

ONE STEP CLOSER TO TAKE OFF



Hannibal Regional Airport's New Airport Terminal

A Project Portfolio



. . . FASTEN YOUR SEATBELTS AND PREPARE FOR TAKE-OFF!

The Hannibal Regional Airport Development Group is embarking on an exciting new project! The decision has been made to construct a new state-of-the-art airport terminal. The facility design is complete, and a mixture of funding sources is being developed for its construction.

Why is a new airport terminal so important to the community?

- ➔ It will serve as an impetus for economic activity, around which future development (such as hotels, restaurants, and aviation-based industry) can occur.
- ➔ It will serve as an attractive aviation center for this region, bringing many people to Hannibal for business, pleasure, and future investment opportunities.
- ➔ It will host a variety of aviation-related activity, such as classrooms, flight training, and education.
- ➔ It will serve as the front door to Hannibal for the business and the aviation communities outside this region. It's the first thing investors will experience when they fly into Hannibal.

THE VISION

A modern, attractive new airport terminal will serve as the initial "lynch-pin" for the Airport Development Group's overall vision, which is to create:

"an attractive multi-use aviation complex blending a mix of commercial, economic, educational, tourism, and business-related aviation and recreation experiences into a planned development community".

By use of creative zoning patterns, unique development standards, and effective planning and marketing, we feel this entire area will become a viable new commercial corridor centered around the airport. Proximity to the Hannibal Regional Hospital, Hannibal Clinic, Quality Inn, Fiddlestiks and the Moberly Area Community College are all pluses. We could have chosen to construct a "boilerplate" building, but we opted for something greater – something with far-reaching implications that will create even greater opportunity for further investment in the Hannibal community.

"This (new airport terminal) is going to make a huge difference in economic development and new opportunities for Denton."

**-Kay Bailey Hutchison
U.S. Senator, Texas**

As with any good plan, it is important that a new airport terminal serve not only today's needs, but tomorrow's as well. The terminal was designed for the future. Aviation travel will only continue to grow; particularly at regional airports, where travelers avoid the modern inconveniences we now experience at large metropolitan airports.

IMPACT ON INVESTMENT AND BUSINESS

Every visitor to Hannibal is also a potential investor; someone who may move here, build or buy property, open a business, and employ people. Capital investment is the economic lifeblood of any community, and inflow of outside capital investment is a tremendous plus.

Though many of our airport facilities have been upgraded in recent years, the old hanger office and restrooms do little to “Welcome” new visitors. Regional airports can bring a significant amount of aviation traffic, provided they don’t deter visitors with poor facilities.

“When newcomers fly into Winter Haven, we want their first impression to be awesome.”

*-Dale Smith
City of Winter Haven, FL*

Many of our local industries rely heavily on the Hannibal Regional Airport. These businesses, their corporate executives, and numerous suppliers and customers contribute much of the patronage at Hannibal Regional Airport. The new airport terminal will offer superior facilities for businesses, and serve as an economic development tool for investors.

RECENT IMPROVEMENTS TOWARD THE VISION

In recent years, a number of improvements at Hannibal Regional Airport have raised the bar:

Phase I Improvements – Completed-2002

- ➔ Complete replacement and extension of runway to 4,400’ and the addition of taxiways
- ➔ Addition of an Automated Weather Observing System (AWOS-III)

Phase II Improvements – Completed-2008

- ➔ Installation of Jet fuel system and 24 hour pay-at-pump Avgas system
- ➔ Installation of public water service and enhanced fire service
- ➔ Complete renovation of main hanger building, offices, and furnishings
- ➔ Courtesy car available; Hertz rental car service available on-site

Phase III Improvements – Planned 2009

- ➔ **New Airport Terminal Building**
- ➔ WAAS precision GPS approach (approved for May 2009)

Phase IV Improvements – Planned 2010

- ➔ Design and Construction of Corporate Hangers

Phase V Improvements – Planned 2012

- ➔ Runway extension from 4,400’ to 5,500’ to accommodate larger jet aircraft

A recent boost to Hannibal Regional Airport involved the hiring of *Barron Aviation Private Flight Services* to manage the airport facility. *Barron Aviation* has brought a host of new aviation services to Hannibal Regional Airport, including charter flight services, aviation and aircraft

management services, professional flight training, and specialty maintenance services for all types of aircraft.

Barron Aviation brings a wealth of aviation experience and ideas. Since *Barron* assumed management of Hannibal Regional Airport in July 2008, air traffic has increased 50%, sales of aircraft fuel have doubled, and all aircraft hangers are now full. The Hannibal Regional Airport continues to “come of age”.

FUNDING STRATEGY AND INVESTOR NAMING OPPORTUNITIES

All engineering and design has been completed. MoDOT contributed 90% of this cost through aviation grants, while the city paid the remaining 10%. Construction of the airport terminal, including all exterior site development, driveway, parking, landscaping, and furnishings, will cost \$940,021. The Airport Development Group is seeking \$500,000 in donations to build this project; the remainder being funded through MoDOT aviation grants. The Airport Development Group would like to begin construction in August 2009.

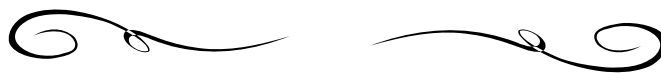
- An investment of **\$1,500,000** carries the privilege of naming the entire airport.
- An investment of **\$750,000** carries the privilege of naming the Airport Terminal, and permanent use of a lobby kiosk display.
- An investment of **\$500,000** carries the privilege of naming the public lobby, and permanent use of a lobby kiosk display.
- An investment of **\$500,000** carries the privilege of naming the corporate hangers.
- An investment of **\$300,000** carries the privilege of naming the conference room.
- An investment of **\$250,000** carries the privilege of naming the pilot lounge.
- An investment of **\$100,000** carries the privilege of naming the pilot sleeping room.

Investments exceeding the cost of the Airport Terminal will be applied to Hannibal Regional Airport’s corporate hanger expansion phase, and 5,500 foot runway extension phase.

Thank You for your time and consideration of our project.

Sincerely,

Hannibal Regional Airport Development Group



The Airport Board has partnered with the Northeast Missouri Community Foundation, a 501(c)(3) corporation. Investments (donations) for this project can be made to the Northeast Missouri Community Foundation; all investments are fully tax-deductible as allowed by law.

WHAT OTHERS ARE SAYING ABOUT SMALLER AIRPORTS



"I have been a long-time supporter of the Hannibal Airport because I recognize its value as a great economic development tool for our community".

-Kyle Wilson

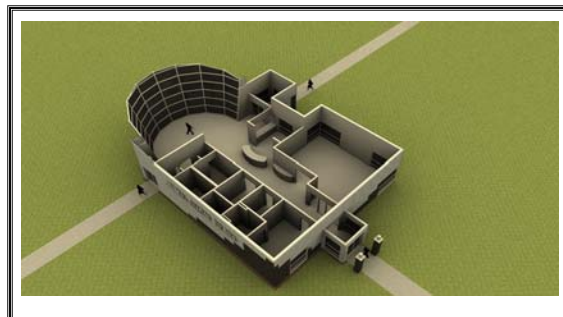
Mayor Pro-Tempore of Hannibal



"A more modern, safer and attractive facility will help to strengthen our regional economy and ultimately provide greater economic security for our citizens".

-Mary Fallin

U.S. Congresswoman, OK

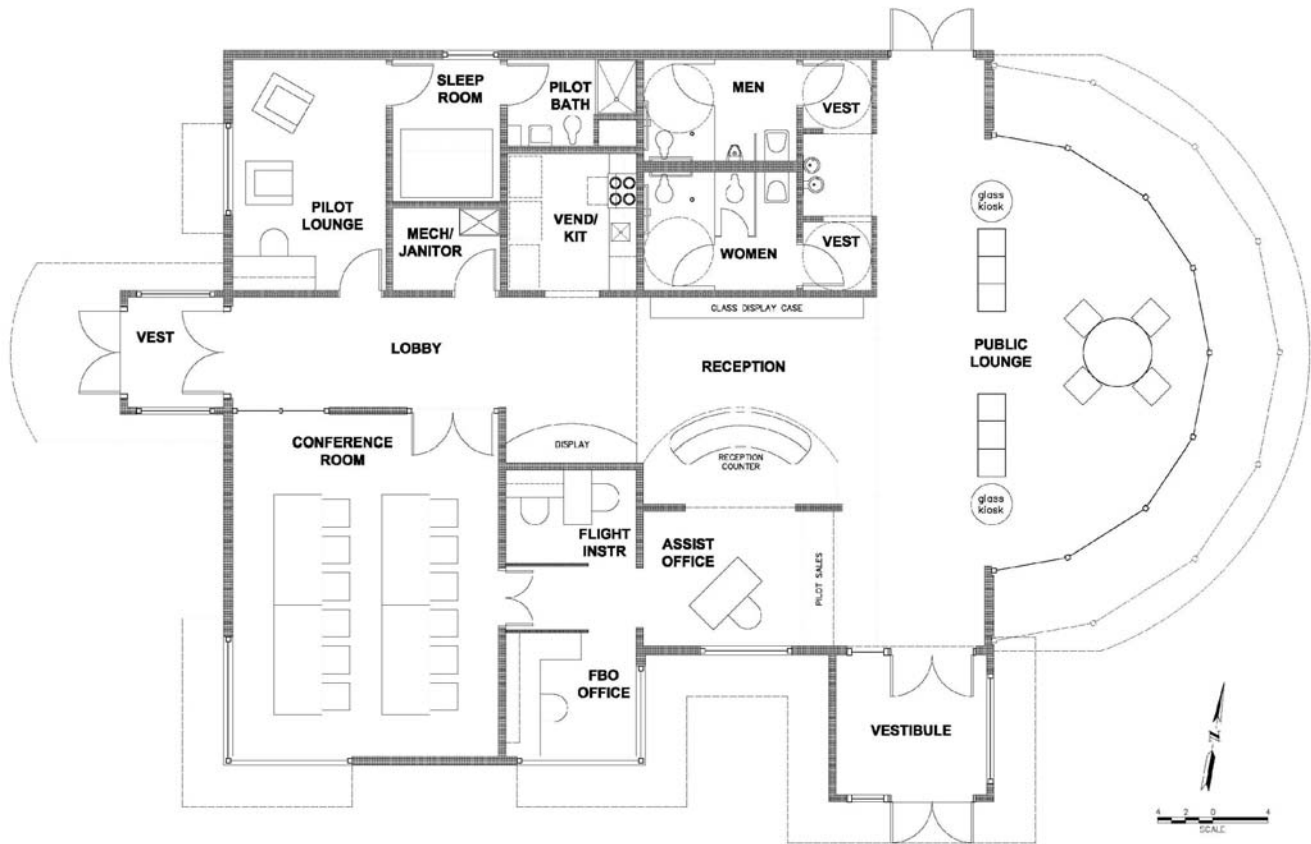


"Airline travel is becoming more cumbersome. "On demand" flight transportation is rapidly becoming the preferred tool for competitive industry. This, along with a trend of industry relocation to more rural locations, means communities with the necessary facilities will be the ones who benefit".

-Mike Barron

President of Barron Aviation - Hannibal, MO

AIRPORT TERMINAL FLOOR PLAN



Thank you for taking the time to review our project portfolio.
Together we truly can take this project closer to takeoff.

