



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

**Thursday  
January 23, 2020**

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

- 1. MINUTES OF THE REGULAR MEETING HELD JANUARY 9, 2020.**
- 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**
  - b) Fare Study**

4. **MANAGER OF FINANCE & ADMINISTRATION REPORT**
  - a) Demand Register
  - b) Budget to Actual
  - c) Financial Statements
  - d) CalPERS Report
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. **PRESENTATION OF THE ANNUAL AUDIT BY JEFF PALMER OF FEDAK AND BROWN LLP.**
8. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE EIGHTEENTH AMENDMENT OF AGREEMENT BETWEEN THE DISTRICT AND CJJ FARMING.**
9. **CLOSED SESSION.** The Board will hold a Closed Session to discuss the following item(s):
  - a) Conference with Real Property Negotiators (Chris Hastert, Kerry Fenton and District Counsel) Re: 3249 Terminal Drive, Suite 104 (Gov. Code Section 54956.8)
  - b) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: APN 111-231-11 (Gov. Code Section 54956.8)
10. **DIRECTORS' COMMENTS.**
11. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD  
MEETING OF THE BOARD OF DIRECTORS  
OF THE SANTA MARIA PUBLIC AIRPORT  
DISTRICT HELD JANUARY 9, 2020

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

1. MINUTES OF THE REGULAR MEETING HELD December 12, 2019. Director Rafferty made a Motion to approve the minutes of the regular meeting held December 12, 2019. Director Baskett 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 – The committee met and discussed an upcoming partnership between the District and the City.
  - e) STATE & FEDERAL LIAISON – The committee met to discuss the capital improvement plan.
  - f) VANDENBERG LIAISON – No meeting scheduled.
  - g) BUSINESS PARK COMMITTEE (Ad Hoc) – No meeting scheduled.
3. GENERAL MANAGER'S REPORT. Mr. Hastert reminded the Board of the upcoming Air Service Development announcement scheduled for January 10<sup>th</sup>. He also presented financial information for the last two airshows.
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 067441 through 067485 in the amount of \$221,065.34 was recommended for approval as presented. Director Baskett made a Motion to accept the Demand Register as presented. Director Rafferty Seconded and it was carried by a 5-0 vote.
5. DISTRICT COUNSEL'S REPORT. Nothing to report.
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 has established a five-minute time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.

No one requested to speak.

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) Authorization for the President and Secretary to execute the Second Amendment of Consulting Services Agreement between the District and Tartaglia Engineering for Terminal Apron Rehabilitation, Phase 2 at the Santa Maria Public Airport District
- b) Authorization for the President and Secretary to execute the First Amendment of Service Agreement between the District and Tartaglia Engineering for professional civil engineering services for Airfield Pavement Marking Rehabilitation at the Santa Maria Public Airport District.
- c) Authorization for the President and Secretary to execute the Second Amendment of Service Agreement between the District and Tartaglia Engineering for the Taxilane Pavement Rehabilitation project at the Santa Maria Public Airport District.
- d) Tuition reimbursement for Receptionist, Katya Haussler.
- e) Tuition reimbursement for Operations Officer, Carla Osborn.

Director Rafferty made a Motion to approve Consent Calendar Items 7(a) through 7(e) as presented. Director Brown Seconded and it was carried by a 5-0 vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "Yes".

8. Presentation of the annual audit by Jeff Palmer of Fedak and Brown LLP. This item was tabled until the next meeting.
9. Adoption of Resolution 883. A Resolution of the Board of Directors of the Santa Maria Public Airport District expressing appreciation to Stanley Domingues for service as an employee of the Santa Maria Public Airport District. Director Rafferty made a Motion to approve. Director Baskett Seconded and it was carried by a 5-0 vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "Yes".

10. Authorization for the General Manager to execute the Agreement for Enforcement of Model Lease 2020 effecting the Airport Mobile Home Park. Director Baskett made a Motion to approve. Director Rafferty Seconded and it was carried by a 5-0 vote.
11. Adoption of Resolution 884. A Resolution of the Board of Directors of the Santa Maria Public Airport District authorizing Agreement with Umpqua Bank to participate in the CSDA District Purchasing Card Program. Director Brown made a Motion to approve. Director Baskett Seconded and it was carried by a 5-0 vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "Yes".

RECESS: At 7:15 p.m.

Return to OPEN SESSION: At 7:22 p.m. The Board and staff reconvened to Open Session.

Ms. Reade reported on unfunded liability for CalPERS for Director Engel. He asked she bring back a full report at the next meeting.

12. CLOSED SESSION. At 7:23 p.m. the Board went into Closed Session to discuss the following item(s):
  - a) Conference with Real Property Negotiators (Chris Hastert, Kerry Fenton and District Counsel) Re: 3249 Terminal Drive, Suite 104 (Gov. Code Section 54956.8)

At 7:50 p.m., the Board and staff reconvened to Open Public Session.

There were no reportable actions.

13. DIRECTORS' COMMENTS: Director Baskett asked for an update on Customs. He spoke about the dangers of Drones and stated that a Director should attend the upcoming conference in March. He also stated he would like to see us send out an RFP for renewable energy sources.

Director Brown had no comment.

Director Engel would like to see some of our property staked for boundaries.

Directors Adams and Rafferty wished everyone a Happy New Year.

14. ADJOURNMENT. President Adams asked for a Motion to adjourn to a Regular Meeting to be held on January 23, 2020 at 7:00 p.m. at the regular meeting place. Director Rafferty made that Motion, Director Baskett 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 7:53 p.m. on January 9, 2020.

---

Chuck Adams, President

---

Hugh Rafferty, Secretary

# Monthly Activity Report

December

## Aviation Building Information



AGENDA ITEM

3a

1/23/2020

	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	12
Corporate/Corporate T-Hangar	23

## Monthly Activity

	Dec-18	Nov-19	Dec-19	%Change
Operations	2,870	3,182	2,596	-10%
Noise/Nuisance Complaints	3	0	0	
Jet\100LL Fuel (Gallons)	56,023	127,745	56,386	1%

## Enplanments

	Dec-18	Nov-19	Dec-19	%Change
Allegiant	2,041	2,214	2,113	4%
Central Coast Shuttle	1,557	988	1,293	-17%

## Airline Load Factor

	# of Flights	Load Factor Actual flights	Load Factor SCHED flights
Allegiant	16	85%	85%

## 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	

**From:** [Trina Froehlich](#)  
**To:** [Kerry Fenton](#); [Chris Hastert](#)  
**Subject:** SMX Airfare Monitoring - January 2020  
**Date:** Monday, January 13, 2020 2:23:44 PM  
**Attachments:** [SMX Airfare Monitoring - 2020 01.pdf](#)

---

Hi Chris/Kerry,

Attached is the January 2020 airfare monitoring report. Future reports will make comparisons to prior reports for to track how fares have changed. The following table shows the average UA fare for the top 25 markets (adjusted for some military markets) for SMX compared to SBA and SBP. Additional detail by market is in the attached pdf.

	Average Fare			Difference	
	SMX \$	SBA \$	SBP \$	SBA \$	SBP \$
<b>UA-Business</b>	288	283	379	5	(91)
<b>UA-Leisure</b>	121	117	146	4	(25)

Overall, from a published fare comparison perspective, there are no current issues with the published fares. There could be sale fares in the market, however, that are causing some of the differences when people try to book "available". Unfortunately, there is little we can do about sale fares since they are primarily driven by competition in the market.

Please let me know if you have any questions or if you would like me to reach out to United on any of the individual market variances. I would recommend that we regularly conduct this report going forward, possibly monthly for the first 6 months or so. Thoughts?

Sincerely,

Trina

**Trina Froehlich, CPA | Managing Director, Air Service Consulting**

Mead & Hunt | 476 Salty Way | Eugene, OR 97404

Direct/Mobile: 541-521-5962

[trina.froehlich@meadhunt.com](mailto:trina.froehlich@meadhunt.com) | [meadhunt.com](http://meadhunt.com)

[LinkedIn](#) | [Air Service Insights](#)

This email, including any attachments, is intended only for the use of the recipient(s) and may contain privileged and confidential information, including information protected under the HIPAA privacy rules. Any unauthorized review, disclosure, copying, distribution or use is prohibited. If you received this email by mistake, please notify us by reply e-mail and destroy all copies of the original message.



**Santa Maria Airport**  
**Published Airfare Comparison**  
**January 2020**

**Table 1 SMX's Top 25 Markets - United Airlines' Published Airfares**

Rank	Top 25 Destinations	Business Fares					Leisure Fares				
		SMX	SBA	SBP	Diff.		SMX	SBA	SBP	Diff.	
					SBA	SBP				SBA	SBP
1	Las Vegas, NV	\$276	\$276	\$276	\$0	\$0	\$84	\$76	\$76	\$8	\$8
2	Phoenix, AZ	\$200	\$243	\$170	(\$43)	\$30	\$94	\$112	\$110	(\$19)	(\$17)
3	Denver, CO	\$405	\$384	\$394	\$21	\$11	\$108	\$130	\$160	(\$23)	(\$53)
4	Seattle-Tacoma, WA	\$74	\$74	\$92	\$0	(\$18)	\$64	\$64	\$72	\$0	(\$8)
5	San Francisco, CA	\$339	\$227	\$267	\$112	\$72	\$78	\$103	\$114	(\$25)	(\$36)
6	Orlando, FL	\$454	\$516	\$516	(\$62)	(\$62)	\$132	\$156	\$156	(\$24)	(\$24)
7	Portland, OR	\$69	\$69	\$176	\$0	(\$107)	\$64	\$59	\$126	\$5	(\$62)
8	Dallas, TX	\$365	\$430	\$365	(\$65)	\$0	\$117	\$140	\$132	(\$23)	(\$15)
9	Chicago, IL	\$441	\$476	\$476	(\$35)	(\$35)	\$125	\$136	\$136	(\$11)	(\$11)
10	Sacramento, CA	\$349	\$376	\$366	(\$27)	(\$17)	\$82	\$101	\$96	(\$20)	(\$15)
11	Salt Lake City, UT	\$214	\$214	\$366	\$0	(\$152)	\$98	\$65	\$106	\$33	(\$8)
12	Honolulu, HI	\$450	\$185	\$450	\$265	\$0	\$350	\$185	\$350	\$165	\$0
13	Austin, TX	\$174	\$174	\$476	\$0	(\$302)	\$94	\$94	\$136	\$0	(\$42)
14	Kahului, HI	\$276	\$150	\$276	\$126	\$0	\$276	\$150	\$276	\$126	\$0
15	San Antonio, TX	\$174	\$174	\$256	\$0	(\$82)	\$94	\$94	\$136	\$0	(\$42)
16	New York Metro, NY	\$459	\$516	\$516	(\$57)	(\$57)	\$135	\$156	\$156	(\$22)	(\$22)
17	Boston, MA	\$204	\$204	\$516	\$0	(\$312)	\$136	\$144	\$156	(\$8)	(\$20)
18	New Orleans, LA	\$199	\$199	\$476	\$0	(\$277)	\$99	\$99	\$136	\$0	(\$37)
19	Spokane, WA	\$176	\$176	\$176	\$0	\$0	\$64	\$64	\$115	\$0	(\$51)
20	Minneapolis, MN	\$185	\$185	\$476	\$0	(\$291)	\$121	\$115	\$136	\$6	(\$15)
21	Houston, TX	\$430	\$476	\$476	(\$46)	(\$46)	\$120	\$136	\$136	(\$16)	(\$16)
22	Atlanta, GA	\$226	\$226	\$516	\$0	(\$290)	\$129	\$156	\$156	(\$28)	(\$28)
23	Nashville, TN	\$206	\$206	\$476	\$0	(\$270)	\$124	\$124	\$136	\$0	(\$12)
24	Washington Metro, DC	\$456	\$516	\$516	(\$60)	(\$60)	\$133	\$156	\$156	(\$23)	(\$23)
25	Colorado Springs, CO	\$392	\$392	\$414	\$0	(\$22)	\$107	\$122	\$180	(\$15)	(\$73)
	Average	\$288	\$283	\$379	\$5	(\$91)	\$121	\$117	\$146	\$4	(\$25)

Source: Apollo/Galileo Computer Reservation System - January 13, 2020

Note: Airfares are United Airlines' airfares only

Note: Differences highlighted in yellow where SMX's fares exceed SBA/SBP fares by greater than \$25.

Note: Fares = one-way base fare + 7.5% gvmt tax only (does not include security fee, PFCs or excise tax)

**Santa Maria Airport**  
**Published Airfare Comparison**  
**January 2020**

**Table 2 SMX's Top 25 Markets - Published Airfares (All Carriers)**

Rank	Top 25 Destinations	Business Fares					Leisure Fares				
		SMX	SBA	SBP	Diff.		SMX	SBA	SBP	Diff.	
					SBA	SBP				SBA	SBP
1	Las Vegas, NV	\$276	\$276	\$276	\$0	\$0	\$84	\$76	\$76	\$8	\$8
2	Phoenix, AZ	\$200	\$243	\$170	(\$43)	\$30	\$94	\$112	\$110	(\$19)	(\$17)
3	Denver, CO	\$405	\$40	\$394	\$365	\$11	\$108	\$40	\$160	\$68	(\$53)
4	Seattle-Tacoma, WA	\$74	\$74	\$92	\$0	(\$18)	\$64	\$58	\$72	\$6	(\$8)
5	San Francisco, CA	\$339	\$227	\$195	\$112	\$144	\$78	\$103	\$75	(\$25)	\$3
6	Orlando, FL	\$454	\$134	\$226	\$320	\$228	\$132	\$62	\$156	\$70	(\$24)
7	Portland, OR	\$69	\$69	\$176	\$0	(\$107)	\$64	\$59	\$126	\$5	(\$62)
8	Dallas, TX	\$365	\$107	\$365	\$258	\$0	\$117	\$58	\$132	\$59	(\$15)
9	Chicago, IL	\$441	\$102	\$206	\$339	\$235	\$125	\$59	\$136	\$66	(\$11)
10	Sacramento, CA	\$349	\$376	\$185	(\$27)	\$164	\$82	\$101	\$95	(\$20)	(\$14)
11	Salt Lake City, UT	\$214	\$98	\$325	\$116	(\$111)	\$98	\$59	\$85	\$39	\$13
12	Honolulu, HI	\$450	\$185	\$241	\$265	\$209	\$350	\$175	\$220	\$175	\$130
13	Austin, TX	\$174	\$111	\$206	\$63	(\$32)	\$94	\$61	\$115	\$33	(\$21)
14	Kahului, HI	\$276	\$150	\$241	\$126	\$35	\$276	\$150	\$220	\$126	\$56
15	San Antonio, TX	\$174	\$100	\$206	\$74	(\$32)	\$94	\$54	\$136	\$40	(\$42)
16	New York Metro, NY	\$459	\$226	\$226	\$233	\$233	\$135	\$144	\$156	(\$10)	(\$22)
17	Boston, MA	\$204	\$140	\$226	\$64	(\$22)	\$136	\$71	\$155	\$65	(\$19)
18	New Orleans, LA	\$199	\$121	\$206	\$78	(\$7)	\$99	\$62	\$136	\$37	(\$37)
19	Spokane, WA	\$176	\$176	\$176	\$0	\$0	\$64	\$64	\$115	\$0	(\$51)
20	Minneapolis, MN	\$185	\$108	\$206	\$77	(\$21)	\$121	\$60	\$136	\$61	(\$15)
21	Houston, TX	\$430	\$102	\$206	\$328	\$224	\$120	\$54	\$136	\$66	(\$16)
22	Atlanta, GA	\$226	\$125	\$226	\$101	\$0	\$129	\$61	\$156	\$68	(\$28)
23	Nashville, TN	\$206	\$119	\$206	\$87	\$0	\$124	\$59	\$136	\$65	(\$12)
24	Washington Metro, DC	\$456	\$132	\$226	\$324	\$230	\$133	\$59	\$156	\$74	(\$23)
25	Colorado Springs, CO	\$392	\$392	\$414	\$0	(\$22)	\$107	\$106	\$180	\$1	(\$73)
	Average	\$288	\$157	\$233	\$130	\$55	\$121	\$79	\$135	\$42	(\$14)

Source: Apollo/Galileo Computer Reservation System - January 13, 2020

Note: Airfares listed consist of the lowest airfare in the market of all published airlines (does not include Allegiant Air).

Note: Differences highlighted in yellow where SMX's fares exceed SBA/SBP fares by greater than \$25.

Note: Fares = one-way base fare + 7.5% gvmt tax only (does not include security fee, PFCs or excise tax)

**Santa Maria Airport**  
**Published Airfare Comparison**  
**January 2020**

**Table 3 SMX's Top 25 Markets - Summary of Business Fares**

Rank	Top 25 Destinations	Published Airfares								
		Business Fares								
		SMX	SBA					SBP		
	Airport Airline	UA	UA	AA	AS	DL	F9	UA	AA	AS
1	Las Vegas, NV	\$276	\$276	-	-	-	-	\$276	\$276	-
2	Phoenix, AZ	\$200	\$243	\$243	-	\$243	-	\$170	\$170	-
3	Denver, CO	\$405	\$384	\$384	-	\$384	\$40	\$394	\$394	-
4	Seattle-Tacoma, WA	\$74	\$74	\$74	\$300	\$124	\$119	\$92	\$92	\$300
5	San Francisco, CA	\$339	\$227	-	\$526	-	-	\$267	-	\$195
6	Orlando, FL	\$454	\$516	\$184	\$226	\$206	\$134	\$516	\$516	\$226
7	Portland, OR	\$69	\$69	\$69	\$350	\$104	\$118	\$176	\$176	\$176
8	Dallas, TX	\$365	\$430	\$430	\$290	\$430	\$107	\$365	\$365	\$365
9	Chicago, IL	\$441	\$476	\$476	\$206	\$476	\$102	\$476	\$476	\$206
10	Sacramento, CA	\$349	\$376	-	\$526	-	-	\$366	-	\$185
11	Salt Lake City, UT	\$214	\$214	\$214	-	\$214	\$98	\$366	\$366	\$325
12	Honolulu, HI	\$450	\$185	\$185	\$280	\$185	-	\$450	\$345	\$241
13	Austin, TX	\$174	\$174	\$209	\$174	\$226	\$111	\$476	\$476	\$206
14	Kahului, HI	\$276	\$150	\$150	\$290	\$150	-	\$276	\$276	\$241
15	San Antonio, TX	\$174	\$174	\$194	\$265	\$324	\$100	\$256	\$266	\$206
16	New York Metro, NY	\$459	\$516	\$226	\$226	\$226	-	\$516	\$516	\$226
17	Boston, MA	\$204	\$204	\$212	\$204	\$212	\$140	\$516	\$516	\$226
18	New Orleans, LA	\$199	\$199	\$234	\$199	\$316	\$121	\$476	\$476	\$206
19	Spokane, WA	\$176	\$176	\$176	\$176	\$176	-	\$176	\$176	\$176
20	Minneapolis, MN	\$185	\$185	\$220	\$185	\$246	\$108	\$476	\$476	\$206
21	Houston, TX	\$430	\$476	\$476	\$206	\$476	\$102	\$476	\$476	\$206
22	Atlanta, GA	\$226	\$226	\$261	\$226	\$286	\$125	\$516	\$516	\$226
23	Nashville, TN	\$206	\$206	\$241	\$205	\$266	\$119	\$476	\$476	\$206
24	Washington Metro, DC	\$456	\$516	\$516	\$226	\$516	\$132	\$516	\$516	\$226
25	Colorado Springs, CO	\$392	\$392	\$404	-	\$404	-	\$414	\$414	-
Average		\$288	\$283	\$263	\$264	\$281	\$111	\$379	\$380	\$227

Source: Apollo/Galileo Computer Reservation System - January 13, 2020

**Santa Maria Airport**  
**Published Airfare Comparison**  
**January 2020**

**Table 4 SMX's Top 25 Markets - Summary of Leisure Fares**

Rank	Top 25 Destinations	Published airfares								
		Leisure fares								
		SMX	SBA					SBP		
	Airline	UA	UA	AA	AS	DL	F9	UA	AA	AS
1	Las Vegas, NV	\$84	\$76	-	-	-	-	\$76	\$76	-
2	Phoenix, AZ	\$94	\$112	\$112	-	\$112	-	\$110	\$110	-
3	Denver, CO	\$108	\$130	\$59	-	\$130	\$40	\$160	\$160	-
4	Seattle-Tacoma, WA	\$64	\$64	\$64	\$69	\$64	\$58	\$72	\$72	\$84
5	San Francisco, CA	\$78	\$103	-	\$316	-	-	\$114	-	\$75
6	Orlando, FL	\$132	\$156	\$136	\$200	\$136	\$62	\$156	\$156	\$175
7	Portland, OR	\$64	\$59	\$59	\$74	\$74	\$60	\$126	\$126	\$126
8	Dallas, TX	\$117	\$140	\$140	\$140	\$140	\$58	\$132	\$132	\$132
9	Chicago, IL	\$125	\$136	\$136	\$136	\$146	\$59	\$136	\$136	\$136
10	Sacramento, CA	\$82	\$101	-	\$316	-	-	\$96	-	\$95
11	Salt Lake City, UT	\$98	\$65	\$65	-	\$65	\$59	\$106	\$106	\$85
12	Honolulu, HI	\$350	\$185	\$175	\$280	\$175	-	\$350	\$220	\$241
13	Austin, TX	\$94	\$94	\$106	\$145	\$106	\$61	\$136	\$136	\$115
14	Kahului, HI	\$276	\$150	\$150	\$290	\$150	-	\$276	\$220	\$241
15	San Antonio, TX	\$94	\$94	\$104	\$175	\$104	\$54	\$136	\$136	\$155
16	New York Metro, NY	\$135	\$156	\$144	\$144	\$144	-	\$156	\$156	\$156
17	Boston, MA	\$136	\$144	\$144	\$155	\$144	\$71	\$156	\$156	\$155
18	New Orleans, LA	\$99	\$99	\$109	\$165	\$109	\$62	\$136	\$136	\$185
19	Spokane, WA	\$64	\$64	\$64	\$64	\$64	-	\$115	\$115	\$115
20	Minneapolis, MN	\$121	\$115	\$109	\$135	\$109	\$60	\$136	\$136	\$136
21	Houston, TX	\$120	\$136	\$136	\$136	\$145	\$54	\$136	\$136	\$136
22	Atlanta, GA	\$129	\$156	\$146	\$175	\$146	\$61	\$156	\$156	\$156
23	Nashville, TN	\$124	\$124	\$136	\$185	\$136	\$59	\$136	\$136	\$136
24	Washington Metro, DC	\$133	\$156	\$156	\$156	\$165	\$59	\$156	\$156	\$156
25	Colorado Springs, CO	\$107	\$122	\$106	-	\$106	-	\$180	\$180	-
	Average	\$121	\$117	\$116	\$173	\$121	\$59	\$146	\$141	\$142

Source: Apollo/Galileo Computer Reservation System - January 13, 2020

**Santa Maria Airport  
Published Airfare Comparison  
January 2020**

The published airfares in Tables 1-4 are a snapshot of published airfares from the Apollo Global Distribution System on January 13, 2020, for Santa Maria Airport's top 25 true market destinations for the year ended March 31, 2019 (some markets adjusted to include military-specific markets). While there are a number of ways to define airfare categories, Mead & Hunt used the following definitions:

Walk-up	One-way, no advance purchase, no restrictions, and fully refundable or changeable without a fee
Business	No Saturday night stay required, no more than a one-day minimum stay requirement, may be non-refundable, and may require a seven-day advance purchase
Leisure	The lowest published airfare excluding time sensitive sale airfares

In all cases, time-sensitive (sale) airfares were ignored to identify structural airfares and/or consistent airfares. Business fares and leisure fares may require a round-trip purchase; however, for purposes of this study, all fares are shown on a one-way basis.

In assessing the competitiveness of airfares at Santa Maria Airport, it was determined that airfare differences of approximately \$25 or less each way over Santa Barbara or San Luis Obispo are insufficient to divert passengers to Santa Barbara or San Luis Obispo considering the time and cost of making the drive. Therefore, airfare differences that are \$25 or less each way over Santa Barbara or San Luis Obispo were considered competitive.

**Santa Maria Public Airport District**

**Demand Register**

Document Number	Document Date	Vendor Name	Document Amount	Description
* 067486	1/8/2020	ACCO Engineered Systems	1,298.34	HVAC Maintenance
* 067487	1/8/2020	Chuck Adams	400.00	Directors Fees
* 067488	1/8/2020	Armstrong's Lock and Key	902.46	Maintenance
* 067489	1/8/2020	AT&T	42.33	Phone Service
* 067490	1/8/2020	Bomar Security & Investigation	5,752.89	Security Service
* 067491	1/8/2020	Brayton's Power Wash & Sweep	500.00	Street Sweeping
* 067492	1/8/2020	Coast Networx	210.00	Computer Support
* 067493	1/8/2020	City of Santa Maria	2,900.10	Water Invoice
* 067494	1/8/2020	City of Santa Maria-Util Div	5,422.32	Water Invoices
* 067495	1/8/2020	Clark Pest Control	1,246.00	Pest Control
* 067496	1/8/2020	Comcast	645.70	Cable/Internet /Digital Voice
* 067497	1/8/2020	Emergency Repair Door Service	841.78	Door Repairs - Terminal
* 067498	1/8/2020	Carl Engel, Jr.	300.00	Directors Fees
* 067499	1/8/2020	Fedak & Brown LLP	2,842.00	Annual Audit
* 067500	1/8/2020	Frontier Communications	1,241.91	Telephone Service
* 067501	1/8/2020	The Gas Company	1,037.79	Utilities
* 067502	1/8/2020	Hayward Lumber Company	502.83	Bldg. Maint. FBO
* 067503	1/8/2020	Ray Heath	3,575.20	Consulting Service
* 067504	1/8/2020	J B Dewar, Inc	431.77	Fuel Expense - Gas/Diesel
* 067505	1/8/2020	MarTeeney Designs	275.00	Web Page Maint.
* 067506	1/8/2020	McMasters and Carr	45.66	Building Maint. - Terminal
* 067507	1/8/2020	Mission Uniform Service	301.54	Uniform Service
* 067508	1/8/2020	Napa Auto Parts	79.29	Auto parts
* 067509	1/8/2020	Hugh Rafferty	400.00	Directors Fees
* 067510	1/8/2020	ReadyRefresh by Nestle	36.28	Water Delivery
* 067511	1/8/2020	Service Star	11,960.67	Janitorial Service
* 067512	1/8/2020	Sousa Tire Service, LLC	682.74	Tires for Vehicle
* 067513	1/8/2020	Toshiba Financial Services	501.43	Copier Lease
* 067514	1/8/2020	United Site Services	3,707.58	Airfest Expense Safety/Security
* 067515	1/8/2020	U.S. Dept. of Agriculture	47.77	Wild Life Abatement
* 067516	1/8/2020	Verizon Wireless	905.73	Cell Phones
* 067517	1/8/2020	VTC Enterprises	70.00	Trash - Paper Recycling
* 067518	1/8/2020	Zoom Imaging Solutions, Inc.	1.79	Lease/Maint.- Copier Machine
067519	1/21/2020	ACCO Engineered Systems	528.18	HVAC Maintenance
067520	1/21/2020	Aflac	374.70	Voluntary Ins. - Employee
067521	1/21/2020	All American Screen Printing, Inc.	393.68	Airport Logo on Shirts
067522	1/21/2020	Allan Hancock College	196.25	Advertising
067523	1/21/2020	AT&T	41.04	Phone Service
067524	1/21/2020	Bedford Enterprises, Inc.	543.23	Trash Removal
067525	1/21/2020	Bomar Security & Investigation	961.00	Security Service
067526	1/21/2020	Boyer's Diesel	450.00	Heavy Equipment Maint.
067527	1/21/2020	Braack Motorsports, Inc	2,974.15	Airfest Performers

067528	1/21/2020 Brayton's Power Wash & Sweep	500.00	Street Sweeping
067529	1/21/2020 Carquest Auto Parts	7.02	Auto Maint. - Mechanical
067530	1/21/2020 Central City Tool Supply, Inc.	235.95	Small Tools
067531	1/21/2020 CED	124.36	Lighting Maintenance
067532	1/21/2020 City of Santa Maria	263.42	Water Invoice
067533	1/21/2020 Chris Kunkle	788.00	Reimbursement for ICAS
067534	1/21/2020 Clark Pest Control	801.00	Pest Control - Terminal & Adm.
067535	1/21/2020 De Lage Landen	106.37	Lease/Maint. - Copier
067536	1/21/2020 Fastenal Company	120.28	Shop Supplies
067537	1/21/2020 Ferguson Enterprises, Inc.	306.99	Buildg. Maint.
067538	1/21/2020 Firewalkers International	3,232.00	Airfest Performers
067539	1/21/2020 Frontier Communications	194.36	Telephone Service
067540	1/21/2020 Chris Hastert	250.84	Expense - Travel/Entertainment
067541	1/21/2020 Yekaterina Haussler	158.00	Tuition Reimbursement
067542	1/21/2020 J B Dewar, Inc	442.23	Fuel Expense - Gas/Diesel
067543	1/21/2020 J.D. Humann Landscape Contr.	5,579.96	Landscape Maintenance
067544	1/21/2020 Letters, Inc.	468.10	Auto Maintenance
067545	1/21/2020 LIDOS	624.00	Airfest Volunteer Lunch
067546	1/21/2020 Lowe's	210.42	Building Maint. - Terminal
067547	1/21/2020 Mission Uniform Service	303.81	Uniform Service
067548	1/21/2020 Napa Auto Parts	66.69	Auto parts
067549	1/21/2020 Next Day Signs	141.38	Signs
067550	1/21/2020 Carla Osborn	1,372.25	Tuition Reimbursement
067551	1/21/2020 Pacific Telemanagement Services	227.92	Pay Phone Service
067552	1/21/2020 Pathpoint	1,132.32	Airport Maintenance Service
067553	1/21/2020 Praxair	354.95	Shop Supplies
067554	1/21/2020 Veroneka Reade	53.67	Medical Reimbursement
067555	1/21/2020 Reasonable Radio	681.66	Radio Equipment
067556	1/21/2020 Sage Institute Inc.	850.00	Consulting Service
067557	1/21/2020 SBCCSDA	450.00	Annual Dues
067558	1/21/2020 Special Dist. Risk Mgmt. Authority	454.40	Property/Liability Insurance
067559	1/21/2020 Santa Maria Ford Lincoln	63.22	Automotive Maintenance
067560	1/21/2020 Tri-Counties Plant Service	275.00	Interior Plants Maint.
067561	1/21/2020 Ultrex Business Solutions	7.90	Office Supplies
067562	1/21/2020 WageWorks	100.00	Cafeteria Plan - Admin. Fee

Total Checks

76,519.60

1/9/2020 Paychex	23,618.77	Payroll
1/9/2020 Pacific Gas & Electric Company	31.56	Terminal/Admin./Main Hangar
1/9/2020 Pacific Gas & Electric Company	7,808.77	Terminal/Admin./Main Hangar
1/9/2020 Pacific Gas & Electric Company	6,244.56	Terminal/Admin./Main Hangar
1/10/2020 Paychex	4,941.93	Payroll Taxes
1/13/2020 Mass Mutual	3,120.70	Employee Paid Retirement
1/13/2019 CALPERS	15,008.32	Health Insurance
1/21/2020 CALPERS	5,095.63	Retirement
1/21/2020 Pacific Gas & Electric Company	479.50	Terminal/Admin./Main Hangar
1/21/2020 Pacific Gas & Electric Company	25.47	Terminal/Admin./Main Hangar
1/21/2020 Pacific Gas & Electric Company	243.66	Terminal/Admin./Main Hangar

Total Electronic Payments	<u>66,618.87</u>
Total Disbursements	<u>143,138.47</u>

\* Approved by one Board Member



## Santa Maria Public Airport District

## Budget Report

## YTD Revenue November 30, 2019

Account Number	Account Description	Actual Expenses	Budgeted Expenses	Over/(Under) Budget
61100-052	Landing Fees - Ameriflight	\$2,848.90	\$3,851.25	(1,002)
61100-053	Landing Fees - U.S. Forest Service	664.10	10,416.65	(9,753)
61100-054	Landing Fees - Fed Ex	3,153.50	2,877.85	276
61100-055	Landing Fees - Allegiant Air	9,413.68	9,648.75	(235)
61110-052	Tiedowns - Ameriflight	888.01	555.00	333
61110-054	Tiedowns - Fed Ex	1,640.00	1,640.00	0
61110-059	FBO Tiedowns	68.00		68
61130-093	Comm Veh Access - Fed Ex	4,730.00	4,730.00	0
61130-094	Comm Veh Access - UPS	1,785.00	1,785.00	0
61140-152	Fuel Flowage Fees - Self Serve	783.54	750.60	33
61140-154	Fuel Flowage Fees - CCJC	25,296.96	25,473.65	(177)
62210-005	T-Hangar 3005 Airpark	18,375.00	18,375.00	0
62210-009	T-Hangar 3009 Airpark	11,115.50	11,850.00	(735)
62210-011	T-Hangar 3011 Airpark	11,400.00	10,260.00	1,140
62210-019	T-Hangar 3019 Airpark	11,278.00	11,400.00	(122)
62210-023	T-Hangar 3023 Airpark	11,794.00	11,850.00	(56)
62210-027	T-Hangar 3027 Airpark	11,700.00	11,700.00	0
62210-031	T-Hangar 3031 Airpark	10,590.39	11,700.00	(1,110)
62210-039	T-Hangar 3039 Airpark	17,025.00	17,025.00	0
62210-103	T-Hangar 3103 Airpark	17,883.16	18,960.00	(1,077)
62210-107	T-Hangar 3107 Airpark	13,858.94	13,860.00	(1)
62210-109	T-Hangar 3109 Airpark	10,750.00	10,750.00	0
62210-111	T-Hangar 3111 Airpark	9,900.00	9,900.00	0
62220-035	Corporate T-Hangar 3035 Airpark	16,925.00	16,925.00	0
62230-005	T-Hangar Storage 3005 Airpark	2,500.00	2,500.00	0
62230-009	T-Hangar Storage 3009 Airpark	840.00	840.00	0
62230-011	T-Hangar Storage 3011 Airpark	704.00	880.00	(176)
62230-019	T-Hangar Storage 3019 Airpark	440.00	440.00	0
62230-023	T-Hangar Storage 3023 Airpark	420.00	420.00	0
62230-027	T-Hangar Storage 3027 Airpark	820.00	880.00	(60)
62230-031	T-Hangar Storage 3031 Airpark	820.00	820.00	0
62230-035	T-Hangar Storage 3035 Airpark	845.00	845.00	0
62230-039	T-Hangar Storage 3039 Airpark	2,500.00	2,500.00	0
62230-107	T-Hangar Storage 3107 Airpark	735.00	735.00	0
62230-109	T-Hangar Storage 3109 Airpark	360.00	360.00	0
62230-111	T-Hangar Storage 3111 Airpark	820.00	820.00	0
62240-001	Corporate Hangars 3001 Airpark	17,826.59	18,970.00	(1,143)
62240-029	Corporate Hangars 3029 Airpark	20,900.00	20,900.00	0
62240-105	Corporate Hangars 3105 Airpark	25,225.00	25,225.00	0
62240-118	Corporate Hangar 3043 Airpark	24,220.00	24,220.00	0
63310-100	Owner Build Hangar - Land (Sm)	3,025.00	3,025.00	0
63310-101	Owner Build Hangars - Land (Lg)	5,220.00	5,220.00	0
64410-177	Main Hangar - Artcraft Paints	20,367.40	20,368.90	(2)
64410-178	Main Hangar - Tricor Calif	950.00	950.00	0
64410-180	Main Hangar - Mike Lewis	1,495.00	1,494.30	1
64410-183	Main Hangar - S B Cellular	11,537.76	11,657.45	(120)

# Santa Maria Public Airport District

## Budget Report

YTD Revenue November 30, 2019

Account Number	Account Description	Actual Expenses	Budgeted Expenses	Over/(Under) Budget
64410-184	Main Hangar - Plenaire	5,710.00	5,710.10	(0)
64410-185	Main Hangar - Art-Craft Suites	19,961.30	19,964.90	(4)
64420-115	Hangar FBO 3115 Airpark	9,770.00	9,745.90	24
64420-117	Hangar FBO 3117 Liberator	15,195.00	15,195.00	0
64420-119	Hangar FBO 3119 Liberator	3,585.00	3,584.25	1
64420-121	Hangar FBO 3121 Liberator	3,430.00	3,430.20	(0)
64420-125	Hangar FBO 3125 Liberator	22,436.30	22,429.70	7
64420-409	Hangar FBO 3409 Corsair	27,990.00	27,990.00	0
64420-410	U.S. Forest - Land Use Revenue	1,678.60	16,666.65	(14,988)
64420-438	FBO - CALSTAR	5,125.00	5,125.00	0
64420-439	FBO CCJC	21,295.00	21,295.00	0
64420-440	FBO 3950 Mitchell	8,520.00	8,518.95	1
64420-442	FBO 3944 Mitchell	7,605.00	7,604.95	0
64420-443	FBO 3940 Mitchell	16,365.00	16,365.25	(0)
64420-444	FBO Arctic Air	18,580.00	18,580.00	0
64420-445	CC Jet Center Self Serve	1,044.72	875.00	170
64420-447	Rotocraft Leasing - Parking Lot	5,700.00	5,699.85	0
64420-448	MOF 3015/3025 Airpark Drive	627.00	1,045.00	(418)
64420-449	CCJC -Los Padres Disp	1,635.00	1,632.95	2
64420-450	CCJC (GA Terminal)	3,166.00	4,790.00	(1,624)
64459-203	Utility Reimburse - Main Hangar	15,405.58	12,901.90	2,504
65000-100	Vehicle Access Fee - Uber	4,730.00		4,730
65000-200	Vehicle Access Fee - LYFT	840.00		840
65510-251	Terminal - TSA Lease	39,041.55	39,041.55	0
65510-252	Terminal - Restaurant	16,182.45	15,762.45	420
65510-255	Terminal - Allegiant Air, Inc.	920.00	920.00	0
65510-256	Terminal -Central Coast Shuttle	10,690.00	10,692.25	(2)
65510-257	PFC Revenue	47,669.25	44,577.10	3,092
65510-262	ARINC	775.00	770.25	5
65520-265	Terminal Concessions - Avis	42,549.35	44,114.90	(1,566)
65520-266	Terminal Concessions - Budget	4,757.87	12,539.20	(7,781)
65520-267	Terminal Concessions - Hertz	28,241.17	29,988.35	(1,747)
65520-274	Terminal Vending Machines	554.56	650.00	(95)
65530-217	Board Room Rental Fees	250.00	466.65	(217)
65530-307	Avis Service Center	4,840.00	4,842.30	(2)
65559-249	Utility Reimbursements - Terminal	1,102.89	1,570.35	(467)
65559-336	TSA - LEO Reimbursement	5,220.00	4,566.65	653
66120-080	Vehicle Training Area	3,300.00		3,300
66120-083	Santa Maria Karting	2,950.00	2,750.00	200
66610-361	Farm Land - Castellanos	55,865.00	56,543.00	(678)
66610-362	Grazing Land - R. Michel	908.75	894.95	14
66610-363	Grazing Land	600.00		600
66610-364	Mahoney Brothers - CJJ	13,734.83	16,921.95	(3,187)
66610-365	Farm Land - Gresser	223,139.51	224,537.60	(1,398)
66610-366	Grazing Land - Verlade	1,342.95	1,342.95	0
66620-201	Airport Business Park	58,000.00	58,000.00	0

**Santa Maria Public Airport District**

**Budget Report**

**YTD Revenue November 30, 2019**

<b>Account Number</b>	<b>Account Description</b>	<b>Actual Expenses</b>	<b>Budgeted Expenses</b>	<b>Over/(Under) Budget</b>
66620-320	Pioneer Park	805.40	805.40	0
66620-455	Commercial Land - Hotel	78,449.61	72,887.60	5,562
66620-500	Verizon Land Lease	10,000.00		10,000
66630-381	Village Mobile Home Park	195,628.78	188,036.25	7,593
67910-900	Misc. Income Operations	150.00		150
67910-910	Misc. Income - Plans & Specs	5.75		6
67910-921	Misc. Income - Late Charges	698.90		699
67910-924	Misc. Income - Office	68.53		69
67910-951	Airport Access Card	2,315.00	6,032.50	(3,718)
68100-001	Air Show Revenues	92,500.00	206,875.00	(114,375)
68100-002	Airfest Ticket Sales	130,470.63		130,471
68100-003	Airfest Vendor Revenue	7,644.37		7,644
69010-951	Interest Income	70,079.63	81,496.00	(11,416)
69110-935	AIP 35 Rehabilitate Apron		1,437,271.20	(1,437,271)
69110-936	AIP 36 Reimbursement	709,531.00		709,531
69310-965	Tax Revenues	306,743.02	714,125.20	(407,382)
69510-980	Dividends - Principal	114.45		114
		<hr/>	<hr/>	<hr/>
	Total Revenue	2,754,672.13	3,888,526.55	(1,133,854.42)
		<hr/>	<hr/>	<hr/>

# Santa Maria Public Airport District

## Budget Report

YTD Expense November 30, 2019

Account Number	Account Description	Actual Expenses	Budgeted Expenses	Over/(Under) Budget
71110-100	Electricity - Landing Area	15,569	8,037	7,532
71110-455	Electricity - Hotel Ramp	435	496	( 61 )
71120-150	ARFF Services	188,445	314,075	( 125,630 )
71220-100	Signs	462	667	( 204 )
71310-100	Lighting & Nav Aid Maintenance	8,417	4,635	3,781
71323-100	Runway Generator Maintenance	978	1,650	( 672 )
71330-100	Pavement - Runways & Taxiways	111	3,417	( 3,306 )
71331-100	Pavement - Ramps & Tiedowns	65	4,521	( 4,456 )
71345-100	Weed/Wildlife Abatement	20,223	19,529	694
71350-100	Fencing & Gates		1,792	( 1,792 )
72110-200	Electricity - Hangars	7,667	8,828	( 1,161 )
72130-200	Water/Sewer - Hangar	700	1,587	( 887 )
72150-200	Emergency Phones - Hangars	874	683	191
72260-200	Landscaping Hangar Area	2,304	2,881	( 577 )
72290-200	Miscellaneous Hangar Supplies		583	( 583 )
72300-200	Building Maintenance - Hangar Area	1,742	7,875	( 6,133 )
72310-200	Lighting Maintenance - Hangars	468	2,917	( 2,449 )
72311-200	Janitorial Sv Hangar Area	5,775	5,862	( 87 )
72328-200	Fire Extinguisher Service - Hangar		625	( 625 )
72331-200	Pavement - Ramp - Hangars		4,688	( 4,688 )
72350-200	Fencing & Gates	881	1,271	( 390 )
72445-200	Fire Alarm Service - Hangars	2,410	1,358	1,052
72480-200	Waste Oil Removal - Hangars	522	729	( 207 )
73700-721	Owner Build - Water/Sewer	216	366	( 150 )
73700-722	Owner Build - Electricity	69	90	( 21 )
73700-723	Owner Build - Restroom Janitorial	1,050	1,066	( 16 )
73700-724	Owner Build - Maintenance		417	( 417 )
74110-203	Electricity - Main Hangar	12,315	14,010	( 1,695 )
74110-204	Utilities - 3940 Mitchell Rd.	82	116	( 35 )
74120-203	Gas- Main Hangar	230	557	( 327 )
74130-125	Water/Refuse - Paint Hangar	1,216	2,021	( 805 )
74130-203	Water/Refuse - Main Hangar	1,339	2,641	( 1,302 )
74150-125	Emergency Phone Lines - Paint Hangar	744	886	( 142 )
74150-203	Emergency Phone Lines - Main Hangar	297	247	49
74260-400	Landscaping - FBO	1,941	464	1,477
74300-400	Building Maintenance - FBO Hangar Area	2,788	5,521	( 2,733 )
74311-203	Janitorial Sv Main Hangar & FBOs	1,050	1,066	( 16 )
74311-218	FBO Water/Refuse/Sewer	561	1,303	( 742 )
74315-400	Fire Sprinkler Maintenance		1,042	( 1,042 )
74331-400	Pavement - Ramps & Tiedowns	114	833	( 719 )
74340-400	Drainage Maintenance		625	( 625 )
74350-400	Fencing & Gates	8,193	9,500	( 1,307 )
74445-125	Fire Alarm Service - Paint Hangar	705	175	530
74445-203	Fire Alarm Service - Main Hangar	705	175	530
75110-249	Electricity - Terminal	35,477	42,940	( 7,462 )

# Santa Maria Public Airport District

## Budget Report

YTD Expense November 30, 2019

Account Number	Account Description	Actual Expenses	Budgeted Expenses	Over/(Under) Budget
75120-249	Gas - Terminal	606	1,304	( 698 )
75130-249	Water/Refuse/Sewer - Terminal	5,629	8,543	( 2,914 )
75150-249	Emergency Phone Lines - Terminal	3,366	2,756	610
75150-250	Pay Phone Service - Terminal	1,140	1,140	-
75150-300	Audio & Video Monthly Charges	974	1,428	( 455 )
75220-250	Signs	643	833	( 190 )
75255-250	Janitorial Sv Terminal Area	39,880	38,448	1,432
75260-250	Landscaping - Terminal	10,112	12,644	( 2,532 )
75300-249	Building Maint. - Terminal	4,790	14,875	( 10,085 )
75300-339	Building Maintenance - Fire Station	544	2,388	( 1,843 )
75310-240	Lighting Maintenance -Streets	29	417	( 387 )
75310-249	Lighting Maintenance - Terminal	821	1,667	( 845 )
75310-339	Lighting Maintenance - Fire Station		42	( 42 )
75323-249	Generator Maintenance - Terminal	895	833	62
75323-339	Generator Maintenance - Fire Station	798	625	173
75333-250	Pavement - Roads - Terminal Area	6,173	4,167	2,006
75350-250	Fencing & Gates - Terminal	428	833	( 406 )
75465-249	Automatic Door Maintenance	250	2,500	( 2,250 )
75475-249	Interior Plant Service - Terminal	825	1,375	( 550 )
75700-740	Sig Items - Terminal Accessories	2,277	5,567	( 3,290 )
75700-761	Fire Fighting Equipment		4,896	( 4,896 )
76110-300	Electric - Street Lights	665	840	( 175 )
76110-310	Electric - Retention Dam Pumps	543	1,602	( 1,059 )
76140-300	Recycled Water		938	( 938 )
76220-250	Signs		417	( 417 )
76260-300	Landscaping - Rev Gen Land	3,316	4,147	( 830 )
76290-300	South Well Repairs		208	( 208 )
76310-300	Street Light Maintenance		208	( 208 )
76340-300	Drainage Maintenance	567	2,500	( 1,933 )
76345-300	North Well Repairs		625	( 625 )
76350-300	Fencing & Gates		1,042	( 1,042 )
76360-300	Stormwater Retention Facilities	4,943	1,417	3,526
76700-750	MHP - Salaries	39,456	38,682	774
76700-752	MHP - Maintenance	11,810	12,829	( 1,019 )
76700-753	MHP - MHP Liability Insurance	283	2,406	( 2,123 )
76700-754	MHP - Utilities	66,199	66,492	( 292 )
76700-755	MHP - Property Management	11,750	11,750	-
76700-757	MHP - G&A Expense	10,833	6,627	4,206
87010-451	General Manager	67,804	66,681	1,123
87010-452	Manager of Operations and Maintenance	40,097	41,441	( 1,344 )
87010-453	Manager of Finance and Administration	36,265	39,468	( 3,202 )
87010-454	Operations Officer	23,229	23,670	( 441 )
87010-455	Administrative Assistant	24,001	25,364	( 1,362 )
87010-456	Maintenance Foreman	31,305	31,447	( 142 )
87010-457	Maintenance Workers III	23,354	48,926	( 25,573 )

# Santa Maria Public Airport District

## Budget Report

YTD Expense November 30, 2019

Account Number	Account Description	Actual Expenses	Budgeted Expenses	Over/(Under) Budget
87010-458	Maintenance Worker I	38,159	31,293	6,866
87010-460	Accounting Clerk	32,858	38,807	( 5,949 )
87010-462	Receptionist	12,767	17,750	( 4,983 )
87020-473	Longevity Pay	11,675	12,435	( 760 )
87030-481	Medicare Tax	5,868	5,519	350
87030-482	Medical Insurance	92,391	106,971	( 14,579 )
87030-483	Dental Insurance	6,073	4,851	1,223
87030-484	Auto Allowance	5,608	5,750	( 142 )
87030-485	Life Insurance	2,112	1,781	331
87030-486	Disability Insurance	2,942	3,066	( 124 )
87030-487	PERS Retirement	158,485	97,501	60,984
87030-488	Worker's Compensation	4,270	8,821	( 4,551 )
87030-489	Employee Vision Coverage	760	636	124
87110-150	Electricity - Shop	890	1,495	( 605 )
87110-217	Electricity - Administration Building	4,686	5,031	( 345 )
87120-150	Gas - Shop	80	107	( 27 )
87120-217	Gas - Administration Building	90	83	7
87130-150	Water/Refuse - Shop	867	1,861	( 994 )
87130-217	Water/Sewer - Administrative Building	358	764	( 406 )
87130-500	Water - Landscaping	8,988	13,774	( 4,786 )
87140-500	Trash - Paper Recycling	390	613	( 223 )
87160-501	Cellular Phone	4,366	6,146	( 1,779 )
87160-502	Security Phone Lines	515	444	72
87160-504	Administration Office - Monthly Service	2,550	2,451	98
87160-505	Administration Office - Toll Calls	891	800	91
87160-507	Administration Office - Fax Line	636	605	32
87160-509	Tower & Fire Station	1,212	1,306	( 93 )
87160-510	Shop Phone	1,049	993	56
87160-511	Answering Service	1,784	1,389	394
87210-500	Security Supplies		1,417	( 1,417 )
87230-500	Janitorial Supplies	4,428	3,858	570
87240-500	Small Tools	3,551	3,768	( 217 )
87260-150	Shop Supplies	600	1,896	( 1,296 )
87270-531	Fuel Expense - Gas/Oil	4,721	4,163	559
87270-532	Fuel Expense - Diesel Fuel/Oil	6,320	5,621	699
87275-500	Solvent	347	801	( 454 )
87280-546	First Aid	477	233	243
87280-547	Safety Equipment	3,010	1,521	1,489
87280-548	Training Supplies		250	( 250 )
87286-500	Uniform Service	3,455	3,226	229
87290-500	Sundries	1,821	1,859	( 38 )
87300-150	Building Maintenance - Shop	1,752	1,521	231
87300-217	Building Maintenance - Adm Bldg.	2,222	3,300	( 1,078 )
87321-150	Equipment Maintenance - Shop	9	313	( 303 )
87322-500	Radio Maintenance		1,272	( 1,272 )

**Santa Maria Public Airport District**

**Budget Report**

**YTD Expense November 30, 2019**

<b>Account Number</b>	<b>Account Description</b>	<b>Actual Expenses</b>	<b>Budgeted Expenses</b>	<b>Over/(Under) Budget</b>
87324-521	Copier	3,135	3,370	( 234 )
87324-523	Maintenance - Postage Machine	726	602	124
87328-500	Fire Extinguisher Service		1,271	( 1,271 )
87360-536	Automotive Maintenance - Mechanical	1,657	3,333	( 1,676 )
87360-537	Automotive Maintenance - Tires	1,547	1,667	( 120 )
87370-541	Heavy Equipment Maintenance	1,855	6,875	( 5,020 )
87370-542	Heavy Equipment Maintenance - Tires	957	4,167	( 3,210 )
87370-543	ARFF Vehicle Maintenance	2,395	8,750	( 6,355 )
87380-554	Fuel System - Fire Alarm Service	210	417	( 207 )
87400-500	Directors Fees	5,200	8,750	( 3,550 )
87412-500	Payroll Processing Fees	2,572	2,337	235
87414-500	Annual Audit	13,781	12,203	1,578
87420-500	Legal Counsel Services	23,545	31,832	( 8,287 )
87422-500	Legal Services Contingencies	89		89
87440-500	Security Service	98,054	163,830	( 65,776 )
87443-500	Security Sys Maint & Repairs	3,811	2,917	894
87450-500	Janitorial Service - Admin	4,725	4,796	( 71 )
87470-500	Landscaping Services	1,498	1,873	( 375 )
87472-500	Landscaping Contingencies	1,111	2,083	( 973 )
87475-500	Internet/Web Page Maintenance	8,658	7,841	818
87510-562	Bank Charges - Service Charges	5,857	5,546	310
87520-566	Freight & Common Carrier	276	309	( 33 )
87520-567	Postage	400	667	( 267 )
87520-568	Printing & Stationery	101	430	( 329 )
87520-570	Misc. Office Supplies	3,002	6,280	( 3,277 )
87520-572	Books & Publications	895	751	144
87530-581	Computer Supplies	6,432	7,621	( 1,189 )
87530-583	Computer Support Services	68,418	42,196	26,222
87540-600	Dues and Memberships	2,018	2,049	( 31 )
87540-601	Dues -AAAE	3,700	2,083	1,617
87540-603	Dues - SWAAAE	285	238	48
87540-605	Dues - Chamber of Commerce	8,050	3,333	4,717
87540-606	Dues - National Notary Association		63	( 63 )
87540-607	Dues - CA Special Districts Association	7,302	2,821	4,481
87540-608	Dues - AAAE ARDF CA Airport Storm		2,063	( 2,063 )
87540-610	Costco Membership	180	69	111
87540-618	Santa Maria Times		63	( 63 )
87540-628	Pro-rata Share of LAFCO Budget	2,869	1,195	1,674
87600-596	Advertising - Legal		1,250	( 1,250 )
87600-597	Advertising - General	250		250
87600-599	Advertising - Airport Advertising	5,830	23,542	( 17,712 )
87610-100	Depreciation - Landing Area	310,747	555,121	( 244,374 )
87610-200	Depreciation - Hangar Area	36,064	60,394	( 24,330 )
87610-250	Depreciation - Terminal Area	91,577	148,550	( 56,973 )
87610-300	Depreciation - Rev Gen Land	61,288	98,581	( 37,293 )

**Santa Maria Public Airport District**

**Budget Report**

**YTD Expense November 30, 2019**

<b>Account Number</b>	<b>Account Description</b>	<b>Actual Expenses</b>	<b>Budgeted Expenses</b>	<b>Over/(Under) Budget</b>
87610-400	Depreciation - Main Hangar & FBO	13,401	22,335	( 8,934 )
87610-500	Depreciation - Administration	46,055	74,773	( 28,718 )
87620-692	Emergency Exercises		208	( 208 )
87630-591	Insurance - Airport Liability	3,238	6,205	( 2,968 )
87630-592	Insurance - Auto, Fire, Property	23,979	38,821	( 14,842 )
87630-595	Insurance - General Liability	9,452	15,753	( 6,301 )
87650-641	Taxes - Sales	80		80
87650-643	Permits	528	2,042	( 1,514 )
87650-646	Storm Water Permits	4,950	803	4,148
87660-500	Education	1,919	6,667	( 4,747 )
87670-500	Business Travel & Entertainment	2,533	30,118	( 27,585 )
87670-501	AAAE Annual Conference	19,703		19,703
87679-500	Employee Recognition	644	1,583	( 939 )
87700-791	Sig Items - Training Live Burn		10,000	( 10,000 )
88680-681	SM Chamber Economic Development	36,300	15,125	21,175
88680-691	Planning & Marketing	5,234	14,583	( 9,350 )
88680-692	Marketing Aviation Related	36,640	32,702	3,938
88680-693	Consulting Services - Contingencies	33,133	57,407	( 24,274 )
88680-702	Rent Credit - Operations		4,167	( 4,167 )
88700-701	Airfest Expenses - Nonprofit Donation			-
88700-702	Airfest Expenses - Gala VIP	86,483	141,496	( 55,013 )
88700-703	Airfest Expenses - Performers	147,648		147,648
88700-704	Airfest Expenses - Insurance	6,484		6,484
88700-705	Airfest Expenses- Miscellaneous	8,233		8,233
88700-706	Airfest Expenses- Advertising	82,522		82,522
88700-707	Airfest Expenses- Rental Cars	6,327		6,327
88700-708	Airfest Expenses- Lodging	63,448		63,448
88700-709	Airfest Expenses- Safety & Security	38,903		38,903
	<b>Total</b>	<b>2,708,675</b>	<b>3,138,741</b>	<b>( 430,067 )</b>



**Santa Maria Public Airport District**  
**Statement of Net Position**  
**For the Year to Date November 30, 2019**

Agenda Item  
4c  
1/23/20

**Current assets:**

Cash and cash equivalents	1,705,050
Restricted - cash and cash equivalents	5,073,255
Certificate-of-deposit	8,000
Accounts receivable - customers and tenants, net	73,530
Prepaid expenses and deposits	128,539

<b>Total current assets</b>	<b>6,988,375</b>
-----------------------------	------------------

**Non-current assets:**

Note receivable	140,579
Interest Receivable	-
Capital assets, not being depreciated	10,805,112
Depreciable capital assets	21,338,497
Deferred other post-employment benefits outflows	6,434
Deferred pension outflows	392,595

Total non-current assets	32,683,217
--------------------------	------------

<b>Total assets</b>	<b>39,671,591</b>
---------------------	-------------------

**Current liabilities:**

Accounts payable and accrued expenses	12,297
Accrued wages and related payables	(8,674)
Unearned Revenue (customer prepaid)	197,461
Hangar and other deposits	116,068
Long-term liabilities - due in one year:	
Compensated absences	23,562
Land improvements payable	3,501

Total current liabilities	344,216
---------------------------	---------

**Long-term liabilities - due in more than one year**

Compensated absences	70,687
Land improvements payable	3,729
Total other post-employment benefits liability	263,160
Net pension liability	1,729,838
Deferred pension inflows	97,872

Total long term liabilities	2,165,286
-----------------------------	-----------

<b>Total liabilities</b>	<b>2,509,502</b>
--------------------------	------------------

**Net position:**

Retained Earnings	37,116,091
Change in Net Position	45,998

<b>Total net position</b>	<b>37,162,089</b>
---------------------------	-------------------

<b>Total liabilities and net position</b>	<b>39,671,591</b>
---	-------------------

**SANTA MARIA PUBLIC AIRPORT DISTRICT  
PROFIT AND LOSS STATEMENT  
YEAR TO DATE NOVEMBER 30, 2019**

	Month Ending 11/30/19	Average	Percentage Change	Year to Date
Revenues from Operations:				
Landing area				
Landing fees and tiedowns	2,580	5,038	51%	25,191
Fuel flowage fees	7,555	5,216	145%	26,081
Subtotal	<u>10,135</u>	<u>10,254</u>	<u>99%</u>	<u>51,272</u>
Hangar area				
T- Hangar	30,890	31,134	99%	155,670
Corporate T-Hangars	20,575	21,019	98%	105,097
T-Hangar Storage Units	2,308	2,361	98%	11,804
Owner Build Hangars	1,649	1,649	100%	8,245
Subtotal	<u>55,422</u>	<u>56,163</u>	<u>99%</u>	<u>280,816</u>
				-
Main hangar and F.B.O. area				-
Main Hangar	14,613	15,085	97%	75,427
Commercial Hangars	26,638	26,775	99%	133,873
Land Leases	7,975	7,975	100%	39,875
Subtotal	<u>49,225</u>	<u>49,835</u>	<u>99%</u>	<u>249,175</u>
Terminal area				
Car Rental	15,176	16,335	93%	81,673
Terminal Space Lease	14,168	14,760	96%	73,802
TSA LEO Reimbursement		1,044	0%	5,220
Subtotal	<u>29,344</u>	<u>32,139</u>	<u>91%</u>	<u>160,695</u>
Revenue generating land				
Land Lease Recreational	3,261	3,411	96%	17,055
Agricultural Leases	59,608	59,118	101%	295,591
Airport Business Park	11,600	11,600	100%	58,000
Airport Hotel	12,060	15,690	77%	78,450
Airport Mobile Home Park	35,300	39,126	90%	195,629
Subtotal	<u>121,829</u>	<u>128,945</u>	<u>94%</u>	<u>644,725</u>
Administrative				
Badging Income	345	463	75%	2,315
Miscellaneous Income		208	0%	1,038
Subtotal	345	671	51%	3,353
Air Show Revenue	3,049	46,123	7%	230,615
				-
Total revenues from operations	<u>269,350</u>	<u>324,130</u>	<u>83%</u>	<u>1,620,649</u>

**SANTA MARIA PUBLIC AIRPORT DISTRICT  
PROFIT AND LOSS STATEMENT  
YEAR TO DATE NOVEMBER 30, 2019**

	Month Ending 11/30/19	Average	Percentage Change	Year to Date
Operating Expenses:				
Landing area	5,110	9,252	55%	46,261
Hangar area	5,521	4,936	112%	24,679
Main hangar and F.B.O.	2,268	6,456	35%	32,280
Terminal area	18,163	23,131	79%	115,657
Revenue generating land	27,286	30,073	91%	150,366
Payroll and Benefits	89,058	124,004	72%	620,022
Utilities	5,403	5,870	92%	29,352
Supplies	4,764	5,746	83%	28,730
Maintenance and Repairs	2,483	3,293	75%	16,464
Contractual Services	38,347	50,114	77%	250,570
ARFF Services		37,689	0%	188,445
Security Services	7,582	19,611	39%	98,054
Office Supplies/Postage/Printing	968	2,221	44%	11,107
Dues and Subscriptions	280	4,881	6%	24,404
Advertising	5,830	1,216	479%	6,080
Depreciation		111,826	0%	559,132
Insurance		7,334	0%	36,668
Business Travel	6,523	4,447	147%	22,235
Air Show Expense	104,288	88,009	118%	440,047
Other Miscellaneous Expense	554	1,624	34%	8,121
	-			
Total Expenses	<u>324,428</u>	<u>541,735</u>	<u>60%</u>	<u>2,708,674</u>
Operating income (loss)	<u>( 55,078 )</u>	<u>( 217,605 )</u>	<u>25%</u>	<u>( 1,088,025 )</u>
Non-Operating Revenues (Expenses):				
PFC Revenue	17,964	9,534	188%	47,669
Interest income	6,821	14,016	49%	70,080
Tax revenues	252,423	61,349	411%	306,743
AIP grant		141,906	0%	709,531
Miscellaneous income				
Total non-operating rev (exp)	<u>277,208</u>	<u>226,805</u>	<u>122%</u>	<u>1,134,023</u>
Net Income	<u><u>222,129</u></u>	<u><u>9,200</u></u>	<u><u>2415%</u></u>	<u><u>45,998</u></u>



# Memorandum

**To:** Santa Maria Public Airport District Board of Directors  
**From:** Veroneka Reade, Manager of Finance and Administration  
**Date:** 1/22/2020  
**Re:** Unfunded Liability Payments and Status

At the January 12, 2020 Board of Director's meeting Director Engel requested information with regard to the District's CalPERS unfunded liability. When there is a difference between the total amount of benefits owed to all current employees & retirees and the value of the financial assets the pension plan manages, then there is an "unfunded liability." The accuracy of the return assumption has a major impact on the plan's finances and actuarial funding level. CalPERS has implemented a decreased rate of return incrementally from 7.5 percent in 2017 to 7 percent in 2021. This change is intended to stabilize the plan.

The most recent Actuarial Report for fiscal year ending June 30, 2018 shows the unfunded liability estimate to be \$1,943,512. Please see below the District's historical unfunded liability payments for the Miscellaneous group listed below.

		Fiscal Year					
		2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
UAL							
Payment		\$44,158	\$53,565	\$69,910	\$87,754	\$109,583	\$125,515

# **Santa Maria Public Airport District**

## **Board of Directors Presentation of 2019 Audit Results**

**Fedak & Brown LLP**



# The Audit

- **The Audit was Performed in Accordance with Auditing Standards Generally Accepted in the United States of America**
  - **Interim Fieldwork**
    - **Assess the District's Internal Controls**
  - **Final Fieldwork**
    - **Agree Balances to Supporting Documentation**
    - **Perform Analysis of Key Relationships**

# The Auditors Reports

## Independent Auditor's Report

- Unmodified "CLEAN" Opinion
  - In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the **Santa Maria Public Airport District** as of June 30, 2019....

# The Auditors Reports - Continued

## Management Report

- We did not Identify any Material Weaknesses Within the District's Internal Control Structure



# The Auditors Reports - Continued

## Communication to Governing Board

- Auditor's Responsibility Under U.S. GAAS
- Scope of Audit
- District's Accounting Practices
- Corrected and/or Uncorrected Misstatements
- No Difficulties Encountered in Performing the Audit
- No Disagreements with Management

# Financial Highlights

## Condensed Statements of Net Position

<b>Assets:</b>	<b>2019</b>	<b>2018</b>	<b>Change</b>
Current assets	\$ 9,570,271	4,064,501	5,505,770
Non-current assets	138,179	128,934	9,245
Capital assets, net	31,142,380	32,355,141	(1,212,761)
<b>Total assets</b>	<b>40,850,830</b>	<b>36,548,576</b>	<b>4,302,254</b>
<b>Deferred outflows of resources:</b>	<b>399,029</b>	<b>478,113</b>	<b>(79,084)</b>
<b>Liabilities:</b>			
Current liabilities	2,008,974	765,139	1,243,835
Long-term liabilities	2,015,255	2,031,318	(16,063)
<b>Total liabilities</b>	<b>4,024,229</b>	<b>2,796,457</b>	<b>1,227,772</b>
<b>Deferred inflows of resources:</b>	<b>109,539</b>	<b>173,556</b>	<b>(64,017)</b>
<b>Net position:</b>			
Net investment in capital assets	31,134,708	32,334,335	(1,199,627)
Restricted for capital projects	5,573,255	1,805,459	3,767,796
Unrestricted	408,128	(83,118)	491,246
<b>Total net position</b>	<b>\$ 37,116,091</b>	<b>34,056,676</b>	<b>3,059,415</b>

# Financial Highlights

## Condensed Statements of Revenues, Expenses and Changes in Net Position

Revenues:	2019	2018	Change
Operating revenues	\$ 3,255,743	3,294,618	(38,875)
Non-operating revenues	4,453,587	1,726,497	2,727,090
<b>Total revenues</b>	<b>7,709,330</b>	<b>5,021,115</b>	<b>2,688,215</b>
<b>Expenses:</b>			
Operating expenses	4,560,690	4,156,325	404,365
Depreciation and amortization	2,102,526	2,263,682	(161,156)
Non-operating expenses	210,300	185,736	24,564
<b>Total expenses</b>	<b>6,873,516</b>	<b>6,605,743</b>	<b>267,773</b>
<b>Net income (loss) before capital contributions</b>	<b>835,814</b>	<b>(1,584,628)</b>	<b>2,420,442</b>
<b>Capital contributions</b>	<b>2,223,601</b>	<b>1,300,824</b>	<b>922,777</b>
<b>Change in net position</b>	<b>3,059,415</b>	<b>(283,804)</b>	<b>3,343,219</b>
<b>Net position, beginning of year</b>	<b>34,056,676</b>	<b>34,501,854</b>	<b>(445,178)</b>
<b>Prior period adjustment</b>	<b>-</b>	<b>(161,374)</b>	<b>161,374</b>
<b>Net position, beginning of year – as restated</b>	<b>34,056,676</b>	<b>34,340,480</b>	<b>(283,804)</b>
<b>Net position, end of year</b>	<b>\$ 37,116,091</b>	<b>34,056,676</b>	<b>3,059,415</b>

# Financial Highlights

## In 2019:

**Net Position** – Increased by \$3,059,415 to \$37,116,091 due to the change in net position of \$835,814 from ongoing operations and \$2,223,601 from capital contributions.

**Total Revenues** – Increased by \$2,688,215 to \$7,709,330.

**Operating Revenues** – Decreased by \$38,875 to \$3,255,743, due primarily to decreases of \$45,908 in landing area usage and \$35,639 in terminal area usage revenue, which were offset by increases of \$35,261 in land usage revenues and \$23,201 in hangar area usage.

**Non-operating Revenues** – Increased by \$2,727,090 to \$4,453,587 due primarily to increases of \$2,611,263 in gain on land sale, \$49,810 in property taxes and \$72,315 in interest earnings.

**Total Expenses (incl. depr.)** – Increased by \$267,773 to \$6,873,516.

**Operating Expenses** – Increased by \$404,365 to \$4,560,690, due primarily to increases of \$179,764 in public administration, \$204,053 in landing area usage, \$20,059 in terminal area usage.

# Financial Highlights - Continued

**In 2019:**

**Non-operating Expenses** – Increased by \$24,564 to \$210,300 due primarily to an increase of \$208,975 in airshow expense, net, which was offset by a decrease of \$184,603 in revenue guarantee expense.

**Capital Contributions** – Increased by \$922,777 to \$2,223,601 due primarily to an increase of \$922,777 in federal capital grants.



## EIGHTEENTH AMENDMENT OF LEASE

Re: Land Lease (Farming) dated April 13, 2000, commencing retroactively on April 1, 2000 between SANTA MARIA PUBLIC AIRPORT DISTRICT and CJJ FARMING, a California corporation, covering land at the Santa Maria Public Airport, as extended ("Lease")

The undersigned, SANTA MARIA PUBLIC AIRPORT DISTRICT, ("District") and CJJ FARMING, a California corporation ("Tenant") do hereby agree to amend the above-referenced Lease effective immediately, as follows:

1. Rent. Effective January 1, 2020 rent for is increased to \$12,129.00 per month, based upon approximately 114.3 acres of land for agricultural/farming at the rate of \$1,205.00 per acre, per year, 12.98 acres of land for agricultural/farming at the rate of \$602.50 (50% discount for improvements) per acre, per year, and 13.52 acres of land for agricultural/farming at the rate of \$0 (100% discount for improvements and continued short term site maintenance) per acre, per year. No water is included in the rent, and District shall have no obligation to provide water to the Premises.

2. Extension of Term. District grants Tenant a one (1) year extension of the Lease, commencing January 1, 2020, and expiring on December 31, 2020, for the 114.3 acre portion of the premises shown on Exhibit "A" dated April 1, 2012 and the 12.98 acre portion of the premises shown on the east side of Foxenwood Lane on Exhibit "A-1" unless sooner terminated. District grants Tenant a six (6) month extension of the Lease, commencing January 1, 2020, and expiring on June 30, 2020, for the 13.52-acre portion of the premises shown on the west side of Foxenwood Lane on Exhibit "A-1" unless sooner terminated. No options to extend are granted; any additional extension of this Lease shall be by mutual agreement of the parties only.

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

Dated: January 23, 2020

Approved as to content for District:

SANTA MARIA PUBLIC AIRPORT  
DISTRICT

\_\_\_\_\_  
General Manager

\_\_\_\_\_  
Chuck Adams, President

Approved as to form for District:

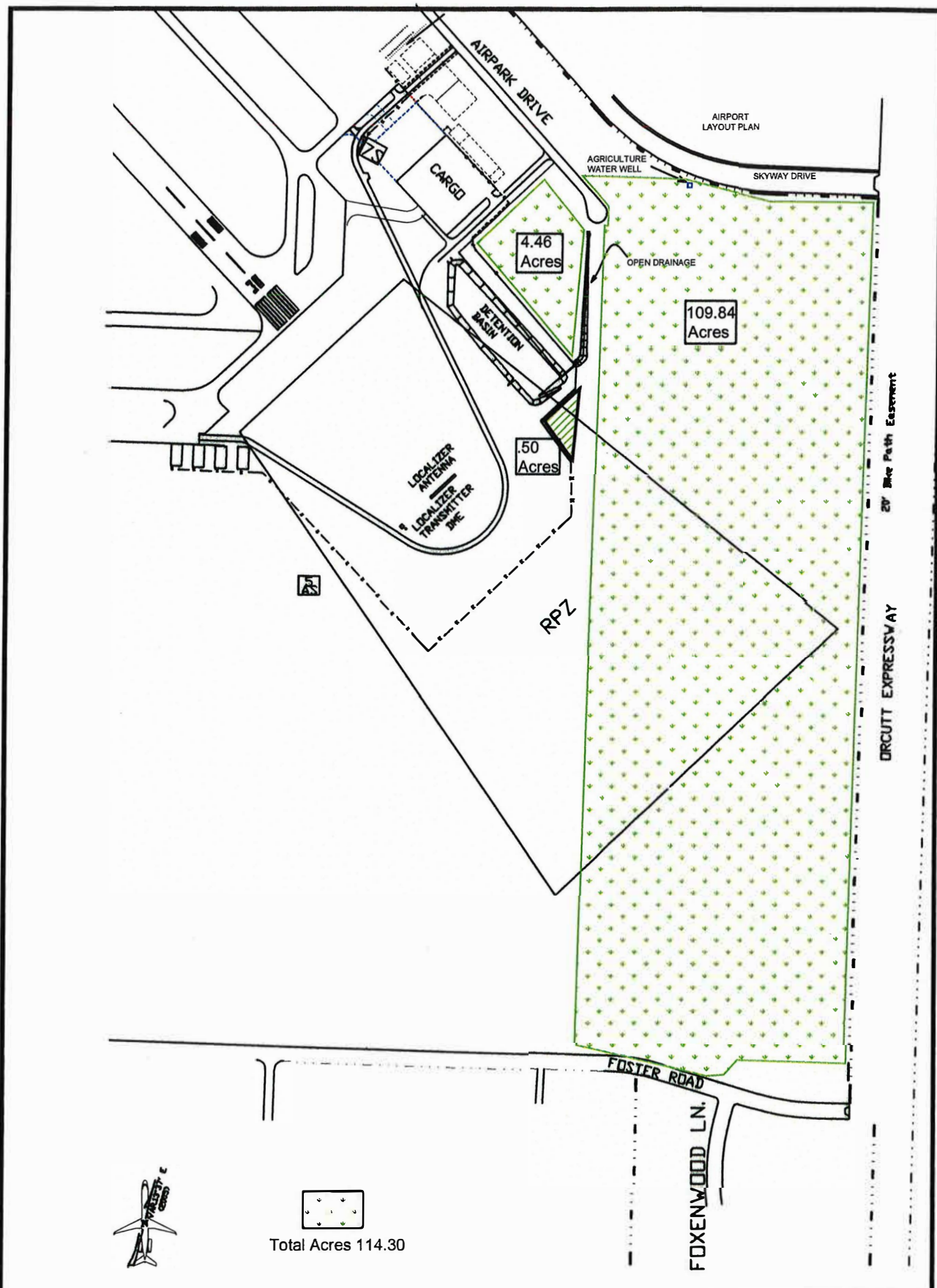
\_\_\_\_\_  
Hugh Rafferty, Secretary

\_\_\_\_\_  
District Counsel

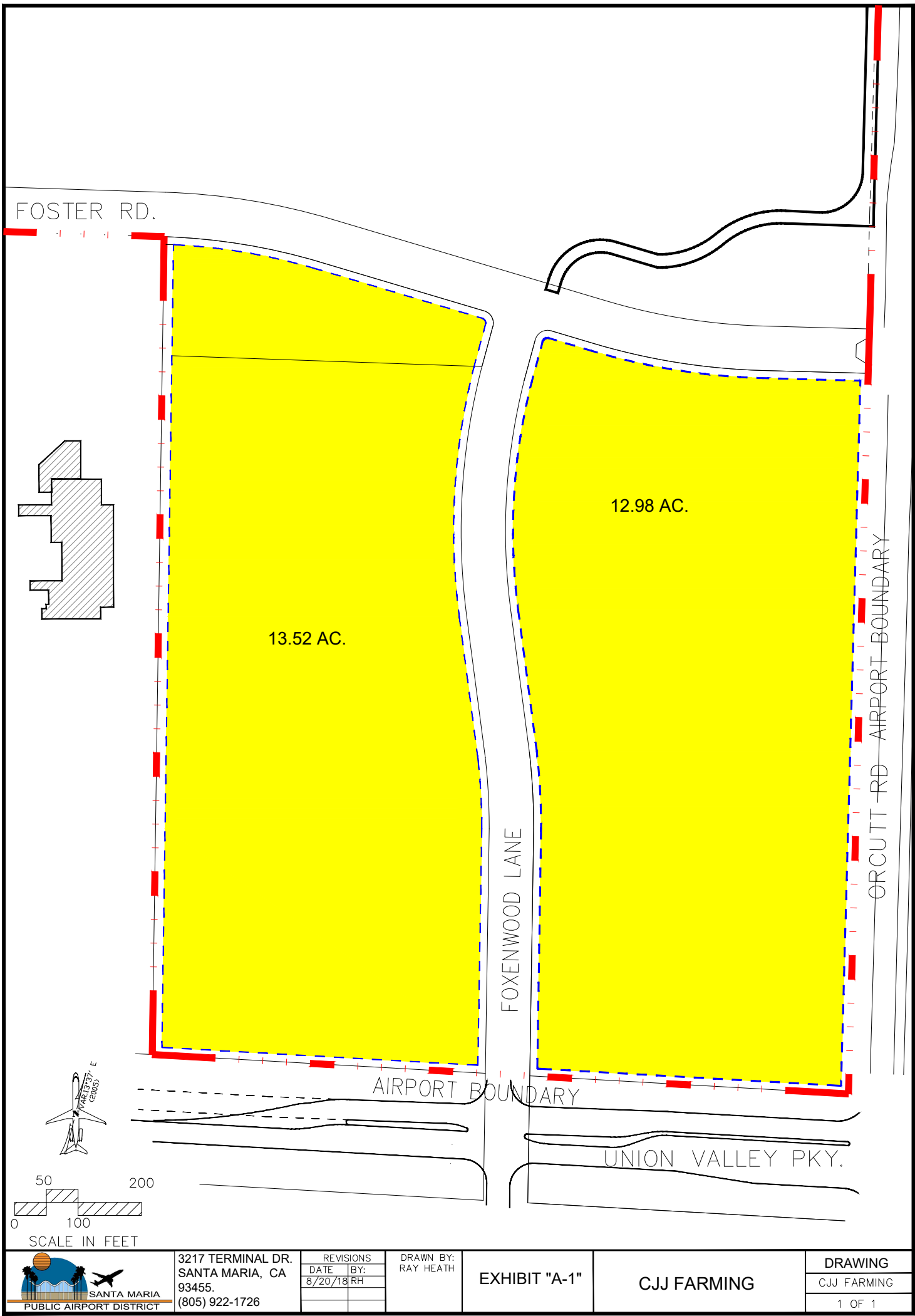
CJJ FARMING, a California corporation

\_\_\_\_\_  
Juan Cisneros, General Manager

\_\_\_\_\_  
Jesus Cisneros, Secretary



G:\Drawings\AutoCad\PROPOSED LEASES\CJJ FARMING PROPOSED.dwg, 8/20/2018 10:21:13 AM, AutoCAD PDF (High Quality Print).pc3



3217 TERMINAL DR.  
SANTA MARIA, CA  
93455.  
(805) 922-1726

REVISIONS	
DATE	BY:
8/20/18	RH

DRAWN BY:  
RAY HEATH

EXHIBIT "A-1"

CJJ FARMING

DRAWING
CJJ FARMING
1 OF 1