

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

**Thursday
June 27, 2019**

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

**REGULAR 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: Rafferty, Adams, Engel, Brown, Baskett

- 1. MINUTES OF THE REGULAR MEETING HELD JUNE 13, 2019.**
- 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 to Actual
 - c) Financial Statements
 - d) Delinquent Tenant

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. **The Consent Calendar is approved by ROLL CALL VOTE on one Motion.** These items are read only on request of Board members.

The following items are presented for Board approval without discussion as a single agenda item in order to expedite the meeting. **SHOULD ANYONE WISH TO DISCUSS OR DISAPPROVE ANY ITEM**, it must be dropped from the blanket Motion of approval and be considered as a separate item.

It is the recommendation of staff that the Board receives, and file and/or approve the following leases and agreements or other routine items and authorize the President and Secretary to execute them:

- (a) **APPROVAL OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT HANGAR WAITING LIST RULES AS AMENDED JUNE 27, 2019.**
- (b) **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO AUTHORIZE THE FIRST AMENDMENT OF AIRLINE OPERATING AGREEMENT AND TERMINAL BUILDING SPACE LEASE BETWEEN THE DISTRICT AND ALLEGIANT TRAVEL COMPANY.**
8. **REVIEW AND APPROVAL OF THE BUDGET FOR FISCAL YEAR 2019-2020.**
9. **DISCUSSION AND DIRECTION TO STAFF REGARDING DIRECTOR HEALTH CARE.**
10. **ADOPTION OF RESOLUTION 879. A RESOLUTION OF THE GOVERNING BODY OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT FOR THE ELECTION OF DIRECTORS TO THE SPECIAL DISTRICT RISK MANAGEMENT AUTHORITY BOARD OF DIRECTORS.**
11. **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: APN 111-231-9 (Gov. Code Section 54956.8).**
12. **DIRECTORS' COMMENTS.**
13. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD
MEETING OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT HELD JUNE 13, 2019

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 Rafferty, Adams, Engel, Brown and Baskett. General Manager Hastert, Manager of Finance & Administration Reade and District Counsel George

1. MINUTES OF THE REGULAR MEETING HELD May 23, 2019. Director Baskett made a Motion to approve the minutes of the regular meeting held May 23, 2019. Director Brown Seconded and it was carried by a 5-0 vote.
2. COMMITTEE REPORT(S):
 - a) AVIATION SUPPORT & PLANNING (Standing or Ad Hoc) – No meeting scheduled.
 - b) ADMINISTRATION & FINANCIAL (Standing or Ad Hoc) – No meeting scheduled.
 - c) MARKETING & PROMOTIONS (Standing or Ad Hoc) – No meeting scheduled.
 - d) CITY & COUNTY LIAISON – A meeting will be scheduled.
 - e) STATE & FEDERAL LIAISON – The committee met and discussed future plans.
 - f) VANDENBERG LIAISON – No meeting scheduled.
 - g) BUSINESS PARK COMMITTEE (Ad Hoc) – The committee met with a developer to discuss future plans.
3. GENERAL MANAGER'S REPORT. Mr. Hastert notified the Board of meetings he has attended including CalPortland, Jumpstart, Guadalupe PD and City Council. An Air Service Development Community Group is currently being organized to assist in the efforts of gaining hub service. Mr. James Kunkle Sr. met with President Trump in Normandy for the 75th anniversary.
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 066644 through 066760 in the amount of \$362,186.44 was recommended for approval as presented. Director Brown made a Motion to accept the Demand Register as presented. Director Baskett Seconded and it was carried by a 5-0 vote.

- 1 b) Quarterly Investment Report. Received and filed.
2
3 5. DISTRICT COUNSEL'S REPORT. Nothing to report.
4
5 6. PUBLIC SESSION: Statements from the floor will be heard during public session.
6 Request to Speak forms are provided for those wishing to address the board. After
7 completing the form, please give it to the Clerk. Requests requiring board action
8 will be referred to staff and brought on the next appropriate agenda. Members of
9 the public are cordially invited to speak on agenda items as they occur. Staff
10 reports covering agenda items are available for review in the offices of the General
11 Manager on the Tuesday prior to each meeting. The Board has established a five-
12 minute time limit for receipt of testimony. The board reserves the right to establish
13 further time limits for receipt of testimony.
14
15 Director Baskett requested to speak regarding an offer he made to the Board. He
16 requested the Board add this to the next agenda.
17
18 7. Adoption of Resolution 876. A Resolution of the Board of Directors of the Santa
19 Maria Public Airport District adopting the Appropriations subject to limitation for
20 fiscal year 2019-2020 under California Constitution Article XIII B (As Amended) and
21 Implementing Statutes. Director Baskett made a Motion to approve. Director
22 Adams Seconded and it was carried by the following roll call vote. Directors
23 Rafferty, Adams, Engel, Brown and Baskett vote "Yes".
24
25 8. Resolution 878. Electing to be subject to the Public Employees' Medical and
26 Hospital Care Act at an equal amount for employees and annuitants with respect
27 to a recognized employee organization (NonPERS elected officials). Director
28 Brown made a Motion to approve. Director Baskett Seconded and it was carried
29 by the following roll call vote. Directors Rafferty, Adams, Brown and Baskett voted
30 "Yes". Director Engel voted "No".
31
32 9. Authorization for the President and Secretary to execute a service agreement
33 between the District and Mead & Hunt, Inc. for Air Service Development. Director
34 Baskett made a Motion to approve. Director Brown Seconded and it was carried
35 by a 5-0 vote.
36
37 10. Authorization for the President and Secretary to execute a revocable permit
38 agreement between the District and Valley Art Gallery. Director Baskett made a
39 Motion to approve. Director Adams Seconded and it was carried by a 5-0 vote.
40
41 11. Discussion and direction to staff regarding the lease between the District and John
42 McGray and Randy Jokela on a portion of parcel APN 111-231-9. Director Baskett
43 made a Motion to move forward. Director Brown Seconded and it was carried by
44 a 5-0 vote.
45
46 12. Authorization for one staff member and one community member to attend the P3
47 Airport Summit to be held July 22-23, 2019 in San Diego, CA. Director Baskett
48 made a Motion to approve. Director Engel Seconded and it was carried by a 5-0
49 vote.
50

1 13. Authorization for tuition reimbursement for Carla Osborn, Operations Officer.
2 Director Baskett made a Motion to approve. Director Engel Seconded and it was
3 carried by a 5-0 vote.
4

5 14. Authorization for one staff member to attend the 73rd Annual SWAAAE Summer
6 Conference to be held July 28-31, 2019 in Tucson, AZ. Director Brown made a
7 Motion to approve. Director Adams Seconded and it was carried by a 5-0 vote.
8

9 15. Authorization for the award of the Airfield Pavement Marking to Cal Stripe Inc. and
10 Authorization for the President and Secretary to execute the contract between the
11 District and Cal Stripe Inc. for the Airfield Pavement Marking subject to District
12 Counsel's review of insurance and bonds. Director Baskett made a Motion to
13 approve. Director Engel Seconded and it was carried by a 5-0 vote.
14

15 16. Authorization for the President and Secretary to execute the building space lease
16 between the District and Central Coast Jet Center. Director Baskett made a Motion
17 to approve. Director Brown Seconded and it was carried by a 5-0 vote.
18

19 17. Discussion and direction to staff regarding potential opposition letter to AB1486
20 and support letter for ACA 1 as recommended by the California Special Districts
21 Association. Discussion was held, and the Board decided not to proceed with ACA
22 1 and to move forward with AB1486.
23

24 RECESS: At 7:27 p.m.

25
26 Return to OPEN SESSION: At 7:36 p.m. The Board and staff reconvened to Open
27 Session.
28

29 18. CLOSED SESSION. At 7:36 p.m. the Board went into Closed Session to discuss
30 the following item(s):
31

32 a) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and
33 District Counsel) Re: 3820 Blosser Road (Gov. Code Section 54956.8).
34

35 b) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and
36 District Counsel) Re: 3249 Terminal Drive #103 (Gov. Code Section 54956.8).
37

38 c) Pursuant to California Government Code Section 54956.8 with Real Property
39 Negotiators (Chris Hastert and District Counsel) between the District and Nanci
40 Gomez & Alejandro Zirate regarding 4000 S. Blosser Road, Unit 15, Santa
41 Maria, CA.
42

43 At 8:02 p.m., the Board and staff reconvened to Open Public Session.
44

45 There were no reportable actions.
46

47 22. DIRECTORS' COMMENTS: Directors Rafferty, Engel and Adams had no
48 comment
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50 Director Brown is working with Ms. Reade to bring financial statements to a
51 future meeting and they will be presented on the second meeting of each month.

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Director Baskett asked for an update on Customs.

10. ADJOURNMENT. President Rafferty asked for a Motion to adjourn to a Regular Meeting to be held on June 27, 2019 at 7:00 p.m. at the regular meeting place. Director Baskett made that Motion, Director Adams Seconded and the Motion was carried by a 5-0 vote.

ORDER OF ADJOURNMENT

This Regular Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 8:03 p.m. on June 13, 2019.

Hugh Rafferty, President

Carl Engel, Secretary

Monthly Activity Report

May 2019



AGENDA ITEM

3a

6/27/2019

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	103,360	4,422	96%
Commercial Aviation Office Space (SqFt)	28,800	19,449	9,351	68%

Hangar Waiting List

T-Hangars	18
Corporate/Corporate T-Hangar	21

Monthly Activity

	May-18	Apr-19	May-19	%Change
Operations	2,872	3,006	2,831	-1%
Noise/Nuisance Complaints	0	0	0	
Jet\100LL Fuel (Gallons)	60,090	47,755	63,981	6%

Enplanments

	May-18	Apr-19	May-19	%Change
Allegiant	1,693	1,559	1,947	15%
Central Coast Shuttle	1,159	944	1,109	-4%

Airline Load Factor

	# of Flights	Load Factor Actual flights	Load Factor SCHED flights
Allegiant	15	82%	82%

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	

2018-2019

**DEMAND REGISTER
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 066761 to 066799, and electronic payments on Pacific Premier Bank and in the total amount of \$138,755.90

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 066761 to 066799, and electronic payments on Pacific Premier Bank in the total amount of \$138,755.90 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 JUNE 27, 2019.

CARL ENGEL JR.
SECRETARY

Santa Maria Public Airport District
Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description	AIP Reimbursement
066761	6/27/2019	Adamski Moroski	\$ 5,307.00	Legal Service	
066762	6/27/2019	Advantage Answering Plus	\$ 34.79	Answering Service	
066763	6/27/2019	Aflac	\$ 569.94	Voluntary Ins. - Employee	
066764	6/27/2019	AT&T	\$ 41.79	Phone Service	
066765	6/27/2019	Bartlett, Pringle & Wolf	\$ 2,840.16	Computer Support	
066766	6/27/2019	Berchtold EquipmenCompany	\$ 42,487.44	New Tractor	
066767	6/27/2019	Blueglobes, Inc.	\$ 925.56	Lighting & Nav Aid Maint.	
066768	6/27/2019	Bomar Security & Investigation	\$ 961.00	Security Service	
066769	6/27/2019	Carquest Auto Parts	\$ 41.30	Auto Maint. - Mechanical	
066770	6/27/2019	City of Santa Maria	\$ 301.02	Water Invoice	
066771	6/27/2019	Clark Pest Control	\$ 224.00	Pest Control - Terminal & Adm.	
066772	6/27/2019	De Lage Landen	\$ 102.18	Lease/Maint. - Copier	
066773	6/27/2019	Fastenal Company	\$ 72.68	Shop Supplies	
066774	6/27/2019	Federal Express	\$ 77.71	Freight & Common Carrier	
066775	6/27/2019	Kerry Fenton	\$ 902.99	Travel Expense	
066776	6/27/2019	Frontier Communications	\$ 825.51	Telephone Service	
066777	6/27/2019	Government Finance Officers Assoc.	\$ 160.00	Membership Dues	
066778	6/27/2019	Home Depot	\$ 377.29	Building Maintenance	
066779	6/27/2019	J B Dewar, Inc	\$ 614.43	Fuel Expense - Gas/Diesel	
066780	6/27/2019	Letters, Inc.	\$ 79.21	Auto Maintenance	
066781	6/27/2019	LSC Communications	\$ 30.38	Publications	
066782	6/27/2019	Mead & Hunt, Inc.	\$ 971.00	Air Service Consulting	
066783	6/27/2019	Mission Uniform Service	\$ 291.20	Uniform Service	
066784	6/27/2019	Napa Auto Parts	\$ 61.64	Auto parts	
066785	6/27/2019	Mail Finance	\$ 362.90	Postage Meter Lease	
066786	6/27/2019	Carla Osborn	\$ 1,243.00	Reimbursement - Education	
066787	6/27/2019	Pacific Telemanagement Services	\$ 227.92	Pay Phone Service	
066788	6/27/2019	Principal Financial Group	\$ 3,201.69	Dental, Life, Disability, Visi	
066789	6/27/2019	Sage Institute Inc.	\$ 580.00	Consulting Service	
066790	6/27/2019	Mr. Backflow	\$ 100.00	Maint. - Backflow Valve	
066791	6/27/2019	Santa Barbara LAFCO	\$ 2,869.00	Pro-Rata Share/ LAFCO's Budget	
066792	6/27/2019	S Lombardi & Assoc., Inc.	\$ 2,370.00	Airport Advertising	
066793	6/27/2019	Santa Maria Valley Crop Service	\$ 3,588.75	Weed/Vector Control	
066794	6/27/2019	Tartaglia Engineering	\$ 13,238.55	Obstruction Removal	
066795	6/27/2019	Titan Real Estate	\$ 426.52	Deposit Return	
066796	6/27/2019	VTC Enterprises	\$ 60.00	Trash - Paper Recycling	
066797	6/27/2019	WageWorks	\$ 100.00	Cafeteria Plan - Admin. Fee	
066798	6/27/2019	Western Propane Service	\$ 125.05	Maintenance Suupplies	
066799	6/27/2019	Zoom Imaging Solutions, Inc.	\$ 7.88	Lease/Maint.- Copier Machine	

Total Checks Written: \$ 86,801.48

Electronic Payments

6/13/2019	Paychecks	\$ 28,451.55	Payroll
6/14/2019	Paychecks - Taxes	\$ 5,679.14	Taxes
6/14/2019	Mass Mututal	\$ 4,142.31	Emp Retirement
6/17/2019	PG&E	\$ 626.31	Utility
6/18/2019	CalPers	\$ 7,609.36	Unfunded Liability
6/18/2019	CalPers	\$ 5,445.75	Retirement

Total Electronic Funds Payments: \$ 51,954.42

Net Dispersed Funds

\$ 138,755.90

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
71110-100	Electricity - Landing Area	13,115	12,803	312
71110-455	Electricity - Hotel Ramp	793	816	(23)
71120-150	ARFF Services	540,248	540,248	0
71220-100	Signs	888	1,200	(312)
71310-100	Lighting & Nav Aid Maintenance	5,568	8,344	(2,776)
71323-100	Runway Generator Maintenance	2,487	2,437	50
71330-100	Pavement - Runways & Taxiways	999	6,150	(5,151)
71331-100	Pavement - Ramps & Tiedowns	1,893	8,138	(6,244)
71340-100	Drainage Maintenance	884		884
71345-100	Weed/Wildlife Abatement	28,597	29,906	(1,309)
71350-100	Fencing & Gates	853	3,225	(2,372)
71700-701	Sig Items - Tree Removal AOA	96,810	72,608	24,203
72110-200	Electricity - Hangars	14,151	16,030	(1,879)
72130-200	Water/Sewer - Hangar	2,147	3,455	(1,308)
72150-200	Emergency Phones - Hangars	1,573	972	601
72260-200	Landscaping Hangar Area	4,951	4,896	55
72290-200	Miscellaneous Hangar Supplies	872	525	347
72300-200	Building Maintenance - Hangar Area	3,332	6,675	(3,343)
72310-200	Lighting Maintenance - Hangars	1,047	5,250	(4,203)
72311-200	Janitorial Sv Hangar Area	11,571	10,395	1,176
72328-200	Fire Extinguisher Service - Hangar		1,125	(1,125)
72331-200	Pavement - Ramp - Hangars	4,000	8,438	(4,438)
72350-200	Fencing & Gates	59	2,288	(2,228)
72445-200	Fire Alarm Service - Hangars	2,094	2,445	(351)
72480-200	Waste Oil Removal - Hangars	1,129	1,125	4
73700-721	Owner Build - Water/Sewer	650	535	115
73700-722	Owner Build - Electricity	160	171	(11)
73700-723	Owner Build - Restroom Janitorial	1,890	1,890	0
73700-724	Owner Build - Maintenance		750	(750)
74110-203	Electricity - Main Hangar	22,416	22,186	230
74110-204	Utilities - 3940 Mitchell Rd.	211	237	(26)
74120-203	Gas- Main Hangar	1,090	372	718
74130-125	Water/Refuse - Paint Hangar	3,637	3,647	(9)
74130-203	Water/Refuse - Main Hangar	4,223	5,143	(920)
74150-125	Emergency Phone Lines - Paint Hangar	1,595	1,572	23
74150-203	Emergency Phone Lines - Main Hangar	503	491	12
74260-400	Landscaping - FBO	790	747	43
74300-400	Building Maintenance - FBO Hangar Area	10,851	7,763	3,088
74311-203	Janitorial Sv Main Hangar & FBOs	1,890	1,890	0
74311-218	Customs - Water/Refuse/Sewer	1,646	2,819	(1,173)
74315-400	Fire Sprinkler Maintenance	750	1,875	(1,125)
74331-400	Pavement - Ramps & Tiedowns		1,500	(1,500)
74340-400	Drainage Maintenance	29	1,125	(1,096)

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
74350-400	Fencing & Gates	4,052	17,100	(13,048)
74445-125	Fire Alarm Service - Paint Hangar	315	315	0
74445-203	Fire Alarm Service - Main Hangar	315	315	0
75110-249	Electricity - Terminal	66,017	72,998	(6,981)
75120-249	Gas - Terminal	2,621	4,385	(1,764)
75130-249	Water/Refuse/Sewer - Terminal	11,019	17,129	(6,110)
75150-249	Emergency Phone Lines - Terminal	5,001	5,566	(564)
75150-250	Pay Phone Service - Terminal	2,279	2,051	228
75150-300	Audio & Video Monthly Charges	2,069	1,710	359
75220-250	Signs	587	1,500	(913)
75255-250	Janitorial Sv Terminal Area	71,784	71,784	0
75260-250	Landscaping - Terminal	21,842	21,483	359
75300-249	Building Maint. - Terminal	27,207	26,775	432
75300-339	Building Maintenance - Fire Station	4,411	4,298	113
75310-240	Lighting Maintenance - Terminal Area Streets	287	375	(88)
75310-249	Lighting Maintenance - Terminal	3,089	3,000	89
75310-339	Lighting Maintenance - Fire Station		75	(75)
75320-249	Equipment Maintenance - Terminal	31		31
75323-249	Generator Maintenance - Terminal	1,088	1,125	(37)
75323-339	Generator Maintenance - Fire Station	962	1,500	(538)
75333-250	Pavement - Roads - Terminal Area	5,350	7,500	(2,150)
75350-250	Fencing & Gates - Terminal	533	1,500	(967)
75465-249	Automatic Door Service - Terminal	2,936	2,250	686
75475-249	Interior Plant Service - Terminal	2,475	2,475	0
75700-740	Terminal Accessories	10,443	7,832	2,611
75700-761	Firefighting Equipment		8,813	(8,813)
76110-300	Electric - Street Lights	1,420	2,287	(867)
76110-310	Electric - Retention Dam Pumps	3,144	3,625	(481)
76140-300	Recycled Water	147	1,688	(1,541)
76220-250	Signs	135	750	(615)
76260-300	Landscaping - Revenue Generating Land	7,150	7,107	43
76290-300	South Well Repairs		375	(375)
76310-300	Street Light Maintenance		375	(375)
76340-300	Drainage Maintenance	2,479	2,250	229
76345-300	North Well Repairs		1,125	(1,125)
76350-300	Fencing & Gates		1,875	(1,875)
76360-300	Stormwater Retention Facilities	2,013	2,550	(537)
76438-300	Permits - Retention Dams	275		275
76700-750	MHP - Salaries	68,683	69,599	(917)
76700-752	MHP - Maintenance	15,455	25,466	(10,012)
76700-753	MHP - MHP Liability Insurance	5,762	4,763	999
76700-754	MHP - Utilities	115,909	122,130	(6,221)
76700-755	MHP - Property Management	21,150	22,500	(1,350)

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Un der Budget)
76700-757	MHP - General and Admin. Expense	14,318	11,625	2,693
87010-451	General Manager	109,442	121,246	(11,804)
87010-452	Manager of Operations and Maintenance	65,431	69,176	(3,745)
87010-453	Manager of Finance and Administration	64,109	69,176	(5,067)
87010-454	Operations Officer	37,470	39,510	(2,041)
87010-455	Administrative Assistant	39,803	42,333	(2,530)
87010-456	Maintenance Foreman	52,137	55,120	(2,984)
87010-457	Maintenance Workers III	46,783	49,469	(2,686)
87010-458	Maintenance Worker I	50,476	52,232	(1,756)
87010-459	Maintenance Worker II	32,243	34,034	(1,791)
87010-460	Accounting Clerk	79,092	82,530	(3,438)
87010-462	Receptionist	27,869	29,390	(1,521)
87020-473	Longevity Pay	14,115	14,052	63
87020-474	On Call Pay		6,000	(6,000)
87030-481	Medicare Tax	10,044	9,402	642
87030-482	Medical Insurance	178,289	188,619	(10,330)
87030-483	Dental Insurance	11,213	8,731	2,482
87030-484	Auto Allowance	8,538	9,000	(462)
87030-485	Life Insurance	3,147	2,970	177
87030-486	Disability Insurance	6,093	5,335	758
87030-487	PERS Retirement	140,407	160,340	(19,933)
87030-488	Worker's Compensation	16,342	12,173	4,169
87030-489	Employee Vision Coverage	1,472	1,144	328
87030-495	Unemployment Claims	1,955		1,955
87110-150	Electricity - Shop	2,249	2,179	70
87110-217	Electricity - Administration Building	8,346	10,883	(2,536)
87120-150	Gas - Shop	192	189	3
87120-217	Gas - Administration Building	589	602	(13)
87130-150	Water/Refuse - Shop	2,510	2,423	88
87130-217	Water/Sewer - Administrative Building	1,036	1,131	(95)
87130-500	Water - Landscaping	17,139	20,118	(2,979)
87140-500	Trash - Paper Recycling	1,201	540	661
87160-501	Cellular Phone	6,179	10,883	(4,703)
87160-502	Security Phone Lines	802	774	28
87160-504	Administration Office - Monthly Service	4,418	5,003	(585)
87160-505	Administration Office - Toll Calls	1,034	1,629	(595)
87160-507	Administration Office - Fax Line	1,092	1,073	19
87160-509	Tower & Fire Station	2,197	2,153	43
87160-510	Shop Phone	1,999	1,763	235
87160-511	Answering Service	2,501	2,560	(59)
87210-500	Security Supplies	2,800	2,550	250
87230-500	Janitorial Supplies	6,016	6,467	(450)
87240-500	Small Tools	4,424	6,782	(2,358)

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
87260-150	Shop Supplies	2,812	3,413	(601)
87270-531	Fuel Expense - Gas/Oil	8,035	7,523	513
87270-532	Fuel Expense - Diesel Fuel/Oil	11,343	9,941	1,403
87275-500	Solvent	1,923	412	1,511
87280-546	First Aid	560	412	148
87280-547	Safety Equipment	1,823	2,630	(806)
87280-548	Training Supplies	450	450	0
87286-500	Uniform Service	6,106	4,471	1,635
87290-500	Sundries	3,525	3,525	(0)
87300-150	Building Maintenance - Shop	479	2,738	(2,258)
87300-217	Building Maintenance - Administrative Building	4,135	5,940	(1,805)
87321-150	Equipment Maintenance - Shop	306	563	(256)
87322-500	Radio Maintenance	845	2,290	(1,445)
87324-521	Copier	6,152	5,949	204
87324-523	Maintenance - Postage Machine	1,083	1,086	(3)
87328-500	Fire Extinguisher Service		1,050	(1,050)
87360-536	Automotive Maintenance - Mechanical	3,231	6,000	(2,769)
87360-537	Automotive Maintenance - Tires	1,598	3,000	(1,402)
87370-541	Heavy Equipment Maintenance	8,151	10,811	(2,660)
87370-542	Heavy Equipment Tires	2,219	1,875	345
87370-543	ARFF Vehicle Maintenance	24,187	18,189	5,998
87380-554	Fuel System - Fire Alarm Service	315	405	(90)
87400-500	Directors Fees	7,200	15,750	(8,550)
87412-500	Payroll Processing Fees	3,710	3,579	131
87414-500	Annual Audit	19,268	20,813	(1,545)
87420-500	Legal Counsel Services	56,834	56,232	601
87422-500	Legal Services Contingencies		22,500	(22,500)
87440-500	Security Service	238,576	336,377	(97,801)
87443-500	Security Sys Maint & Repairs	15,519	12,000	3,519
87450-500	Janitorial Service - Admin	8,505	8,675	(170)
87470-500	Landscaping Services	3,265	3,366	(101)
87472-500	Landscaping Contingencies	3,590	3,750	(160)
87475-500	Internet/Web Page Maintenance	18,973	15,373	3,600
87510-562	Bank Charges - Service Charges	10,033	8,625	1,408
87520-566	Freight & Common Carrier	433	354	78
87520-567	Postage	699	1,350	(651)
87520-568	Printing & Stationery	516	900	(384)
87520-570	Misc Office Supplies	6,298	11,303	(5,006)
87520-572	Books & Publications	1,802	375	1,426
87530-581	Computer Supplies	9,132	13,665	(4,532)
87530-583	Computer Support Services	62,701	50,452	12,248
87540-600	Dues and Memberships	4,247	3,617	630
87540-601	Dues -AAAE	4,250	3,450	800

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
87540-603	Dues - SWAAAE	95	356	(261)
87540-605	Dues - Chamber of Commerce	8,045	6,000	2,045
87540-606	Dues - National Notary Association		113	(113)
87540-607	Dues - CA Special Districts Association	6,965	4,791	2,174
87540-608	Dues - AAAE ARDF CA Airport Storm	4,950	3,713	1,238
87540-610	Costco Membership	180	124	56
87540-618	Santa Maria Times		113	(113)
87540-625	SBCCSDA	300		300
87540-628	Pro-rata Share of LAFCO Budget	4,391	3,293	1,098
87600-596	Advertising - Legal	1,736	750	986
87600-597	Advertising - General	2,500		2,500
87600-599	Advertising - Airport Advertising	39,583	42,375	(2,792)
87610-100	Depreciation - Landing Area	816,459	1,147,881	(331,422)
87610-200	Depreciation - Hangar Area	108,785	109,390	(605)
87610-250	Depreciation - Terminal Area	268,238	270,080	(1,842)
87610-300	Depreciation - Revenue Generating Land	174,782	182,014	(7,232)
87610-400	Depreciation - Main Hangar & FBO	40,203	42,513	(2,309)
87610-500	Depreciation - Administration	132,440	110,272	22,169
87618-500	Election Expense	25,645	19,234	6,411
87620-692	Emergency Exercises		375	(375)
87630-591	Insurance - Airport Liability	9,713	15,000	(5,288)
87630-592	Insurance - Auto, Fire, Property	56,030	55,982	48
87630-595	Insurance - General Liability	23,912	23,912	0
87650-641	Taxes - Sales	247		247
87650-643	Permits	4,277	2,245	2,032
87650-646	Storm Water Permits		962	(962)
87660-500	Education	2,319	6,750	(4,431)
87670-500	Business Travel & Entertainment	54,390	42,463	11,927
87679-500	Employee Recognition	1,982	2,625	(643)
87700-791	Training Live Burn	15,627	18,000	(2,373)
88680-681	SM Chamber Economic Development	36,300	27,225	9,075
88680-685	Central Coast Air Fest	212,923	11,250	201,673
88680-691	Planning & Marketing	9,000	18,750	(9,750)
88680-692	Consulting Services - Marketing Aviation Related	22,536	48,623	(26,086)
88680-693	Consulting Services - Contingencies	70,331	76,913	(6,581)
88680-697	Prior Period Expense Landing Fees	2,123		2,123
Total		5,082,170	5,489,089	(406,919)

Santa Maria Public Airport District

Budget Report

YTD Income March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
61100-052	Landing Fees - Ameriflight	5,280	8,076	(2,796)
61100-053	Landing Fees - U.S. Forest Service	9,294	30,750	(21,456)
61100-054	Landing Fees - Federal Express - WestAir	4,029	5,126	(1,097)
61100-055	Landing Fees - Allegiant Air	18,558	17,368	1,191
61110-052	Tiedowns - Ameriflight	2,518	954	1,564
61110-054	Tiedowns - Federal Express - WestAir in	3,704	2,871	833
61110-059	FBO Tiedowns	108		108
61130-093	Comm Veh Access - Federal Express	8,289	8,289	0
61130-094	Comm Veh Access - UPS	3,132	3,130	2
61140-152	Fuel Flowage Fees - Self Serve	1,671	5,237	(3,566)
61140-154	Fuel Flowage Fees - CC Jet Center, LLC	38,353	64,025	(25,673)
62210-005	T-Hangar 3005 Airpark	31,787	32,289	(502)
62210-009	T-Hangar 3009 Airpark	20,790	20,767	23
62210-011	T-Hangar 3011 Airpark	15,540	19,968	(4,428)
62210-019	T-Hangar 3019 Airpark	19,980	19,968	12
62210-023	T-Hangar 3023 Airpark	20,790	20,767	23
62210-027	T-Hangar 3027 Airpark	20,520	20,488	32
62210-031	T-Hangar 3031 Airpark	20,520	20,488	32
62210-039	T-Hangar 3039 Airpark	29,878	29,773	105
62210-103	T-Hangar 3103 Airpark	33,264	33,323	(59)
62210-107	T-Hangar 3107 Airpark	21,861	24,322	(2,461)
62210-109	T-Hangar 3109 Airpark	18,810	18,770	40
62210-111	T-Hangar 3111 Airpark	17,334	19,230	(1,896)
62220-035	Corporate T-Hangar 3035 Airpark	29,138	29,663	(525)
62230-005	T-Hangar Storage 3005 Airpark	4,374	4,391	(17)
62230-009	T-Hangar Storage 3009 Airpark	1,476	1,464	12
62230-011	T-Hangar Storage 3011 Airpark	1,104	1,542	(438)
62230-019	T-Hangar Storage 3019 Airpark	774	771	3
62230-023	T-Hangar Storage 3023 Airpark	738	732	6
62230-027	T-Hangar Storage 3027 Airpark	1,440	1,444	(4)
62230-031	T-Hangar Storage 3031 Airpark	1,440	1,444	(4)
62230-035	T-Hangar Storage 3035 Airpark	1,485	1,483	2
62230-039	T-Hangar Storage 3039 Airpark	4,374	4,391	(17)
62230-107	T-Hangar Storage 3107 Airpark	1,287	1,464	(177)
62230-109	T-Hangar Storage 3109 Airpark	499	634	(135)
62230-111	T-Hangar Storage 3111 Airpark	1,440	1,444	(4)
62240-001	Corporate Hangars 3001 Airpark	34,284	33,243	1,041
62240-029	Corporate Hangars 3029 Airpark	36,630	36,654	(24)
62240-105	Corporate Hangars 3105 Airpark	44,208	43,541	667
62240-118	Corporate Hangar 3043 Airpark	42,462	42,493	(31)
63310-100	Owner Build Hangar - Land (Sm)	4,890	5,061	(172)
63310-101	Owner Build Hangars - Land (Lg)	8,471	8,773	(302)
64410-177	Main Hangar - Artcraft Paints	35,697	35,700	(3)
64410-178	Main Hangar - Tricor Calif	1,665	1,663	2
64410-180	Main Hangar - Mike Lewis	2,619	2,619	0

Santa Maria Public Airport District

Budget Report

YTD Income March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
64410-183	Main Hangar - S B Cellular	20,322	20,372	(50)
64410-184	Pleinaire Design Group	10,008	10,005	3
64410-185	Main Hangar - Art-Craft Suites 119-128	34,990	34,991	(1)
64420-115	Corporate Hangar FBO 3115 Airpark	7,423	18,864	(11,442)
64420-117	Corporate Hangar FBO 3117 Liberator	25,819	26,634	(815)
64420-119	Corporate Hangar FBO 3119 Liberator	6,282	6,278	4
64420-121	Corporate Hangar FBO 3121 Liberator	6,012	6,016	(4)
64420-125	Corporate Hangar FBO 3125 Liberator	39,320	39,320	(0)
64420-409	Corporate Hangar FBO 3409 Corsair	50,382	50,382	0
64420-410	U.S. Forest - Land Use Revenue	9,766	30,000	(20,234)
64420-438	Corporate Hangar FBO - CALSTAR	8,982	8,987	(5)
64420-439	Corporate Hangar FBO CC Jet Center	38,331	38,331	0
64420-440	Corporate Hangar FBO 3950 Mitchell	14,931	14,928	3
64420-442	Corporate Hangar FBO 3944 Mitchell	13,329	13,331	(2)
64420-443	Corporate Hangar FBO 3940 Mitchell	28,683	28,687	(4)
64420-444	Corporate Hangar FBO Arctic Air	33,444	33,444	0
64420-445	CC Jet Center Self Serve	1,870	1,575	295
64420-447	Rotocraft Leasing - Parking Lot	9,990	9,992	(2)
64420-448	MOF 3015/3025 Airpark Drive	1,908	1,881	27
64420-449	CCJC - Los Padres Disp	2,862	2,862	(0)
64420-450	CCJC (GA Terminal)	6,592	8,622	(2,030)
64459-203	Utility Reimbursement - Main Hangar	23,572	20,374	3,198
65000-100	Vehicle Access Fee - Uber	7,068	0	7,068
65000-200	Vehicle Access Fee - Lyft	153	0	153
65510-251	Terminal - TSA Lease	70,275	70,275	0
65510-252	Terminal - Restaurant	23,103	28,372	(5,269)
65510-255	Terminal - Allegiant Air, Inc.	1,656	1,656	0
65510-256	Terminal -Central Coast Shuttle	18,740	18,740	0
65510-257	PFC Revenue	80,239	61,250	18,989
65510-262	ARINC	1,350	1,354	(4)
65520-265	Terminal Concessions - Avis	70,236	72,748	(2,512)
65520-266	Terminal Concessions - Budget	20,247	20,208	39
65520-267	Terminal Concessions - Hertz	47,688	48,636	(949)
65520-268	Terminal Concessions - Enterprise	14,252	50,628	(36,376)
65520-274	Terminal Vending Machines	1,170	1,407	(236)
65530-217	Administrative Board Room	360	840	(480)
65530-307	Other Building - Avis Service Center	8,487	8,483	5
65559-249	Utility Reimbursements - Terminal	2,936	2,002	935
65559-336	TSA - LEO Reimbursement	8,220	21,600	(13,380)
66120-080	Vehicle Training Area/Special Events	9,425		9,425
66120-083	Santa Maria Karting	4,950	4,950	0
66610-361	Farm Land - Castellanos	101,274	105,999	(4,725)
66610-362	Grazing Land - R. Michel	1,757	1,611	146
66610-363	Grazing Land - Mc Gray & Jokela	1,053	1,056	(3)
66610-364	Master Lease - Mahoney Brothers - CJJ	22,084	24,349	(2,265)

Santa Maria Public Airport District

Budget Report

YTD Income March 31, 2019

Account Number	Account Description	Actual Expenses Year to Date	Budgeted Expenses for Twelve Months	Over/(Under Budget)
66610-365	Farm Land - Gresser	391,962	392,769	(807)
66610-366	Grazing Land - Verlade	2,417	2,417	0
66620-201	Airport Business Park	104,400	104,400	0
66620-320	Pioneer Park	1,450	1,450	0
66620-455	Commercial Land - Hotel	131,198	138,262	(7,064)
66620-500	Verizon Land Lease	18,000		18,000
66630-381	Village Mobile Home Park	327,881	332,201	(4,320)
67910-900	Misc.Income Operations	686		686
67910-921	Misc Income - Late Charges	22	5,250	(5,228)
67910-924	Misc Income - Copy	11		11
67910-931	Misc Income - Rebates - PG&E		4,500	(4,500)
67910-940	Misc Income	10		10
67910-941	Misc Income - Insurance Refund	999		999
67910-951	Misc Income - Airport Access Card	11,065	6,000	5,065
67910-970	Misc Income - PY Expense	(195)		(195)
69010-951	Interest Income	56,922	30,634	26,288
69110-934	AIP 34 - Airport Master Plan	14,266		14,266
69110-935	AIP 35 Rehabilitate Apron	58,776		58,776
69110-936	AIP 36 Reimbursement	817,277	4,622,099	(3,804,822)
69310-965	Tax Revenues	953,532	1,143,935	(190,404)
69410-975	Gain on Land Sales	2,611,263		2,611,263
69510-980	Ordinary Dividends - Principal	169		169
Total Revenue		7,040,155	8,442,545	(1,402,390)

Santa Maria Public Airport District
Statement of Net Position
For the Nine Months Ending March 31, 2019

AGENDA ITEM
4C
6/27/19

Current assets:

Cash and cash equivalents	2,467,105
Restricted - cash and cash equivalents	5,567,435
Certificate-of-deposit	8,000
Accounts receivable - customers and tenants, net	100,318
Prepaid expenses and deposits	34,586

Total current assets	8,177,444
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Non-current assets:

Note receivable	131,334
Capital assets, not being depreciated	7,932,454
Depreciable capital assets	22,332,537

Total non-current assets	30,396,325
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Total assets	38,573,770
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Deferred outflows of resources:

Deferred other post-employment benefits outflows	6,264
Deferred pension outflows	471,849

Total deferred outflows of resources	478,113
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Current liabilities:

Accounts payable and accrued expenses	345,600
Accrued wages and related payables	1,050
Unearned Revenue (customer prepaid)	280,430
Hangar and other deposits	112,687
Long-term liabilities - due in one year:	
Compensated absences	29,802
Land improvements payable	6,532

Total current liabilities	776,101
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Long-term liabilities - due in more than one year

Compensated absences	89,406
Land improvements payable	3,729
Total other post-employment benefits liability	247,795
Net pension liability	1,746,160

Total long term liabilities	2,087,090
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Total liabilities	2,385,078
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Deferred inflows of resources:

Deferred pension inflows	173,556
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Total deferred inflows of resources	173,556
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Net position:

Net investment in capital assets	30,254,731
Restricted for capital projects	5,567,435
Unrestricted	969,071

Total net position	36,791,237
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Santa Maria Public Airport District
For the Month Ending March 31, 2019

	07/31/18	08/31/18	09/30/18	10/31/18	11/30/18	12/31/18	01/31/19	02/28/19	03/31/19	YTD
Revenues from Operations:										
Landing area										
Landing fees and tiedowns	6,368	7,014	4,566	7,611	8,545	5,593	5,416	4,891	4,908	54,912
Fuel flowage fees	3,233	5,232	2,700	5,286	6,961	3,361	1,903	7,995	3,352	40,024
Hangar area										
T- Hangar	30,203	29,912	30,143	29,964	29,098	28,939	28,833	29,466	34,516	271,073
Corporate T-Hangars	19,709	19,999	19,426	19,426	20,661	20,192	20,192	20,192	20,706	180,503
T-Hangar Storage Units	2,932	2,932	2,932	2,932	2,932	2,871	2,862	2,932	(2,894)	20,431
Owner Build Hangars	1,464	1,464	1,464	1,464	1,464	1,464	1,464	1,464	1,649	13,360
Main hangar and F.B.O. area										
Main Hangar	14,452	14,665	14,648	14,718	14,372	14,034	13,812	13,950	14,222	128,874
Commercial Hangars	29,161	28,856	27,105	25,793	27,648	25,345	25,308	25,291	25,864	240,370
Land Leases	7,975	7,975	7,975	7,975	7,975	7,975	7,975	7,975	7,975	71,775
Terminal area										
Car Rental	24,021	21,794	17,945	17,424	12,753	20,064	16,289	15,151	15,371	160,813
Terminal Space Lease	14,109	14,479	13,775	14,113	14,059	14,052	14,019	14,206	14,095	126,907
TSA LEO Reimbursement	780	840		1,800	1,020	1,080	1,020	840	840	8,220
Revenue generating land										
Land Lease Recreational	3,211	3,386	3,261	3,761	6,611	2,711	2,711	3,811	4,361	33,825
Agricultural Leases	56,349	56,349	58,088	58,088	58,088	58,088	58,498	58,498	58,498	520,547
Airport Business Park	11,600	11,600	11,600	11,600	11,600	11,600	11,600	11,600	11,600	104,400
Airport Hotel	18,033	17,593	16,420	15,009	12,060	13,801	12,060	12,060	14,161	131,198
Airport Mobile Home Park	36,931	36,512	37,551	24,807	33,636	49,263	23,722	41,386	44,073	327,881
Administrative										
Miscellaneous Income	1,330	3,606	842	2,194	536	317	710	1,767	1,467	12,768
Total revenues from operations	281,862	284,208	270,442	263,965	270,019	280,751	248,395	273,476	274,765	2,447,880

Santa Maria Public Airport District
For the Month Ending March 31, 2019

	07/31/18	08/31/18	09/30/18	10/31/18	11/30/18	12/31/18	01/31/19	02/28/19	03/31/19	YTD
Operating Expenses:										
Landing area	3,825	15,935	27,192	6,290	3,325	42,471	2,208	6,212	45,429	152,886
Hangar area	5,355	4,250	6,577	5,028	6,240	5,179	4,687	6,345	5,964	49,625
Main hangar and F.B.O.	5,926	4,911	448	15,989	5,523	4,293	5,153	7,136	4,934	54,312
Terminal area	26,158	24,351	10,002	36,333	16,550	32,105	34,061	23,799	38,672	242,031
Revenue generating land	26,475	30,674	33,753	15,609	26,485	45,173	21,148	29,703	29,021	258,040
Payroll and Benefits	108,609	102,472	98,075	113,261	119,685	109,553	108,885	112,179	123,751	996,469
Utilities	9,543	4,472	249	10,922	3,565	4,028	9,663	3,683	7,359	53,484
Supplies	10,949	2,907	3,174	7,431	4,885	3,821	3,347	6,073	7,230	49,817
Maintenance and Repairs	8,738	1,928	259	4,863	2,895	23,796	2,403	4,841	2,981	52,703
Contractual Services	69,309	18,879	19,143	26,298	35,093	41,991	46,363	17,567	36,820	311,464
ARFF Services				180,083			180,083		180,083	540,248
Security Services	28,833	37,329	6,419	50,372	961	27,476	41,614	23,318	22,254	238,576
Office Supplies	1,291	1,732	834	475	5,256	2,214	1,515	2,885	2,440	18,641
Dues and Subscriptions	15,796			7,240	6,115	550	150	2,032	1,540	33,423
Advertising	1,182	4,895	3,681	775	4,312	6,841	2,319	15,795	4,021	43,819
Depreciation	(2,152)		505,119			511,906			526,033	1,540,906
Insurance			29,869			29,869		48	29,869	89,654
Other Miscellaneous Expense	21,018	52,433	755	22,682	84,761	45,842	7,571	34,319	86,691	356,071
Total Expenses	340,854	307,169	745,548	503,651	325,651	937,107	471,168	295,932	1,155,091	5,082,171
Operating income (loss)	(58,992)	(22,961)	(475,106)	(239,685)	(55,633)	(656,356)	(222,774)	(22,457)	(880,326)	(2,634,290)
Non-Operating Revenues (Expenses):										
PFC Revenue	9,432	9,812	9,557	9,100	9,210	7,134	9,851	7,533	8,609	80,239
Interest income	5,371	5,380	5,216	5,250	5,101	5,068	7,878	6,776	10,882	56,922
Tax revenues				52,859	225,388	649,375	25,910			953,532
Gain on Land Sale					2,611,263					2,611,263
AIP grant								817,277	73,042	890,319
Miscellaneous income										
Total non-operating rev (exp)	14,804	15,192	14,773	67,209	2,850,962	661,577	43,639	831,586	92,533	4,592,275
Net Income	(44,189)	(7,769)	(460,333)	(172,476)	2,795,329	5,221	(179,135)	809,129	(787,793)	1,957,985

**Santa Maria Public Airport District
DELINQUENT TENANT LIST**

as of JUNE 24, 2019

AGENDA ITEM

4d

6/27/2019

HANGAR

TOTAL OWED

ART CRAFT SUITE

LATE FEE

\$924.00

UTILITIES 2/25-3/25/19

\$1,531.63

3/26-4/24/19

\$1,676.31

GRAND TOTAL:

\$4,131.94

SANTA MARIA PUBLIC AIRPORT DISTRICT HANGAR WAITING LIST RULES

Applicants will be added to the Hangar Waiting List on a first come, first served basis. Applicants will be added to the list only after signing a copy of the Hangar Waiting List Rules and indicating the desired hangar from the "List of District Hangars".

As a hangar becomes available, the Applicant who has been on the list the longest, and who has selected the hangar type (as discussed below) will be contacted and offered the hangar. If an applicant fails to accept the hangar, the individual will be moved to the bottom of the list. After three refusals the individual will be removed from the list. The Lease will commence no later than 30 days following the availability of the hangar. Upon the commencement of the lease, a security deposit of \$250.00 and first month's rent will be due.

The Applicant, now referred to as the "Tenant", has thirty (30) days from the commencement date to submit aircraft ownership documentation to the District. If the Tenant fails to submit the documentation within thirty (30) days from Lease commencement, hangar eligibility is forfeited. The hangar will then be assigned to the next Applicant on the Hangar Wait List. If tenant intends to construct an aircraft, District reserves the right to inspect the progress of completion on a yearly basis.

Any Applicant previously evicted from District property is not eligible to be placed upon the wait list. Applicant can appeal this decision and be placed on the wait list if the Board of Directors approves the request by a four fifths favorable vote of the Board. All legal fees associated with the previous eviction must be reimbursed to the District prior to being placed on the wait list. This provision shall also apply to any applicant that is affiliated with any previously evicted tenant including, but not limited to, an Applicant that is or was an owner, officer, partner, shareholder, member, manager of a previous tenant.

Hangar swaps will be evaluated on a case by case basis incorporating the hangar waiting list as first priority. If a tenant wishes to obtain a different hangar, he/she may establish a position on the wait list.

The attached form is a listing and description of the hangars owned by the Santa Maria Public Airport District. The Applicant will only be assigned a hangar, which has been previously selected on the List of District Hangars form by the Applicant. An Applicant must select at least one size/type of hangar, but may select any and all available hangars. Forms may **only** be modified by the Applicant at any time **prior** to the offer of a hangar.

The Applicant, by signing this document, certifies receipt of and agreement with these rules. The Applicant/Tenant further agrees to vacate the hangar should proof of aircraft ownership not be submitted to the District within thirty (30) days from Lease commencement.

I, the applicant, agree to pay first month's rent of the assigned hangar I have selected on the attached form, and an additional \$250.00 security deposit upon commencement of the lease.

A written decline to accept the hangar is required which will begin forfeiture process as described. However, should the applicant fail to provide a written decline, the Secretary can write in the file the date and time of the verbal decline.

I agree to provide a copy of my aircraft registration within 30 days of Lease commencement.

I acknowledge receipt of the Santa Maria Public Airport District's Hangar Lease Policy.

I authorize the Santa Maria Public Airport District to prepare the necessary Hangar Space Lease when a hangar, which I have selected, becomes available.

Name

Date

Signature

Name

Date

Signature

**FIRST AMENDMENT OF
AIRLINE OPERATING AGREEMENT AND TERMINAL BUILDING SPACE LEASE**

RE: AIRLINE OPERATING AGREEMENT AND TERMINAL BUILDING SPACE LEASE ("Agreement"), dated January 26, 2006 and commencing January 27, 2006, by and between SANTA MARIA PUBLIC AIRPORT DISTRICT, a public airport district of the State of California, having an office at 3217 Terminal Drive, Santa Maria, California 93455, (hereinafter referred to as "District") and Allegiant Air, Inc., a Nevada Corporation, having an office at 3291 N. Buffalo Drive, Las Vegas, Nevada 89129 (hereinafter referred to as "Tenant").

The undersigned, SANTA MARIA PUBLIC AIRPORT DISTRICT ("District") and Allegiant Travel Company ("Lessee") hereby agree to agree to amend the above-referenced Operating Agreement, effective as of the date written below, as follows:

Section 5 is deleted in its entirety from the original lease and replaced with the following:

5. Security Deposit. A security deposit of **\$500.00** is due and payable upon commencement of the lease. The Airport District may use the security deposit of **\$500.00**, or any portion thereof, to cure default or compensate District for damages sustained from Tenant's default. Upon lease termination and a final accounting by District, any balance of the security deposit shall be refunded to Tenant without interest.

All of the remaining terms, covenants, conditions, provisions and agreements of said Lease and Sublease, as amended herein, shall remain in full force and effect.

Dated: June 27, 2019

DISTRICT:

APPROVED AS TO CONTENT
FOR DISTRICT:

SANTA MARIA PUBLIC AIRPORT DISTRICT

General Manager

Hugh Rafferty, President

APPROVED AS TO FORM
FOR DISTRICT:

Carl Engel, Secretary

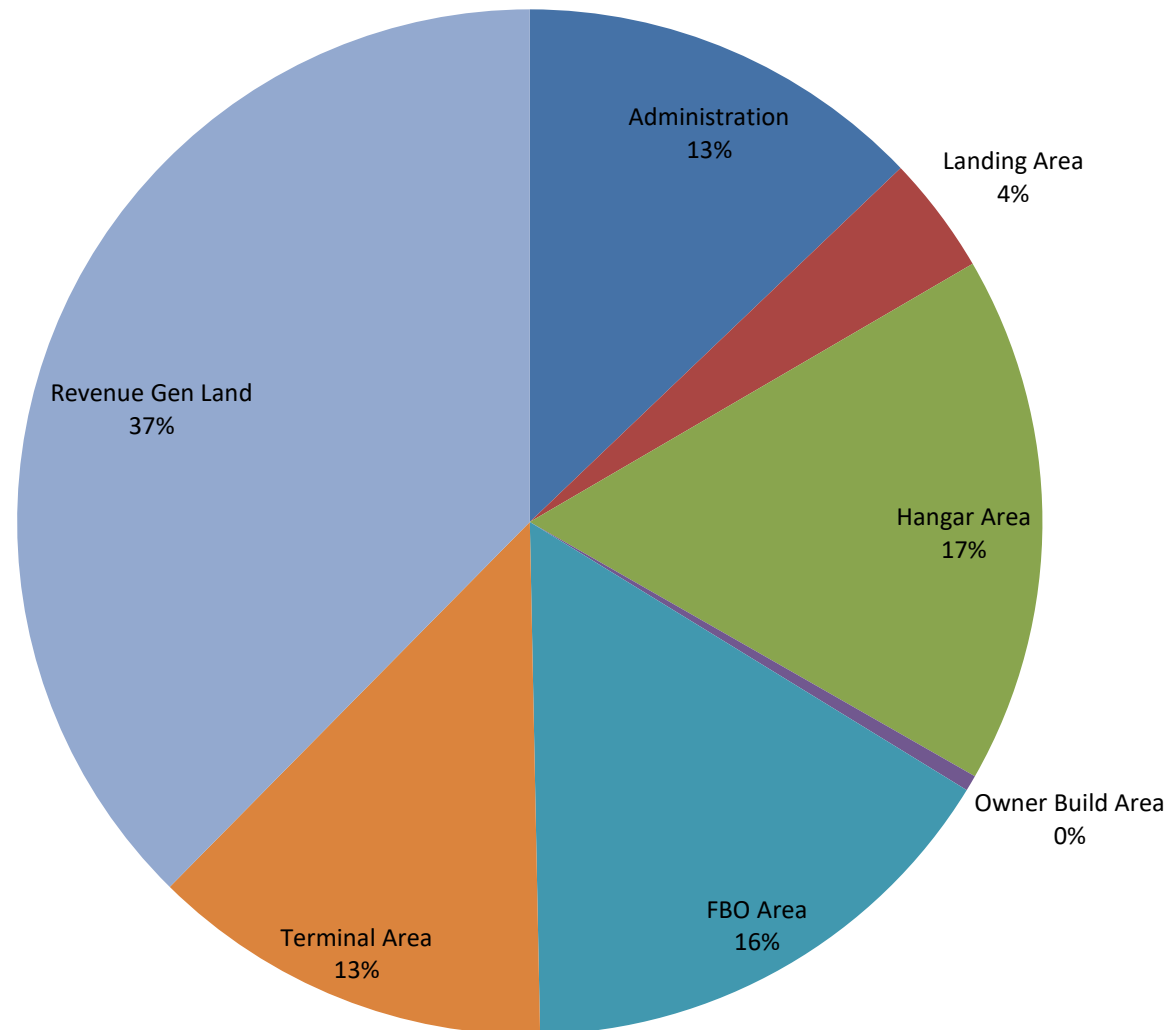
District Counsel

TENANT:

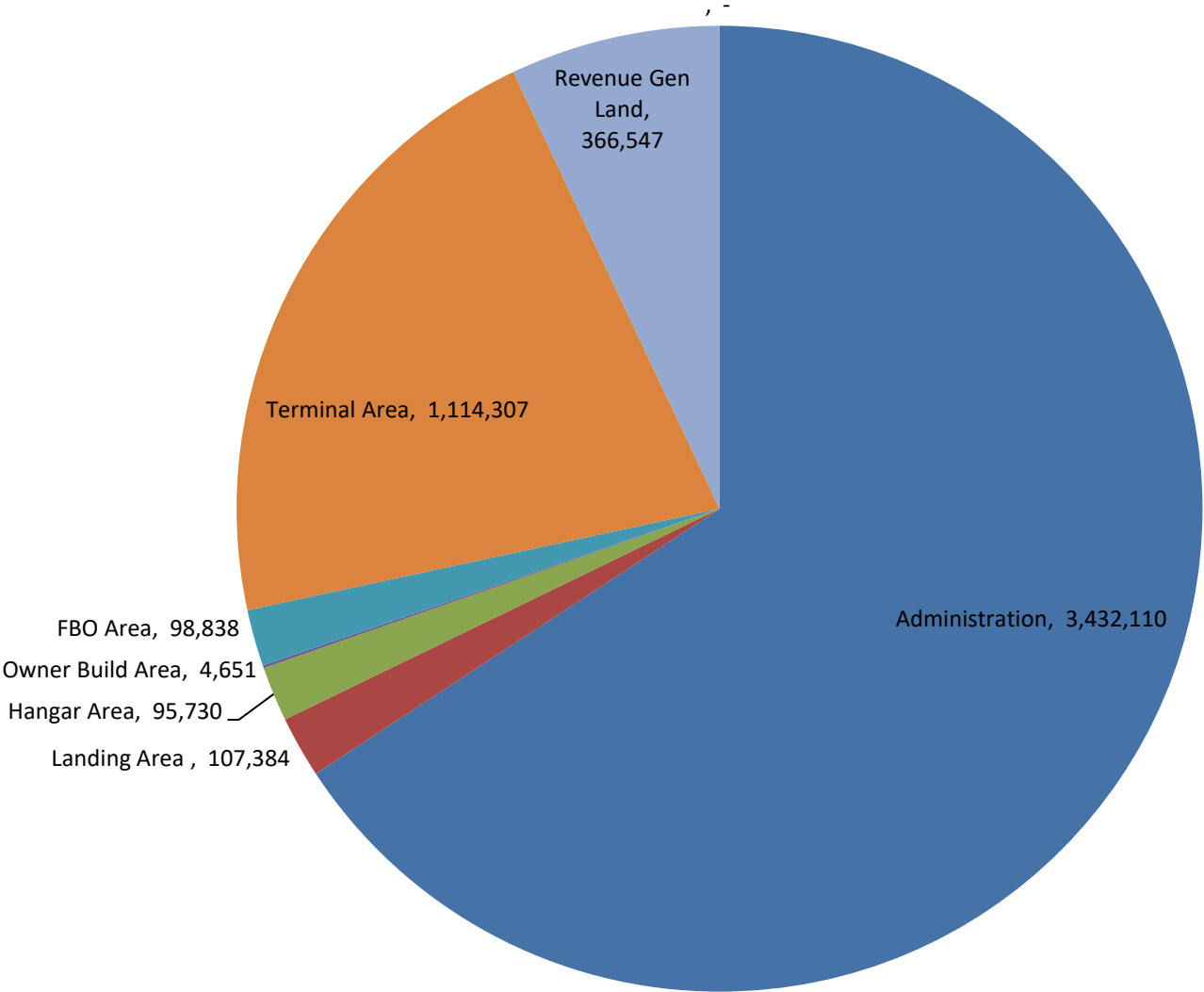
Allegiant Travel Company

Thayne Klingler
Director, Airport Affairs

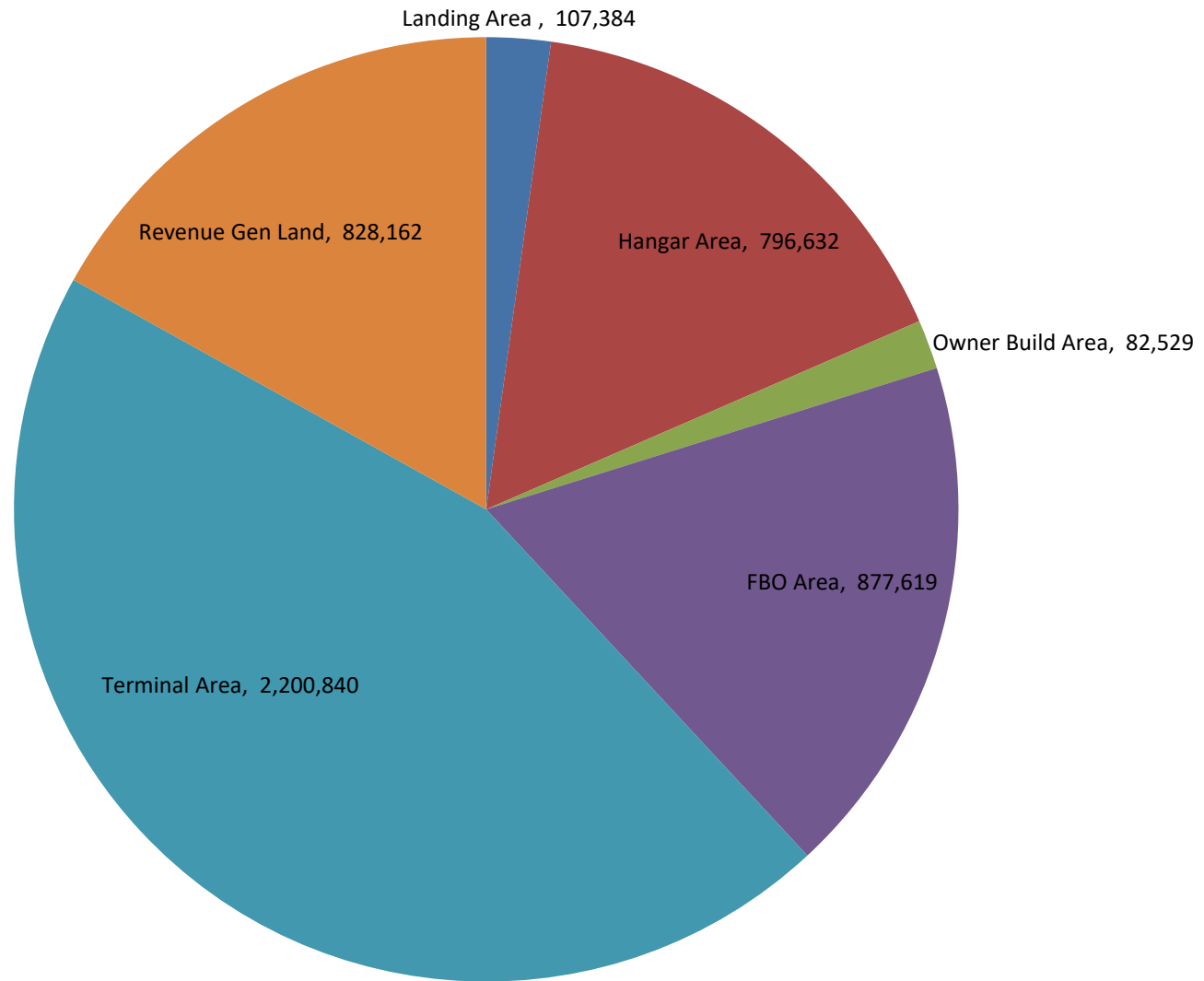
Operating Revenue by Source



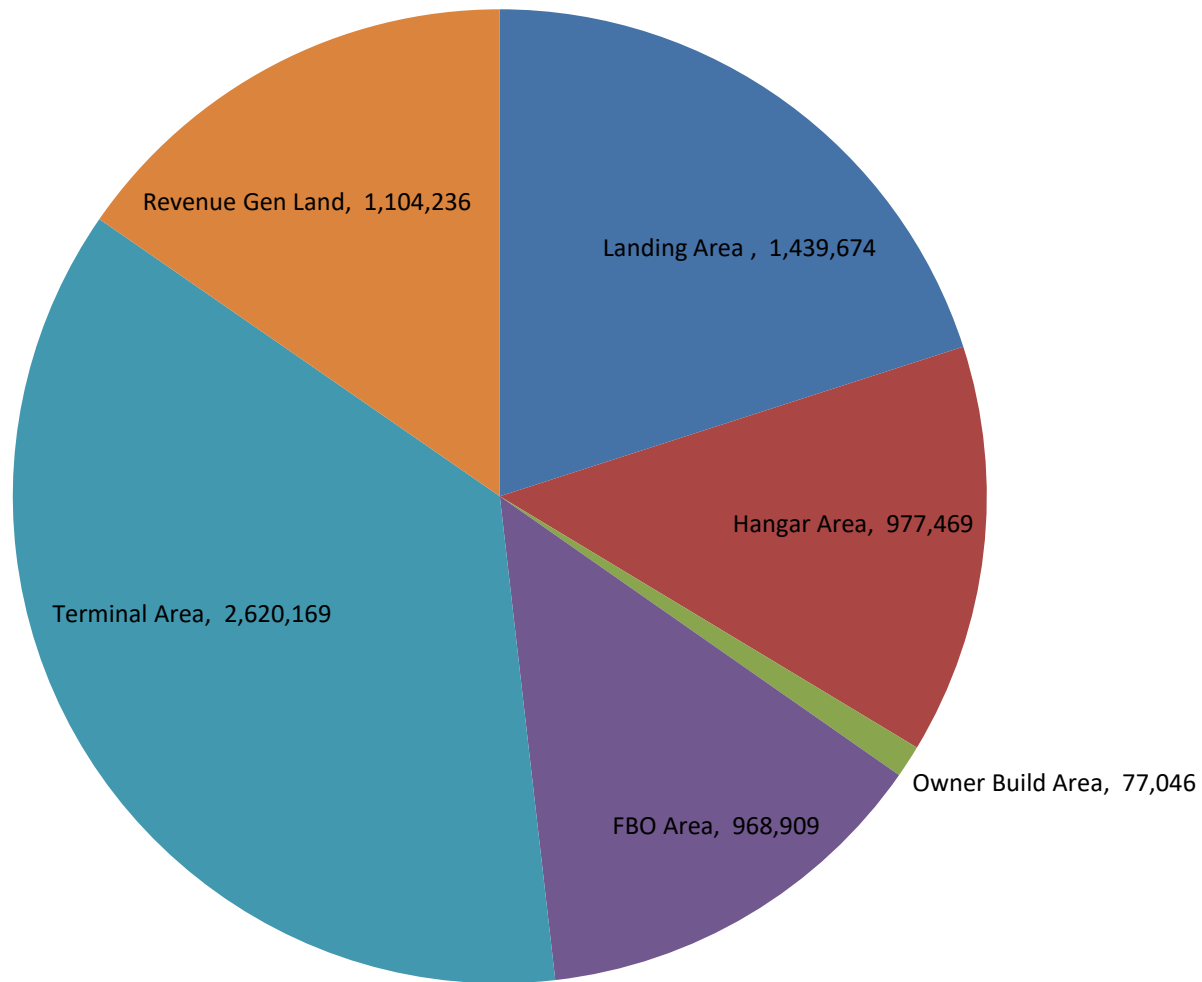
Direct Expense by Source



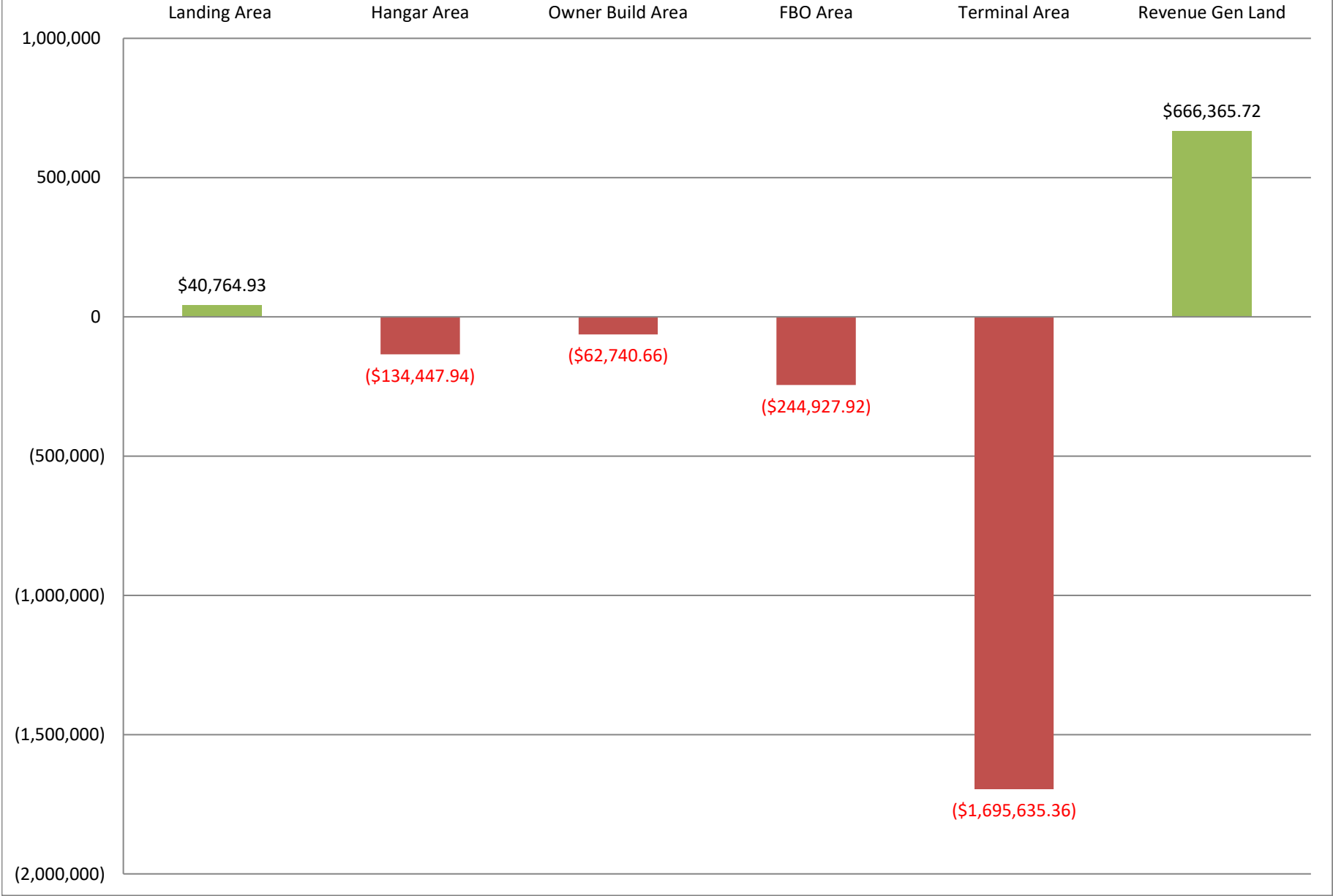
Expense by Source - Admin Distributed w/o Depreciation



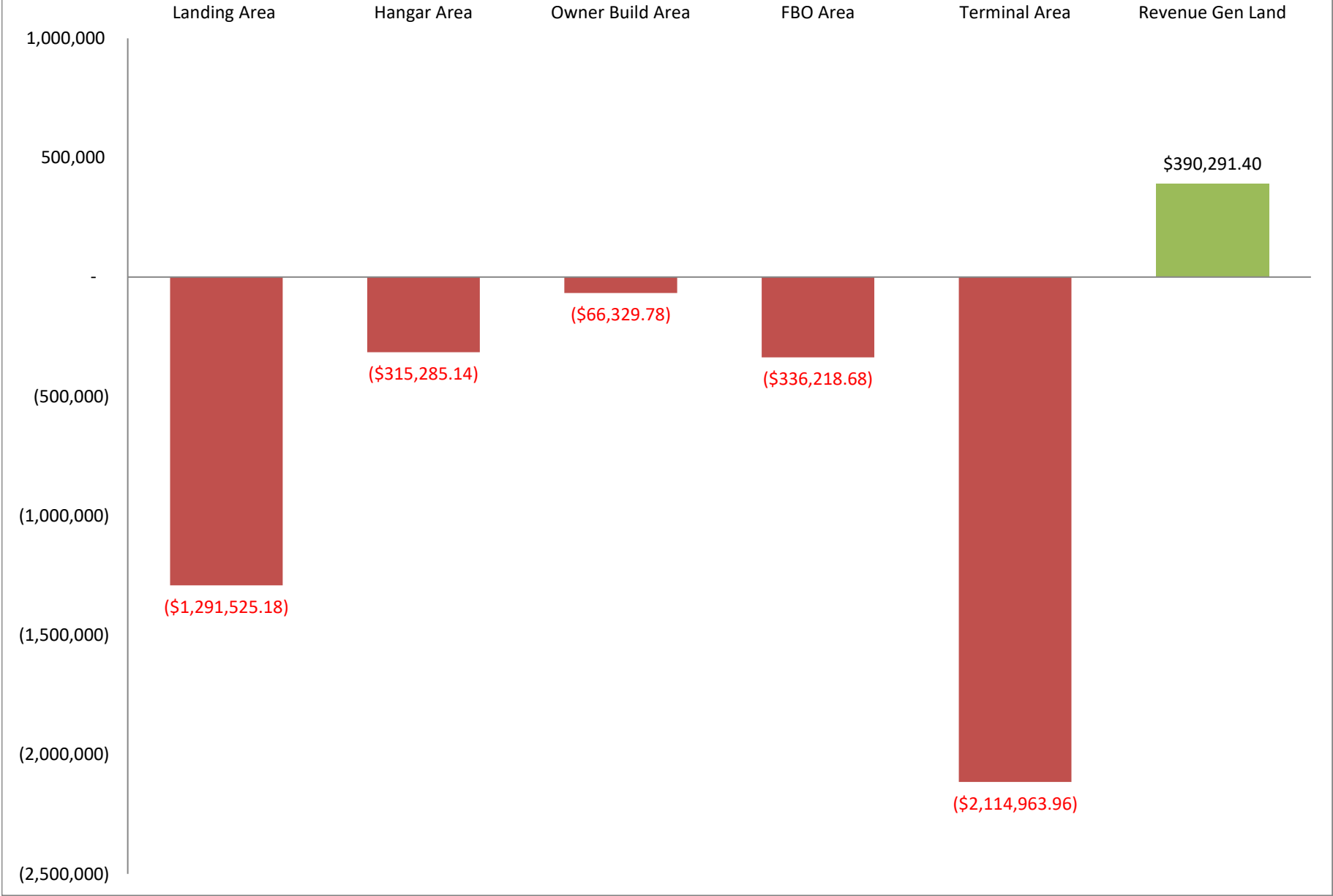
Expense by Source - Admin Distributed including Depreciation



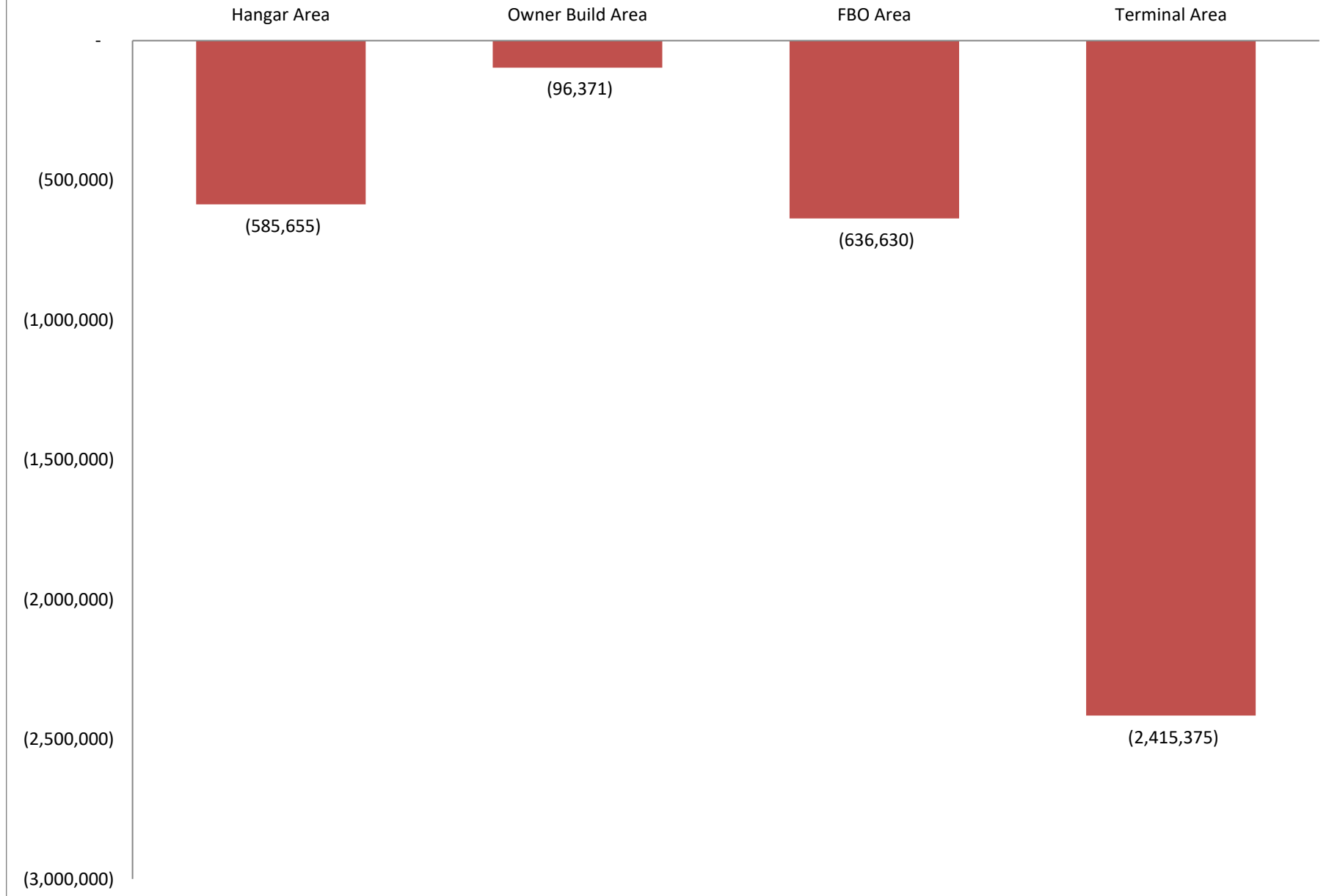
Net Income w/o Depreciation



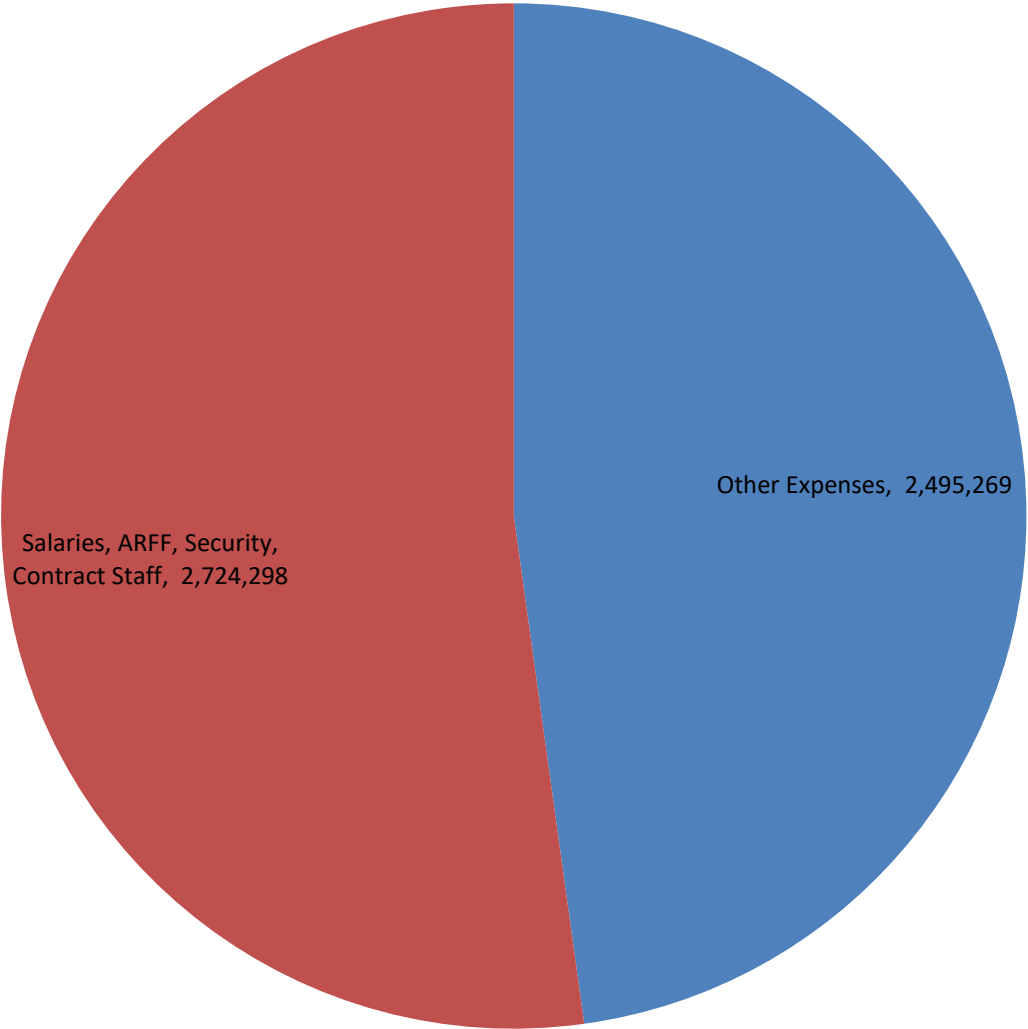
Net Income with Depreciation



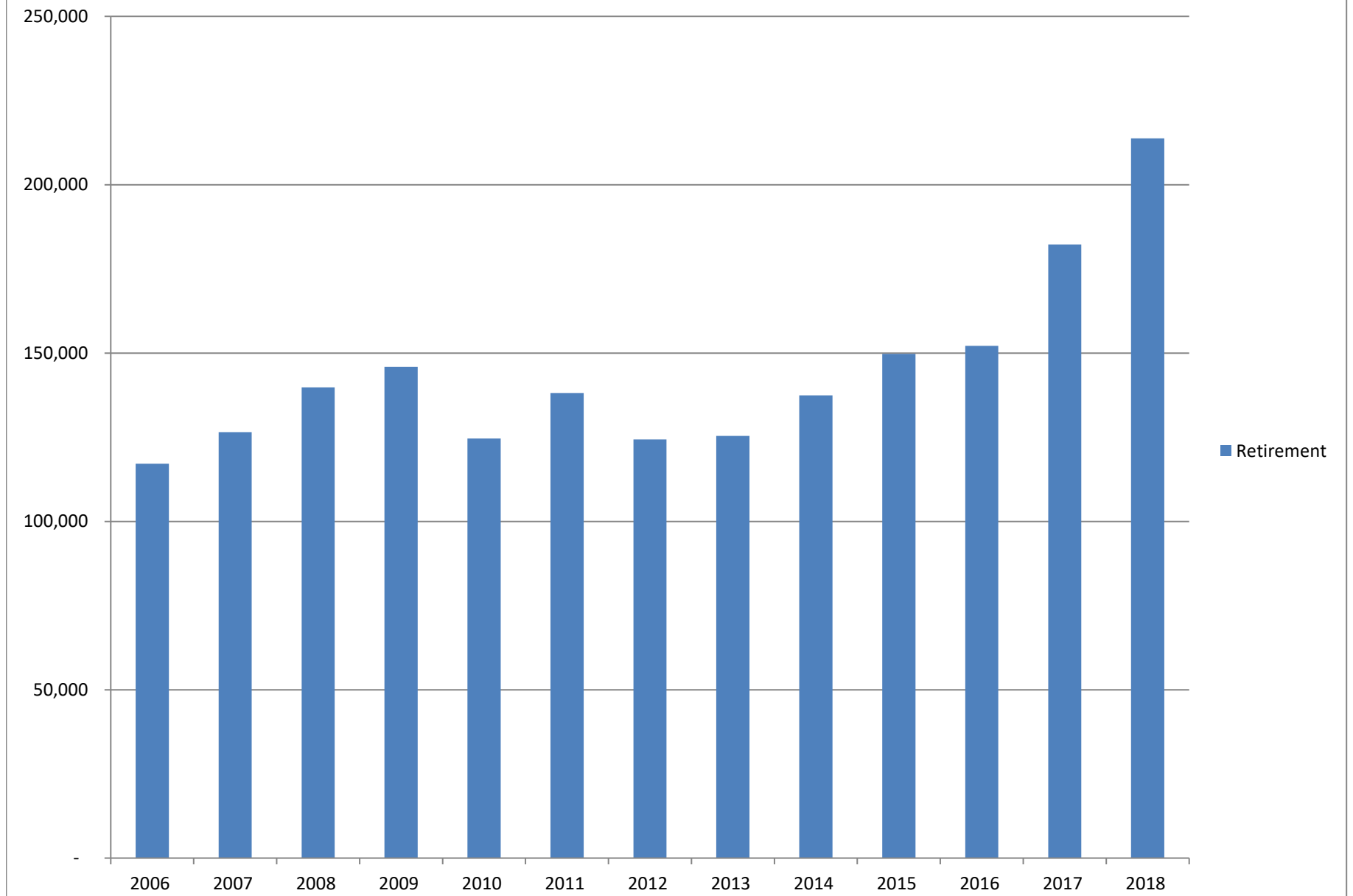
Net Income Landing Area Distributed



Salaries vs. Other Expenses



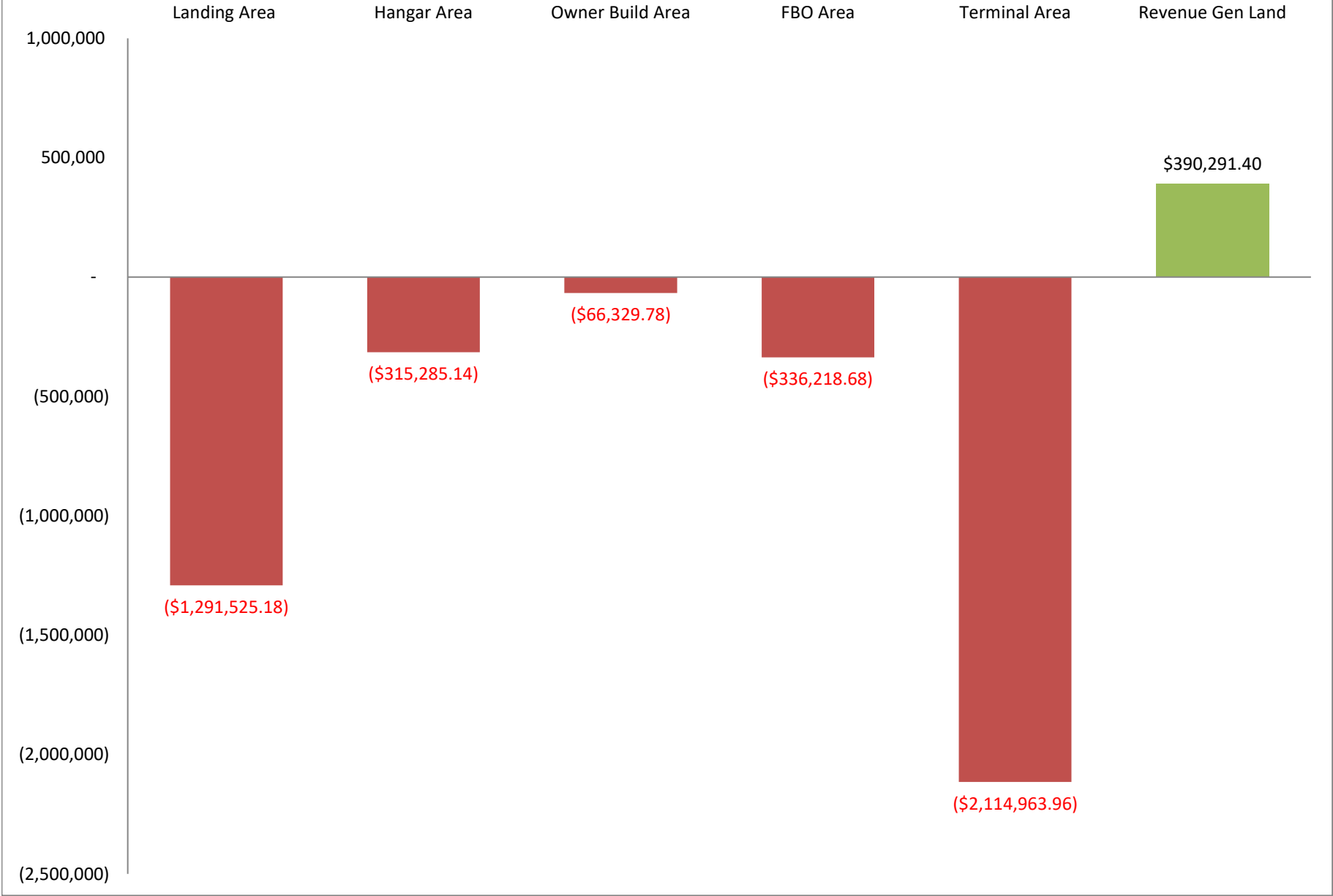
Retirement



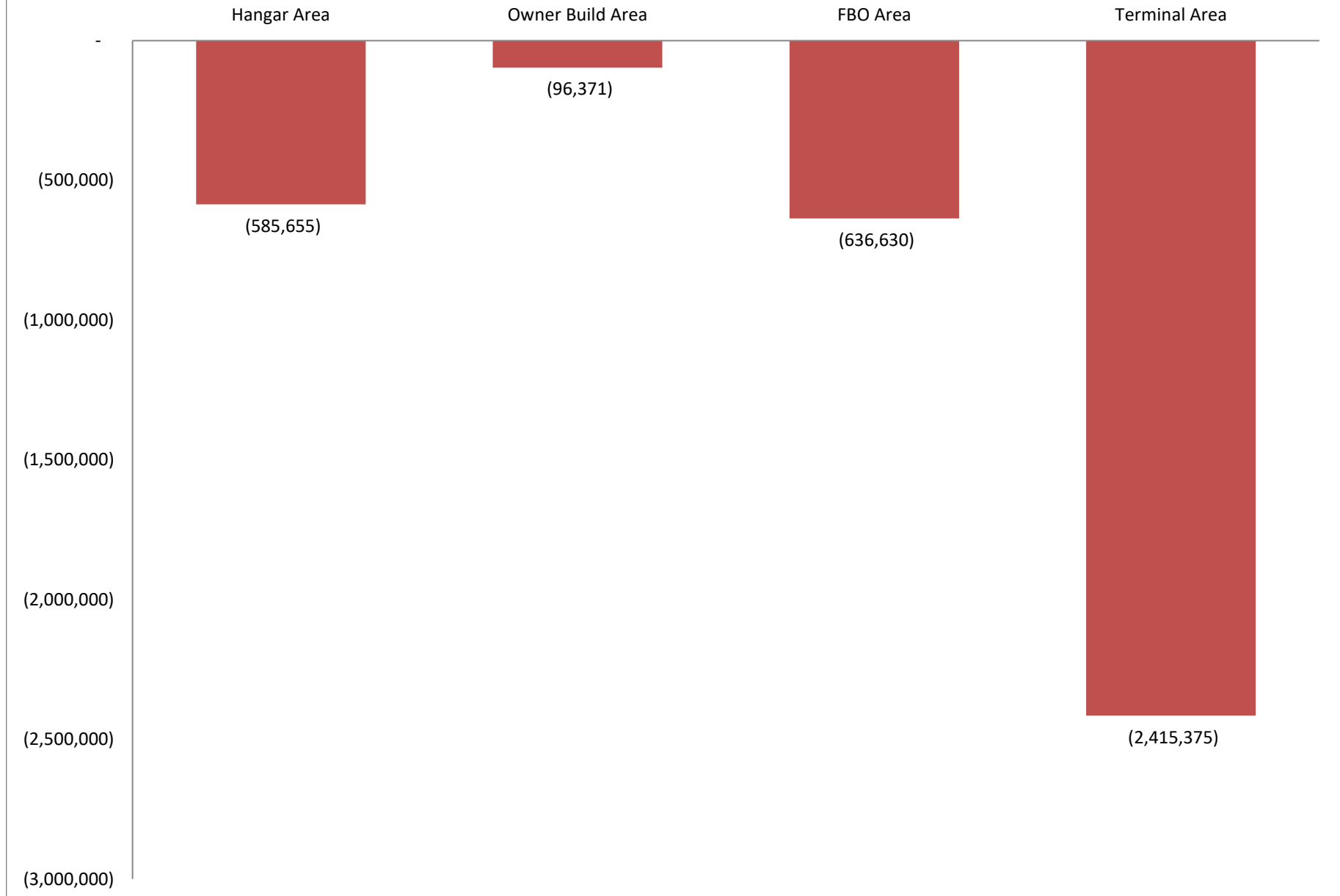
Net Income w/o Depreciation, Property Taxes to Terminal



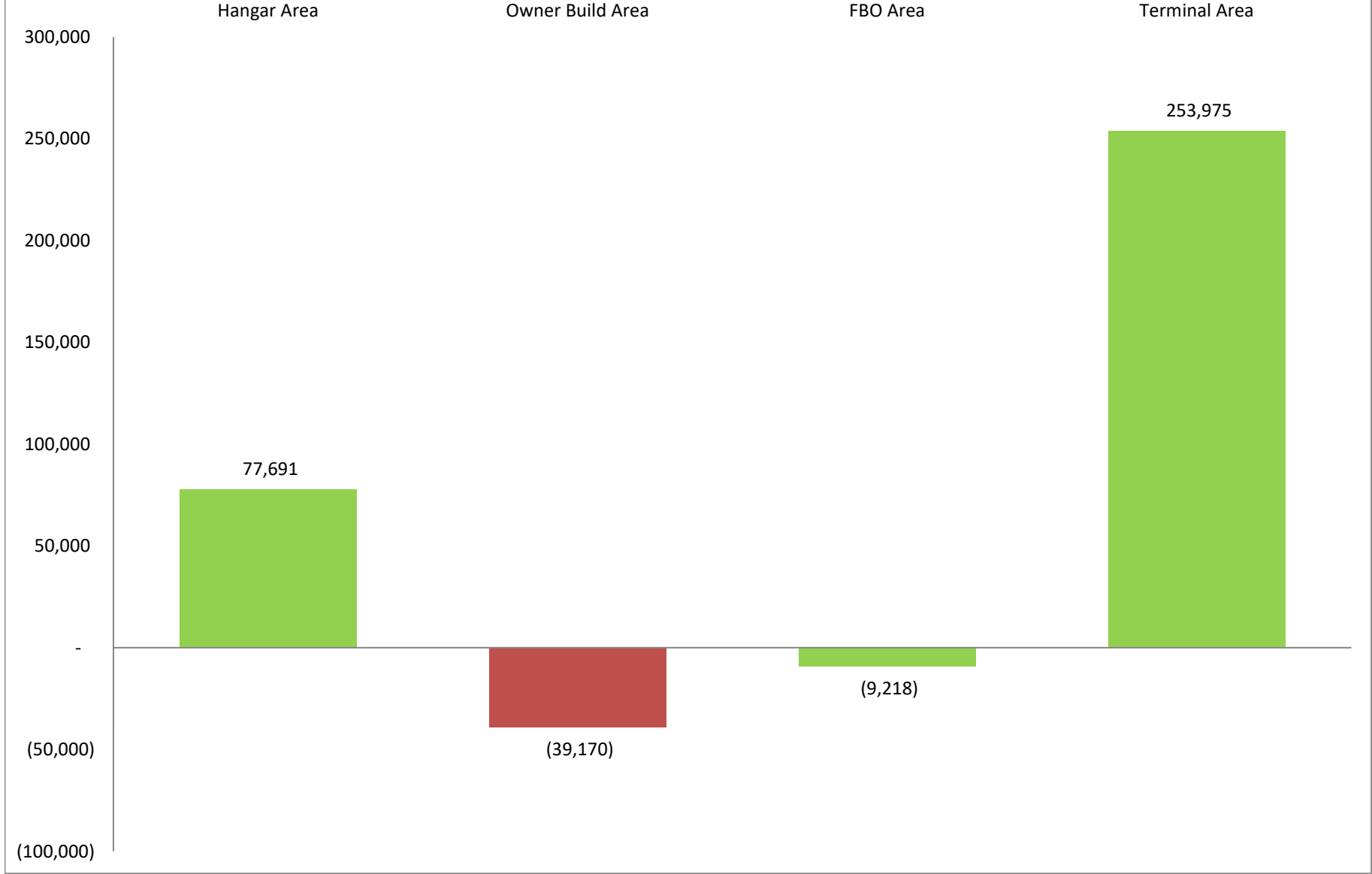
Net Income with Depreciation, Property Taxes to Terminal



Net Income Landing Area Distributed



**Net Income Landing Area/Non Aviation Distributed, Property Taxes to
Terminal No Depreciation**



Revenue

Landing Area					
Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
61100-052	Landing Fees - Ameriflight	10,767	9,243	(1,524)	-14%
61100-053	Landing Fees - U.S. Forest Service	41,000	25,000	(16,000)	-39%
61100-054	Landing Fees - Fed Ex - WestAir	6,835	6,907	72	1%
61100-055	Landing Fees - Allegiant Air	23,157	23,157	-	0%
61100-069	Landing Fees - Charter Jets	-	-	-	
61110-052	Tiedowns - Ameriflight	1,272	1,332	60	5%
61110-054	Tiedowns - Fed Ex - WestAir in	3,828	3,936	108	3%
61130-093	Comm Veh Access - Fed Ex	11,052	11,352	300	3%
61130-094	Comm Veh Access - UPS	4,173	4,284	111	3%
61140-152	Fuel Flowage Fees - Self Fuel	6,982	1,801	(5,181)	-74%
61140-154	Fuel Flowage Fees - CC Jet Center LLC	85,367	61,137	(24,230)	-28%
	Totals	<u>194,434</u>	<u>148,149</u>	<u>(46,284)</u>	<u>-24%</u>

Expense

Landing Area					
Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
71110-100	Electricity - Landing Area	17,070	19,290	2,219	13%
71110-455	Electricity - Hotel Ramp	1,088	1,190	101	9%
71220-100	Signs	1,600	1,600	-	0%
71310-100	Lighting & Nav Aid Maintenance	11,125	11,125	-	0%
71323-100	Runway Generator Maintenance	3,250	3,960	710	22%
71330-100	Pavement - Runways & Taxiways	8,200	8,200	-	0%
71331-100	Pavement - Ramps & Tiedowns	10,850	10,850	-	0%
71345-100	Weed Abatement	34,070	46,870	12,800	38%
71350-100	Fencing & Gates	4,300	4,300	-	0%
	Totals	<u>91,554</u>	<u>107,384</u>	<u>15,830</u>	<u>17%</u>

Landing Area Summary

	Landing Area			
	18/19 Budget	19/20 Budget	Change	% Change
Revenue	194,434	148,149	(46,284)	-24%
Expense	91,554	107,384	15,830	17%
Depreciation	1,530,508	1,332,290	(198,218)	-13%
			-	
Net Operating Income/(Loss)	(1,427,628)	(1,291,525)	136,103	-10%
Net Operating Income/(Loss) Excluding Depreciation	102,880	40,765	(62,115)	-60%

Revenue

Hangar Area

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
62210-005	T-Hangar 3005 Airpark	43,052	44,100	1,048	2.4%
62210-009	T-Hangar 3009 Airpark	27,689	28,440	751	2.7%
62210-011	T-Hangar 3011 Airpark	26,625	24,624	(2,001)	-7.5%
62210-019	T-Hangar 3019 Airpark	26,625	27,360	735	2.8%
62210-023	T-Hangar 3023 Airpark	27,689	28,440	751	2.7%
62210-027	T-Hangar 3027 Airpark	27,317	28,080	763	2.8%
62210-031	T-Hangar 3031 Airpark	27,317	28,080	763	2.8%
62210-039	T-Hangar 3039 Airpark	39,697	40,860	1,163	2.9%
62210-103	T-Hangar 3103 Airpark	44,431	45,504	1,073	2.4%
62210-107	T-Hangar 3107 Airpark	32,429	33,264	835	2.6%
62210-109	T-Hangar 3109 Airpark	25,027	25,800	773	3.1%
62210-111	T-Hangar 3111 Airpark	25,639	23,760	(1,879)	-7.3%
62220-035	Corporate T-Hangar 3035 Airpark	39,551	40,620	1,069	2.7%
62230-005	T-Hangar Storage 3005 Airpark	5,854	6,000	146	2.5%
62230-009	T-Hangar Storage 3009 Airpark	1,951	2,016	65	3.3%
62230-011	T-Hangar Storage 3011 Airpark	2,056	2,112	56	2.7%
62230-019	T-Hangar Storage 3019 Airpark	1,028	1,056	28	2.7%
62230-023	T-Hangar Storage 3023 Airpark	976	1,008	32	3.3%
62230-027	T-Hangar Storage 3027 Airpark	1,925	2,112	187	9.7%
62230-031	T-Hangar Storage 3031 Airpark	1,925	1,968	43	2.2%
62230-035	T-Hangar Storage 3035 Airpark	1,977	2,028	51	2.6%
62230-039	T-Hangar Storage 3039 Airpark	5,854	6,000	146	2.5%
62230-107	T-Hangar Storage 3107 Airpark	1,951	1,764	(187)	-9.6%
62230-109	T-Hangar Storage 3109 Airpark	846	864	18	2.2%
62230-111	T-Hangar Storage 3111 Airpark	1,925	1,968	43	2.2%
62240-001	Corporate Hangars 3001 Airpark	44,324	45,528	1,204	2.7%
62240-029	Corporate Hangars 3029 Airpark	48,872	50,160	1,288	2.6%
62240-105	Corporate Hangars 3105 Airpark	58,055	60,540	2,485	4.3%
62240-118	Corporate Hangar 3043 Airpark	56,657	58,128	1,471	2.6%
Totals		649,265	662,184	12,919	2.0%

Expense

Hangar Area

72110-200	Electricity - Hangars	21,374	21,188	(186)	-0.9%
72130-200	Water - Hangars	4,606	3,810	(797)	-17.3%
72150-200	Emergency Phones - Hangars	1,296	1,640	344	26.6%
72260-200	Landscaping Hangar Area	6,528	6,914	386	5.9%
72290-200	Miscellaneous Hangar Supplies	700	1,400	700	100.0%
72300-200	Building Maintenance - Hangar Area	8,900	18,900	10,000	112.4%
72310-200	Lighting Maintenance - Hangars	7,000	7,000	-	0.0%
72311-200	Janitorial Sv Hangar Area	13,860	14,068	208	1.5%
72328-200	Fire Extinguisher Service - Hangar	1,500	1,500	-	0.0%
72331-200	Pavement - Ramp - Hangars	11,250	11,250	-	0.0%
72350-200	Fencing & Gates	3,050	3,050	-	0.0%
72445-200	Fire Alarm Service - Hangars	3,260	3,260	-	0.0%
72480-200	Waste Oil Removal - Hangars	1,500	1,750	250	16.7%
Totals		84,824	95,730	10,906	12.9%

Hangar Area Summary

	18/19 Budget	19/20 Budget	Change	% Change
Revenue	649,265	662,184	12,919	2.0%
Expense	84,824	95,730	10,906	12.9%
Depreciation	145,853	144,946	(907)	-0.6%
Admin Depreciation Distributed	35,891	35,891	-	0.0%
Salaries & Benefits Distributed	399,913	428,173	28,260	7.1%
Security	17,311	17,311	-	0.0%
Admin Expenses Distributed	207,075	255,418	48,343	23.3%
Net Operating Income/(Loss)	(241,602)	(315,285)	(73,684)	30.5%
Net Operating Income/(Loss) Excluding Depreciation	(59,857)	(134,448)	25,837	-43.2%

Revenue

Owner Build Hangar Area

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
63310-100	Owner Build Hangars Small (11)	6,748	7,260	512	8%
63310-101	Owner Build Hangars Large (12)	11,697	12,528	831	7%
	Totals	18,445	19,788	1,343	7%

Expense

Owner Build Hangar Area

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
73700-721	Owner Build - Water	713	877	164	23%
73700-722	Owner Build - Electricity	229	216	(13)	-6%
73700-723	Owner Build - Restroom Janitorial	2,520	2,558	38	2%
73700-724	Owner Build - Maintenance	1,000	1,000	-	0%
	Total	4,462	4,651	189	4%

Owner Build Area Summary

	18/19 Budget	19/20 Budget	Change	% Change
Revenue	18,445	19,788	1,343	7%
Expense	4,462	4,651	189	4%
Depreciation	0	0	-	
Admin Depreciation Distributed	2,941	3,589	648	22%
Salaries & Benefits Distributed	44,435	47,575	3,140	7%
Security	2,200	1,923	(277)	-13%
Admin Expenses Distributed	23,008	28,380	5,372	23%
Net Operating Income/(Loss)	(58,600)	(66,330)	(124,930)	213%
Net Operating Income/(Loss) Excluding Depreciation	(55,659)	(62,741)	(7,081)	13%

Revenue

FBO Area

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
64410-176	Main Hangar - All Counties Delivery	-	-	-	
64410-177	Main Hangar - Artcraft Paints	47,600	48,885	1,285	3%
64410-178	Main Hangar - Tricor Calif	2,217	2,280	63	3%
64410-180	Main Hangar - Mike Lewis	3,492	3,586	94	3%
64410-183	Main Hangar - S B Cellular	27,163	27,978	815	3%
64410-184	Main Hangar - Ravatt, Albrecht & Assoc.	13,340	13,704	364	3%
64410-185	Main Hangar Suites 119-128	46,655	47,916	1,260	3%
64420-115	Corporate Hangar FBO 3115 Airpark	25,152	23,390	(1,762)	-7%
64420-117	Corporate Hangar FBO 3117 Liberator & 3115 Airpark	35,511	36,468	957	3%
64420-119	Corporate Hangar FBO 3119 Liberator	8,370	8,602	232	3%
64420-121	Corporate Hangar FBO 3121 Liberator	8,022	8,232	211	3%
64420-123	Corporate Hangar FBO 3123 Liberator	-	-	-	
64420-125	Corporate Hangar FBO 3125 Liberator Paint Hangar	52,426	53,831	1,405	3%
64420-409	Corporate Hangar FBO 3409 Corsair	67,176	67,176	-	0%
64420-410	U.S. Forest -Land Use Revenue	40,000	40,000	-	0%
64420-438	CALSTAR	11,983	12,300	317	3%
64420-439	Corporate Hangar FBO - CC Jet Center	51,108	51,108	-	0%
64420-440	Corporate Hangar FBO 3950 Mitchell (CCJC)	19,905	20,446	541	3%
64420-441	Corporate Hangar FBO 3948 Mitchell (SMPAD Maint)	-	-	-	
64420-442	Corporate Hangar FBO 3944 Mitchell (Kinney)	17,775	18,252	477	3%
64420-443	Corporate Hangar FBO 3940 Mitchell (Rocky Mtn)	38,249	39,277	1,028	3%
64420-444	Corporate Hangar FBO Arctic Air	44,592	44,592	-	0%
64420-445	CC Jet Center Self Service	2,100	2,100	-	0%
64420-447	Rotocraft Leasing - Parking Lot	13,322	13,680	358	3%
64420-448	MOF 3015/3025 Airpark Drive	2,508	2,508	-	0%
64420-449	CC Jet Center Forest Service Dispatch	3,816	3,919	103	3%
64420-450	CCJC (GA Terminal)	11,496	11,496	-	0%
64459-203	Utility Reimbursement - Main Hangar	27,166	30,965	3,799	14%
Totals		621,144	632,691	11,547	2%

Expense

FBO Area

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
74110-203	Electricity - Main Hangar	29,581	33,624	4,042	14%
74110-204	Utilities 3940 Mitchell Rd.	316	279	(37)	-12%
74120-203	Gas- Main Hangar	495	1,337	842	170%
74130-125	Water - Paint Hangar	4,863	4,851	(12)	0%
74130-203	Water - Main Hangar	6,857	6,338	(519)	-8%
74140-400	Trash - Main Hangar & FBO's	-	-	-	
74150-125	Emergency Phone Lines - Paint Hangar	2,096	2,126	30	1%
74150-203	Emergency Phone Lines - Main Hangar	655	593	(62)	-9%
74260-400	Landscaping - FBO	996	1,115	119	12%
74290-400	Miscellaneous Supplies	-	-	-	
74300-400	Building Maint - FBO Hangar Area	10,350	13,250	2,900	28%
74311-203	Janitorial Sv Main Hangar & FBOs	2,520	2,558	38	2%
74311-218	GA Building Water and Trash	3,758	3,128	(630)	-17%
74315-400	Fire Sprinkler Maintenance	2,500	2,500	-	0%
74331-400	Pavement - Ramps & Tiedowns	2,000	2,000	-	0%
74335-400	Unscheduled Maintenance/FBO	-	-	-	
74340-400	Drainage Maintenance	1,500	1,500	-	0%
74350-400	Fencing & Gates	22,800	22,800	-	0%
74445-125	Fire Alarm Service - Paint Hangar	420	420	-	0%
74445-203	Fire Alarm Service - Main Hangar	420	420	-	0%
	Total	92,127	98,838	6,711	7%

FBO Area Summary

	18/19 Budget	19/20 Budget	Change	% Change
Revenue	621,144	632,691	11,547	2%
Expense	92,127	98,838	6,711	7%
Depreciation	56,683	53,605	(3,078)	-5%
Admin Depreciation Distributed	30,876	37,686	6,810	22%
Salaries & Benefits Distributed	444,348	475,748	31,400	7%
Security	22,000	19,235	(2,765)	-13%
Admin Expenses Distributed	230,083	283,797	53,714	23%
Net Operating Income/(Loss)	(254,973)	(336,219)	(81,245)	32%
Net Operating Income/(Loss) Excluding Depreciation	(167,414)	(244,928)	(77,514)	46%

Revenue

Terminal Area

Account	Account Description	18/19	19/20	Change	% Change
Number		Budget	Budget		
65510-251	TSA Lease Site	93,700	93,700	-	0.0%
65510-252	Terminal - Restaurant	37,830	37,830	-	0.0%
65510-255	Terminal - Allegiant Air	2,208	2,208	-	0.0%
65510-256	Terminal - Central Coast Shuttle	24,987	25,661	675	2.7%
65510-257	PFC Revenue	81,667	106,985	25,318	31.0%
65510-262	ARINC	1,805	1,849	44	2.4%
65520-265	Terminal Concessions - Avis	96,998	105,876	8,878	9.2%
65520-266	Terminal Concessions - Budget	26,944	30,094	3,150	11.7%
65520-267	Terminal Concessions - Hertz	64,848	71,972	7,124	11.0%
65520-268	Terminal Concessions - Enterprise	67,504	-	(67,504)	-100.0%
65520-274	Terminal Phones & Vending Machines	1,876	1,560	(316)	-16.8%
65530-217	Other Building - Admin Bd Room	1,120	1,120	-	0.0%
65530-307	Other Building - Avis Service Center	11,310	11,622	311	2.8%
65559-249	Utility Reimbursements - Terminal	2,669	3,769	1,100	41.2%
65559-336	TSA Reimbursement	28,800	10,960	(17,840)	-61.9%
	Totals	<u>544,264</u>	<u>505,205</u>	<u>(39,059)</u>	<u>-7.2%</u>

Expense

Terminal Area

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
71120-150	ARFF Services	720,330	753,780	33,450	4.6%
75110-249	Electricity - Terminal	97,330	103,055	5,725	5.9%
75120-249	Gas - Terminal	5,847	3,130	(2,717)	-46.5%
75130-249	Water - Terminal	22,839	20,504	(2,335)	-10.2%
75150-249	Emergency Phone Lines - Terminal	7,421	6,614	(807)	-10.9%
75150-250	Pay Phone Service - Terminal	2,735	2,735	-	0.0%
75150-300	Audio & Video Monthly Charges	2,280	3,427	1,147	50.3%
75220-250	Signs	2,000	2,000	-	0.0%
75255-250	Janitorial Sv Terminal Area	95,712	92,276	(3,436)	-3.6%
75260-250	Landscaping - Terminal	28,644	30,346	1,702	5.9%
75300-249	Building Maintenance - Terminal	35,700	35,700	-	0.0%
75300-339	Building Maintenance - Fire Station	5,730	5,730	-	0.0%
75310-240	Lighting Maint - Terminal Area Streets	500	1,000	500	100.0%
75310-249	Lighting Maintenance - Terminal	4,000	4,000	-	0.0%
75310-339	Lighting Maintenance - Fire Station	100	100	-	0.0%
75323-249	Emergency Generartor Maintenance - Terminal	1,500	2,000	500	33.3%
75323-339	Emergency Generator Maintenance - Fire Station	2,000	1,500	(500)	-25.0%
75333-250	Pavement - Roads - Terminal Area	10,000	10,000	-	0.0%
75350-250	Fencing & Gates - Terminal	2,000	2,000	-	0.0%
75465-249	Automatic Door Maint - Terminal	3,000	6,000	3,000	100.0%
75475-249	Interior Plant Service - Terminal	3,300	3,300	-	0.0%
75700-740	Sig Item - Terminal Accessories	6,360	13,360	7,000	110.1%
75700-761	Firefighting Equipment	11,750	11,750	-	0.0%
	Totals	<u>1,071,078</u>	<u>1,114,307</u>	43,229	<u>4.0%</u>

Terminal Area Summary

	18/19 Budget	19/20 Budget	Change	% Change
Revenue	544,264	505,205	(39,059)	-7.2%
Expense	1,071,078	1,114,307	43,229	4.0%
Depreciation	360,107	356,519	(3,588)	-1.0%
Admin Depreciation Distributed	62,810	62,810	-	0.0%
Salaries & Benefits Distributed	444,348	475,748	31,400	7.1%
Security	374,002	326,987	(47,015)	-12.6%
Admin Expenses Distrtributed	272,458	283,797	11,339	4.2%
Net Operating Income/(Loss)	(2,040,538)	(2,114,964)	(74,426)	3.6%
Net Operating Income/(Loss) Excluding Depreciation	(1,617,622)	(1,695,635)	(78,014)	4.8%

Revenue

Revenue Generating Land

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
66120-083	Santa Maria Karting	6,600	6,600	-	0.0%
66610-361	Farm Land - CJ&J Farms	141,332	135,703	(5,629)	-4.0%
66610-362	Grazing Land - R. Michel	2,148	2,148	-	0.0%
66610-363	Farm Land - McGray & Jokela	1,408	-	(1,408)	-100.0%
66610-364	Mahoney 24 Acre Sublease	32,465	40,613	8,148	25.1%
66610-365	Farm Land - Gressor	523,692	538,890	15,198	2.9%
66610-366	Grazing Land - R. Machado Livestock	3,223	3,223	-	0.0%
66620-201	Airport Business Park	139,200	139,200	-	0.0%
66620-300	9 Hole Golf Course	-	-	-	
66620-320	Pioneer Park	1,933	1,933	-	0.0%
66620-455	Commercial Land - Hotel	184,349	174,930	(9,418)	-5.1%
66630-381	Village Mobile Home Park	442,934	451,287	8,353	1.9%
66695-300	Car Wash Facility	-	-	-	
	Totals	<u>1,479,283</u>	<u>1,494,527</u>	<u>15,244</u>	<u>1.0%</u>

Expense

Revenue Generating Land

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
76110-300	Electric - Street Lights	3,049	2,016	(1,034)	-33.9%
76110-310	Electric - Retention Dam Pumps	4,834	3,844	(990)	-20.5%
76140-300	Recycled Water	2,250	2,250	-	0.0%
76220-250	Signs	1,000	1,000	-	0.0%
76260-300	Landscaping - Revenue Generating Land	9,476	9,952	476	5.0%
76290-300	South Well Maintenance	500	500	-	0.0%
76310-300	Street Light Maintenance	500	500	-	0.0%
76340-300	Drainage Maintenance	3,000	6,000	3,000	100.0%
76345-300	North Well Maintenance	1,500	1,500	-	0.0%
76350-300	Fencing & Gates	2,500	2,500	-	0.0%
76360-300	Stormwater Retention Facilities	3,400	3,400	-	0.0%
76700-750	MHP - Salaries/Benefits	92,799	92,836	37	0.0%
76700-752	MHP - Maintenance	33,955	30,790	(3,165)	-9.3%
76700-753	MHP - Liability Ins	6,350	5,775	(575)	-9.1%
76700-754	MHP - Utilities	162,840	159,580	(3,260)	-2.0%
76700-755	MHP - Property Management	30,000	28,200	(1,800)	-6.0%
76700-757	MHP - G & A	15,500	15,905	405	2.6%
Totals		373,453	366,547	(6,906)	-1.8%

Revenue Generating Land Summary

	18/19 Budget	19/20 Budget	Change	% Change
Revenue	1,479,283	1,494,527	15,244	1.0%
Expense	373,453	366,547	(6,906)	-1.8%
Depreciation	242,685	236,594	(6,091)	-2.5%
Admin Depreciation Distributed	39,480	39,480	0	0.0%
Salaries & Benefits Distributed	148,116	158,583	10,467	7.1%
Security	22,000	19,235	(2,765)	-12.6%
Admin Expenses Distributed	255,083	283,797	28,714	11.3%
Net Operating Income/(Loss)	398,466	390,291	(8,175)	-2.1%
Net Operating Income/(Loss) Excluding Depreciation	680,631	666,366	(14,265)	-2.1%

Revenue

Administration

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
	Air Show Revenue		496,500	496,500	
67910-921	Misc Income - Late Charges	7,000	7,000	0	0.0%
67910-931	Misc Income - Rebates - PG&E	6,000	0	(6,000)	
67910-951	Misc Income - Airport Access Cards	8,000	8,000	0	0.0%
	Totals	21,000	511,500	490,500	2335.7%

Expense

Administration

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
87010-451	General Manager	161,661	160,033	(1,628)	-1.0%
87010-452	Manager of Operations and Maintenance	92,234	99,458	7,224	7.8%
87010-453	Manager of Finance and Administration	92,234	94,722	2,488	2.7%
87010-454	Operations Officer	52,681	56,808	4,127	7.8%
87010-456	Administrative Assistant	56,445	60,872	4,428	7.8%
87010-457	Maintenance Worker III	65,959	117,423	51,464	78.0%
87010-458	Maintenance Worker I	69,642	75,103	5,461	7.8%
87010-459	Maintenance Worker II	45,379	0	(45,379)	-100.0%
87010-460	Accounting Clerk	88,904	93,138	4,234	4.8%
87010-462	Receptionist	39,187	42,599	3,412	8.7%
87010-456	Foreman	73,494	75,472	1,978	2.7%
87020-473	Longevity Pay	18,736	29,844	11,108	59.3%
87020-474	On Call Pay	8,000	0	(8,000)	-100.0%
87030-481	Medicare Tax	12,536	13,245	709	5.7%
87030-482	Medical Insurance	251,492	256,730	5,238	2.1%
87030-483	Dental Insurance	11,641	11,641	0	0.0%
87030-484	Auto Allowance	12,000	13,800	1,800	15.0%
87030-485	Life Insurance	3,960	4,273	313	7.9%
87030-486	Disability Insurance	7,113	7,359	246	3.5%

Expense

Administration

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
87030-487	PERS Retirement	213,787	234,003	20,217	9.5%
87030-488	Worker's Compensation	16,231	21,170	4,939	30.4%
87030-489	Employee Vision Coverage	1,526	1,526	0	0.0%
87110-150	Electricity - Shop	2,906	3,588	683	23.5%
87110-217	Electricity - Administration Building	14,510	12,075	(2,435)	-16.8%
87120-150	Gas - Shop	252	256	5	1.8%
87120-217	Gas - Administration Building	803	199	(604)	-75.2%
87130-150	Water - Shop	3,230	4,466	1,236	38.3%
87130-217	Water - Administrative Building	1,508	1,833	325	21.5%
87130-500	Water - Landscaping	26,824	33,057	6,233	23.2%
87140-500	Trash - Paper Recycling	720	1,470	750	104.2%
87160-501	Cellular Phone Service	14,510	14,750	240	1.7%
87160-502	Security Phone Lines	1,032	1,065	33	3.2%
87160-504	Administration Office - Monthly Service	6,670	5,883	(787)	-11.8%
87160-505	Administration Office - AT&T Toll Calls	2,172	1,921	(251)	-11.6%
87160-507	Administration Office - Fax Line	1,431	1,451	20	1.4%
87160-509	Tower Telephone	2,871	3,134	263	9.2%
87160-510	Shop Phone	2,351	2,382	31	1.3%
87160-511	Answering Service	3,413	3,334	(79)	-2.3%
87210-500	Security Supplies	3,400	3,400	0	0.0%
87230-500	Janitorial Supplies	8,622	9,260	638	7.4%
87240-500	Small Tools	9,042	9,042	0	0.0%
87260-150	Shop Supplies	4,550	4,550	0	0.0%
87270-531	Fuel Expense - Gas/Oil	10,031	9,990	(41)	-0.4%
87270-532	Fuel Expense - Diesel Fuel/Oil	13,254	13,490	236	1.8%

Expense

Administration

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
87275-500	Solvent	549	1,923	1,374	250.4%
87280-546	First Aid	549	560	(487)	-88.7%
87280-547	Safety Equipment	3,506	3,650	126	3.6%
87280-548	Training Supplies	600	600	0	0.0%
87286-500	Uniform Service	5,962	7,743	(1,637)	-27.5%
87290-500	Sundries	4,700	4,462	262	5.6%
87300-150	Building Maintenance - Shop	3,650	3,650	0	0.0%
87300-217	Building Maint - Admin Building	7,920	7,920	0	0.0%
87321-150	Equipment Maintenance - Shop	750	750	0	0.0%
87322-500	Radio Maintenance	3,053	3,053	2,053	67.2%
87324-521	Maintenance/Lease - Copy Machine	7,931	8,087	0	0.0%
87324-523	Maintenance - Postage Machine	1,448	1,444	0	0.0%
87328-500	Fire Extinguisher Service	1,400	3,050	0	0.0%
87360-536	Automotive Maintenance - Mechanical	8,000	8,000	0	0.0%
87360-537	Automotive Maintenance - Tires	4,000	4,000	0	0.0%
87370-541	Heavy Equipment Maint - Mechanical	14,415	16,500	915	6.3%
87370-542	Heavy Equipment Maintenance - Tires	2,500	10,000	0	0.0%
87370-543	ARFF Vehicle Maintenance	21,000	21,000	0	0.0%
87380-554	Fuel System Fire Alarm Service	540	1,000	0	0.0%
87400-500	Directors Fees	21,000	21,000	0	0.0%
87412-500	Payroll Processing Fees	4,772	5,608	0	0.0%
87414-500	Annual Audit	27,750	29,288	0	0.0%
87420-500	Legal Counsel Services	74,976	76,397	(7,757)	-10.3%
87440-500	Security Services	448,502	393,191	108,418	24.2%

Expense

Administration

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
87443-500	Security Sys Maint & Repair	16,000	7,000	(9,000)	-56.3%
87450-500	Janitorial Service - Administrative	11,567	11,510	(57)	-0.5%
87470-500	Landscaping Services	4,488	4,495	7	0.2%
87472-500	Landscaping Contingencies	5,000	5,000	0	0.0%
87475-500	Internet/Web Page Maintenance	20,497	18,817	(1,680)	-8.2%
87520-566	Freight & Common Carrier	473	742	269	56.9%
87520-567	Postage	1,800	1,600	(200)	-11.1%
87520-568	Printing & Stationery	1,200	1,032	(168)	-14.0%
87520-570	Office Supplies/Equipment	15,071	15,071	0	0.0%
87520-572	Books & Publications	500	1,802	1,302	260.3%
87530-581	Computer Supplies	18,220	18,290	70	0.4%
87530-583	Computer Support Services	67,270	101,270	34,000	50.5%
87540-600	Dues and Membership	4,822	4,919	96	2.0%
87540-601	Dues -AAAE	4,600	5,000	400	8.7%
87540-603	Dues - SWAAAE	475	570	95	20.0%
87540-605	Dues - Chamber of Commerce	8,000	8,000	0	0.0%
87540-606	Dues - National Notary Association	150	150	0	0.0%
87540-607	Dues - CA Special Districts Association	6,388	6,771	384	6.0%
87540-608	Dues - AAAE ARDF CA Airport Storm	4,950	4,950	0	0.0%
87540-610	Costco Membership	165	165	0	0.0%
87540-618	Santa Maria Times	150	150	0	0.0%
87540-628	Pro-rata Share of LAFCO Budget	4,391	2,869	(1,522)	-34.7%
87600-596	Advertising - Legal	1,000	3,000	2,000	200.0%
87600-599	Advertising - Airport Advertising	56,500	56,500	0	0.0%
87618-500	Election Expense	0	0	0	

Expense

Administration

Account Number	Account Description	18/19 Budget	19/20 Budget	Change	% Change
87620-692	Emergency Exercises	500	500	0	0.0%
87630-591	Insurance - Airport Liability	20,000	14,893	(5,108)	-25.5%
87630-592	Insurance - Auto, Fire, Property	74,643	93,169	18,526	24.8%
87630-595	Insurance - General Liability Insurance	31,883	37,808	5,925	18.6%
87650-643	Permits	2,993	4,901	1,908	63.8%
87650-646	Storm Water Permits	1,283	1,926	643	50.1%
87660-500	Education	9,000	16,000	7,000	77.8%
87670-500	Business Travel & Entertainment	56,618	72,283	15,666	27.7%
87679-500	Employee Recognition	3,500	3,800	300	8.6%
87700-791	Training Live Burn	24,000	24,000	0	0.0%
88680-681	SM Chamber Econ Develop	36,300	36,300	0	0.0%
88680-685	Airshow	15,000	339,591	324,591	2163.9%
88680-691	Business Park Planning & Marketing	25,000	35,000	10,000	40.0%
88680-692	Consulting - Mktg Aviation Related	64,830	78,485	13,655	21.1%
88680-693	Consulting Services - Contingencies	102,550	137,776	35,226	34.4%
		<u>2,920,192</u>	<u>3,418,799</u>	<u>498,607</u>	<u>17.1%</u>

Salaries and Benefits

	18/19 Budget	19/20 Budget	Change	% Change
Salaries	864,554	905,474	40,919	4.7%
Contract Staff	102,550	137,776	35,226	34.4%
Benefits	300,267	308,574	8,307	2.8%
Retirement	213,787	234,003	20,217	9.5%
Totals	<u>1,481,159</u>	<u>1,585,828</u>	<u>104,669</u>	<u>7.1%</u>

Security Services

	18/19 Budget	19/20 Budget	Change	% Change
Police	360,000	304,640	(55,360)	-24.3%
Bomar	<u>80,002</u>	<u>80,051</u>	<u>48</u>	<u>0.0%</u>
Totals	<u>440,002</u>	<u>384,691</u>	<u>(55,312)</u>	<u>-16.7%</u>

Other Administrative Expenses

	18/19 Budget	19/20 Budget	Change	% Change
Admin excluding Salaries & Security	<u>999,031</u>	<u>1,448,281</u>	<u>35,554</u>	<u>3.7%</u>
Totals	<u>999,031</u>	<u>1,448,281</u>	<u>35,554</u>	<u>3.7%</u>

Administrative Depreciation

			Change	% Change
Depreciation	<u>147,029</u>	<u>179,456</u>	<u>50,271</u>	<u>52.0%</u>
Totals	<u>147,029</u>	<u>179,456</u>	<u>50,271</u>	<u>52.0%</u>

Revenue

Administration

Account Number	Account Description	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
67910-921	Misc Income - Late Charges	7,000	1,575	175	1,750	1,750	1,750
67910-931	Misc Income - Rebates - PG&E	0	0	0	0	0	0
67910-951	Misc Income - Airport Access Cards	8,000	1,800	200	2,000	2,000	2,000
	Totals	15,000	3,375	375	3,750	3,750	3,750

Expense

Administration

Account Number	Account Description	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
87030-488	Worker's Compensation	21,170	4,763	529	5,292	5,292	5,292
87110-150	Electricity - Shop	3,588	807	90	897	897	897
87110-217	Electricity - Administration Building	12,075	2,717	302	3,019	3,019	3,019
87120-150	Gas - Shop	256	58	6	64	64	64
87120-217	Gas - Administration Building	199	45	5	50	50	50
87130-150	Water - Shop	4,466	1,005	112	1,116	1,116	1,116
87130-217	Water - Administrative Building	1,833	412	46	458	458	458
87130-500	Water - Landscaping	33,057	7,438	826	8,264	8,264	8,264
87140-500	Trash - Paper Recycling	1,470	331	37	368	368	368
87160-501	Cellular Phone Service	14,750	3,319	369	3,688	3,688	3,688
87160-502	Security Phone Lines	1,065	240	27	266	266	266

Expense

Administration

Account Number	Account Description	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
87160-504	Administration Office - Monthly Service	5,883	1,324	147	1,471	1,471	1,471
87160-505	Administration Office - AT&T Toll Calls	1,921	432	48	480	480	480
87160-507	Administration Office - Fax Line	1,451	326	36	363	363	363
87160-509	Tower Telephone	3,134	705	78	784	784	784
87160-510	Shop Phone	2,382	536	60	596	596	596
87160-511	Answering Service	3,334	750	83	834	834	834
87210-500	Security Supplies	3,400	765	85	850	850	850
87230-500	Janitorial Supplies	9,260	2,083	231	2,315	2,315	2,315
87240-500	Small Tools	9,042	2,034	226	2,261	2,261	2,261
87260-150	Shop Supplies	4,550	1,024	114	1,138	1,138	1,138
87270-531	Fuel Expense - Gas/Oil	9,990	2,248	250	2,497	2,497	2,497
87270-532	Fuel Expense - Diesel Fuel/Oil	13,490	3,035	337	3,372	3,372	3,372
87275-500	Solvent	1,923	433	48	481	481	481
87280-546	First Aid	560	126	14	140	140	140
87280-547	Safety Equipment	3,650	821	91	913	913	913
87280-548	Training Supplies	600	135	15	150	150	150
87286-500	Uniform Service	7,743	1,742	194	1,936	1,936	1,936
87290-500	Sundries	4,462	1,004	112	1,116	1,116	1,116
87300-150	Building Maintenance - Shop	3,650	821	91	913	913	913
87300-217	Building Maint - Admin Building	7,920	1,782	198	1,980	1,980	1,980
87321-150	Equipment Maintenance - Shop	750	169	19	188	188	188
87322-500	Radio Maintenance	3,053	687	76	763	763	763
87324-521	Maintenance/Lease - Copy Machine	8,087	1,820	202	2,022	2,022	2,022

Expense

Administration

Account Number	Account Description	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
87324-523	Maintenance - Postage Machine	1,444	325	36	361	361	361
87328-500	Fire Extinguisher Service	3,050	686	76	763	763	763
87360-536	Automotive Maintenance - Mechanical	8,000	1,800	200	2,000	2,000	2,000
87360-537	Automotive Maintenance - Tires	4,000	900	100	1,000	1,000	1,000
87370-541	Heavy Equipment Maint - Mechanical	16,500	3,713	413	4,125	4,125	4,125
87370-542	Heavy Equipment Maintenance - Tires	10,000	2,250	250	2,500	2,500	2,500
87370-543	ARFF Vehicle Maintenance	21,000	4,725	525	5,250	5,250	5,250
87380-554	Fuel System Fire Alarm Service	1,000	225	25	250	250	250
87400-500	Directors Fees	21,000	4,725	525	5,250	5,250	5,250
87412-500	Payroll Processing Fees	5,608	1,262	140	1,402	1,402	1,402
87414-500	Annual Audit	29,288	6,590	732	7,322	7,322	7,322
87420-500	Legal Counsel Services	76,397	17,189	1,910	19,099	19,099	19,099
87443-500	Security Sys Maint & Repair	7,000	1,575	175	1,750	1,750	1,750
87450-500	Janitorial Service - Administrative	11,510	2,590	288	2,878	2,878	2,878
87470-500	Landscaping Services	4,495	1,011	112	1,124	1,124	1,124
87472-500	Landscaping Contingencies	5,000	1,125	125	1,250	1,250	1,250
87475-500	Internet/Web Page Maintenance	18,817	4,234	470	4,704	4,704	4,704
87520-566	Freight & Common Carrier	742	167	19	185	185	185
87520-567	Postage	1,600	360	40	400	400	400
87520-568	Printing & Stationery	1,032	232	26	258	258	258
87520-570	Office Supplies/Equipment	15,071	3,391	377	3,768	3,768	3,768
87520-572	Books & Publications	1,802	405	45	450	450	450

Expense

Administration

Account Number	Account Description	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
87530-581	Computer Supplies	18,290	4,115	457	4,573	4,573	4,573
87530-583	Computer Support Services	101,270	22,786	2,532	25,318	25,318	25,318
87540-600	Dues and Membership	4,919	1,107	123	1,230	1,230	1,230
87540-601	Dues -AAAE	5,000	1,125	125	1,250	1,250	1,250
87540-603	Dues - SWAAAE	570	128	14	143	143	143
87540-605	Dues - Chamber of Commerce	8,000	1,800	200	2,000	2,000	2,000
87540-606	Dues - National Notary Association	150	34	4	38	38	38
87540-607	Dues - CA Special Districts Association	6,771	1,524	169	1,693	1,693	1,693
87540-608	Dues - AAAE ARDF CA Airport Storm	4,950	1,114	124	1,238	1,238	1,238
87540-610	Costco Membership	165	37	4	41	41	41
87540-618	Santa Maria Times	150	34	4	38	38	38
87540-628	Pro-rata Share of LAFCO Budget	2,869	646	72	717	717	717
87600-596	Advertising - Legal	3,000	675	75	750	750	750
87600-599	Advertising - Airport Advertising	56,500	12,713	1,413	14,125	14,125	14,125
87620-692	Emergency Exercises	500	113	13	125	125	125
87630-591	Insurance - Airport Liability	14,893	3,351	372	3,723	3,723	3,723
87630-592	Insurance - Auto, Fire, Property	93,169	20,963	2,329	23,292	23,292	23,292
87630-595	Insurance - General Liability Insurance	37,808	8,507	945	9,452	9,452	9,452
87650-643	Permits	4,901	1,103	123	1,225	1,225	1,225
87650-646	Storm Water Permits	1,926	433	48	482	482	482
87660-500	Education	16,000	3,600	400	4,000	4,000	4,000
87670-500	Business Travel & Entertainment	72,283	16,264	1,807	18,071	18,071	18,071

Expense

Administration

Account Number	Account Description	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
87679-500	Employee Recognition	3,800	855	95	950	950	950
87700-791	Training Live Burn	24,000	5,400	600	6,000	6,000	6,000
88680-681	SM Chamber Econ Develop	36,300	8,168	908	9,075	9,075	9,075
88680-685	Airshow	25,000	5,625	625	6,250	6,250	6,250
88680-691	Business Park Planning & Marketing	35,000	7,875	875	8,750	8,750	8,750
88680-692	Consulting - Mktg Aviation Related	78,485	17,659	1,962	19,621	19,621	19,621
88680-702	Contributed Capital	10,000	2,250	250	2,500	2,500	2,500
	Totals	1,135,190	255,418	28,380	283,797	283,797	283,797

Salaries and Benefits

	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
Salaries	905,474	244,478	27,164	271,642	271,642	90,547
Contract Staff	137,776	37,200	4,133	41,333	41,333	13,778
Benefits	308,574	83,315	9,257	92,572	92,572	30,857
Retirement	234,003	63,181	7,020	70,201	70,201	23,400
Totals	1,585,828	428,173	47,575	475,748	475,748	158,583

Security Services

	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
Police	304,640	13,709	1,523	15,232	258,944	15,232
Bomar	80,051	3,602	400	4,003	68,043	4,003
Totals	384,691	17,311	1,923	19,235	326,987	19,235

Depreciation

	19/20 Budget	Hangar Area	Owner Build	FBO	Terminal	Rev Gen Land
Admin Depreciation	179,456	35,891	3,589	37,686	62,810	39,480
Totals	179,456	35,891	3,589	37,686	62,810	39,480

Santa Maria Public Airport District
Cash Flow Analysis
Five Year Period July 1, 2019 through June 30, 2024
3% inflation to most revenue and expense items

			FY 2019-20	FY 2020-21	FY 2021-22	FY 2022-23	FY 2023-24
3% inflation on most revenue and expense items except Capital							
Estimated cash balance July 1, 2019			\$ 8,060,660	\$ 2,854,007	\$ 2,377,084	\$ 1,991,959	\$ 1,732,092
Budgeted Revenue			3,974,044	4,093,265	4,216,063	4,342,545	4,342,545
Budgeted Expenses			(5,219,568)	(5,271,763)	(5,324,481)	(5,377,726)	(5,377,726)
Net cash balance before Capital outlays			6,815,137	1,675,510	1,268,667	956,779	696,912
Net capital outlay for fiscal year			(9,320,071)	(1,440,000)	(1,380,000)	(1,000,000)	(7,850,000)
Property Taxes			1,713,900	1,731,039	1,748,350	1,765,833	1,765,833
Interest			195,590	11,635	10,443	9,480	8,830
AIP Revenue			3,449,451	398,900	344,500		6,210,200
Projected cash balance at June 30			\$ 2,854,007	\$ 2,377,084	\$ 1,991,959	\$ 1,732,092	\$ 831,775

Santa Maria Public Airport District
Proposed Capital Budget
Fiscal Year Ending 6/30/2018

Budget Item	Expensed YTD	Estimated Cost	AIP or other Funding	District's Costs
Master Plan (AIP 34) Carryover 2019		57,928	11,052	46,876
Terminal Apron Reconstruction (Phase II Design/Construction) 2019		2,560,789	2,321,867	238,922
Airfield Signage		540,000	489,618	50,382
Obstruction Removal		200,000		200,000
Landscaping Upgrades		30,000		30,000
Bobcat Attachments		10,000		10,000
Access Control and Video Upgrades		200,000		200,000
Extend Airpark Dr		1,918,150		1,918,150
Safety Project		691,500	626,914	64,586
Strategic Airport Business Plan		85,000		85,000
Landside Pavement Repair 2020		250,000		250,000
Airside Pavement Repair 2019		372,745		372,745
Airside Pavement Repair 2020		375,000		375,000
Hangar Painting and Upgrades		100,000		100,000
Roof Repairs 2020		100,000		100,000
Admin, Terminal, and Fire Station Roof 2019		237,969		237,969
Airfield Markings 2019		405,991		405,991
Terminal/Restaurant Monument Sign		15,000		15,000
Fire station stand by emergency power		55,000		55,000
Fire station water line		20,000		20,000
Drainage Study/Planning		100,000		100,000
Drainage Improvments		500,000		500,000
Airfield lighting regulators		40,000		40,000
Airfield lighting Vault Upgraes for ALCMS + Spare Digitrac		65,000		65,000
Maintenance Truck/Utility Bed		50,000		50,000
Fuel Farm Removal/Recondition		25,000		25,000
Terminal Shades		50,000		50,000
Terminal Landscape Fencing		30,000		30,000
Terminal HVAC (Baggage Claim)		20,000		20,000
Vector Control Equipment		30,000		30,000
Hangar Door Replacement 3105		25,000		25,000
ARFF Equipment		160,000		160,000
Totals	<u>0</u>	<u>9,320,071</u>	<u>3,449,451</u>	<u>5,870,620</u>



SPECIAL DISTRICT RISK MANAGEMENT AUTHORITY

AGENDA ITEM

10

6/27/19

2019 BOARD OF DIRECTORS ELECTION

OFFICIAL ELECTION BALLOT ENCLOSED

This is an official election packet that contains items that require ACTION by your Agency's governing body for the selection of up to three (3) candidates to the SDRMA Board of Directors.

ELECTION PACKET ENCLOSURES

- ☐ Election Ballot Instructions
- ☐ Official Election Ballot (Action Required)
- ☐ Candidate's Statements of Qualifications (5)
- ☐ Self-addressed, Stamped Envelope

SDRMA'S BOARD OF DIRECTORS ELECTION BALLOT INSTRUCTIONS

Notification of nominations for three (3) seats on the Special District Risk Management Authority's (SDRMA's) Board of Directors was mailed to the membership in January 2019.

On May 2, 2019, SDRMA's Election Committee reviewed the nomination documents submitted by the candidates in accordance with SDRMA's Policy No. 2017-10 Establishing Guidelines for Director Elections. The Election Committee confirmed that five (5) candidates met the qualification requirements and those names are included on the Official Election Ballot.

Enclosed is the Official Election Ballot along with a Statement of Qualifications as submitted by each candidate. Election instructions are as follows:

1. The enclosed Official Election Ballot must be used to ensure the integrity of the balloting process.
2. After selecting up to three (3) candidates, your agency's governing body must approve the enclosed Official Election Ballot at a public meeting. **Ballots containing more than three (3) candidate selections will be considered invalid and not counted.**
3. The signed Official Election Ballot MUST be sealed and received by mail or hand delivery at SDRMA's office on or before 4:30 p.m. on Wednesday, August 21, 2019 to the address below. A self-addressed, stamped envelope is enclosed. Faxes or electronic transmissions are NOT acceptable.

Special District Risk Management Authority
Election Committee
1112 "I" Street, Suite 300
Sacramento, California 95814

4. The four-year terms for newly elected Directors will begin on January 1, 2020 and terminate on December 31, 2023.
5. Important balloting and election dates are:

August 21, 2019:	Deadline for members to return the signed Official Election Ballot
August 22, 2019:	Ballots are opened and counted
August 23, 2019:	Election results are announced, and candidates notified
September 25, 2019:	Newly elected Directors are introduced at the SDRMA Annual Breakfast to be held in Anaheim at the CSDA Annual Conference
November 6-7, 2019:	Newly elected Directors are invited to attend SDRMA board meeting (Sacramento)
January 2020:	Newly elected Directors are seated, and Board officer elections are held

If you have any questions regarding the election and balloting process, please do not hesitate to call SDRMA's Chief Operating Officer Paul Frydendal at 800.537.7790.

OFFICIAL 2019 ELECTION BALLOT
SPECIAL DISTRICT RISK MANAGEMENT AUTHORITY
BOARD OF DIRECTORS

VOTE FOR ONLY THREE (3) CANDIDATES

Mark each selection directly onto the ballot, voting for no more than three (3) candidates. Each candidate may receive only one (1) vote per ballot. A ballot received with more than three (3) candidates selected will be considered invalid and not counted. All ballots must be sealed and received by mail or hand delivery in the enclosed self-addressed, stamped envelope at SDRMA on or before 4:30 p.m., Wednesday, August 21, 2019. Faxes or electronic transmissions are NOT acceptable.

- ☐ **BOB SWAN (INCUMBENT)**
Board Member, Groveland Community Services District
- ☐ **JESSE D. CLAYPOOL**
Board Chair, Honey Lake Valley Resource Conservation District
- ☐ **PATRICK K. O'ROURKE, MPA/CFRM**
Board Member, Redwood Region Economic Development Commission
- ☐ **SANDY SEIFERT- RAFFELSON (INCUMBENT)**
Finance Manager/Treasurer, Herlong Public Utility District
- ☐ **JAMES (Jim) M. HAMLIN**
Board President, Burney Water District

ADOPTED this ____ day of _____, 2019 by the Santa Maria Public Airport District at a public meeting by the following votes:

AYES: _____
NOES: _____
ABSTAIN: _____
ABSENT: _____

ATTEST:

APPROVED:

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

This information will be distributed to the membership with the ballot, "exactly as submitted" by the candidates – no attachments will be accepted. No statements are endorsed by SDRMA.

Candidate* **Bob Swan**

District/Agency **Groveland Community Services District (GCSD)**



Work Address **P.O. Box 350, Groveland, CA 95321**

Work Phone **(209) 962-7161**

Home Phone **(408) 398-4731**

*The name or nickname and any designations (i.e. CPA, SDA, etc.) you enter here will be printed on the official ballot, exactly as submitted.

Why do you want to serve on the SDRMA Board of Directors? (Response Required)

I am a current Board member. I would like to be elected to a second term because:

1. As a board member of Groveland CSD, I am particularly aware of the great value that smaller districts get from SDRMA, and I'd like to continue to do my part to make sure that this important agency continues to operate smoothly and stably into the indefinite future.
2. The insurance market in California (and nationwide) is going through a period of rapid change. The Board and staff are engaged in a major re-evaluation of SDRMA's approach to fulfilling its mission of providing cost-effective risk management services to its members. I believe that it is important to maintain Board continuity in this effort.
3. SDRMA Board members are either board members ("electeds") or employees of a member agency. I think there is value in having a balance between elected and employee Board members. The Board seats that are NOT up for election are currently 3 employees / 1 elected. I'd like to make sure the new Board has at least 2 elected members.

What Board or committee experience do you have that would help you to be an effective Board Member? (SDRMA or any other organization) (Response Required)

1. SDRMA Board Member since 2016. This year (2019), I serve as Secretary. During our "no CEO" period in late 2017 - early 2018, I was a member of the ad hoc Personnel Committee. I am also a member of the Alliance Executive Council, and a backup member of the Legislative Committee.
2. Groveland CSD Board Member since I was appointed in June 2013. For the years 2014-2018, I served as Board President. (We finally implemented mandatory rotation of the office in 2019).
3. Member of the Board of Southside Community Connections, a local nonprofit in Groveland that provides educational, social, and recreational services to seniors, as well as free transportation to those who cannot drive.
4. Board Member (currently Treasurer) of Pine Cone Performers, a local choral and acting group, since 2010.
5. Back during my work life, I was a corporate representative on an IEEE standards committee concerned with wireless networking. It was very educational being on a committee where the members had widely differing (competing) goals.

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

**What special skills, talents, or experience (including volunteer experience) do you have?
(Response Required)**

History: BS Physics, MS Computer Science. 3 years in USAF. 30 years in the semiconductor industry, first as an engineering manager, later as a business unit manager. Now retired (so I have plenty of time).

Skills, etc.: Very familiar with financial reports, cost accounting, quantitative analysis. Working knowledge of modern computer and communications technology. Managed distributed organizations with up to 150 technical people and up to \$120M in annual sales. Pretty good at listening to different views, and helping to achieve consensus (or, at least, compromise).

What is your overall vision for SDRMA? (Response Required)

Well, obviously I support our (newly revised) vision statement: "To be the exemplary public agency risk pool of choice for California special districts and other public agencies". In order to achieve this vision, I believe the key issues are:

1. Maintain long term financial stability. This includes ensuring that there is a fair allocation of cost versus risk across the pool membership.
2. Continue to retain / acquire highly qualified staff, and ensure that this is a desirable place to work.
3. Remember who are our target clientele, which in my opinion are small to mid-sized districts with limited options for insurance.
4. In light of ever-evolving California workers-compensation law, expand risk-management training even further than we now provide.
5. Maintain good relations with our re-insurers (who insulate us from catastrophe). In the long run, explore the possibility of joining a "captive" re-insurer to improve stability.

I certify that I meet the candidate qualifications as outlined in the SDRMA election policy. I further certify that I am willing to serve as a director on SDRMA's Board of Directors. I will commit the time and effort necessary to serve. Please consider my application for nomination/candidacy to the Board of Directors.

Candidate Signature



Date

4-24-2019

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

This information will be distributed to the membership with the ballot, "exactly as submitted" by the candidates – no attachments will be accepted. No statements are endorsed by SDRMA.

Candidate* Jesse D. Claypool

District/Agency Honey Lake Valley Resource Conservation District



Work Address USDA Service Center 170 Russell Avenue, Suite C Susanville, CA 96130

Work Phone 530-257-7271 ext 100

Home Phone 530-310-0232

*The name or nickname and any designations (i.e. CPA, SDA, etc.) you enter here will be printed on the official ballot, exactly as submitted.

Why do you want to serve on the SDRMA Board of Directors? (Response Required)

My interest for being on the SDRMA Board of Directors is because I believe it is imperative for there to be a knowledgeable and experienced voice on the Board with the perspective of the small to mid-size special district, working together with the other SDRMA Board Members, to ensure relevant—affordable solutions are available to all size special districts.

What Board or committee experience do you have that would help you to be an effective Board Member? (SDRMA or any other organization) (Response Required)

I am currently serving my fifth (5th) consecutive term as Chairman of the Board of a special district. I served two (2) yrs. on a Technical Advisory Committee for the prevention of violence against schools K-12. I served one (1) term on an elementary school board. I am currently serving my second (2nd) consecutive term on CSDA's committee for Professional Development. I am currently serving my sixth (6th) consecutive term on the board of a Regional Water Management Group. I am currently serving my second (2nd) consecutive term on CSDA's committee for Member Services. I am currently serving as a member of the County's Civil Grand Jury.

I have attended and completed the California School Board Association's New Board Member Training. I have Certificates of Completion from CSDA for General Manager Evaluation, Exercising Legislative Authority and Achieving Transparency. I attended and completed CSDA's Extraordinary Leader training. I attended and completed CSDA's Special District Leadership Academy and I have received CSDA's Recognition in Special District Governance certificate.

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

**What special skills, talents, or experience (including volunteer experience) do you have?
(Response Required)**

My experience with special districts and governance, belief in the importance of quality governing policies, the ability to work effectively with the other board members and staff and a desire to give back to SDRMA and its membership will be what I bring to the SDRMA Board of Directors.

What is your overall vision for SDRMA? (Response Required)

For SDRMA to continually advance as an industry leader providing affordable solutions for special districts of any size enabling them to be effective within the communities they serve.

I certify that I meet the candidate qualifications as outlined in the SDRMA election policy. I further certify that I am willing to serve as a director on SDRMA's Board of Directors. I will commit the time and effort necessary to serve. Please consider my application for nomination/candidacy to the Board of Directors.

Candidate Signature  Date 4-26-19

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

This information will be distributed to the membership with the ballot, "exactly as submitted" by the candidates – no attachments will be accepted. No statements are endorsed by SDRMA.

Candidate* Patrick K. O'Rourke, MPA/CFRM
District/Agency Redwood Region Economic Development Commission (RREDC)
Work Address 520 E Street Eureka, CA 95501
Work Phone 707-445-9651 Home Phone 707-726-6700

*The name or nickname and any designations (i.e. CPA, SDA, etc.) you enter here will be printed on the official ballot, exactly as submitted.

Why do you want to serve on the SDRMA Board of Directors? (Response Required)

I have considerable interest, knowledge, and experience in board leadership; board service; and board governance/policy development & oversight in for-profits, nonprofits, a joint powers authority/SDRMA member organization, and as an elected city councilman. I also have considerable experience (as a top-level executive board leader and manager) in organizational risk management and risk mitigation/prevention. I would like to share my knowledge, skills, abilities, and experience in service to SDRMA members, via my service on SDRMA's board of directors. I believe that my knowledge, experience, and dedication to excellence and implementation of best practices in governance and policy development/oversight will serve SDRMA well, and will assist SDRMA in maintaining its "Excellence" accreditation via the California Association of Joint Powers Authorities (CAJPA).

What Board or committee experience do you have that would help you to be an effective Board Member? (SDRMA or any other organization) (Response Required)

Having served in board leadership roles (25+ years in for-profit entities; 25+ years in nonprofit & private/public foundations; and 2+ years in a Joint Powers Authority [SDRMA member organization]), I am well-versed and experienced in board governance; policy development; financial statement analysis and budget review; executive management search/selection, oversight and evaluation; organizational risk management/mitigation; litigation oversight; and best practices in organizational governance. At SDRMA member organization, Redwood Region Economic Development Commission (RREDC), I have served as 2019 Immediate Past Chair; 2018 Board Chair; 2017 Vice Chair; Chair of Executive Committee; and Member of the Loan Committee. I have in-depth knowledge of policy governance (Culver, et al.); I am an advocate for transparency & best practices; and I am knowledgeable & experienced in California's Ralph M. Brown Act and Roberts Rules of Order. I have also served in board governance and board leadership roles in several nonprofit organizations and in both public and private foundations, including as Board Chair (12+ years) and in President & Vice President roles. I have also Chaired Search/Selection committees; Public Relations committees; Fund Development committees; and Finance/Audit committees.

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

What special skills, talents, or experience (including volunteer experience) do you have?

(Response Required)

Besides holding a Master of Public Affairs degree, with a specialty in nonprofit management; having completed all coursework and written/oral exams (all except dissertation) for a PhD in Mass Communication, with a specialty in public relations and a cognate in organizational communication management, I have several other directly-relevant skills/talents/experience including: I am expertly adept at executive-level relationship development and stewardship, and have served as an organizational & industry advocate and liaison working closely with community organizations, local/county/state elected officials, and public/private entities/organizations and foundations. I am expertly adept at financial and operational analysis, and at asset/portfolio management and risk mitigation. I have taught for-credit university courses in corporate leadership; in entrepreneurial leadership research and practice; as well as having published peer-reviewed academic research on leadership in public relations.

What is your overall vision for SDRMA? (Response Required)

My vision for SDRMA would be for SDRMA to continue to add value to its members; operate with the highest ethical practices and transparency; continue in providing excellence in service, education, safety and compliance training; help members to mitigate and reduce risk; provide expedient claims review and response; provide members with state-of-the-art education and information; educate members to minimize losses/risk in member workplaces; and to continue to provide members with comprehensive coverage for property/liability, workers comp, and health benefits.

I would envision SDRMA management and staff enjoying a quality of life that will ensure their happiness and continue an atmosphere of dedicated service to SDRMA members. I would also envision that SDRMA will continue to operate with efficiencies that minimize costs/expenses, continue to enable SDRMA to maintain competitive premium rates, and (when possible) lower organizational and member costs. I would also envision a governing board that embraces and employs best governing practices in all areas of policy development; executive management oversight; financial review/audit; and in investing and spreading portfolio assets to minimize portfolio investment risks and maximize return on investments. Finally, I would envision SDRMA, and its management team/staff, operating in ways that will continue to earn accreditation "Excellence" from the California Association of Joint Powers Authorities (CAJPA).

I certify that I meet the candidate qualifications as outlined in the SDRMA election policy. I further certify that I am willing to serve as a director on SDRMA's Board of Directors. I will commit the time and effort necessary to serve. Please consider my application for nomination/candidacy to the Board of Directors.

Candidate Signature



Date

3/25/2019

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

This information will be distributed to the membership with the ballot, "exactly as submitted" by the candidates. No statements are endorsed by SDRMA.

Candidate* Sandy Seifert-Raffelson

District/Agency Herlong Public Utility District

Work Address 447-855 Plumas St., P o Box 115, Herlong, CA 96113

Work Phone (530) 827-3150 Cell Phone (530) 310-4320

*The name or nickname and any designations (i.e. CPA, SDA, etc.) you enter here will be printed on the official ballot, exactly as submitted.

Why do you want to serve on the SDRMA Board of Directors?

I am a current Board member of SDRMA and feel that I have added my financial background to make better informed decisions for our members. As a Board member, I continue to improve my education of insurance issues and look forward to representing small District's and Northern California as a voice on the SDRMA Board. I feel I am an asset to the Board with my degree in Business and my 30 plus years' experience in accounting and auditing.

I understand the challenges that small District face every day when it comes to managing liability insurance, worker's compensation and health insurance for a few employees with limit revenue and staff. My education and experience give me an appreciation of the importance of risk management services and programs, especially for smaller District that lack expertise with insurance issues on a daily basis.

I feel I am an asset to this Board, and would love a chance to stay on 4 more years!

What Board or committee experience do you have that would help you to be an effective Board Member? (SDRMA or any other organization)

While serving on the SDRMA Board, I have been privilege to be Secretary of the Board for two years, and currently the Vice-President. I have served on CSDA's Audit and Financial Committee's for 6 years; I have served on the SDLF Board; Northeastern Rural Health Clinic Board; Fair Board; School and Church boards; 4-H Council and leader for 15 years; and UC Davis Equine Board. In the past 25 years, I have learn that there is no "I" in Board and it can be very rewarding to be part of a team that makes a difference for others.

As part of my many duties working with Herlong PUD, I worked to form the District and was directly involved with LAFCo, Lassen County Board of Supervisors and County Clerk to establish the initial Board of Directors and first Policies for HPUD. I have administered the financial portion of 2 large capital improvement project with USDA as well as worked on the first ever successful water utility privatization project with the US Army and Department of Defense. I am currently working on a 4.2 million grant from California for new infrastructure for the small District HPUD absorb through LAFCo in 2017. I am also the primary administrator of a federal contract for utility services with the Federal Bureau of Prison and the US Army.

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

What special skills, talents, or experience (including volunteer experience) do you have?

I have my Bachelor's Degree in Business with a minor in Sociology. I have audited Small Districts for 5 years, worked for a Small District for almost 15 years and have over 30 years of accounting experience. I am a good communicator and organizer. I have served on several Boards and feel I work well within groups or special committee. I am willing to go that extra mile to see things get completed.

I believe in recognition for jobs well done. I encourage incentive programs that get members motivated to participate and strive to do their very best to keep all losses at a minimum and reward those with no losses.

I have completed my Certificate for Special District Board Secretary/Clerk Program in both regular and advance course work through CSDA and co-sponsored by SDRMA. I have completed the CSDA Special District Leadership Academy and Special District Governance Academy. I am in the processes of getting my small District re-certified for their District of Transparency and hope one day to attain our District of Distinction.

I work for a District in Northeastern California that has under gone major changes from a Cooperative Company to a 501c12 Corporation, to finally a Public Utility District. I have worked with LAFCo to become a District. Also our small District consolidated another small District into our District. Through past experience I feel I make a great Board member representing the small districts of Northern California and their unique issues and will make decisions that would help all rural/small districts.

What is your overall vision for SDRMA?

For SDRMA to be at the top of the risk management field and to continue communicating and listening to the needs of all California Special Districts and meeting those needs at a reasonable price that Special Districts can afford. I would like to continue education and rewards for no claims and explore avenues of financial endeavors that will benefit our customers.

I certify that I meet the candidate qualifications as outlined in the SDRMA election policy. I further certify that I am willing to serve as a director on SDRMA's Board of Directors. I will commit the time and effort necessary to serve. Please consider my application for nomination/candidacy to the Board of Directors.

Candidate Signature



Date

4/16/19

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

This information will be distributed to the membership with the ballot, "exactly as submitted" by the candidates
– **no attachments will be accepted**. No statements are endorsed by SDRMA.

Candidate* James (Jim) M. Hamlin
District/Agency Burney Water District
Work Address 20222 Hudson St. Burney, Ca. 96013
Work Phone (530) 335-3582 Cell Phone _____

*The name or nickname and any designations (i.e. CPA, SDA, etc.) you enter here will be printed on the official ballot, exactly as submitted.

Why do you want to serve on the SDRMA Board of Directors? (Response Required)

Hope to serve and help with decisions being made to both strengthen SDRMA and
move into new areas. Our districts are facing new challenges constantly.

**What Board or committee experience do you have that would help you to be an effective Board Member?
(SDRMA or any other organization) (Response Required)**

See Next

**Special District Risk Management Authority
Board of Directors
Candidate's Statement of Qualifications**

What special skills, talents, or experience (including volunteer experience) do you have? (Response Required)

September 1972 until January 2014, owned and operated a Insurance brokerage
Sold business and retired.

Board Member of Mayers Memorial Hospital District From 1990 until 2014

Served on the Associal of Hospital Districts for six years.

Served on the board of Burney Water District the previous six years. Current
Serving on Mayers Memorial Hospital Financial Board.

What is your overall vision for SDRMA? (Response Required)

SDRMA Board must be strong and protect the concerns of their members. Need
to have a listening ear for the districts that are represented. Need to
use caution when jumping into new areas, not jepordise their strong programs
and beliefs for new programs.

I certify that I meet the candidate qualifications as outlined in the SDRMA election policy. I further certify that I am willing to serve as a director on SDRMA's Board of Directors. I will commit the time and effort necessary to serve. Please consider my application for nomination/candidacy to the Board of Directors.

Candidate Signature James M. Horn Date 3-27-2019