

**Where
Business
Takes Off**



**The Salina Airport and Airport Industrial Center
Your Partners for Progress**

**Come
Grow With
Us!**



Raytheon Aircraft Company (formerly Beechcraft) has been a tenant at the Airport Industrial Center since 1966.



Meeting Challenges

During the years surrounding World War II, Salina, Kansas became a military boom town. Schilling Air Force Base grew to account for one-third of Saline County's annual payroll and one-fourth of its population. When the U.S. government announced its closure in November 1964, the town faced a major problem. How could Salina survive without the base that had been its economic cornerstone for more than 20 years? But Salina did survive. Community leaders and local business owners turned a big problem into an even bigger opportunity to diversify and grow.

Creating Opportunity

When Schilling closed, the Salina Airport Authority was established to supervise redevelopment of the base into a municipal airport and industrial complex. The Salina City Commission appointed an independent five-member board of directors to oversee operations. When several thousand acres and numerous buildings that had been part of Schilling were transferred to the Authority, the Salina Airport and the Airport Industrial Center were ready to take off. Thanks to the close cooperation all of us at the Airport Authority have received from the City of Salina, Saline County, and the Salina Area Chamber of Commerce, we've been flying high ever since. Instead of stalling out, the Salina Airport Authority and the Salina economy have soared.

Salina could be an example to the rest of the country for the way it has taken a former military base and turned it into a bonafide economic development opportunity for the whole community.

– Jim Gregory, Raytheon Aircraft



Tony's Pizza Service Inc. manufactures and distributes frozen foods nationally from its main plant at the Airport Industrial Center.



Industry Builds Success

The Salina Airport and Industrial Center cover nearly 3,000 acres, over 750 of which, along with numerous existing buildings and sites, are designated for industrial and commercial development.

Today our Industrial Center is home to 74 businesses, including some you might recognize. **Raytheon Aircraft Co.** has over 700 employees building components for general aviation airplanes in six buildings. Two thousand-plus employees at **Tony's Pizza** work in its 200,000-square-foot facility, producing frozen food products that are sold nationally under a variety of trade names. The largest North American manufacturer of small and mid-size commercial buses, **EIDorado National Inc.**, a division of THOR Industries, employs over 250 people at its plant here. Both **ADM Milling Company** and **Blue Beacon International** hangar their corporate jets at the airfield. Other enterprises, including **Federal Express, Love Box Company, Jim Palmer Trucking,** and **Power Ad Company,** have built their success stories within the Airport Industrial Center.

Other company names may be less well known, but they are no less important to us. For example, **Salina Vortex Corporation,** a manufacturer of precision stainless steel gates for pharmaceutical and food processors, moved into one of our existing buildings in 1978. This once small, local firm has since built two additions, tripled its payroll, and generated nationwide sales.

Our newest company, **Aerospace Systems & Technologies (AS&T),** specializes in ice protection systems for general aviation aircraft. AS&T will bring 80 new jobs and \$2.1 million in



annual payroll to the community. We're proud to be a part of these corporate success stories and value the *partnerships* we have made.

We have room for growth and we like to help make it happen. Recently, we spent \$6.5 million on secondary roads and infrastructure within our complex, and more improvements are planned every year. We also try to meet individual needs. Some businesses and organizations buy land from us. Some lease their land and build their own facilities. Others lease land and buildings. Together, these 74 businesses employ more than 4,500 people and generate a \$115 million annual payroll from sales approaching \$1 billion.

Among the many reasons for businesses to locate at the Salina Industrial Center are development incentives that include an enterprise zone designation offering qualified businesses and industries both job-creation and investment tax credits, as well as sales tax exemptions on the cost of construction, remodeling, and equipment. Construction costs are generally 15% below the national average, and the Salina tax rate is the lowest for Kansas's top cities.



SAA
Your Partners for Progress



Blue Skies and Beyond

The Salina Airport has one of the largest runway systems in the country. Our open, uncrowded skies, 13,337- and 8,500-foot runways, and 700,000 square feet of apron area attract many fliers and special aviation events. The airport is centrally located, which enables it to serve as a convenient mid-continent fuel stop for air carrier, corporate, government, military, and general aviation aircraft. Our two fixed-base operators sell approximately four million gallons of fuel per year. Annual air traffic approaches 90,000 operations.

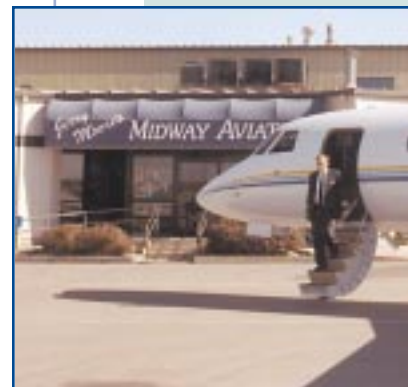
Two regional airlines serve the Salina Airport. **USAirways Express** has multiple weekday and weekend turboprop flights between Salina and Kansas City International. **United Express** offers comparable daily flights between Salina and Denver International. Total passenger enplanements will soon exceed 15,000 passengers per year.

To attract additional travelers, we have worked aggressively to establish competitive through-fares and competitive joint-fares with connecting airlines serving Kansas City and Denver. We are committed to the ongoing enhancement of Salina's air service. The terminal building has recently been remodeled to include new décor, new seating, and a business center with desks, desktop phones, computer plug-ins, and Internet access to give travelers a convenient way to stay in touch. And there's more to come!



“The labor force here has a strong work ethic and is very dependable.”

– Harry Smith,
Tony's Pizza





The KSUS College of Technology and Aviation trains with a modern fleet of nearly 40 aircraft including Cessna 172s, Beech Bonanzas, Beech Sundowners, Beech Barons, a Beech King Air, and a Cessna Citation Jet.

Education and Training for a Superior Workforce

You'll find that opportunities for post-secondary education and training abound. The **Salina Technical School** provides practical, hands-on technical training in a variety of high-skill areas. Salina's **Kansas Wesleyan University**, established in 1886, offers associate and bachelor's degrees in 25 major fields, including nursing and computer science — as well as a Master of Arts in business administration. **Kansas State University-Salina (KSUS) College of Technology and Aviation**, located directly adjacent to the Salina Airport, is another of the post-secondary institutions serving the area. It offers associate and bachelor's degrees in mechanical, civil, electrical, and chemical engineering technology plus accredited programs in aviation technology, airframe maintenance, power plant maintenance, and avionics. KSUS has its own hanger facilities, shops, flight simulators, and a fleet of propeller and jet aircraft for its nationally-ranked pilot training program.



It's a Great Life!

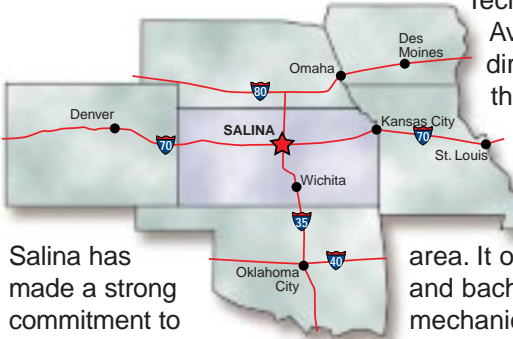
Another incentive for locating in Salina is the quality of life. The pace is suburban, the climate healthy, living conditions ideal. Salina offers a flourishing cultural life with a sophisticated selection of the arts, entertainment, live theater, and cultural activities. Residents have recreational options that include challenging golf courses at two country clubs, a municipal golf course, dozens of tennis courts, baseball diamonds, and soccer fields — plus modern YMCA and YWCA facilities with indoor swimming pools. Sportsmen from across the country come to Kansas for hunting and fishing, and within a short drive you'll find picturesque lakes, miles of uncluttered shoreline, and sandy beaches.

For Blue Skies and More

Get on our radar and discover all that the Salina Airport and Industrial Center can offer your business or organization. We'll be glad to arrange a tour for you and your associates. You can check us out on the Web at www.salair.org or reach us by phone at 785.827.3914, FAX at 785.827.2221, or e-mail trogers@salair.org. Address your inquiries to Tim Rogers, A.A.E., Executive Director.

Salina Means Business

Located near the geographic center of the United States, Salina continues to build its reputation as a cost-effective manufacturing and distribution center. Transportation is never a problem. Not only is the airport easily accessible to major interstate highways I-70 and I-135, but the area also has rail service provided by the Union Pacific Railroad.



Salina has made a strong commitment to maintaining the quality of its workforce. The city has its own assessment center where residents can be tested to match their individual talents with career paths. The center also counsels clients on the training needed to prepare for employment. The productivity of our workers reflects the success of these efforts.

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The Airport

Authority knows

how to smooth out

the rough spots and

simplify the hard

work of getting a

new facility up

and running.”

— Sheldon Walle, EIDorado National of Kansas, Inc.



The Salina Airport Authority

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