



# Anthony Municipal Airport (ANY) – Consultant Services Proposal

Presented by  
**Dreiling Aviation Services**

Prepared for  
**City of Anthony**



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# About Us



**Lindsey Dreiling, PhD**  
CEO, Dreiling  
Aviation Services

Dreiling Aviation Services (DAS) is a family-owned aviation and innovation consultancy with more than 30 years of combined experience supporting aviation, aerospace, and emerging technology initiatives. DAS specializes in grant writing, funding strategy, workforce development, program design, and partnership building, helping communities turn aviation assets into actionable economic development opportunities.

With deep roots in the Kansas aviation and economic development ecosystem, DAS works closely with airports, local governments, educational institutions, and industry partners to align community goals with viable funding pathways and workforce initiatives. DAS has supported projects ranging from airport strategic planning and workforce program development to securing funding and building industry partnerships that strengthen regional aviation ecosystems.

For the City of Anthony, DAS will focus on assessing airport and community assets, identifying opportunities tied to aviation education and maintenance pathways, exploring partnerships with institutions such as WSU Tech, and developing a practical roadmap to position the airport as a driver of local economic development. DAS is committed to helping Anthony build momentum by providing clear direction, practical recommendations, and the partnerships needed to translate aviation opportunities into sustainable community impact.



# Our Services



## Funding Strategy

Align local, state & national dollars

## Grant Support

Application strategy, writing & submission

## Aviation Networking

Linking education & industry partners

## Strategy Planning & Facilitation

Engagement & data-focused planning

## Business & Use-Case Design

Clarifying value, impact & market relevance

## Implementation Support

Action plans, timelines & execution support

# — Our Approach

## Client Tailored Solutions

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We start every project by listening closely to our clients. We consider them more like aviation friends than just customers. We understand that each project is unique, so we tailor the best solutions based on the specific needs of the client. This personalized approach ensures that our services are fully aligned with their goals and vision, fostering a genuine partnership from the start.

## Innovative & Industry-Savvy

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As a small, dynamic team, we are constantly learning and staying ahead of the curve. The aviation industry is evolving rapidly, and we pride ourselves on knowing what's new and cutting-edge. We look for innovative solutions that fit our clients' needs, thinking outside the box and applying the latest advancements to deliver the best results. Whether it's Advanced Air Mobility, aerospace, or business strategy, our industry knowledge helps us craft forward-thinking solutions.

## Relentless Commitment to Success

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Once we take on a project, we are fully invested in its success. We work alongside our clients from the initial idea through to full implementation or completion, ensuring that every goal is met. We are relentless in our pursuit of success, and we won't stop until the project is running smoothly and achieving its objectives. Our commitment means we're in it for the long haul, and we do everything we can to ensure that our clients succeed.



# Our Team



**Lindsey Dreiling**

**Chief Executive Officer**

**Experience**

20 Years in Aviation  
Flight Instructor CFI, CFII, MEI  
Remote Pilot, sUAS  
Leadership PhD



**Kenton Dreiling**

**Chief Technology Officer**

**Spark**

Futurist  
Community Connector  
Innovative Problem Solver

10 Years in UAS  
UAS Flight Instructor  
Electronic Engineer  
Fire Fighter II, Hazmat Ops

Heart for Service  
Curious Technologist  
Self-Motivated Achiever



# Qualifications

## Established Aviation Consulting Firm

- **Trusted Advisor:** Serve as a strategic advisor to airports, city economic development offices, museums, academic institutions, and government agencies- guiding projects from concept through execution with measurable outcomes, including successful grant applications securing more than \$40M in aviation-related funding.
- **Economic Development Consulting** (Salina Regional Airport, since Oct 2022): Supporting growth of more than \$21M in capital expenditures, driving annual economic activity to \$1.62B, and advancing workforce development and future-ready initiatives.
- **Partnership Development:** Built executive-level partnerships with aviation business leaders, generating millions in aviation investment, securing thousands of dollars in sponsorships for student and faculty projects, and creating a new NOAA-aligned pipeline for federal pilot training at KSU.

## National Recognition

- Invited speaker at international aviation tradeshows (such as NBAA, AUVSI, ICAO AAM Symposium, EAA Airventure, EAA Sun-n-Fun, TRB, Women in Aviation International, Commercial UAV Expo & Air Taxi World Congress). Appointed member of the FAA Women in Aviation Advisory Board, contributing to national policy recommendations.
- Active in multiple aviation organizations including the Kansas Association of Airports, Vertical Flight Society, Kansas Commission on Aerospace Education, Wichita Aero Club, and Kansas EAA Chapter. Received multiple awards for aviation consulting, safety, leadership, and education.

# Skills



Strategic Aviation Planning



Lead Recruitment & Salesforce Management



Networking & Cross-agency Collaboration



Public Relations & Tailored Marketing



Economic Development



Event Coordination & Representation



Certified Flight Instructor



# Anthony Opportunity

## Anthony Airport Asset

Anthony Municipal Airport represents a valuable community asset with strong potential to support local economic development and workforce opportunities. The community already benefits from aviation activity, agricultural aviation operations, and planned hangar expansion, while broader regional assets—including strong electric power infrastructure and proximity to aviation education partners—create opportunities to further strengthen the airport’s role in the regional economy. With alignment between the City, Airport Board, and economic development partners, Anthony can position the airport as a platform for aviation maintenance pathways, pilot services, emerging UAS activity, and aviation-related business development. A focused planning effort will help identify the most viable opportunities and provide a clear roadmap for moving forward.

## Recommended First Step

To begin this effort, Dreiling Aviation Services recommends initiating Phase I Airport Opportunity Strategy, designed to assess airport and community assets, engage key stakeholders, and develop a prioritized roadmap for aviation-related economic development initiatives. At the conclusion of Phase I, the City will have a clear understanding of the airport’s most viable opportunities, potential partnerships, and funding pathways that could support implementation. This may include identifying state, federal, or industry-supported funding programs that align with aviation workforce, infrastructure, or innovation initiatives. This approach enables the City to make informed decisions about future investments and determine the most strategic next steps for the airport.



# Quote

## \$21,970 Phase I

### Phase I - Airport Opportunity Strategy & Roadmap

- Airport and community asset assessment to identify aviation development potential
- Stakeholder engagement with city leadership, airport board, and economic development partners
- Evaluation of aviation opportunities including maintenance, workforce pathways, UAS activity, and aviation services
- Facilitated strategy workshop with community leadership
- Development of a prioritized implementation roadmap and funding pathways

### Deliverables

- Aviation opportunity assessment and strategy summary
- Implementation roadmap with prioritized actions and next steps
- Initial grant and funding opportunity research aligned with identified initiatives
- Advisory support for presentation to City leadership or boards if desired
- Future implementation support, grant development, or project advancement can be pursued separately based on the priorities identified during Phase 1.



Upon approval by the City of Anthony, Dreiling Aviation Services can begin Phase 1 with an initial kickoff meeting and coordination with city and airport leadership. Phase 1 pricing reflects approximately 135–140 hours of consulting support at a reduced project rate of \$159/hour, compared to the standard advisory rate of \$169/hour.

# Hourly Rate

\$169/Hour

## Examples of Hourly Support Services

### Funding

- Funding opportunity research and prioritization
- Grant writing, application development, and submission support
- State and federal funding strategy alignment

### Strategy

- Airport project scoping and opportunity evaluation
- Business and use-case development informed by market research
- Stakeholder outreach and meeting facilitation
- Aviation workforce and education pathway development

### Implementation

- Action plans, reports, timelines, and implementation guidance
- Partnership development with education and industry partners
- Advisory support for airport and economic development initiatives





# — Contact Us

**Dreiling Aviation Services**

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