

**Salina Regional Airport and Airport
Industrial Center
Economic Impact Study
Calendar Year 2017**

(Using the most recent year of available economic data.)



Prepared For:

**Salina Airport Authority
Salina, Kansas**

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Mission:

To Facilitate Effective Public Policy Decision-Making.

The staff of the Docking Institute of Public Affairs and its University Center for Survey Research are dedicated to serving the people of Kansas and surrounding states.

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Prepared By:

Preston Gilson, Ph.D.
Senior Policy Fellow
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Executive Summary

- The total level of economic activity generated by the private businesses, educational institutions, military units, public institutions, and other entities for 2017 was \$1,168,468,359.
- The total employment associated with SLN/AIC and its tenants was 5,996 jobs (14.3% of the employment in Saline County).
- The private businesses located at the SLN/SAIC contributed 37% of the total economic activity for Saline County for 2017 when measured by Output, but provided only 11% of the jobs.
- The educational institutions located in the Salina Airport Authority contributed 0.9% of the total economic activity for Saline County for 2017.
- The military institutions located at the SLN/SAIC contributed 270 jobs and approximately 1.1% of the total economic activity for Saline County for 2017.
- The public institutions and other entities located at the SLN/AIC contributed 455 jobs and approximately 7.1% of the total economic activity for Saline County for 2017.

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Introduction

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

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

Data Sources

Data for this report was collected directly from 52 of the enterprises located at AIC. For the remaining enterprises the necessary data was estimated through the use of external data sources. These external data sources included private data sources such as Dun & Bradstreet and public sources including company websites and governmental sources such as the County Business Profile (CBP). For all the estimated data the report used very conservative estimates when there was a range of values from an outside source or between sources.

Outside sources of data and their limitations. There is always a time lag associated with collecting and presenting the data.

The estimated data (from the surveys that were unusable) results in a slightly smaller economic impact. It may be helpful in future surveys to share this report with those who will be filling out the next surveys, so that they see the level of aggregation used. For some, believing that firm specific information will be divulged may cause them to hesitate to share economic information, particularly gross sales, for competitive business reasons.

Data Collection Methods

The purpose of this study is to determine the approximate magnitude of the economic impact of the Salina Airport Authority (SLN/SAIC) and its 111 tenants (businesses and organizations) on the local economy.

Using a list of current tenants provided by the Salina Airport Authority, the Docking Institute of Public Affairs contacted tenants by letter, informing them of the economic impact study and that each would soon receive an email containing a link for an online survey (see Appendix for a copy of the online survey). Emails were sent a week later. Six respondents completed the survey on June 12, 2018. Thirteen more surveys were completed by the end of June 2018. Follow-up emails were sent in 10-day intervals during the months July and August, resulting in 48 completed surveys by August 31, 2018.

Given the low response from tenants, paper questionnaires were printed and mailed to non-responders in September and October. In mid-October, a list of non-responding tenants was provided to the Salina Airport Authority allowing Authority staff to call and encourage tenants to complete the survey. In addition, the web questionnaire was posted on the Docking Institute's web site, and letters were mailed to non-respondents tenants with instructions to access and complete the survey online (each tenant was provided a unique username and password).

By November 5, 2018, the Institute received 52 completed surveys from three sources: web survey links contained in emails, paper questionnaires, and the online questionnaire posted on the Institute's website.

As noted above, given the lack of cooperation among some tenants, necessary data for the remaining enterprises was estimated by using external data sources.

Impact Analysis Methods

The model used in this study is based on the work of Wassily Leontif. Leontif's input-output models attempt to quantify the interdependences between the various sectors of an economy. The model used for this analysis is the Implan® Software model. The IMPLAN software and its database calculates appropriate industry level multipliers at the county level Implan®.

How an economy responds to changes in economic activity can be quantified based on the buy-sell relationships among the economic agents (businesses, governmental entities, and households) located within the studied economy. Input-Output (I-O) models estimate the inter-industry relationships in an economy (or region) by measuring the distribution of inputs purchased and output sold by each industry. Through the use of I-O models, it is possible to calculate how the impact of one dollar flows or "ripples" through a regional economy. As this economic activity (measured by the dollar) flows through the economy, it causes additional economic

activity (expenditures and employment). This is the multiplier effect: a quantitative measure of the ripple effects that an initial expenditure has on its economy.

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

Basic Economic Measures

Table 1 provides basic measures of the economy in Saline County, Kansas. There are more than 42,000 total jobs in the county, including full-time and part-time jobs. The Employment number shown in Table 1 is **not** the number of full-time equivalent (FTE) jobs (as is often shown in US Census figures). Many county residents hold more than one job, such as a full-time job and a part-time job or multiple part-time jobs. The individuals holding these jobs produce a Gross Regional Product (GRP) as measured by Output of over \$2.85 billion dollars.

Table 1: Basic Economic Measures, Saline County

Region	Population	Employment	Output
Saline County	55,142	42,052	\$2,850,919,771

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

Table 2: Household Characteristics, Saline County

Number of Households	22,295
Average Household Size	2.47
Average Household Income	\$112,227
Two Income Households	89%

Tables 1 and 2 show that Saline County has strong economy that is almost fully utilizing its available workforce.

Private Businesses

The gross regional product (GRP), or the level of economic activity, for Saline County for 2017 was \$2,850,919,771. The total level of economic activity generated by the businesses located at SLN/AIC facilities was \$1,061,497,444. Table 3 shows the direct economic impact, the induced and the indirect economic activity, and the total economic impact for employment and output. Employment provides a measure of economic activity in terms of full time jobs. Output measures economic activity in terms of gross regional product (GRP). The private businesses located at the SLN/AIC contributed 37% of the total economic activity for Saline County for 2017 when measured by Output, but provided only 11% of the jobs. However, these are some of the most productive jobs in Saline County.

Table 3: Business Impact, Saline County

Impact Type	Employment	Output
Direct Effect	2,690	\$740,387,683
Indirect Effect	1,122	\$171,884,136
Induced Effect	1,235	\$149,225,625
Total Effect	5,047	\$1,061,497,444

Public Education Institutions

Table 4 shows the economic impacts of the three educational institutions that are located at SLN/SAIC. The Indirect Effect could not be measured because the necessary data at this level was not available. However, previous research suggests that it is a little less than the Induced Effect. The total level of economic activity generated by the educational institutions located at SLN/AIC facilities was \$10,419,154. The educational institutions located in the Salina Airport Authority contributed 0.9% of the total economic activity for Saline County for 2017. The number of jobs (224) associated with this sector is about 3.7% of the total jobs in Saline County. However, this analysis does not fully measure the value of these institutions and their graduates. The graduates of these institutions typically both earn more and are more productive workers, but they may not stay in the local area. This highlights one of the limitations of economic analysis – that it does not measure some factors.

Table 4: Educational Institutions Impact, Saline County

Impact Type	Employment	Output
Direct Effect	194	\$6,799,201
Indirect Effect	0	\$0
Induced Effect	30	\$3,619,953
Total Effect	224	\$10,419,154

Military Units

Table 5 shows the economic impacts of the military institutions that are located at the SLN/AIC. There is no indirect effect because these are the results of business-to-business transactions indirectly caused by the direct effects. The indirect effect is a measure of the increase in business-to-business activity, which does not occur with the military. The total level of economic activity generated by the military institutions located at the SLN/SAIC facilities was \$13,090,095. The military institutions located at the SLN/SAIC contributed 270 jobs and approximately 1.1% of the total economic activity for Saline County for 2017.

Table 5: Military Institutions Impact, Saline County

Impact Type	Employment	Output
Direct Effect	232	\$8,553,512
Indirect Effect	0	\$0
Induced Effect	38	\$4,536,583
Total Effect	270	\$13,090,095

Public Institutions and Other Entities

Table 6 shows the economic impacts of the public institutions and other entities that are located at the SLN/AIC. The public institutions are units of federal, state, and local government. As was true of both the educational institutions and the military many of the benefits provided cannot be measured in economic terms. Additionally, some of the “other” entities do not directly generate economic activity, although they improve the quality of life for some citizens. The total level of economic activity generated by these public institutions and other entities located at the SLN/AIC facilities was \$83,461,667. The public institutions and other entities located at the SLN/AIC contributed 455 jobs and approximately 7.1% of the total economic activity for Saline County for 2017.

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

Impact Type	Employment	Output
Direct Effect	196	\$49,883,958
Indirect Effect	164	\$22,081,415
Induced Effect	95	\$11,496,295
Total Effect	455	\$83,461,667

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 2017 was \$1,168,468,359. Altogether, SLN/AIC and its tenants contributed approximately 41% of the total economic activity in Saline County during 2017. The total employment associated with SLN/AIC and its tenants was 5,996 jobs (14.3% of the employment in Saline County).

Table 7: SLN/SAIC Total Impact, Saline County

Impact Type	Employment	Output
Direct Effect	3,312	\$805,624,353
Indirect Effect	1,286	\$193,965,550
Induced Effect	1,398	\$168,878,456
Total Effect	5,996	\$1,168,468,359

What Could Not be Measured

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

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

Finally, the perceptual benefits of a diverse and successful community when recruiting new businesses are very difficult to quantify.

Appendix

Start of Block: Introduction

Q1 Information requested is intended specifically for use in Airport and Airport Industrial Center planning and promotional activities. All replies will be **confidential** and any data to be released will only appear in an aggregate format. We are interested in the period from January 1, 2017 to December 31, 2017. If your reporting year is different, please provide its dates (For example, July 1, 2016 to June 30, 2017).

[NOTE: At some point in the survey you might want to pause, gather information, and then continue with the survey. Clicking "Continue -->" at the bottom of each page saves your data up to that point. You may close your browser at any Time (after clicking "Continue -->") and later reenter the survey where you left off to complete it. The very last "Continue -->" (which is noted) will finalize the survey and lock you out from further reentries.]

Q2 Which of the following best describes your organization?

- Private Business [Go to Business Entity Block](#)
- Educational Institution [Go to Educational Institution Block](#)
- Military Unit [Go to Military Unit Entity Block](#)
- Non-Profit or Public Entity (but not educational nor military) [Go to Public Entity Block](#)
- Other [Go to Other Organizations Block](#)

End of Block: Introduction

Start of Block: Business Entity

QB1 Which of the following describes your business? (Please select all that apply.)

- One location business
- Local business with parent corporation elsewhere
- LLC
- Other

QB2 Local Contact Information

- Local Business Name:
- Local Address:
- Local Company Principal (Name):
- Local Company Principal (Title):
- Local Telephone:
- Website:
- Report Prepared by (Name):
- Report Prepared by (Title):
- Alternative Email Address:

Display This Question:

If QB1 = Local business with parent corporation elsewhere

QB2b Parent Company Name

- Parent Company Name (if applicable):

QB3 Principle Products or Services (What does your business sell?)

- Product:
- Service:
- NAICS (if known):

QB4 Number of Employees

Full Time:
Part Time:
Total:

QB4a If you have any comments about the number of employees, please provide them here:

QB5 Number of Employees Residing: (Please ensure the total matches the total Number of Employees above.)

Within Salina (inside city limits):
Within Saline County (but outside of city limits):
Within Kansas (but outside of City or County):
Outside of Kansas:
Total:

QB5a If you have any comments about employee residential locations, please provide them here:

QB6 For the twelve month period ending December 31, 2017, please provide a dollar amount for each of the following:

Please enter number. If \$20,000 enter 20,000 or 20000 (not 20 or twenty).

- Gross Payroll
- Gross Revenue
- Net Sales (gross sales - returns or non-payments)
- Capital Expenditures

Q6a If you have any comments about gross payroll, gross revenue, net sales or capital expenditures, please provide them here:

QB7 Local Goods and Services Purchased (Please provide dollar amount as 20,000 or 20000)

- Within Saline County
- Within Kansas (but outside Saline County)
- Outside Kansas (but within United States)
- Outside United States

QB7a If you have any comments about local goods and services purchased, please provide them here:

QB8 Annual Number of Visitors (enter 0 if none)

From Saline County:

From Kansas (but outside of County):

Outside of Kansas:

Total:

Display This Question:

If QB8 [From Saline County] != 0

Or QB8 [From Kansas (but outside of County)] != 0

Or QB8 [Outside of Kansas] != 0

QB9 Average Length of Visitor Stay

- Less than One Day
- Overnight
- Less than One Week
- A Week (7 days)
- More than One Week
- More than One Month

QB10 Thank you for providing your answers and comments. If you have any final comments, please provide them in the box below.

Your participation will help the Salina Airport Authority better serve your needs. Your answers will remain confidential.

Clicking on Continue --> BELOW will FINALIZE this survey.

If you would like to review your answers before ending the survey, please click on the Back arrow.

Note: If you need to find and enter more information anywhere in the survey, please close your browser now. Don't click "Continue -->" below yet. You will then be able to reenter the survey and add any additional information. Once you are ready to finalize this survey, click on the "Continue -->" button below.

End of Block: Business Entity

Start of Block: Educational Institution

QE1 Local Contact Information

- Local Institution Name:
- Parent Institution (if Applicable):
- Local Address:
- Local Institution Principal (Name):
- Local Institution Principal (Title):
- Local Telephone:
- Website:
- Report Prepared by (Name):
- Report Prepared by (Title):
- Alternative Email Address:

QE2 Number of Students

Full Time:
Part Time:
Total:

QE2a If you have any comments about the number of students, please provide them here:

QE3 Number of Students Residing: (Please ensure the total matches the total Number of Students above.)

Within Salina (inside city limits):
Within Saline County (but outside of city limits):
Within Kansas (but outside of City or County):
Outside of Kansas:
Total:

QE3a If you have any comments about student residential locations, please provide them here:

QE4 Number of Employees

Full Time:
Part Time:
Total:

QE4a If you have any comments about the number of employees, please provide them here:

QE5 Number of Employees Residing: (Please ensure the total matches the total Number of Employees above.)

Within Salina (inside city limits):

Within Saline County (but outside of city limits):

Within Kansas (but outside of City or County):

Outside of Kansas:

Total:

QE5a If you have any comments about employee residential locations, please provide them here:

QE6 For the twelve month period ending December 31, 2017, please provide a dollar amount for each of the following:

Please enter number. If \$20,000 enter 20,000 or 20000 (not 20 or twenty).

- Gross Payroll
- Gross Revenue
- Net Sales (gross sales - returns or non-payments)
- Capital Expenditures

QE6a If you have any comments about gross payroll, gross revenue, net sales or capital expenditures, please provide them here:

QE7 Local Goods and Services Purchased (Please provide dollar amount as 20,000 or 20000)

- Within Saline County
- Within Kansas (but outside Saline County)
- Outside Kansas (but within United States or US Territories)
- Outside United States

QE7a If you have any comments about local goods and services purchased, please provide them here:

QE8 Annual Number of Visitors (enter 0 if none)

From Saline County:

From Kansas (but outside of County):

Outside of Kansas:

Total:

Display This Question:

If QE8 [From Saline County] != 0

Or QE8 [From Kansas (but outside of County)] != 0

Or QE8 [Outside of Kansas] != 0

QE9 Average Length of Visitor Stay

- Less than One Day
- Overnight
- Less than One Week
- A Week (7 days)
- More than One Week
- More than One Month

QE10 Thank you for providing your answers and comments. If you have any final comments, please provide them in the box below.

Your participation will help the Salina Airport Authority better serve your needs. Your answers will remain confidential.

Clicking on Continue --> BELOW will FINALIZE this survey.

If you would like to review your answers before ending the survey, please click on the Back arrow.

Note: If you need to find and enter more information anywhere in the survey, please close your browser now. Don't click "Continue -->" below yet. You will then be able to reenter the survey and add any additional information. Once you are ready to finalize this survey, click on the "Continue -->" button below.

End of Block: Educational Institution

Start of Block: Military Unit

QM1 Local Contact Information

- Local Unit Name
- Local Unit Address
- CO/OIC Name
- CO/OIC Title/Rank
- Local Telephone
- Website
- Report Prepared by (Name)
- Report Prepared by (Title)
- Alternative Email Address

QM2 Number of Employees

Full Time:
Part Time:
Total:

QM2a If you have any comments about the number of employees, please provide them here:

QM3 Number of Employees Residing: (Please ensure the total matches the total Number of Employees above.)

Within Salina (inside city limits):
Within Saline County (but outside of city limits):
Within Kansas (but outside of City or County):
Outside of Kansas:
Total:

QM3a If you have any comments about employee residential locations, please provide them here:

QM4 For the twelve month period ending December 31, 2017, please provide a dollar amount for each of the following:

Please enter number. If \$20,000 enter 20,000 or 20000 (not 20 or twenty).

- Gross Payroll
- Gross Revenue
- Net Sales (gross sales - returns or non-payments)
- Capital Expenditures

QM4a If you have any comments about gross payroll, gross revenue, net sales or capital expenditures, please provide them here:

QM5 Local Goods and Services Purchased (Please provide dollar amount as 20,000 or 20000)

- Within Saline County
- Within Kansas (but outside Saline County)
- Outside Kansas (but within United States or US Territories)
- Outside United States

QM5a If you have any comments about local goods and services purchased, please provide them here:

QM6 Annual Number of Visitors (enter 0 if none)

From Saline County:

From Kansas (but outside of County):

Outside of Kansas:

Total:

Display This Question:

If QM6 [From Saline County] != 0

Or QM6 [From Kansas (but outside of County)] != 0

Or QM6 [Outside of Kansas] != 0

QM7 Average Length of Visitor Stay

- Less than One Day
- Overnight
- Less than One Week
- A Week (7 days)
- More than One Week
- More than One Month

QM8 Thank you for providing your answers and comments. If you have any final comments, please provide them in the box below.

Your participation will help the Salina Airport Authority better serve your needs. Your answers will remain confidential.

Clicking on Continue --> BELOW will FINALIZE this survey.

If you would like to review your answers before ending the survey, please click on the Back arrow.

Note: If you need to find and enter more information anywhere in the survey, please close your browser now. Don't click "Continue -->" below yet. You will then be able to reenter the survey and add any additional information. Once you are ready to finalize this survey, click on the "Continue -->" button below.

End of Block: Military Unit

Start of Block: Public Entity

QP1 Local Contact Information

- Local Public Entity Name
- Parent Organization (if Applicable)
- Local Address
- Local Principal (Name)
- Local Principal (Title)
- Local Telephone
- Website
- Report Prepared by (Name)
- Report Prepared by (Title)
- Alternative Email Address

QP2 Principle Products or Services (What does your entity do or sell?)

- Product
- Service
- NAICS (if known)

QP3 Number of Employees

Full Time:
Part Time:
Total:

QP3a If you have any comments about the number of employees, please provide them here:

QP4 Number of Employees Residing: (Please ensure the total matches the total Number of Employees above.)

Within Salina (inside city limits):
Within Saline County (but outside of city limits):
Within Kansas (but outside of City or County):
Outside of Kansas:
Total:

QP4a If you have any comments about employee residential locations, please provide them here:

QP5 For the twelve month period ending December 31, 2017, please provide a dollar amount for each of the following:

Please enter number. If \$20,000 enter 20,000 or 20000 (not 20 or twenty).

- Gross Payroll
- Gross Revenue
- Net Sales (gross sales - returns or non-payments)
- Capital Expenditures

QP5a If you have any comments about gross payroll, gross revenue, net sales or capital expenditures, please provide them here:

QP6 Local Goods and Services Purchased (Please provide dollar amount as 20,000 or 20000)

- Within Saline County
- Within Kansas (but outside Saline County)
- Outside Kansas (but within United States)
- Outside United States

QP6a If you have any comments about local goods and services purchased, please provide them here:

QP7 Annual Number of Visitors (enter 0 if none)

From Saline County:

From Kansas (but outside of County):

Outside of Kansas:

Total:

Display This Question:

If QP7 [From Saline County] != 0

Or QP7 [From Kansas (but outside of County)] != 0

Or QP7 [Outside of Kansas] != 0

QP8 Average Length of Visitor Stay

- Less than One Day
- Overnight
- Less than One Week
- A Week (7 days)
- More than One Week
- More than One Month

QP9 Thank you for providing your answers and comments. If you have any final comments, please provide them in the box below.

Your participation will help the Salina Airport Authority better serve your needs. Your answers will remain confidential.

Clicking on Continue --> BELOW will FINALIZE this survey.

If you would like to review your answers before ending the survey, please click on the Back arrow.

Note: If you need to find and enter more information anywhere in the survey, please close your browser now. Don't click "Continue -->" below yet. You will then be able to reenter the survey and add any additional information. Once you are ready to finalize this survey, click on the "Continue -->" button below.

End of Block: Public Entity

Start of Block: Other Organization

QO1 Local Contact Information

- Local Organization Entity Name
- Parent Organization (if Applicable)
- Local Address
- Local Principal (Name)
- Local Principal (Title)
- Local Telephone
- Website
- Report Prepared by (Name)
- Report Prepared by (Title)
- Alternative Email Address

QO2 Principle Products or Services (What does your entity do or sell?)

- Product
- Service
- NAICS (if known)

QO3 Number of Employees

Full Time:

Part Time:

Total:

QO3a If you have any comments about the number of employees, please provide them here:

QO4 Number of Employees Residing: (Please ensure the total matches the total Number of Employees above.)

Within Salina (inside city limits):

Within Saline County (but outside of city limits):

Within Kansas (but outside of City or County):

Outside of Kansas:

Total:

QO4a If you have any comments about employee residential locations, please provide them here:

QO5 For the twelve month period ending December 31, 2017, please provide a dollar amount for each of the following:

Please enter number. If \$20,000 enter 20,000 or 20000 (not 20 or twenty).

- Gross Payroll
- Gross Revenue
- Net Sales (gross sales - returns or non-payments)
- Capital Expenditures

QO5a If you have any comments about gross payroll, gross revenue, net sales or capital expenditures, please provide them here:

QO6 Local Goods and Services Purchased (Please provide dollar amount as 20,000 or 20000)

- Within Saline County
- Within Kansas (but outside Saline County)
- Outside Kansas (but within United States)
- Outside United States

QO6a If you have any comments about local goods and services purchased, please provide them here:

QO7 Annual Number of Visitors (enter 0 if none)

From Saline County:

From Kansas (but outside of County):

Outside of Kansas:

Total:

Display This Question:

If QO7 [From Saline County] != 0

Or QO7 [From Kansas (but outside of County)] != 0

Or QO7 [Outside of Kansas] != 0

QO8 Average Length of Visitor Stay

- Less than One Day
- Overnight
- Less than One Week
- A Week (7 days)
- More than One Week
- More than One Month

QO9 Thank you for providing your answers and comments. If you have any final comments, please provide them in the box below.

Your participation will help the Salina Airport Authority better serve your needs. Your answers will remain confidential.

Clicking on Continue --> BELOW will FINALIZE this survey.

If you would like to review your answers before ending the survey, please click on the Back arrow.

Note: If you need to find and enter more information anywhere in the survey, please close your browser now. Don't click "Continue -->" below yet. You will then be able to reenter the survey and add any additional information. Once you are ready to finalize this survey, click on the "Continue -->" button below.

End of Block: Other Organization

End of Report

