025	Wilson & Company, Inc.	Project 2400029201 - SAA Project 80 - progress payment	3,027.20	3,027.20
Total AIC-Project 80				3,027.20	3,027.20
<b>Airport Indust. Cent. Imps. - Other</b>					
Bill	06/03/2025	Firm Pursuit, LLC	Extend fencing at mini storage (2727 Centennial Rd.)	2,093.33	2,093.33
Total Airport Indust. Cent. Imps. - Other				2,093.33	2,093.33
Total Airport Indust. Cent. Imps.				5,120.53	5,120.53
Total Land				5,120.53	5,120.53
Total Fixed assets at cost				69,087.89	69,087.89
<b>Less accumulated depreciation</b>					
General Journal	06/30/2025		recur	-200,000.00	-200,000.00
General Journal	06/30/2025		recur	-133,333.30	-333,333.30
Total Less accumulated depreciation				-333,333.30	-333,333.30
<b>TOTAL</b>				<b>-264,245.41</b>	<b>-264,245.41</b>

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07/11/25

**Salina Airport Authority**  
**Distributions from the Bond Project Funds**

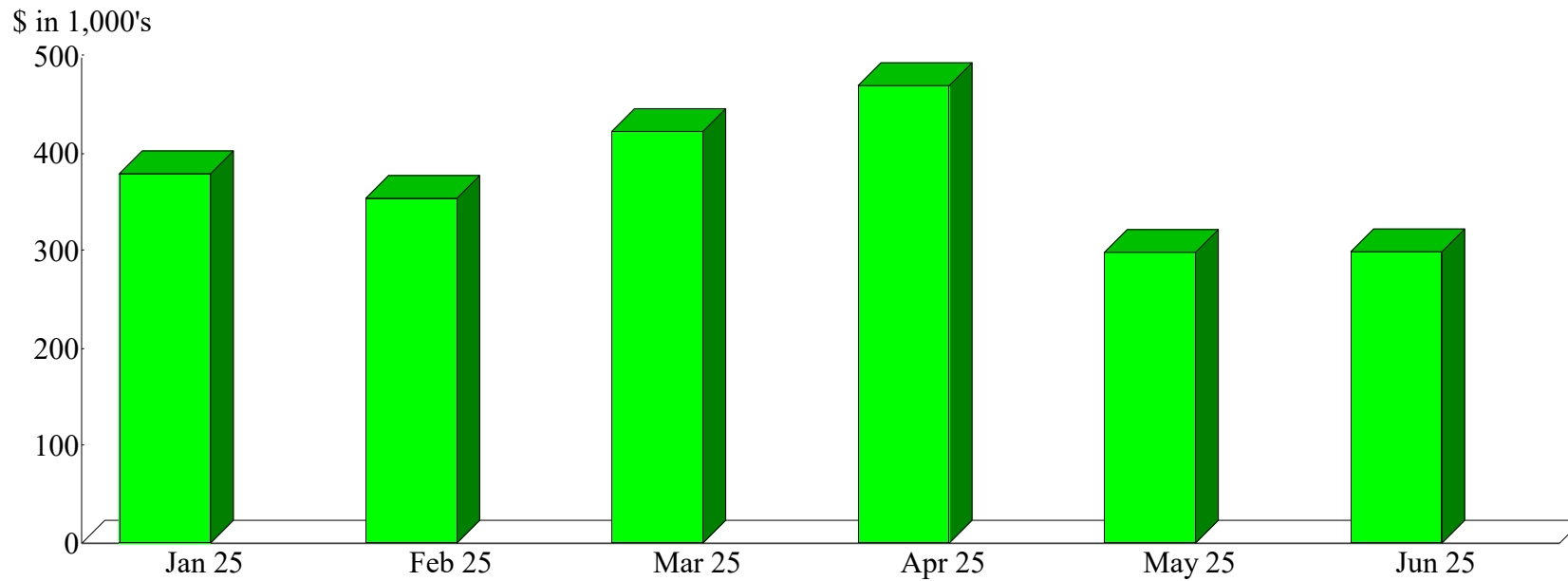
Accrual Basis

As of June 30, 2025

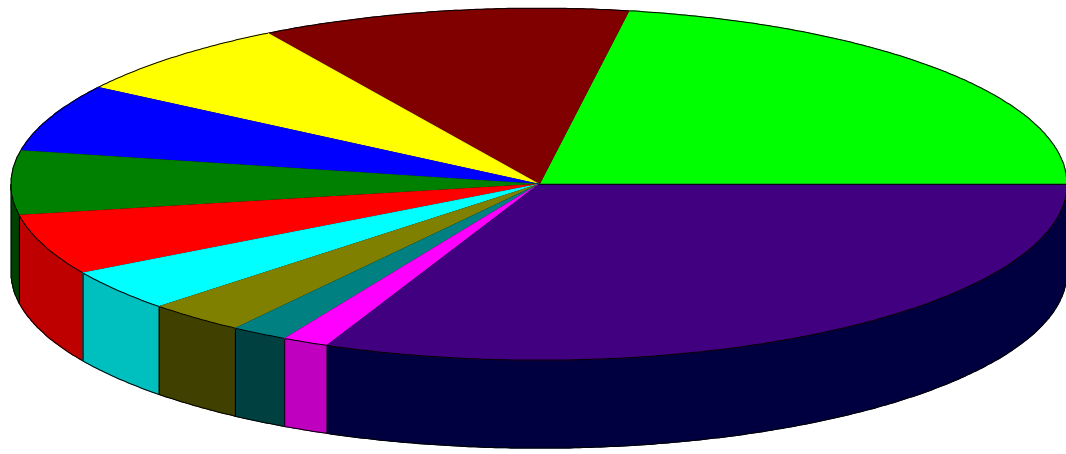
Type	Date	Name	Memo	Debit	Credit	Balance
<b>Cash in Bank-Bond Funds</b>						5,355,833.08
<b>BSB - Series 2025-2 (2812)</b>						795,640.71
<b>Capitalized Interest</b>						80,311.60
Total Capitalized Interest						80,311.60
<b>Cost of Issuance</b>						6,876.63
Total Cost of Issuance						6,876.63
<b>Project Fund - MRO</b>						706,024.44
Total Project Fund - MRO						706,024.44
<b>BSB - Series 2025-2 (2812) - Other</b>						2,428.04
Deposit	06/30/2025		Interest	719.34		3,147.38
Total BSB - Series 2025-2 (2812) - Other				719.34	0.00	3,147.38
Total BSB - Series 2025-2 (2812)				719.34	0.00	796,360.05
<b>Equity- 2023 GO Bond (8824)</b>						585,662.24
Bill Pmt -Check	06/09/2025	Nex-Tech Communications, LLC	H626 Pedestrian Gate - install fiber optic cable		1,736.05	583,926.19
Deposit	06/30/2025		Interest	1,973.41		585,899.60
Total Equity- 2023 GO Bond (8824)				1,973.41	1,736.05	585,899.60
<b>SFB - Series 2025-1 (7766)</b>						3,974,530.13
<b>Capitalized Interest</b>						196,980.00
Total Capitalized Interest						196,980.00
<b>Cost of Issuance</b>						5,945.47
Total Cost of Issuance						5,945.47
<b>Project Fund - Hangar 125</b>						6,002.04
Total Project Fund - Hangar 125						6,002.04
<b>Project Fund - Project 80</b>						3,735,251.97
Bill Pmt -Check	06/09/2025	Ebert Construction Co., Inc.	Project 80 - Progress Payment #6		591,761.97	3,143,490.00
Bill Pmt -Check	06/26/2025	Wilson & Company, Inc.	Project 80 - Progress payments (Apr, May, Jun)		17,711.00	3,125,779.00
Total Project Fund - Project 80				0.00	609,472.97	3,125,779.00
<b>SFB - Series 2025-1 (7766) - Other</b>						30,350.65
Check	06/30/2025		Service Charge		5.00	30,345.65
Deposit	06/30/2025		Interest	10,161.63		40,507.28
Total SFB - Series 2025-1 (7766) - Other				10,161.63	5.00	40,507.28
Total SFB - Series 2025-1 (7766)				10,161.63	609,477.97	3,375,213.79
Total Cash in Bank-Bond Funds				12,854.38	611,214.02	4,757,473.44
<b>TOTAL</b>				<b>12,854.38</b>	<b>611,214.02</b>	<b>4,757,473.44</b>

Sales by Month  
January through June 2025

Dollar Sales



Sales Summary  
January through June 2025

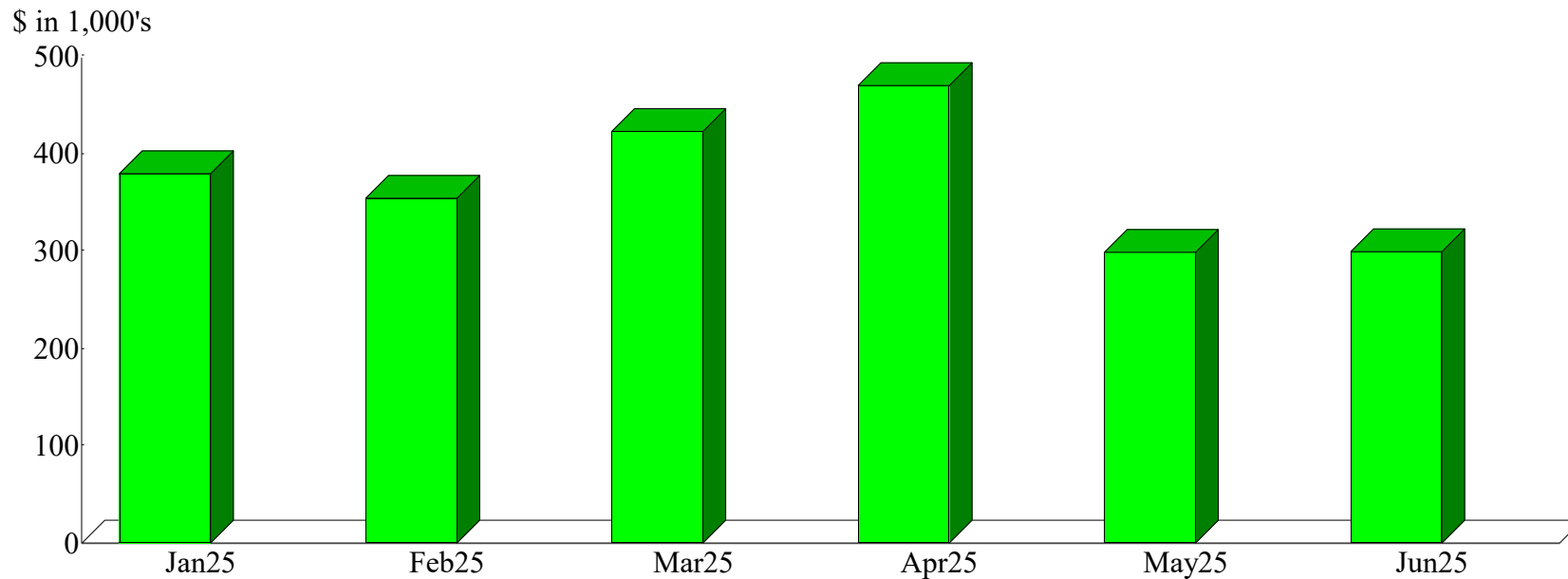


1 Vision Aviation, PLLC	22.29%
Avflight Salina	11.32
Kansas Erosion Products, LLC.	7.32
Stryten Salina, LLC	6.25
City of Salina, KS	6.00
K-State Salina	5.69
USSOCOM (Jaded Thunder)	3.95
Universal Forest Products (UFP)	3.16
SkyWest Airlines, Inc.	1.84
Durham School Service, L.P.	1.57
Other	30.63
Total	\$2,223,963.80

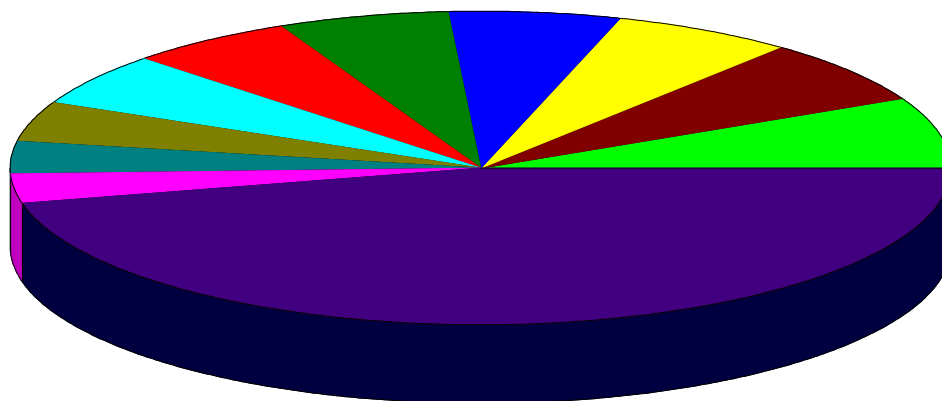
By Customer

Sales by Month  
January through June 2025

Dollar Sales



Sales Summary  
January through June 2025



H-00959-1 (Hangar Facility H959 - 2044 S	7.39%
H-0626-1 (Hangar 626 Rental, 2625 Arnold	6.71
H-0606-3 (Hangar 606, 2630 Arnold Court	6.31
Air Service Grant (Air Service Grant)	6.00
B-01021 (Building #1021 located at 3600	5.91
FFF-Avflight Salina (Fuel Flowage Fee @	5.76
B-00655-3 (Bldg. #655 (96,611 SF) - 2656	5.48
H-0600-4 (Hangar 600 - 2720 Arnold Court	4.24
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.46
B-00620-1 (Building #620 (30,000 SF) an	3.16
Other	45.59
Total	\$2,223,963.80

By Item

# SALINA AIRPORT AUTHORITY

## 2026 Budget Timeline

### CALENDAR OF EVENTS

JUN	18	8:00 AM	<b>SAA Regular Board Meeting</b>
			Resolution declaring intent to levy up to 1 mill for grant matching funds
	27		SAA publishes notice of intent to levy up to one mill (KSA 27-322 (b)) - <i>1st Publication</i>

June						
Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					
2	11	18	25			

JUL	3		SAA publishes notice of intent to levy up to one mill (KSA 27-322 (b)) - <i>2nd Publication</i>
	16	8:00 AM	<b>SAA Regular Board Meeting</b>
			Mill Levy Projections / Review 2026 GO Bond Debt Service Schedule and Intent to levy above RNR
	16		Notify County Clerk of proposed tax rate and RNR and Budget Hearing dates

July						
Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		
2	10	17	24			

AUG	2		End of petition period to levy one mill for grant matching funds
	7, 10, 20		Publish notice of Budget Hearing (Salina Journal)
			Salina 311 and Website
	20		<b>SAA Regular Board Meeting</b>
			Review Mission Statement
			2026 Operating Plan & Goals
			2026 Operating Revenue and Expense Projections

August						
Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						
1	9	16	23	31		

SEP	3	4:00 p.m.	<b>SAA Special Board Meeting - RNR Hearing and Mill Levy Budget</b>
			Consider Resolution to Exceed RNR
	17	8:00 AM	<b>SAA Regular Board Meeting</b>
			2026 Capital Budget
			Mill Levy Budget Resolution
			SAA certifies mill levy with County Clerk

September						
Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				
7	14	21	29			

OCT	15	8:00 AM	<b>SAA Regular Board Meeting</b>
			Review of updated Rates & Charges

October						
Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	
6	13	21	29			

NOV	19	8:00 AM	<b>SAA Regular Board Meeting</b>
			Review Full Draft Budget Report

November						
Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						
5	12	20	28			

DEC	17	8:00 AM	<b>SAA Regular Board Meeting</b>
			Final Budget Approval

December						
Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			
4	11	19	27			

2025 Bond Sale  
\$5,540,000 Principal Amount  
20 Year Amortization  
Level Annual Debt Service

Salina Airport Authority

Debt Service and Levy Requirements

		Annual Debt Service Payments																						
Levy Year	Budget Year	Outstanding Bonds and Notes									Estimated Series 2025-A	Estimated Series 2026-A	Aggregate Debt Service	Reductions to Levy Amount						Net Debt Service to Levy	Assessed Valuation (3)	Estimated Mill Levy	Project 80 Assessments Mill Levy	
		Bonds Series 2015-A	Bonds Series 2017-A	Bonds Series 2017-B	Bonds Series 2019-A	Bonds Series 2021-A	Bonds 2023-A	Bonds 2023-B	Bonds 2023-C	Total P&I Outstanding				Other Operating Revenues (1)	GA Box Hangar Revenues	New Hangar Revenues	MRO Building Revenues	Motor Vehicle Taxes (2)	Total Reductions					
2022	2023										-	-	3,062,534	(85,000)	-	-	-	(265,500)	(350,500)	1,982,031	496,759,566	3.990		
2023	2024	91,043	1,705,600	165,550	77,043	175,305	53,033	456,780	338,180	3,062,534	-	-	2,908,683	-	-	-	-	(315,400)	(390,400)	2,712,034	520,794,998	5.207		
2024	2025	93,195	1,703,160	164,800	80,385	179,580	43,000	370,363	274,200	2,908,683	-	-	2,908,683	-	(75,000)	-	-	(315,400)	(390,400)	2,518,283	524,309,422	4.803		
2025	2026	-	1,522,598	449,050	78,530	178,455	43,000	370,363	274,200	2,916,195	463,682	-	3,379,877	(212,500)	(75,000)	-	-	(337,200)	(624,700)	2,755,177	537,993,921	5.121	148,319	0.276
2026	2027	-	1,248,883	714,750	76,605	176,955	43,000	370,363	274,200	2,904,755	462,979	235,400	3,603,134	(163,500)	(76,875)	(43,272)	(100,000)	(354,301)	(737,948)	2,865,186	540,683,891	5.299	297,339	0.550
2027	2028	-	1,245,333	717,200	79,575	175,305	43,000	370,363	274,200	2,904,975	460,548	229,800	3,595,323	(153,000)	(76,875)	(42,243)	(100,000)	(364,185)	(736,303)	2,859,020	543,387,310	5.261	298,922	0.550
2028	2029	-	1,244,738	719,050	77,325	178,355	43,000	370,363	274,200	2,907,030	462,634	230,320	3,599,984	(142,000)	(78,797)	(42,338)	(100,000)	(362,199)	(725,334)	2,874,650	546,104,247	5.264	298,650	0.547
2029	2030	-	1,291,875	675,300	-	176,030	43,000	370,363	274,200	2,830,768	458,801	230,560	3,520,128	(110,000)	(78,797)	(42,382)	(100,000)	(362,421)	(693,600)	2,826,528	548,834,768	5.150	298,139	0.543
2030	2031	-	-	1,967,300	-	178,705	43,000	370,363	274,200	2,833,568	459,637	235,520	3,528,725	(110,000)	(80,767)	(43,294)	(100,000)	(356,228)	(690,289)	2,838,436	551,578,942	5.146	299,264	0.543
2031	2032	-	-	-	-	175,985	1,043,000	470,363	274,200	1,963,548	459,500	234,920	2,657,968	(110,000)	(80,767)	(43,184)	(100,000)	(356,089)	(690,040)	1,967,928	554,336,836	3.550	298,195	0.538
2032	2033	-	-	-	-	178,265	-	1,510,113	274,200	1,962,578	458,761	234,040	2,655,378	(110,000)	(82,786)	(43,022)	(100,000)	(266,919)	(602,727)	2,052,652	557,108,521	3.684	296,888	0.533
2033	2034	-	-	-	-	180,130	-	1,510,000	274,200	1,964,330	461,903	232,880	2,659,113	(110,000)	(82,786)	(42,809)	(100,000)	(274,569)	(610,164)	2,048,949	559,894,063	3.660	297,216	0.531
2034	2035	-	-	-	-	176,900	-	1,511,800	274,200	1,962,900	459,135	231,440	2,653,475	(110,000)	(84,856)	(42,544)	(100,000)	(273,208)	(610,607)	2,042,868	562,693,533	3.631	297,225	0.528
2035	2036	-	-	-	-	178,500	-	1,511,600	274,200	1,964,300	460,710	234,720	2,659,730	(110,000)	(84,856)	(43,147)	(100,000)	(271,614)	(609,617)	2,050,114	565,507,001	3.625	298,791	0.528
2036	2037	-	-	-	-	-	-	1,509,400	274,200	1,783,600	461,215	232,440	2,477,255	(110,000)	(86,977)	(42,728)	(100,000)	(271,364)	(611,069)	1,866,186	568,334,536	3.284	299,958	0.528
2037	2038	-	-	-	-	-	-	1,510,200	274,200	1,784,400	460,759	229,880	2,475,039	(110,000)	(86,977)	(42,257)	(100,000)	(252,008)	(591,243)	1,883,796	571,176,209	3.298	298,852	0.523
2038	2039	-	-	-	-	-	-	1,138,800	649,200	1,788,000	459,327	237,040	2,484,367	(110,000)	(89,151)	(43,574)	(100,000)	(252,874)	(595,599)	1,888,768	574,032,090	3.290	299,302	0.521
2039	2040	-	-	-	-	-	-	-	1,784,200	1,784,200	461,905	233,360	2,479,465	(110,000)	(89,151)	(42,897)	(100,000)	(252,473)	(594,522)	1,884,944	576,902,250	3.267	299,353	0.519
2040	2041	-	-	-	-	-	-	-	1,788,200	1,788,200	463,194	229,400	2,480,794	(110,000)	(91,380)	(42,169)	(100,000)	(251,203)	(594,752)	1,886,043	579,786,762	3.253	299,006	0.516
2041	2042	-	-	-	-	-	-	-	1,784,600	1,784,600	463,174	230,160	2,477,934	(110,000)	(91,380)	(42,309)	(100,000)	(250,423)	(594,112)	1,883,822	582,685,695	3.233	298,261	0.512
2042	2043	-	-	-	-	-	-	-	1,783,600	1,783,600	461,899	230,360	2,475,859	(110,000)	(93,665)	(42,346)	(100,000)	(249,321)	(595,332)	1,880,528	585,599,124	3.211	297,117	0.507
2043	2044	-	-	-	-	-	-	-	-	-	459,393	230,000	689,393	(110,000)	(93,665)	(42,279)	(100,000)	(248,120)	(594,064)	95,328	588,527,119	0.162	297,450	0.505
2044	2045	-	-	-	-	-	-	-	-	-	460,608	234,080	694,688	(110,000)	(96,006)	(43,029)	(100,000)	(70,025)	(419,060)	275,628	591,469,755	0.466	297,305	0.503
2045	2046	-	-	-	-	-	-	-	-	-	-	232,320	232,320	(110,000)	(96,006)	(42,706)	(100,000)	(88,152)	(436,864)	(204,544)	594,427,104	(0.344)	148,556	0.250
Total		184,238	9,962,185	5,573,000	469,463	2,308,470	1,397,033	13,721,593	11,966,780	45,582,761	9,219,767	4,648,640	59,451,168	(2,626,000)	(1,872,520)	(854,529)	(2,000,000)	(6,345,796)	(13,698,846)	47,734,354			5,964,106	

Assumptions:  
(1) Represents transfer of operating revenues into Bond & Interest Fund. Includes revenue from fuel facility.  
(2) Based on Authority's estimated share of countywide motor vehicle tax collections.  
(3) In 2027 and thereafter, assessed valuation grows annually at rate of: 0.50%

2025 Mill Levy Analysis for Calculation  
(Funding 2026 Budget)

			2025 (Estimated)		2024	+/-	
Revised - 7-11-25			Mill Levy \$	Mills	Mills Certified	Mill	%
July 1, 2024 Estimated Assessed Valuation	\$	537,993,921					
(Less TIF & Pending Exemptions)							
2025 GO Bond P&I Payments		3,379,877					
Less other operating revenue		(287,500)					
Less MV Tax Est. Collections		-					
Total Mill Levy \$ for 2025 Debt Service Fund			3,092,377	5.749	4.8040	0.9450	19.67%
Federal / State Grant Match			537,993	1.000	0.9860	0.0140	1.42%
TOTAL Estimated Mill Levy			\$ 3,630,370				
		Plus estimated MV Tax Collections	-				
		Total anticipated mill levy receipts	\$ 3,630,370				
2025 RNR	5.79	Total Estimated Mills		6.749			
				-			
			Total Mills - Final Certified	-	5.790	0.96	16.56%

# Saline County Clerk/Election Office



Jamie R Doss – County Clerk/Election Officer

Phone: (785)309-5820

300 W Ash St, Rm 215

FAX: (785) 309-5826

P.O. Box 5040

E-mail: [dossi@salinecountvks.Rov](mailto:dossi@salinecountvks.Rov)

Salina, KS 67402-5040

[www.salinecountyks.gov](http://www.salinecountyks.gov)

## **Notice of Revenue Neutral Rate Intent**

**PURSUANT TO K.S.A 79-1460, 79-1801, 79-2024, 79-2925c**

**THE GOVERNING BODY OF** Salina Airport Authority, **HEREBY NOTIFIES THE**  
**SALINE COUNTY CLERK THE REVENUE NEUTRAL RATE INTENT;**

X Yes, we intend to exceed the Revenue Neutral Rate and our proposed mill levy rate is  
6.749. The date of our hearing is September 3, 2025 at 4:00 PM AM/PM and will be held at  
H600, Rm 100, 2720 Arnold Court address in Salina, Kansas.

       No, we do not plan to exceed the Revenue Neutral Rate and will submit our budget to the  
County Clerk on or before October 1, 2025.

WITNESS my hand and official seal on \_\_\_\_\_, 20\_\_\_\_.

(Seal)

\_\_\_\_\_  
Ryan Commerford, Vice Chairman  
Clerk or Officer of Governing Body

NOTE: Notice required to be sent to County Clerk on or before 5 p.m. on July 20, otherwise Revenue Neutral Rate cannot be exceeded. Signed notice may be scanned and sent electronically.

## **CONTRACT FOR SALE OF REAL ESTATE**

This Contract for Sale of Real Estate is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2025, by the **SALINA AIRPORT AUTHORITY** of Salina, Saline County, Kansas, (“Seller”), and **KANSAS BOARD OF REGENTS**, duly organized and existing under the laws of the State of Kansas, on behalf of the State of Kansas and Kansas State University, (“Buyer”), WITNESSETH:

### **Recitals**

A. Seller owns real estate suitable for purposes aligned with the three core missions of higher education institutions—research, instruction, and public service—and has determined that transferring the property to a qualified academic institution will advance the public interest by supporting economic growth, educational opportunities, and innovation.

B. Seller wishes to sell and Buyer wishes to purchase the real estate and improvements described below upon the terms and conditions set forth in this Contract.

**FOR AND IN CONSIDERATION** of the mutual and reciprocal promises and agreements set forth herein, the parties agree as follows:

**Section 1 – Description.** Seller agrees to sell to Buyer and Buyer agrees to purchase from Seller the following described real estate situated in Saline County, Kansas:

Lot 13, Block 1, Schilling Subdivision No. 3 to the City of Salina, Saline County, Kansas, containing 100,934 sq. ft., or 2.5 acres, more or less (the “Real Estate”).

Including all the improvements located thereon and appurtenances thereto belonging (herein “Premises”).

The improvements constructed on the Real Estate include a 28,156 sq. ft. metal building known as Hangar 724, 1910 Beechcraft, Salina, KS 67401.

**Section 2 – Purchase Price.** The purchase price for the Premises shall be the sum of Three Hundred Ninety-Five Thousand and no/100 (\$395,000.00), payment of which is to be made in the following manner at the following times:

- (a) Ten Thousand Dollars (\$10,000.00) earnest money shall be paid to the Escrow Agent upon the execution of this Contract; and
- (b) Three Hundred and Eighty-Five Thousand Dollars (\$385,000.00) shall be paid in cash on the Closing Date.

**Section 3 – Reservation of Aerial Easement.** Seller hereby reserves unto itself, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the

right to cause in said airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using said airspace or land at, taking off from, or operating on or about the Salina Regional Airport (the "Aerial Easement"). Therefore, under no circumstances shall the finished elevation of any structure or the height of any equipment on the Premises exceed 1,403 ft. above sea level. The Aerial Easement shall also be reserved in the warranty deed conveying title to the Premises to Buyer.

Section 4 - Site Development Review. Seller's Board of Directors must approve the site development and building construction plans based on their architectural review prior to commencement of construction. This site development review requirement shall also be noted on the warranty deed conveying title to the Premises to Buyer.

Section 5 - Notice of Proposed Construction. - Prior to the commencement of any construction or alteration on the Premises, the buyer must review and determine if any proposed construction on the Premises will require a Notice of Proposed Construction or Alteration (FAA Form 7460-1, OMB 2120-0001), to be filed with the Federal Aviation Administration. If any construction or alteration on the Premises should require the submission of FAA Form 7460-1, the Buyer shall notify the FAA of such construction or alteration and submit FAA Form 7460-1 via <https://oeaaa.faa.gov/oeaaa/external/portal.jsp>.

Section 6 - Deed Covenant Prohibiting Use as an Adult-Oriented Business. for the purchase of the Land, Buyer agrees and covenants that the Land and any improvements thereon shall not be used or operated as an "Adult-Oriented Business" as defined by ordinance of the City of Salina, Kansas, ("City") or the substantial equivalent of an Adult- Oriented Business as that term or its definition may, from time to time, be amended by the governing body of the City. This covenant shall be set forth on the warranty deed conveying title to the Land to Buyer and shall be a covenant running with and binding upon the Land, in perpetuity.

Section 7 – Reservation of Nonrenewable Resources. (Omitted)

Section 8 – Payment of Expenses.

- (a) Seller shall pay the following items:
  - (1) Cost of preparation of contract, deed, and real estate sales validation questionnaire;
  - (2) One-half of title insurance premium; and
  - (3) One-half of escrow fee
- (b) Buyer shall pay the following items:
  - (1) One-half of title insurance premium;
  - (2) One-half of escrow fee;
  - (3) Cost of recording deed.

Section 9 – Escrow Agent. Land Title Services, Inc., Salina, Kansas, is hereby designated as the Escrow Agent of the parties and shall hold this Contract, deed, title insurance policy, and all other papers of transfer pending the complete fulfillment of this Contract. The Escrow Agent shall receive and disburse all payments to be paid hereunder.

Section 10 - Evidence of Title. Seller shall provide Buyer with a commitment for owners policy of title insurance covering the Premises in the amount of the purchase price showing marketable title in and to the above described real estate to be in Seller, free and clear of all liens and encumbrances, except:

- (a) easements and restrictions of record,
- (b) subject to tenants' rights, if any.
- (c) reservations set out in Section 3, 4, & 6.

If Seller cannot furnish a marketable title to the Premises within a reasonable time, then this Contract shall be null and void and the earnest money paid hereunder shall be refunded to Buyer.

Section 11 – Closing Date, Delivery of Deed, and Possession. Time is expressly declared to be of the essence of this Contract. Closing Date shall be on or before August 22, 2025. If Buyer shall pay the sums of money as they become due and payable, and otherwise fully comply with the provisions of this Contract, then this Contract shall become binding and the Escrow Agent shall at Closing deliver the warranty deed and title insurance policy to the Premises to Buyer. No title shall pass hereunder to Buyer, but shall remain in Seller until the foregoing conditions have been fully complied with. Seller agrees that Buyer shall have possession of the Premises immediately following the Closing.

Section 12 – Taxes. While the Premises are currently exempt from real estate taxes, the parties acknowledge that the Saline County Appraiser may assess real estate taxes against the currently exempt lot for 2025, prorated effective upon the recording of the deed from Seller to Buyer. Buyer shall be responsible for payment of any real estate taxes assessed against the currently exempt lot for 2025 and thereafter.

Section 13 – Warranties. Seller warrants that it is the lawful owner of the Premises and that the Premises are free and clear of all liens and encumbrances, except easements and restrictions, which now appear of record.

Section 14 – Inspection of Premises. Buyer acknowledges that the Premises have been inspected and Buyer agrees to accept the Premises in its present condition and fitness for contemplated use and that the Seller has made no warranties or representations as to fitness or condition not set forth in this Contract.

Section 15 - Assignment. Buyer shall not have the right to assign or transfer this Contract, or any interest thereunder, without the prior written consent of Seller; provided however, that such consent may not unreasonably be withheld.

Section 16 – Environmental Hazard. In consideration of the purchase price, the Buyer, its successors and assigns, shall, effective on the Closing Date, release and forever discharge the Seller, its successors and assigns, from any and all claims, by any and all persons, arising out of or in relation to any hazardous materials occurring on or under the Premises after the Closing Date. The

Seller shall release and forever discharge the Buyer, its successors and assigns, from any and all claims arising out of or in relation to any hazardous materials occurring on or under the Premises prior to or on the Closing Date.

The term "hazardous materials" shall include, but not be limited to:

- (a) any substance not naturally occurring on the Premises at the existing concentration of such substance on the Premises;
- (b) any substance that may cause or contribute to an adverse effect on human health or welfare or on the environment; or
- (c) "hazardous substance," "pollutant," or any other similar term now or hereinafter defined in, or regulated by, any federal, state, or local law or regulation.

Notice of the terms of this Section 16 may be recorded as a separate instrument with the Saline County, Kansas Register of Deeds.

Section 17 – Waiver. The waiving of any payment provided for herein or the acceptance of the same at any time other than the designated payment time, or the failure of Seller to insist upon prompt performance of any condition or provisions hereof, shall not constitute a waiver of the right of Seller to insist upon prompt and punctual performance at any other time hereunder.

Section 18 - Commission. The parties hereby stipulate that they have not consulted with any real estate broker or salesperson with respect to this sale, and no commissions arising from this sale are due and owing. If, for any reason, a real estate commission is determined to be owed in relation to this transaction, Buyer agrees to be responsible for its payment.

Section 19 - Real Estate Reporting Person. The parties agree that the Escrow Agent is the real estate reporting person as that term is defined under Internal Revenue Code Section 6045(e). Seller agrees to provide Escrow Agent with a written statement, certified under penalties of perjury, setting forth Seller's correct name, address, and taxpayer identification number. The parties further agree that Escrow Agent shall be required to file the informational return required by Internal Revenue Code Section 6045.

Section 20 - No Oral Agreements. This Contract constitutes the entire agreement between the parties and there are no representations, warranties, conditions, or agreements other than those expressly set forth herein. No other agreement, statement, promise, warranty or representation made by any party to this agreement that is not in writing and signed by all parties to this agreement shall be binding.

Section 21 - Representation of Parties. Seller is represented herein by Greg A. Bengtson of the law firm of Clark, Mize & Linville, Chartered, Salina, Kansas. Buyer is advised that it has the right to such independent legal counsel of its own choosing to represent it herein and to advise it with respect to this matter and by its signatures on this document, Buyer acknowledges that it has either seen separate counsel of its own choosing or has elected to proceed without separate counsel herein.

Section 22 - Default. If Buyer defaults in the payment of any sums due hereunder, or fails to perform any other covenant herein contained after receiving ten (10) days written notice of such breach, then in addition to any other remedies available and at the option of the Seller, Seller shall

have the right to (a) begin action to require the specific performance of this Contract by Buyer; (b) seek damages for the failure of Buyer to perform this Contract according to the conditions herein stated, or (c) elect to cancel this Contract and to retain the earnest money paid hereunder as liquidated damages.

Section 23 - Survival of Terms Beyond Closing. Any agreements or covenants set forth in this Contract which by their terms are intended to endure beyond the Closing Date shall remain in full force and effect after Closing.

Section 24 - Extent of Contract. This Contract shall be binding upon the heirs, executors, administrators, successors and assigns of the respective parties hereto.

IN WITNESS WHEREOF, the parties have signed or caused this Contract to be signed by its duly authorized officers on the day and year first above written.

Date: \_\_\_\_\_

**SALINA AIRPORT AUTHORITY**

By \_\_\_\_\_  
Ryan Commerford, Vice Chair  
"Seller"

Date: \_\_\_\_\_

**KANSAS BOARD OF REGENTS**

By \_\_\_\_\_  
Carl R. Ice, Chair  
"Buyer"

Date: \_\_\_\_\_

**KANSAS STATE UNIVERSITY**

By \_\_\_\_\_  
Ethan Erickson  
"Buyer"

**RECEIPT BY ESCROW AGENT**

The undersigned hereby acknowledges receipt of the executed original of this Contract and agrees to act as Escrow Agent and Real Estate Reporting Person as defined under Internal Revenue Code Section 6045(e). Seller shall execute and deliver a general warranty deed upon execution of this Contract to the Escrow Agent. Said deed shall be delivered to Buyer by the Escrow Agent upon the closing of this Contract, pursuant to its terms. This receipt is executed this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_.

LAND TITLE SERVICES, INC.

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

## **CONTRACT FOR SALE OF REAL ESTATE**

This Contract for Sale of Real Estate is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2025, by the **SALINA AIRPORT AUTHORITY** of Salina, Saline County, Kansas, (“Seller”), and **KANSAS BOARD OF REGENTS**, duly organized and existing under the laws of the State of Kansas, on behalf of the State of Kansas and Kansas State University, (“Buyer”), WITNESSETH:

### **Recitals**

A. Seller owns real estate suitable for purposes aligned with the three core missions of higher education institutions—research, instruction, and public service—and has determined that transferring the property to a qualified academic institution will advance the public interest by supporting economic growth, educational opportunities, and innovation.

B. Seller wishes to sell and Buyer wishes to purchase the real estate and improvements described below upon the terms and conditions set forth in this Contract.

**FOR AND IN CONSIDERATION** of the mutual and reciprocal promises and agreements set forth herein, the parties agree as follows:

**Section 1 – Description.** Seller agrees to sell to Buyer and Buyer agrees to purchase from Seller the following described real estate situated in Saline County, Kansas:

Lot 10, Block 1, Schilling Subdivision No. 3 to the City of Salina, Saline County, Kansas, containing 31,214 sq. ft., more or less (the “Real Estate”).

Including all the improvements located thereon and appurtenances thereto belonging (herein “Premises”).

The improvements constructed on the Real Estate include a 2,256 sq. ft. metal office/classroom building known as Bldg. 820, 2413 Hein Avenue, Salina, KS 67401.

**Section 2 – Purchase Price.** The purchase price for the Premises shall be the sum of Two Hundred Thirty-Five Thousand and no/100 (\$235,000.00), payment of which is to be made in the following manner at the following times:

- (a) Ten Thousand Dollars (\$10,000.00) earnest money shall be paid to the Escrow Agent upon the execution of this Contract; and
- (b) Two Hundred and Twenty-Five Thousand Dollars (\$225,000.00) shall be paid in cash on the Closing Date.

**Section 3 – Reservation of Aerial Easement.** Seller hereby reserves unto itself, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the

right to cause in said airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using said airspace or land at, taking off from, or operating on or about the Salina Regional Airport (the "Aerial Easement"). Therefore, under no circumstances shall the finished elevation of any structure or the height of any equipment on the Premises exceed 1,403 ft. above sea level. The Aerial Easement shall also be reserved in the warranty deed conveying title to the Premises to Buyer.

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- (a) easements and restrictions of record,
- (b) subject to tenants' rights, if any.
- (c) reservations set out in Section 3, 4, & 6.

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Section 13 – Warranties. Seller warrants that it is the lawful owner of the Premises and that the Premises are free and clear of all liens and encumbrances, except easements and restrictions, which now appear of record.

Section 14 – Inspection of Premises. Buyer acknowledges that the Premises have been inspected and Buyer agrees to accept the Premises in its present condition and fitness for contemplated use and that the Seller has made no warranties or representations as to fitness or condition not set forth in this Contract.

Section 15 - Assignment. Buyer shall not have the right to assign or transfer this Contract, or any interest thereunder, without the prior written consent of Seller; provided however, that such consent may not unreasonably be withheld.

Section 16 – Environmental Hazard. In consideration of the purchase price, the Buyer, its successors and assigns, shall, effective on the Closing Date, release and forever discharge the Seller, its successors and assigns, from any and all claims, by any and all persons, arising out of or in relation to any hazardous materials occurring on or under the Premises after the Closing Date. The

Seller shall release and forever discharge the Buyer, its successors and assigns, from any and all claims arising out of or in relation to any hazardous materials occurring on or under the Premises prior to or on the Closing Date.

The term "hazardous materials" shall include, but not be limited to:

- (a) any substance not naturally occurring on the Premises at the existing concentration of such substance on the Premises;
- (b) any substance that may cause or contribute to an adverse effect on human health or welfare or on the environment; or
- (c) "hazardous substance," "pollutant," or any other similar term now or hereinafter defined in, or regulated by, any federal, state, or local law or regulation.

Notice of the terms of this Section 16 may be recorded as a separate instrument with the Saline County, Kansas Register of Deeds.

Section 17 – Waiver. The waiving of any payment provided for herein or the acceptance of the same at any time other than the designated payment time, or the failure of Seller to insist upon prompt performance of any condition or provisions hereof, shall not constitute a waiver of the right of Seller to insist upon prompt and punctual performance at any other time hereunder.

Section 18 - Commission. The parties hereby stipulate that they have not consulted with any real estate broker or salesperson with respect to this sale, and no commissions arising from this sale are due and owing. If, for any reason, a real estate commission is determined to be owed in relation to this transaction, Buyer agrees to be responsible for its payment.

Section 19 - Real Estate Reporting Person. The parties agree that the Escrow Agent is the real estate reporting person as that term is defined under Internal Revenue Code Section 6045(e). Seller agrees to provide Escrow Agent with a written statement, certified under penalties of perjury, setting forth Seller's correct name, address, and taxpayer identification number. The parties further agree that Escrow Agent shall be required to file the informational return required by Internal Revenue Code Section 6045.

Section 20 - No Oral Agreements. This Contract constitutes the entire agreement between the parties and there are no representations, warranties, conditions, or agreements other than those expressly set forth herein. No other agreement, statement, promise, warranty or representation made by any party to this agreement that is not in writing and signed by all parties to this agreement shall be binding.

Section 21 - Representation of Parties. Seller is represented herein by Greg A. Bengtson of the law firm of Clark, Mize & Linville, Chartered, Salina, Kansas. Buyer is advised that it has the right to such independent legal counsel of its own choosing to represent it herein and to advise it with respect to this matter and by its signatures on this document, Buyer acknowledges that it has either seen separate counsel of its own choosing or has elected to proceed without separate counsel herein.

Section 22 - Default. If Buyer defaults in the payment of any sums due hereunder, or fails to perform any other covenant herein contained after receiving ten (10) days written notice of such breach, then in addition to any other remedies available and at the option of the Seller, Seller shall

have the right to (a) begin action to require the specific performance of this Contract by Buyer; (b) seek damages for the failure of Buyer to perform this Contract according to the conditions herein stated, or (c) elect to cancel this Contract and to retain the earnest money paid hereunder as liquidated damages.

Section 23 - Survival of Terms Beyond Closing. Any agreements or covenants set forth in this Contract which by their terms are intended to endure beyond the Closing Date shall remain in full force and effect after Closing.

Section 24 - Extent of Contract. This Contract shall be binding upon the heirs, executors, administrators, successors and assigns of the respective parties hereto.

IN WITNESS WHEREOF, the parties have signed or caused this Contract to be signed by its duly authorized officers on the day and year first above written.

Date: \_\_\_\_\_

**SALINA AIRPORT AUTHORITY**

By \_\_\_\_\_  
Ryan Commerford, Vice Chair  
"Seller"

Date: \_\_\_\_\_

**KANSAS BOARD OF REGENTS**

By \_\_\_\_\_  
Carl R. Ice, Chair  
"Buyer"

Date: \_\_\_\_\_

**KANSAS STATE UNIVERSITY**

By \_\_\_\_\_  
Ethan Erickson  
"Buyer"

**RECEIPT BY ESCROW AGENT**

The undersigned hereby acknowledges receipt of the executed original of this Contract and agrees to act as Escrow Agent and Real Estate Reporting Person as defined under Internal Revenue Code Section 6045(e). Seller shall execute and deliver a general warranty deed upon execution of this Contract to the Escrow Agent. Said deed shall be delivered to Buyer by the Escrow Agent upon the closing of this Contract, pursuant to its terms. This receipt is executed this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_.

LAND TITLE SERVICES, INC.

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

## **LEASE AGREEMENT**

This Lease Agreement (the “Lease”) is made and entered into this \_\_\_\_ day of July, 2025, by and between the **SALINA AIRPORT AUTHORITY**, a Kansas public corporation, of Salina, Saline County, Kansas (the “Authority”), and **Larry W. Smith and Susan Joy Smith** (also known as S. Joy Smith), **Trustees of the Larry W. Smith Trust dated August 24, 2000**; and **Susan Joy Smith** (also known as S. Joy Smith) and **Larry W. Smith, Trustees of the Susan Joy Smith Trust dated August 24, 2000**, doing business as Salina Mini Storage (collectively, the “Lessee”), with principal offices located in Salina, Kansas. WITNESSETH:

### **Recitals**

- A. WHEREAS, the Authority and Wanda L. Smith and William D. Smith, as Trustees of the WANDA L. SMITH TRUST NO. 1 dated June 1, 1986, doing business as Salina Mini Storage, entered into a Lease Agreement dated July 1, 1989, for certain premises located on Airport property in Salina, Kansas;
- B. WHEREAS, said Lease was subsequently assigned to Salina Mini-Storage, L.P., a Kansas limited partnership, by written assignment dated March 1, 1996, with the written consent of the Authority granted on April 17, 1996;
- C. WHEREAS, Salina Mini-Storage, L.P. is no longer an active legal entity, and by separate leasehold assignments executed in August 2022, all right, title, and interest in the Lease were assigned in equal undivided one-half interests to (1) Larry W. Smith and Susan Joy Smith, also known as S. Joy Smith, as Trustees of the Larry W. Smith Trust dated August 24, 2000, and (2) Susan Joy Smith, also known as S. Joy Smith, and Larry W. Smith, as Trustees of the Susan Joy Smith Trust dated August 24, 2000 (collectively, the “Lessee”);
- D. WHEREAS, the original Lease, as extended, expired on June 30, 2024;

- E. WHEREAS, the Authority and Lessee now desire to enter into a new Lease Agreement to reflect the current parties of interest, update the terms and conditions, and provide for the continued occupancy and operation of Lessee's business on the Premises.
- F. WHEREAS, for purposes of this Lease, the term "Lessee" shall refer collectively to the Susan Joy Smith Trust dated August 24, 2000 and the Larry Smith Trust dated August 24, 2000, each of which holds an undivided one-half interest in the leasehold estate. Notwithstanding their respective ownership interests, the Lessees shall be deemed to be acting as a single legal entity under this Lease, and each trust shall be jointly and severally liable for the full performance of all obligations and responsibilities of Lessee hereunder, including but not limited to payment of rent, maintenance, indemnification, and restoration of the Premises.

The parties covenant and agree:

1. Property Description.

- 1.1. Legal Description of Leased Tract. The Authority, in consideration of the rents, covenants, agreements, and conditions hereinafter agreed to be paid and performed by the Lessee, leases unto the Lessee the following described premises:

Lot 4, Block 1, Schilling Subdivision No. 5, to the City of Salina, Saline County, Kansas, less the 75' drainage easement, as further depicted on the attached "Exhibit A", containing 2.93 acres, more or less.

together with any improvements to be constructed thereon and the appurtenances thereunto belonging, (the "Premises").

2. Term, Effective Date and Holdover.

- 2.1. Term and Effective Date of Lease. This Lease shall be for a term of five (5) years commencing effective August 1, 2025 ("Effective Date"), and terminating on July 31, 2030 ("Primary Term"), subject to the option for renewal and extension hereinafter set forth.
- 2.2. Holdover. If the Lessee remains in possession of all or any part of the Premises after the expiration of this Lease, without the express or implied consent of the Authority, such occupancy shall be considered to be a "Holdover Tenancy" from month-to-month only, and not a renewal or extension of this Lease for any further term. In such case, the Basic Rent for such Holdover Tenancy shall be payable in the amount of 150% of the amount specified in Section 4.1 herein. Such Holdover Tenancy shall be subject to every other provision, covenant and agreement

contained herein, including any applicable rental adjustments as per Section 3.1.1 herein. The foregoing provisions of this Subsection are in addition to and do not affect the right of re-entry or any right of the Authority hereunder or as otherwise provided by law and in no way shall such provisions affect any right which the Authority may have otherwise to recover damages, to the extent permissible by applicable law, from Lessee for loss or liability incurred by the Authority resulting from the failure by Lessee to surrender the Premises, or for any other reason. Nothing contained in this Subsection shall be construed as consent by Authority to any holding over by Lessee and the Authority expressly reserves the right to require Lessee to surrender possession of the Premises to Authority as provided in this Lease, and to the extent permissible by applicable law, upon the expiration of this Lease.

3. Option to Renew. The Lessee is hereby given the option to renew this Lease for four (4) additional terms of five (5) years each at the expiration of the Primary Term. In the event the Lessee elects to exercise its option hereunder, it must notify the Authority in writing six (6) months prior to the expiration of the then current term. The Basic Rent for option period shall be as follows:

- 3.1. For the first, third, and fourth renewal terms, the Basic Rent shall be determined by increasing the Basic Rent of the prior 60-month period by the same percentage as the percentage increase in the U.S. Government Consumer Price Index (C.P.I.) over that same 60-month period. If the C.P.I. over the applicable period has not shown a net increase, the Basic Rent for the option period shall remain the same as the Basic Rent for the prior 60-month period. The C.P.I. shall be the statistical report prepared and published by the Bureau of Labor Statistics for all items for all urban consumers, or such other index as may be substituted by the U.S. Government. The reference basis for the C.P.I. shall be 1967 equals 100 or the most current index base as established by the Bureau of Labor Statistics. The difference between the index nearest to the first day of the prior 60-month period and the latest available index nearest to the last day of the same period, divided by the index nearest to the first day of the prior period, will determine either the percentage of increase in Basic Rent or that the Basic Rent will remain unchanged, as provided above.

- 3.2. Notwithstanding the above, the Basic Rent for the second (2nd) renewal term shall be determined based on the then-current economic rent for the Premises, as determined by a qualified Member of the Appraisal Institute (MAI) appraiser mutually agreed upon by the parties. The cost of such appraisal shall be shared equally by Lessee and Authority. If the parties cannot agree upon an appraiser within sixty (60) days following Lessee's notice to renew, either party may request an appointment of an appraiser by a court of competent jurisdiction. However, the Basic Rent for the second renewal term shall be subject to the following limitation:

- 3.2.1. The appraised rent shall not exceed 125% of the Basic Rent for the immediately preceding lease term.

- 3.2.2. If the appraised economic rent is less than the Basic Rent for the preceding lease term, then the Basic Rent for the second renewal term shall remain unchanged from the preceding term.

4. Rentals.

- 4.1. Basic Rental. Lessee agrees to pay the Authority a basic rental for the leasing of the Premises in the sum of Five Hundred and Ninety-Five dollars and no/100 (\$595.00) per month, the first of which shall be due on the Effective Date and prorated to the end of the month. The rental shall be payable monthly in advance, due on the first of each subsequent month.

- 4.2. Additional Rental. In addition to the basic rental provided for in paragraph 3.1 of this Lease, Lessee covenants and agrees that it will be responsible for:

- 4.2.1. Taxes. Lessee agrees to pay the proportional amount of all current and future real estate taxes, based on the total square footage, which may be levied against the Premises after the effective date of this Lease. Upon the Authority's receipt of a statement for taxes or assessments, the authority will invoice the Lessee. When applicable, the Lessee may determine whether to exercise the option to pay only the first half or the entire obligation. Lessee agrees to make payment to the Authority of the full amount due under the chosen option and no later than May 5 for taxes or assessments due May 10 and no later than December 15 for taxes due December 20.

- 4.2.2. Late Charge. If the rental due hereunder is not received by the Authority within five (5) days of due date, a late charge of six percent (6%) of the total amount due and currently owing, or Seventy-Five Dollars (\$75.00), whichever is greater, will be assessed against the Lessee. Failure to pay the rent and the late charge within twenty (20) days shall be grounds for termination of this agreement, solely at the discretion of the Authority and not as a termination right for Lessee, in addition to recovery of the unpaid rent and the late charge.

- 4.2.3. Security Deposit. Upon Lessee's execution and delivery of this Lease, Lessee agrees to pay a Security Deposit in the amount equal to the monthly Basic Rental (\$595). The Security Deposit shall be held by the Authority without liability for interest and as security for the performance by Lessee of Lessee's covenants and obligations under this Lease, it being expressly understood that the Security Deposit shall not be considered an advance payment of rental or a measure of Authority's damages in case of default by Lessee. The Authority may commingle the Security Deposit with the Authority's other funds. The Authority may, from time to time, without prejudice to any other remedy, use the Security Deposit to the extent necessary to make good any arrearages of rent or to satisfy any other covenant or obligation of Lessee hereunder. Following any such application of the

Security Deposit, Lessee shall pay to the Authority on demand the amount so applied in order to restore the Security Deposit to its original amount. If Lessee is not in default at the termination of this Lease, the balance of the Security Deposit remaining after any such application shall be returned by the Authority to Lessee.

4.3. Rental Renegotiations. Not applicable.

5. Insurance.

5.1. Lessee's Liability Insurance. Lessee shall purchase from and maintain in a company or companies lawfully authorized to do business in the State of Kansas such insurance as will protect Lessee from claims set forth below which may arise out of or result from Lessee's operations and for which Lessee may be legally liable, whether such operations be by Lessee or by its independent contractors or by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable.

5.1.1. Claims under workers' compensation, disability benefit and other similar employee benefit acts, which are applicable to Lessee's operation;

5.1.2. Claims for damages because of bodily injury, occupational sickness or disease, or death of the Lessee's employees;

5.1.3. Claims for damages because of bodily injury, sickness or disease, or death of any person other than Lessee's employees;

5.1.4. Claims for damages insured by usual personal injury liability coverage;

5.1.5. Claims for damages, other than to the Premises, because of injury to or destruction of tangible property, including loss of use resulting there from;

5.1.6. Claims for damages because of bodily injury, death of a person or property arising out of ownership, maintenance or use of a motor vehicle;

5.1.7. Claims for bodily injury or property damage arising out of products liability and/or completed operations; and

5.1.8. Claims involving contractual liability insurance applicable to Lessee's obligations under Section 16.1 of this lease agreement.

5.2. The insurance required by Section 4.1 and Section 4.2 shall be written for not less than limits of liability specified below or as required by law, whichever coverage is greater. Coverages, whether written on an occurrence or claims-made basis, shall be maintained without interruption from date of commencement of this lease agreement. All insurance policies must be issued by an insurance carrier which has

a Best's general policyholder's rating (as published in the most recent issue of Best's Key Rating Guide, Property-Casualty) of not less than A- and a financial size category of V or greater (which equates to an adjusted policyholders' surplus of \$4-\$25 million) or an insurer approved by the Authority.

- 5.2.1. Commercial General Liability, which is no more restrictive than ISO Form CG0001 1/96 or any revision thereof with minimum limits of liability of:

\$ 2,000,000	General Aggregate
\$ 2,000,000	Products-Completed Operations Aggregate
\$ 1,000,000	Personal & Advertising Injury
\$ 1,000,000	Each Occurrence
\$ 100,000	Fire Damage (Any one fire)
\$ 25,000	Medical Expense (Any one person)

The policy shall be endorsed to provide the required limits on a "per location" basis, is applicable.

- 5.2.2. Comprehensive Auto Liability for owned, non-owned and hired vehicles with combined single limits of liability of \$1,000,000 per occurrence.

- 5.2.3. Workers' Compensation with statutory limits.

- 5.2.4. Employer's Liability coverage with limits of at least:

\$ 500,000	Each Accident
\$ 500,000	Disease-Policy Limit
\$ 500,000	Disease-Each Employee

- 5.2.5. Aviation/Aircraft Liability – Not applicable.

- 5.3. Certificates of Insurance acceptable to the Authority shall be filed with the Authority prior to commencement of this Lease. These certificates and the insurance policies required by this Section 5 shall contain a provision that coverages afforded under the policies will not be canceled or allowed to expire until at least 30 days' prior written notice has been given to the Authority. Information concerning reduction of coverage on account of revised limits or claims paid under the General Aggregate, or both, shall be furnished by Lessee with reasonable promptness in accordance with Lessee's information and belief.

- 5.4. Lessee agrees that its insurance policies will be amended to be primary without right of contribution from the Authority or its insurance policies, that Lessee's insurance policies will be amended to state that its insurer agrees to waive its right of subrogation against the Authority and that the above insurances will not be invalidated for the Authority by any action, inaction or negligence of the insured. All amounts of claims, losses or damages resulting from deductible clauses or self-insured retentions shall be for the account of the Lessee.
- 5.5. Lessee agrees that all liability policies, except workers' compensation, will be amended to name the Authority, its subsidiaries, parent, affiliates, executive officers, directors and employees as additional insureds.
- 5.6. All independent contractors hired by Lessee will be held to the same insurance requirements as the Lessee. The Authority will be named as additional insured on independent contractors' policies, and Lessee will provide the Authority, upon request, with copies of independent contractors' Certificates of Insurance.
- 5.7. The requirement of Lessee to purchase and maintain insurance shall not, in any manner, limit or qualify the liabilities and obligations otherwise assumed by Lessee under this lease agreement.

5.8. Claims Made Insurance

- 5.8.1. Lessee shall, to the extent reasonably possible, obtain the liability insurance required hereunder on an occurrence basis. If any insurance required herein is to be issued or renewed on a claims made basis, the retroactive date of such insurance shall be no later than the commencement date of this Lease and shall provide that in the event of cancellation or non-renewal of the insurance, the discovery period for insurance claims (tail coverage) shall be for a period of not less than two years.

5.9. Authority's Liability Insurance

- 5.9.1. The Authority shall be responsible for purchasing and maintaining the Authority's usual liability insurance.

5.10. Property Insurance

- 5.10.1. Lessee shall procure and maintain, for the duration of the Lease Term, all-risk property insurance, including fire and extended coverage, on a full replacement cost basis for all Lessee-owned improvements, fixtures, personal property, and other insurable interests located on the Premises. The amount of insurance shall be sufficient to avoid the application of any co-insurance penalty. Lessee shall be solely responsible for all premiums, deductibles, and self-insured retentions, as well as any uninsured losses.

- 5.10.2. Lessee waives all rights of action against the Authority for loss or damage to any owned, leased or borrowed property due to fire, theft or other hazards however caused.
- 5.10.3. Loss of Use Insurance (rent loss/business income/extra expense) – Not Applicable
- 5.10.4. Prior to the commencement of this agreement, Authority shall file with Lessee a copy of the property insurance policies that includes insurance coverages required by this Section 5.10
- 5.10.5. Waivers of Subrogation. – Not Applicable
6. Use of Premises. Lessee agrees to use the Premises for the sole purpose of operating a public storage warehouse and other activities normally associated therewith.
- 6.1. Lessee agrees that the Premises shall not be used or occupied for any purpose that constitutes a nuisance or may be objectionable to adjacent property; that it will not allow the escape from the Premises of any fumes, odors, smoke, obnoxious gas, gases or other substances which are offensive or which constitute a nuisance or interfere with the conduct of other business in the area. Lessee will provide adequate devices to control excessive noise, vibrations or electromagnetic emissions.
7. Environmental Concerns.
- 7.1. Defined Terms. The following terms are defined in the Lease Agreement and shall mean:
- 7.1.1. **“Environmental Law”** means any now-existing or hereafter enacted or promulgated federal, state, local, or other law, statute, ordinance, rule, regulation or court order pertaining to (i) environmental protection, regulation, contamination or clean-up, (ii) toxic waste, (iii) underground storage tanks, (iv) asbestos or asbestos-containing materials, or (v) the handling, treatment, storage, use or disposal of Hazardous Substances, including without limitation the Comprehensive Environmental Response, Compensation and Liability Act and The Resource Conservation Recovery Act, all as exist from time to time.
- 7.1.2. **“Hazardous Substances”** means all (i) “hazardous substances” (as defined in 42 U.S.C. §9601(14)) (ii) “chemicals” subject to regulation under Title III of the Superfund Amendments and Reauthorization Act of 1986, as amended from time to time (iii) natural gas liquids, liquefied natural gas or synthetic gas, (iv) any petroleum, petroleum-based products or crude oil or any fraction, or (v) any

other hazardous or toxic substances, wastes or materials, pollutants, contaminants or any other substances or materials that are included under or regulated by any Environmental Law.

7.2. Authority's Responsibility. The Authority is party to a settlement reached with the United States of America to complete the cleanup of environmental contamination caused by the Department of Defense at the Salina Regional Airport and Airport Industrial Center, formerly the Schilling Air Force Base. The Authority shall be responsible for the cleanup and removal of any Hazardous Substances which are determined to have been present on the Premises prior to July 1, 1989. Authority agrees to indemnify and hold Lessee harmless from and against all claims, expenses, loss or liability arising from the presence of any such contamination which occurred prior to July 1, 1989.

7.2.1. The Authority shall be responsible for any contamination caused by or during the performance of Authority's work as landlord, even if it occurs after July 1, 1989.

7.3. Lessee Responsibility. The Lessee shall be responsible for the cleanup and removal of any Hazardous Substances, petroleum products, and petroleum additives released on the Premises at any time Lessee occupies the Premises from and after July 1, 1989. Lessee agrees to indemnify and hold the Authority harmless from and against all claims, expenses, loss, or liability arising from any such contamination which occurs at any time Lessee occupies the Premises from and after July 1, 1989.

7.3.1. Lessee agrees to comply with all storm water and waste collection requirements of any federal, state, or local governmental laws, rules and regulations.

7.3.2. Lessee agrees that it will comply with all federal, state, and local regulations regarding the handling, storage, and dispensing of Hazardous Substances, including petroleum products, on the Premises.

7.3.3. Lessee agrees that it will immediately notify the Authority in the event of any spills or leaks of Hazardous Substances, including any liquid hydrocarbon materials, on the Premises, and to clean up the affected area in accordance with Kansas Department of Health and Environment standards.

7.4. Non-waiver. Any acknowledgement or undertaking of responsibility by either party to this Lease in relation to the other party, as set forth above, shall not be regarded as a release or waiver of any right by the responsible party to seek recovery against or contribution from any person or entity not a party to this Lease.

8. Improvements to Premises.

8.1. Lessee may construct any future additions, alterations, or modifications thereto (the "Improvements"), as follows:

8.1.1. All construction shall be in a good and workmanlike manner, shall comply with all applicable building codes, and shall be constructed using only quality materials.

8.1.2. Prior to commencement of any construction work, Lessee shall submit construction and site plans to the Authority for review and approval, which approvals shall not be unreasonably withheld or delayed.

8.2. Ownership, Maintenance, and Repair of Improvements. The Improvements shall be the property of Lessee during the term of this Lease. Lessee shall maintain all components of the Improvements to a standard comparable to the Authority's level of maintenance of neighboring structures. Lessee shall promptly repair, replace, or reconstruct the Improvements to the same standard as original construction in the event of damage to or destruction of the Improvement.

9. Ownership and Removal of Fixtures. It is understood and agreed by and between the parties hereto that any fixtures attached to the Premises or placed on or about Premises by Lessee shall be considered personal property and shall remain the property of the Lessee, who shall have the right to remove the same from the Premises upon the expiration of this Lease so long as such removal does not impair the structural feature of the Improvements. Provided, however, in the event of termination of this Lease due to a breach of covenant by the Lessee, then all fixtures and improvements shall become the property of the Authority and may not be removed from the Premises.

10. Authority's Right of First Offer. The Authority shall have the right of first offer to purchase all or any portion of Lessee's interest in this Lease or the leasehold estate created hereby. If at any time during the term of this lease, Lessee shall elect to sell its interest in this Lease (including its ownership interest in the Improvements for the term of this Lease) Lessee shall promptly deliver to the Authority a notice of such election to sell together with a statement of the terms and conditions upon which Lessee is willing to sell its interest in this Lease. The Authority may, within thirty (30) days after receipt thereof, offer to purchase the interest in the Lease on the same terms as those set forth in the notice. If the Authority agrees to meet the notice to sell, the Authority and Lessee shall promptly enter into a contract for the purchase and sale of Lessee's interest in this Lease. If the Authority either gives Lessee notice that it declines the opportunity to offer to purchase or fails to reply to Lessee's notice within the stipulated thirty (30) day period, Lessee may proceed with its election to sell, but not for less than the financial terms set forth in the notice to the Authority and subject to the terms of this Lease generally and the requirements for assignment of this Lease specifically.

11. Removal of Fixtures. Upon expiration or termination of this Lease, including any extensions, Lessee shall vacate the Premises, remove all of its personal property, equipment, and improvements (unless otherwise agreed in writing), and restore the Premises, excluding Lessee's improvements, to substantially the same condition as existed at the commencement of the original Lease dated July 1, 1989. If the Lease is terminated due to a default by Lessee, then, at the sole option of the Authority, any property remaining on the Premises may either (a) become the property of the Authority without any compensation to Lessee, or (b) be removed by the Authority, with all costs of removal and restoration of the Premises charged to Lessee. In such case, Lessee shall have no claim for compensation or damages arising out of the Authority's removal or restoration actions.

12. Default.

12.1. Lessee shall be in default of this Lease if it:

12.1.1. Fails to pay the rent when due or to comply with any substantial term, condition or covenant of this Lease within ten (10) days after written notice;

12.1.2. Abandons or surrenders the Premises or the leasehold estate;

12.1.3. Attempts to assign or sublease the Premises other than in accordance with the terms of the lease;

12.1.4. Is adjudicated bankrupt or insolvent, makes a general assignment for the benefit of creditors, takes the benefit of any insolvency act, or is unable to meet its obligations as they become due; or

12.1.5. Violates any of the other terms and conditions of this Lease.

12.2. In the event of default by Lessee, the Authority shall have the following cumulative remedies:

12.2.1. Terminate the Lease;

12.2.2. Reenter and repossess the Premises;

12.2.3. Relet the Premises or any part thereof;

12.2.4. Accelerate and collect rentals remaining to be paid under the Lease;

12.2.5. Seize and hold Lessee's onsite property for the satisfaction of the deficiency;

12.2.6. Bring a suit for damages against Lessee; or

12.2.7. Pursue any other remedy available to the Authority under Kansas law.

12.3. Waiver. Waiver by the Authority of any breach of this Lease shall not be construed as a continuing waiver of a subsequent breach nor imply further indulgence.

13. Attorney Fees. In the event legal action must be taken because of the breach of any agreement or obligation contained in this Lease on the part of the Lessee or Authority to be kept or performed, and a breach shall be established, the prevailing party shall be entitled to recover all expenses incurred thereof, including reasonably attorney fees.

14. Utilities. Lessee shall, at its own expense, obtain and pay for all electricity, water, gas, sewer use fees, or other utilities used by it during the term of this Lease or any extensions thereof, including the cost of maintenance and operation of the heating system for the Premises.

15. Liens. Lessee shall pay, satisfy and discharge all liens and obligations of any nature and kind whatsoever created by or the obligations of the Lessee which shall attach to or be imposed upon the Premises and shall indemnify, save and hold harmless the Authority from such payment and from all damages and expenses attendant thereto.

16. Assignment of Lease. Lessee shall not assign this Lease or any interest therein, nor sublet the Premises in whole or in part, nor permit any other entity to occupy or use the Premises, except as necessary in the ordinary course of operating a self-service storage facility. The operation of individual storage units rented to the general public for personal or business storage purposes shall not be considered a prohibited subletting or assignment under this provision. However, any assignment of this Lease or any management agreement that delegates operational control of the facility shall require the prior written consent of the Authority, which shall not be unreasonably withheld following reasonable inquiry and review of relevant documentation. Consent to any one assignment shall not be deemed consent to any subsequent assignment.

17. Indemnification and Hold Harmless.

17.1. To the fullest extent permitted by law, Lessee shall indemnify and hold harmless the Authority, its affiliates and its officers, directors, employees, agents, representatives, guests and invitees ("Authority Indemnitees") from and against all claims, damages, losses, liabilities, fines, penalties, costs, and expenses (including attorney's fees, consultant costs, environmental investigation, remedial or removal costs and natural resource damages) arising out of, relating to or resulting from (i) Lessee's occupancy and or use of the Premises; (ii) any breach of this Lease Agreement by Lessee; (iii) any leak, spill or other release or disposal of or exposure to (A) any goods while being transported or delivered by Lessee or (B) any other

materials, substances or chemicals that Lessee or any of its independent contractors bring onto the leased premises; and/or (iv) the acts, omissions, negligence or willful misconduct of any persons used or employed directly or indirectly by Lessee or any independent contractor. The indemnification obligations under this Subparagraph shall not be limited in any way by the limits of any insurance coverage or limitations on the amount or type of damages, compensation or benefits payable by, for or to Lessee, any independent contractor, or any other person under any insurance policy, worker's compensation acts, disability acts or other employee benefit acts.

17.2. In claims against any person or entity indemnified under this Section 17 by an employee of Lessee, an independent contractor of Lessee's, anyone directly or indirectly employed by them or anyone for whose acts they may be liable, the indemnification obligation under Section 17.1 shall not be limited by limitation or amount or type of damages, compensation or benefits payable by or for Lessee, or an independent contractor under workers' compensation acts, disability benefit acts or other employee benefit acts.

18. Inspection of Premises. Lessee agrees that the Authority, the Federal Aviation Administration, or its agents may, at all reasonable times, have free access to Premises and buildings thereon for the purpose of examining or inspecting the condition of the same or exercising any right or power reserved to the Authority or Federal Aviation Administration under the terms and provisions of this agreement.

19. Notices. All notices to be given pursuant to this Lease shall be addressed to the parties as follows:

<b>Authority</b>	Salina Airport Authority Salina Airport Terminal Building 3237 Arnold Salina, KS 67401
------------------	---

<b>Lessee</b>	Larry and Susan Joy Smith P.O. Box 924 Salina, KS 67402-0924
---------------	--

20. General Clauses.

20.1. Lessee shall comply with all applicable laws, ordinances and regulations of the state, county and municipality wherein the Premises are located with regard to construction, sanitation, licenses or permits to do business and all other matters.

20.2. Lessee shall pay to the proper governmental agencies and as they become due and payable, all taxes, assessments, and similar charges, which at any time during

the term of this Lease may be taxed, except those which the Authority has in this Lease agreed to pay.

- 20.3. Any property of the Authority damaged or destroyed by the Lessee, incident to the Lessee's use and occupation of Premises, shall be promptly repaired or replaced by the Lessee to the satisfaction of the Authority or in lieu of repair or replacement, the Lessee shall, if so required by the Authority, pay to the Authority money in the amount sufficient to compensate for the loss sustained by the Authority by reason of damage or destruction of the property.
- 20.4. Lessee acknowledges that it has inspected and knows the condition of the Premises and it is understood that the same is hereby leased without any representation or warranty by the Authority whatsoever and without obligation on the part of the Authority to make any alterations, repairs, or additions thereto.
- 20.5. Lessee shall not use, or permit to be used, any portion of the property under its control for signs, billboards, or displays, other than those connected with its own operations thereon. Advertising signs must be located on the buildings on the Premises and shall not contain more than 120 square feet in the area. Flashing or illuminated signs in which the light is not maintained constant and stationary in intensity and color shall be prohibited.
- 20.6. All loading docks for buildings or warehouses shall be maintained on the side or rear of the buildings.
- 20.7. Lessee shall not be the agent of the Authority in making repairs or other improvements to the Premises and no mechanics liens or claims thereunder shall be valid against the Authority or against the interest of the Authority in the property.
- 20.8. All materials, supplies, or equipment stored outside of the buildings shall be done so in an orderly manner so as not to create a nuisance or fire hazard and shall be in compliance with all applicable governmental regulations.
- 20.9. The Lessee must at all times keep the Premises and buildings in a safe, clean, wholesome condition and comply in all respects to all government, health, and police requirements and the Lessee will remove at its own expense any rubbish which may accumulate on the property.
- 20.10. Open, unpaved areas shall be grassed and landscaped to present a pleasing appearance and such grass and landscaping kept reasonably mowed and trimmed.
- 20.11. Authority reserves the right (but shall not be obligated to Lessee) to maintain and keep in repair the landing area of the Airport and all publicly-owned facilities of the Airport, together with the right to direct and control all activities of the Lessee in this regard.

- 20.12. Authority reserves the right further to develop or improve the landing area and all publicly owned air navigation facilities of the Airport as it sees fit, regardless of the desires or view of Lessee, and without interference or hindrance.
- 20.13. Authority reserves the right to take any action it considers necessary to protect the aerial approaches of the Airport against obstruction, together with the right to prevent Lessee from erecting, or permitting to be erected, any building or other structure on the Airport which in the opinion of the Authority would limit the usefulness of the Airport or constitute a hazard to aircraft.
- 20.14. During time of war or national emergency Authority shall have the right to enter into an agreement with the United States Government for military or naval use of part or all of the landing area, the publicly owned air navigation facilities, and/or other area or facilities of the Airport. If any such agreement is executed, the provisions of this instrument insofar as they are inconsistent with the provisions of the agreement with the Government, shall be suspended.
- 20.15. It is understood and agreed that the rights granted by this agreement will not be exercised in such a way to interfere with or adversely affect the use, operation, maintenance, or development of the Airport.
- 20.16. There is hereby reserved to the Salina Airport Authority, its successors and assigns, for the use and benefit of the public, a free and unrestricted right of flight for the passage of aircraft in the airspace above the surface of the Premises herein conveyed, together with the right to cause in the airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used for navigation of or flight in the air, using the airspace or landing at, taking off from, or operating on or about the Airport.
- 20.17. This Lease shall become subordinate to provisions of any existing or future agreement between the Authority and the United States of America or any agency thereof relative to the operation, development or maintenance of the Airport, the execution of which has been or may be required as a condition precedent to the expenditure of federal funds for the development of the Airport.
- 20.18. Lessee agrees to comply with all applicable laws, ordinances, rules and regulations of the federal, state, county, and municipality wherein Premises are located, including compliance with future laws and regulations, i.e., those passed after the date of this agreement.
- 20.19. In the event that Lessee defaults in its payment of rentals or fails to substantially comply with any of the other items of this Lease then, if requested by the Authority, the Lessee agrees to provide it with a financial statement covering its latest fiscal or calendar year, which financial statement shall be in such form as accurately discloses the assets, liabilities, and net worth of the Lessee. If, in the opinion of

the Authority, the financial statement provided is incomplete or fails to accurately indicate the financial condition of the Lessee, the Lessee agrees to provide the Authority such further financial information as the Authority may in writing request.

21. Nondiscrimination Assurances.

- 21.1. The Lessee, for itself, its personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that in the event facilities are constructed, maintained, or otherwise operated on the property described in this Lease, for a purpose for which Department of Transportation program or activity is extended or for another purpose involving the provision of similar services or benefits. The Lessee shall maintain and operate such facilities or benefits and services in compliance with all other requirements imposed pursuant to 49 CFR, Part 21, Nondiscrimination in Federally Assisted Programs of the Department of Transportation, and as the regulations may be amended.
- 21.2. The Lessee, for itself, its personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that (i) no person on the grounds of race, color, or national origin shall be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of the facilities; (ii) that in construction of any improvements on, over or under such land and the furnishing of services thereon, no person on the grounds of race, color, or national origin shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination; and (iii) that the Lessee shall use the Premises in compliance with all other requirements imposed by or pursuant to 49 CFR, Part 21, Nondiscrimination in Federally Assisted Programs of the Department of Transportation, and as the regulations may be amended.
- 21.3. The Lessee assures that it will undertake an affirmative action program as required by 14 CFR, Part 152, Subpart E, to insure that no person shall on the grounds of race, creed, color, national origin or sex be excluded from participation in any employment activities covered in 14 CFR, Part 152, Subpart E. The Lessee assures that no person shall be excluded on these grounds from participating in or receiving the services or benefits of any program or activity covered by this subpart. The Lessee assures that it will require that its covered sub organizations provide assurances to the Lessee that they similarly will undertake affirmative action programs and that they will require assurances from their sub organizations, as required by 14 CFR, Part 152, Subpart E, to the same effect.
- 21.4. It is understood and agreed that nothing herein contained shall be construed to grant or authorize the granting of an exclusive right within the meaning of Section 308 of the Federal Aviation Act of 1958.

21.5. Lessee agrees to furnish service on a fair, equal and not unjustly discriminatory basis to all users thereof, and to charge fair, reasonable and not unjustly discriminatory prices for each unit or service; provided that Lessee may make reasonable and nondiscriminatory discounts, rebates or other similar types of price reductions to volume purchasers.

22. Binding Effect. This agreement shall be binding upon the heirs, beneficiaries, personal representatives, successors, and assigns of the respective parties to this agreement.

IN WITNESS WHEREOF, the respective parties have hereunto caused this instrument to be executed on its behalf by its duly authorized officers all on the date and year hereinafter shown.

**LESSOR:**  
**SALINA AIRPORT AUTHORITY -**

Date \_\_\_\_\_

By: \_\_\_\_\_  
Ryan Commerford  
Board Vice Chairman

ATTEST

Date \_\_\_\_\_

By: \_\_\_\_\_  
Kasey Windhorst, Board Clerk

**JOINT LESSEES:**  
**SUSAN JOY SMITH TRUST dated August 24, 2000**

Date \_\_\_\_\_

By: \_\_\_\_\_  
Larry W. Smith, Grantor and Trustee

Date \_\_\_\_\_

By: \_\_\_\_\_  
Susan Joy Smith, aka S. Joy Smith, Trustee

**LARRY SMITH TRUST dated August 24, 2000**

Date \_\_\_\_\_

By: \_\_\_\_\_  
Susan Joy Smith, aka S. Joy Smith  
Grantor and Trustee

Date \_\_\_\_\_

By: \_\_\_\_\_  
Larry W. Smith, Trustee

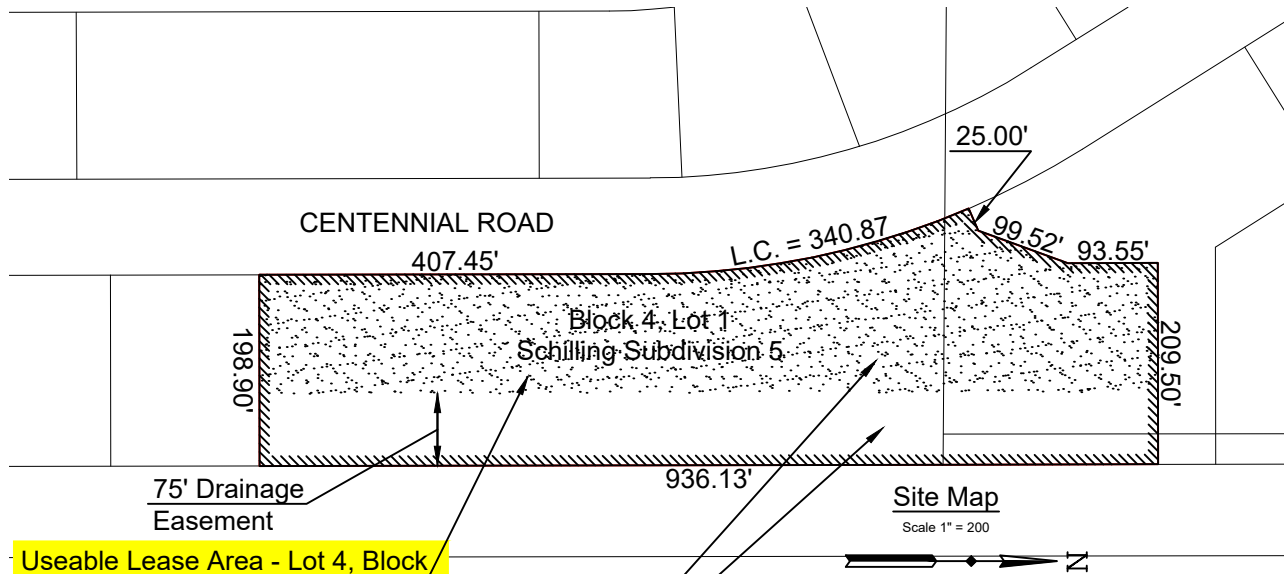
ATTEST

(Witness for Lessee)

Date\_\_\_\_\_

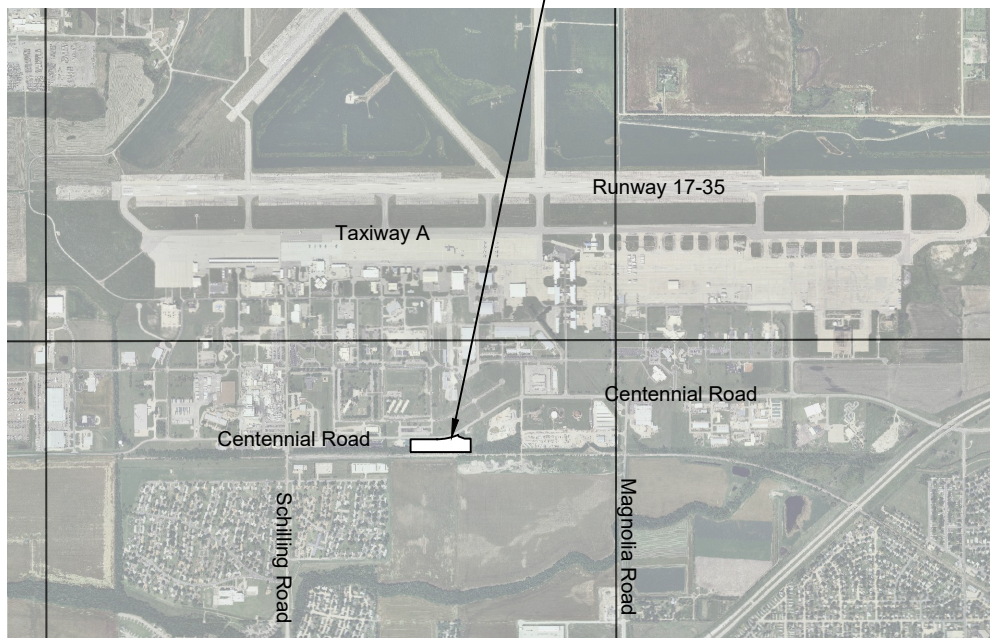
By:\_\_\_\_\_

Name:\_\_\_\_\_



**Useable Lease Area - Lot 4, Block 1, Schilling Subdivision 5.**  
Area = 127,478 S.F. or 2.93 Acres

**Lease Area - Lot 4, Block 1, Schilling Subdivision 5.**  
Area = 197,688.50 S.F. or 4.54 Acres



Drawing Number 1866-07-25



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

**None** : REVISIONS  
**KRB** : DESIGNED BY  
**MWC** : DRAWN BY  
**As Noted** : SCALE  
**07/11/25** : DATE

# Salina Regional Airport and Airport Industrial Center Economic Impact Study 2025



Prepared For  
Salina Airport Authority  
Salina, Kansas

By  
The Docking Institute of Public Affairs  
Fort Hays State University

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**Mission:**

*To facilitate effective public policy decision-making among governmental and nonprofit entities*



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# Salina Regional Airport and Airport Industrial Center Economic Impact Study 2025

**By:**

Preston Gilson, Ph.D.  
Senior Policy Fellow  
Docking Institute of Public Affairs

**For:**

Salina Airport Authority  
Salina, Kansas

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## **Executive Summary**

- The total level of economic activity generated by the private businesses, educational institutions, military units, public institutions, and other entities for 2024 was \$1,620,827,040.
- The total employment associated with SLN/AIC and its clients/tenants was 12,376 jobs or 31.1 percent of the employment in Saline County.
- The private businesses located at the SLN/AIC contributed 39.6 percent of the total economic activity for Saline County for 2024 when measured by Output, while providing 21.8 percent of the jobs.
- The educational institutions located in the Salina Airport Authority contributed 0.8 percent of the total economic activity for Saline County for 2024.
- The economic impact of the Kansas National Guard military units located at the SLN/SAIC could not be determined as the data was only available at the State of Kansas level.
- The public institutions and other entities located at the SLN/AIC contributed 205 jobs and approximately 1.0 percent of the total economic activity for Saline County for 2024.

## **Introduction**

This report was produced for the Salina Airport Authority. It focuses on the Salina Regional Airport (SLN) and Airport Industrial Center (AIC) located at what was Schilling Air Force Base and their continuing support of the local Salina and Saline County economy. Approximately 100 enterprises are located at the AIC. SLN supports both commercial and civilian aviation, as well as military operations.

This report is the latest in a series of reports that estimates the economic impacts that are generated by the many entities that utilize either SLN or the AIC.

## **Data Sources**

Data for this report was collected directly from 33 of the 102 enterprises located at the Airport Industrial Center (AIC). For the remaining enterprises, the necessary data was estimated by external data sources. These external data sources included private data sources such as Dun & Bradstreet and Implan®; public sources including company websites and Facebook® pages; and governmental sources such as the County Business Profile (CBP). For all the estimated data, the report used very conservative estimates when there was a range of values from an outside source or between sources. Outside sources of data usually have a time lag associated with collecting and presenting the data. Thus, some of this data is from 2023 rather than 2024. However, the rate of change year-over-year tends to be small.

The use of estimated data (because 68% of tenants did not participate in the survey) results in a slightly smaller economic impact. It may be helpful in future surveys to share this report with those targeted as respondents to future economic impact surveys in the future, so that they can see the level of data aggregation used. For some, believing that firm specific information will be divulged may cause them to hesitate to share economic information, particularly gross sales, for competitive business reasons.

## Methods

The purpose of this study is to determine the approximate magnitude of the economic impact of the Salina Regional Airport and Airport Industrial Center (SLN/SAIC) and its 102 tenants (businesses and organizations) on the local economy. This was our third use of a multimode survey consisting of online, mail (physical paper), and telephone (interviews) modes of data collection for the Salina Airport Authority (SAA). The questions and their respective answer options were identical across all three survey option modes. Our initial invitation to participate was sent by email on February 20, 2025. The e-cover letter with a unique Web survey link was signed by Shelli Swanson, SAA Director of Administration and Finance. In addition to the Web link to the survey, it also included a short video introducing the primary researchers on this study and the study's purpose. After the initial survey email was sent, two additional "waves" of emails were sent (March 27<sup>th</sup> and May 1<sup>st</sup>). The Docking Institute's University Center for Survey Research (UCSR) made follow-up phone calls to wave 1 non-responders prior to emailing wave two. It sent paper questionnaires when requested. And finally, near the end of the survey window, the UCSR attempted to contact the remaining non-respondents to complete the survey via telephone interview or by emailing to them a Web link to the online response option, per the targeted respondent's preference. Docking Institute made additional follow-up by emails and telephone calls were made on an "as-needed" basis, often following up on a targeted respondent inquiry. At the end of the survey period, 33 tenants submitted usable responses (a 32% overall response rate).

The model used in this study is based on the work of Wassily Leontif. Leontif's input-output models attempt to quantify the interdependences between the various sectors of an economy. The model used for this analysis is the

Implan® Software model. The Implan software and its database calculates appropriate industry level multipliers at the county level.

How an economy responds to changes in economic activity can be quantified based on the buy-sell relationships among the economic agents (businesses, governmental entities, and households) located within the studied economy. Input-Output (I-O) models estimate the inter-industry relationships in an economy (or region) by measuring the distribution of inputs purchased and output sold by each industry. By using I-O models, it is possible to calculate how the impact of one dollar flows or “ripples” through a regional economy. As this economic activity (measured by the dollar) flows through the economy, it causes additional economic activity (expenditures and employment). This is the multiplier effect: a quantitative measure of the ripple effects that an initial expenditure has on its economy.

The total economic impact on an economy is the sum of the initial economy activity, the Direct Effect, plus all of the secondary effects, the Multiplier Effect. The Multiplier Effect consists of the indirect effects that are the results of business-to-business transactions indirectly caused by the direct effects. Businesses initially benefiting from the direct effects will subsequently increase spending at other local businesses. The indirect effect is a measure of this increase in business-to-business activity. Induced effects are the result of increased personal income caused by both the direct and indirect effects. Businesses that experience increased revenue from the direct and indirect effects will then increase payroll expenditures by hiring more employees, raising salaries, or increasing payroll hours.

Households will then increase spending at local businesses. The induced effect is a measure of the increase in household-to-business activity.

## Basic Economic Measures

Table 1 provides basic demographic measures of the City of Salina and Saline County, Kansas. More than 86 percent of the population in Saline County lives in the City of Salina. Nearly 60 percent of the people who live in Salina are between 18 and 64 years of age. This is the likely age range for employed people. Saline County had a Gross Regional Product (GRP) for 2024 as measured by Output of over 3.91 billion dollars. The median family income in Salina was \$60,624 while the average family income in Salina was \$77,358. The median per capita income was \$33,344.

**Table 1: Basic Economic Measures, 2024**

Measurement	Value
Population of Saline County	53,459
Population of Salina	46,109
Salina % of Saline County	86.3%
Salina Population Between 18 and 64 years	28,023
Percent of Salina Population Between 18 and 64	59.1%
Salina Number of Total Households	19,301
Salina Median Household Income	\$ 60,624
Salina Average Household Income	\$ 77,358

Source: <https://www.census.gov/quickfacts/fact/table/salinacitykansas/PST045223>

Source: <https://www.census.gov/quickfacts/fact/table/salinecountykansas/PST045224>

Table 2 provides insights into household characteristics for Saline County. The average household income reflects the large number of households that have two or more earners.<sup>1</sup> This reflects the diverse and robust economy associated with Salina as a regional center.

**Table 2: Household Characteristics, Saline County, 2024**

Measurement	Value
Total households	22,299
Average household size (persons)	2.34
Median Household Income	\$ \$ 63,316

Source: <https://www.census.gov/quickfacts/fact/table/salinecountykansas/PST045224>

Tables 1 and 2 show that the City of Salina and Saline County have a strong economy that is almost fully utilizing its available workforce.

<sup>1</sup> Household as used by the Census Bureau includes all the people at a residence whether they are related or not.

## Private Businesses

The gross regional product (GRP), or the level of economic activity, for Saline County for 2024 was \$3,912,743,130. The total level of economic activity generated by the businesses located at SLN/AIC facilities was \$1,550,762,040. Table 3A shows the direct economic impact, the induced and the indirect economic activity, and the total economic impact for employment and output. Employment provides a measure of economic activity in terms of full-time jobs. Output measures economic activity in terms of gross regional product (GRP). The private businesses located at the SLN/AIC contributed 39.6 percent of the total economic activity for Saline County in 2024 when measured by Output but provided only 21 percent of the jobs. However, these are some of the most productive jobs in Saline County.

**Table 3A: Business Impact, Saline County, 2024**

Impact Type	Employment	Output
Direct Effect	4,653	\$ 1,076,800,830
Indirect Effect	1,907	\$ 251,704,093
Induced Effect	2,140	\$ 222,257,117
Total Effect	8,700	\$1,550,762,040

Sources: Survey, secondary sources, and Implan with additional calculations by the author

Table 3B provides an overview of where workers reside. The percentage of workers who live in Kansas, but outside of Saline County suggests that many workers choose to commute rather than relocate.

**Table 3B: Employee Residence, Private Businesses**

Residence	Percent
Employees Residing Within - Salina (inside city limits)	46.1%
Employees Residing Within - Saline County	5.5%
Employees Residing Within - Kansas	45.7%
Employees Residing Outside of Kansas	7.2%

Sources: Survey, with additional calculations by the author

## Public Education Institutions

Table 4A shows the economic impacts of the educational institutions that are located at SLN/AIC. The Indirect Effect could not be measured because the necessary data at this level was not available. However, previous research suggests that it is a little less than the Induced Effect. The total level of economic activity generated by the educational institutions located at SLN/AIC facilities was \$32,461,000. The educational institutions located in the Salina Airport Authority contributed 0.8 percent of the total economic activity for Saline County in 2024. The number of jobs (530) associated with this sector is about 1.3 percent of the total jobs in Saline County. However, this analysis does not fully measure the value of these institutions and their graduates. The graduates of these institutions typically earn more and are more productive workers, but they may not stay in the local area. This highlights one of the limitations of economic analysis, as there are some factors that it does not measure.

**Table 4A: Educational Institutions Impact, Saline County**

Impact Type	Employment	Output
Direct Effect	461	\$ 22,675,000
Indirect Effect	0	\$ 0
Induced Effect	69	\$ 9,786,000
Total Effect	530	\$ 32,461,000

Sources: Survey, secondary sources, and Implan with additional calculations by the author

Table 4B provides an overview of where workers at educational institutions reside. The percentage of workers who live in Kansas, but outside of Saline County again suggests that many workers choose to commute rather than relocate.

**Table 4B: Employee Residence, Educational Institutions**

Residence	Percent
Employees Residing Within - Salina (inside city limits)	60.1%
Employees Residing Within - Saline County	3.7%
Employees Residing Within - Kansas	31.7%
Employees Residing Outside of Kansas	4.6%

Sources: Survey, with additional calculations by the author

## Military Units

Table 5 shows the employment impact of the Kansas National Guard (KNG) military institutions<sup>2</sup> that are located at the SLN/AIC. Unfortunately, the scale of Kansas National Guard presence in Salina and Saline County was not reported as the data was consolidated to the state level. However, resources include facilities, equipment, and inventory used by the military, primarily for training purposes. Expenditures would mostly be consumable items associated with the various KNG resources. There is no indirect effect because these are the results of business-to-business transactions indirectly caused by the direct effects. The indirect effect is a measure of the increase in business-to-business activity, which does not occur with the military. It was reported that Kansas Army National Guard Training Center (KSTC) provided 394,407 training days (a “training day” is one day of training for one person) during 2024. Nickell Hall logged nearly 17,000 nights stayed for the year (a “night” is one night of stay for one person). Clearly KNG institutions and service members contribute to the economy of Salina and Saline County, but the dollar-amount cannot be reliably estimated with available data. The military institutions located at the SLN/SAIC contributed 41 civilian jobs for Saline County in 2024.

**Table 5: Military Institutions Impact, Saline County, 2024**

Impact Type	Employment
Direct Effect, Non-Military Employees	32
Induced Effect	9
Total Effect	41

Sources: Direct communication, with additional calculations by the author

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<sup>2</sup> These include: Kansas Army National Guard Training Center (KSTC); 1<sup>st</sup> Battalion, 235<sup>th</sup> Regiment Officer Candidate School and Warrant Officer Candidate School; and 2<sup>nd</sup> Battalion, 235<sup>th</sup> Regiment; Regional Training Site, Maintenance; and 137<sup>th</sup> Chaplain Detachment.

## Public Institutions and Other Entities

Table 6A shows the economic impacts of the public institutions and other entities that are located at the SLN/AIC. The public institutions are units of federal, state, and local government. As was true of both the educational institutions and the military, many of the benefits provided cannot be measured in economic terms. Additionally, some of the “other” entities do not directly generate economic activity, although they improve the quality of life for some citizens. The total level of economic activity generated by these public institutions and other entities located at the SLN/AIC facilities was \$37,604,000. The public institutions and other entities located at the SLN/AIC contributed 205 jobs and approximately 1 percent of the total economic activity for Saline County in 2024.

**Table 6A: Public Institutions and Other Enterprises Total Impact, Saline County, 2024**

Impact Type	Employment	Output
Direct Effect	89	\$ 22,606,000
Indirect Effect	74	\$ 9,916,000
Induced Effect	42	\$ 5,082,000
Total Effect	205	\$ 37,604,000

Sources: Survey, secondary sources, and Implan with additional calculations by the author

Table 6B reveals that employees tend to either live in Salina or outside of Saline County, but still in Kansas. This pattern has been seen in the other employee groups for which their place of residence was reported on the survey.

**Table 6B: Employee Residence, Public Institutions and Other Enterprises**

Residence	Percent
Employees Residing Within - Salina (inside city limits)	66.4%
Employees Residing Within - Saline County	16.8%
Employees Residing Within - Kansas	16.8%

Sources: Survey, with additional calculations by the author

Table 7 summarizes the residence for employees of private businesses, public educational institutions, and public institutions and other entities. More than 50 percent of employees reside in Saline County, and more than 92 percent reside in Kansas.

**Table 7: Employee Residence, All Sectors**

Residence	Percent
Employees Residing Within - Salina (inside city limits)	45.5%
Employees Residing Within - Saline County	5.5%
Employees Residing Within - Kansas	42.5%
Employees Residing Outside of Kansas	6.5%

Sources: Survey, with additional calculations by the author

## Findings

Finally, Table 7 shows the total economic impact on Saline County that can be traced to the entities that are located at SLN/AIC facilities. The total level of economic activity generated by the private businesses, educational institutions, military units, public institutions, and other entities for 2024 was \$1,620,827,040. Altogether, SLN/AIC and its tenants contributed approximately 41.4 percent of the total economic activity in Saline County during 2024. The total employment associated with SLN/AIC and its tenants was 12,376 jobs (31.0 percent of the employment in Saline County).

**Table 7: SLN/SAIC Total Impact, Saline County**

Impact Type	Employment	Output
Direct Effect	5,235	\$ 1,122,081,830
Indirect Effect	1,881	\$ 261,620,093
Induced Effect	2,260	\$ 237,125,117
Total Effect	12,376	\$ 1,620,827,040

Sources: Summary findings from this report

## **What Could Not Be Measured**

As was discussed earlier in the report, there were some businesses and organizations at SLN/AIC that did not provide useable responses to the survey. Although conservative estimates were generated from secondary data sources, it does mean that our estimates are likely smaller than they would have been with primary data from the non-reporting businesses and organizations.

The social benefits that are associated with the educational sector, the military sector, and the public/other sector were also beyond the scope of this project. These social benefits are generally viewed as valuable to the larger community, but it is difficult to place a monetary value on the benefits.

Finally, the perceptual benefits of a diverse and successful community when recruiting new businesses are very difficult to quantify. However, there is some evidence both from the recruitment of new businesses to SLN/AIC in the past year, the current expansion, and updating of processes at one of the largest businesses at the SLN/AIC. These events have increased both employment and output for Salina and Saline County.

## **ADDENDUM**

**An Estimate of the Enplanement Activities Associated with  
Commercial Air Travel at the Salina Regional Airport (SLN)**

## **Executive Summary – Chamber Membership Enplanements Survey**

- The survey of Salina Chamber of Commerce members shows that for those responding businesses/organizations that use SLN for commercial air service it is an important benefit.
- Among even the survey's small sample, in-bound business visitors spent \$437,230 (outside dollars) in Salina.
- Tables 3, 5, and 8 show that business travel (and in-person meetings) are still an important part of the business process whether one is dealing with clients, vendors, or government officials.

## **Methods – Chamber Membership Enplanements Survey**

The Docking Institute conducted a multi-wave online survey of Salina Area Chamber of Commerce membership. Chamber members were emailed a cover letter with an embedded, unique survey link allowing access to an online only questionnaire. The first invitation was emailed on February 20, 2025, and the final invitation was emailed on March 27, 2025. After removing some duplicates and undeliverables from the email list survey frame, 261 email invitations were opened, 305 were unopened, and 101 participated in the survey, resulting in an overall response rate of 16%. Of the 101 completions, 46 indicate their company/organization uses commercial air service at SLN. Those Salina Chamber of Commerce member businesses/organizations who use the SLN commercial air service are more likely to respond to a survey about enplanements than are non-users. Even so, we consider the amounts of total expenditures reported below to be the absolute lower boundaries of actual expenditures from enplanements given A) that some portion of the 74% of Chamber members not participating in the survey do use SLN commercial air service, and B) some of the businesses/organizations in the area who are not Chamber members, and, thus, did not receive an invitation to the survey, also use SLN commercial air service.

## Analysis

This analysis is based on up to 46 business/organizational members of the Salina Chamber of Commerce who indicate on the survey that their business/organization uses commercial air service at the Salina Regional Airport.

Table 1 shows that 31 respondents considered air travel from SLN either moderately or very important for achieving their business objectives, 7 slightly important, 1 does not know, and 7 did not answer the question.

**Table 1: How important is air travel from the Salina airport (SLN) to achieving your organizational/business objectives?**

Slightly Important	7
Moderately Important	17
Very Important	14
Don't Know	1
Total	39

Table 2 shows that meetings and conferences were generally considered more important, followed by client visits and trade shows, and then vendor visits and other (11 did not respond to the question).

**Table 2: Please rank (1 = most important, 6 = least important) the following reasons for your business-related air travel..**

Purpose	Most Important					Least Important	Total Responses
Meetings	9	13	9	0	0	4	35
Conferences	17	11	4	1	0	2	35
Client Visits	3	7	6	6	7	6	35
Trade Shows	3	2	8	13	6	3	35
Vendor Visits	2	1	4	11	15	2	35
Other	1	1	4	4	7	18	35

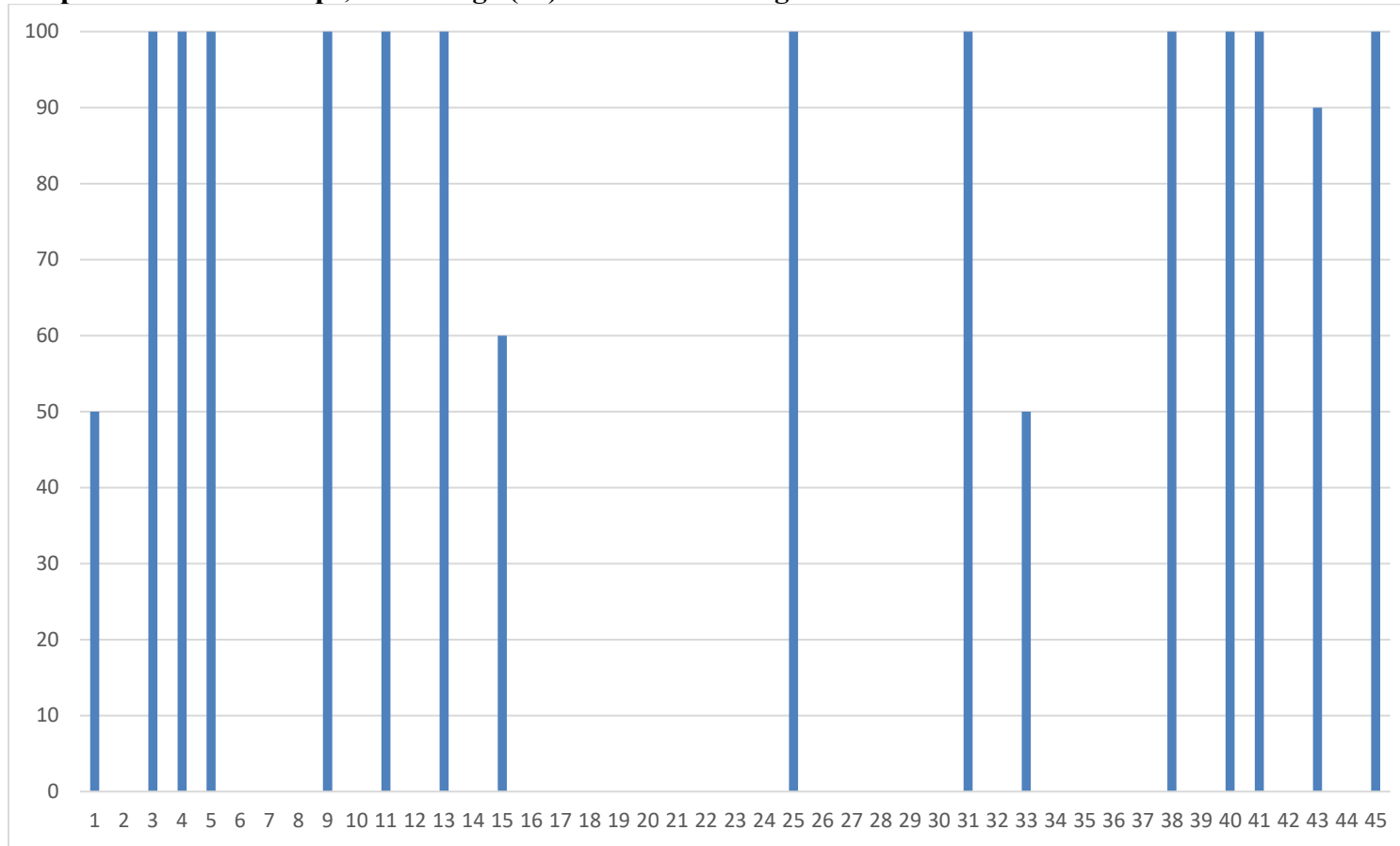
Table 3 shows the duration of visits associated with in-bound trips to SLN. Although one- or two-day visits are most common, there are some visits of one or more weeks. The total number of person visits, assuming only one person for each reported visit, is estimated to be 1,901. Lodging, meals, and vehicle rental expenses are estimated at \$230 per day. Thus, the in-bound business visitors spend \$437,230 outside dollars in Salina.

**Table 3: In-Bound Trips, Duration of Visit**

24 hours	48 hours	72 hours	More than 72 hours, less than one week	One week, less than two weeks	Two weeks or more
145	139	65	105	17	23

Graph 1 shows that almost all in-bound trips originate outside of Kansas.

**Graph 1: In-Bound Trips, Percentage (%) Non Kansas Origin\***



\*Note: the horizontal axis shows how each responding business/organization reporting using SLN for commercial travel answered this question.

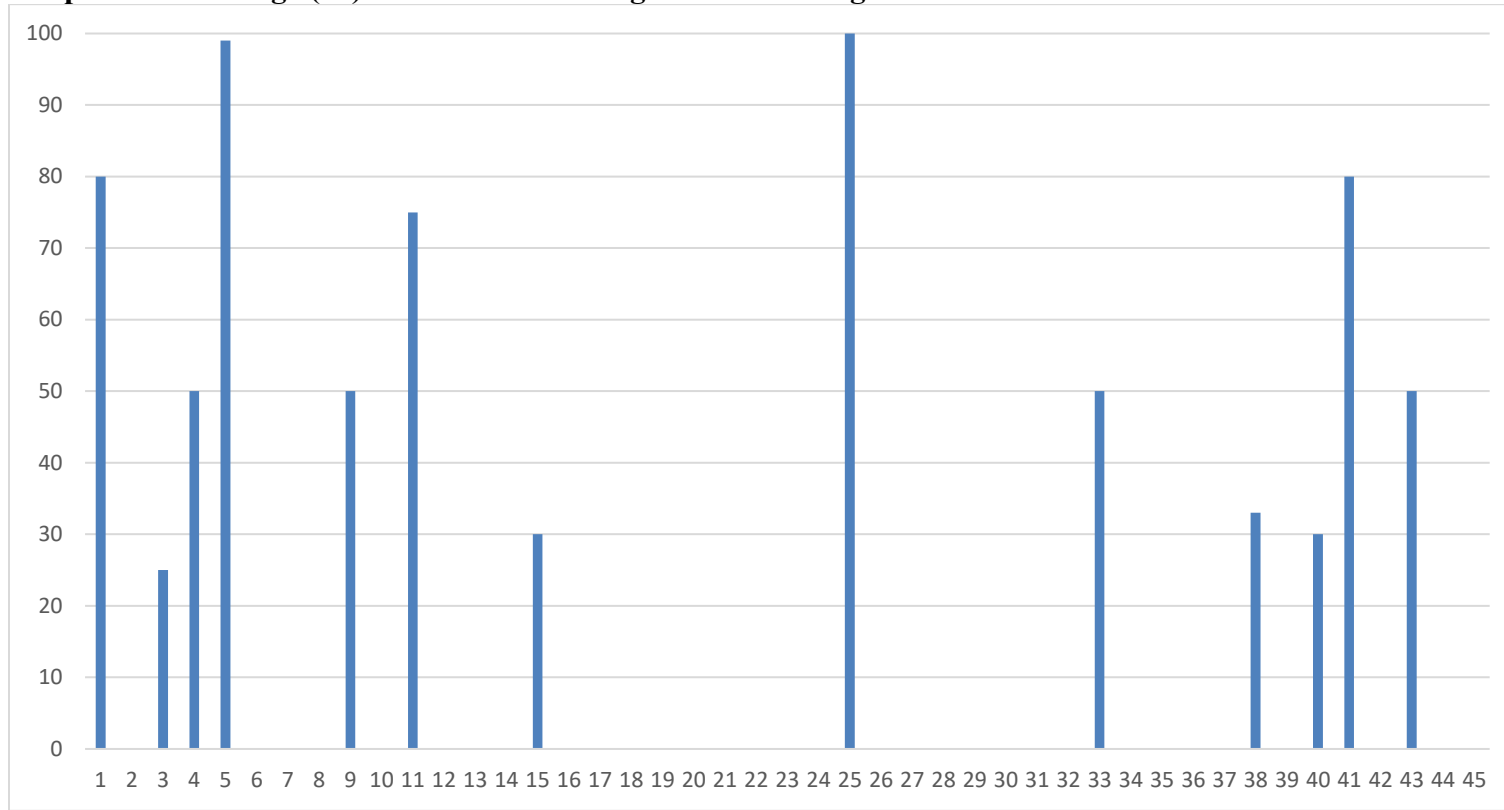
Table 4 shows that in-bound flights most often are direct or have a single intermediate stop, although there are some in-bound flights that involve multiple intermediate flights.

**Table 4: Number of Stops Among Those Reporting In-bound Trips (n=16)**

Stops	In-bound Trips
0	3
1	9
2	3
3	0
4	0
5	1

Graph 2 shows the percentage of in-bound flights from Chicago compared with Denver according to the survey respondents. There were 6 respondents who indicated no in-bound flights from Chicago.

**Graph 2: Percentage (%) of the In-bound Flights from Chicago Versus Denver\***



\*Note: the horizontal axis shows how each responding business/organization reporting using SLN for commercial travel answered this question.

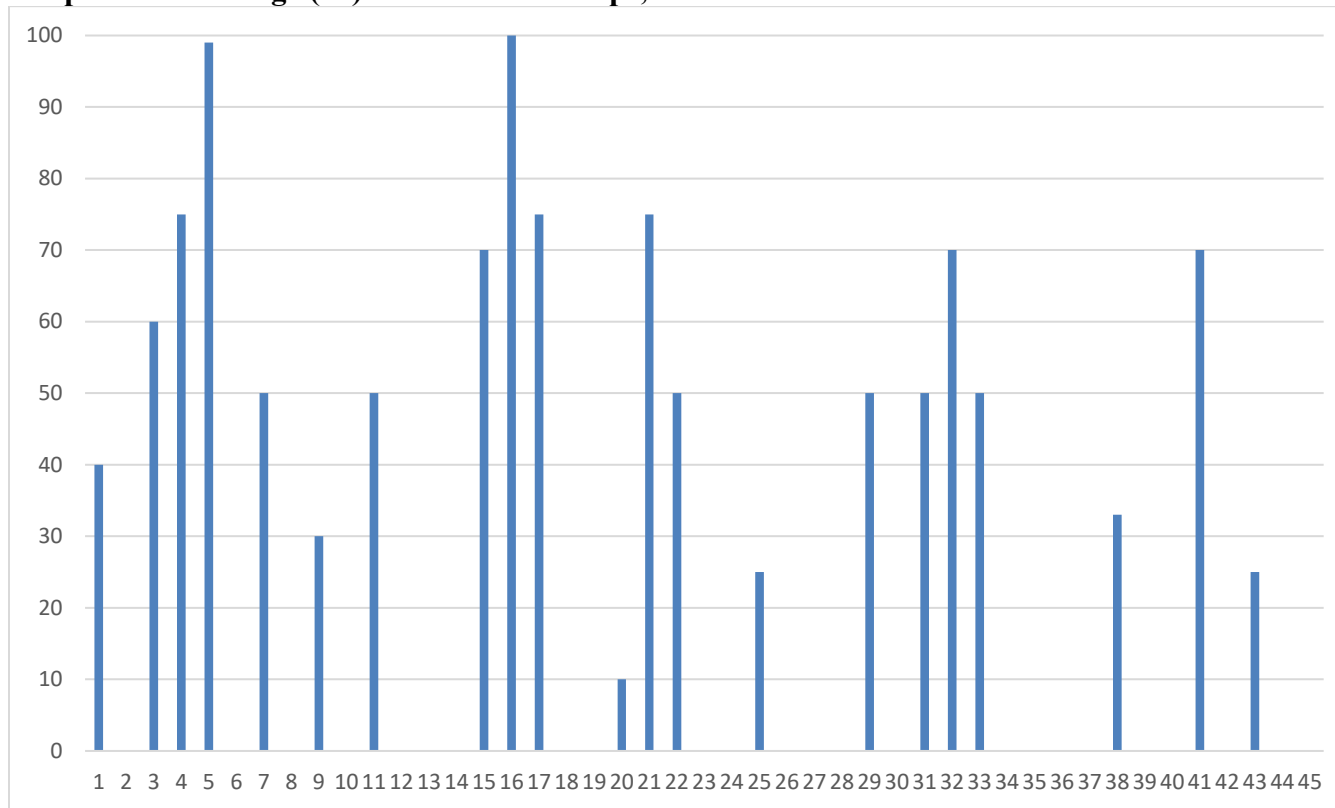
Table 5 shows the duration of visits associated with out-bound trips from SLN. Although shorter visits (less than one week) are most common, there are some visits of one or more weeks.

**Table 5: Annual Out-bound Person-trips, by Duration**

24 hours	48 hours	72 hours	More than 72 hours, less than one week	One week, less than two weeks	Two weeks or more
110	128	92	127	19	36

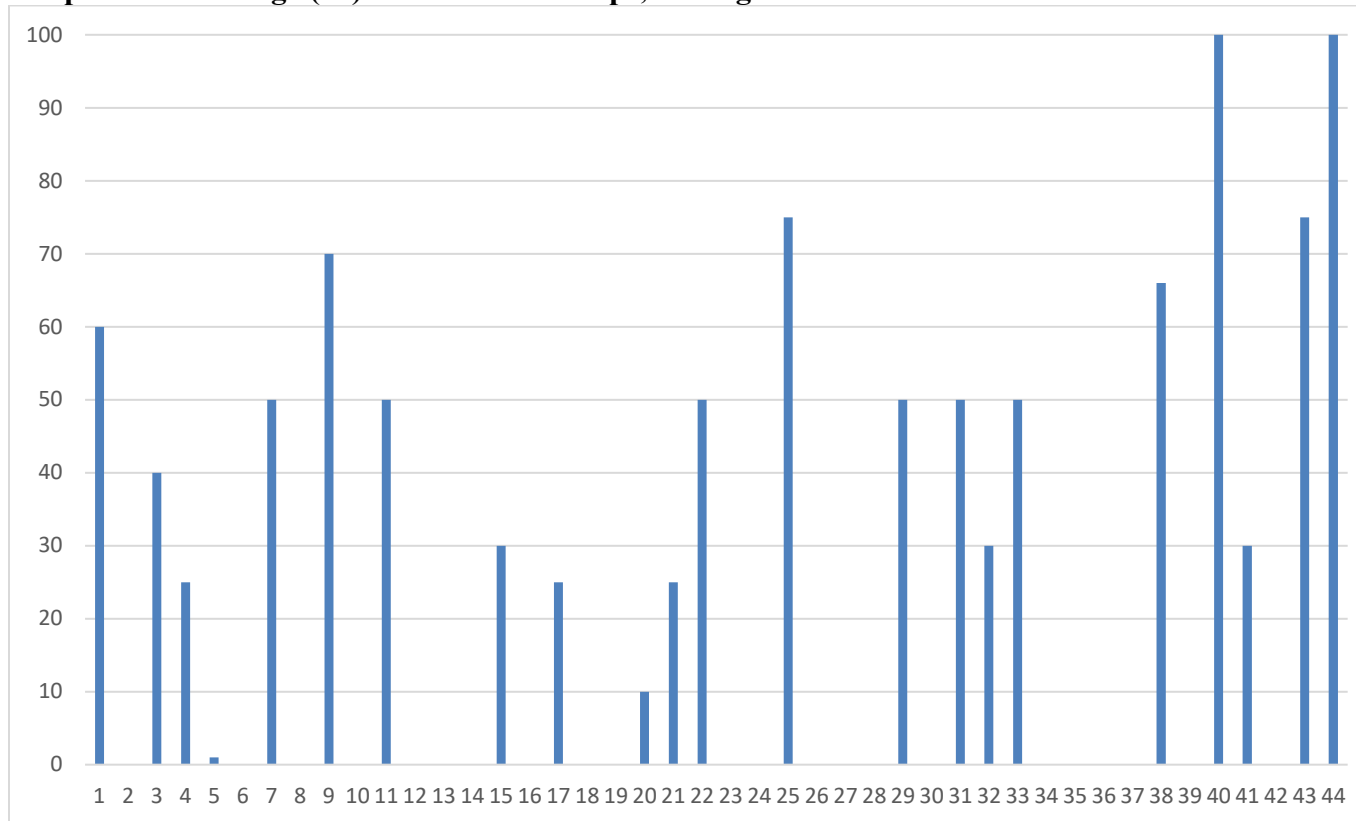
Graphs 3 and 4 show the out-bound trips to Denver (west bound) and Chicago (east bound). The graphs show similar patterns with only a few respondents (4) choosing only one destination.

**Graph 3: Percentage (%) of Out-bound Trips, Denver\***



\*Note: the horizontal axis shows how each responding business/organization reporting using SLN for commercial travel answered the this question.

**Graph 4: Percentage (%) of Out-bound Trips, Chicago\***



\*Note: the horizontal axis shows how each responding business/organization reporting using SLN for commercial travel answered the this question.

Table 6 shows the total and average annual air travel budget for the 19 respondents who shared this information.

**Table 6: Annual Air Travel Budget**

Total	\$ 114,500
Average	\$ 6,026
Number	19

Table 7 provides insight into the associated total expenses involved in business travel for all respondents who shared this information, as well as the average for those who shared specific expense categories. Meals and lodging were generally paid for while entertainment was not paid. Table 7 also shows that these respondents used other airports for their travel.

**Table 7: Average Annual Expenses**

	Commercial Airline tickets to fly from airport other than Salina	Commercial Airline tickets (per person-trip from Salina)	Meals (per business trip)	Lodging (per business trip)	Entertainment (per business trip)
Total	\$ 186,500	\$ 40,000	\$ 12,600	\$ 133,975	\$ 1,850
Average	\$ 13,321	\$ 2,857	\$ 969	\$ 9,569	\$ 370
Number	14	14	13	14	5

Finally, Table 8 shows the most common out-bound business destination. Washington, D.C., the seat of the federal government, was the most common destination. The 46 responding businesses/organizations who report utilizing commercial air service at SLN clearly see a business value from easy access to commercial air service.

**Table 8: Most Common Out-bound Business Destinations**

Washington, D.C.	8
Chicago	7
Denver	4
Houston	4
Atlanta	4
Las Vegas	3
Los Angeles	2




## **Findings**

Although the sample size for this study is small, it is clear that for the businesses/organizations using SLN commercial air service, it is an important benefit. The in-bound business visitors spent \$437,230 (outside dollars) in Salina. Tables 3, 5, and 8 show that business travel (and in-person meetings) are still an important part of the business process whether one is dealing with clients, vendors, or government officials. Those Salina Chamber of Commerce member businesses/organizations who use the SLN commercial air service are more likely to respond to a survey about enplanements than are non-users. Even so, we consider the amounts of total expenditures reported herein to be the absolute lower boundaries of actual expenditures from enplanements given A) that some portion of the 74% of Chamber members not participating in the survey do use SLN commercial air service, and B) some of the businesses/organizations in the area who are not Chamber members, and, thus, did not receive an invitation to the survey, also use SLN commercial air service.

**DATE:** July 11, 2025  
**TO:** Pieter Miller  
**FROM:** Maynard Cunningham  
**SUBJECT:** **July 16, 2025, SAA Regular Board Meeting**

## **Facilities and Construction Notes**

### **Current Projects**

- **PH305 (SLN Fuel Facility Decommissioning and UST Removal)** – Stone Sand Company completed backfilling and grading the excavation site at the former Pump House 305 fuel facility. Stone Sand’s subcontractor, Haz-Mat Response is in process of hauling and disposing of the water collected from cleaning the twelve 25,000-gallon USTs. The land farm is also complete, and Stone Sand will return in approximately one month to turn the soil.  

- **Airport Industrial Center No. 3 Subdivision (Project 80)** – Swanson Drive has been completed, including the cul-de-sac at the west end and the intersection with Scanlan Ave. Tying into the storm sewer inlets along the curb was also completed last week. Street lighting poles are erected and awaiting installation of the cables once all concrete work and sidewalks are completed.  

- **Hangar 959(1Vision Aviation) MRO Tail Enclosure** – Ghafari and Rubb Building Systems continue to work on final design of the tail enclosure prior to manufacturing. The design team met recently to review the minutes of the Development Review Team meeting that included comments from City of Salina staff regarding the project. The tail enclosure will allow widebody aircraft to be in an enclosed area for MRO work at Hangar 959.
- **M.J. Kennedy Air Terminal Building Renovation & Expansion AIP 55 (Construction)** – Icon Structures and its subcontractors have completed the concrete slab for the passenger hold room. Structural steel for the TSA area is scheduled to arrive on site July 23, along with all roof joists and decking for the project. Fire sprinkler pipe installation has started in the existing building.  


- **M.J. Kennedy Air Terminal Parking Lot Rehabilitation & Expansion AIP 54 (Design)** – Recommendation for award of the contract regarding the bid from Screed Tech has been approved by the FAA. The grant application for construction was submitted to the FAA in June. A notice of award for the contract will be sent to Screed Tech when SAA is notified by the FAA the grant is received.
- **Runway 12/30 (AIP 52 & 53)** – Rehabilitation of Runway 12/30 includes asphalt mill and overlay, edge lighting, lighted guidance signs, and removal of portions of excess pavement. Electricians are scheduled to complete relocating equipment into the new lighting building and finish the remaining sign bases last week, concluding all electrical work. Final grading of the areas where excess pavement was removed was completed last week. It has been determined that additional milling on the runway is necessary to remove some irregularities on the contour. APAC is scheduled to begin paving the week of July 21<sup>st</sup>.

### **Special Projects**

- **Directed Groundwater Recirculation System (DGRS)** – Ollson has submitted 30% plans for the DGRS to KDHE awaiting review and comments. KSU-Salina, City of Salina, SAA, Dragun, and Ollson personnel participated in a site walk through October 2, 2024, to review property development since the project design began and discuss future development that may affect the DGRS design.

### **Completed Projects**

- **PH305 (SLN Fuel Facility Decommissioning and UST Removal)** – Stone Sand Company completed backfilling and grading the excavation site at the former Pump House 305 fuel facility. Stone Sand's subcontractor, Haz-Mat Response is in process of hauling and disposing of the water collected from cleaning the twelve 25,000-gallon USTs. The land farm is also complete, and Stone Sand will return monthly to aerate the soil, until the environmental consultant and KDHE monitoring is not needed.



**DATE:** 7-10-25

**TO:** Pieter Miller, Executive Director

**FROM:** David Sorell

**SUBJECT:** July Board Meeting Update

Airport fire departments main tool to attack aircraft fires is an Aqueous Film Forming Foam (AFFF); by applying the foam as a film it can remove the oxygen and smother flames. Unfortunately, the foam contains polyfluoroalkyl substance (PFAS). These chemicals have been used in industry and in consumer products since the 1940's. Many organizations worldwide mandate the use of firefighting foam that contains PFAS, however, per the EPA certain PFAS can cause serious health problems, including cancer.

Because these chemicals potentially present health hazards to humans the Department of Defense and the FAA have partnered on a significant research project involving the testing of fluorinated firefighting foam. Section 332 of the 2018 FAA Reauthorization Act directed the FAA to not require the use of fluorinated chemicals to meet the performance standards referenced in the Advisory Circular and Code of Federal Regulations. This mandate accelerated research for an alternative firefighting foam that didn't contain PFAS and prompted the FAA to issue guidance intended to help reduce the existing foams impact on the environment.



This research has produced a fluorine free foam called F3. This new product extinguishes fires by forming a foam blanket that suppresses combustible fuel vapors and provides a cooling effect. It is biodegradable, not persistent in the environment and does not contain intentionally added PFAS.

### **Equipment compatibility and modifications**

- F3 products are not "drop-in" replacements for AFFF, so existing equipment (nozzles, storage tanks, etc.) may need to be evaluated and potentially modified or replaced for compatibility.

- F3 products may have different viscosities and flow characteristics compared to AFFF. This might necessitate adjustments in application rates and methods to achieve optimal performance.
- Electronic systems should adapt to the new foam type without needing maintenance.
- Older mechanical systems may require modification to achieve proper proportioning.

#### **Training and operational adjustments**

- Firefighting techniques may need to be adjusted when using F3, as it relies on a foam blanket and cooling effect rather than a film.
- Training firefighters on the use of F3 is crucial to ensure they understand the differences and can effectively deploy the new foam.
- Close monitoring of the foam blanket and reapplication are essential to maintain its integrity.

Taking all this into consideration we have started planning our transition from AFFF to F3 and have had conversations with manufactures of the new products. I have already started training airport personnel on the application of F3 through the guidance of FAA cert alert training videos and the purchase of the new IFSTA (Aircraft Rescue Firefighting) book.

Converting from AFFF to F3 foam requires careful planning and execution, considering technical, logistical, regulatory, and environmental factors. While the transition may present challenges, it is crucial to protect human health and the environment from the hazards of PFAS chemicals in AFFF.

**DATE:** July 11, 2025

**TO:** Pieter Miller, Executive Director

**FROM:** Kasey L. Windhorst

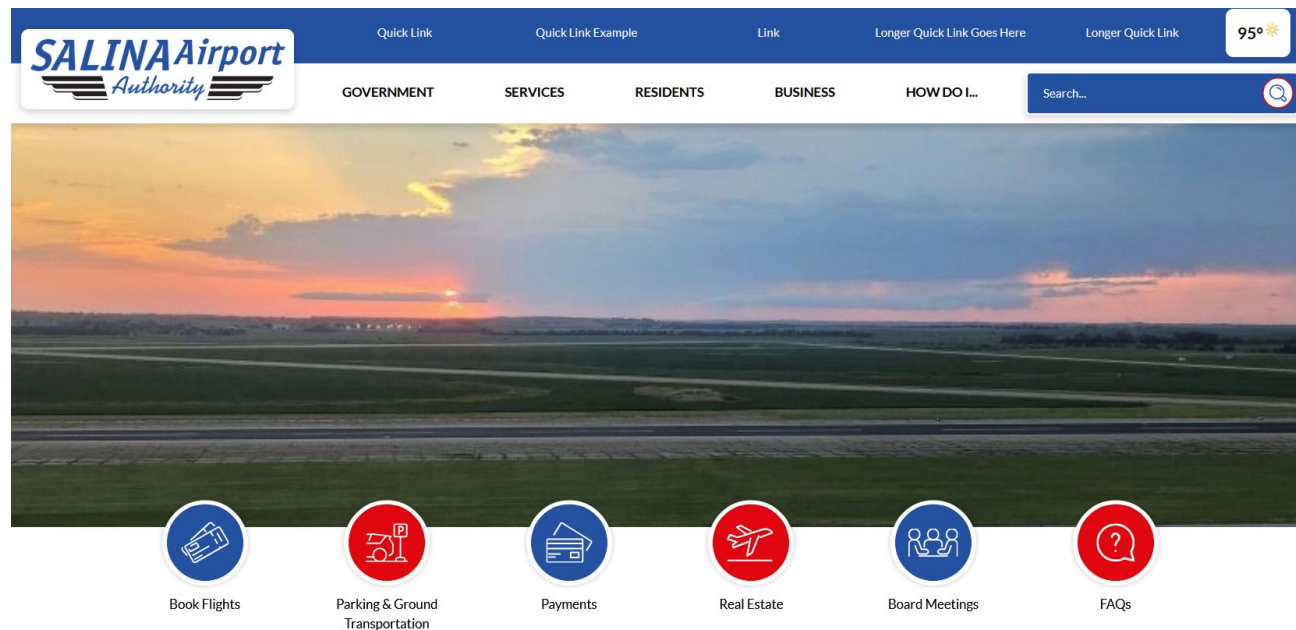
**SUBJECT:** July Board Meeting Update

### **Website Redevelopment Update**

The Salina Airport Authority continues its partnership with CivicPlus on the website redevelopment project. On July 1, SAA staff participated in the design concept meeting. This session focused on:

- Reiterated the project's primary audience and overarching goals
- Presented fully functional design concepts hosted on a production URL
- Explained the functionality and architecture behind the proposed design
- Fielded questions and provided clarification regarding layout and usability
- Reviewed upcoming steps and assigned action items to maintain project momentum

Below is the initial design preview presented at the meeting.



Progress remains on schedule. Additional feedback and refinement will continue as the project enters its final development stages.

## **Employee Training**

All Salina Airport Authority staff successfully completed the required cybersecurity training during Q2 2025. This quarter's training modules focused on emerging and ongoing cyber threats, including:

- **Deepfakes:** Identifying manipulated audio and video content used in social engineering attacks
- **Insider Threats:** Recognizing warning signs and understanding prevention strategies to protect sensitive information
- **Mobile Device Security:** Best practices for securing smartphones and tablets used in daily operations

The training reinforces the Authority's commitment to maintaining a strong cybersecurity posture and complying with industry's best practices for digital security awareness.

## **Announcements**

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

<b>Wednesday, July 16, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, August 20, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, September 3, 2025, 4:00 p.m.</b>	<b>Special Board Meeting</b>
<b>Wednesday, September 17, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, October 15, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, November 19, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>
<b>Wednesday, December 17, 2025, 8:00 a.m.</b>	<b>Regular Board Meeting</b>