

Salina Airport Authority Board of Directors Regular Meeting

Wednesday, September 17, 2025

Charting the course for global success.

Call to Order

Don Boos, Chair

Determine that a quorum is present

Confirm the meeting notice publication

Recognition of guests



Approval

- Minutes of August 20, 2025 Regular Board Meeting
- Minutes of September 3, 2025 Special Board Meeting

Review

- Airport Activity
- Financial Reports

Consider Operations

- Review of the 2025-A GO Bond Sale Resolution
- Consideration of Final Mill Levy Resolutions
- Presentation/Consideration of Salina Community Economic Development Organization 2026 budget request

Consider Agreements

- Consideration and approval of Building 394 (Kansas Department of Motor Vehicles) Lease Amendment
- Consideration and approval of Hangar 600 KSU-Salina Lease Extension
- Considerations and acceptance of Kansas Department of Commerce e-Aviation grant award



Trust

Agenda Item #6 – Resolution No. 25-08: 2025-A GO Bond Sale

Builds Trust by openly presenting the financing strategy for major capital projects, ensuring transparency in how bond proceeds will be used and demonstrating fiscal responsibility.

Agenda Item #7 – Resolution No. 25-09: 2025 Ad Valorem Tax Levy for GO Bond Debt Service

Strengthens Trust by completing the statutory process to levy taxes for bond repayment, honoring financial commitments, and maintaining accountability to the public.

Agenda Item #10 – DMV Lease Amendment (Building 394)

Reinforces Trust by maintaining a long-term state tenant at fair, market-based lease rates, while accommodating the State's request for budget certainty.

Adaptability

Agenda Item #8 – Resolution No. 25-10: 2025 Ad Valorem Tax Levy for Matching Grant Funds

Shows Adaptability by securing local match resources to respond flexibly to federal and state funding opportunities that enhance airport infrastructure and operations.

Agenda Item #11 – K-State Salina Lease Amendment (Hangar 600)

Demonstrates Adaptability by extending a key university lease under updated terms, ensuring continued support for aerospace education and training while adjusting to changing facility needs.

Agenda Item #9 – SCEDO 2026 Budget Request

Fits Rooted in Community by supporting regional economic development initiatives and aligning the Authority with broader community growth strategies.

Agenda Item #12 – Kansas Department of Commerce e-Aviation Grant Award

Rooted in Community by securing state funding for advanced e-aviation infrastructure, positioning Salina as a hub for next-generation aerospace investment and workforce development

Rooted in Community



Approval of Previous Minutes

Don Boos, Chair

August 20, 2025

Regular Board Meeting Minutes

September 3, 2025

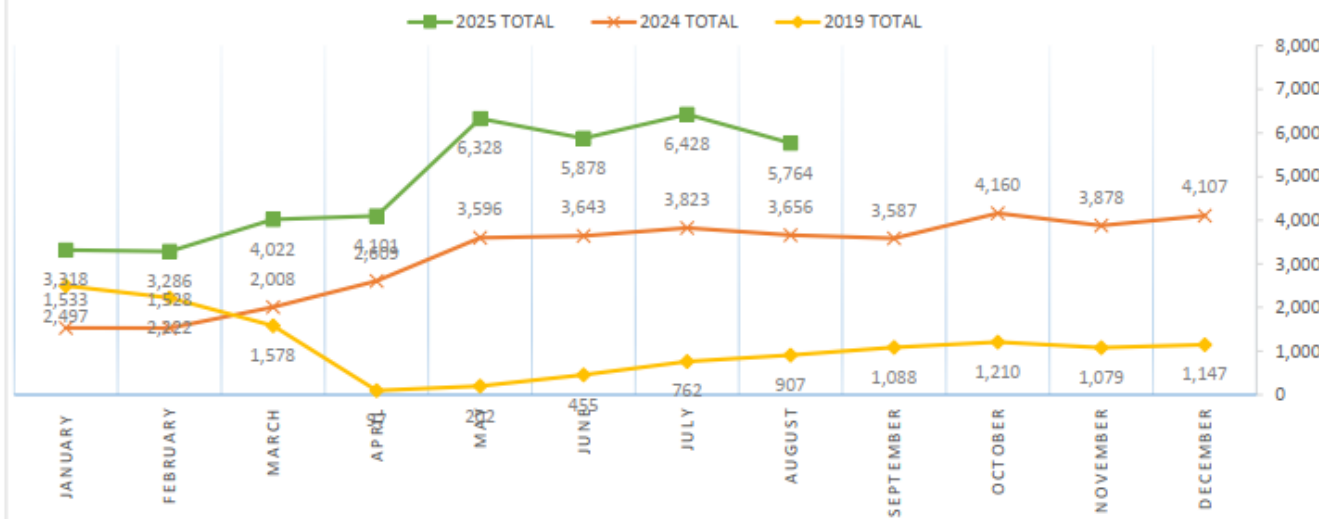
Special Board Meeting Minutes

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

\$108.66

* 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

August, 2025	5,336 Operations
	676 Instrument Operations
	371 Peak Day
August, 2024	4,787 Operations
	623 Instrument Operations
	319 Peak Day
January 2025 - August 2025	45,284 Operations
January 2024 - August 2024	43,567 Operations
January 2023 - August 2023	55,988 Operations

FUEL FLOWAGE

August, 2025	169,924 Gallons
August, 2024	223,649 Gallons
January 2025 - August 2025	1,786,093 Gallons
January 2024 - August 2024	1,371,233 Gallons
January 2023 - August 2023	1,311,463 Gallons

SkyWest Airlines

August, 2025	2,920 Passengers
August, 2024	1,787 Passengers
January 2025 - August 2025	19,878 Passengers
January 2024 - August 2024	11,437 Passengers
January 2023 - August 2023	10,459 Passengers

ENPLANEMENTS - Charter Flights

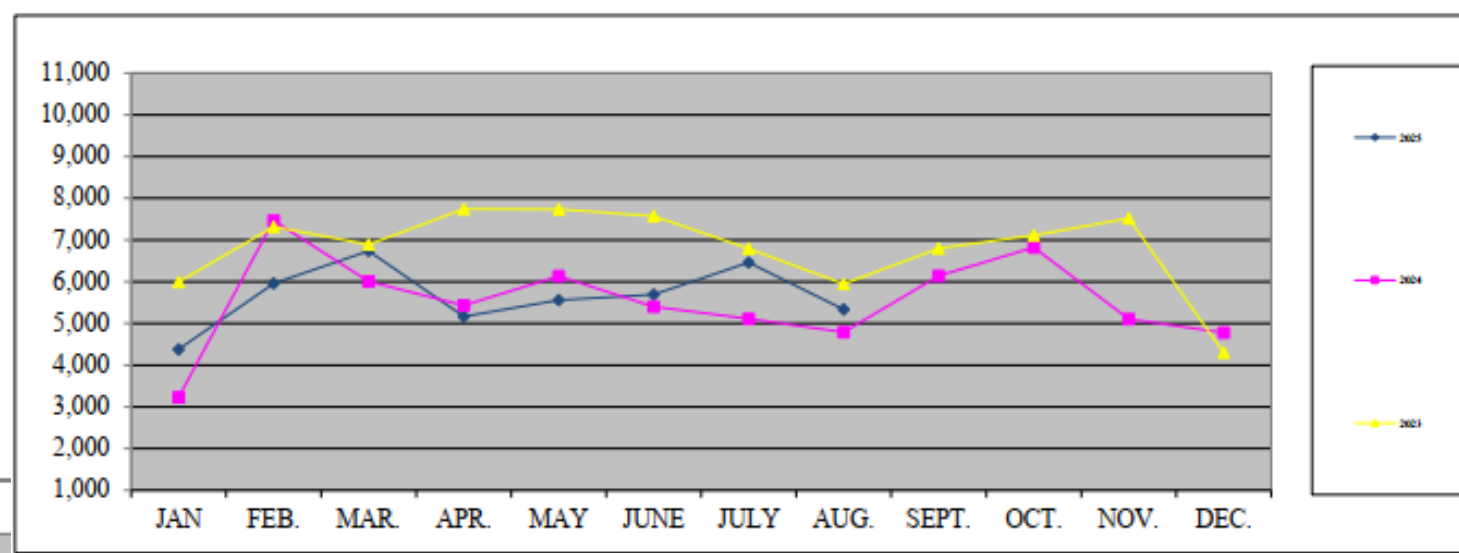
August, 2025	0 Passengers
August, 2024	1,482 Passengers
January 2025 - August 2025	4,326 Passengers
January 2024 - August 2024	2,796 Passengers
January 2023 - August 2023	462 Passengers

TOTAL ENPLANEMENTS - Scheduled Flights & Charter Flights

August, 2025	2,920 Passengers
August, 2024	3,269 Passengers
January 2025 - August 2025	24,204 Passengers
January 2024 - August 2024	14,233 Passengers
January 2023 - August 2023	10,921 Passengers

KSU-S	Avflight Salina	Avflight	
		Military/Gov't Portion	Self-fuel Station Portion
7,408	162,516	37,320	312
5,840	217,809	51,171	389
67,118	1,718,975	546,252	2,476
60,625	1,310,608	396,142	1,831
85,775	1,225,688	352,527	2,063

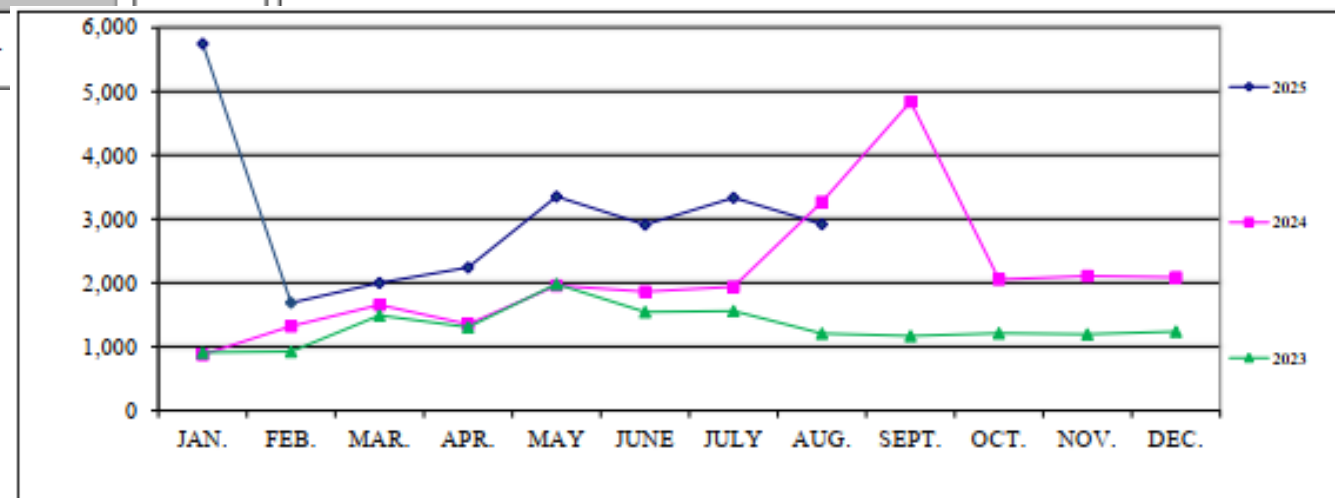
Air Traffic

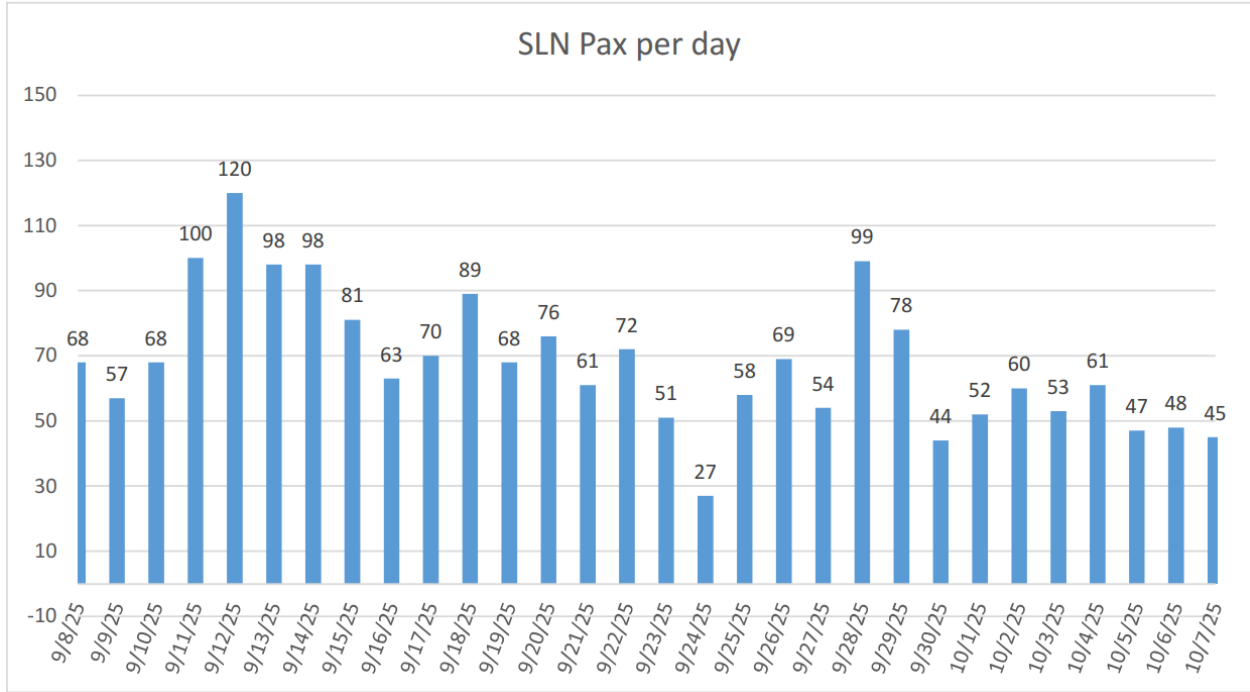


Fuel Flowage



Enplanements

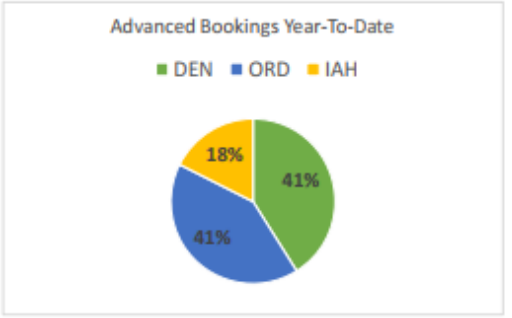
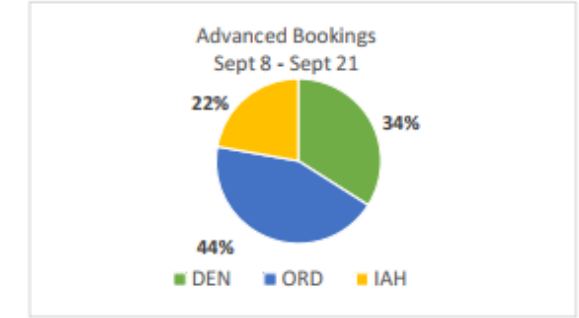
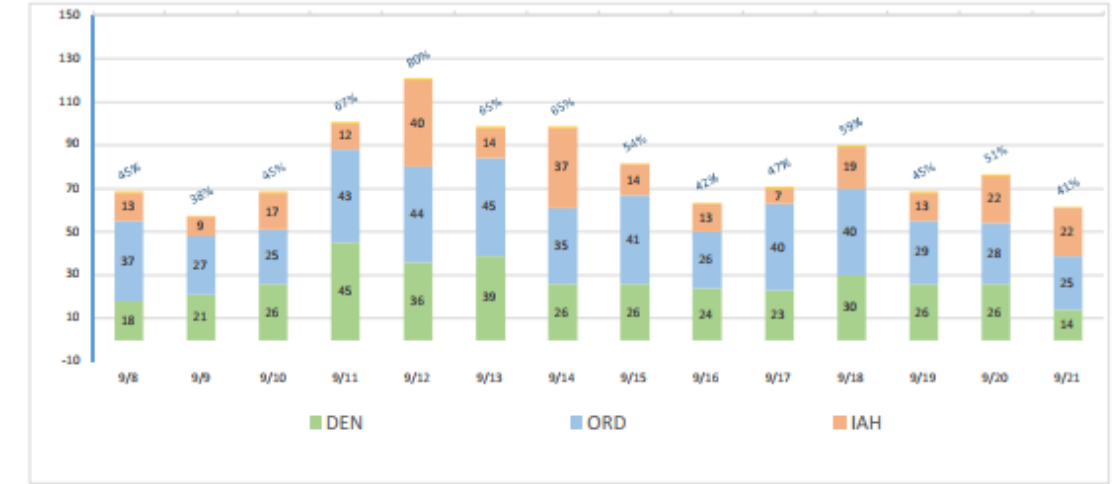




9/1/25 - 9/25/25				
Flight #	Departure	From	To	Arrival
DEN 5109	6:40 a.m.	SLN (Salina)	DEN (Denver)	7:05 a.m.
ORD 5047 or 5118	9:30 a.m.	SLN (Salina)	ORD (Chicago)	11:34 a.m.
IAH 5069	11:20 a.m.	SLN (Salina)	IAH (Houston)	1:30 p.m.
ORD 5108	4:50 p.m.	ORD (Chicago)	SLN (Salina)	6:49 p.m.
IAH 5060	6:50 p.m.	IAH (Houston)	SLN (Salina)	8:58 p.m.
DEN 5107	8:35 p.m.	DEN Denver	SLN (Salina)	10:59 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
	9/8	9/9	9/10	9/11	9/12	9/13	9/14	9/15	9/16	9/17	9/18	9/19	9/20	9/21
DEN	18	21	26	45	36	39	26	26	24	23	30	26	26	14
ORD	37	27	25	43	44	45	35	41	26	40	40	29	28	25
IAH	13	9	17	12	40	14	37	14	13	7	19	13	22	22
Total SLN Pax per day	68	57	68	100	120	98	98	81	63	70	89	68	76	61
SLN Load Factor	45%	38%	45%	67%	80%	65%	65%	54%	42%	47%	59%	45%	51%	41%

Total Load Factor
(50 seats/flight)





FINANCIAL STATEMENTS

August 2025



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

Salina Airport Authority
Statement of Net Position Prev Year Comparison
As of August 31, 2025

09/15/2025

	Aug 31, 25	Jul 31, 25	\$ Change	Aug 31, 24	\$ Change	% Change
ASSETS						
Current Assets						
Total Checking/Savings	9,198,729	11,645,879	-2,447,150	6,945,059	2,253,670	32%
Total Accounts Receivable	70,776	91,799	-21,023	221,083	-150,307	-68%
Total Other Current Assets	1,402,341	1,430,840	-28,499	1,444,918	-42,577	-3%
Total Current Assets	10,671,846	13,168,518	-2,496,672	8,611,060	2,060,786	24%
Fixed Assets						
Total Fixed Assets	73,001,320	72,675,093	326,227	60,229,433	12,771,887	21%
Total Other Assets	5,387,538	5,387,538	0	5,509,217	-121,679	-2%
TOTAL ASSETS	89,060,703	91,231,148	-2,170,445	74,349,710	14,710,993	20%
LIABILITIES & EQUITY						
Liabilities						
Total Current Liabilities	9,577,811	12,075,160	-2,497,349	10,676,039	-1,098,228	-10%
Total Long Term Liabilities	42,732,417	44,564,517	-1,832,100	35,983,104	6,749,313	19%
Total Liabilities	52,310,228	56,639,677	-4,329,449	46,659,143	5,651,085	12%
Total Equity	36,750,474	34,591,470	2,159,004	27,690,568	9,059,906	33%
TOTAL LIABILITIES & EQUITY	89,060,703	91,231,148	-2,170,445	74,349,711	14,710,992	20%

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

9:37 AM

09/15/2025

Accrual Basis

	Jan - Aug 25	Jan - Aug 24	\$ Change	% Change
Ordinary Income/Expense				
Income				
Total Airfield revenue	1,329,436	990,508	338,928	34%
Total Building and land rent	1,269,938	1,199,645	70,293	6%
Total Other revenue	112,399	93,489	18,910	20%
Total Income	<u>2,711,773</u>	<u>2,283,642</u>	<u>428,131</u>	<u>19%</u>
Gross Profit	2,711,773	2,283,642	428,131	19%
Expense				
Total Administrative expenses	1,464,861	1,465,617	-756	-0%
Total Maintenance expenses	883,560	826,536	57,024	7%
Uncategorized Expenses	0	0	0	0%
Total Expense	<u>2,348,421</u>	<u>2,292,153</u>	<u>56,268</u>	<u>2%</u>
Net Ordinary Income	363,352	-8,511	371,863	4,369%
Other Income/Expense				
Total Other Income	10,753,541	5,041,497	5,712,044	113%
Total Other Expense	4,715,616	3,803,468	912,148	24%
Net Other Income	<u>6,037,925</u>	<u>1,238,029</u>	<u>4,799,896</u>	<u>388%</u>
Net Income	<u>6,401,277</u>	<u>1,229,518</u>	<u>5,171,759</u>	<u>421%</u>

FINANCIAL

Salina Airport Authority

Capital Additions Budget vs. Actual

As of August 31, 2025

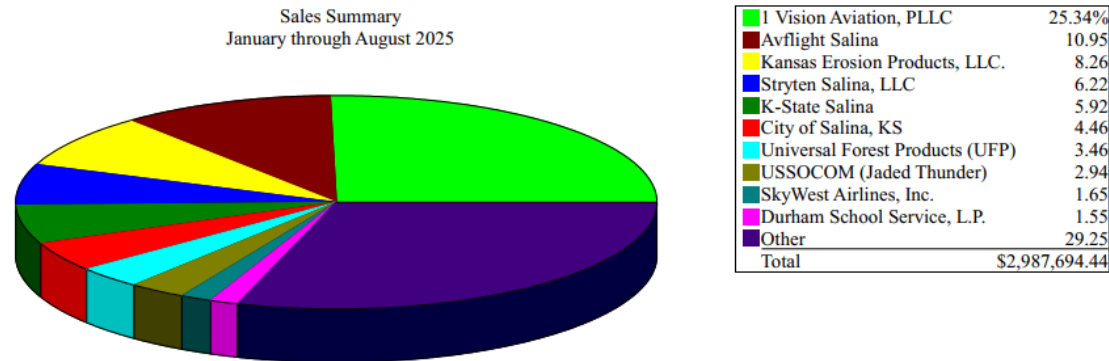
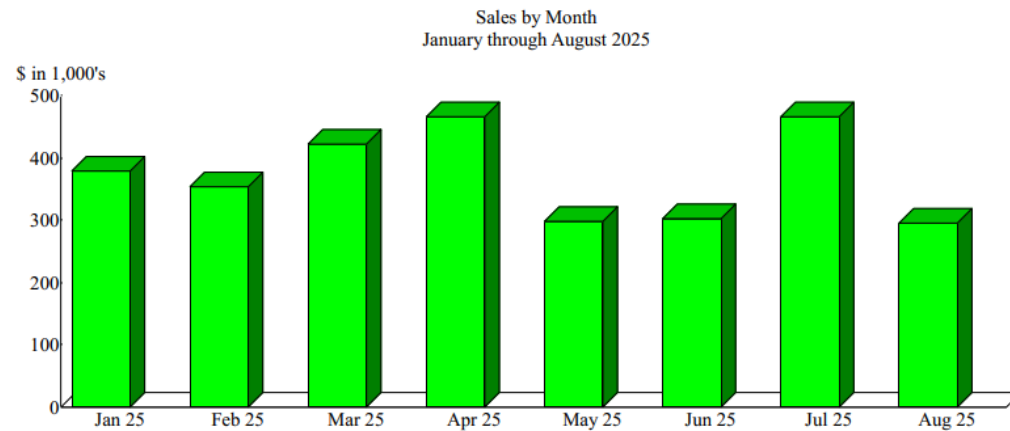
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09/15/2025

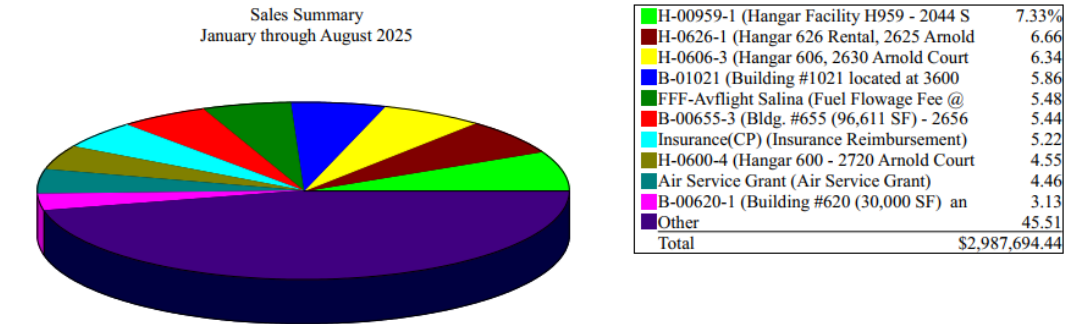
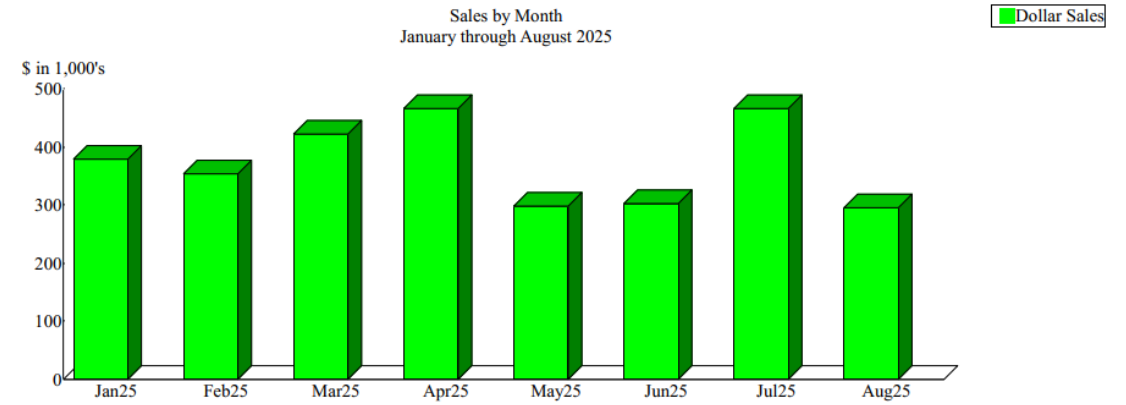
Accrual Basis

	<u>Aug 25</u>	<u>Jan - Aug 25</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
ASSETS					
Fixed Assets					
Fixed assets at cost					
Total Airfield	648,351	7,430,917	24,512,124	-17,081,207	30%
Total Buildings & Improvements	5,022	905,670	877,905	27,765	103%
Total Equipment	0	338,980	1,415,000	-1,076,020	24%
Total Land	6,187	3,151,843	5,630,000	-2,478,157	56%
Total Fixed assets at cost	659,560	11,827,410	32,435,029	-20,607,619	36%

FINANCIAL STATEMENT



By Customer



By Item

RESOLUTION NO. 25-08

A RESOLUTION AUTHORIZING THE OFFERING FOR SALE OF TAXABLE
GENERAL OBLIGATION BONDS, SERIES 2025-A, OF THE SALINA AIRPORT
AUTHORITY (SALINA, KANSAS).

WHEREAS, the Salina Airport Authority (Salina, Kansas) (the "Issuer"), has previously authorized certain improvements described as follows (the "Improvements"):

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

*exclusive of costs of issuance and interim financing costs

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

<u>Series</u>	<u>Dated Date</u>	<u>Maturity Date</u>	<u>Original Amount</u>	<u>Redemption Amount</u>	<u>Redemption Date</u>
2023-1	12/06/2023	12/01/2025	\$5,000,000	\$5,000,000	11/06/2025

WHEREAS, the board of directors of the Issuer (the "Governing Body") has selected the firm of Stifel, Nicolaus & Company, Incorporated, Kansas City, Missouri (the "Municipal Advisor"), as municipal advisor for one or more series of general obligation bonds of the Issuer to be issued in order to provide funds to permanently finance the Improvements and to retire the Refunded Notes; and

WHEREAS, the Issuer desires to authorize the Municipal Advisor to proceed with the offering for sale of said general obligation bonds and related activities; and

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

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

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

Section 1. There is hereby authorized to be offered for sale the Issuer's Taxable General Obligation Bonds, Series 2025-A (the "Bonds") described in the Notice of Bond Sale, which is hereby approved in substantially the form presented to the Governing Body this date (the "Notice of Bond Sale"). All proposals for the purchase of the Bonds shall be delivered to the Governing Body at its meeting to be held on the sale date referenced in the Notice of Bond Sale, at which meeting the Governing Body shall review such bids and award the sale of the Bonds or reject all proposals.

NOTICE OF BOND SALE

\$5,625,000*

SALINA AIRPORT AUTHORITY (SALINA, KANSAS)

TAXABLE GENERAL OBLIGATION BONDS
SERIES 2025-A

(GENERAL OBLIGATION BONDS PAYABLE
FROM UNLIMITED AD VALOREM TAXES)

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

OCTOBER 14, 2025 (THE "SALE DATE")

Bids may only be submitted via **PARITY®** or via email to the Municipal Advisor at arteberryd@stifel.com. Facsimile bids and hand-delivered written bids **will not** be accepted.

All bids will be publicly evaluated at said time and place and the award of the Bonds to the successful bidder (the "Successful Bidder") will be acted upon by the board of directors of the Issuer (the "Governing Body") at its meeting to be held at 8:00 A.M. on October 15, 2025. No oral or auction bids will be considered. Capitalized terms not otherwise defined herein shall have the meanings set forth in the hereinafter referenced Preliminary Official Statement relating to the Bonds.

Terms of the Bonds. The Bonds will consist of fully registered bonds in the denomination of \$5,000 or any integral multiple thereof (the "Authorized Denomination"). The Bonds will be dated November 5, 2025 (the "Dated Date"), and will become due in principal installments on September 1 in the years as follows:

<u>Year</u>	<u>Principal Amount*</u>	<u>Year</u>	<u>Principal Amount*</u>
2026	\$220,000	2036	\$270,000
2027	175,000	2037	285,000
2028	185,000	2038	300,000
2029	195,000	2039	315,000
2030	200,000	2040	335,000
2031	210,000	2041	355,000
2032	220,000	2042	375,000
2033	230,000	2043	395,000
2034	245,000	2044	420,000
2035	255,000	2045	440,000

The Bonds will bear interest from the Dated Date at rates to be determined when the Bonds are sold as hereinafter provided, which interest will be payable semiannually on March 1 and September 1 in each year, beginning on March 1, 2026 (the "Interest Payment Dates").

7. **Consideration of Resolution No. 25-09 Levying an Ad Valorem Tax of an Estimated 5.501 Mills on all Taxable Tangible Property Within the City of Salina, Kansas for the Purpose of Paying the Interest on and Principal of General Obligation Bonds of the Salina Airport Authority Pursuant to K.S.A. (2016 Supp.) 27-323(a).**

Pieter Miller, C.M.

Shelli Swanson, C.M.

**SALINA AIRPORT AUTHORITY
RESOLUTION NO. 25-09**

A RESOLUTION LEVYING AN AD VALOREM TAX OF AN ESTIMATED 5.501 MILLS ON ALL TAXABLE TANGIBLE PROPERTY WITHIN THE CITY OF SALINA, KANSAS FOR THE PURPOSE OF PAYING THE INTEREST ON AND PRINCIPAL OF GENERAL OBLIGATION BONDS OF THE SALINA AIRPORT AUTHORITY PURSUANT TO K.S.A. (2016 Supp.) 27-323(a).

WHEREAS, the Salina Airport Authority has prepared a general obligation bond debt service budget for calendar year 2026 relating to general obligation bonds (the "Bonds") issued by the Salina Airport Authority and approved by the governing body of the City of Salina, Kansas, all pursuant to K.S.A. (2016 Supp.) 27-323(a); and

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

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

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

1. The Salina Airport Authority levies an ad valorem tax in the amount of \$2,959,087 to be derived by an estimated 5.501 mills on each dollar of the assessed valuation of the taxable tangible property within the City of Salina, Kansas, for the year 2025 for the purpose of paying general obligation bond debt service in 2026 and providing funding for the principal and interest fund as detailed below:

<u>Description</u>	<u>Amount</u>
a. 2017-A General Obligation Bonds (Refunded portion of 2009-B and 2011-A, helipad construction Rwy 17/35 improvements, airport industrial center improvements)	\$ 1,522,598
b. 2017-B General Obligation Bonds (Refunded 2009-A and 2011-B, matching funds AIP, airfield imp.)	\$ 449,050
c. 2019-A General Obligation Bonds (Rwy. 17/35 imps, ARFF equipment, AIP match)	\$ 78,530
d. 2021-A General Obligation Bonds (Rehabilitation of Hangars 504 and 959)	\$ 178,455
e. 2023-A,B,C General Obligation Bonds (Land acquisition, Terminal Concourse remodel, GA public restrooms, B595 warehouse rehabilitation, Hangar 626 renovation, apron and taxiway improvements, GA box hangars, new aviation fuel facility construction)	\$ 687,562
f. Estimated 2025-A Series General Obligation Bonds (Land improvements for property development, MRO facilities development costs, Hangar acquisition)	\$ 467,592

Less Estimated MV Tax revenue	\$ (337,200)
Less Other Operating Revenues	\$ (87,500)

TOTAL AD VALOREM TAX REQUIRED FOR PRINCIPAL & INTEREST FUND **\$ 2,959,087**

2. This levy shall be certified to the County Clerk of Saline County, Kansas, by the delivery of a signed copy of this Resolution to the office of the County Clerk of Saline County, Kansas, on or before October 1, 2025.

ADOPTED by the Board of Directors of the Salina Airport Authority this 17th day of September, 2025.

SALINA AIRPORT AUTHORITY

By: _____
Donald Boos, Board Chair

ATTEST:

By: _____
Kasey L. Windhorst, Board Clerk

(SEAL)



8. **Consideration of Resolution No. 25-10 Levying an Ad Valorem Tax of an Estimated 1 Mill on all Taxable Tangible Property Within the City of Salina, Kansas for the Purpose of Providing Matching Funds to Qualify for any Federal or State Grant Relating to the Development, Improvement, Operation, or Maintenance of the Salina Regional Airport Pursuant to K.S.A. 27-322(b).**

Pieter Miller, C.M.

Shelli Swanson, C.M.

**SALINA AIRPORT AUTHORITY
RESOLUTION NUMBER 25-10**

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

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

WHEREAS, the requirement exists for the Salina Airport Authority to provide Matching Funds to qualify for Federal and State Grants in 2026.

WHEREAS, as required by K.S.A. 27-322(b), the Salina Airport Authority published its notice of its intent to levy up to one mill in the *Salina Journal* on June 27, 2025, and July 3, 2025.

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

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

1. The Salina Airport Authority levies an ad valorem tax in the amount of \$537,993 to be derived by an estimated 1 mill on each dollar of the assessed valuation of the taxable tangible property within the City of Salina, Kansas, for the year 2025 for the purpose of providing matching federal and state grant funds.
1. This levy shall be certified to the County Clerk of Saline County, Kansas, by the delivery of a signed copy of this Resolution to the office of the County Clerk of Saline County, Kansas, on or before October 1, 2025.

ADOPTED by the Board of Directors of the Salina Airport Authority this 17th day of September, 2025.

9. Presentation/Consideration of Salina Community Economic Development Organization 2026 budget request.



Pieter Miller, C.M.
Mitch Robinson, SCEDO



Salina Community
Economic Development
Organization

August 19, 2025

Mr. Pieter Miller, C.M.
Executive Director
Salina Airport Authority
3237 Arnold Avenue
Salina, KS 67401

Dear Pieter:

Following recent changes to the bylaws of the Salina Community Economic Development Organization, our funding cycle has transitioned from a three-year model to annual requests submitted to our founding partners. Accordingly, this letter serves as the EDO's official budget request to the Salina Airport Authority for the 2026 fiscal year.

For 2026, we are respectfully seeking a contribution of \$50,000, consistent with the amount provided by the Airport Authority over the past four years. The City of Salina has been asked to maintain its current funding level of \$300,000, and while Saline County had initially planned a modest increase, recent budget constraints have led them to continue their existing contribution of \$35,000. Enclosed is a detailed overview of member contributions since the EDO's founding 9 years ago.

As part of the bylaw restructuring, a joint meeting was established to include representatives from the City of Salina, Saline County, Salina Airport Authority, Salina Area Chamber of Commerce, and the EDO Board of Directors. The inaugural meeting was held on March 24, with each organization represented by its respective elected or appointed officials.

Earlier this year, the EDO completed an updated strategic plan and targeted industry study led by Dr. Lindsey Dreiling and Amy Cole. Aviation and aerospace—both manned and unmanned—remain our top strategic priority. Additionally, we have expanded our focus to include Business Retention and Expansion (BR&E), recognizing the importance of supporting and growing existing industries within Salina and Saline County.

I am available at your convenience to provide further information or answer any questions regarding this request. Thank you for your continued support of the Salina Community Economic Development Organization.

Sincerely,

D. Mitch Robinson
Executive Director



Salina Community
Economic Development
Organization

MEMBER CONTRIBUTIONS

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
City of Salina	\$275,000	\$275,000	\$250,000	\$250,000	\$250,000	\$250,000 (~\$25,000)	\$275,000	\$275,000	\$275,000	\$300,000
Saline County	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$35,000	\$35,000	\$35,000	\$35,000
Salina Airport Authority	\$25,000	\$25,000	\$50,000	\$20,000	\$20,500	\$21,000	\$50,000	\$50,000	\$50,000	\$50,000
Salina Chamber of Commerce	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)
Salina EDO General Fund	-----	-----	-----	\$30,000	\$29,500	\$29,000	-----	-----	-----	-----
TOTAL	\$320,000	\$320,000	\$320,000	\$320,000	\$320,000	\$295,000	\$360,000	\$360,000	\$360,000	385,000



Salina Community
Economic Development
Organization

MEMBER CONTRIBUTIONS

	2022	2023	2024	2025	2026
City of Salina	\$275,000	\$275,000	\$275,000	\$300,000	\$300,000
Saline County	\$35,000	\$35,000	\$35,000	\$35,000	\$51,375
Salina Airport Authority	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Salina Chamber of Commerce	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)
TOTAL	\$360,000	\$360,000	\$360,000	385,000	\$401,375



SALINA KANSAS



Salina Community
Economic Development
Organization

SALINA (KS) IS GROWING...

<u>Company</u>		<u># of New Jobs</u>
1 Vision Aviation	\$5 Million	250 new jobs
Schwan's	\$600 Million	225 new jobs
Great Plains / Kubota	\$53 Million	275 new jobs
Beck's Hybrid Seed Co	\$21 Million	10 new jobs
Geoprobe	\$7 Million	17 new jobs
President's Place	\$18 Million	Various Subcontractors
Pure Imagination	\$41 Million	100+ new jobs
REPCO	\$7 Million	5 new jobs



SALINA (KS) IS GROWING...

<u>Company</u>		<u># of New Jobs</u>
Superior Warehouse	\$16 Million	5 new jobs
Lee Lofts Phase II	\$10 Million	Various Subcontractors
Project McIntosh - Evergy/Phase I	\$15 Million	Retain 45 jobs
Salina Destination Development	\$35 Million	9 new jobs + Various Subcontractors
Amazon	\$17.5 Million	100 new jobs
<u>TOTAL INVESTMENT</u>		<u>TOTAL JOBS</u>
\$845.5 Million		993 new jobs



2025

SALINA
KANSAS



Salina Community
Economic Development
Organization

Salina Community Economic
Development Organization

Target Industries Strategic Planning Executive Report

DAS

Curated
STRATEGIC BUSINESS SOLUTIONS

Prepared By :

Drilling Aviation Services &
Curated Strategic Business Solution

Executive Summary

Salina, Kansas stands at a pivotal moment in its economic growth journey. With over \$1 billion in capital investment and more than 800 new jobs added since 2019, the region is demonstrating its capacity to lead in advanced industries while retaining its community-driven ethos. This executive report was developed through extensive stakeholder engagement, market research, and facilitated planning to refine Salina's target industries strategy. Our collective effort aimed to educate stakeholders on the value of Salina's core industries, energize community leadership around SCEDO's vision, gather authentic input from stakeholders, and define the next steps needed to unlock future growth. Four key industry clusters emerged as priority opportunities:

- **Aerospace and Aviation:** Backed by the \$103.6M annual economic impact of Salina Regional Airport, national OEM partnerships, and the future-focused flight testing, this sector is Salina's most catalytic growth engine.
- **Advanced Manufacturing:** Anchored by companies like Great Plains, Kubota, Vortex, Exline Inc., and Geoprobe, Salina has cultivated a high-tech industrial ecosystem and growing R&D footprint.
- **Agribusiness and Food Innovation:** Situated in one of the world's largest wheat-producing regions, Salina is home to Schwan's, McShares, The Land Institute, emerging ag-tech ventures and critical players in grain movement and merchandizing.
- **Logistics and Distribution:** With access to I-70 and I-135, dual rail lines, and an airport with direct service to Denver, Chicago, and Houston, Salina is strategically positioned for growth in this foundational area.

Scan to access full Executive Report



Business Retention & Expansion Transitions to EDO

Building Strong Relationships

- Engaging with business owners and stakeholders
- Conducting regular business visits and surveys

Providing Support & Resources

- Connecting businesses with financial assistance and workforce training
- Offering expansion support, site selection guidance, and infrastructure improvements

Driving Growth & Innovation

- Helping businesses access new markets and adopt technology
- Supporting facility expansion and investment opportunities

Advocating for Business-Friendly Policies

- Collaborating with local government and industry groups
- Strengthening partnerships and fostering a supportive business environment





Salina Community
Economic Development
Organization

MEMBER CONTRIBUTIONS

	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
City of Salina	\$275,000	\$275,000	\$250,000	\$250,000	\$250,000	\$250,000 (~\$25,000)	\$275,000	\$275,000	\$275,000	\$300,000
Saline County	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$35,000	\$35,000	\$35,000	\$35,000
Salina Airport Authority	\$25,000	\$25,000	\$50,000	\$20,000	\$20,500	\$21,000	\$50,000	\$50,000	\$50,000	\$50,000
Salina Chamber of Commerce	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)
Salina EDO General Fund	-----	-----	-----	\$30,000	\$29,500	\$29,000	-----	-----	-----	-----
TOTAL	\$320,000	\$320,000	\$320,000	\$320,000	\$320,000	\$295,000	\$360,000	\$360,000	\$360,000	385,000



Salina Community
Economic Development
Organization

MEMBER CONTRIBUTIONS

	2022	2023	2024	2025	2026
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Salina Airport Authority	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Salina Chamber of Commerce	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)	Facilities In-Kind (~\$20,000)
TOTAL	\$360,000	\$360,000	\$360,000	385,000	\$401,375

EXHIBIT D
SALINA COMMUNITY ECONOMIC DEVELOPMENT ORGANIZATION, INC. MEMBERS AGREEMENT

CONTRIBUTION COMMITMENTS FOR 2026 MEMBER FINANCIAL SUPPORT

In-Kind Support

Salina Area Chamber of Commerce

Office Space: The office of the Corporation shall be provided by the Chamber, rent-free, and shall include 2 offices and a clerical reception desk on the ground level of the Chamber's building located at 120 West Ash Street, Suite B, Salina, KS 67401, and includes janitorial services, utilities, landscaping, parking, property taxes and property insurance.

Entrance: The separate entrance for the offices of the Corporation shall be the building entrance located on the west frontage (North Seventh Street) of the Chamber's building. The entrance shall be marked with distinguishable brand markings of the Corporation at the expense of the Corporation and shall be consistent the existing signage already located on the Chamber property.

Furnishings: The offices of the Corporation are welcome to utilize any Chamber furnishings that are not being utilized.

Staff Support: The offices of the Corporation shall be supported by backup reception staff employed by and also serving the Chamber.

Conference Access: Representatives of the Corporation shall have access to the Chamber's conference rooms on a scheduled basis.

Monetary Support

2026

City of Salina

\$300,000

Saline County

\$35,000

Salina Airport Authority

\$50,000

CITY OF SALINA, KANSAS

SALINE COUNTY, KANSAS

By: _____
Jacob Wood, City Manager

By: _____
Phillip Smith-Hanes, Saline County Administrator

Greg Lenkewicz, Mayor, City of Salina

Rodger Sparks, County Commission Chairman

SALINA AIRPORT AUTHORITY

SALINA AREA CHAMBER OF COMMERCE

By: _____
Pieter Miller, Executive Director

By: _____
Renee Duxler, President/CEO

Donald Boos, Chairman

Sam Browning, Board Chair



10. Consideration of the Second Amendment to Lease with the Kansas Department of Revenue (KDOR) for Building 394 (DMV office), and the CDL Testing Lot.

Shelli Swanson, C.M.



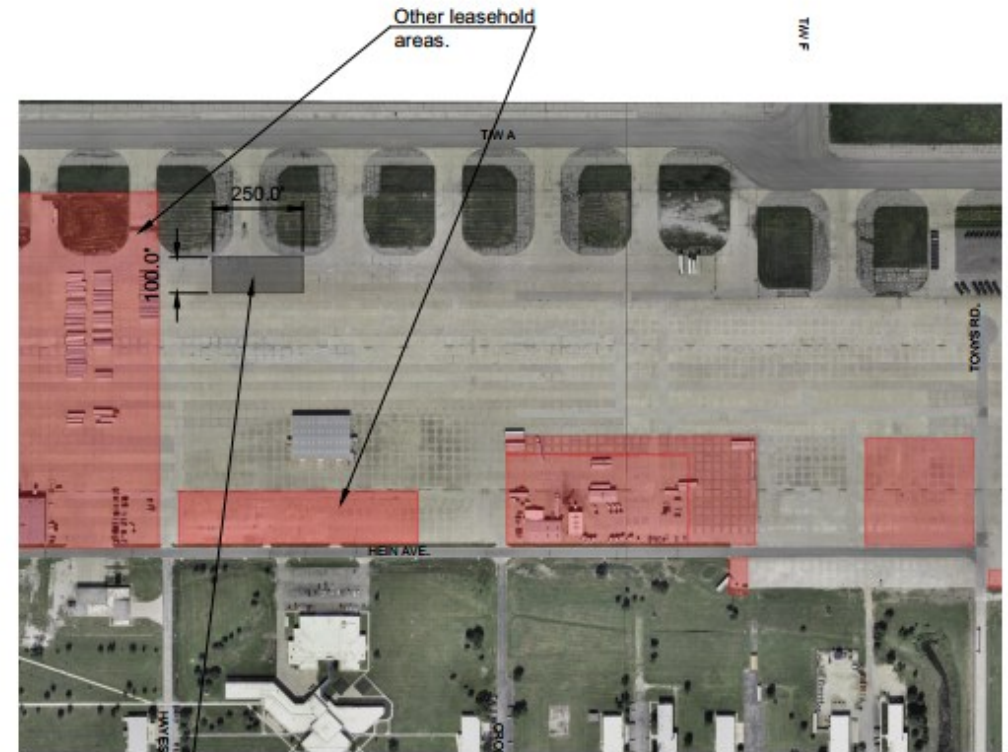
Lease Boundary
Building 394
Area = 1.27 Acres

Lease Site Boundary
Lot 9 Block 1, Schilling Subdivision No. 5



Building 394
Lot 9, Block 1,
Schilling
Subdivision no. 5

Building 394 & CDL Testing
Course Location Map



Lease Boundary
CDL Testing Course
Area = 0.57 Acres

Lease Site Boundary
DMV CDL Testing Location



Drawing Number 2891-01-21



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

None : REVISIONS
KRB : DESIGNED BY
KRB : DRAWN BY
As Noted : SCALE
1/6/21, CD-48 : DATE

SALINA AIRPORT AUTHORITY

Kansas Department of Revenue - Salina DMV - March 2021 Lease Exhibit A

1
OF
1

SECOND AMENDMENT TO LEASE

Premises:

3,951 square feet of office space, including parking lot and CDL testing lot area.

Current Rent:

\$8,352 per quarter through February 28, 2026.

Amendment Term:

Five (5) years, beginning March 1, 2026, through February 28, 2031.

Amendment Rent:

\$9.50 per square foot of office space, equal to **\$9,383.62 per quarter**.

Renewal Option:

One (1) additional five-year term, March 1, 2031, through February 28, 2036, at **\$10.50 per square foot** (\$10,371.37 per quarter).

Other Terms:

All other conditions of the September 10, 2020, primary lease, along with prior amendments and exhibits, remain unchanged and in full effect.


This constitutes a Second Amendment ("Amendment") between Salina Airport Authority, ("Lessor") and the Kansas Department of Revenue ("KDOR" or "Lessee"), to their current Primary Lease, dated September 10, 2020 ("Lease"). The parties mutually agree that the Lease for the premises located at 2941 Centennial Rd. Salina, KS 67401, is hereby amended as follows:

Lessee is currently leasing 3,951.29 square feet of office space, parking lot, and CDL testing lot at a quarterly rate of \$8,352. The current lease expires on February 28, 2026.

This Amendment extends the current lease term five (5) years. Effective March 1, 2026, the leased premises will read as 3,951 square feet of office space, inclusive of parking lot and CDL testing lot area and will be charged at a rate of \$9.50 per square foot of office space at \$9,383.62 per quarter until February 28, 2031.

Renewal Option: By giving notice in writing to the Lessor at least 90 days prior to the end of the term specified, the Lessee may renew this lease for an additional term of five (5) years March 1, 2031, through February 28, 2036, at the rate of \$10.50 per square foot paid as \$10,371.37 per quarter.

All other terms and conditions contained in the Lease, as well as Amendment, Exhibits and Addenda to the Lease shall be applicable to this Amendment to the Lease. Additionally, unless specifically modified, all terms and conditions of the Lease remain unchanged and in full effect.



11. Consideration and approval of the Second Amendment to Lease with Kansas State University Salina Aerospace and Technology Campus for Hangar 600.

Pieter Miller, C.M.

Shelli Swanson, C.M.

Premises:

29,475 SF hangar and office space at Hangar 600, 2720 Arnold Court.

Extended Term:

12 months, December 1, 2025 – November 30, 2026.

Holdover Option:

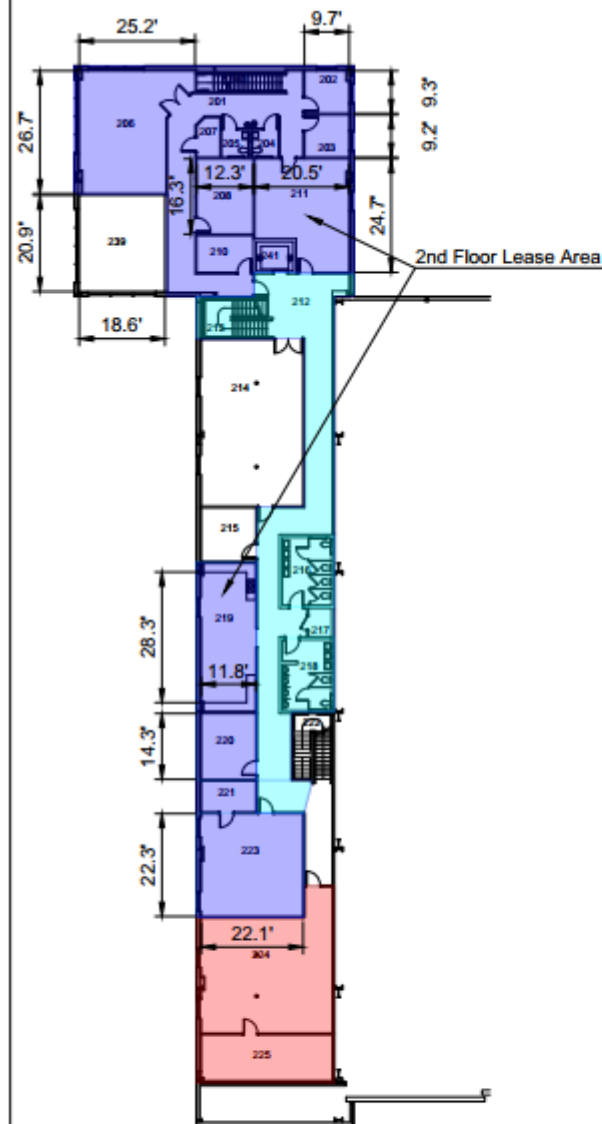
Automatic continuation on a month-to-month basis for up to six (6) months beyond November 30, 2026, terminating no later than May 31, 2027.

Rental Rate:

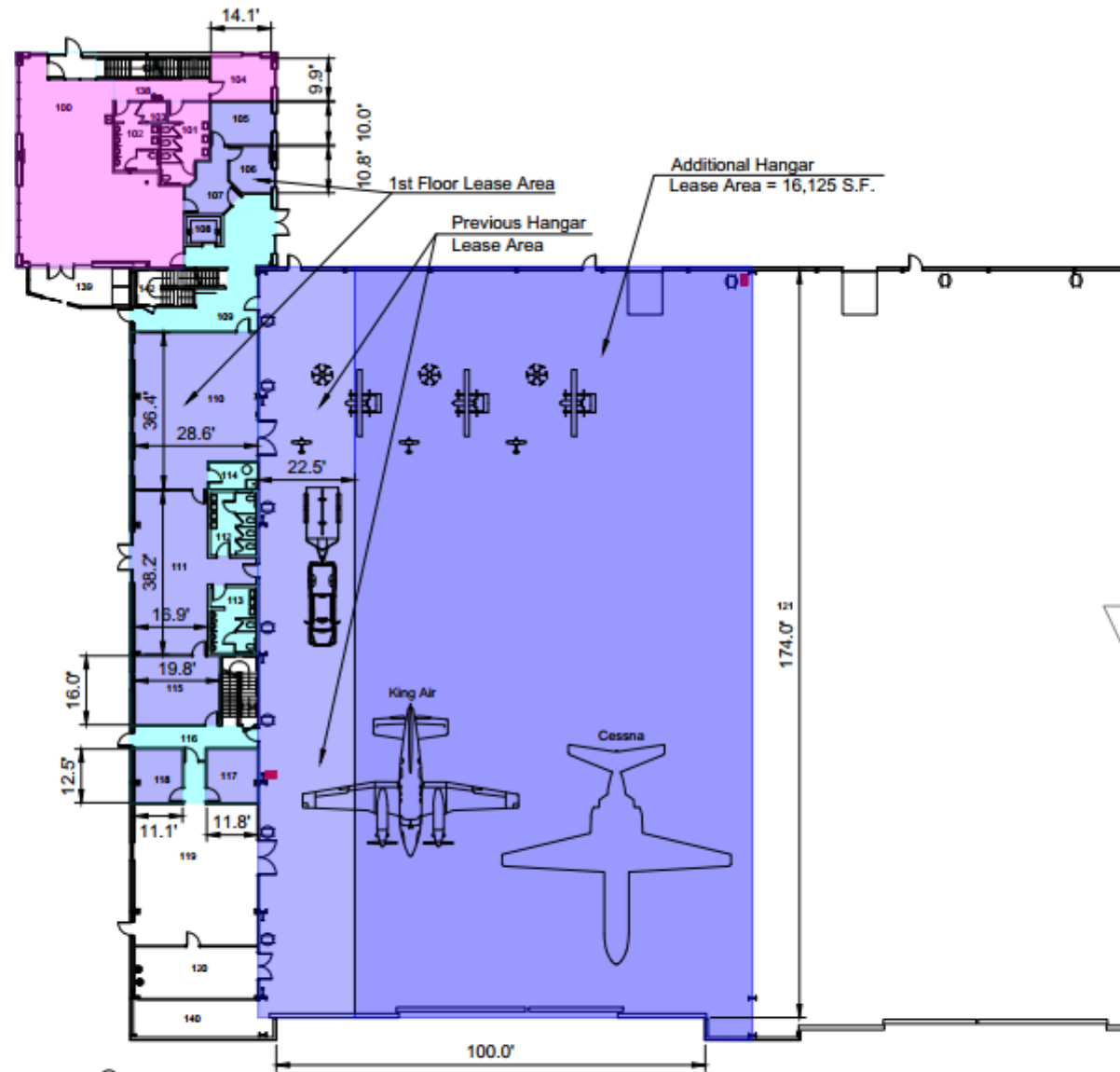
\$16,506 per month (\$6.72/SF/year), payable in advance on the first day of each month. (Adjusted for CPI since the 2023 rate adjustment.)

Other Terms:

All other provisions of the Lease, as previously amended, remain in full effect.



Building 600 2nd Floor

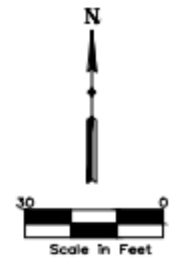


Building 600 1st Floor

Lease Area:
1st Floor Area = 4,131 S.F.
2nd Floor Area = 5,304 S.F.
Hangar Area = 20,040 S.F.

Total Area = 29,475 S.F.

Common use areas include rooms 109,
112, 113, 116, 212, 216 & 218



Drawing Number 3219-04-24



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

None : REVISIONS
MWC : DESIGNED BY
MWC : DRAWN BY
1" = 30' : SCALE
04/15/04 : DATE



12. Consideration of Kansas Department of Commerce e-Aviation \$4,000,000 Grant Agreement.

Pieter Miller, C.M.

THE STATE OF UNEXPECTED

Business in Kansas: The State of Unexpected

[Video Link](#)
(Double Click)



Salina

e-Aviation

SB 125

With Texas to test e-Aviation, Salina Regional Airport is positioned to create the vertical takeoff and landing (VTOL) testing center.

\$2.5M

Infrastructure

Near-Term Infrastructure Priorities: Scalable facility for next-generation e-aviation testing, radar, and support facilities space to support testing.

\$1.5M

Site Planning

Future Development: Salina Regional Airport infrastructure for e-aviation testing, certification, utility expansion, and integration with existing facilities. FAA Environmental Response.

Salina Regional
SLN Airport

Salina Airport

e-Aviation

SB 125 Funding

Salina Regional Airport is ready to lead. With the right infrastructure, workforce, and partnerships already in place, this investment positions Kansas to win and retain e-aviation testing, manufacturing, and certification opportunities ahead of competing states.

Detailed Needs

Near-Term Infrastructure Priorities ~\$2.5M

*Estimated Cost

- Technology: Battery Storage Facility** -- ~\$350K
Fire-rated, climate-controlled, and continuously monitored facility for safe handling of aviation batteries.
- Technology: Charging Infrastructure** -- ~\$450K
Fixed and mobile charging systems to support electric and hybrid aircraft.
- Technology & Tower Upgrades: Flight Safety Systems** -- ~\$700K
Expanded ADS-B networks, camera arrays, and detect-and-avoid ground radar to ensure secure testing.
- Helipad/Vertiport: Upgrades & Vertiport Construction** -- ~\$400K
Helipad upgrades supplemental to the Innovative Grant to enable cargo and passenger AAM operations.
- Technology: OEM Test Support Equipment** -- ~\$450K
OEM-driven list for support equipment & tools, vehicle dynamics tracking, weather instrumentation, and safety.
- Office Space: Command Center & Mobile Office** -- ~\$150K
Flexible space for OEMs to manage flight test campaigns and operations.

Long-Term Infrastructure Site Planning ~\$1.5M

- Hangar: AAM Ops & Certification Center Planning** -- ~\$450K
Purpose-built facility supporting OEM partners, FAA certification activity, and workforce training.
- Hangar & Vertiport: Utility Planning** -- ~\$150K
R&D for extension of power, broadband, stormwater, and environmental systems to serve the future AAM campus.
- Hangar & Vertiport: SLN Master Plan Integration Phase I** -- ~\$750K
R&D to align vertiports, facilities, and utilities with long-term airport and community growth.
- Hangar & Vertiport: FAA Environmental Assessment (EA)** -- ~\$150K
Comprehensive review of site, airspace, and obstructions to guide responsible and sustainable development.



Salina Regional
SLN Airport

SALINA Airport
Authority

DAS

GRANT AGREEMENT

This Agreement is entered into between the Kansas Department of Commerce (hereinafter referred to as "Commerce") and the Salina Airport Authority (hereinafter referred to as "Grant

WHEREAS, the State of Kansas seeks to attract and retain e-aviation unmanned aircraft systems testing and manufacturing within the state; and

WHEREAS, Senate Bill 125 from the 2025 Kansas Legislative Session Laws authorizes Commerce to administer grant funds to support the development of certain aviation infrastructure to attract e-aviation testing and manufacturing to Kansas; and

WHEREAS, Grantee has submitted a proposal to Commerce detailing the infrastructure investments necessary to ensure that manufacturers are able to operate effectively at Salina Regional Airport (the "Project"); and

WHEREAS, Commerce has determined that funding Grantee and the Project are consistent with the lawful purposes of Senate Bill 125 of the 2025 Session Laws of Kansas, and would benefit the overall economy of the State of Kansas;

NOW, THEREFORE, the Parties agree as follows:

I. AGREEMENT DOCUMENTS AND CONFLICT PRIORITIES. The following documents are hereby incorporated by reference into the Agreement:

- A. This Agreement executed by all parties.
- B. Contractual Provisions Attachment form (DA-146a) (Attachment A).
- C. Grantee's Project Description (Attachment B).

The order of precedence among the Agreement documents shall be:

- A. The Contractual Provision Attachment form (DA-146a) (Attachment A).
- B. This Agreement and any attachments hereto.
- C. Grantee's Project Description (Attachment B).

Any conflict of the foregoing documents shall be resolved by reliance upon the documents in the order listed above.

II. TERM. The term of this Agreement shall be from July 1, 2025, through June 30, 2027. Reporting, Repayment, and Record Retention terms of this Agreement shall survive expiration of this Agreement. The Agreement may be extended by written amendment, executed in writing and signed by both Parties.

III. PURPOSE. The purpose of this Agreement is for Commerce to provide certain funds to Grantee to be used in a manner consistent with S.B. 125 of the 2025 Kansas Session Laws to attract and retain e-aviation testing and manufacturing within the State of Kansas. Grantee shall use funds provided under this Agreement solely for costs that are directly related to the successful completion of the Project, as described in Section V of this Agreement and in Grantee's Project Description (Attachment B).

TERM. July 1, 2025, through June 30, 2027.

PURPOSE. (S.B. 125 of the 2025 Kansas Session Laws) to attract and retain e-aviation testing and manufacturing. Grantee shall use funds solely for costs directly related to the Project.

GRANT FUNDS. Maximum Obligation not to exceed \$4,000,000.00

Payment Schedule. 70% within thirty (30) days of the execution of this Agreement. 30% of total Grant Funds upon Grantee's submission of its first Biannual Report.

An aerial photograph of a large, paved parking lot filled with numerous vehicles, including cars, trucks, and SUVs. The vehicles are parked in rows, and the lot is bordered by a building with multiple windows and doors in the background. The sky is clear and blue.

Staff Reports:

AIM Center of Excellence program update

Pieter Miller, C.M.

Amy Cole

Terminal Building Update

Pieter Miller, C.M.

Maynard Cunningham



Aviation Innovation and Maintenance

CENTER OF EXCELLENCE AT SLN

AIM Center of
Excellence at SLN
SAA Board Update
September 17, 2025



What is AIM?

Through public, private and educational collaboration, we work in a global aerospace hub with the only glass door training approach to help students, transitioning military and transitioning career people by educating and equipping them in a six week course.

We do this in order to create a prosperous Salina, Kansas community with skilled aviation and aviation adjacent talent, because we believe people should have rewarding careers in a great community that they are proud to come home to.

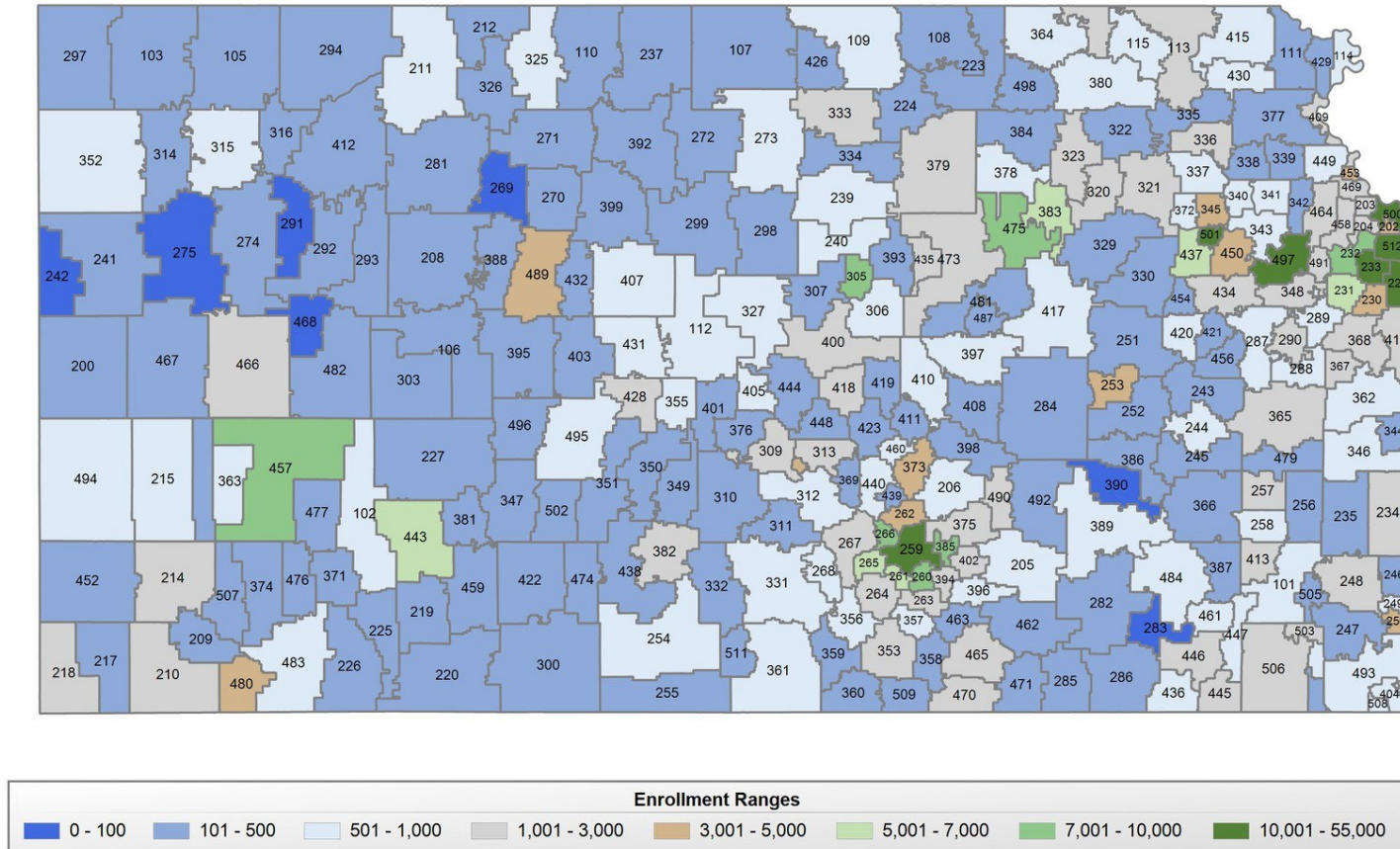
Inspire. Educate. Equip. Advance.

What does that mean? AIM is:

- A pre-apprenticeship, the first of its kind
- Accessible with evening, weeknight classes that run for six weeks
- Taught by AVM subject matter experts
- Housed on one of the largest and most critical assets in the KS (regional and national) aviation community
- An introduction to AVM and aviation-adjacent careers that are in high demand, stable and pay well
- A workforce development initiative for economic growth in our community

We work (where)
to help (who)
by (how)
and (when)
in order to (what)
and because of (why)

2018-2019 USD Headcount Enrollment (Unaudited) - Click on a USD Region for More Information



Link to interact with map:

https://datacentral.ksde.org/GIS_reports.aspx

[Research](#)

[Lawrence Article](#)

2024 data of high school numbers provided by Linn Exline, unofficially

BY THE NUMBERS-TOTAL ENROLLMENT

Data provided by Kansas State Department of Education, 2018-2019 Total Enrollment (Most recent data accessible)

7,245

2,055

Number of Students
within USD 305
(Within 20 minutes
to Center)

According to 2024 data,
9% of school age students
are in three private schools
in Salina, serving 653
students per the Private
School Preview
(this is greater than the 8%
state average)

11,623

4,031

Number of
Students 20-45
Minutes Away

USD 400 Smoky Valley-1,494
USD 306 SES-688
USD 307 Ell-Saline-478
USD 393 Solomon-324
USD 240 Twin Valley-591
USD 239 North Ottawa County-599
USD 435 Abilene-1,582
USD 473 Chapman-1,055
USD 419 Canton Galva-331
USD 418 McPherson-2,486
USD 327 Ellsworth-640
USD 298 Lincoln-345
USD 448 Inman-415
USD 423 Moundridge-427
USD 334 Southern Cloud-168*

*right at 45 minutes

17,179

3,298

Number of
Students 45-60
Minutes from
Center

USD 410 Duran Hillsboro-Lehigh-602
USD 444 Little River-303
USD 333 Concordia-1,148
USD 487 Herington-458
USD 299 Sylvan Grove-241
USD 313 Buhler-2,296
USD 369 Burton-228
USD 411 Goessel-307
USD 440 Halstead-798
USD 373 Newton-3,546
USD 475 Geary Co. Schools-7,252

80,341

24,238

Number of
Students 60-90
Minutes Out from
Center

USD 481 Rural Vista-271
USD 273 Beloit-805
USD 224 Clifton Clyde-326
USD 379 Clay County-1322
USD 397 Centre-525
USD 112 Central Plains-537
USD 405 Lyons-806
USD 408 Marion-Florence-498
USD 398 Peabody Burns-247
USD 206 Remington Whitewater-507
USD 259 Wichita-49,953
USD 431 Holisington-763
USD Great Bend-2,867
USD 407 Russell County-858
USD 399 Paradise-118
USD 392 Osborne-284
USD 272 Waconda-314
USD 378 Riley County 669
USD 384 Blue Valley Unified-215
USD 417 Morris-812
USD 284 Chase County-347
USD 329 Wabaunsee-453
USD 383 Manhattan Ogden-6,723
USD 401 Chase Raymond-153
USD 376 Sterling-495
USD 309 Nickerson-1152
USD 439 Sedgwick Public Schools-458
USD 262 Valley Center-3,016
USD 267 Renwick-1,797
USD 375 Circle-1,992
USD 489 Hays-3525
USD 312 Haven
USD 321 Kaw Valley

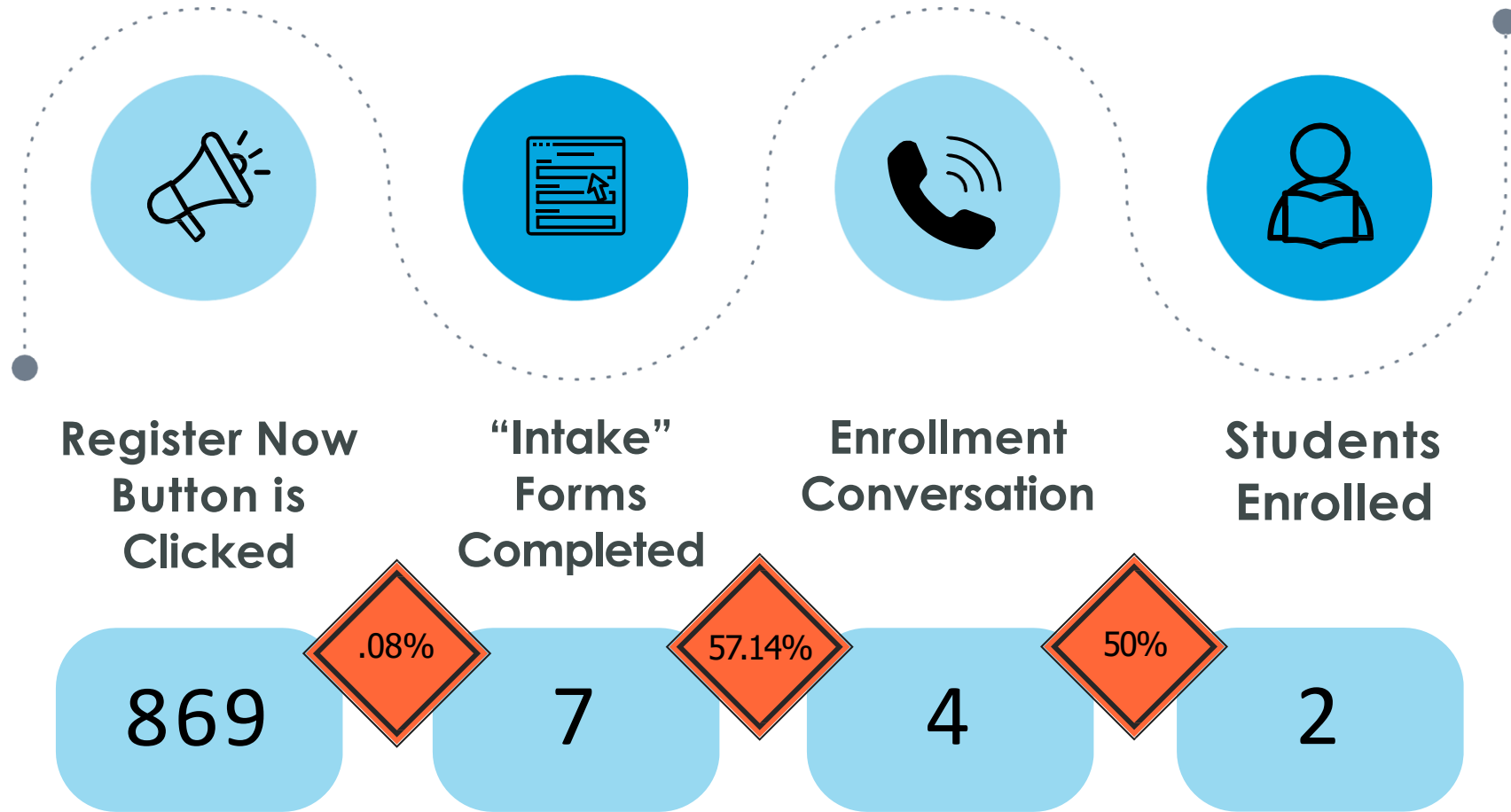


AIM Prospective Student

Journey Map for February



.23% conversion rate

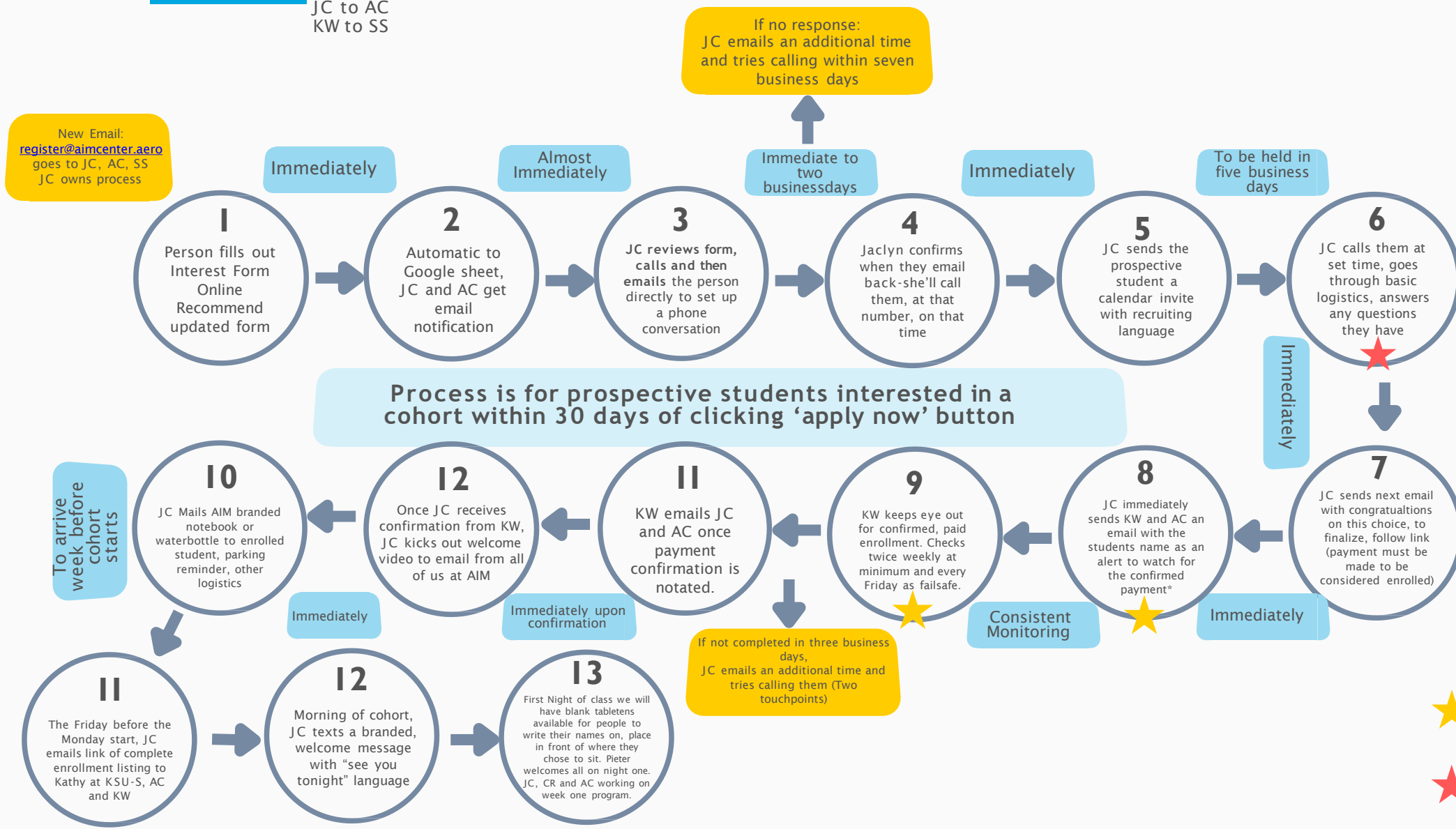


Data Snapshot on March 18, 2025



Intake Form to Student in Seat First Night of Class Process

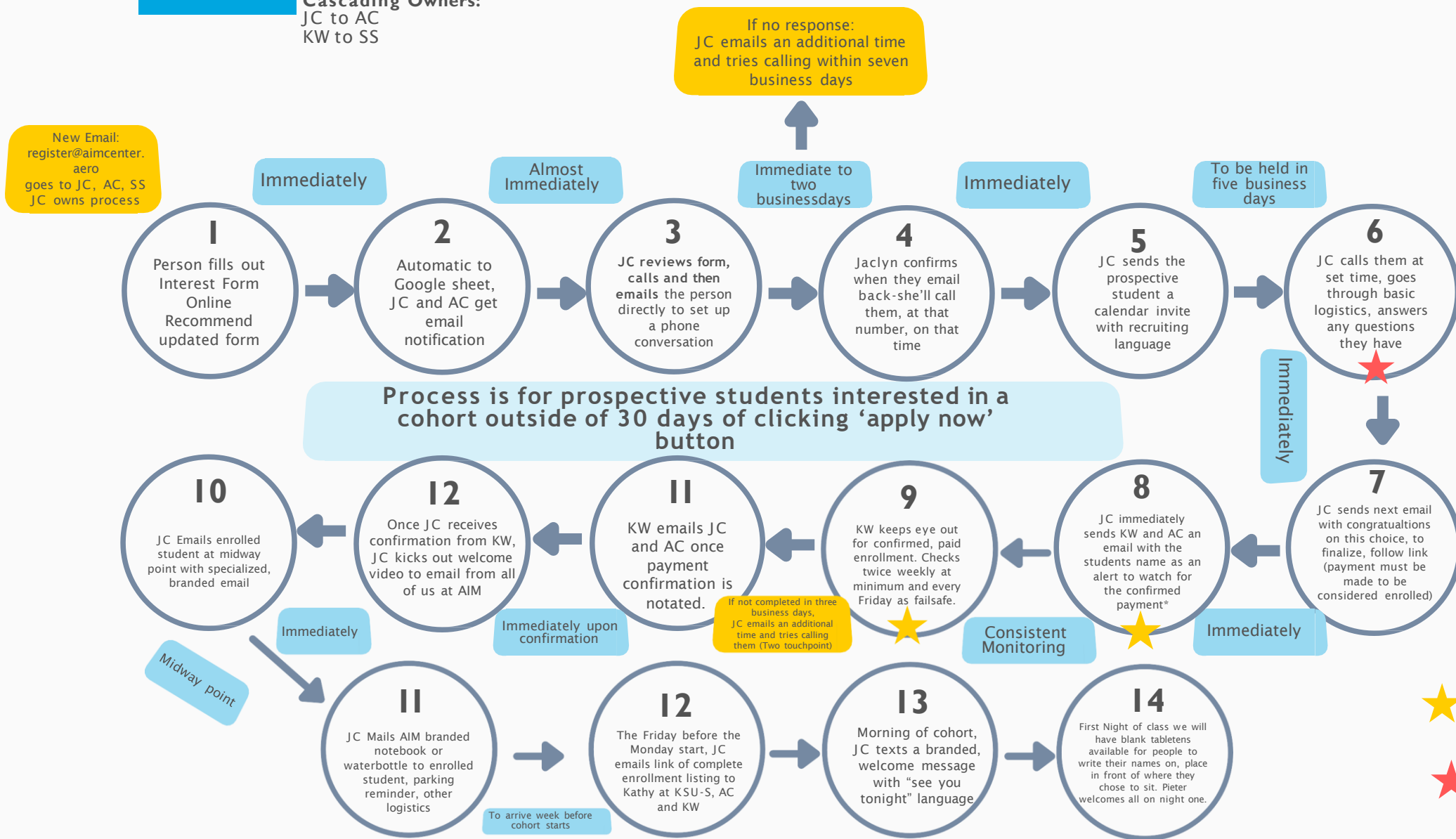
Internal Stakeholders:
Jaclyn Crow
Kasey Windhorst
Amy Cole
Shelli Swanson
Tucky Allen
Cascading Owners:
JC to AC
KW to SS





Intake Form to Student in Seat First Night of Class Process

Internal Stakeholders:
Jaclyn Crow
Kasey Windhorst
Amy Cole
Shelli Swanson
Tucky Allen
Cascading Owners:
JC to AC
KW to SS



★ As of January 2025. As our numbers increase, we will need to add in time frames

★ If unemployed, JC sends name and contact to Roman (Would be TA now?) She follows up if no word.

Shared Definitions

Prospective Student

A person who has clicked the “apply now” button on the ImagineSalina AIM page

AIM Student Interest Form (formerly called the Intake Form)

The form completed by the prospective student after clicking on the “apply now” button

Enrollment Interview

The phone conversation between Jaclyn and the prospective student

Enrollment Link-with Payment

The Clover link that goes to SAA with payment details. This must be completed to be considered enrolled

Enrolled Student

A person who has completed the enrollment conversation AND completed the payment link with payment details

Student

A person currently in the six week cohort

Graduate/Alumni

A person who has completed the six week cohort in it’s entirety

BUILDING BLOCKS FOR A RESILIENT, SUSTAINABLE AIM CENTER GROWTH STRATEGY

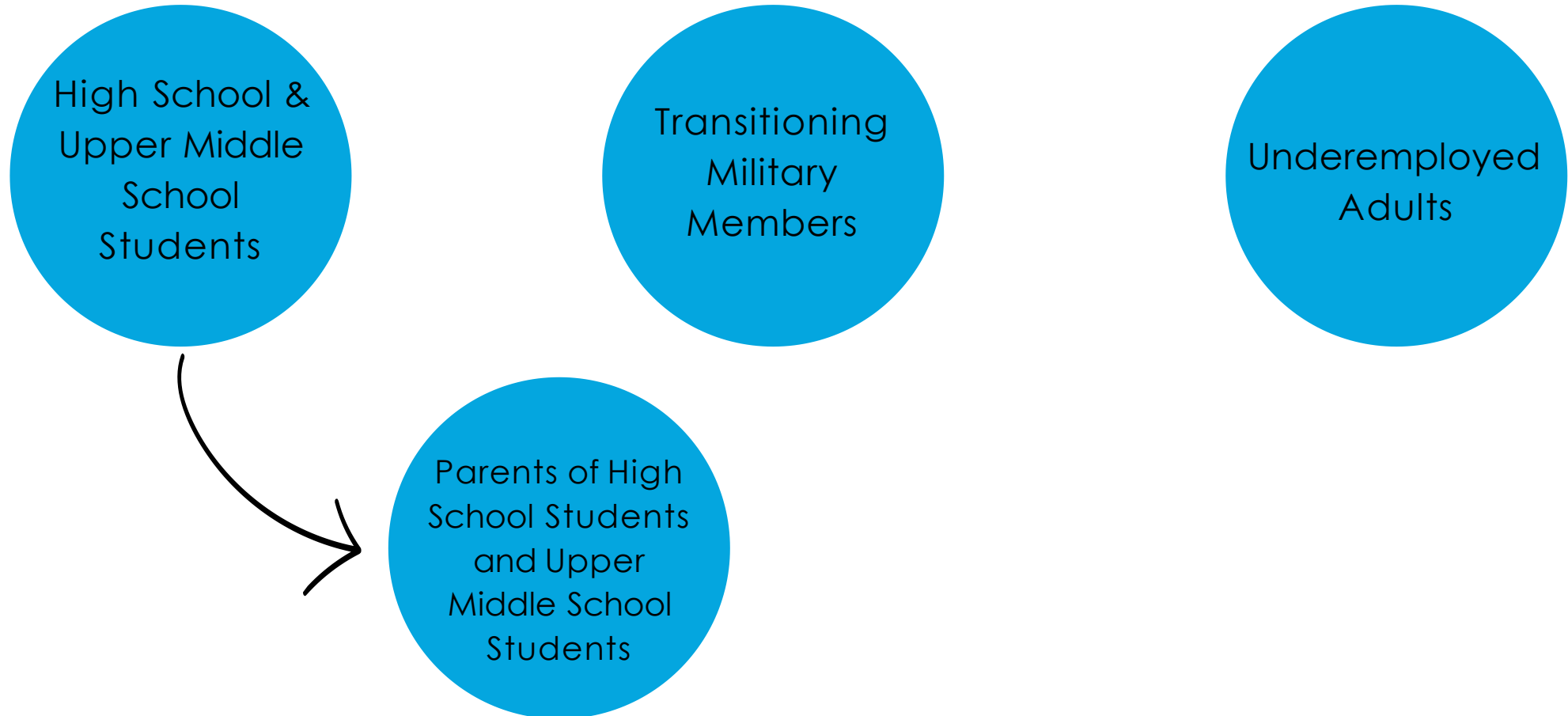


Strategy Informed by Real Data

- Live into Salina Community (30 Mile Radius) for 2025-2026 while continuing to work through processes, ownerships, build out
 - Drive Recruitment
 - Map Retention
 - Plan for the Future

Strategy Informed by Real Data

Our Target Audience is composed of **three main areas and one secondary area:**



Strategy Informed by Real Data

Digital Media

Led by Cohort Digital, with content from AIM, this encompasses:

YouTube
Snap
GDN
Search
Performance Max

Traditional Media

Executed by Cohort Digital, with content and recommendations from AIM in most cases, this encompasses:

- Billboards in specific areas of visibility within Salina
- Sponsorships of local events meeting target demographics
- Radio ads with high listenership from target demographics

In Person Events

Led by AIM, in collaboration with local partners, this encompasses:

- Local Trade Shows
- School Career Fairs within 30 Miles
- AIM Center Open House
- KS Aviation Day at the Capitol, KS Air Tour and Other Special Events

Our overall approach is to saturate a 30 mile radius of the SAA with our messaging, ads and why statements, targeted to our audiences so that in whatever form they are consuming news, we have a presence.

Looking Forward

- Create a summer intensive, a road show, a way to engage and build outside of 30 mile radius saturation
- Continuous Improvement of curriculum, feedback loop, etc.
- Enhanced and diversified funding streams
- Additional partners, robust faculty pool
- Cascading ownership, shared definitions, accessible operations and checks and balances
- Increased enrollment numbers
- Appropriate amount of cohorts in a calendar year
- Engaged and robust advisory committee
- Shared definitions on collaboration, hand-offs, etc.

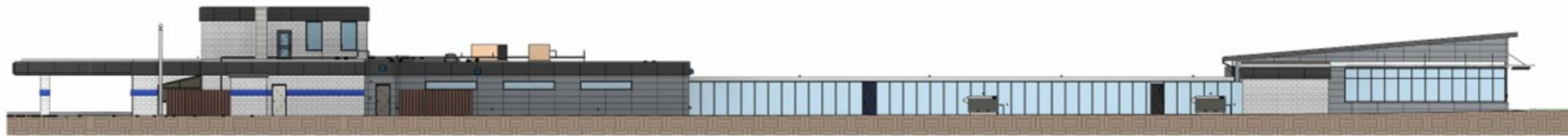
The system will give us what we design it to give us. These decisions will chart the course for measurable and meaningful KPI's



Thank you!



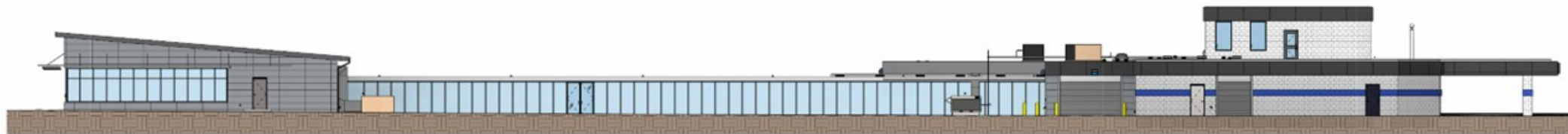
Terminal Building Update



E1 OVERALL NORTH BUILDING ELEVATION
3/32" = 1'-0"

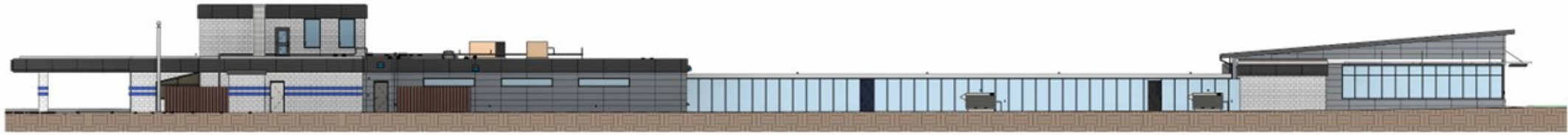


D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"



B1 OVERALL SOUTH BUILDING ELEVATION
3/32" = 1'-0"

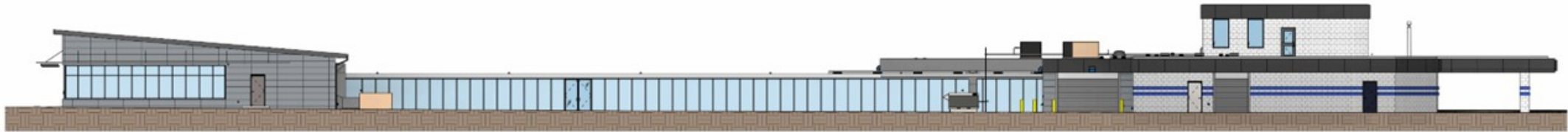
Option 1: Single Stripe With Blue Wall



E1 OVERALL NORTH BUILDING ELEVATION
3/32" = 1'-0"

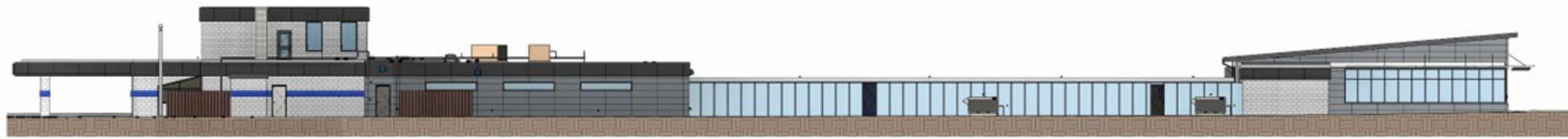


D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"



B1 OVERALL SOUTH BUILDING ELEVATION
3/32" = 1'-0"

Option 2: Double Stripe With Blue Wall



E1 OVERALL NORTH BUILDING ELEVATION
3/32" = 1'-0"

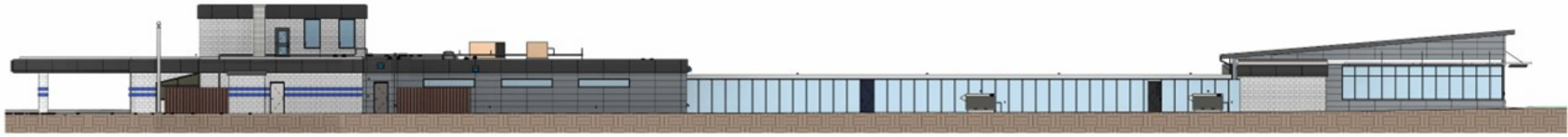


D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"



B1 OVERALL SOUTH BUILDING ELEVATION
3/32" = 1'-0"

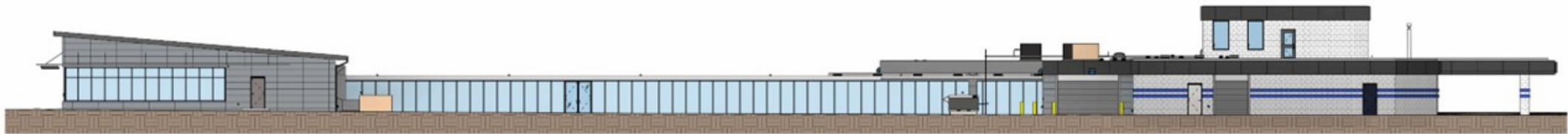
Option 3: Single Stripe Without Blue Wall



E1 OVERALL NORTH BUILDING ELEVATION
3/32" = 1'-0"



D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"



B1 OVERALL SOUTH BUILDING ELEVATION
3/32" = 1'-0"

Option 4: Double Stripe Without Blue Wall

Option 1: Single Stripe with Blue Wall



D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"

Option 2: Double Stripe with Blue Wall



D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"

Option 3: Single Stripe without Blue Wall



D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"

Option 4: Double Stripe without Blue Wall



D1 OVERALL EAST BUILDING ELEVATION
3/32" = 1'-0"

Directors' Forum

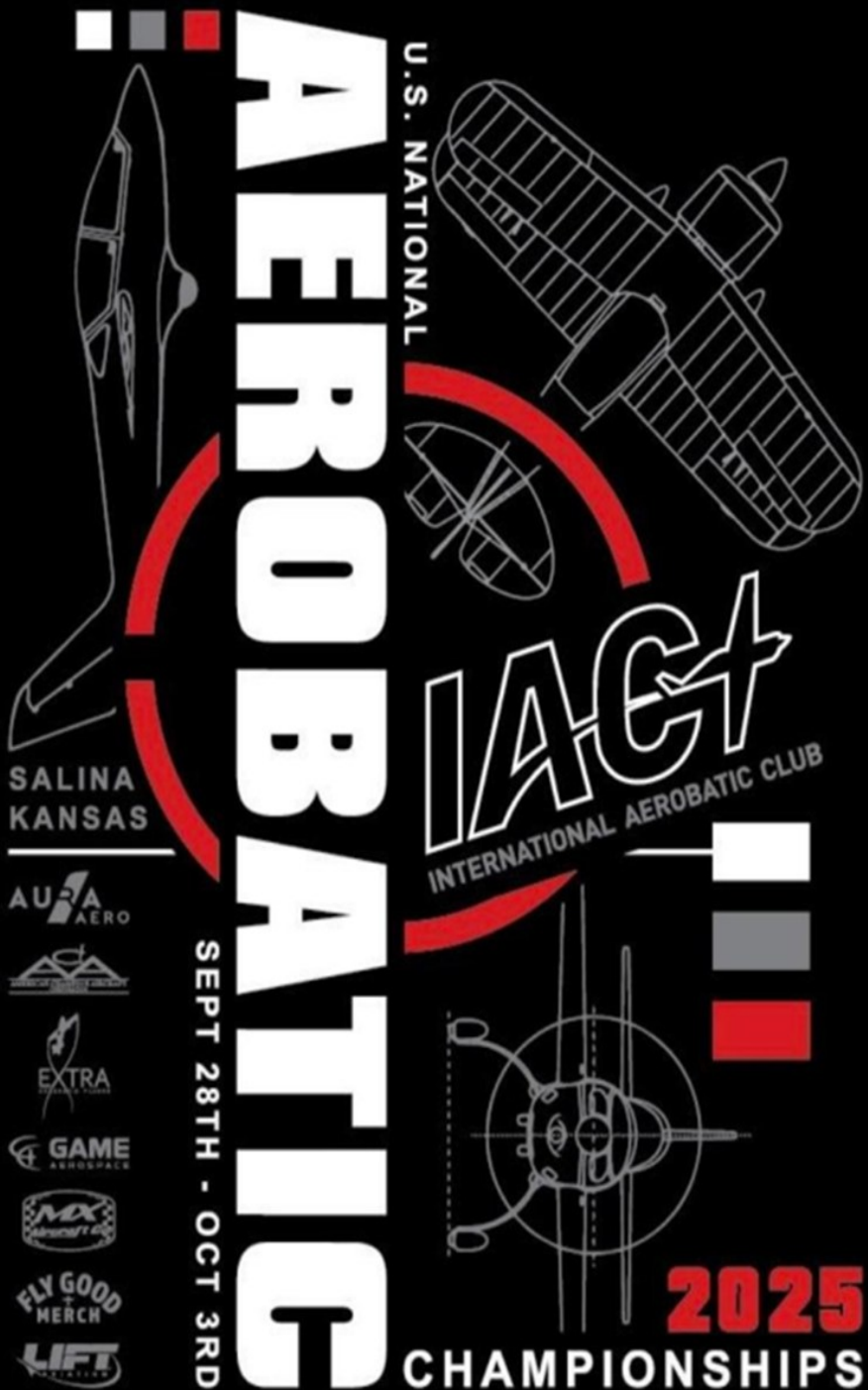
Don Boos, Chair





Visitors' Questions and Comments

Don Boos, Chair



Board Meetings

- 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 17, 2025, 8:00 a.m. Regular Board Meeting

Announcements *Kasey Windhorst*



Salina Airport Authority

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Join us in Salina on September 26 for the Fly Kansas Air Tour, celebrating our vibrant aviation industry. Connect with pilots, explore career opportunities in aviation, and engage with STEM programs designed for students. This family-friendly event showcases the collaboration of local institutions and highlights the importance of aviation in Kansas. Don't miss this chance to elevate your career potential! [#FlyKansas](#) [#FlySLN](#) [#Aviation](#) [#CareerOpportunities](#) [#SalinaCommunity](#)

<https://conta.cc/46bKvvZ>



Adjournment

Don Boos, Chair



SALINA Airport
Authority

Salina Regional
SLN Airport

Fly
SLN Airport