

**SANTA MARIA PUBLIC AIRPORT DISTRICT
BOARD OF DIRECTORS**

**Thursday
November 30, 2017**

**Administration Building
Airport Boardroom
7:00 P.M.**

**SPECIAL MEETING
A G E N D A**

This agenda is prepared and posted pursuant to the requirements of the California Government Code Section 54954.2. By listing a topic on this agenda, the Santa Maria Public Airport District has expressed its intent to discuss and act on each item. The Santa Maria Public Airport District welcomes orderly participation at its meetings from all members of the public. This includes assistance under the Americans with Disabilities Act to provide an equally effective opportunity for individuals with a disability to participate in and benefit from District activities. To request assistance with disability accommodation, please call (805) 922-1726. Notification at least 48 hours prior to the meeting would enable the Santa Maria Public Airport District to make reasonable arrangements to ensure accessibility to this meeting.

CALL TO ORDER

PLEDGE OF ALLEGIANCE

ROLL CALL: Engel, Rafferty, Adams, Baskett, Brown

- 1. MINUTES OF THE REGULAR MEETING HELD NOVEMBER 9, 2017.**
- 2. COMMITTEE REPORT(S):**
 - a) AVIATION SUPPORT & PLANNING (Standing or Ad Hoc)
 - b) ADMINISTRATION & FINANCIAL (Standing or Ad Hoc)
 - c) MARKETING & PROMOTIONS (Standing or Ad Hoc)
 - d) CITY & COUNTY LIAISON
 - e) STATE & FEDERAL LIAISON
 - f) VANDENBERG LIAISON
 - g) BUSINESS PARK COMMITTEE (Ad Hoc)
- 3. GENERAL MANAGER'S REPORT**
 - a) Monthly Activity Report
- 4. MANAGER OF FINANCE & ADMINISTRATION REPORT**
 - a) Demand Register
 - b) Budget Report
 - c) Budget Deviation

5. **DISTRICT COUNSEL'S REPORT. (Joshua George and Natalie Frye Laacke)**
6. **PUBLIC SESSION:** Statements from the floor will be heard during public session. Request to Speak forms are provided for those wishing to address the board. After completing the form, please give it to the Clerk. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public are cordially invited to speak on agenda items as they occur. Staff reports covering agenda items are available for review in the offices of the General Manager on the Tuesday prior to each meeting. The Board will establish time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.
7. **AUTHORIZATION FOR THE GENERAL MANAGER TO PURCHASE A 2018 OPERATIONS VEHICLE.**
8. **AUTHORIZATION FOR TWO STAFF MEMBERS AND TWO COMMUNITY MEMBERS TO ATTEND A HEADQUARTERS MEETING WITH SKYWEST AIRLINES TO BE HELD JANUARY 18, 2018, IN SAINT GEORGE, UT.**
9. **AUTHORIZATION FOR THE GENERAL MANAGER TO PURCHASE AND INSTALL NEW HANGAR DOOR TRACKS ON ROW 3103 FROM VORTEX DOORS.**
10. **DISCUSSION AND DIRECTION TO STAFF REGARDING MOKULELE AIRLINES.**
11. **STUDY SESSION REGARDING REVENUE STREAMS.**
12. **CLOSED SESSION.** The Board will hold a Closed Session to discuss the following item(s):
 - a. **Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: 1424 Fairway Dr. (Gov. Code Section 54956.8)**
 - b. **Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: APN 111-231-19 (Gov. Code Section 54956.8)**
 - c. **Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: APN 111-231-11 (Gov. Code Section 54956.8)**
 - d. **Conference with Legal Counsel Anticipated Litigation-Initiation of litigation pursuant to paragraph (4) of subdivision (d) of Section 54956.9: (One Case).**
13. **DIRECTORS' COMMENTS.**
14. **ADJOURNMENT.**



PUBLIC AIRPORT DISTRICT**SANTA MARIA PUBLIC AIRPORT DISTRICT
BOARD OF DIRECTORS**

Thursday
November 30, 2017

**SPECIAL MEETING
A G E N D A**

NOTE: Pursuant to Gov. Code section 54953(b), Director Baskett will participate in the meeting via teleconferencing from the following location:

***Residence Inn Airport Marriott
9301 NE Cascades Parkway
Portland, OR 97220***

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- f) VANDENBERG LIAISON**
- g) BUSINESS PARK COMMITTEE (Ad Hoc)**

3. GENERAL MANAGER'S REPORT.

- a) Monthly Activity Report**

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 - a) Demand Register
 - b) Budget Report
 - c) Budget Deviation
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14. **ADJOURNMENT.**

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MINUTES OF THE REGULAR BOARD
MEETING OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT HELD NOVEMBER 9, 2017

The Board of Directors of the Santa Maria Public Airport District held a Regular Meeting at the regular place at 7:00 p.m. Present were Directors Engel, Rafferty, Brown and Baskett, General Manager Hastert, Manager of Finance & Administration Reade and District Counsel George. Director Adams was absent.

1. MINUTES OF THE REGULAR MEETING HELD October 26, 2017.

Director Rafferty made a Motion to approve the Regular Meeting Minutes held October 26, 2017. Director Baskett Seconded and it was carried by a 4-0 vote.

2. COMMITTEE REPORT(S):

a) AVIATION SUPPORT & PLANNING (Standing or Ad Hoc) – The committee met to discuss a future air show.

b) ADMINISTRATION & FINANCIAL (Standing or Ad Hoc) – No meeting scheduled.

c) MARKETING & PROMOTIONS (Standing or Ad Hoc) – No meeting scheduled.

d) CITY & COUNTY LIAISON – No meeting scheduled.

e) STATE & FEDERAL LIAISON – No meeting scheduled.

f) VANDENBERG LIAISON – No meeting scheduled.

g) BUSINESS PARK COMMITTEE (Ad Hoc) – The committee met and discussed Santa Maria Motor Sports.

3. GENERAL MANAGER'S REPORT. General Manager Hastert notified the Board he has meetings scheduled with the City to discuss Airpark Drive, the Chamber, American Airlines and SkyWest Airlines. He gave updates on meetings he has attended including with Bryan Gresser, the City interview panel for Assistant City Manager and the CAC Conference. He also updated the Board on Real ID compliance and TSA Precheck.

4. MANAGER OF FINANCE & ADMINISTRATION REPORT.

The Manager of Finance & Administration presented the Demand Register to the Board for review and approval.

a) Demand Register. The Demand Register, covering warrants 064625 through 064681 in the amount of \$133,630.57 was recommended for approval as presented. Director Baskett made a Motion to accept the Demand Register as presented. Director Rafferty Seconded and it was carried by a 4-0 vote.

- 1 5. DISTRICT COUNSEL'S REPORT. Nothing to report.
- 2
- 3 6. PUBLIC SESSION: Statements from the floor will be heard during public session.
- 4 Request to Speak forms are provided for those wishing to address the board. After
- 5 completing the form, please give it to the Clerk. Requests requiring board action
- 6 will be referred to staff and brought on the next appropriate agenda. Members of
- 7 the public are cordially invited to speak on agenda items as they occur. Staff
- 8 reports covering agenda items are available for review in the offices of the General
- 9 Manager on the Tuesday prior to each meeting. The Board has established a five-
- 10 minute time limit for receipt of testimony. The board reserves the right to establish
- 11 further time limits for receipt of testimony.
- 12
- 13 Chris Kunkle from the Central Coast Jet Center requested to discuss the Central
- 14 Coast Air Show.
- 15
- 16 7. Authorization for the General Manager, District Counsel and one Director to attend
- 17 the Role of the Airport Attorney workshop held January 27, 2018, in Monterey, CA.
- 18 Director Rafferty made a Motion to approve. Director Baskett Seconded and it was
- 19 carried by a 4-0 vote.
- 20
- 21 8. Authorization for three staff members and one Director to attend the 2018
- 22 S.W.A.A.E. Winter Conference held January 28-31, 2018, in Monterey, CA.
- 23 Director Baskett made a Motion to approve. Director Rafferty Seconded and it was
- 24 carried by a 4-0 vote.
- 25
- 26 9. Authorization for two staff members to attend the Mead & Hunt Air Service
- 27 Conference to be held March 6-8, 2018, in Scottsdale, AZ. Director Brown made
- 28 a Motion to approve. Director Rafferty Seconded and it was carried by a 4-0 vote.
- 29
- 30 10. Discussion and direction to staff regarding the Central Coast Air Show 2018. Chris
- 31 Kunkle discussed the details and the planning that will go into the air show. He
- 32 mentioned the International Council of Air Shows is coming up in December and
- 33 the benefit of sending individuals on the planning team to this conference. Director
- 34 Baskett made a Motion to approve. Director Rafferty Seconded and it was carried
- 35 by a 4-0 vote.
- 36
- 37 11. Discussion and direction to staff regarding Mokulele Airlines baggage agreements.
- 38 Mr. Hastert updated the Board that as of now there are no agreements. The Board
- 39 decided to discuss this topic further in a committee meeting.
- 40
- 41 RECESS: At 7:29 p.m.
- 42
- 43 Return to OPEN SESSION: At 7:35 p.m. the Board and staff reconvened to Open
- 44 Session.
- 45
- 46 12. CLOSED SESSION. At 7:35 p.m. the Board went into Closed Session to discuss
- 47 the following item(s):
- 48
- 49 a) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and
- 50 District Counsel) Re: 1424 Fairway Dr. (Gov. Code Section 54956.8)

- 1 b) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and
2 District Counsel) Re: APN 111-231-19 (Gov. Code Section 54956.8)
3
4 c) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and
5 District Counsel) Re: APN 111-231-11 (Gov. Code Section 54956.8)
6
7 d) Conference with Legal Counsel Anticipated Litigation-Initiation of litigation
8 pursuant to paragraph (4) of subdivision (d) of Section 54956.9: (One Case).
9

10 At 8:15 p.m., the Board and staff reconvened to Open Public Session.
11

12 There were no reportable actions.
13

- 14 13. DIRECTORS' COMMENTS: Director Engel is hoping the annual air show comes
15 back.
16

17 Director Baskett had no comment.
18

19 Director Rafferty is happy about the air show.
20

21 Director Brown is excited about the air show.
22

- 23 14. ADJOURNMENT. President Engel asked for a Motion to adjourn to a Special
24 Meeting to be held on November 30, 2017 at 7:00 p.m. at the regular meeting
25 place. Director Rafferty made that Motion, Director Brown Seconded and the
26 Motion was carried by a 4-0 vote.
27

28 ORDER OF ADJOURNMENT

29 This Regular Meeting of the Board of Directors of the Santa Maria
30 Public Airport District is hereby adjourned at 8:20 p.m. on
31 November 9, 2017.
32

33
34 _____
35 Carl Engel, President
36

37 _____
38 Chuck Adams, Secretary

Monthly Activity Report

October 2017

AGENDA ITEM

3a

11/30/2017

Aviation Building Information



	Inventory	Occupied	Available	Occupancy Rate
T Hangars	140	140	0	100%
Corporate T Hangars	8	8	0	100%
Corporate Hangars	28	28	0	100%
Storage Units	26	26	0	100%
Owner Build	23	23	0	100%
Commercial Aviation Hangar Space (SqFt)	107,782	105,407	275	98%
Commercial Aviation Office Space (SqFt)	28,800	19,449	9,351	68%

Hangar Waiting List

T-Hangars	10
Corporate/Corporate T-Hangar	13

Monthly Activity

	Oct-16	Sep-17	Oct-17	%Change
Operations	2,892	3,321	3,202	11%
Noise/Nuisance Complaints	3	1	0	
Jet\100LL Fuel (Gallons)	63,947	71,056	69,940	9%

Enplanments

	Oct-16	Sep-17	Oct-17	%Change
Allegiant	1,974	1,881	1,791	-9%
Mokulele	345	106	93	-73%
Central Coast Shuttle	954	1,122	1,104	16%

Airline Load Factor

	# of Flights	Load Factor Actual flights	Load Factor SCHD flights
Allegiant	13	83%	83%
Mokulele	43	24%	17%

Land Lease Information (Acres)

	Inventory	Occupied	Available
Business Park	224	0	224
Agriculture	592.29	592.29	0
Grazing	511	511	0
Non Aviation Land Leases	TBD	48.42	
Aviation Land Leases	TBD	12.22	
Total Airport Acreage	2,550		

Mobile Home Park

	Spaces Rented	Units Sold
Mobile Home Park	78	

2017-2018

**DEMAND REGISTER
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 064682 to 064715 on Pacific Premier Bank in the total amount of \$89,042.17.

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CHRIS HASTERT
GENERAL MANAGER

DATE

The undersigned certifies that the attached register of audited demands of the Santa Maria Public Airport District for each demand, numbers 064682 to 064715 on Pacific Premier Bank in the total amount of \$89,042.17 has been approved as being in conformity with the budget approved by the Santa Maria Public Airport District and funds are available for their payment.

VERONEKA READE
MANAGER OF FINANCE & ADMINISTRATION

DATE

THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVED PAYMENT OF THE ATTACHED WARRANTS AT THE MEETING OF NOVEMBER 30, 2017.

CHUCK ADAMS
SECRETARY

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	AIP Funding	Description
064682 *	11/9/2017	Hartford - MassMutual	\$ 2,665.52		Employee Paid Deferred Earnings
064683 *	11/9/2017	J B Dewar, Inc	\$ 380.71		Fuel Expense - Gas/Diesel
064684 *	11/9/2017	FedEx Freight West, Inc.	\$ 161.66		Shop Equipment Delivery
064685 *	11/9/2017	Pacific Telemanagement Services	\$ 227.92		Pay Phone Service
064686 *	11/17/2017	Aflac	\$ 639.80		Voluntary Ins. - Employee Paid
064687 *	11/17/2017	AT&T	\$ 80.06		Phone Service
064688 *	11/17/2017	Bagby Plumbing Service & Repair	\$ 780.87		Building Maint. - Terminal
064689 *	11/17/2017	Barnes & Thornburg	\$ 4,950.00		AAAE Storm Water Program
064690 *	11/17/2017	Bedford Enterprises, Inc.	\$ 206.44		Trash Removal
064691 *	11/17/2017	Blueglobes, Inc.	\$ 236.81		Lighting & Nav Aid Maint.
064692 *	11/17/2017	City of Santa Maria	\$ 1,371.00		Water Invoice
064693 *	11/17/2017	Fastenal Company	\$ 102.21		Shop Supplies
064694 *	11/17/2017	Ferguson Enterprises, Inc.	\$ 17.10		Buildg. Maint.
064695 *	11/17/2017	J.D. Humann Landscape Contr.	\$ 4,343.93		Landscape Maintenance
064696 *	11/17/2017	LSC Communications	\$ 27.69		Publications
064697 *	11/17/2017	Heritage Oaks Bank	\$ 3,249.66		Business Travel & Enter.
064698 *	11/17/2017	Mission Uniform Service	\$ 309.33		Uniform Service
064699 *	11/17/2017	Mokulele Airlines	\$ 50,000.00		Revenue Subsidy
064700 *	11/17/2017	Office Depot	\$ 200.39		Office Supplies
064701 *	11/17/2017	PATHPOINT	\$ 1,273.86		Airport Maintenance Service
064702 *	11/17/2017	Jon Payne	\$ 355.97		Sec. Deposit & Cr. Balance
064703 *	11/17/2017	Pacific Gas & Electric Company	\$ 632.02		Terminal/Admin./Main Hangar
064704 *	11/17/2017	Hugh Rafferty - Reimbursement	\$ 29.58		Expense Reimbursement
064705 *	11/17/2017	San Luis Powerhouse	\$ 2,587.56		Generator Maintenance
064706 *	11/17/2017	Service Star	\$ 11,314.93		Janitorial Service
064707 *	11/17/2017	Herbert Sherman	\$ 179.84		Security Dep. & CR Balance
064708 *	11/17/2017	S Lombardi & Assoc., Inc.	\$ 1,325.00		Airport Advertising
064709 *	11/17/2017	Smith's Alarms & Electronics Inc.	\$ 630.00		Fire Alarm Service
064710 *	11/17/2017	VTC Enterprises	\$ 54.00		Trash - Paper Recycling
064711 *	11/17/2017	Wage Works	\$ 100.00		Cafeteria Plan - Admin. Fee
064712 *	11/17/2017	Zee Medical Service Company	\$ 46.49		First Aid
064713 *	11/17/2017	BC Pump Sales & Service, Inc	\$ 140.54		Equipment Maintenance Shop
064714 *	11/17/2017	Frontier Communications	\$ 174.28		Telephone Service
064715 *	11/17/2017	Advantage Answering Plus	\$ 247.00		Answering Service
Total Checks Written:			\$ 89,042.17		

*Approved by One Board Member

Santa Maria Public Airport District

For the Three Months Ending September 30, 2017

Revenues

Account Number	Account Description	Actual YTD September	Budget YTD September	Over/(Under) Budget
61100-052	Landing Fees - Ameriflight		1,503	(1,503)
61100-053	Landing Fees - U.S. Forest Service	26,966	6,250	20,716
61100-054	Landing Fees - Federal Express - WestAir		1,444	(1,444)
61100-055	Landing Fees - Allegiant Air	6,273	5,789	483
61110-052	Tiedowns - Ameriflight	2,885	306	2,579
61110-054	Tiedowns - Federal Express - WestAir in	2,664	921	1,743
61110-059	FBO Tiedowns	62		62
61130-093	Comm Veh Access - Federal Express	2,661	2,661	-
61130-094	Comm Veh Access - UPS	1,005	995	10
61140-152	Fuel Flowage Fees - Self Serve	2,030	830	1,199
61140-154	Fuel Flowage Fees - CC Jet Center, LLC	25,782	17,328	8,455
62210-005	T-Hangar 3005 Airpark	10,350	10,369	(19)
62210-009	T-Hangar 3009 Airpark	6,660	6,669	(9)
62210-011	T-Hangar 3011 Airpark	6,420	6,412	8
62210-019	T-Hangar 3019 Airpark	6,420	6,412	8
62210-023	T-Hangar 3023 Airpark	6,660	6,669	(9)
62210-027	T-Hangar 3027 Airpark	6,570	6,579	(9)
62210-031	T-Hangar 3031 Airpark	6,801	6,579	222
62210-039	T-Hangar 3039 Airpark	8,904	9,561	(657)
62210-103	T-Hangar 3103 Airpark	10,704	10,701	3
62210-107	T-Hangar 3107 Airpark	7,626	7,810	(184)
62210-109	T-Hangar 3109 Airpark	6,030	6,028	2
62210-111	T-Hangar 3111 Airpark	5,762	6,175	(413)
62220-035	Corporate T-Hangar 3035 Airpark	9,525	9,526	(1)
62230-005	T-Hangar Storage 3005 Airpark	1,410	1,410	(0)
62230-009	T-Hangar Storage 3009 Airpark	474	470	4
62230-011	T-Hangar Storage 3011 Airpark	498	495	3
62230-019	T-Hangar Storage 3019 Airpark	249	248	1
62230-023	T-Hangar Storage 3023 Airpark	237	235	2
62230-027	T-Hangar Storage 3027 Airpark	462	464	(2)
62230-031	T-Hangar Storage 3031 Airpark	231	464	(233)
62230-035	T-Hangar Storage 3035 Airpark	477	476	1
62230-039	T-Hangar Storage 3039 Airpark	2,046	1,410	636
62230-107	T-Hangar Storage 3107 Airpark	414	470	(56)
62230-109	T-Hangar Storage 3109 Airpark	204	204	0
62230-111	T-Hangar Storage 3111 Airpark	480	464	16
62240-001	Corporate Hangars 3001 Airpark	10,674	10,675	(1)
62240-029	Corporate Hangars 3029 Airpark	11,772	11,771	1
62240-105	Corporate Hangars 3105 Airpark	13,986	13,982	4
62240-118	Corporate Hangar 3043 Airpark	13,650	13,646	4
63310-100	Owner Build Hangar - Land (Sm)	1,607	1,607	-
63310-101	Owner Build Hangars - Land (Lg)	2,785	2,785	-
64410-177	Main Hangar - Artcraft Paints	11,464	11,464	(0)
64410-178	Main Hangar - Tricor Calif	585	585	(0)
64410-183	Main Hangar - S B Cellular	6,448	6,593	(145)

Santa Maria Public Airport District

For the Three Months Ending September 30, 2017

Revenues

Account Number	Account Description	Actual YTD September	Budget YTD September	Over/(Under) Budget
64410-184	Main Hangar - Ravat	3,213	3,129	84
64410-185	Main Hangar - Art-Craft Suites 119-128	11,236	11,237	(0)
64420-117	Corporate Hangar FBO 3117 Liberator	7,062	4,572	2,490
64420-119	Corporate Hangar FBO 3119 Liberator	1,980	1,981	(1)
64420-121	Corporate Hangar FBO 3121 Liberator	1,932	1,932	0
64420-125	Corporate Hangar FBO 3125 Liberator (P)	12,627	12,627	1
64420-409	Corporate Hangar FBO 3409 Corsair	9,153	15,702	(6,549)
64420-410	U.S. Forest - Land Use Revenue	25,245	10,000	15,245
64420-438	Corporate Hangar FBO - CALSTAR	2,886	2,857	29
64420-439	Corporate Hangar FBO CC Jet Center	12,777	12,777	-
64420-440	Corporate Hangar FBO 3950 Mitchell	4,741	4,794	(53)
64420-441	Corporate Hangar FBO 3948 Mitchell	1,018	1,537	(519)
64420-442	Corporate Hangar FBO 3944 Mitchell	4,281	4,281	-
64420-443	Corporate Hangar FBO 3940 Mitchell	9,213	9,212	1
64420-444	Corporate Hangar FBO Arctic Air	11,148	11,148	-
64420-445	CC Jet Center Self Serve	791	525	266
64420-447	Rotorcraft Leasing - Parking Lot	3,207	3,209	(2)
64420-448	MOF 3015/3025 Airpark Drive	636	627	9
64420-449	CC Jet Center-Los Padres Disp	918	919	(1)
64420-450	CCJC (GA Terminal)	2,499	2,874	(375)
64459-203	Utility Reimbursement - Main Hangar	7,857	5,642	2,215
65000-100	Vehicle Access Fee - Uber	1,730		1,730
65510-251	Terminal - TSA Lease	23,425	23,425	-
65510-252	Terminal - Restaurant	8,633	9,336	(704)
65510-255	Terminal - Allegiant Air, Inc.	552	552	-
65510-256	Terminal -Central Coast Shuttle	6,018	6,018	0
65510-257	PFC Revenue	28,859	20,048	8,811
65510-262	ARINC	435	433	1
65520-265	Terminal Concessions - Avis	20,066	24,177	(4,111)
65520-266	Terminal Concessions - Budget	7,720	4,643	3,077
65520-267	Terminal Concessions - Hertz	16,583	17,256	(673)
65520-268	Terminal Concessions - Enterprise	13,906	13,397	509
65520-274	Terminal Vending Machines	596	789	(193)
65530-217	Other Building - Administrative Board Room	220	280	(60)
65530-307	Other Building - Avis Service Center	8,957	2,724	6,234
65559-249	Utility Reimbursements - Terminal	713	615	98
65559-336	TSA - LEO Reimbursement	5,490	7,200	(1,710)
66120-080	Vehicle Training Area/Special Events	500		500
66120-083	Santa Maria Karting	1,850	1,650	200
66610-361	Farm Land - Castellanos	32,433	31,861	571
66610-362	Grazing Land - R. Michel	586	537	49
66610-363	Grazing Land - Mc Gray & Jokela	339	339	-
66610-364	Master Lease - Mahoney Brothers - CJJ	6,536	5,766	770
66610-365	Farm Land - Gresser	124,653	126,338	(1,685)
66610-366	Grazing Land - Verlade	806	806	0

Santa Maria Public Airport District

For the Three Months Ending September 30, 2017

Revenues

Account Number	Account Description	Actual YTD September	Budget YTD September	Over/(Under) Budget
66620-201	Airport Business Park	32,175	35,393	(3,218)
66620-320	Pioneer Park	483	483	-
66620-455	Commercial Land - Hotel	56,146	46,087	10,059
66620-500	Verizon Land Lease	6,000		6,000
66630-381	Village Mobile Home Park	108,382	102,536	5,846
67300-950	Commercial Filming - Movie Shoots	2,000		2,000
67910-900	Misc. Income Operations	(28)		(28)
67910-921	Misc. Income - Late Charges	8	1,750	(1,742)
67910-931	Misc. Income - Rebates - PG&E		1,500	(1,500)
67910-951	Misc. Income - Airport Access Card	360	2,000	(1,640)
69010-951	Interest Income		5,884	(5,884)
69110-934	AIP 34 - Airport Master Plan	39,082		39,082
69110-935	AIP 35 Rehabilitate Apron	1,738,312		1,738,312
69110-936	AIP 36 Reimbursement		2,329,213	(2,329,213)
69310-965	Tax Revenues		352,093	(352,093)
69510-980	Ordinary Dividends - Principal Financial Group	49		49
	Total Revenue	2,665,907.55	3,514,144.65	(848,237)

Santa Maria Public Airport District

Budget Report

For Expense Only Transactions Posted Year to Date

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
71110-100	Electricity - Landing Area	4,783	18,692	(13,909)
71110-455	Electricity - Hotel Ramp	361	1,062	(701)
71120-150	ARFF Services	166,278	665,110	(498,832)
71220-100	Signs		1,600	(1,600)
71310-100	Lighting & Nav Aid Maintenance	2,242	11,125	(8,883)
71323-100	Runway Generator Maintenance	940	3,250	(2,310)
71330-100	Pavement - Runways & Taxiways	450	8,200	(7,750)
71331-100	Pavement - Ramps & Tiedowns		10,850	(10,850)
71345-100	Weed/Wildlife Abatement	1,303	24,800	(23,497)
71350-100	Fencing & Gates		4,300	(4,300)
72110-200	Electricity - Hangars	7,875	25,083	(17,208)
72130-200	Water/Sewer - Hangar	1,190	5,140	(3,950)
72150-200	Emergency Phones - Hangars	428	3,240	(2,812)
72250-200	Landscape Supplies - Hangars	207		207
72260-200	Landscaping Hangar Area	2,160	6,528	(4,368)
72290-200	Miscellaneous Hangar Supplies		700	(700)
72300-200	Building Maintenance - Hangar Area	1,772	8,900	(7,128)
72310-200	Lighting Maintenance - Hangars		7,000	(7,000)
72311-200	Janitorial Sv Hangar Area	4,960	14,137	(9,177)
72328-200	Fire Extinguisher Service - Hangar		1,500	(1,500)
72331-200	Pavement - Ramp - Hangars	810	11,250	(10,440)
72350-200	Fencing & Gates	91	3,050	(2,959)
72445-200	Fire Alarm Service - Hangars	910	3,260	(2,350)
72480-200	Waste Oil Removal - Hangars	238	1,500	(1,262)
73700-721	Owner Build - Water/Sewer	214	713	(499)
73700-722	Owner Build - Electricity	98	205	(107)
73700-723	Owner Build - Restroom Janitorial	840	2,570	(1,730)
73700-724	Owner Build - Maintenance		1,000	(1,000)
74110-203	Electricity - Main Hangar	11,147	32,239	(21,092)
74110-204	Utilities - 3940 Mitchell Rd.	338	316	22
74120-203	Gas- Main Hangar	133	541	(408)
74130-125	Water/Refuse - Paint Hangar	1,216	4,774	(3,557)
74130-203	Water/Refuse - Main Hangar	1,872	5,544	(3,672)
74150-125	Emergency Phone Lines - Paint Hangar	873	2,052	(1,179)
74150-203	Emergency Phone Lines - Main Hangar	218	1,500	(1,282)
74260-400	Landscaping - FBO	332	996	(664)
74290-400	Miscellaneous Supplies		1,000	(1,000)
74300-400	Building Maintenance - FBO Hangar Area	2,884	10,350	(7,466)
74311-203	Janitorial Sv Main Hangar & FBOs	840	2,570	(1,730)
74311-218	Customs - Water/Refuse/Sewer	926	2,322	(1,396)
74315-400	Fire Sprinkler Maintenance		2,500	(2,500)
74331-400	Pavement - Ramps & Tiedowns	600	2,000	(1,400)

74340-400	Drainage Maintenance		1,500	(1,500)
74350-400	Fencing & Gates	611	2,800	(2,189)
74445-125	Fire Alarm Service - Paint Hangar	210	420	(210)
74445-203	Fire Alarm Service - Main Hangar	210	420	(210)
75110-249	Electricity - Terminal	38,708	96,253	(57,545)
75120-249	Gas - Terminal	506	6,602	(6,096)
75130-249	Water/Refuse/Sewer - Terminal	6,078	17,845	(11,767)
75150-249	Emergency Phone Lines - Terminal	2,353	7,762	(5,409)
75150-250	Pay Phone Service - Terminal	1,140	2,735	(1,595)
75150-300	Audio & Video Monthly Charges	819	2,278	(1,459)
75220-250	Signs	524	2,000	(1,476)
75255-250	Janitorial Sv Terminal Area	43,723	97,626	(53,903)
75260-250	Landscaping - Terminal	9,476	28,428	(18,952)
75300-249	Building Maint. - Terminal	10,383	35,700	(25,318)
75300-339	Building Maintenance - Fire Station	813	5,730	(4,917)
75310-240	Lighting Maintenance - Terminal Area Streets		500	(500)
75310-249	Lighting Maintenance - Terminal	460	4,000	(3,540)
75310-339	Lighting Maintenance - Fire Station		100	(100)
75323-249	Emergency Generator Maintenance - Terminal	1,072	1,500	(428)
75323-339	Emergency Generator Maintenance - Fire Station	1,100	2,000	(900)
75333-250	Pavement - Roads - Terminal Area	3,647	10,000	(6,353)
75350-250	Fencing & Gates - Terminal		2,000	(2,000)
75465-249	Automatic Door Maintenance Service - Terminal		3,000	(3,000)
75475-249	Interior Plant Service - Terminal	1,100	3,300	(2,200)
75700-740	Sig Items - Terminal Accessories		9,360	(9,360)
75700-761	Sig Item - Crash Rescue Tool Roll for C-6		11,750	(11,750)
76110-300	Electric - Street Lights	562	2,578	(2,016)
76110-310	Electric - Retention Dam Pumps	406	7,826	(7,419)
76140-300	Recycled Water		2,250	(2,250)
76220-250	Signs		2,000	(2,000)
76260-300	Landscaping - Revenue Generating Land	3,159	9,476	(6,317)
76290-300	South Well Repairs		500	(500)
76310-300	Street Light Maintenance		500	(500)
76340-300	Drainage Maintenance	151	3,000	(2,849)
76345-300	North Well Repairs		1,500	(1,500)
76350-300	Fencing & Gates		2,500	(2,500)
76360-300	Stormwater Retention Facilities	879	3,400	(2,521)
76700-750	MHP - Salaries/ Employee Related Expenses	29,846	90,283	(60,437)
76700-752	MHP - Maintenance	9,263	34,455	(25,192)
76700-753	MHP - MHP Liability Insurance	224	6,750	(6,526)
76700-754	MHP - Utilities	56,069	154,330	(98,261)
76700-755	MHP - Property Management	9,400	28,200	(18,800)
76700-757	MHP - General and Admin. Expense	7,233	16,710	(9,477)
87010-451	General Manager	54,811	155,759	(100,948)
87010-452	Manager of Operations and Maintenance	32,367	88,864	(56,498)
87010-453	Manager of Finance and Administration	32,367	88,864	(56,498)
87010-454	Operations Officer	17,828	49,953	(32,124)
87010-455	Administrative Assistant	18,409	51,785	(33,376)
87010-456	Maintenance Foreman	25,786	70,792	(45,006)
87010-457	Maintenance Workers III	34,565	63,529	(28,964)
87010-458	Maintenance Worker I	20,029	63,871	(43,842)
87010-459	Maintenance Worker II	14,012	34,075	(20,062)

87010-460	Accounting Clerk	30,514	84,626	(54,112)
87010-462	Receptionist	14,516	40,947	(26,431)
87020-473	Longevity Pay	6,921	18,049	(11,129)
87020-474	On Call Pay		8,000	(8,000)
87030-481	Medicare Tax	4,982	11,877	(6,895)
87030-482	Medical Insurance	85,401	245,387	(159,986)
87030-483	Dental Insurance	6,060	12,371	(6,311)
87030-484	Auto Allowance	4,385	12,000	(7,615)
87030-485	Life Insurance	1,212	3,960	(2,748)
87030-486	Disability Insurance	3,596	6,673	(3,077)
87030-487	PERS Retirement	65,644	182,282	(116,638)
87030-488	Worker's Compensation	17,620	18,761	(1,142)
87030-489	Employee Vision Coverage	880	1,526	(646)
87110-150	Electricity - Shop	863	3,601	(2,739)
87110-217	Electricity - Administration Building	5,146	15,771	(10,625)
87120-150	Gas - Shop	82	260	(178)
87120-217	Gas - Administration Building	105	1,324	(1,219)
87130-150	Water/Refuse - Shop	794	1,413	(619)
87130-217	Water/Sewer - Administrative Building	369	1,589	(1,220)
87130-500	Water - Landscaping	8,213	19,608	(11,395)
87140-500	Trash - Paper Recycling	243	648	(405)
87160-501	Cellular Phone	3,543	13,750	(10,206)
87160-502	Security Phone Lines	307	1,032	(725)
87160-504	Administration Office - Monthly Service	1,935	7,813	(5,877)
87160-505	Administration Office - Toll Calls	685	1,903	(1,218)
87160-507	Administration Office - Fax Line	476	1,650	(1,174)
87160-509	Tower & Fire Station	1,109	2,187	(1,078)
87160-510	Shop Phone	782	2,317	(1,536)
87160-511	Answering Service	1,219	3,023	(1,805)
87160-514	Cellular Phone - ARFF Vehicle	46		46
87210-500	Security Supplies		3,400	(3,400)
87230-500	Janitorial Supplies	2,368	12,249	(9,881)
87240-500	Small Tools	1,815	5,250	(3,435)
87260-150	Shop Supplies	1,043	4,550	(3,507)
87270-531	Fuel Expense - Gas/Oil	5,875	11,049	(5,174)
87270-532	Fuel Expense - Diesel Fuel/Oil	302	11,000	(10,698)
87275-500	Solvent	367	1,036	(668)
87280-546	First Aid	515	1,036	(520)
87280-547	Safety Equipment	1,294	3,380	(2,086)
87280-548	Training Supplies		600	(600)
87286-500	Uniform Service	3,367	7,599	(4,232)
87290-500	Sundries	2,238	4,438	(2,200)
87300-150	Building Maintenance - Shop	1,460	3,650	(2,191)
87300-217	Building Maintenance - Administrative Building	1,051	7,920	(6,869)
87300-221	Clean HVAC Term & Admin		3,000	(3,000)
87321-150	Equipment Maintenance - Shop	202	750	(548)
87322-500	Radio Maintenance		1,000	(1,000)
87324-521	Copier	3,040	7,931	(4,892)
87324-523	Maintenance - Postage Machine	361	1,448	(1,087)
87328-500	Fire Extinguisher Service		1,400	(1,400)
87360-536	Automotive Maintenance - Mechanical	1,486	8,000	(6,514)
87360-537	Automotive Maintenance - Tires	807	4,000	(3,192)

87370-541	Heavy Equipment Maintenance - Mechanical	5,268	13,500	(8,232)
87370-542	Heavy Equipment Maintenance - Tires	208	2,500	(2,292)
87370-543	ARFF Vehicle Maintenance	3,745	21,000	(17,255)
87380-554	Fuel System - Fire Alarm Service	210	540	(330)
87400-500	Directors Fees	3,800	21,000	(17,200)
87412-500	Payroll Processing Fees	1,630	4,773	(3,143)
87414-500	Annual Audit	9,234	27,750	(18,516)
87420-500	Legal Counsel Services	29,061	82,733	(53,672)
87430-500	Engineering Services		25,000	(25,000)
87440-500	Security Service	48,296	340,084	(291,788)
87443-500	Security Sys Maint & Repairs	2,130	16,000	(13,870)
87450-500	Janitorial Service - Admin	3,780	11,567	(7,787)
87470-500	Landscaping Services	1,496	4,488	(2,992)
87472-500	Landscaping Contingencies	1,168	5,000	(3,832)
87475-500	Internet/Web Page Maintenance	9,587	27,297	(17,710)
87510-562	Bank Charges - Service Charges	4,004		4,004
87520-566	Freight & Common Carrier	345	473	(128)
87520-567	Postage	24	1,800	(1,776)
87520-568	Printing & Stationery	30	1,200	(1,170)
87520-570	Misc. Office Supplies	3,798	15,071	(11,274)
87520-572	Books & Publications	362	500	(138)
87530-581	Computer Supplies	128	16,120	(15,992)
87530-583	Computer Support Services	45,653	60,070	(14,417)
87540-600	Dues and Memberships	160	4,822	(4,662)
87540-601	Dues - AAAE	3,425	4,600	(1,175)
87540-603	Dues - SWAAAE		510	(510)
87540-605	Dues - Chamber of Commerce	350	1,000	(650)
87540-606	Dues - National Notary Association		150	(150)
87540-607	Dues - CA Special Districts Association		6,388	(6,388)
87540-608	Dues - AAAE ARDF CA Airport Storm	4,950	4,950	0
87540-610	Costco Membership	180	165	15
87540-618	Santa Maria Times		150	(150)
87540-625	Santa Barbara County Special Districts Assn	300		300
87540-628	Pro-rata Share of LAFCO Budget	4,000	3,556	444
87600-596	Advertising - Legal		1,000	(1,000)
87600-599	Advertising - Airport Advertising	29,356	32,300	(2,944)
87610-100	Depreciation - Landing Area		1,513,200	(1,513,200)
87610-200	Depreciation - Hangar Area		152,739	(152,739)
87610-250	Depreciation - Terminal Area		526,335	(526,335)
87610-300	Depreciation - Revenue Generating Land		254,890	(254,890)
87610-400	Depreciation - Main Hangar & FBO		68,219	(68,219)
87610-500	Depreciation - Administration		96,758	(96,758)
87620-692	Emergency Exercises		500	(500)
87630-591	Insurance - Airport Liability		20,000	(20,000)
87630-592	Insurance - Auto, Fire, Property		63,897	(63,897)
87630-595	Insurance - General Liability		28,707	(28,707)
87650-643	Permits		5,024	(5,024)
87650-646	Storm Water Permits		1,283	(1,283)
87660-500	Education	466	9,000	(8,534)
87670-500	Business Travel & Entertainment	11,420	54,850	(43,430)
87679-500	Employee Recognition	492	3,500	(3,008)
87700-791	Sig Items - Training Live Burn		26,500	(26,500)

88680-681	SM Chamber Economic Development	33,000	33,000	0
88680-690	Airline Service Revenue Guarantee	184,603		184,603
88680-691	Planning & Marketing		25,000	(25,000)
88680-692	Consulting Services - Marketing Aviation Related	2,289	64,410	(62,121)
88680-693	Consulting Services - Contingencies	18,122	102,554	(84,432)
Total		1,472,137	6,940,286	(5,468,148)



TELEPHONE (805)922-1726
FAX (805)922-0677
www.SantaMariaAirport.com

MEMORANDUM

Santa Maria Public Airport District

November 30, 2017

TO: Board of Directors

FROM: Manager of Finance and Administration

SUBJECT: Budget Deviation #1 for 2017 - 2018 Budget

It is recommended that the 2017 - 2018 Budget be amended to include the following changes:

Expenses	Proposed Budget Amount	Current Budget Amount	Increase/ (Decrease)
1.) 88680-690 Airline Service Revenue Guarantee	\$ 184,603	\$0	\$ 184,603
2.) 87510-562 Bank Charges - Credit Card Processing Fees	\$ 12,004	\$0	\$ 12,004
Total:	\$ 196,607	-	\$ 196,607

- 1.) The Revenue Guarantee for Mokulele was paid in full at the time the budget was being prepared and no budget number was necessary. An increase to the revenue guarantee was negotiated after the budget was established.
- 2.) The District recently began accepting credit card payments and did not have a history of charges in order to calculate an accurate budget amount. Based on the first four months of this year a budget amount has been estimated.

Approved: _____
Veroneka Reade, Manager of Finance and Administration

Recommended: _____
Chris Hastert, General Manager

Approved Board Meeting
of November 30, 2017: _____
Chuck Adams, Secretary

MEMORANDUM

DATE: November 09, 2017

TO: Chris Hastert, General Manager

FROM: Richard Tokoph, Operations Manager

SUBJECT: Operations Truck Purchase

On October 23, 2017, a request for vehicle bid was sent to local dealers in the Santa Maria Area.

Two completed bids were received by the November 8th due date. Home Motors submitted the lowest bid meeting the minimum vehicle requirements with a 2018 Chevrolet Colorado for \$34,548.44.

Attached are the proposals, along with a summary of each bid shown below:

Company	Make	Model	Year	Price
Home Motors	Chevrolet	Colorado	2018	\$34,548.44
Santa Maria Ford	Ford	F150	2017	\$34,550.90



OrderWORKBENCH

Configure a New Vehicle: View Summary

Order ID# [VRSQT9] was successfully submitted as of 07:19 PM , 10/24/2017

GM Business Associate Information

Charge-to BAC: 114615

Charge-to BFC: 1

Order-Through BAC:

Ship-to BAC: 114615

Ship-to BFC: 1

Contact Name:

DAN: SMAIR

Phone#:

Stock No:

Model Information

Model Year: 2018

Distrib. Entity: FLT Fleet

Order Type: FBC-Fleet Political Subdivision

Division: CHEVROLET

Allocation Group: COLRDO

TRUCK

Model: 12M43 - Colorado: WT Crew Cab, Short Box

Fleet Information

Primary FAN: 862129

End User FAN:

BID Number:

BID Item #:

PO Number:



Configuration Information

PEG: 4WT

Primary Color: GAZ - Summit White

Engine: LGZ - Engine, 3.6L DI DOHC V6 VVT

Transmission: M5T - Transmission, 8-speed automatic

Trim: H2R - Jet Black/Dark Ash, Cloth seat trim

Emissions: YF5 - Emissions, California state requirements

Requested TPW:

Options: 5GD, ATG, B30, B34, B35, BW5, BWN, C5J, C67, CGN, CTT, D31, D72, DBI, E63, G80, GU6, IOB, K34, LGZ, M5T, NQ7, PCN, PPA, QJJ, RS2, S1K, UDC, UQ3, UTJ, UVC, VCX, VJH, VJQ, VK3, VQ2, YF5, Z82, ZJJ

Options
5GD: Tow/Haul Mode
ATG: Remote Keyless Entry, extended range
B30: Floor covering, color-keyed carpeting
B34: Floor mats, carpeted front
B35: Floor mats, carpeted rear
BW5: Moldings, Black beltline
BWN: CornerStep, rear bumper
C5J: GVWR, 6000 lbs. (2722 kg)
C67: Air conditioning, single-zone manual climate control
CGN: Bedliner, Spray-on, Black with Chevrolet logo
CTT: Trallering assist, guidelines
D31: Mirror, inside rearview manual day/night
D72: Door handles, Black
DBI: Mirrors, outside remote with manual-folding, Black
E63: Pickup box
G80: Differential, automatic locking rear
GU6: Rear axle, 3.42 ratio
IOB: Audio system, Chevrolet MyLink Radio with 7" diagonal color touch-screen, AM/FM stereo
K34: Cruise control, electronic, automatic



LGZ: Engine, 3.6L DI DOHC V6 VVT
M5T: Transmission, 8-speed automatic
NQ7: Transfer case, electric, 2-speed
PCN: WT Convenience Package
PPA: Tailgate, EZ-Lift and Lower
QJJ: Tires, P265/70R16 all-season, blackwall
RS2: Wheels, 16" x 7" (40.6 cm x 17.8 cm) Ultra Silver Metallic steel
S1K: Wheel, spare, 16" x 7" (40.6 cm x 17.8 cm) steel
UDC: Display, driver instrument information enhanced, one color
UQ3: Audio system feature, 6-speaker system
UTJ: Theft-deterrent system, unauthorized entry
UVC: Rear Vision Camera
VCX: Handling Charge Wentzville to Ground Effects, LLC.
VJH: Bumper, rear chrome
VJQ: Recovery hooks, front
VK3: License plate kit, front
VQ2: Fleet processing option
YF5: Emissions, California state requirements
Z82: Trailering Package, heavy-duty
ZJJ: Tire, spare P265/70R16 all-season, blackwall

† North American Order Workbench is intended solely for business use by GM Dealers. Pricing shown is for illustration purposes only. Refer to GMPricing.com for official GM Price schedules. GM pricing is subject to change by GM at anytime, without notice. The GSA Price Level is for GM use only.

OPERATIONS VEHICLE
DUE: 4:00 PM 11/08/17

The criteria as set forth herein are for one (1) new and unused pick-up truck. These criteria are the minimum requirements only. List any deviations in the Detailed Vehicle Report.

Proposed Vehicle:

Make: Chevrolet Model: Colorado

Contact Name: Robin R Gault

Dealer: Home Motors Chevrolet

Address: 1313 East Main St.
Santa Maria CA 93454

Phone: 805-878-3391 Email: rgault@homemotors.net

Total Price: \$34,548.44

Less Cash Discount: Ø

Less Other Incentives: Ø

TOTAL BID AMOUNT:

thirty four thousand five hundred forty eight dollars and fourty four cents
(Words)

\$34,548.44
(Figures)

A DETAILED VEHICLE REPORT SHALL BE SUPPLIED WITH EACH BID

SANTA MARIA PUBLIC AIRPORT DISTRICT
3217 Terminal Drive
Santa Maria, CA 93455
(T) 805-922-1726 (F) 805-922-0677

HOME MOTORS

F&I MGR:

BUYER: SANTA MARIA PUBLIC AIRPORT DISTRICT

DEAL #: 98718

STOCK #:

TOTAL PRICE	31901.20	TOTAL TRADE	0.00	TRUTH IN LENDING	
WARR PREMIUM	0.00	TOTAL PAYOFF	0.00	-----	
AFTMKT PREM	0.00	TOT NET TRADE	0.00	APR 0.00 %	
TOTAL FEES	88.75	TOTAL CASH	0.00	AMT FINANCED	34548.44
TOTAL TAXES	2558.49	TOTAL REBATES	0.00	FINANCE CHARGE	0.00
		-----		TOTAL OF PYMTS	34548.44
GROSS PRICE	34548.44	TOTAL DOWN	0.00	TOTAL DOWN	0.00
TOTAL DOWN	0.00			DEF PYMT PRICE	34548.44
		DEAL DATE	10/24/2017	-----	
DEC LIFE PREM	0.00	1ST PYMT DATE	12/08/2017		
LEV LIFE PREM	0.00	LST PYMT DATE	12/08/2017	DEFERRED PAYMENT	
A&H PREMIUM	0.00	TERM	1	DUE	
IUI PREMIUM	0.00	PAYMENT	34548.44	DUE	
-----		IRREG PMTS		DUE	
AMOUNT FIN	34548.44	FINAL PAYMENT	0.00		

CASH DEAL

PRINTER OUTPUT (Y/N) N

MSRP- \$33,755

Your price \$31,901.20 (Includes all requested Equipment)

Doc/hire fee \$88.75

Sales tax \$2,558.49

\$34,548.44 out the door (no DMV)

* Buyer is responsible for getting license plates through DMV

* order out basis

OPERATIONS VEHICLE

DUE: 4:00 PM 11/08/17

The criteria as set forth herein are for one (1) new and unused pick-up truck. These criteria are the minimum requirements only. List any deviations in the Detailed Vehicle Report.

Proposed Vehicle:

Make: 2018 FORD Model: F150 4X4 Crew Cab

Contact Name: KURT RODRIGUEZ

Dealer: Santa Maria Ford

Address: 1035 E. Battles Rd
Santa Maria CA 93454

Phone: 805-868-0375 Email: KRODRIGUEZ@SantaMariaFord.com

Total Price: 31,991.57 + TAX
2559.32 TAX
\$34,550.90

Less Cash Discount: NONE

Less Other Incentives: NONE

TOTAL BID AMOUNT:

Thirty four thousand five hundred fifty & 90/100-
(Words)

\$34,550.90 EACH
(Figures)

Price includes all add ons.

A DETAILED VEHICLE REPORT SHALL BE SUPPLIED WITH EACH BID

SANTA MARIA PUBLIC AIRPORT DISTRICT

3217 Terminal Drive

Santa Maria, CA 93455

(T) 805-922-1726 (F) 805-922-0677

39225

OPERATIONS VEHICLE

DUE: 4:00 PM 11/08/17

The criteria as set forth herein are for one (1) new and unused pick-up truck. These criteria are the minimum requirements only. List any deviations in the Detailed Vehicle Report.

- | | MINIMUM REQUIREMENTS |
|---|---|
| 1. YEAR | 2017 or newer <i>2018</i> |
| 2. PAYLOAD CAPACITY | Mid sized <i>Full size F150</i> |
| 3. BED SIZE | 60" <i>66"</i> |
| 4. BED WIDTH: | 40" <i>48"</i> |
| 5. SEATING: | 4 Passenger <i>6 pass</i> |
| 6. TRANSMISSION: | Automatic <i>✓</i> |
| 7. WHEELS: | 16" wheels <i>17"</i> |
| 8. ENGINE: | Standard <i>3.3L Standard V6</i> |
| 9. DRIVE TRAIN: | 4 X 4 capability on demand <i>yes</i> |
| 10. BRAKES: | Power disc, anti-lock <i>yes</i> |
| 11. FUEL: | Gasoline <i>3.3L V6</i> |
| 12. INTERIOR: | Cloth <i>yes -</i> |
| 13. DOORS: | Four (4) <i>yes</i> |
| 14. SAFETY FEATURES: | Back Up Camera - <i>Dealer installed - \$740</i>
Air bag driver and passenger <i>✓ (Included in Bid)</i>
Bluetooth enabled <i>yes -</i> |
| 15. OTHER FEATURES: | Keyless entry <i>yes</i>
Air conditioning/heater/defrost <i>yes</i>
AM/FM/CD or MP3 player <i>yes</i>
Power Windows/ Steering <i>yes - TINTED Rear</i>
Floor mats <i>✓ ✓ w/ full Carpet</i>
Tow / haul / trailering package <i>yes (No Brakes on tow)</i>
All terrain radial tires <i>✓</i>
Folding right & left side view mirror <i>✓</i>
Heavy duty bumpers, rear step bumper <i>✓ Chrome</i>
Spray on Bedliner <i>Add Snug top</i>
Locking hard shell tonneau cover in <i>-\$1200</i>
Aluminum or painted to match vehicle <i>(Included in Totals)</i>
White |
| 16. COLOR: | |
| | (Subtract from final price) |
| 17. CASH DISCOUNT | |
| 18. OTHER INCENTIVE DISCOUNT | |
| 19. <u>BID PRICES SHALL INCLUDE ALL TAXES AND CHARGES.</u> | |
| 20. A DETAILED VEHICLE REPORT SHALL BE SUPPLIED WITH EACH BID | |

SANTA MARIA PUBLIC AIRPORT DISTRICT

3217 Terminal Drive

Santa Maria, CA 93455

(T) 805-922-1726 (F) 805-922-0677



CNGP530

VEHICLE ORDER CONFIRMATION

11/07/17 18:05:37

==>

Dealer: F71452

Page: 1 of 2

2018 F-150

Order No: K123 Priority: M3 Ord FIN: QB636 Order Type: 5B Price Level: 815

Ord PEP: 101A Cust/Flt Name: CO OF SB AIRP PO Number:

RETAIL

RETAIL

✓ W1E F150 4X4 CREW \$37430

CA BOARD FEES NC

145" WHEELBASE

FRT LICENSE BKT NC

YZ OXFORD WHITE

✓ 168 FLOOR CARPET 145

✓ C CLOTH 40/20/40

✓ 17C CHROME BUMPERS 175

G MED EARTH GRAY

422 CALIF EMISSIONS NC

✓ 101A EQUIP GRP 2255

SYNC

.XL SERIES

✓ 53B CLASS IV HITCH 95

✓.POWER EQUIP GRP

✓.CRUISE CONTROL

✓.17"SILVER STEEL

TOTAL BASE AND OPTIONS 42350

99B 3.3L V6 PFDI

XL MID DISCOUNT (750)

446 ELEC 6-SPD AUTO

TOTAL 41600

.265/70R-17

THIS IS NOT AN INVOICE

X26 3.73 REG AXLE NC

* MORE ORDER INFO NEXT PAGE *

6500# GVWR

F8=Next

F1=Help

F2=Return to Order

F3/F12=Veh Ord Menu

F4=Submit

F5=Add to Library

S006 - MORE DATA IS AVAILABLE.

QC05431

V1DP0162

2,6

11/07/17 18:05:54

Dealer: F71452

Page: 2 of 2

Ord PEP: 101A Cust/Flt Name: CO OF SB AIRP PO Number:

RETAIL

THIS IS NOT AN INVOICE

Add Snug top white lid w/ lock

\$1200

Add Back up Camera to Work
in factory Display

SP DLR ACCT ADJ

SP FLT ACCT CR

FUEL CHARGE

B4A NET INV FLT OPT NC

DEST AND DELIV 1295

\$ 740.⁰⁰

TOTAL BASE AND OPTIONS 42350

XL MID DISCOUNT (750)

TOTAL	41600
-------	-------

F1=Help

F2=Return to Order

F7=Prev

F4=Submit

F5=Add to Library

F3/F12=Veh Ord Menu

S099 - PRESS F4 TO SUBMIT

QC05431

Y1DP0162

2.6



11/30/17

Agenda Item
8
11/30/17

Board of Directors
Santa Maria Public Airport District
3217 Terminal Drive
Santa Maria, CA 93455

Subject: Authorization for two staff members and two community leaders to attend a meeting with SkyWest Airlines January 18, 2018 in St. George, UT.

Summary

Pursuant to our ongoing efforts to regain air service with a major hub carrier, and upon the recommendation of our Air Service Consultant, we request approval to meet with SkyWest Airlines to explore current and future options. SkyWest is a large regional airline flying for major partners such as United, Delta, American and Alaska.

Budget

Estimated Expenses:

		Attendees	Days	Rate	Total
Hotel:	Hotel stay	4	2	\$185.00	\$1,480.00
Meals:	Meals	4	2	\$60.00	\$480.00
Flight:	Airfare	4		\$315.00	\$1,260.00
Transportation:	Rental Car			\$180.00	\$180.00
	Total:				\$3,400.00

Overall Impact:

Approved 2017-2018 Budget for Business Travel	\$54,850.00
Previously Approved Business Travel	\$19,609.27
Current Balance for Business Travel	\$35,240.73
Amount of this Request	\$3,400.00
Balance Remaining if Approved	\$31,840.73

Recommendation

Staff recommends the board authorize this travel in an attempt to improve air service.

Please let me know if you have any questions:

Sincerely,

Chris Hastert, CM
General Manager

MEMORANDUM

DATE: November 20, 2017

TO: Chris Hastert

FROM: Richard Tokoph, Operations and Maintenance Manager

SUBJECT: Hangar 3103 Door tracks RFE

I am requesting that we authorized Vortex Doors to purchase and install new hangar door tracks at hangar 3103. The tracks have corroded and are in need of urgent repair. Multiple tenants have requested to repair the tracks. As requested, we contacted Lahr Welding and an additional supplier Graylift. We also contacted Hammon Doors, all three companies declined to bid or did not respond.

I am including photos of some of the defects that are readily visible. Please advise how you would like me to proceed.

HANGAR Q





HANGAR T



HANGAR B





HANGAR D



HANGAR H





1-800-698-6783

PROPOSAL

To	Site	Date
SANTA MARIA PUBLIC AIRPORT DISTRICT 3217 TERMINAL DRIVE SANTA MARIA, CA 93455	SANTA MARIA PUBLIC AIRPORT DISTRICT 3103 AIRPARK DRIVE SANTA MARIA, CA 93454	9/29/2017
Attn. BILL NOBLE		
Ref. # SQ-355495	Phone (805) 925-6067 Fax	Job (805) 310-1842 Phone

In accordance with the terms and conditions stated hereinafter, and on the following pages, we propose to provide the following doors and / or repair work (hereinafter referred to as the "Product") on the following terms.

New Hangar Door Bottom V-Track Installation

We propose to furnish, deliver, and install the following subject to the terms noted below:

One (1) new **Galvanized Double V-Track Assembly (approximately 700 feet)**. This includes the following benefits:

- ❖ Hot dipped galvanized steel designed corrugations to increase strength
- ❖ Heavy duty anchoring system
- ❖ Welded at all splice points and anchor heads

We will secure the existing Hangar panels in place while tracks are replaced. All panels will be aligned, rollers lubricated. Includes our Standard Quality Assurance & Safety Check to insure safe and proper operation of the complete door system. Damaged tracks will be removed and hauled away.

FOR THE TOTAL NET SUM OF.....\$39,340.00

Please note this bid INCLUDES the following:

1. Vortex Exclusive **three (3) year Limited Warranty**.
2. Work to be scheduled during regular business hours (M-F 7:30a-4:30p) unless otherwise stated.
3. Removal and disposal of damaged material.

Please note this bid DOES NOT INCLUDE the following:

1. Any hidden conditions or damage.
2. Any finish paint.
3. Prevailing Wage Rates if required are not included unless specified.
4. Any item not called out above.

Please fax or email signed proposal to: **SMASC@VortexDoors.com**
(805) 988-2255
(805) 988-2259 (Fax)

Thank you for the opportunity to provide our services

<input checked="" type="checkbox"/> Customer to list days or hours Vortex cannot do the work: _____	
Terms: Proforma or <input checked="" type="checkbox"/> Credit, _____ % on deposit 100 % Completion.	
This offer is good for 30 days. SIGNED COPY MUST BE RETURNED TO OUR OFFICE WITH DEPOSIT. Offer may be revoked by Vortex at any time prior to acceptance. Hidden or unanticipated damages and/or services not included in proposal. Proposal also does not include costs of prevailing wages, if required, unless specifically identified herein.	
NOTICE TO PROPERTY OWNER: If bills are not paid in full for the labor, services, equipment, or materials furnished or to be furnished, a mechanic's lien leading to the loss, through court foreclosure proceedings, of all or part of your property being so improved may be placed against the property even though you have paid your contractor in full. You may wish to protect yourself against this consequence by (1) requiring your contractor to furnish a signed release by the person or firm giving you this notice before making payment to your contractor or (2) any other method or device which is appropriate under the circumstances.	
Any questions concerning a contractor may be referred to the Registrar, Contractors' License Board, 3132 Bradshaw Road, Sacramento, California. Mailing address: P.O. Box 26000, Sacramento, California 95862.	
IMPORTANT: See following pages for additional terms, including limitations of warranty and limitations of liability which are part of this proposal, and will constitute terms of your contract with Vortex. Customer is added to our General Liability policy as Additional Insured only when required by written contract with Customer.	
Accepted:	("Customer") VORTEX INDUSTRIES, INC. ("VORTEX")
By	By Janelle Hill (VTU)
Date	Date 9/29/2017

LIMITED WARRANTY

1. **APPLICABLE PERIOD.** The VORTEX warranty for materials or labor (as appropriate) is applicable to cover problems promptly reported in writing within the following periods specified:
 - 1.1 **NEW PRODUCT INSTALLATIONS.**
 - A. Heavy Duty Rolling Steel Doors and Hollow Metal Doors - Five Year Limited Warranty, as follows: 1st year - 100% Material and Labor, 2nd year - 100% Material, No Labor, 3rd year - 20% Material, No Labor, 4th and 5th Year - 10% Material, No Labor.
 - B. Overhead, Glass Entrance and Light Weight Rolling Steel Doors, Motors and Other New Product Installation - Three Year Limited Warranty, as follows: 1st year - 100% Material and Labor, 2nd year - 20% Material, No Labor, 3rd year - 10% Material, No Labor.
 - 1.2 **REPAIRS.**
 - A. Repairs Performed as Recommended by VORTEX: 100% Materials for 1 year, and 90 days Labor. B. Limited Scope Repairs - No Warranty.
2. **LIMITED WARRANTY. OUR WARRANTY IS FURTHER LIMITED AS FOLLOWS:**
 - 2.1 Our warranty shall not extend to or cover deterioration due to rust resulting from (i) damage to the door section finish caused by fire, other accident or casualty, vandalism, radiation, harmful fumes or foreign substances in the atmosphere, (ii) occurring as a result of any physical damage after the door left our control, or (iii) failure to provide reasonable, necessary and proper maintenance (see paragraph 3 below).
 - 2.2 Our warranty shall not extend to or cover any damages or claims with respect to any products that in any way or degree have been altered, processed, misused or improperly handled or installed.
 - 2.3 VORTEX does not warrant conformity with any building or fire codes. Customer is responsible for obtaining any required permits and giving any required notices.
 - 2.4 WE MAKE NO OTHER WARRANTIES, REPRESENTATIONS OR COVENANTS, EXPRESS OR IMPLIED, AS TO ANY MANNER WHATSOEVER WITH RESPECT TO THIS PRODUCT EXCEPT FOR ANY IMPLIED WARRANTY REQUIRED BY APPLICABLE LAW, AND ANY SUCH IMPLIED WARRANTIES SHALL BE LIMITED IN DURATION TO A PERIOD OF ONE YEAR FROM THE DATE OF PURCHASE.
 - 2.5 IN THE EVENT OF THE BREACH OF THE WARRANTY DESCRIBED ABOVE, VORTEX'S SOLE RESPONSIBILITY SHALL BE TO REPAIR OR REPLACE ANY PRODUCT WHICH PROVED TO HAVE BEEN DEFECTIVE DURING THE WARRANTY PERIOD. In the event VORTEX fails to or elects not to repair or replace the defective products, VORTEX'S responsibility shall be limited to the damages specified in Section 5 below.
 - 2.6 This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.
 - 2.7 Only an authorized corporate officer of VORTEX may modify or add to the warranties set forth above, and any such modification or addition must be in writing and separately executed by such corporate officer.
3. **OWNER'S RESPONSIBILITY.**

The proper operation and maintenance of your doors is critical. If your door is equipped with a hand chain or pull rope, control its speed and do not let it slam up or slam down. If you operate your door slowly and carefully, it should last many years. However, the useful life of the doors and their component parts is not unlimited, and to assure the safe and proper operation, it is imperative that doors be serviced and inspected every six months for long life and easy operation. Failure to do so will void the warranty. You are encouraged to contact VORTEX for details on available **Preventive Maintenance** programs.

On such iron or steel surfaces painted by VORTEX with prime coat as are exposed to the weather, Customer agrees to complete painting with a finish coat or coats of a color of Customer's choice.
4. **FURTHER CONDITIONS OF WARRANTY.** The foregoing warranty shall be voided and products and services shall be deemed sold "as is" with all faults:
 - 4.1 if the related invoice is not paid within thirty (30) days;
 - 4.2 if repairs or alterations are made by anyone other than VORTEX;
 - 4.3 until any "Recommendation for Additional Work Needed" is authorized in writing by Customer and completed by VORTEX.You must give us the job number when first calling for warranty service or you will be billed for the work.
5. **LIMITATIONS OF LIABILITY.**
 - 5.1 THE LIABILITY OF VORTEX FOR DAMAGES OR INDEMNITY, IF ANY, SHALL BE LIMITED TO THE AMOUNT OF THE CHARGES PAID BY CUSTOMER TO VORTEX WITH RESPECT TO THE SPECIFIC PRODUCTS OR SERVICES.
 - 5.2 IN NO EVENT, REGARDLESS OF THE FORM OF THE ACTION, WHETHER IN CONTRACT OR IN TORT, INCLUDING NEGLIGENCE, SHALL VORTEX BE LIABLE FOR INCIDENTAL DAMAGES, CONSEQUENTIAL DAMAGES, LOST PROFITS, OR LOST SALES, NOTWITHSTANDING THE FACT THAT VORTEX MAY HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

FURTHER TERMS AND CONDITIONS

PAYMENT TERMS. The Company that called us is responsible for paying the bill. VORTEX provides emergency repair services, and time is of the essence to the performance by the parties of their obligations. Service bills are due and payable upon completion of work. Hours are calculated from the time the man leaves our shop until he returns. Minimum service charge is one hour at the current hourly rate. Customer further grants to VORTEX a security interest in all products furnished to customer. In event of default, VORTEX shall have, in addition to all rights provided by law, the right to repossess all products and to remove doors supplied. Overdue accounts shall accrue interest from the date payment on the account is overdue, at 10% per annum, or the maximum legal rate, whichever is greater.

WORK HOURS. VORTEX standard work hours are Mon. - Fri. 8:00 a.m. - 4:30 p.m. VORTEX's standard rates shall be increased for work performed during other hours. VORTEX must be notified of any days or times during which scheduled work cannot be done. A refused field trip will be charged for.

SITE PREPARATION. Customer, at its expense, shall assure that the wall construction around the opening is suitable for supporting all doors, door seals, accessories, and other items, and that there is proper clearances for their reception. When VORTEX is to provide erection, Customer at its expense shall assure that the openings into which the items or around which the items are to be installed are complete, unobstructed, and available to VORTEX mechanics or subcontractors without delay or interruption to their work. Customer warrants safety and suitability of the structure for reception of VORTEX'S materials and agrees to hold VORTEX and its subcontractors harmless from liability attributed thereto. Unless otherwise expressly stated, this work order does not include the preparation or furnishings by VORTEX of openings, sills, jambs, lintels, structural members to which doors or accessories are to be attached, or glass or glazing, or when motor operators are furnished, any wire, fuses, or conduits, or any auxiliary steel work for carrying supporting or attaching power units. Electrical hookup and hauling away of old materials is not included in the work order. Customer acknowledges that unloading, hoisting, storage and protection of materials is the sole responsibility of the Customer.

PERFORMANCE EXCUSED. VORTEX shall not be liable to Customer in any manner for failure or delay to fill an order placed herein, or other failures to perform as a result of strike or other labor trouble, fire, flood, material or labor shortage, embargo, stoppage in transit, direct or indirect acts, regulations or orders of any governmental body, war, sabotage, act of God or public enemy, or other cause beyond the control of VORTEX including nonperformance of conditions precedent by Customer such as the furnishing of specifications of wall openings or other information, approval of or other action upon drawing.

ENFORCEMENT OF CONTRACT. This contract (subject only to modification by any subsequent, and fully executed, written repair work order) constitutes the entire agreement of the parties with respect to the proposed work. There are no oral agreements made or allowed between the parties. All parties agree that interpretations and enforcement of the contract shall be subject to the laws of the state of California and any action brought to enforce any provision of the agreement shall be in the jurisdiction and venue of the courts of Orange County, California. In the event of any action or proceeding to enforce this agreement or arising out of any breach of this agreement, the prevailing party herein shall be entitled to recover reasonable attorney's fees and costs therein incurred.

ANY QUESTIONS CONCERNING A CONTRACTOR MAY BE REFERRED TO THE REGISTRAR, CONTRACTORS' LICENSE BOARD, 9821 BUSINESS PARK DRIVE, SACRAMENTO, CALIFORNIA 95827. MAILING ADDRESS: P. O. BOX 26000, SACRAMENTO, CALIFORNIA, 95826. WEBSITE: WWW.CSLB.CA.GOV.