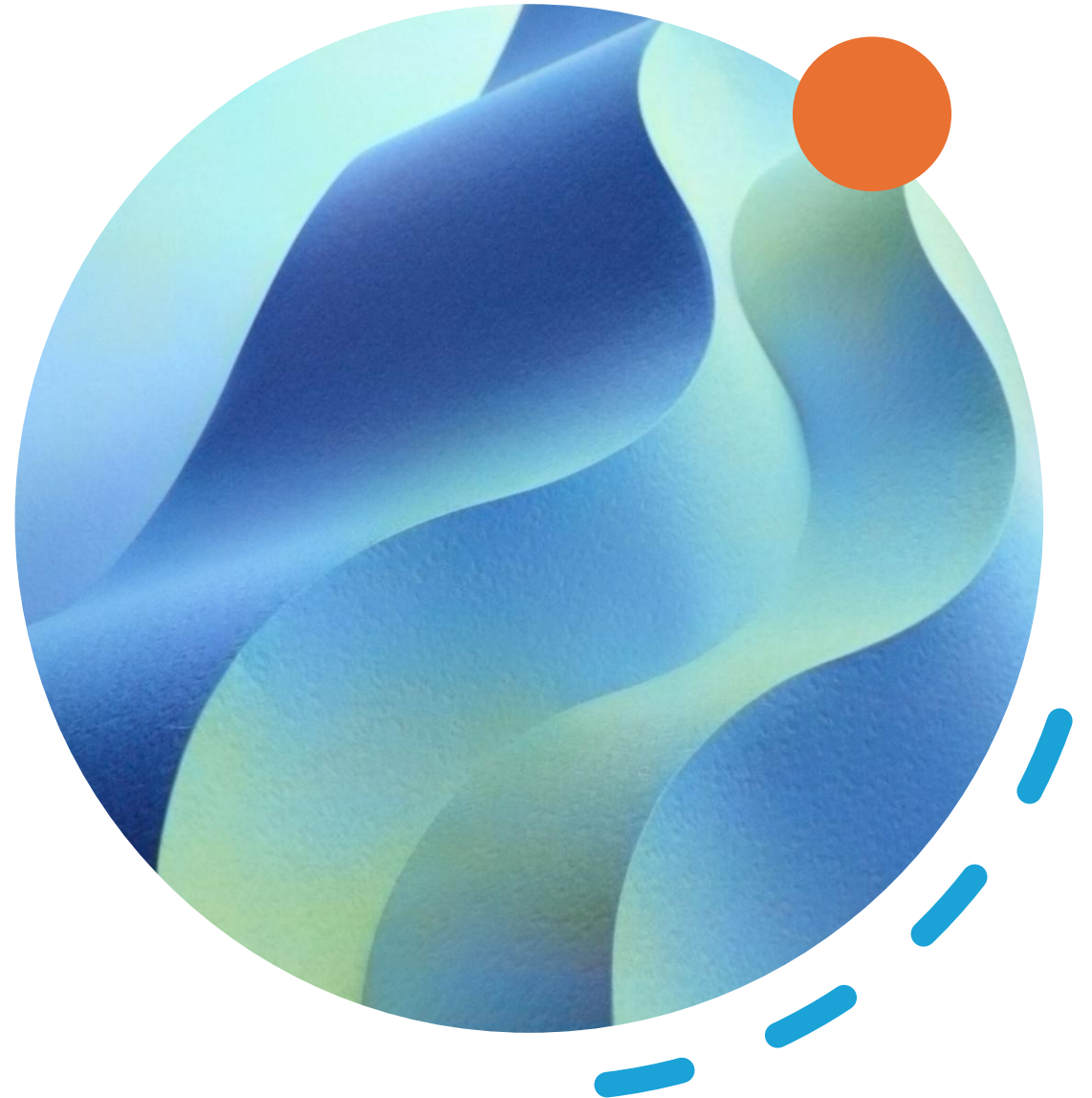


Salina Airport Authority Board of Directors Regular Meeting

Wednesday, July 16, 2025

***Charting the course for
global success.***





Call to Order

Ryan Commerford, Vice Chair

Determine that a quorum is present

Confirm the meeting notice
publication

Recognition of guests



**Additions to the Agenda and
Agenda Overview
Pieter Miller, C.M.**





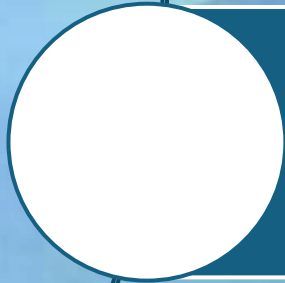
Approval

- Minutes of June 24, 2025



Review

- Airport Activity
- Financial Reports
- GO Bond Debt Schedule



Consider

- 2025 Notice of Revenue Neutral Rate Intent
- Substitute Sales Agreements
- Lease agreement



Update

- Economic Impact Study
- Terminal Building Expansion
- AIM Center Direction





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.



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



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.

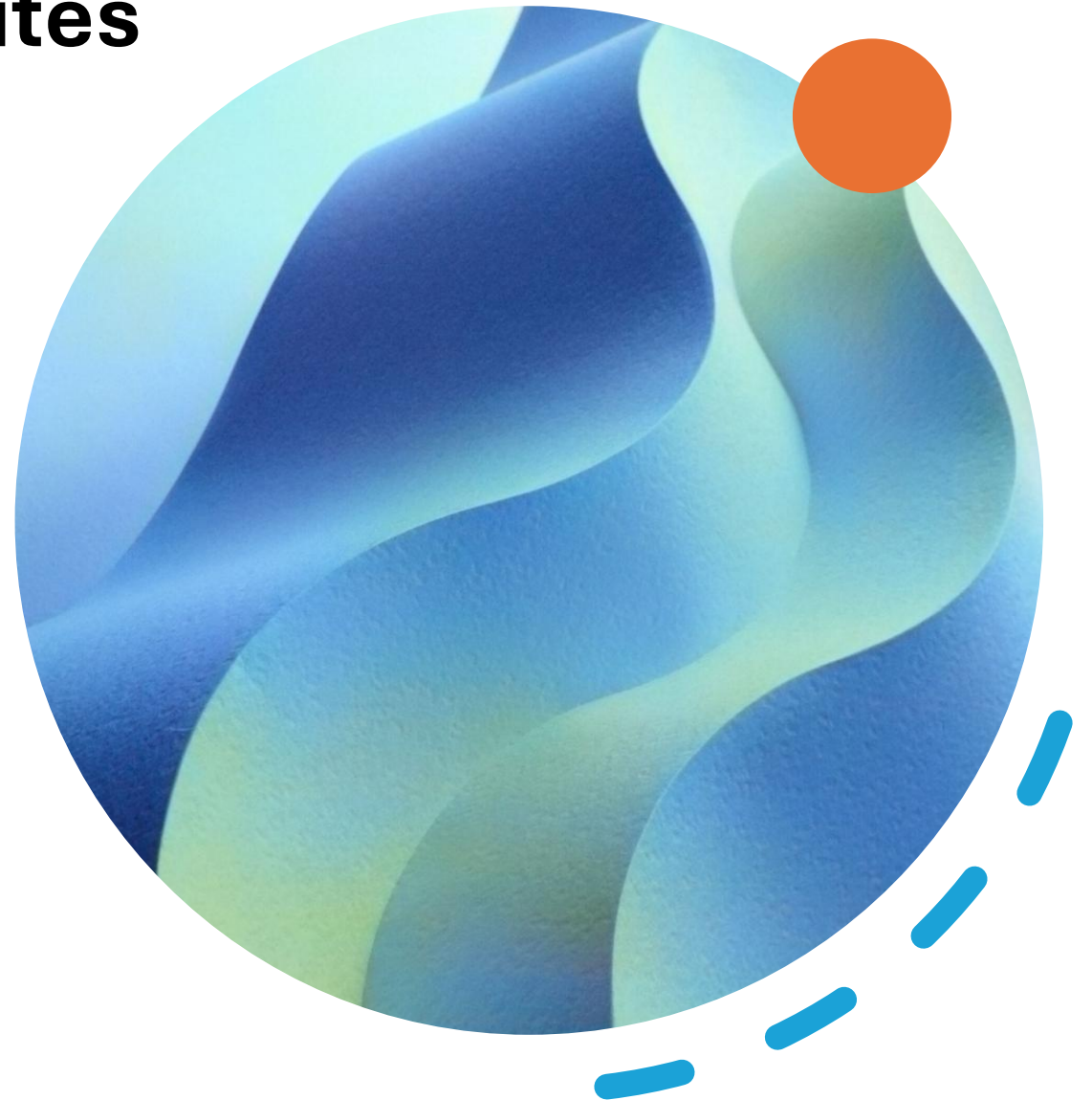


Review of the updated 2026 G.O. bond debt schedule positions the Airport Authority to meet future obligations and pursue strategic capital investment.

Approval of Previous Minutes

Ryan Commerford, Vice Chair

*Minutes from June 24, 2025,
Regular Board Meeting*

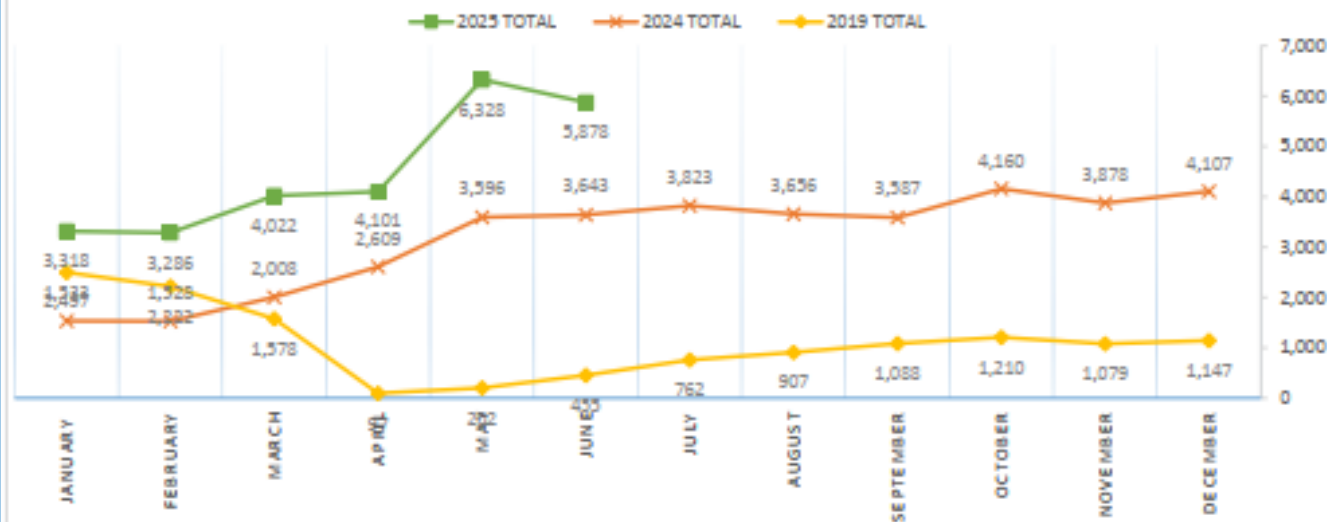


Airport Activity and Financial Reports

Shellie Swanson, C.M.

Pieter Miller, C.M.

TOTAL SLN PASSENGERS - PER MONTH



* Per Pax subsidy based on prior 12 months

\$118.87

* Subsidy amount based on \$5,960,542/year effective July 1, 2023

* Total passengers - the total of enplaned and deplaned passengers at SLN

* Passenger numbers reported are unaudited by SKW and subject to change

Source: SkyWest Monthly Activity Report (Rev/Non-Rev Pax)

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

SkyWest Airlines

June, 2025 2,914 Passengers
June, 2024 1,767 Passengers

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

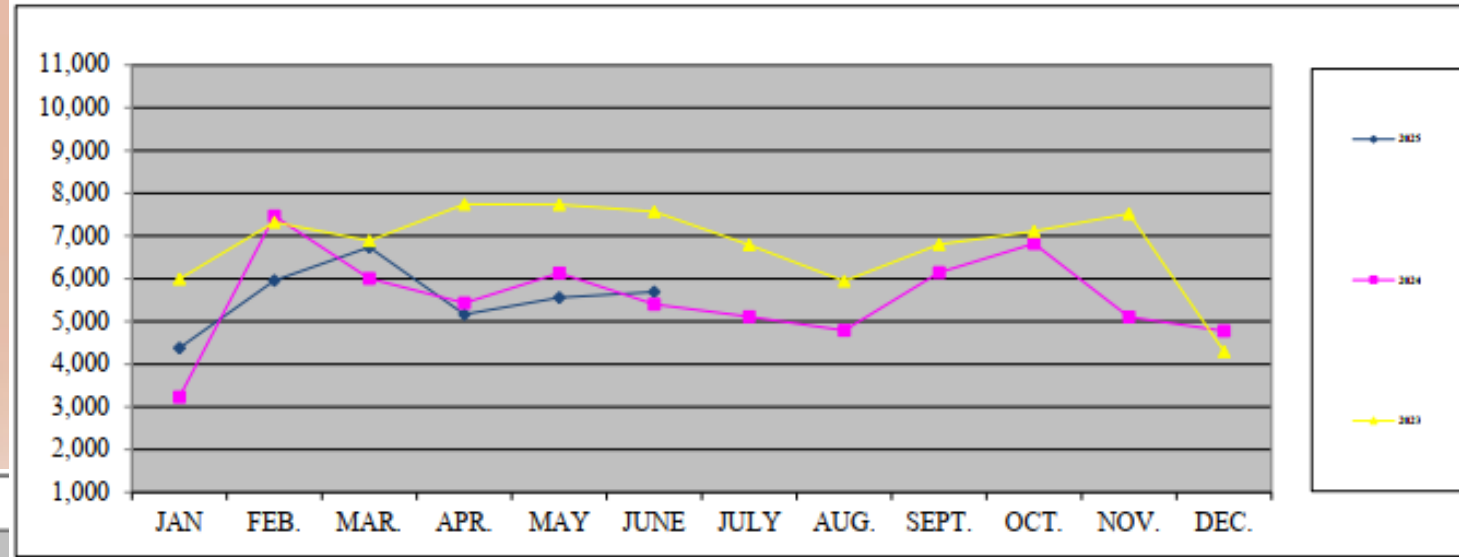
June, 2025 2,914 Passengers
June, 2024 1,861 Passengers

January 2025 - June 2025 17,951 Passengers
January 2024 - June 2024 9,025 Passengers
January 2023 - June 2023 9,712 Passengers

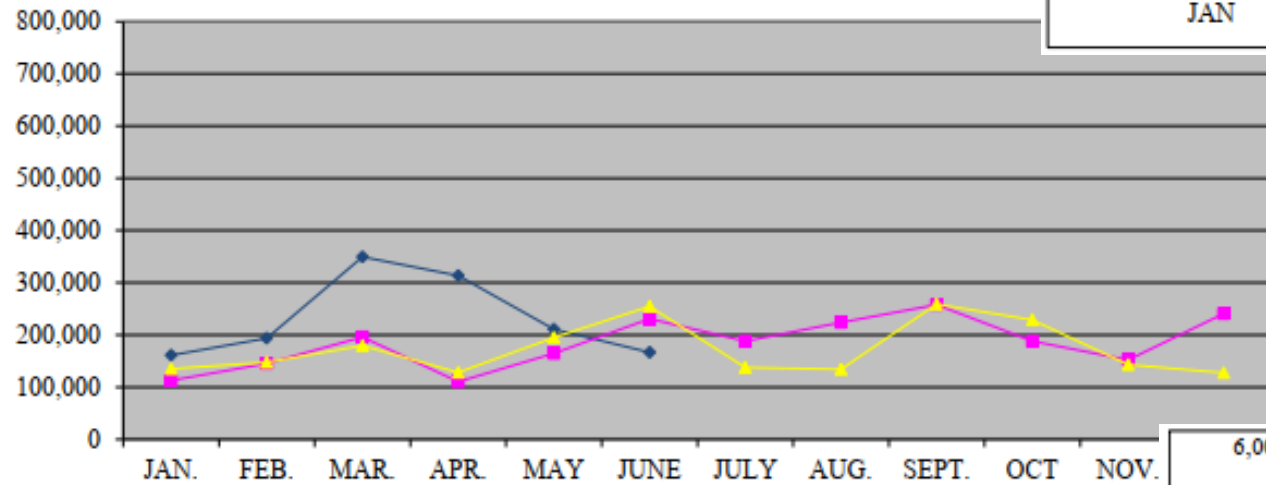
KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
8,112	158,545	30,571	309
5,506	225,316	98,722	220
51,014	1,343,961	465,810	1,873
46,659	913,005	301,021	1,159
76,021	1,101,194	328,553	1,800

ENPLANEMENTS	DEPLANEMENTS	TOTAL
June, 2025 2,914 Passengers	2,964 Passengers	5,878
June, 2024 1,767 Passengers	1,876 Passengers	3,643

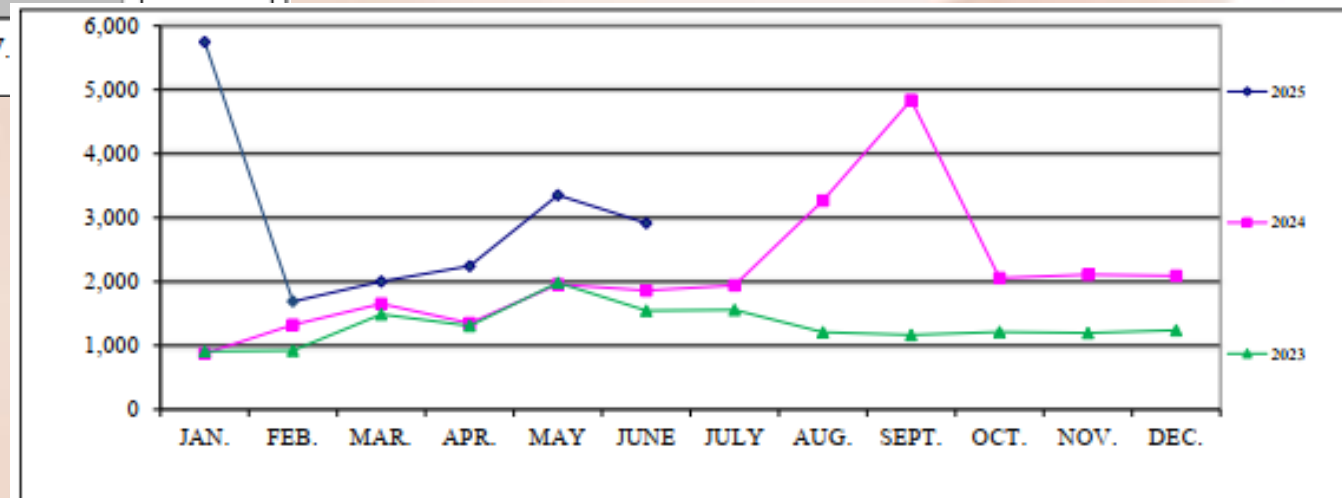
Air Traffic



Fuel Flowage



Enplanements





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

07/11/2025

As of June 30, 2025

	Jun 30, 25	May 31, 25	\$ Change	Jun 30, 24	\$ Change	% Change
ASSETS						
Current Assets						
Total Checking/Savings	10,484,916	11,270,973	-786,057	11,109,046	-624,130	-6%
Total Accounts Receivable	36,091	121,942	-85,851	144,262	-108,171	-75%
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						
Total Fixed Assets	70,853,470	71,117,715	-264,245	57,813,301	13,040,169	23%
Total Other Assets	5,387,538	5,387,538	0	5,509,217	-121,679	-2%
TOTAL ASSETS	88,487,949	89,578,997	-1,091,048	76,047,276	12,440,673	16%
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	12,511,993	13,420,914	-908,921	10,810,637	1,701,356	16%
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%
Total Equity	31,365,972	31,526,004	-160,032	27,498,716	3,867,256	14%
TOTAL LIABILITIES & EQUITY	88,487,949	89,578,997	-1,091,048	76,047,276	12,440,673	16%

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				
Total Airfield revenue	1,023,319	693,883	329,436	47%
Total Building and land rent	953,707	896,749	56,958	6%
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				
Total Administrative expenses	1,014,186	1,046,326	-32,140	-3%
Total Maintenance expenses	685,168	597,066	88,102	15%
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				
Total Other Income	4,182,322	3,837,561	344,761	9%
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%

FINANCIAL

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

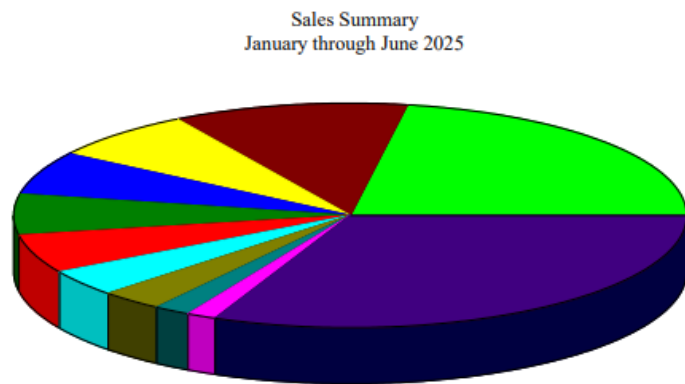
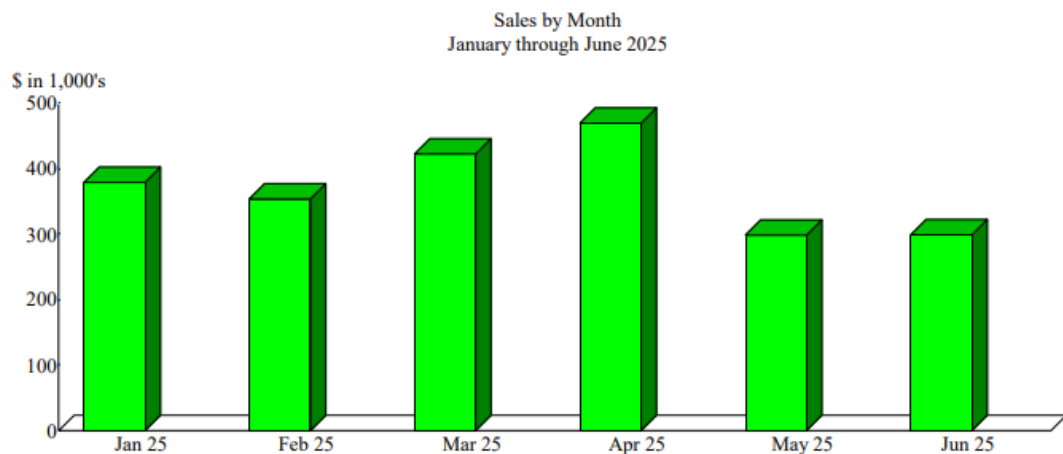
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07/11/2025

Accrual Basis

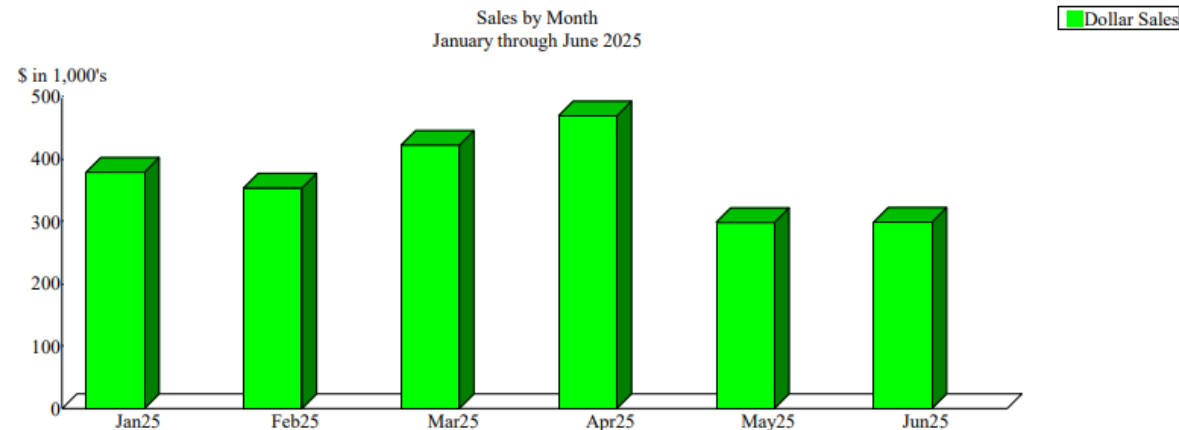
	Jan - Jun 25	Jun 30, 25	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfeld	52,035	5,483,235	24,512,124	-19,028,889	22%
Total Buildings & Improvements	11,933	884,907	877,905	7,002	101%
Total Equipment	0	338,820	1,415,000	-1,076,180	24%
Total Land	5,120	2,305,930	5,630,000	-3,324,070	41%
Total Fixed assets at cost	69,088	9,012,892	32,435,029	-23,422,137	28%

FINANCIAL STATEMENT

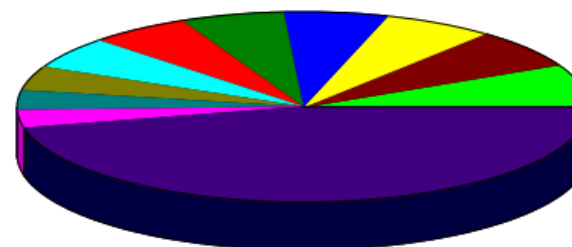


Vision Aviation, PLLC	22.29%
Avflight Salina	11.32
Kansas Erosion Products, LLC.	7.32
Stryten Salina, LLC	6.25
City of Salina, KS	6.00
K-State Salina	5.69
USSOCOM (Jaded Thunder)	3.95
Universal Forest Products (UFP)	3.16
SkyWest Airlines, Inc.	1.84
Durham School Service, L.P.	1.57
Other	30.63
Total	\$2,223,963.80

By Customer



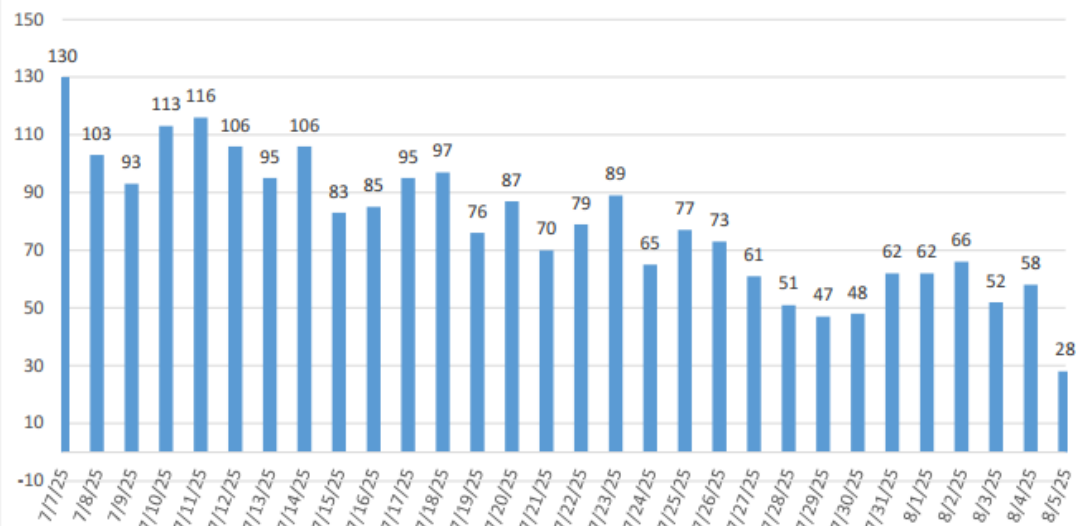
Sales Summary
January through June 2025



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

SLN Pax per day



June 2025

7/1/25 - 7/31/25

Flight #	Departure	From	To	Arrival
DEN 5109	6:30 a.m.	SLN (Salina)	DEN (Denver)	7:02 a.m.
ORD 5112	9:50 a.m.	SLN (Salina)	ORD (Chicago)	11:48 a.m.
IAH 5069	11:45 a.m.	SLN (Salina)	IAH (Houston)	1:24 p.m.
ORD 5108	4:45 p.m.	ORD (Chicago)	SLN (Salina)	6:50 p.m.
IAH 5060	6:50 p.m.	IAH (Houston)	SLN (Salina)	8:33 p.m.
DEN 5107	8:34 p.m.	DEN Denver	SLN (Salina)	11:00 p.m.

2025 SkyWest Airlines

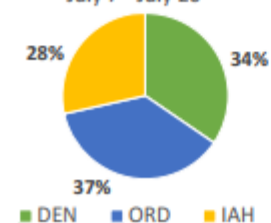
Advance Bookings - Enplanements

Pax Comparison (DEN ORD and IAH)

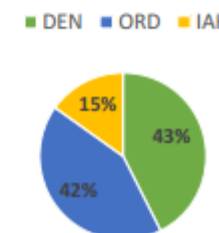
	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	7/7	7/8	7/9	7/10	7/11	7/12	7/13	7/14	7/15	7/16	7/17	7/18	7/19	7/20
DEN	42	35	32	35	43	30	30	39	35	33	33	31	31	25
ORD	40	41	40	45	45	39	35	40	28	31	38	39	21	33
IAH	48	27	21	33	28	37	30	27	20	21	24	27	24	29
Total SLN Pax per day	130	103	93	113	116	106	95	106	83	85	95	97	76	87
SLN Load Factor	87%	69%	62%	75%	77%	71%	63%	71%	55%	57%	63%	65%	51%	58%
Total Load Factor (50 seats/flight)														



Advanced Bookings
July 7 - July 20



Advanced Bookings Year-To-Date



Review of the SAA's 2026 G.O. Bond Debt Schedule

and resulting mill requirements for G.O. bond debt payments

Pieter Miller, C.M.

Shelli Swanson, C.M.

SALINA AIRPORT AUTHORITY

2026 Budget Timeline

CALENDAR OF EVENTS

JUN 18 8:00 AM **SAA Regular Board Meeting**
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)) - 1st Publication

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)) - 2nd Publication

16 8:00 AM **SAA Regular Board Meeting**
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 **SAA Regular Board Meeting**
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					
17	18					
24	25					
31						
1	9					

SEP 3 4:00 p.m. **SAA Special Board Meeting - RNR Hearing and Mill Levy Budget**
Consider Resolution to Exceed RNR

17 8:00 AM **SAA Regular Board Meeting**
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
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					

OCT 15 8:00 AM **SAA Regular Board Meeting**
Review of updated Rates & Charges

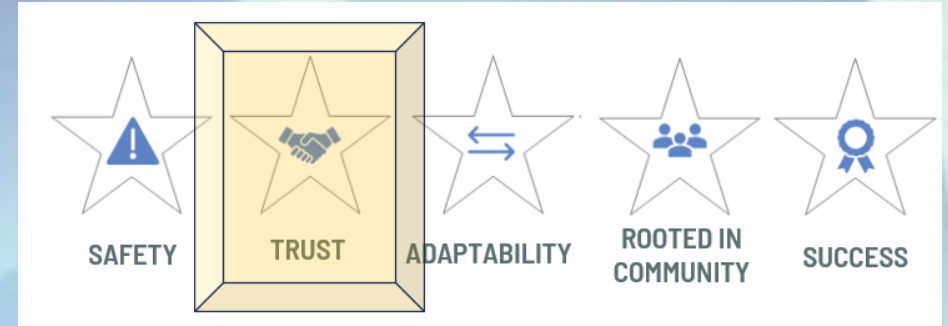
October						
Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4		
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	
6	13	20	27			

NOV 19 8:00 AM **SAA Regular Board Meeting**
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	19	26			

DEC 17 8:00 AM **SAA Regular Board Meeting**
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	18	25			



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													Reductions to Levy Amount											
Levy Year	Budget Year	Outstanding Bonds and Notes										Estimated Series 2025-A	Estimated Series 2026-A	Aggregate Debt Service	Other Operating Revenues (1)	GA Box Hangar Revenues	New Hangar Revenues	MRO Building Revenues	Motor Vehicle Taxes (2)	Total Reductions	Net Debt Service to Levy	Assessed Valuation (3)	Estimated Mill Levy	Project 80 Assessments	Estimated 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																
2022	2023																									
2023	2024	91,043	1,705,600	165,550	77,043	175,305	53,033	456,780	338,180	3,062,534	-	-	3,062,534	(85,000)	-	-	-	(265,500)	(350,500)	1,982,031	496,759,566	3.990				
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)	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 collection.

(3) In 2027 and thereafter, assessed valuation grows annually at rate of: 0.50%


Review and Consideration of the Airport Authority's 2025 Notice of Revenue Neutral Rate Intent

Shelli Swanson, C.M.

The certified revenue neutral rate for 2025 is 5.623 mills. The Authority is proposing to consider a maximum 2025 mill of 6.749 mills. This proposed levy would exceed the RNR and requires formal adoption of a RNR intent.

**2025 Mill Levy Analysis for Calculation
(Funding 2026 Budget)**

Revised - 7-11-25

			2025 (Estimated)		2024	+/-	
			<u>Mill Levy \$</u>	<u>Mills</u>	<u>Mills Certified</u>	<u>Mill</u>	<u>%</u>
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			<u>\$ 3,630,370</u>				
Plus estimated MV Tax Collections		-					
Total anticipated mill levy receipts			<u>\$ 3,630,370</u>				
2025 RNR	5.79		Total Estimated Mills		<u>6.749</u>		
			Total Mills - Final Certified		<u>5.790</u>	<u>0.96</u>	<u>16.56%</u>

Saline County Clerk/Election Office



Jamie R Doss – County Clerk/Election Officer

Phone: (785)309-5820

FAX: (785) 309-5826

E-mail: dossi@salinecountvks.Rov

www.salinecountyks.gov

300 W Ash St, Rm 215

P.O. Box 5040

Salina, KS 67402-5040

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.

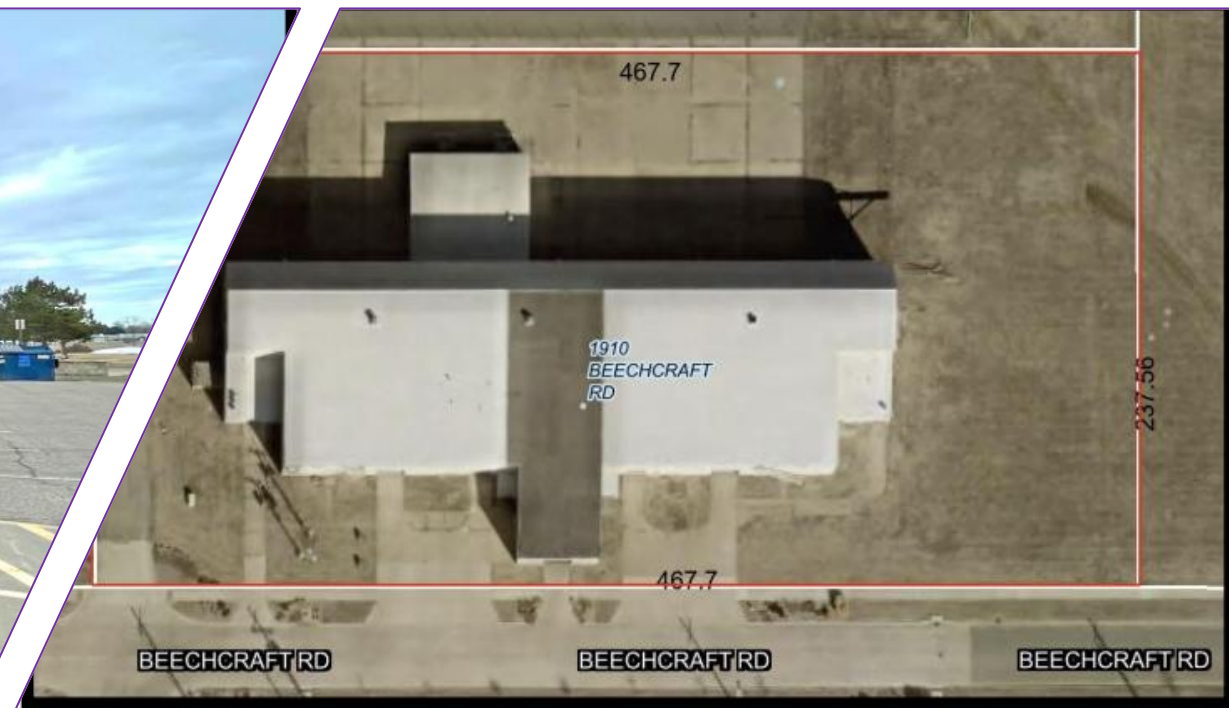
Consideration and Approval of a substitute agreement to the Sale of property to Kansas Board of Regents

Pieter Miller, C.M.

Shelli Swanson, C.M.

- *An amendment to the Sale of Hangar 724*
- *An amendment the Sale of Building 820*





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.

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.

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.

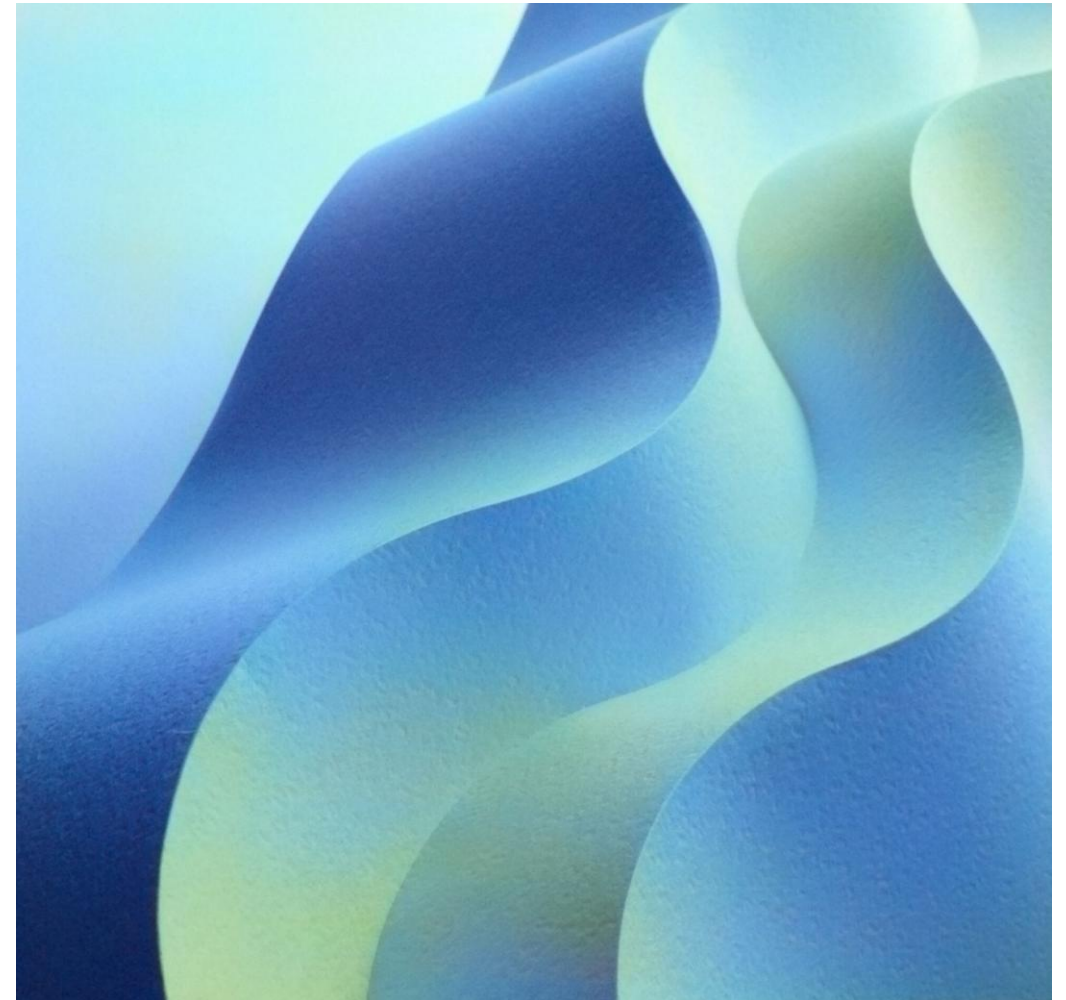
Section 16 – Environmental Hazard. In consideration of the purchase price, the Buyer, its successors and assigns, shall, effective on the Closing Date, release and forever discharge the Seller, its successors and assigns, from any and all claims, by any and all persons, arising out of or in relation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

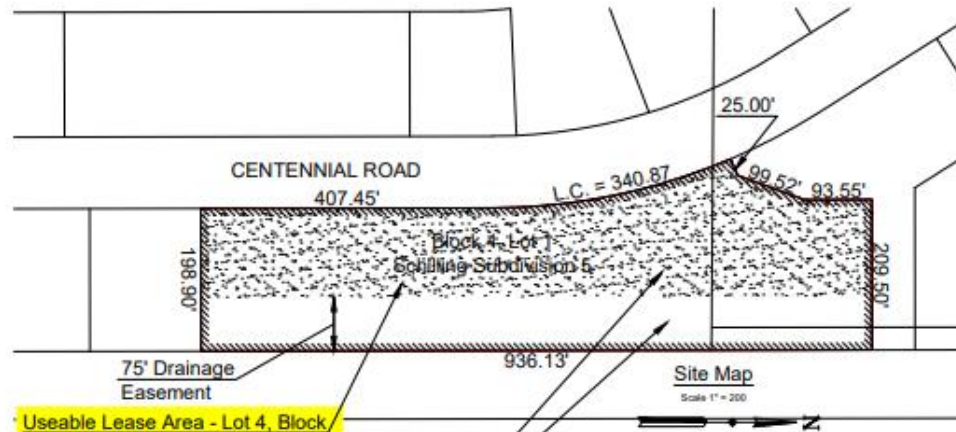
Consideration and Approval of Lease Agreement

Pieter Miller, C.M.

Shelli Swanson, C.M.

Salina Mini Storage





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



Location Map
 Scale 1" = 3,000'

Drawing Number 1866-07-25



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

None : REVISIONS
KFB : DESIGNED BY
LMC : DRAWN BY
As Noted : SCALE
07/18/25 : DATE

F:\Public\MyOffice\Null Application Folders\Legal Contracts\Lease Agreements\Salina Mini Storage (Smith 86th)\Drawings\LeaseExhibitA.dwg

SALINA AIRPORT AUTHORITY
Salina Mini Storage 2025 Lease Exhibit A

1
OF
1





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



Lessee-Owned Improvements:

Lessee owns and maintains all buildings, site improvements, and current fencing



Restoration:

Lessee is responsible for removal of improvements and site restoration upon lease expiration or termination, unless otherwise agreed in writing by the Authority

Presentation on Salina Regional Airport & Airport Industrial Center 2025 Economic Impact Study

Pieter Miller, C.M.

Dr. Brett Zollinger

Dr. Preston Gilson



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.



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

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.

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

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



Staff Reports:

Terminal Building Update

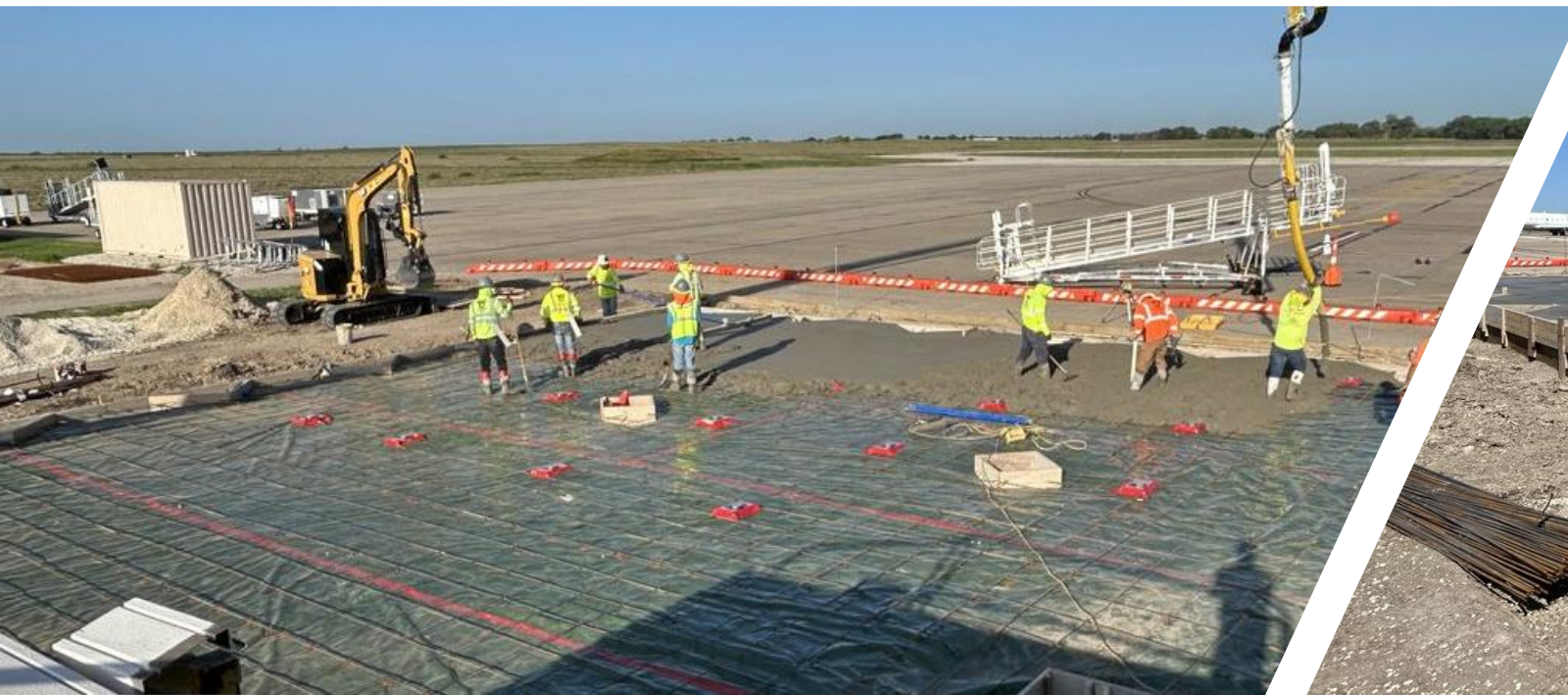
Pieter Miller, C.M.

Maynard Cunningham

Website Update

Pieter Miller, C.M.

Kasey Windhorst





Book Flights



Parking & Ground
Transportation



Payments



Real Estate



Board Meetings



FAQs





Future Direction of AIM Center

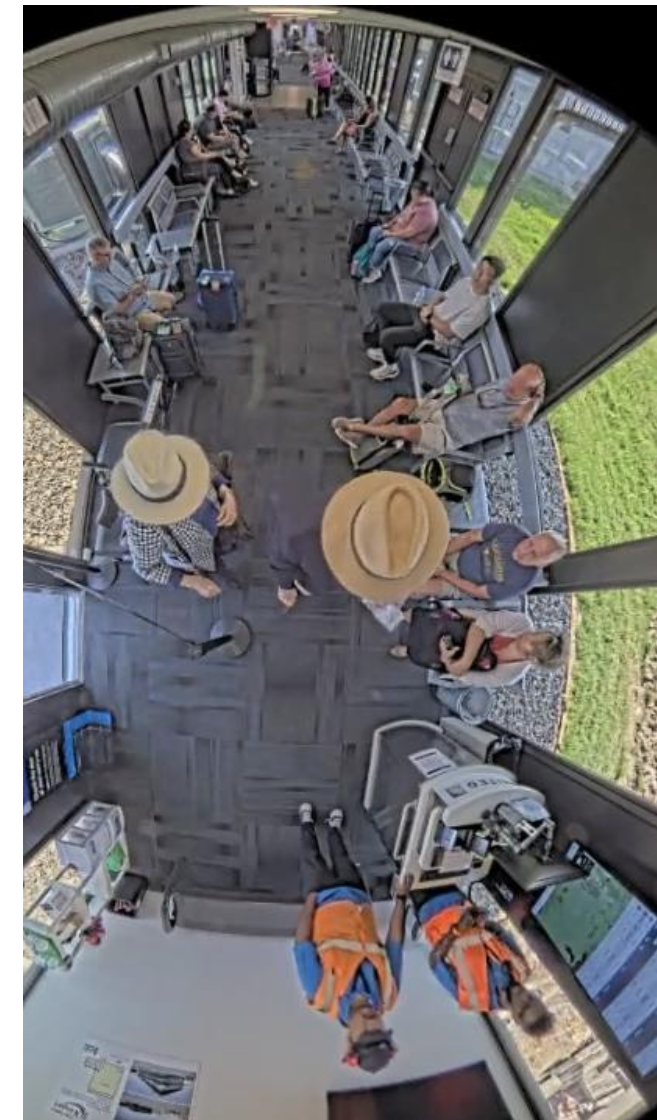
Pieter Miller, C.M.

Shelli Swanson, C.M.



Directors' Forum

Ryan Commerford, Vice Chair



Visitor's Questions and Comments

Ryan Commerford, Vice Chair

Announcements

Kasey Windhorst

Board Meetings

- Wednesday, August 20, 2025, 8:00 a.m. Regular Board Meeting
- Wednesday, September 3, 2025, 4:00 p.m. Special Board Meeting
- Wednesday, September 17, 2025, 8:00 a.m. Regular Board Meeting
- Wednesday, October 15, 2025, 8:00 a.m. Regular Board Meeting
- Wednesday, November 19, 2025, 8:00 a.m. Regular Board Meeting
- Wednesday, December 3, 2025, 8:00 a.m. Special Board Meeting
- Wednesday, December 17, 2025, 8:00 a.m. Regular Board Meeting



Adjournment

Ryan Commerford, Vice Chair

