

Salina Airport Authority Board of Directors Regular Meeting

September 18, 2019



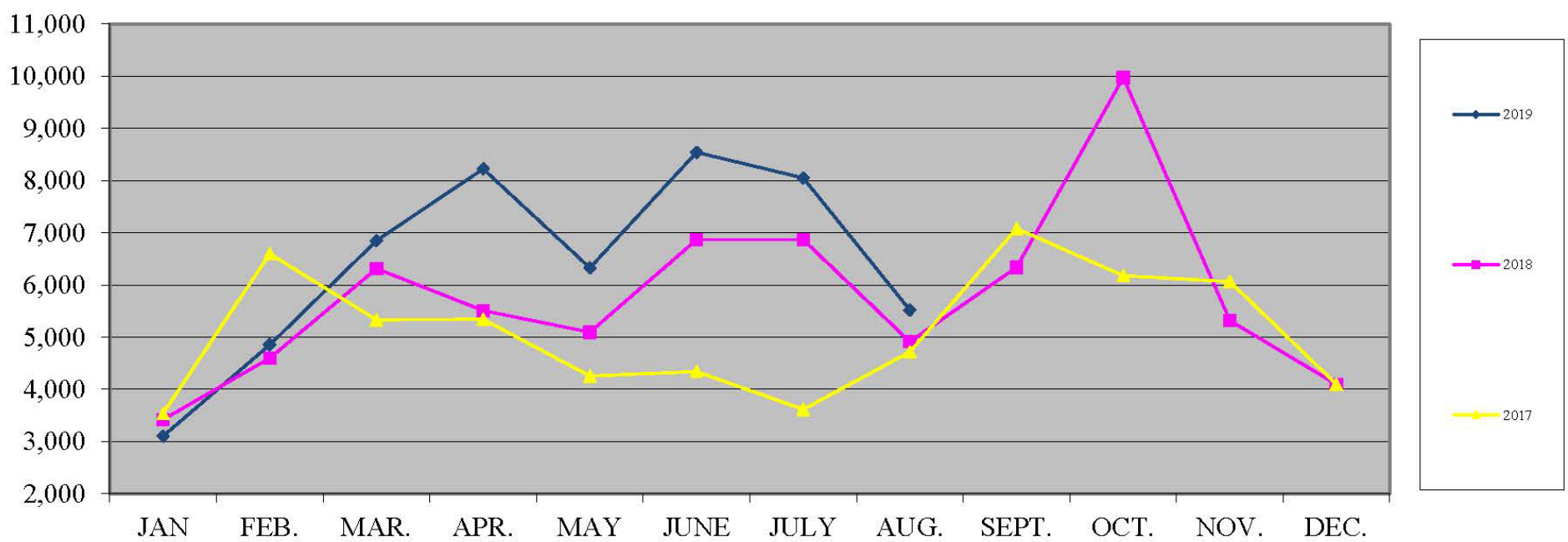
Review of Airport Activity & Financial Reports

Tim Rogers, A.A.E.

Shelli Swanson, C.M.

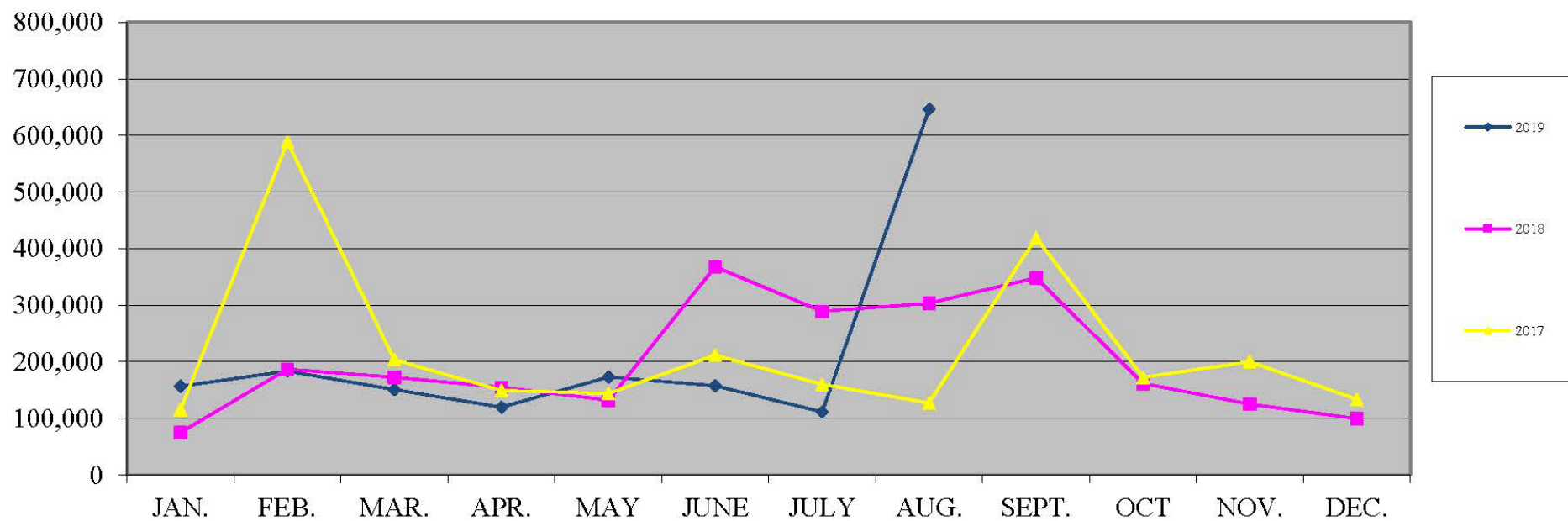


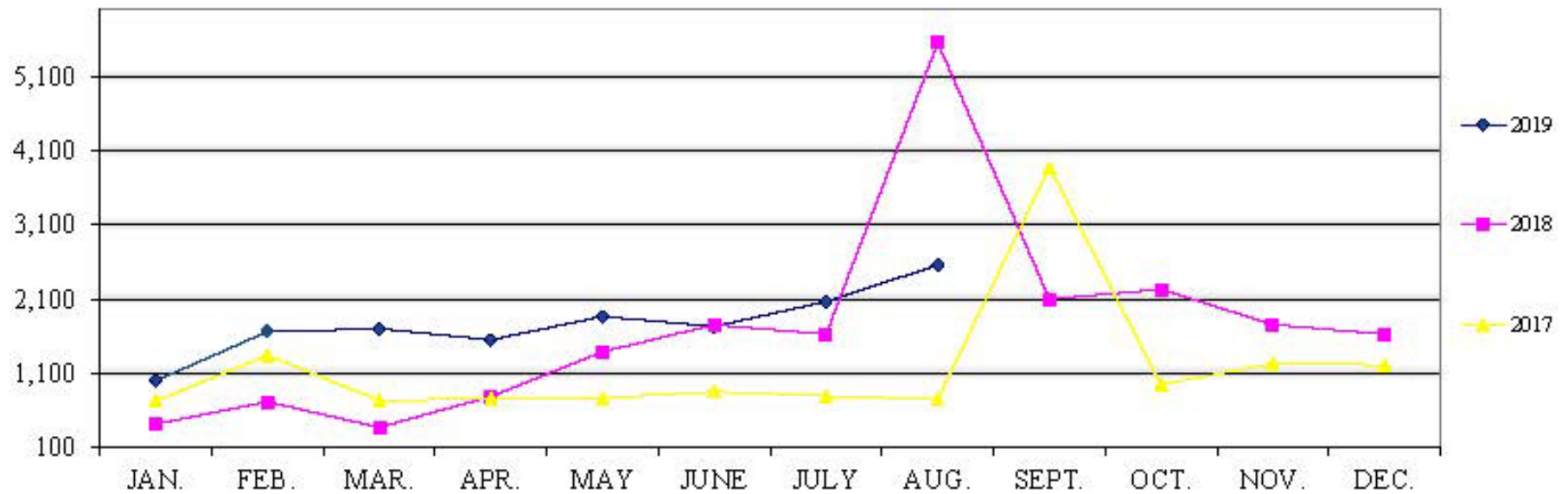
Air Traffic



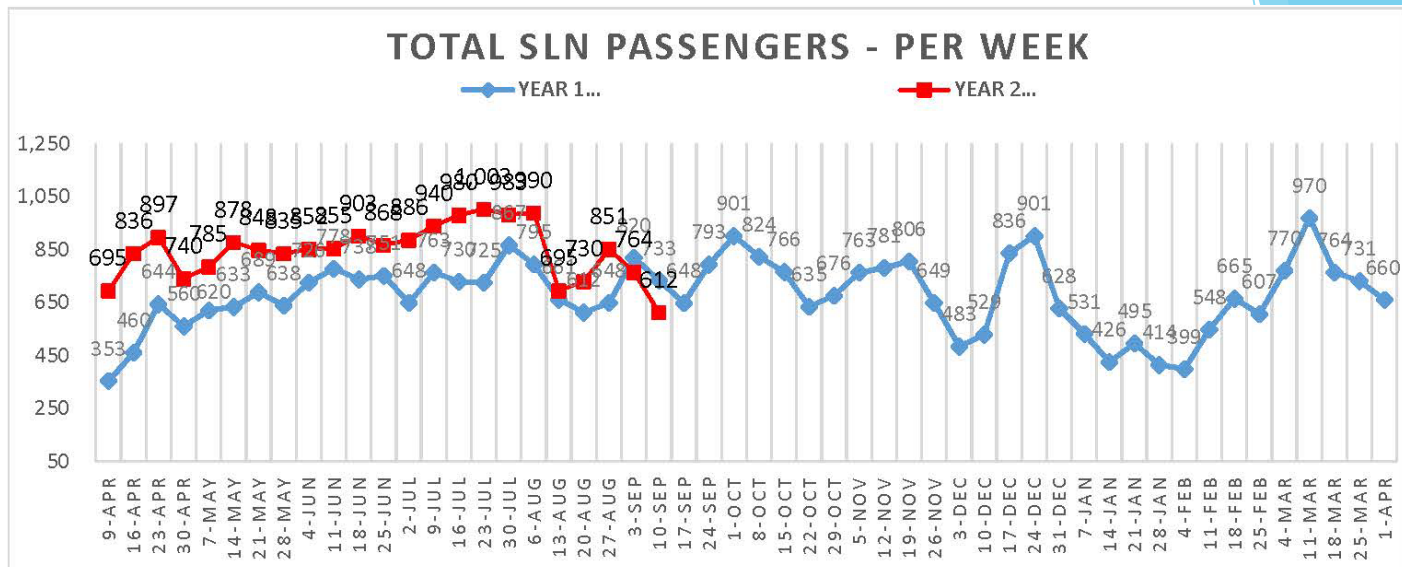


Fuel Flowage

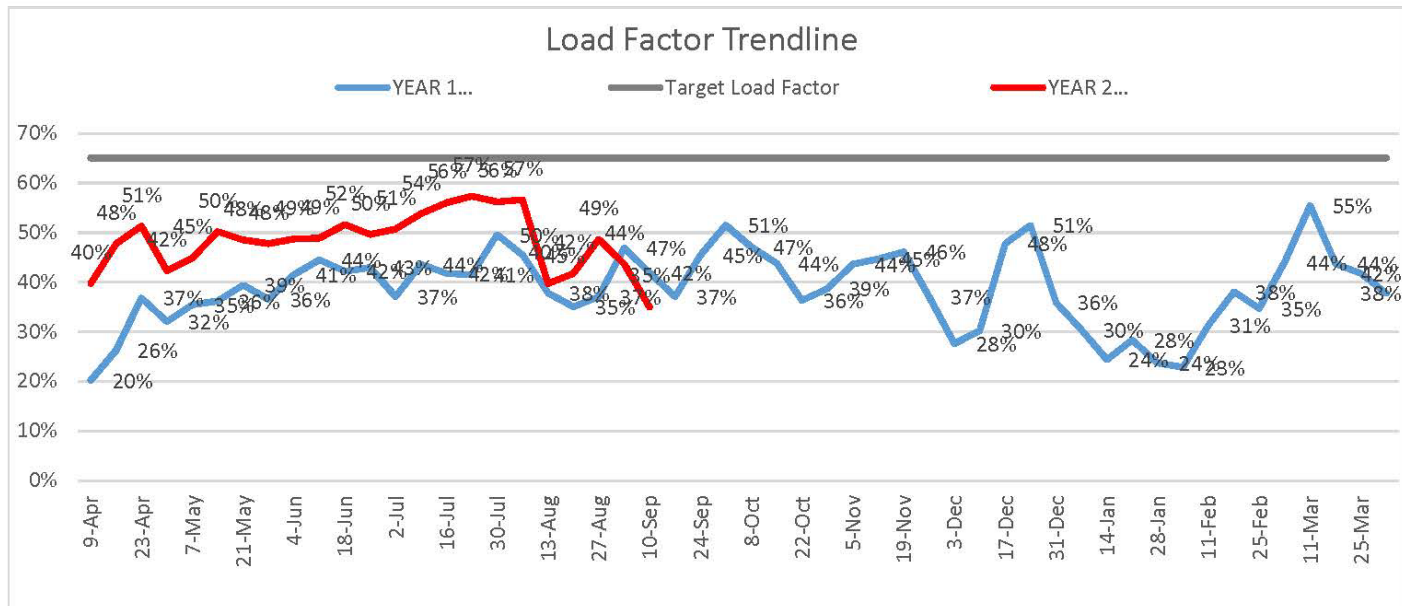




Weekly Enplanements and Load Factor



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



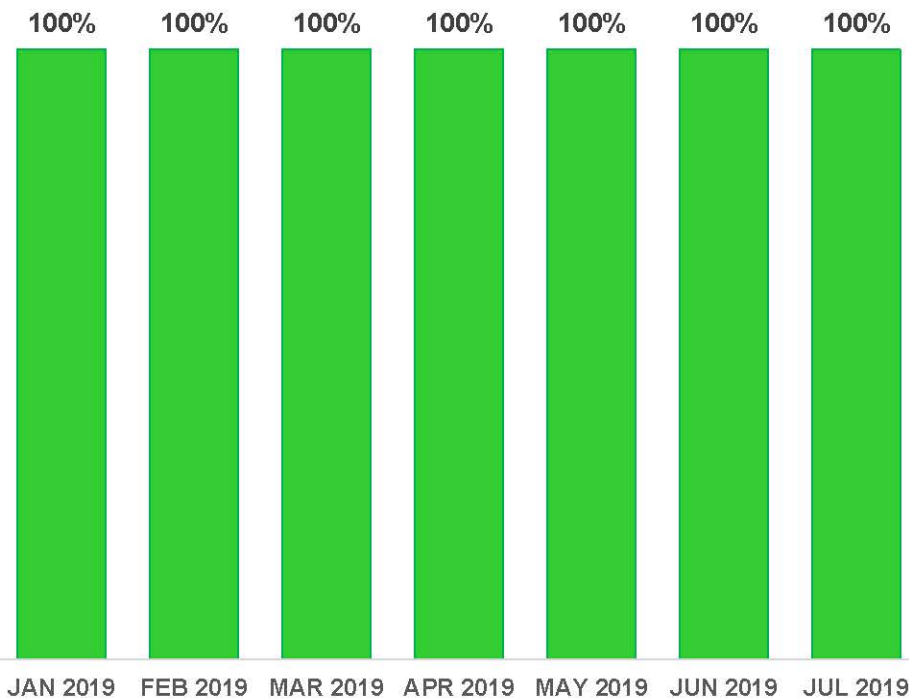
SkyWest / United's excellent dependability provides another marketing opportunity for SLN

→ Controller Completion Factor, or the percentage of flights completed outside of "Acts of God" (weather) has been perfect YTD

→ Previous operators at Salina struggled with this metric as "Pilot shortages" and "Mechanical Cancellations" are the key measures of "Controllable Completion Factor"

→ Contrary to urban legend, flights are not cancelled due to low load factor. A plane makes multiple stops during the day and the costs of not staying on routing are extraordinary. Pilots bid "lines" months in advance that must be adhered to and gating at hubs is limited to narrow windows. An airline getting "out of cadence" is expensive and sometimes takes days to catch up

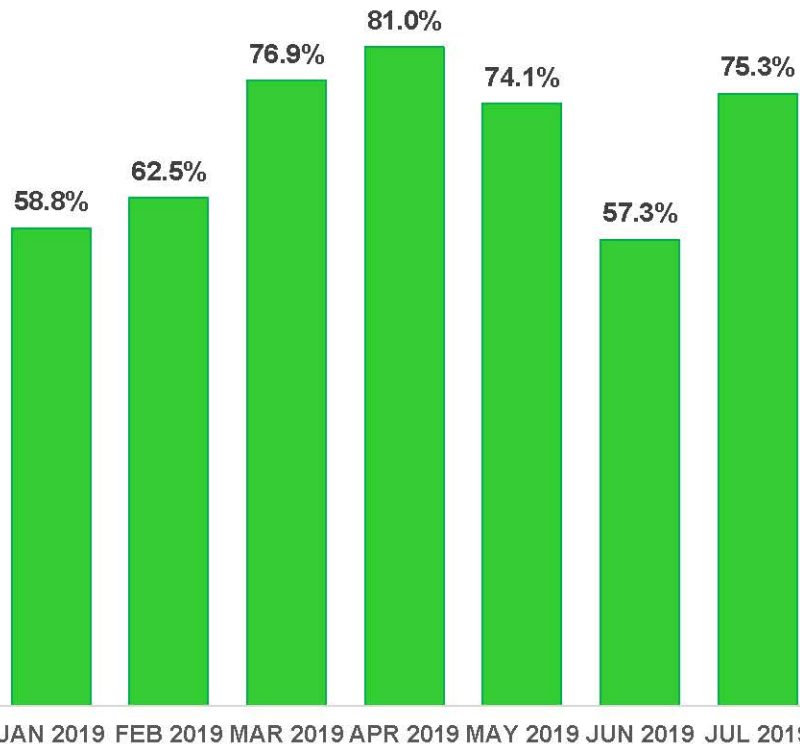
SkyWest Controllable Completion Factor at SLN January 2019 through July 2019



Source:
SkyWest

75% of SkyWest flights at SLN arrived On-Time in July

SkyWest Arrivals at SLN within 14 Minutes January 2019 through July 2019



- The US Department of Transportation considers a flight to be “On-Time” if it arrives within 14 minutes of scheduled arrival
- A 75% On-Time performance with a 100% Controllable Completion Factor is excellent operating performance
- The troughs in SkyWest dependability is based on overall Chicago (ORD) performance. It is a much busier airport and more congested airport than Denver International (DEN), which makes it more susceptible to winter weather and June thunderstorms

Financial Reports

Salina Airport Authority Profit & Loss Budget Performance August 2019

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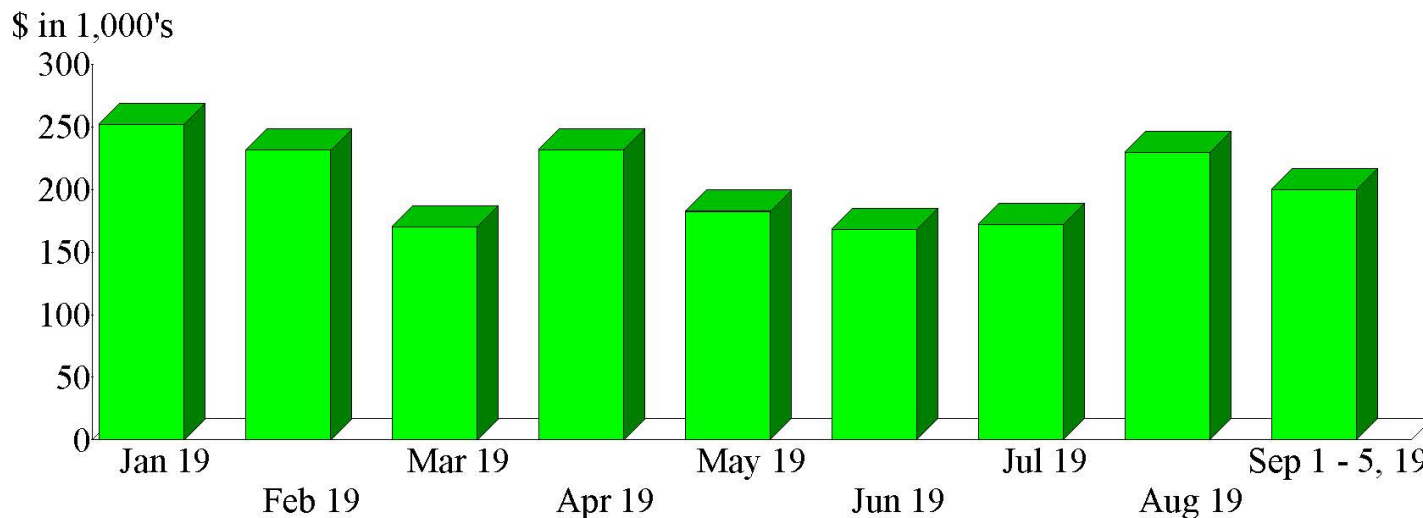
09/13/2019

Accrual Basis

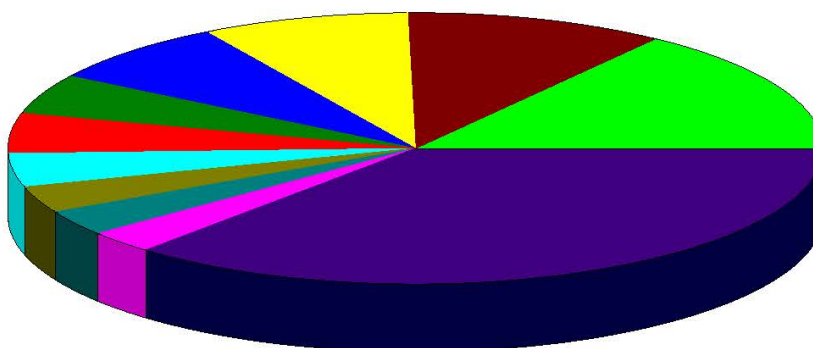
	Aug 19	Jan - Aug 19	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense						
Income						
Total Airfield revenue	177,555	649,334	567,538	81,796	114%	851,307
Total Building and land rent	131,310	881,015	946,440	-65,425	93%	1,419,660
Total Other revenue	33,277	93,819	149,999	-56,180	63%	225,000
Total Income	342,142	1,624,168	1,663,977	-39,809	98%	2,495,967
Gross Profit	342,142	1,624,168	1,663,977	-39,809	98%	2,495,967
Expense						
Total Administrative expenses	104,508	983,575	1,077,150	-93,575	91%	1,615,722
Total Maintenance expenses	61,070	573,954	562,000	11,954	102%	843,000
Total Expense	165,578	1,557,529	1,639,150	-81,621	95%	2,458,722
Net Ordinary Income	176,564	66,639	24,827	41,812	268%	37,245
Other Income/Expense						
Total Other Income	207,524	2,381,700	2,143,075	238,625	111%	3,214,612
Total Other Expense	299,266	2,337,542	2,277,497	60,045	103%	3,416,245
Net Other Income	-91,742	44,158	-134,422	178,580	-33%	-201,633
Net Income	84,822	110,797	-109,595	220,392	-101%	-164,388

Sales by Month
January 1 through September 5, 2019

Dollar Sales



Sales Summary
January 1 through September 5, 2019

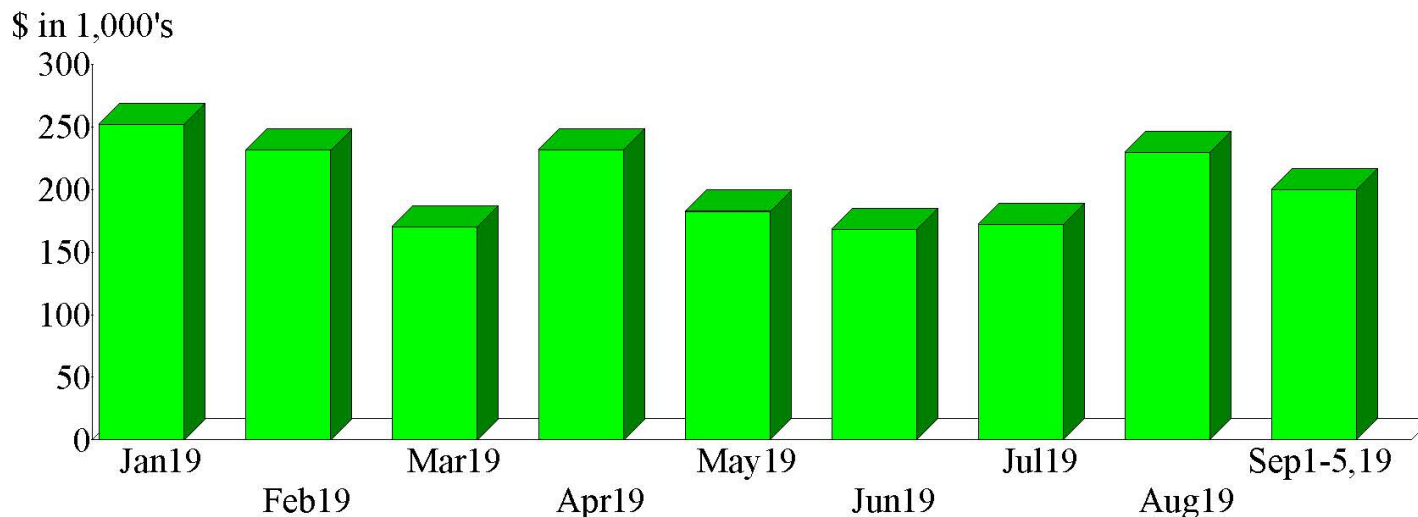


Kansas Erosion Products, LLC.	15.02%
Avflight Salina	10.35
Exide	8.43
Wal-Mart Stores, Inc.	7.51
USSOCOM (Jaded Thunder)	4.91
City of Salina, KS	4.90
Universal Forest Products (UFP)	4.10
582nd Helicopter Group	3.23
SFC Global Supply Chain	3.14
Kansas State Polytechnic - Salina	2.85
Other	35.56
Total	\$1,838,539.30

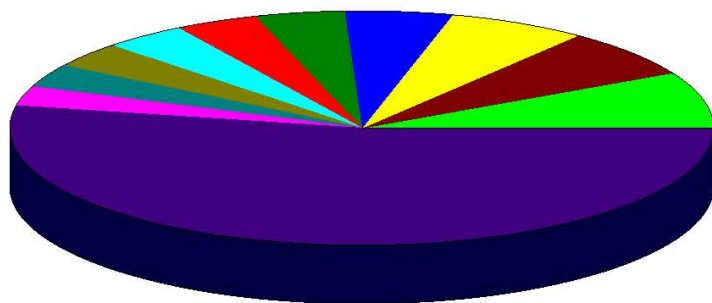
By Customer

Sales by Month
January 1 through September 5, 2019

Dollar Sales



Sales Summary
January 1 through September 5, 2019



H-0606-1 (Hangar 606 - 2630 Arnold Ct.	7.93%
B-01021 (Building #1021 located at 3600	6.76
Utility Reimbursement (Utility Reimburse	6.40
B-00655-3 (Bldg. #655 (56,961 SF) - 2656	5.00
FFF-Avflight Salina (Fuel Flowage Fee @	4.23
H-0509-1 (Hangar 509 Rental)	3.90
H-0600-1 (Hangar 600 - 20,217 sq. ft.)	3.85
B-00620-1 (Building #620 (30,000 SF) an	3.56
Air Service Marketing (Fly Salina - Air	3.26
B-00655-4 (Bldg. #655 (32,628 SF) - 2656	2.86
Other	52.25
Total	\$1,838,539.30

By Item

Financial Reports

Salina Airport Authority
Capital Additions Budget vs. Actual
As of August 31, 2019

4:01 PM
09/13/2019
Accrual Basis

	Aug 19	Jan - Aug 19	Annual Budget	+/- Annual Budget	% of Annual Budget
ASSETS					
Fixed Assets					
Total Airfield	20,619	45,646	200,656	-155,010	23%
Total Buildings & Improvements	348,506	365,719	2,898,918	-2,533,199	13%
Total Equipment	0	46,656	7,500	39,156	622%
Total Land	13,468	113,269	50,000	63,269	227%
Total Fixed assets at cost	382,593	571,290	3,157,074	-2,585,784	18%

Aerospace Workforce Recruitment Update

Tim Rogers, A.A.E.





Is an FAA Part 145 Repair and Maintenance station. Engaged in supporting aircraft maintenance, flight operations and safety management throughout the world of airline operators.

We're Hiring at our expansion location is Salina, KS.

Job Vacancies

- CERT. A&P MECHANICS
- AVIONICS
- SHEET METAL MECHANICS

Apply with Resume

July 18th

12:30pm - 6:30pm

Salina Airport

Hanger 600

2720 Arnold Ct. Salina,
KS 67401



Salina KS Community Economic Development
Organization



Hiring Event

Apply with resume

July 18, 2019

12:30 pm – 6:30 pm
Salina Airport • Hanger 600
2720 Arnold Ct. • Salina, KS

Job Vacancies:

- Cert. Airframe & Power Plant Mechanic
- Repair Mechanic
- Aviation Sheet Metal Mechanic
- Inventory / Warehouse / Parts



1 Vision Aviation is an FAA Part 145 Repair and Maintenance station engaged in supporting aircraft maintenance, flight operations and safety management throughout the world of airline operators.

Look for the KANSASWORKS Mobile Center!

A proud partner of the AmericanJobCenter® network



This program is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities. Requests for disability accommodations may be made by contacting Linda Koci at the Hays Workforce Center at (785) 625-5654, TDD: 711 or 1-800-766-3777, Linda.Koci@ks.gov. Requests should be made at least ten (10) working days in advance of event.



KANSASWORKS

- ❑ Job orders were created.
- ❑ Announcements were approved and went live nationwide.
- ❑ Partnered with the Chamber to staff the hiring event.





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- SHEET METAL MECHANICS

Send Resumes & Certifications to

jobs@1vision.aero

Must be able to pass a FAA mandated pre-employment drug screen and random selection throughout their employment.

Purchased Advertisement

The Wichita Eagle

- ❑ Ad - 1.57x3 color display ad on the 14th through 19th.
- ❑ 30 days on multiple job boards (Career builder and jobs.kansas.com.
- ❑ Aggregators: Indeed, Zip Recruiter, Glassdoor, beyond and jobs2careers) and then also digital advertisements on simpli.fi network.
- ❑ Sunday print circulation: 100k
All other days in print circulation: 30k
- ❑ Kansas.com:
 - Average 126,033 visitors a day
 - Total 7.4 million mobile page views
 - Total 11 million page views
 - Total 223,956 video views



20 positions filled and 10 additional offers have been made

90 job seekers applied





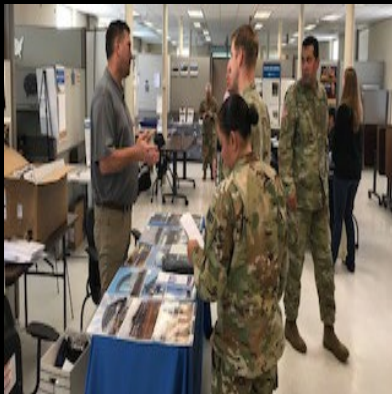
KANSAS STATE
UNIVERSITY | Polytechnic Campus

OUTREACH



WASHBURN
UNIVERSITY

- ❖ WSU - Tech, July 9th
- ❖ K-State Polytechnic, July 18th
- ❖ Fort Leavenworth, August 13th
- ❖ Fort Riley, August 20th
- ❖ Washburn University, September 11th



Plans & Resources

- ▶ Continuation of outreach.
- ▶ Job postings with military installations.
- ▶ Reactivation of job orders - Kansas Works,
- ▶ Connect WSU-Tech Career Services with 1 Vision Admin.
- ▶ A re-run of 1 Vision vacancies ad through Wichita Eagle.
- ▶ Assist 1 Vision in Collegiate and Military career fairs.
- ▶ Connect 1 Vision to a HR-Marketing/Recruiting firm.
- ▶ Share Researched information with 1 vision, of institutions that issues awards and certificates in A&P.

Awards in USA for Sheet Metal Technology/Sheetworking (48.0506)

School	Certificates and Yr Awards	Total Awards	Address	City	State
Ivy Tech Community College	45	45	50 W. Fall Creek Parkway N. Drive	Indianapolis	IN
Palomar College	23	23	1140 W. Mission	San Marcos	CA
Saint Paul College	19	19	235 Marshall Ave	Saint Paul	MN
Columbus State Community College	17	17	550 E Spring St	Columbus	OH
Community College of Allegheny County	17	17	800 Allegheny Ave	Pittsburgh	PA
Honolulu Community College	16	16	874 Dillingham Blvd	Honolulu	HI
Three Rivers Community College	16	16	574 New London Turnpike	Norwich	CT
San Diego City College	14	14	1313 Park Boulevard	San Diego	CA
American River College	13	13	4700 College Oak Dr	Sacramento	CA
Butler Community College	11	11	901 S Haverhill Rd	El Dorado	KS
Milwaukee Area Technical College	11	11	700 W State St	Milwaukee	WI
Chippewa Valley Technical College	9	9	620 W Clairemont Ave	Eau Claire	WI
Rock Valley College	6	6	3301 N Mulford Rd	Rockford	IL
Bakersfield College	5	5	1801 Panorama Dr	Bakersfield	CA
Montana State University-Billings	4	4	1500 University Drive	Billings	MT
Columbia Basin College	3	3	2600 N 20th Ave	Pasco	WA
Modesto Junior College	3	3	435 College Ave	Modesto	CA
Bates Technical College	2	2	1101 S Yakima Ave	Tacoma	WA
College of Southern Nevada	2	2	6375 W. Charleston Blvd.	Las Vegas	NV
Hillsborough Community College	2	2	39 Columbia Drive	Tampa	FL
Long Beach City College	2	2	4901 E. Carson St.	Long Beach	CA
Southwestern Illinois College	2	2	2500 Carlyle Ave	Belleville	IL
Foothill College	1	1	12345 El Monte Rd	Los Altos Hills	CA
Shawnee Community College	1	1	8364 Shawnee College Rd	Ullin	IL
Delta College	0	0	1961 Delta Road	University Center	MI
Emily Griffith Technical College	0	0	1860 Lincoln Street	Denver	CO
Fort Myers Technical College	0	0	3800 Michigan Ave	Fort Myers	FL
GateWay Community College	0	0	108 N. 40th Street	Phoenix	AZ
Lancaster County Career and Technology Center	0	0	1730 Hans Herr Dr	Willow Street	PA
Macomb Community College	0	0	14500 E Twelve Mile Rd	Warren	MI
Miami Dade College	0	0	300 NE 2nd Avenue	Miami	FL
Miami Lakes Educational Center and Technical College	0	0	5780 NW 158th St	Miami Lakes	FL
Mississippi Delta Community College	0	0	Hwy 3 and Cherry St	Moorhead	MS
Mt Hood Community College	0	0	26000 SE Stark St	Gresham	OR
Terra State Community College	0	0	2830 Napoleon Rd	Fremont	OH
Vincennes University	0	0	1002 N First St	Vincennes	IN
Western Technical College	0	0	400 Seventh St. North	La Crosse	WI
Total	244	244			

Source: JobsEQ®

Data as of the 2016-2017 academic year, related occupation data as of 2019Q1.

Note: Figures may not sum due to rounding.

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Airport Terminal Building Requirements Study Update

Tim Rogers, A.A.E.



Terminal Area Plan for

Salina Regional
SLN Airport



SALINA Airport
Authority



Terminal Area Master Plan Project Schedule

Element		Months									
Notice to Proceed →		AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
1	Project Management										
2	Inventory Existing Terminal										
3	Terminal Forecast Update										
4	Terminal Capacity & Facility Requirements										
5	Terminal Area Alternatives Analysis										
6	Recommended Concept/Financial Feasibility										
7	Meetings/Final Documentation										
	Staff Review/Coordinations Meetings (3)				MTG		MTG		MTG		
	Airport Authority Update/Approval Meetings (4)		VC	MTG	VC	MTG	VC	MTG	VC	MTG	
	Terminal Area Plan Technical Report									DF	F
	Update ALP and Terminal Area Plan Drawings										

KEY:
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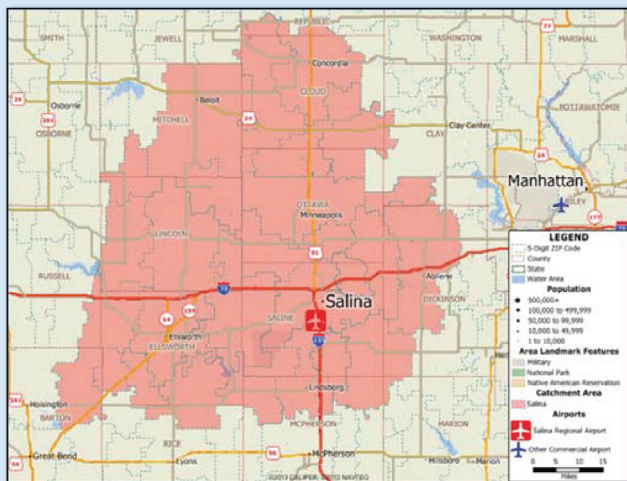
SLN Enplanement History



SLN Catchment Area

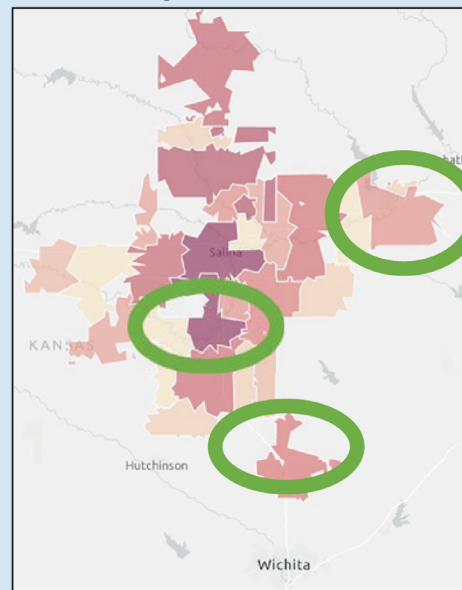
SLN 2017 Catchment Area

300,000 O&D Passengers
SLN Capture Rate - 3.4%



SLN 2019 Catchment Area

900,000 O&D within 60 Miles
SLN Capture Rate - 4.1%

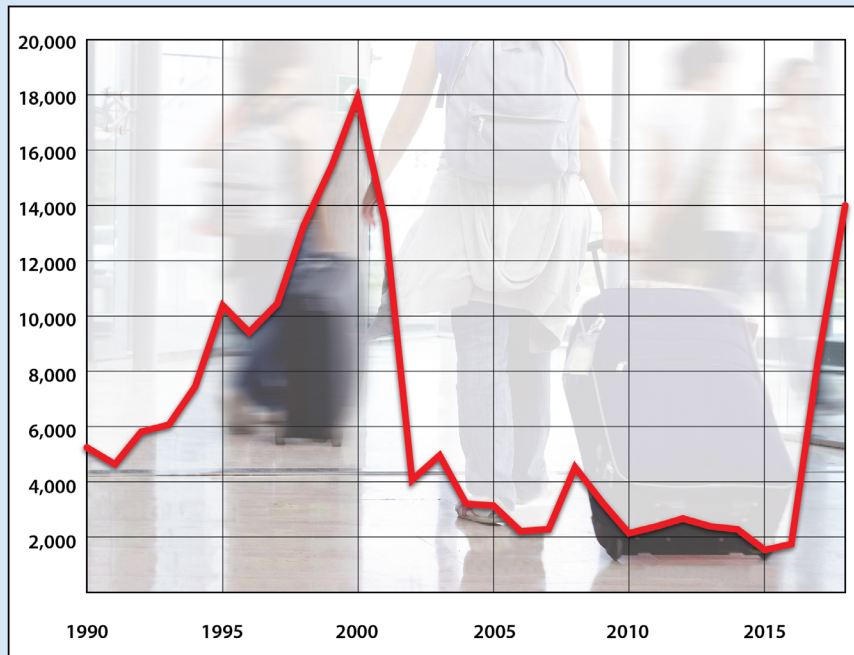


37 Zip Codes in 11 Counties



47 Zip Codes in 13 Counties

SLN Enplanements by Year and Service Era



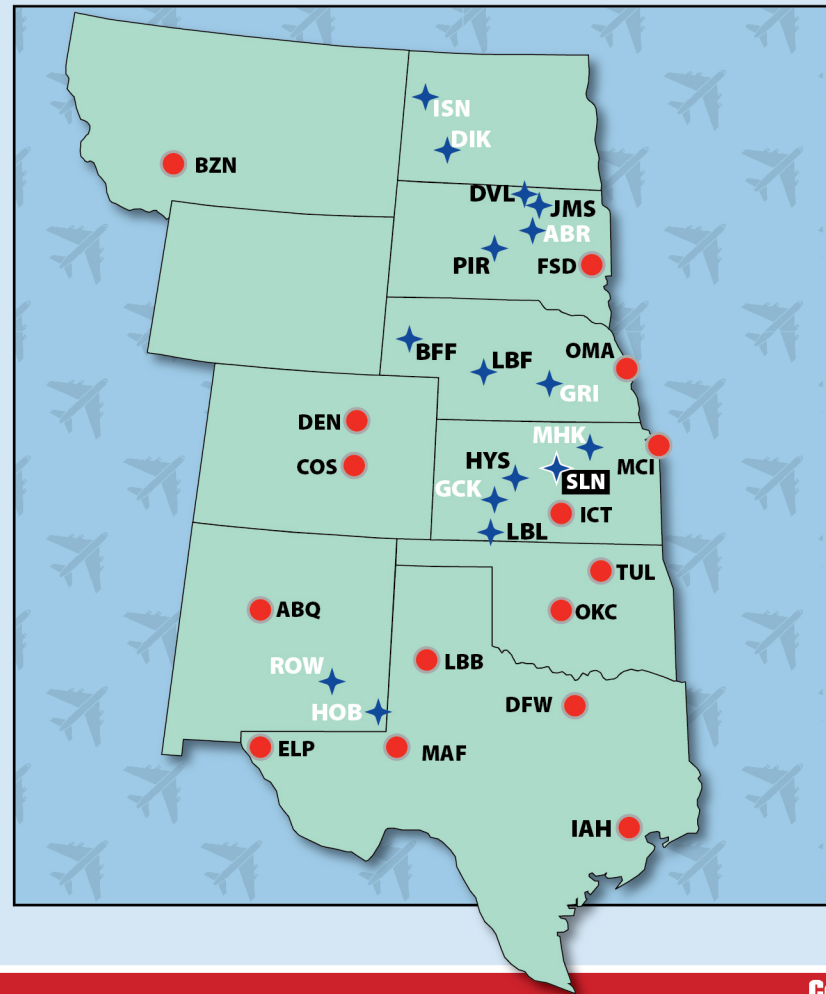
SLN Airline Statistics

	Daily Departures	Seat Gauge	Passengers	Load Factor	Equipment
YE Mar 2004	2.4	19.0	2,159	13%	Beechcraft 1900
YE Mar 2005	2.5	19.0	2,706	16%	Beechcraft 1900
YE Mar 2006	2.5	19.0	2,121	12%	Beechcraft 1900
YE Mar 2007	2.5	19.0	1,660	10%	Beechcraft 1900
YE Mar 2008	1.8	19.0	2,727	24%	Beechcraft 1900
YE Mar 2009	4.2	19.0	8,575	32%	Beechcraft 1900
YE Mar 2010	3.2	19.0	4,312	20%	Beechcraft 1900
YE Mar 2011	2.5	9.6	1,809	21%	Cessna Caravan/Pilatus
YE Mar 2012	2.5	9.0	2,733	33%	Cessna Caravan/Pilatus
YE Mar 2013	2.5	9.0	2,359	29%	Cessna Caravan/Pilatus
YE Mar 2014	2.4	9.0	2,159	27%	Cessna Caravan/Pilatus
YE Mar 2015	2.5	9.0	2,013	25%	Cessna Caravan/Pilatus
YE Mar 2016	1.0	9.0	782	25%	Cessna Caravan/Pilatus
YE Mar 2017	1.3	28.7	5,090	36%	Embraer 120 Turboprop
YE Mar 2018	1.7	25.8	8,172	51%	Embraer 120 Turboprop
YE Mar 2019	2.4	50.0	16,290	45%	Regional Jet

Comparative Regional Jet Airports

★ REGIONAL JET AIRPORTS

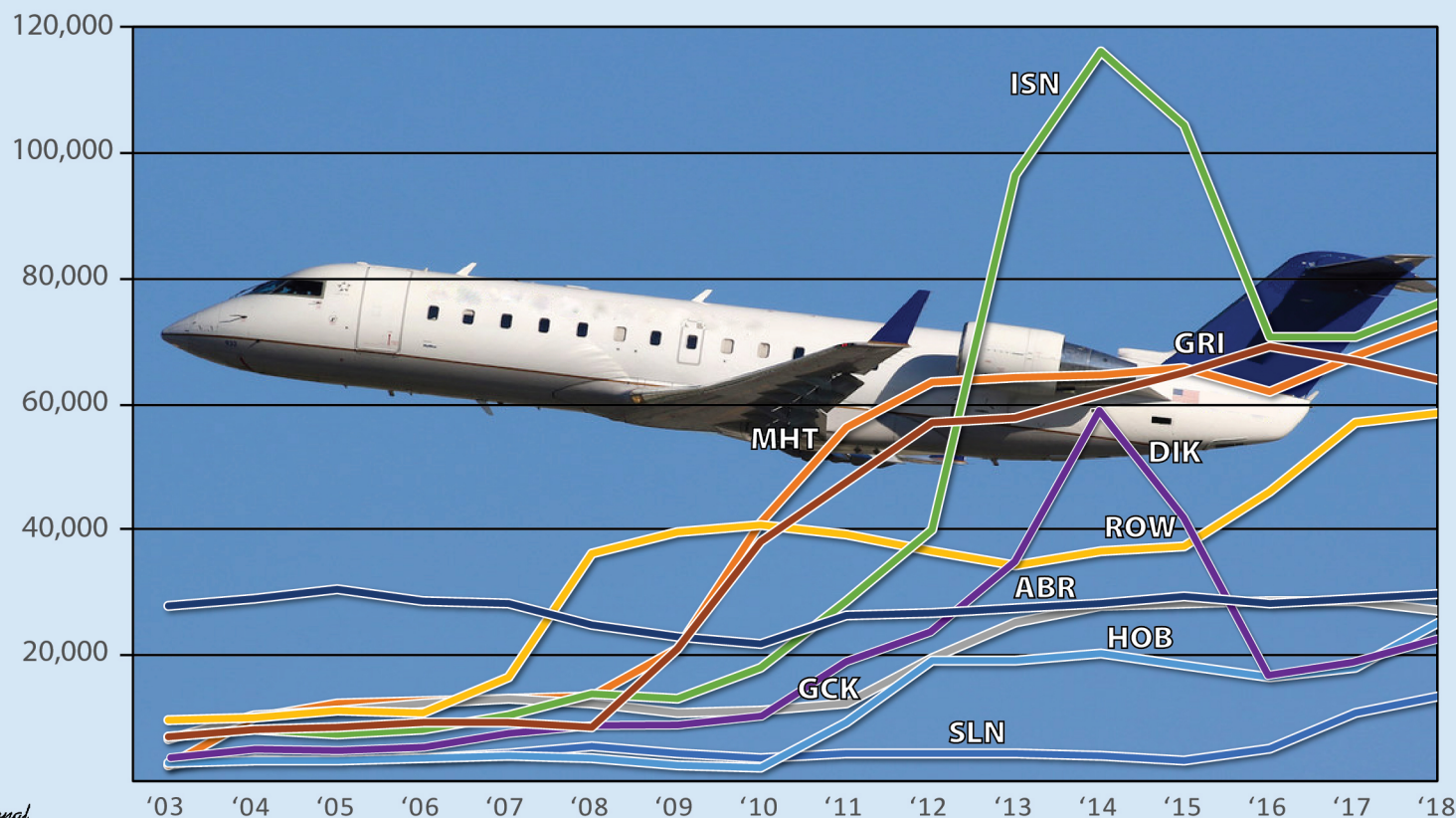
● HUB AIRPORTS



Travel Propensity Great Plains Regional Jet Airports

Airport	2005			2015			2018		
	Enplaned	Population	TPF	Enplaned	Population	TPF	Enplaned	Population	TPF
Kansas									
SLN	2,346	60,458	0.039	1,221	61,390	0.020	11,672	60,203	0.194
GCK	9,338	36,754	0.254	26,446	37,208	0.711	25,084	36,611	0.685
HYS	7,986	27,429	0.291	8,151	29,002	0.281	11,991	28,710	0.418
LBL	3,580	22,334	0.160	2,459	44,709	0.055	5,169	42,235	0.122
MHK	10,397	114,356	0.091	63,764	136,935	0.466	70,459	134,308	0.525
Nebraska									
BFF	8,892	37,008	0.240	3,589	36,230	0.099	13,234	35,989	0.368
EAR	6,746	50,829	0.133	4,543	55,171	0.082	4,506	56,159	0.080
GRI	6,679	78,140	0.085	63,168	84,472	0.748	61,379	85,088	0.721
LBF	7,670	36,846	0.208	3,887	35,512	0.109	13,003	35,185	0.370
New Mexico									
HOB	1,533	58,331	0.026	15,565	71,496	0.218	23,413	69,611	0.336
ROW	9,198	62,172	0.148	35,411	65,878	0.538	56,607	64,689	0.875
North Dakota									
DIK	4,840	23,444	0.206	41,895	31,869	1.315	22,576	30,997	0.728
DVL	3,327	11,344	0.293	6,178	11,647	0.530	6,628	11,481	0.577
ISN	5,548	19,855	0.279	102,281	35,288	2.898	73,844	35,350	2.089
JMS	2,193	21,132	0.104	6,085	21,050	0.289	11,759	20,917	0.562
South Dakota									
ATY	8,921	31,989	0.279	982	33,932	0.029	11,485	34,073	0.337
ABR	28,531	39,539	0.722	27,474	42,404	0.648	27,688	43,191	0.641
PIR	15,692	19,704	0.796	6,543	21,928	0.298	29,932	22,064	1.357

Scheduled Air Service Histories 2003-2018



Enplanements

		2005	2010	2015	2018
SLN	Salina	2,346	1,698	1,221	11,672
GCK	Garden City	9,338	9,307	26,446	25,084
MHK	Manhattan	10,397	39,246	63,764	70,459
GRI	Grand Island	6,679	36,295	63,168	61,379
ROW	Roswell	9,198	38,741	35,411	56,607
HOB	Hobbs	1,533	333	15,565	23,413
ISN	Williston	5,548	16,140	102,281	73,844
ABR	Aberdeen	28,531	20,087	27,474	27,688

Flights

		2005	2010	2015	2018
SLN	Salina	909	932	509	837
GCK	Garden City	1,677	1,958	704	715
MHK	Manhattan	1,805	1,335	1,726	1,792
GRI	Grand Island	977	1,112	921	981
ROW	Roswell	2,021	1,162	1,064	1,395
HOB	Hobbs	668	386	607	678
ISN	Williston	697	1,222	2,946	1,738
ABR	Aberdeen	2,708	953	744	742

Seats

		2005	2010	2015	2018
SLN	Salina	17,271	10,144	4,581	37,857
GCK	Garden City	31,863	37,202	34,881	29,605
MHK	Manhattan	34,295	48,778	83,311	94,694
GRI	Grand Island	18,734	50,116	74,292	76,153
ROW	Roswell	38,399	50,766	52,192	84,302
HOB	Hobbs	12,692	180,783	28,740	33,805
ISN	Williston	19,820	36,111	147,349	86,677
ABR	Aberdeen	93,146	33,844	37,253	35,600

Boarding Load Factor

		2005	2010	2015	2018
SLN	Salina	13.6%	16.7%	26.7%	30.8%
GCK	Garden City	29.3%	25.0%	75.8%	84.7%
MHK	Manhattan	30.3%	80.5%	76.5%	74.4%
GRI	Grand Island	35.7%	72.4%	85.0%	80.6%
ROW	Roswell	24.0%	76.3%	67.8%	67.1%
HOB	Hobbs	12.1%	9.6%	54.2%	69.3%
ISN	Williston	28.0%	44.7%	69.4%	85.2%
ABR	Aberdeen	30.6%	59.4%	73.7%	77.8%

QUESTIONS?

Terminal Area Master Plan Project Schedule

Element		Months									
Notice to Proceed →		AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
1	Project Management										
2	Inventory Existing Terminal										
3	Terminal Forecast Update										
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	Terminal Area Plan Technical Report									DF	F
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Review Projected 2020 Operating Revenue

Tim Rogers, A.A.E.

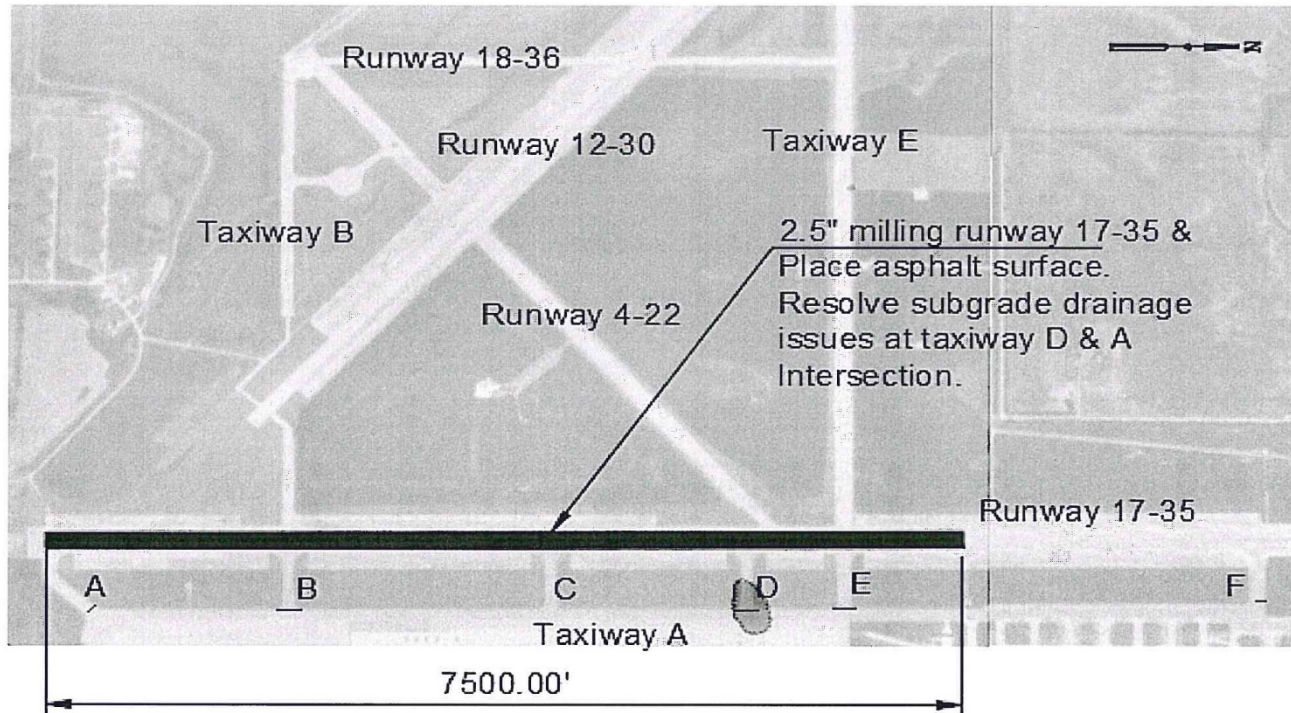
Shelli Swanson, C.M.

Staff Reports

SEE INSTRUCTIONS TO COMPLETE THIS INFORMATION

Airport Name, LOCID, City, State:	Salina Regional Airport, SLN, Salina, Kansas		
AIP Project Type:	Rehab the south 7500' of runway 17-35		
Local Priority:	1 - Very High	Federal Share:	\$2,972,173.50
FFY Requested:	2020	State Share:	\$0.00
Provide Detailed Project Scope and Justification Below. You must attach a sketch/drawing that clearly identifies the scope of the project.		Local Share:	\$330,241.50
		Total Project Cost:	\$3,302,415.00

The south 7,500' of runway 17-35 was paved in 2004 and from 7500' to 10,000' was paved in 2010. Alligator cracking is occurring that cannot be fixed with joint sealing. This mill and inlay would bring the pavement back to excellent condition and would continue a good weather protection for the underlying pavement. In the spring of 2017 the surface of the south 7500' was overlaid with a slurry seal.



SALINA REGIONAL AIRPORT, SALINA KANSAS
ENGINEERS OPINION OF PROBABLE CONSTRUCTION COST

9/17/2019

Rehab the south 7,500' of runway 17-35 with a Mill & Inlay Including 20' Shoulders

Item No.	Item Description	Unit	Quantity	Unit Cost	Local Cost	FAA Cost	Total Cost
1	Mobilization	L.S.	1	\$ 110,000.00	\$ 11,000.00	\$ 99,000.00	\$ 110,000.00
2	Temporary Marking, Lighting & Barricades	L.S.	1	\$ 8000.00	\$ 800.00	\$ 7,200.00	\$ 8,000.00
	DEMO						
3	Mill Asphalt Pavement 2.5" Depth	S.Y.	124998	\$ 4.00	\$ 49,999.11	\$ 449,992.00	\$ 499,991.11
	PAVEMENT WORK						
4	Bituminous Tack Oil	Gal.	25000	\$ 4.00	\$ 9,999.82	\$ 89,998.40	\$ 99,998.22
5	Bituminous Surface Course	Ton	16,312	\$ 115.00	\$ 187,590.42	\$ 1,688,313.74	\$ 1,875,904.15
6	Marking, Reflectorized, Permanent	S.F.	102,951	\$ 2.50	\$ 25,737.75	\$ 231,639.75	\$ 257,377.50
7	Marking, Non Reflectorized, Permanent	S.F.	18,782	\$ 2.00	\$ 3,756.40	\$ 33,807.60	\$ 37,564.00
8	Subgrade Drainage Issues T/W A-D Intersection	L.S.	1	\$ 50000.00	\$ 5,000.00	\$ 45,000.00	\$ 50,000.00
Construction Costs					\$293,883.50	\$2,644,951.49	\$2,938,834.98
Engineering Costs					\$31,000.00	\$279,000.00	\$310,000.00
Administrative Costs					\$300.00	\$2,700.00	\$3,000.00
Construction Management Costs					\$5,058.00	\$45,522.00	\$50,580.00
Total Costs					\$330,241.50	\$2,972,173.49	\$3,302,414.98

Project Description

The south 7500' of runway 17-35 was paved in 2004. Alligator cracking is occurring that cannot be fixed with joint sealing. This mill and inlay would bring the pavement back to excellent condition and would continue a good weather protection for the underlying pavement. Some asphalt shoulders have been blown out by jet blast and also needs to be rehabbed. In the spring of 2017 the surface was overlaid with a slurry seal. The existing and future pavement PCN is 75/R/C/W/T.

Announcements

OPEN HOUSE - HANGAR 606

Wednesday, September 25, 2019

8:00 AM - 5:00 PM

2630 Arnold Court



SALINA REGIONAL AIRPORT SALINA, KANSAS



Salina Regional
SLN Airport

HANGAR 606

Meet and speak to the pilots, see the aircraft, and watch the competition. Follow the event signs located on Centennial and Arnold Avenue to the Hangar!

PUBLIC VIEWING - FOSSETT PLAZA

Thursday, September 19, 2019 -

Friday, September 27, 2019

2035 Beechcraft Road



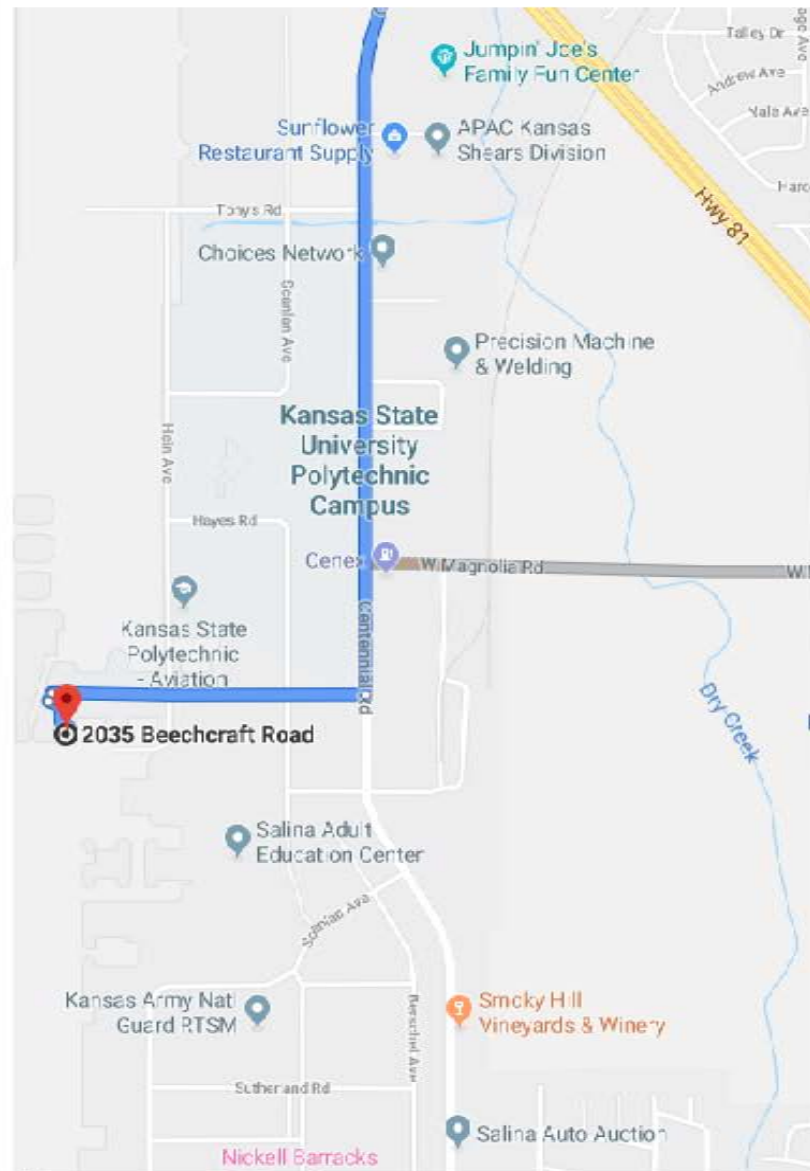
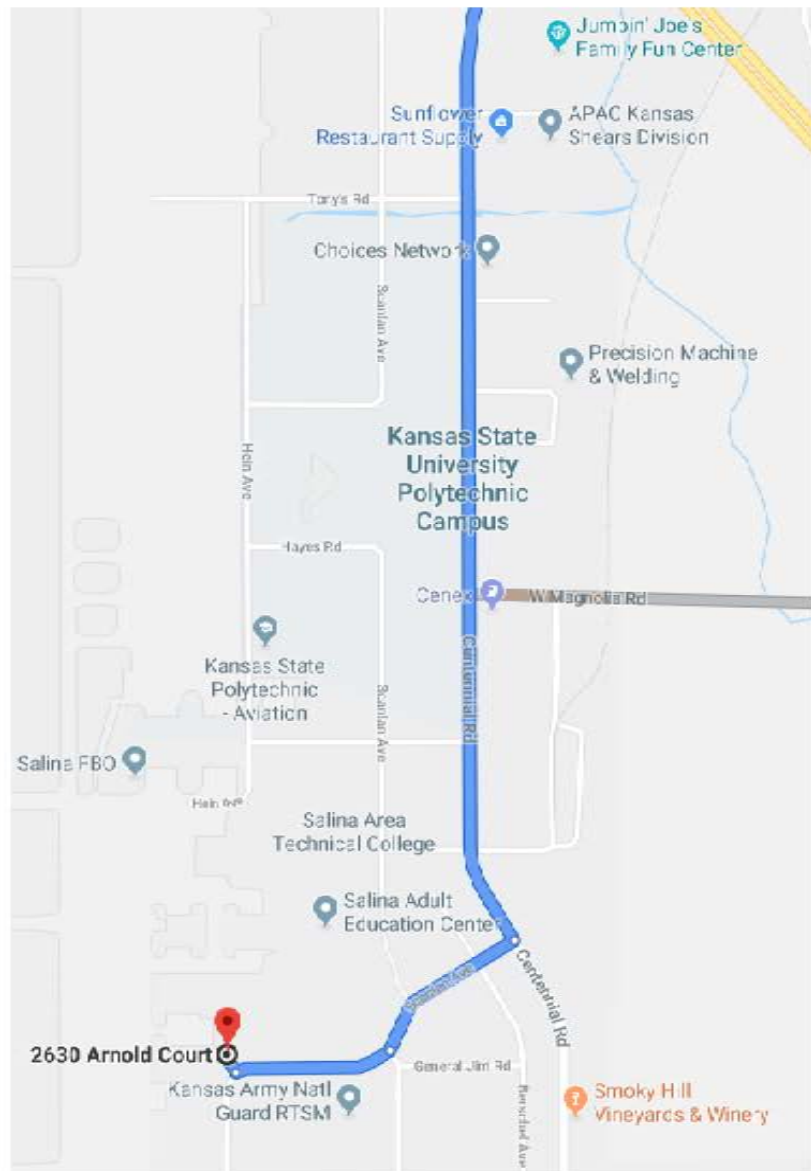
FOSSETT PLAZA

View the final event, 4-minute free-style flights, that include smoke on Friday, September 27, 2019 from 3:00 PM - 5:00 PM.

DIRECTIONS TO HANGAR 606



DIRECTIONS TO FOSSETT PLAZA

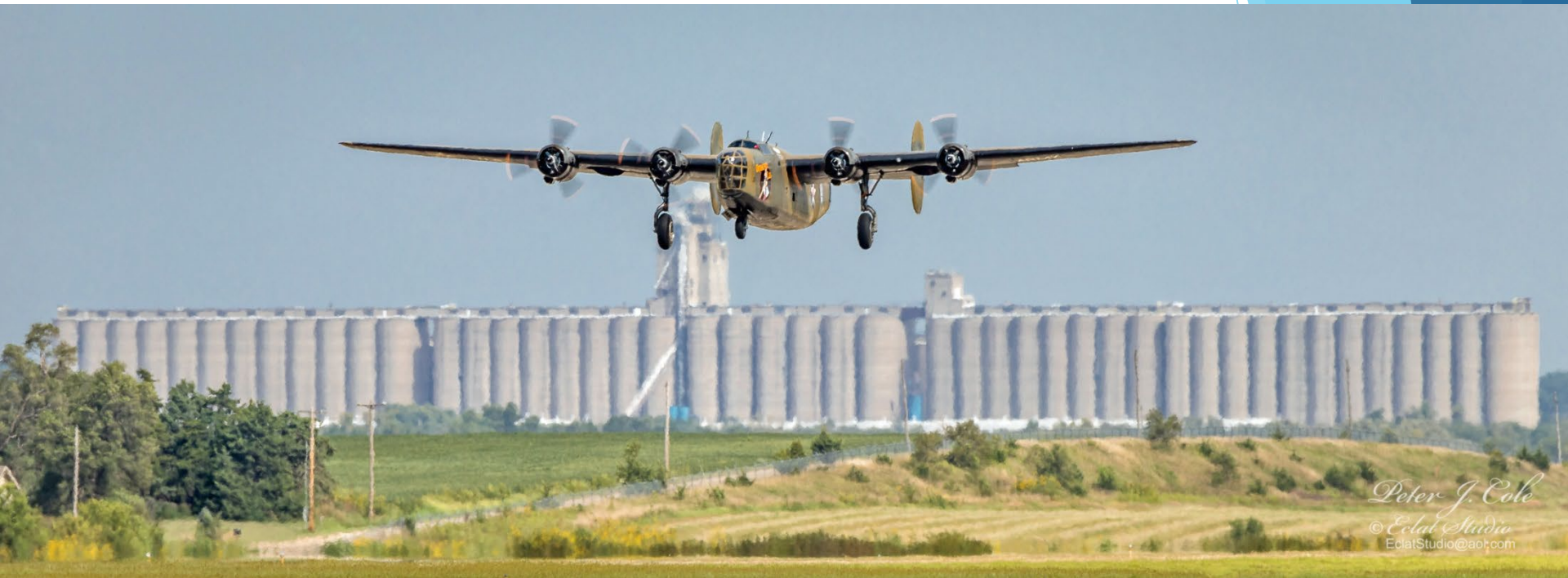


Schilling Project Update

Tim Rogers, A.A.E.

Greg Bengtson

Executive Session



Adjournment

Location Maps

Tim Rogers, A.A.E.

