

# *Air Sailing Long Range Plan*



## **Air Sailing Inc. Mission:**

*To develop, operate, maintain and ensure the long term viability of the Air Sailing Gliderport based on the principles of safety, our charter as an educational facility, fiscal responsibility and compliance with the requirements of a 501(c)3 nonprofit corporation.*

# *Air Sailing Vision*

- *Serve the soaring community thru continuing education and providing an environment for soaring pilots to develop advanced soaring skills thereby expanding their soaring horizons*
- *Foster new pilots thru youth introduction/scholarships as well as providing a low cost soaring site to expand the number of people who can afford to fly*
- *Provide a facility, services and welcoming environment that encourage members to want to fly and volunteer here, thereby achieving all of our goals*
- *Sustain our soaring site forever*

# *Guiding Principles*

The following principles provide the framework for decision-making:

## **Safety**

All aspects of development at Air Sailing Gliderport (ASG) will be guided by the recognition that safety comes first. This applies to both flying and non-flying areas of the field.

## **Financial Accountability**

Operations and infrastructure development depend on donations of money and volunteer effort . Financial donations will be used wisely through annual budget management, long range maintenance planning and control of all capital improvement projects. All capital improvement projects will include an assessment of potential operational income/savings and a plan for long-term maintenance costs.

## **Focus on Training, Education and Expanding Access to Soaring**

Training, education, recreational soaring and expanding access to soaring are core elements of the Air Sailing Inc. (ASI) founding vision. These activities are dependent upon volunteer leaders, support teams and infrastructure. Outreach to youth groups offering our services and striving to provide low cost services thru significant volunteer contributions and affordable tows are key to expanding access to soaring. ASI members provide mentoring and support each other toward our common goals.

## **Pilot and Family Friendly Environment**

The high desert of northern Nevada presents unique environmental challenges to those who use and stay at the gliderport. These challenges (altitude, dust, heat etc.) and our remote location can be harsh and dissuade airport use. ASI will provide amenities for pilots and non-flying family members and others to enjoy their stay at Air Sailing.

## **Governance and Compliance**

ASI works responsibly with numerous governance organizations including the BLM, FAA, federal requirements for a 501c3 corporation, and Washoe County's planning process. While each jurisdiction has a specific focus, the interplay between them is complex and dynamic.

## **Responsive to Members**

Air Sailing exists to provide a dedicated site for soaring and education today and into the foreseeable future. ASI seeks input from current members to enhance our current facilities and activities as well as ideas to help meet our long-term mission.

# *Challenges*

## **Volunteer Overload and Burnout**

Tow-pilots, instructors and a small core of key volunteers support daily operations. There are approximately five major events each summer (camps, Sports Class Contest etc.) that each requires substantial volunteer commitment. There are countless other tasks, big and small, that are undertaken as needed throughout the year. While we are lucky that many of the members jump right in to help, the demands will only increase as we build additional infrastructure and seek to grow ASG use.

Each new capital improvement project requires aggressive Project Management to drive it to completion. As such, careful consideration needs to be given to the availability and willingness of skilled individuals to serve this function for each new project prior to moving forward with fund raising and expenditures.

As the facilities at ASG have grown, the realization of the cost and skilled effort required to maintain them has become a critical issue. Strategies to fund long term maintenance and find volunteers to take ownership of these activities need to be addressed for today's current maintenance requirements and with each new facility improvement in the future.

## **Limited Funding**

Capital improvements are funded mostly from donations. With our membership averaging only 170 people over the last several years there is a limited donor pool to draw from. We are unlikely to experience the growth that would substantially change our current donation profile.

## **Relentless Local Growth and Development**

When the runway was cut in 1972, Washoe County's population was 122,000. In the 1990s, Washoe County's population jumped 25.6 percent. As of 2013, the population is more than 433,000. Residential, commercial and industrial development is drastically changing the landscape over which we fly.

In addition to residential encroachment, our airspace is becoming more and more congested. Airline traffic at Reno-Tahoe dominates FAA decision processes for commercial flight paths, controlled airspace and required aviation equipment (e.g. transponders, ADS-B). In addition, the increase in drone/RPV activities at area airports may increase traffic conflicts and FAA requirements



# *Projects/Activities to Address ASI Vision*





# Serve the soaring community....

(Instruction, Camps, Contest)

Project or Activity	Description	Status	Project Lead
Provide FAA certification & local area familiarization opportunities thru member flight instruction	Member instructors volunteer time at minimum cost to member students providing initial through advance FAA certification instruction.	Largely supported through NSA Club instructors (Stone/Casti/Winchester). Some occasional NCSA instructors during camps & summer operations (Suter/Boyce). Seeking ways to increase number of local member instructors to share the workload.	Rob Stone
Provide advanced soaring techniques thru mentoring camp event	One week mentoring camp focused on thermal, ridge & wave soaring techniques. Seeks to help the glider pilot improve soaring skills & transition from local to cross-country flights	Successful camp held for > 20 years. Volunteer support & mentoring of new Camp Leads to take over as required thru the years is a continuing concern	Larry Suter
Provide cross-country soaring techniques thru mentoring camp event	One week mentoring camp focused on all elements required to fly efficient cross-country flights. Seeks to encourage cross-country flights in a safe mentoring environment	Successful camp held for > 30 years. Volunteer support & mentoring of new Camp Leads to take over as required thru the years is a continuing concern	Dave Prather
Provide introduction to competitive soaring thru mentoring contest event	One week SSA sanctioned Sports Level Contest focused on competitive soaring in a mentoring environment.	Successful camp held for > 30 years. Volunteer support & mentoring of new Contest Leads to take over as required thru the years is a continuing concern	Rob Stone

# *Foster new pilots and expand access....*

*(Instruction, Youth Rides, Scholarship, Affordable Services)*

<b>Project or Activity</b>	<b>Description</b>	<b>Status</b>	<b>Project Lead</b>
Provide FAA certification & local area familiarization opportunities thru member flight instruction	Member instructors volunteer time at minimum cost to member students providing initial through advance FAA certification instruction.	Largely supported through NSA Club instructors (Stone/Casti/Winchester). Some occasional NCSA instructors during camps & summer operations (Suter/Boyce). Seeking ways to increase number of local member instructors to share the workload.	Rob Stone
Youth introduction to soaring	Supported through NSA Club outreach to local area highschool programs using member rides & NSA Flight Instructors	Has introduced 100's of students to soaring, leading some towards an aviation career. Continued volunteer effort & local area outreach required to sustain the effort	Bob Spielman
Glider pilot training scholarships	Jim "Billy Goat" Hayes Soaring Scholarship Fund to educate youths in the art & science of soaring & gliding at Air Sailing Gliderport.	Has funded \$2K-\$5K per year in pilot training since April 2000 inception. Continued desire to expand use & build fund to a sustaining endowment.	Ed Lord
Affordable Flight Operations	Through many member donations & volunteer effort ASI provides a safe environment with the lowest cost soaring opportunities in the region & beyond. Low overhead is achieved by owning debt free facilities, break-even cost tow services, many volunteer hours, & annual donations.	Active budget management, volunteer support & capital improvement approach continues to be the focus.	Terry Duncan

# *Provide a facility, services and environment (1/2)*

## *(Many Opportunities)*

<b>Project or Activity</b>	<b>Description</b>	<b>Status</b>	<b>Project Lead</b>
Continuous Safety Improvements	A continual activity that seeks to enhance the safety of our operations & facility. Includes continual assessment of operations procedures, incidents & concerns.	Activity is implemented through the Air Sailing Safety Committee whose members include active pilots, tow pilots & flight instructors supported by the Board of Trustees. Safety policies/procedures are published on the ASI website. Example enhancements include: annual safety seminars, widen/improve 21 rope break runway, golfcart radios, safety committee outreach, transponder recommendations, fire breaks, etc.	John Scott
Broaden Tow Service Availability & Enhance Tow Pilot/Glider Pilot Scheduling	An activity to improve ASG use by providing a proactive way to coordinate tow pilot services & glider pilot desire to fly. Includes desire to broaden days of peak season tow service while recognizing & addressing the related additional operations support activities & volunteer help required. Supports enhanced use of ASG goals.	Coordination improvements are in progress. Initial approaches tested 2015. Coordination improvements continued in 2016. Continue to identify our limitations/constaints & seek approaches to appropriately expand ASG use.	Spielman/Tobin/Scott
Improve member communication	An activity to enhance communication between the BOT & members, amongst members & to enhance communication of ASG activities, goals & needs. Ranges from re-establishing Newsletters to other communication tools.	Idea is under preliminary consideration.	Horn/White
Glider Hangar	A capital improvement to construct & maintain a dedicated glider hangar (~10 gliders) for member use. Enhances member ASG use & provides an additional source of use income.	TBD design, cost & schedule under development by Project Lead to be presented to BOT for approval. See Pete Casti's proposal when available.	Pete Casti

\* \$TBD:TBD - Project Cost and Project Lead To Be Determined (If/When BOT Approved)



# *Provide a facility, services and environment (2/2)*

## *(Many Opportunities)*

<b>Project or Activity</b>	<b>Description</b>	<b>Status</b>	<b>Project Lead</b>
Maintain & improve volunteerism	An activity to define areas where we need ongoing volunteer support to ongoing operations. Define & communicate the various tasks & actively seek out member volunteers that can/will commit to leading the task.	Idea is under preliminary consideration.	TBD
Improve ASG access road	A capital improvement to substantially mitigate access road roughness & drainage. Common complaint from members & reason cited by potential members is rough roads to get to ASG & potential damage to trailing gliders. Improvement would support increase ASG use goals.	Idea is under preliminary consideration. Unknown effort & cost to maintain improved gravel base. Unknown county or BLM review/approval requirements.	TBD
Improve visitor accommodations	A capital improvement that could range from improving/maintaining trailers available to building "bunkhouse" accommodations for members/visitor. Enhances ASG use & family friendly goals, potential increased income source.	Idea is under preliminary consideration. Current thoughts are that the flexibility available via trailers is better than being limited by a fixed dedicated building. Upgrading or better maintenance of existing trailers seems like better bang for our bucks/effort.	TBD
Provide 120v power to trailer park	A capital improvement to supply up to 5amp 120V service to trailer park slots. Potential income increase with additional service. Supports family friendly goals, enhances ASG use, relieves clubhouse overcrowding of PC & other device charging needs.	Idea is under preliminary consideration. Preliminary discussion with Rolf Peterson confirms that our current electrical system could easily supply 5amp service, individual hookup use would be limited via circuit breaker. Improvement would likely require Washoe County review & approval.	TBD

**\* \$TBD:TBD - Project Cost and Project Lead To Be Determined (If/When BOT Approved)**

# *Sustain our soaring site forever (1/2)*

## *(A Long List)*

<b>Project or Activity</b>	<b>Description</b>	<b>Status</b>	<b>Project Lead</b>
Develop & Maintain a Long Range Plan (LRP)	The LRP identifies continuing activities & future projects that support ASI's mission & goals to provide ASG as a soaring location in perpetuity.	Currently being executed & will be updated as any new activities & projects are identified.	LRP Committee
Continue to Build Air Sailing Endowment Funds	This activity seeks to continue to build long term endowment funds through member donations to support operations & sustainment needs.	Currently endowment funds are available to support ~4% of the annual operational budget as needed & directed by the Board of Trustees	Terry Duncan (ASI President)
Community Relations Coordination	This activity seeks to keep ASI aware of local & regional planning activities as well as community concerns that might impact ASG nearterm or into the future.	Currently being executed & will be updated as any new requirements are identified.	Marye Anne Read
FAA Liaison	This activity seeks to keep ASI aware of any FAA related issues that might impact the viability of ASG & our operations.	Currently being executed & will be updated as any new requirements are identified.	Rolf Peterson
Good Neighbor Practices	ASI strives to be a good neighbor. Neighbor complaints & requests are taken seriously by ASI. The ASI President (or designate) is solely authorized to address these issues for ASI, supported by the BOT.	Currently being executed & will be updated as any new requirements are identified.	Terry Duncan (ASI President)
Maintain Maintenance Plan/Sinking Fund Plan	An activity that plans for the long term maintenance of ASG. Scopes the work, timeframe & cost of future maintenance. Plan establishes the annual funding requirement to be prepared for future maintenance.	Currently being executed & will be updated as any new maintenance requirements are identified.	Cindy Donovan
Execute Periodic Maintenance Party	Periodic (~2x per year) event that identifies current maintenance needs & solicits all members to provide the volunteer labor (or funding) to accomplish our goals.	Currently being executed & will be updated as any new maintenance requirements are identified.	Cindy Donovan

# *Sustain our soaring site forever (2/2)*

## *(A Long List)*

<b>Project or Activity</b>	<b>Description</b>	<b>Status</b>	<b>Project Lead</b>
Landscaping & Irrigation Management	An activity that is currently funded to manage the long term health of ASG's landscaping & associated irrigation system. ASI should seek to establish a small group that includes some local members to sustain this effort.	This activity is currently being executed & has been largely defined by Cindy Donovan.	TBD
Identify Maintenance Areas & Solicit Volunteer Leads	An activity to define areas where we need ongoing volunteer support to ongoing maintenance. Define & communicate the various tasks & actively seek out member volunteers that can/will commit to leading the task.	Idea is under preliminary consideration.	TBD
Select/Approve New Projects/Activities	Proposed activities & projects are solicited from any member & the ASI BOT. The BOT evaluates approves or disapproves the proposals based upon ASI long range goals balancing cost, complexity & maintenance factors.	Currently being executed & will be updated as any new activities & projects are identified.	ASI BOT
Provide project oversight	The ASI BOT solicits & approves volunteers to serve as project lead for each project/activity. During the execution of a project the ASI EXCOM provides oversight to the Project Lead & approves items as delegated by the BOT.	Currently being executed & will be updated as any new activities & projects are identified.	ASI EXCOM
Capital Improvement Fund Raising	Projects that are outside the ASI Operational funding will require specific fund raising activities. Fund raising activities may include targeting individual donors, broad membership solicitation & temporary member loans.	Currently being executed & will be updated as any new activities & projects are identified.	Fund Raising Committee (Lead: Bernald Smith)
Manage Individual Projects	Project Leaders are approved by the BOT. The Project leader is responsible for Budget, Schedule, Contract Management, Compliance with BLM, Washoe County regulations, etc. The ASI President is solely authorized to enter into Contract with any entity required to execute the project.	Currently being executed & will be updated as any new activities & projects are identified.	Project Lead

# *Summary*

- This plan identifies continuing activities and future projects that support ASI's mission and vision to provide ASG as a soaring location in perpetuity.
- The ASI Board of Trustees continually seeks additional inputs by members about new ideas for future activities and projects.
- The ASI Board of Trustees also seeks individuals willing to volunteer for any lead role identified or wish to consider future donations to help us meet our goals.