



Smith Reynolds Airport

Executive Overview

for

Board of Commissioners

Forsyth County

October 2013



Airport Commission of Forsyth County

- **Organization**
 - 5 Airport Commissioners
 - Thomas F. McKim, Chairman
 - Perry G. Hudspeth, Vice Chairman
 - Scott G. Piper, Secretary/Treasurer
 - Glenn L. Cobb, Commissioner
 - Bill Whiteheart, County Commissioner
 - Airport Director
 - Mark R. Davidson, A.A.E.
 - 9 Full Time Employees
- **Airport Type**
 - FAA Designation “National” GA
 - Out of 2,954 Public Use Airports, only 84 are designated by the FAA as “National”
 - Based upon high levels of operations and jet traffic
 - FAR Part 139 Certificated Airport
 - Authorized for Passenger Commercial Service



AIRPORT COMMISSION OF FORSYTH COUNTY

SMITH REYNOLDS AIRPORT

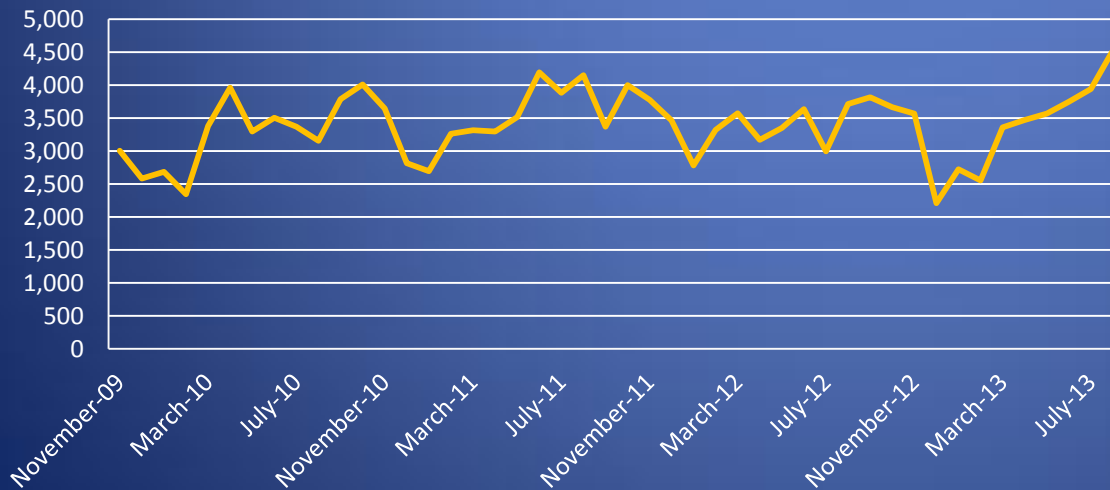


Operations

- Tenants by Lease: 62
- Aircraft Based on Field: 91
 - 63 Single Engine Aircraft
 - 11 Multi Engine Aircraft
 - 17 Jets
- Annual Operations: 41,373
- Approximately 884,052 Gallons of Aviation Fuel Dispensed Annually



Monthly Aircraft Operations - Trend



Finance

Growth Despite Difficult Circumstances and Tough Economy

- Financially Self Sufficient
- Major New Tenants
 - North State Aviation
 - Piedmont Propulsion
- Expanding Corporate and MRO Sectors

Annual Budget

FYE 2013 Net Income \$373,389 (actual)
 FYE 2014 Net Income \$580,000 (estimated)
 FYE 2014 Capital Budget \$2.6 Million *

(*FAA / NCDOT Grants Included)

Current Board Results

- Net Revenue improved from a net loss in 2010 to a net gain in 2011
- Net Revenue in CY 2013 expected to approach \$500K

Minimized Expenses and Maximized Revenues

- In-house Services
- Reduced Head Count & Work Hours
- New Rates and Charges Policy
- Lease Renegotiations
- Restructured Tenant Relationships



	2010	2011	2012	2013
Calendar Year	(\$316,478)	\$34,722	\$127,366	\$331,602 (YTD August)
Fiscal Year	(\$159,443)	\$124,536	\$373,389	

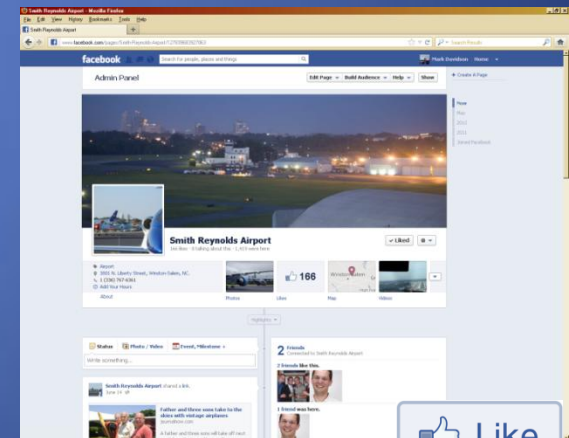
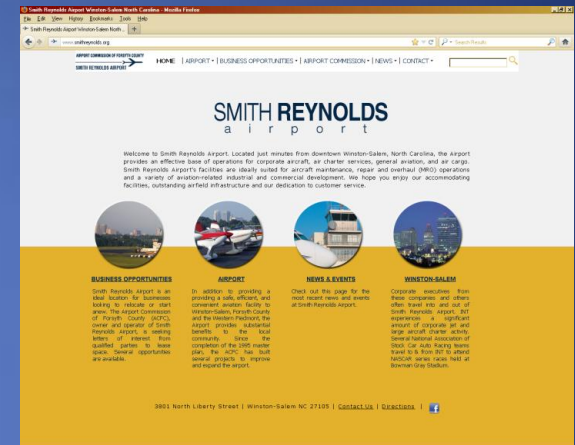
Key Airport Stakeholders

- Forsyth County & Winston-Salem
- Business Community
- Major Commercial Tenants
 - North State Aviation
 - Landmark Aviation
 - Piedmont Propulsion
 - Piedmont Aviation Components
 - Piedmont Flight Training
 - BB&T
 - Epes Transport
 - Avis, Budget and Hertz
- Economic Development Organizations
- Individual Airport Users
- Airport Neighbors
- Community Organizations
 - Liberty CDC
 - ACE Academy



Business Development

- Master Plan Updated: May 2012
- Targets
 - MRO and Manufacturing
 - Business Aviation
 - Recreational Aviation
- Marketing Efforts
 - Web Page/Facebook
 - Fly-Ins
 - Chamber of Commerce
 - Winston-Salem Business Inc.
 - Piedmont Triad Partnership
 - Meridian Reality
 - Networking
 - National Business Aviation Association (NBAA)
 - MRO Americas



Real Estate



Building / Facilities

- Total Space owned by ACFC = 489,619 square feet (sf)
- Occupancy 76% or 363,835 sf
- Hangar Space 100% Leased

Types of Available Space

- Office Space
 - 60,800 sf Listed with Meridian Reality Group
- Air Charter / Airline Counter
- Restaurant



Land

- Total Airport Acreage: 713
 - Includes 8.05 Acres Acquired in August 2013
- Master Plan - Preferred Development Alternative
 - Land Development: 37.1 Acres



Capital Improvements

Recent

- Runway 15/33 Overlay and EMAS
- Upgrades to Piedmont Propulsion and Piedmont Aviation Components Facilities
- PAPIs and REILs
- Master Plan Update
- Liberty Street Landscaping
- Parking Lot and Roadway
- Public Observation Area

Future

- Runway 4/22 Overlay
- Reconstruct Taxiway A
- Extend Taxiway F
- Terminal Renovations – Restrooms, Restaurant , and Lobby
- Infrastructure – Roofing (PAC, Epes)



Recent Media

US Airways Magazine – July 2012



W-S Journal: North State Aviation United Airlines Contract – October 2013

North State Aviation gets 2nd United contract

BY RICHARD CRAVER
Winston-Salem Journal

North State Aviation LLC's transition from startup to established aircraft maintenance company is nearly complete, with the Winston-Salem company on pace to meet an ambitious job-creation pledge about a year ahead of time.

The company said Thursday it will create at least 60 jobs by March 31 to assist in handling a new installation contract with its largest customer, United Airlines, at its Smith Reynolds Airport operation.

Once the company adds the new hires, it will have about 300 employees — just shy of the workforce of 308 it pledged to create within four years when it was made



DAVID ROLFE/JOURNAL

A Boeing 737-300 undergoes reconditioning in January at the North State Aviation maintenance hangar at Smith Reynolds Airport in Winston-Salem. The company now has a contract to install a satellite-based system on 160 of United's Boeing 737-700, 800 and 900 series aircraft.

NORTH STATE, Page A13

W-S Journal: Landmark Hangar Purchase – October 2013



DAVID ROLFE/JOURNAL

Purchase of the former RJR hangar at Smith Reynolds Airport gives Landmark 40,000 more square feet.

Landmark Aviation completes purchase of hangar space

BY RICHARD CRAVER
Winston-Salem Journal

Landmark Aviation has completed the acquisition of the former R.J. Reynolds Tobacco Co. corporate hangar at Smith Reynolds Airport, a commercial real estate developer said Tuesday. Landmark had been negoti-

The hangar had been vacant since December 2011, shortly after Reynolds chose to close its aviation department.

Terms of the transaction were not disclosed. Landmark officials could not be reached for immediate comment Tuesday.

The lease deal means Landmark will no longer have to tow

operation is on (now)," Jim Hopkins, Landmark's vice president of sales and government affairs, said in June.

Hopkins said the Reynolds hangar will give Landmark's customers easier access to its services. "They can taxi right off the end of the runway and taxi over to the hangar," he said.

Air Show

- 2013 Attendance: 22,119
 - Six year average: 27,542
- 500 Volunteers a Day
- \$6.84 Million Economic Impact*
- Showcase for Northeast Ward
- 100th Year Anniversary in 2011

* 2003 Business Journal Estimate



Contract Tower Program

- Contract towers enhance aviation safety at smaller airports that otherwise would not have a tower. Contract tower controllers give first priority to separating aircraft and issuing safety and weather alerts. Contract towers provide these services in a cost effective manner.



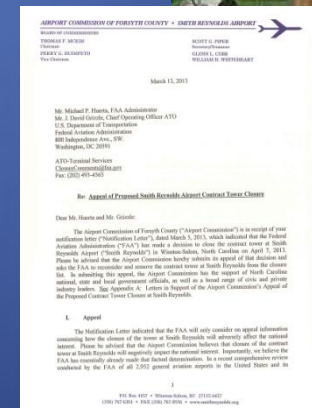
- Time Line

- 1941 Smith Reynolds Control Tower is constructed
- 1982 Federal Contract Tower Program is created
- 1999 Smith Reynolds switches from an FAA manned Tower to an FAA Contract Tower
- May 2012 FAA Designation “National” GA
- March 5, 2013 ACFC is notified that Contract Tower will not be funded by the FAA.
- March 13, 2013 ACFC submits appeal to the FAA.
- March 22, 2013 FAA denies ACFC appeal
- May 10, 2013 FAA transfers fund to keep towers open until September 30, 2013.



- Current Situation

- Funds included in FYE 2014 Appropriations Bill.





Smith Reynolds Airport

Airport is Recovering

- Financially
- Business Activity

Top Priorities

- Safety and Security
- Economic Development and Job Creation
- Community Relations
- Maintaining Existing Infrastructure
- Capital Improvement Initiatives Identified in Master Plan

