



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

**Thursday  
April 8, 2021**

**Virtual Meeting  
Zoom Meeting: [Zoom.us](https://zoom.us)  
Meeting ID: [820 6332 8775](https://zoom.us/j/82063328775)  
Meeting Password: 3217  
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: Brown, Engel, Rafferty, Adams, Baskett**

- 1. MINUTES OF THE REGULAR MEETING HELD MARCH 25, 2021.**
- 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**
- 4. MANAGER OF FINANCE & ADMINISTRATION REPORT**
  - a) Demand Register**
- 5. DISTRICT COUNSEL'S REPORT. (Chase Martin)**

6. **PUBLIC SESSION:** Statements from the public will be heard during public session. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public may use the “raise hand” feature to be put in a speaking queue. Public comment will be limited to three (3) minutes. If a speaker continues speaking after being notified of the end of their public comment period, the meeting Host will mute the speaker and move on to the next person in the queue.

Please raise your hand in the following ways:

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Computer and Mobile: Click the “raise hand” button to notify the Host. You will be placed in the queue and unmuted, in order, so that you may provide public comment.

7. **DISCUSSION AND DIRECTION TO STAFF REGARDING DRONE DETECTION TECHNOLOGY.**
8. **PRESENTATION BY TOM WIDROE REGARDING U.S. CUSTOMS AT THE SANTA MARIA AIRPORT.**
9. **DISCUSSION AND DIRECTION TO STAFF REGARDING EFFORTS TO REINSTATE USER FEE CUSTOMS AT THE SANTA MARIA PUBLIC AIRPORT DISTRICT.**
10. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE FIRST AMENDMENT OF LEASE AGREEMENT BETWEEN THE DISTRICT AND THE UNITED STATES OF AMERICA FOR SPACE LEASED AT 3217 TERMINAL DRIVE.**
11. **DISCUSSION AND DIRECTION TO STAFF REGARDING COVID-19 PRECAUTIONS AND RETURN TO IN PERSON MEETINGS.**
12. **AUTHORIZATION FOR UP TO FOUR INDIVIDUALS TO ATTEND THE AAAE ANNUAL CONFERENCE HELD IN LAS VEGAS, NV JULY 11-13, 2021.**
13. **AUTHORIZATION FOR UP TO THREE INDIVIDUALS TO ATTEND THE SWAAAE SUMMER CONFERENCE HELD IN RENO, NV AUGUST 8-11, 2021.**
14. **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 111-231-10 and APN 111-231-11 (Gov. Code Section 54956.8)
15. **DIRECTORS’ COMMENTS.**
16. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD  
MEETING OF THE BOARD OF DIRECTORS  
OF THE SANTA MARIA PUBLIC AIRPORT  
DISTRICT HELD MARCH 25, 2021

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

1. MINUTES OF THE REGULAR MEETING HELD March 11, 2021. Director Rafferty made a Motion to approve the minutes of the regular meeting held March 11, 2021. Director Adams Seconded and it was carried by the following roll call vote. Directors Engel, Rafferty, Adams and Baskett voted "Yes".
2. COMMITTEE REPORT(S):
  - a) AVIATION SUPPORT & PLANNING (Standing or Ad Hoc) – The committee met to discuss a current lease with a commercial tenant.
  - b) ADMINISTRATION & FINANCIAL (Standing or Ad Hoc) – The committee will meet to discuss the Karting Association lease.
  - c) MARKETING & PROMOTIONS (Standing or Ad Hoc) – No meeting scheduled.
  - d) CITY & COUNTY LIAISON – The committee met with the City for the quarterly update.
  - e) STATE & FEDERAL LIAISON – No meeting scheduled.
  - f) VANDENBERG LIAISON – No meeting scheduled.
  - g) BUSINESS PARK COMMITTEE (Ad Hoc) – The committee is scheduled to meet on Friday.
3. GENERAL MANAGER'S REPORT. Mr. Hastert notified the Board of meetings he attended for the new accounting software, AIP funding and with a drone company to investigate local threats on a trial basis. He gave an update on Customs and the Fire Station generator replacement.
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 068795 through 068843 in the amount of \$135,809.01 was recommended for approval as presented. Director Rafferty made a Motion to accept the Demand Register as presented. Director Baskett Seconded and it was carried by the following roll call vote. Directors Engel, Rafferty, Adams and Baskett voted "Yes".

- b) Budget to Actual. Received and filed.
- c) Financial Statements. Received and filed.
- d) Budget Deviation. Director Rafferty made a Motion to approve. Director Baskett Seconded and it was carried by the following roll call vote. Directors Engel, Rafferty, Adams and Baskett voted "Yes".

5. DISTRICT COUNSEL'S REPORT. Nothing to report.

6. PUBLIC SESSION: Statements from the public will be heard during public session. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public may use the "raise hand" feature to be put in a speaking queue. Public comment will be limited to three (3) minutes. If a speaker continues speaking after being notified of the end of their public comment period, the meeting Host will mute the speaker and move on to the next person in the queue.

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No one requested to speak.

- 7. Authorization for the President and Secretary to execute the Tenth Amendment of Lease between the District and Maldonado Companies, LLC. Director Engel made a Motion to approve. Director Rafferty Seconded and it was carried by the following roll call vote. Directors Engel, Rafferty, Adams and Baskett voted "Yes".
- 8. Authorization for the General Manager to purchase and install a hangar door drive assembly for 3105-B Airpark Drive. Director Rafferty made a Motion to approve. Director Baskett Seconded and it was carried by the following roll call vote. Directors Engel, Rafferty, Adams and Baskett voted "Yes".
- 9. Discussion and direction to staff regarding access control and video monitoring system upgrades. Discussion was held and direction was given to staff. The Administration and Financial committee will meet to discuss further.
- 10. CLOSED SESSION. At 7:24 p.m. the Board went into Closed Session to discuss the following item(s):
  - a) Conference with Real Property Negotiators (Chris Hastert, Tom Ross, and District Counsel) Re: APN 111-231-10 and APN 111-231-11 (Gov. Code Section 54956.8)
  - b) Conference with Legal Counsel-Existing Litigation pursuant to Paragraph (1) of subdivision (d) of Section 54956.9-SMPAD v. Smith, Santa Barbara Superior Court Case No. 20CV04445



- c) Conference with Legal Counsel-Existing Litigation pursuant to Paragraph (1) of subdivision (d) of Section 54956.9-SMPAD v. Baskett, Santa Barbara Superior Court Case No. 20CV04444

At 7:34 p.m., the Board and staff reconvened to Open Public Session.

There were no reportable actions.

11. DIRECTORS' COMMENTS: Directors Engel, Rafferty, and Adams had no comment.

Director Baskett is happy to look at the local drone threat on trial basis.

12. ADJOURNMENT. Acting President Engel asked for a Motion to adjourn to a Regular Meeting to be held on April 8, 2021 at 7:00 p.m. via a virtual meeting. Director Adams made that Motion, Director Rafferty Seconded and it was carried by the following roll call vote. Directors Engel, Rafferty, Adams and Baskett voted "Yes".

#### ORDER OF ADJOURNMENT

This Regular Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 7:35 p.m. on March 25, 2021.

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Steve Brown, President

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Hugh Rafferty, Secretary

**2020-2021**

**DEMAND REGISTER  
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 068844 to 068888 and electronic payments on Pacific Premier Bank and in the total amount of \$180,568.75.

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CHRIS HASTERT  
GENERAL MANAGER

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DATE

The undersigned certifies that the attached register of audited demands of the Santa Maria Public Airport District for each demand, numbers 068844 to 068888 and electronic payments on Pacific Premier Bank in the total amount of \$180,568.75 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.

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VERONEKA READE  
MANAGER OF FINANCE AND ADMINISTRATION

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DATE

THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVED PAYMENT OF THE ATTACHED WARRANTS AT THE MEETING OF APRIL 8, 2021.

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HUGH RAFFERTY  
SECRETARY

## Santa Maria Public Airport District

### Demand Register

	Check Number	Check Date	Vendor Name	Check Amount	Description
*	68844	3/25/2021	Adamski Moroski	5,823.00	Legal Service
*	68845	3/25/2021	ADB SAFEGATE Americas	3,901.78	Lighting & Nav Aid Maint.
*	68846	3/25/2021	Aflac	416.34	Voluntary Ins. - Employee
*	68847	3/25/2021	AT&T	48.74	Phone Service
*	68848	3/25/2021	Berchtold Equipment	2,547.29	Heavy Equip Maint - Mechanical
*	68849	3/25/2021	CED	36.00	Lighting Maintenance
*	68850	3/25/2021	Channel Islands Roofing	4,950.00	Roof Repair at 3203 FBO
*	68851	3/25/2021	City of Santa Maria	361.76	Water Invoice
*	68852	3/25/2021	Clark Pest Control	330.00	Weed/Vector Control
*	68853	3/25/2021	Fastenal Company	34.40	Shop Supplies
*	68854	3/25/2021	Fence Factory	303.26	Fencing & Gates
*	68855	3/25/2021	Frontier Communications	601.48	Telephone Service
*	68856	3/25/2021	Hayward Lumber Company	28.26	MHP - Maintenance
*	68857	3/25/2021	Home Depot	258.53	Building Maintenance
*	68858	3/25/2021	J B Dewar, Inc	220.10	Fuel Expense - Gas/Diesel
*	68859	3/25/2021	Limotta Internet Technologies	3,637.50	Computer Support Services
*	68860	3/25/2021	Lumacurve Airfield Signs	2,647.78	Airfield Signs
*	68861	3/25/2021	Mission Uniform Service	146.93	Uniform Service
*	68862	3/25/2021	Quadient	403.63	Postage Meter Lease
*	68863	3/25/2021	Outdoor Supply Hardware	310.55	Hardware & Supplies
*	68864	3/25/2021	Principal Financial Group	2,292.01	Dental, Life, Disability, Visi
*	68865	3/25/2021	Veroneka Reade	409.41	Medical Reimbursement
*	68866	3/25/2021	rrm design group	2,292.50	Planning & Marketing
*	68867	3/25/2021	Smith's Alarms & Electronics Inc.	350.00	Fire Alarm Service
*	68868	4/1/2021	AT&T	289.67	Phone Service
*	68869	4/1/2021	Berchtold Equipment Company	115.50	Heavy Equip Maint - Mechanical
*	68870	4/1/2021	Blueglobes, Inc.	23,792.33	Lighting & Nav Aid Maint.
*	68871	4/1/2021	City of Santa Maria-Util Div	4,657.55	Water Invoices
*	68872	4/1/2021	Clark Pest Control	330.00	Weed/Vector Control
*	68873	4/1/2021	Fence Factory	222.05	Fencing & Gates

## Santa Maria Public Airport District

### Demand Register

	Check Number	Check Date	Vendor Name	Check Amount	Description
*	68874	4/1/2021	Frontier Communications	203.30	Telephone Service
*	68875	4/1/2021	Grainger	859.34	Bird Repellent Spikes
*	68876	4/1/2021	Hayward Lumber Company	60.90	Fencing & Gates
*	68877	4/1/2021	Ray Heath	3,575.20	Consulting Service
*	68878	4/1/2021	Keylock Security Specialists	1,528.86	Maint.- Access Control System
*	68879	4/1/2021	Magical Machine Shop	991.80	Heavy Equipment Maint.
*	68880	4/1/2021	MarTeeney Designs	275.00	Web Page Maint.
*	68881	4/1/2021	McMasters and Carr	213.50	Building Maint. - Terminal
*	68882	4/1/2021	Mission Uniform Service	146.93	Uniform Service
*	68883	4/1/2021	Santa Barbara County Clerk-Rec	22,238.54	General Election Invoice
*	68884	4/1/2021	Sherwin-Williams	818.84	Painting Supplies
*	68885	4/1/2021	S Lombardi & Assoc., Inc.	34,338.33	Airport Advertising
*	68886	4/1/2021	Smith's Alarms & Electronics Inc.	1,158.05	Fire Alarm Service
*	68887	4/1/2021	Transport Refrig. & Diesel	440.78	New Compressor
*	68888	4/1/2021	Verizon Wireless	359.97	Mobile Devices
				<u>\$ 128,967.69</u>	
ACH	3/29/2021	CalPERS		\$ 5,440.06	Employee Retirement
ACH	4/1/2021	Paychex		24,897.21	Payroll
ACH	4/2/2021	Paychex		178.20	Paychex Invoice
ACH	4/2/2021	Pacifif Premier Bank Fees		1174.37	Credit Card Fee
ACH	4/2/2021	Paychex		5,235.94	Payroll Taxes
ACH	4/2/2021	Pacific Gas & Electric Company		8,467.46	Terminal/Admin./Main Hangar
ACH	4/2/2021	Pacific Gas & Electric Company		6,191.68	Terminal/Admin./Main Hangar
ACH	4/5/2021	ReadyRefresh by Nestle		16.14	Water Delivery
		Subtotal		<u>\$ 51,601.06</u>	
		Total		<u><u>\$ 180,568.75</u></u>	

# Drone Detection System Proposal

For



<b>Reference:</b>	02-1521	<b>Date of Proposal:</b>	3/29/2021
<b>Client Details:</b>	Santa Maria Airport	<b>On behalf of:</b>	Silverbird Technologies
<b>Client Name:</b>	Santa Maria Airport	<b>Revision:</b>	Rev 1
<b>Description of Project:</b>	Fully Integrated Drone Detection System		
<b>Submitted by:</b>	Steven McKinney, VP, Business Development		
<b>Reviewed by:</b>	Jon Andresen & Jacob Busath		

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Silverbird Headquarters  
375 Palomares Ave  
Ventura, CA 93003  
Phone: 510-531-2201

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San Francisco, CA 94104

United Kingdom  
Building 1 – Chalfont Park  
Gerrards Cross, SL9 0BG

Germany  
Miramstraße 87  
34123 Kassel



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## **Document Scope**

In this document, Silverbird and Dedrone present a solution for the Santa Maria Airport executive team to secure their lower-level airspace from Unmanned Aerial Vehicles (UAVs or Drones). The document will provide 2 options with designs, anticipated coverage, and a framework to achieve complete airspace security for the Airport.

## **Problem Statement**

With the exponential growth of drones in the national airspace, the SMX leadership team is looking to gather data regarding UAV activity in and around the airfield and surrounding property. Furthermore, they are looking for a vulnerability assessment and recommendations to secure the lower-level airspace and safeguard their assets from this emerging threat.

## **Success Criteria**

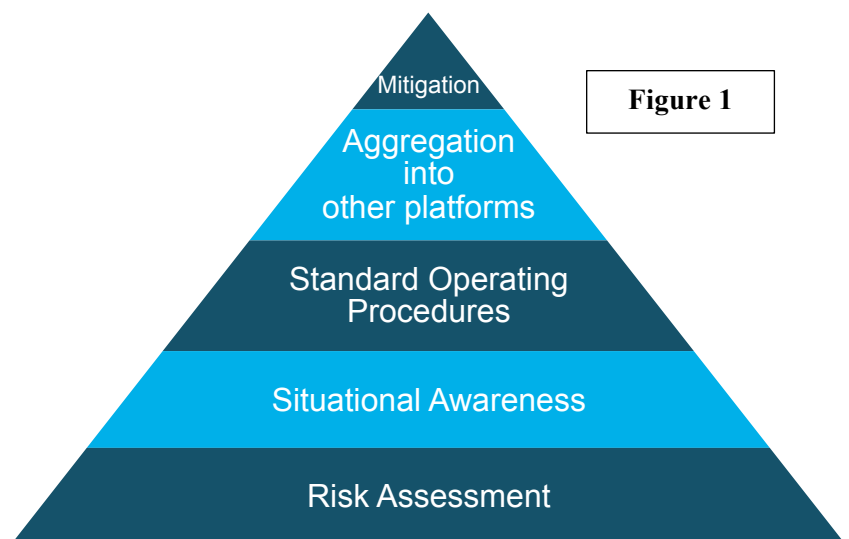
Below is a summary of the success that SMX can achieve deploying a counter drone capability.

- 1. Early warning of drones entering SMX's assets –Risk Assessment**
- 2. Ability to gain situational awareness to build standard operating procedures**
- 3. Vital data to quantify the magnitude of the problem which can be used to engage with federal agencies**
- 4. Ability to gain valuable data regarding drone activity to start effective outreach programs with the local community**
- 5. Increased data that can be correlated with other events to identify patterns in activity and predict future incidents**

## **Strategy to Consider for Airspace Security**

Given the exponential growth of drones entering the airspace, Silverbird strongly encourages our clients to consider building framework like the diagram shown with a view on taking a long-term vision to defending your critical and valuable assets.

Given the persistent and escalating levels of drone activity, Silverbird recommends SMX consider achieving situational awareness as soon as possible to be prepared to build operational procedures.



**Figure 1**

## **Proposal: Vulnerability Assessment & Data Collection**

### **Objective:**

Detection and classification of drones to complete a risk assessment utilizing Dedrone radio frequency (RF) technology to detect unwanted unmanned aerial vehicles (UAV) or drones within high-risk areas.

The detection system is Cloud based and self-contained with no requirements from the corporate network. This facilitates mobility between various locations within SMX with no IT and minimal infrastructure modifications.

### **List of Service and Deliverables:**

1. Deploy passive Radio Frequency sensors supported by DroneTracker® User Interface (UI) and control software. This cloud hosted UI will allow multiple SMX personnel to access and monitor the lower airspace in relation to RF detection and classification of drone communication protocols in and around the airspace.
2. SMX personnel will be able to automatically generate summery reports to determine the magnitude of risk.
3. Weekly and monthly reports customized presented to a dedicated SMX Management Team with key insights and recommendations.
4. Silverbird and Dedrone staff to provide remote technical support as required via the Cloud.
5. Silverbird and Dedrone to support SMX with integration of DroneTracker® alerts and warning outputs into SMX Security Standard Operating Procedures (SOPs) if required.
6. Product support and training.
7. Monthly Vulnerability Assessment Report and Recommendations

### **Onsite requirements for SMX:**

1. Access to install the all-in-one RF-160 sensors at SMX.
2. 100-220VAC is available at locations close to the suggested sensor locations.
3. Suitable fixing infrastructure is available to mount sensors.

### **Pricing:**

All hardware, software, services, and support listed within this proposal, will be provided to SMX.

### **Monthly & One Year Subscriptions**



**Monthly Option\***

<b>Contract Length</b>	<b>Capability</b>	<b>Monthly Price (USD)</b>	<b>Total Three Month Price (USD)</b>
Monthly	Dedrone Software & Sensor RF-160 Vulnerability Assessment and Data Collection	\$7,500	\$22,500
Monthly	Silverbird Bronze Support & Enablement	\$1,500	\$4,500
Fixed Fee (one time)	Implementation & Testing	\$10,000	\$10,000
		<b>3 MONTH TOTAL:</b>	<b>\$37,000</b>

\* **Three-month minimum commitment**

**One Year Option**

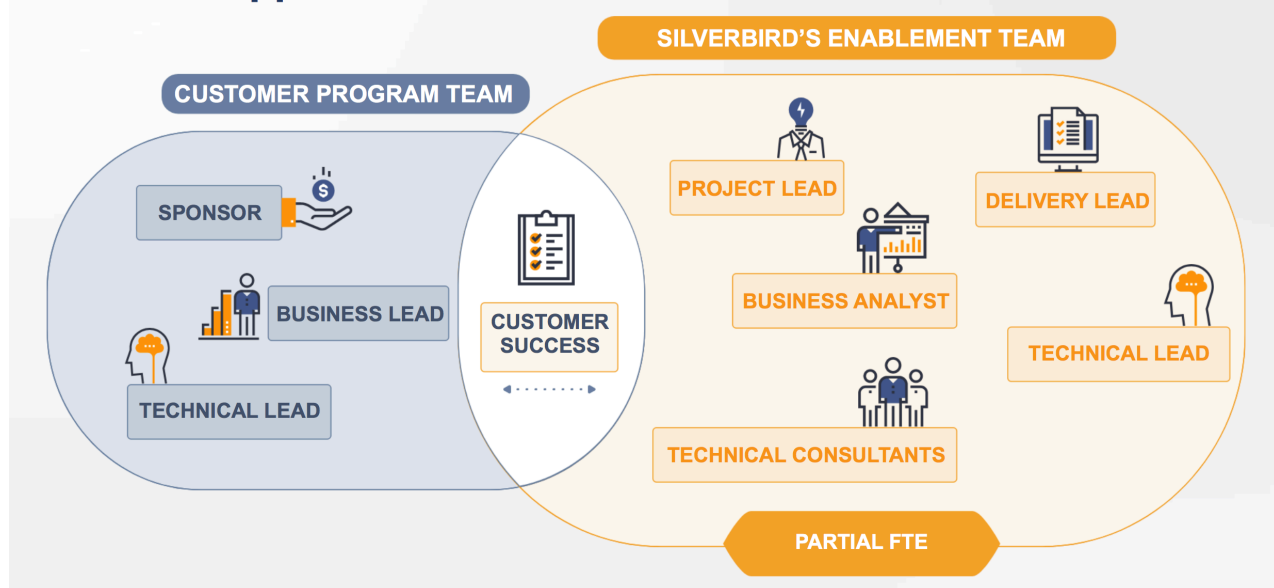
<b>Contract Length</b>	<b>Capability</b>	<b>Monthly Price (USD)</b>	<b>Total Price (USD)</b>
1-Year	Dedrone Software & Sensor RF-160 Vulnerability Assessment and Data Collection	\$7,500	\$90,000
1 Year	Silverbird Bronze Support & Enablement	\$1,500	\$18,000
Fixed Fee (one time)	Implementation & Testing	\$10,000	\$10,000
		<b>ANNUAL TOTAL:</b>	<b>\$118,000</b>

We believe that it is important to measure drone activity through all season of the year, but if no drone activity is indicated after 6 months, we allow an opt-out at that point and detectors can be removed. Our primary concern is that you are aware of any potential liability for drone activity around your facility.

## Silverbird Bronze Support & Enablement Overview

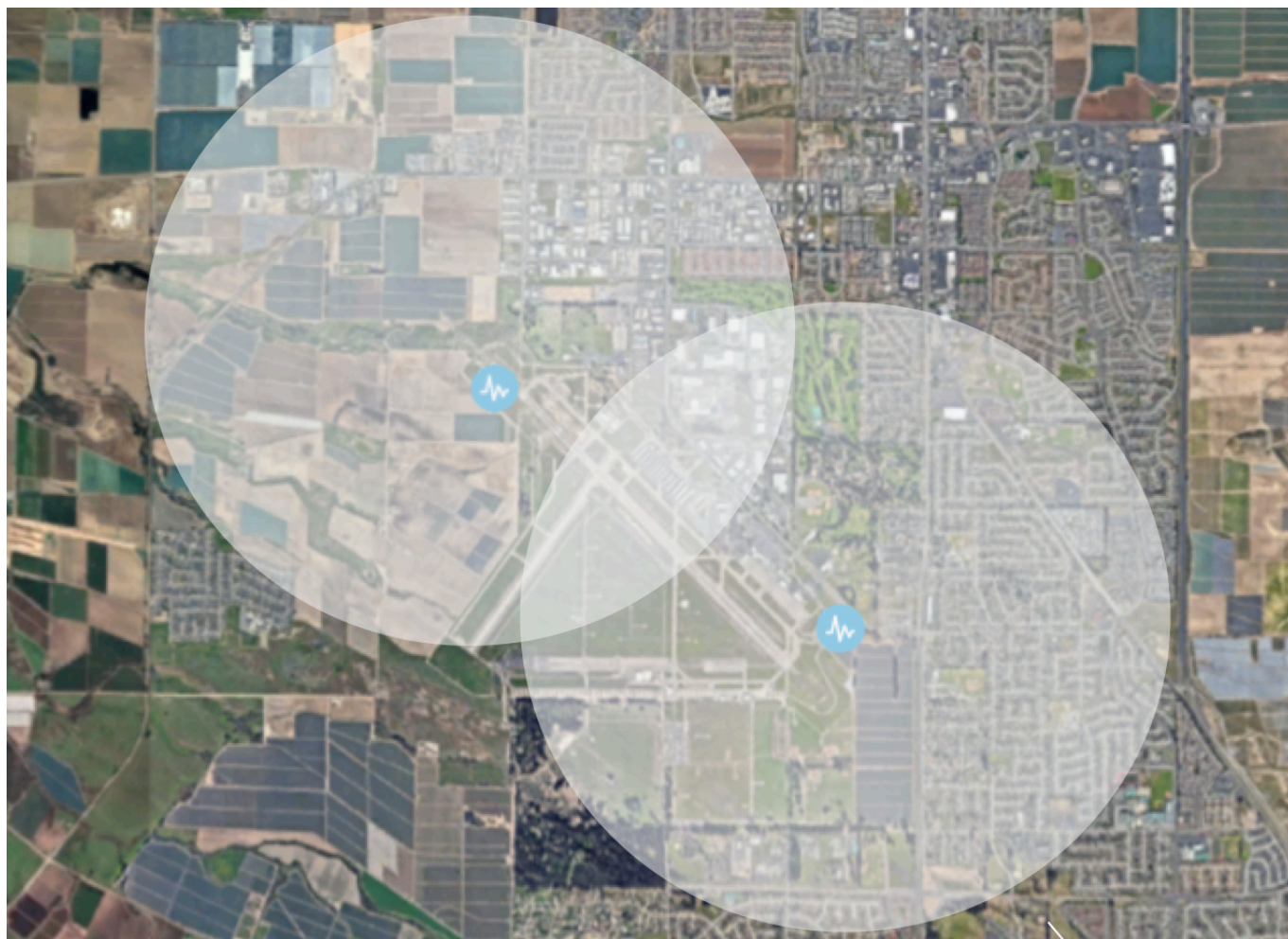
Type	Description	Monthly Subscription
Customer Success - Bronze Package. Term Options:  6 Month: April 1, 2021- September 30, 2021  or  1 Year: April 1, 2021- March 31, 2022	Enablement & Support through customer success team  Implementation Enablement <ul style="list-style-type: none"> <li>Foundational Software &amp; Detection training.</li> <li>Best practice guidance on solution maintenance, data analysis &amp; reports.</li> </ul> Production Support <ul style="list-style-type: none"> <li>Business Hours Monitored Inbox and Support Hotline</li> <li>8 hour response time during business hours: 8AM-5PM PT</li> <li>24-hour response except public holidays</li> <li>Quarterly core product updates.</li> <li>Semi-annual Audit Reports &amp; Data review</li> <li>6 Professional Services hours per month to support minor enhancements and custom integrations.</li> </ul>	\$1,500
	<b>Total</b>	<b>\$1,500</b>

## Bronze Support & Enablement



**Expected Coverage Area:**

**Figure 4**



*All installation locations and coverage distances are indicative and subject to a virtual Site Survey.*

Silverbird Headquarters  
375 Palomares Ave  
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Gerrards Cross, SL9 0BG

Germany  
Miramstraße 87  
34123 Kassel



## Installation Details

### Resourcing

Silverbird and Dedrone expects to complete the install and deployment without assistance unless an on-site contractor is preferred. If Silverbird is selected to complete the install, the only resource required will be an on-site escort. Silverbird will observe any ad-hoc restrictions placed on movement due to unforeseen operational changes. Where possible, Silverbird will work with the facility to minimize the effect of any changes to the timeline.

### Survey

It is essential to ensure locations are identified where sensors can be installed throughout the Airport. The sensors themselves are small, lightweight, and easy to deploy. To ensure each location is suitable Silverbird and Dedrone will perform the following tasks.

- Each suggested location will be identified virtually, this provides an anticipated cover map stating where expected localization and detection will occur across the facility. This exercise will be performed without the need to visit a facility. Our own in-house team of design planners will conduct it.
- Once the task of identifying possible locations is complete, these locations will be agreed with the facility in advance of visiting site to ensure we complete our work quickly and efficiently minimizing any onsite disruption and maintaining a discrete presence. Silverbird and Dedrone employees will not have any branded presence during visits and will be guided by the facility during access.
- Each location identified needs to be surveyed for suitability for the physical installation itself. The following aspects need to be considered:
  - Access to location
  - Height and suitability of the location
  - Access to existing power and/or network connectivity where required
  - Physical materials such as poles, cables, cabling routes.

Our team has a wealth of experience with installations having successfully completed many deployments over recent years. We will work alongside the Airport staff to ensure all work is completed safely and in a timely manner.

- Each location identified will need to be surveyed for suitability for RF. A small amount of equipment will need to be brought on site and at each location a simple health analysis will be performed. This is a quick scan of the radio spectrum to identify any interference or background noise that could reduce the effectiveness of the sensors. The equipment itself is small, self-contained, and can be transported in a backpack to minimize visibility and attention. The scan at each location will last approximately

20 minutes excluding access.

### **Assumptions:**

- If suitable sensor mounts (e.g. pole, structure) are not available, Silverbird will resource and pass through cost to SMX.
- Mounting location will allow for 360 degrees of clear view around the sensor
- Powering of the sensors can be achieved through POE++ or AC 110-240V
- Electrical wiring may require C10 High-voltage contractors license. If necessary, Silverbird will pass through additional costs to SMX.

### **Deployment:**

Silverbird will provide a comprehensive deployment plan to enable the facility to arrange access during the install.

- Any tools, equipment, and materials will be sourced, documented, and listed to the facility in advance
- A timeline of each location will be provided

Each location will have a sensor installed using either existing masts/poles or new ones will be installed.

- Height is key to obtaining adequate cover and operation
- Each sensor can be mounted on light alloy poles.
- Any mounting hardware will be source by Silverbird
- Each sensor will be tested before moving on to the next location

### **Install**

Dedrone's DroneTracker software is a cloud-based solution. Connectivity is provided either by the site infrastructure or cellular LTE connectivity. The software itself is accessed by a normal web browser.

- Silverbird will install the necessary equipment and test for internet connectivity
- Calibration testing will need to be completed using drones
- Minor adjustments will be made to ensure the accuracy and efficacy of the system

### **Handover and Training**

Once the system has been installed, configured and tested, the system will be handed over for operation. Handover will include:

- Documentation and the location of the instructions for use
- Operator training:

- One to one
- One to many
- Train the Trainer

Silverbird understands that operators will be on shift patterns. Silverbird will work with the Airport to ensure training is delivered to all operators in as short a time possible. It is anticipated that an operator will be able to operate the system proficiently within one hour.

### **About Silverbird**

Silverbird Technologies was created from the experience of the four entrepreneurs to provide air, sea, and land tracking systems for the law enforcement and private sectors. Our primary focus is drone detection, unmanned aerial vehicles (UAV), asset and personnel tracking utilizing RFID, UWB and other RF technologies. Our deployment methodology is to utilize proven, non-proprietary, cost-effective technology with a focus on data collection and availability. We believe that costly, new, proprietary technology often lacks durability for real world usage. We know budgets are tight, but in this rapidly changing world situational awareness and personnel protection is paramount, and accurate data about the situation and the personnel can replace countless wasted hours.

### **About Dedrone**

Dedrone has been serving major international airports, federal agencies, corrections facilities, and sites of critical importance since 2014. Today we are proud to support five major international airports in the United Kingdom, two of the top ten airports for passenger numbers in North America and two US Department of Defense Air Bases.

Dedrone has a deep knowledge of aviation and our experience around complex airfield environments ensures our clients confidence that Dedrone has the capability to safeguard operations while not interfering with existing communication systems. Dedrone is ISO 9001 certified and we follow ITIL principles for project management and delivery.

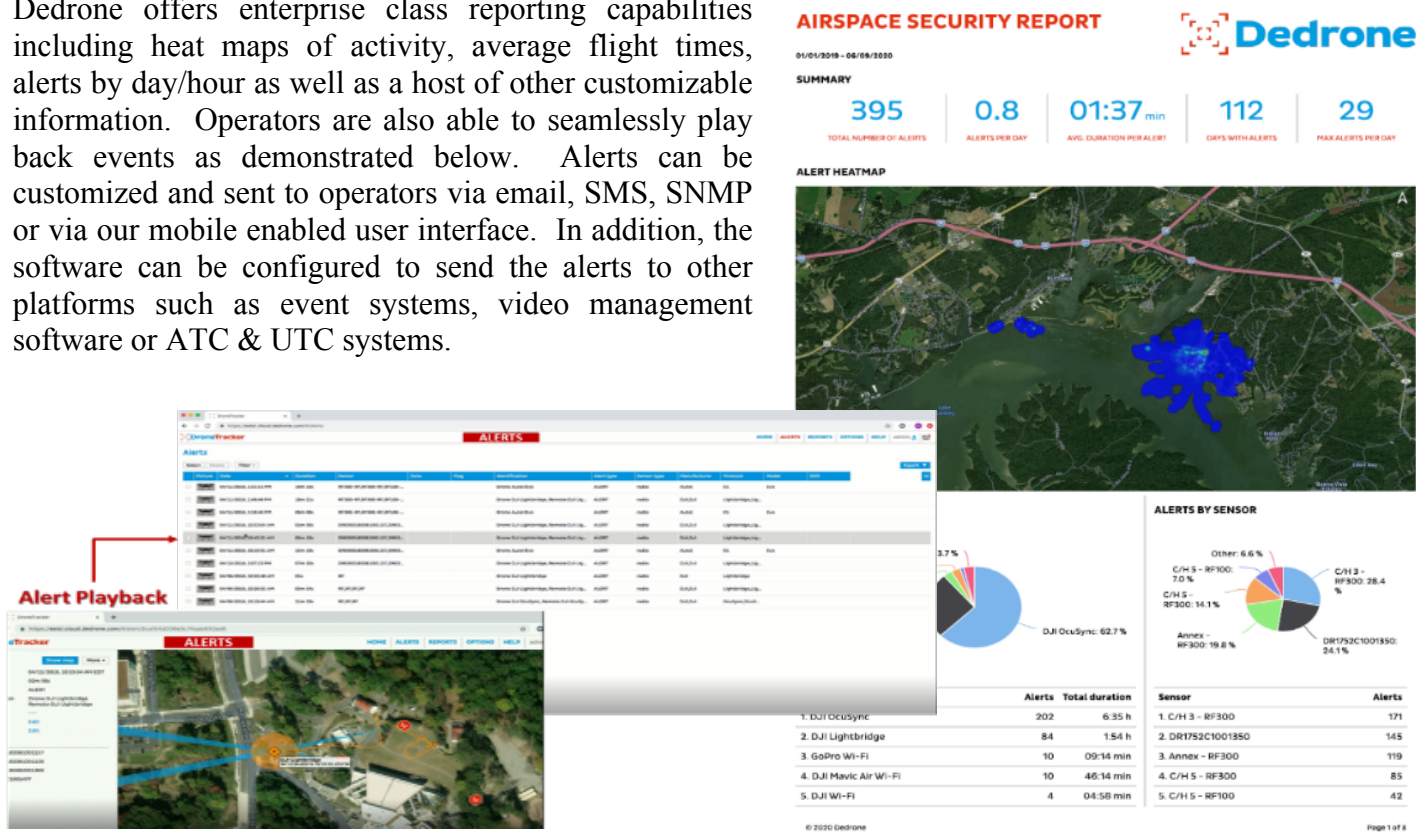
Thank you!

Steven McKinney  
(415) 806-8654



## Appendix : Reporting Overview

Dedrone offers enterprise class reporting capabilities including heat maps of activity, average flight times, alerts by day/hour as well as a host of other customizable information. Operators are also able to seamlessly play back events as demonstrated below. Alerts can be customized and sent to operators via email, SMS, SNMP or via our mobile enabled user interface. In addition, the software can be configured to send the alerts to other platforms such as event systems, video management software or ATC & UTC systems.



## Future Opportunities for Drone detection

### Situational Awareness for complete airspace security

#### Objective:

The ultimate goal of a counter-drone strategy is to provide SMX with actionable intelligence to ensure safe operations of the airport and its runways. This will be achieved with Dedrone radio frequency (RF) technology calculating the exact position of unwanted unmanned aerial vehicles (UAVs) or drones within 3km of SMX facilities.

#### List of Service and Deliverables:

- Detection, classification, and localization of drones from takeoff to landing
- Capability to create customized alerting zones with automated responses (email, SMS, alerting, etc.)
- Historical heat maps to build insights of operator launch points (See Figure 3)
- Weekly and monthly reports presented by dedicated Silverbird account team with insights and

recommendations

- Full Silverbird and Dedrone Support (including onsite training and site surveys)
- Optional configuration via the cloud or on premise
- Implementation plan and recommended Standard Operating Procedures (SOPs and CONOPS)

### **Onsite requirements:**

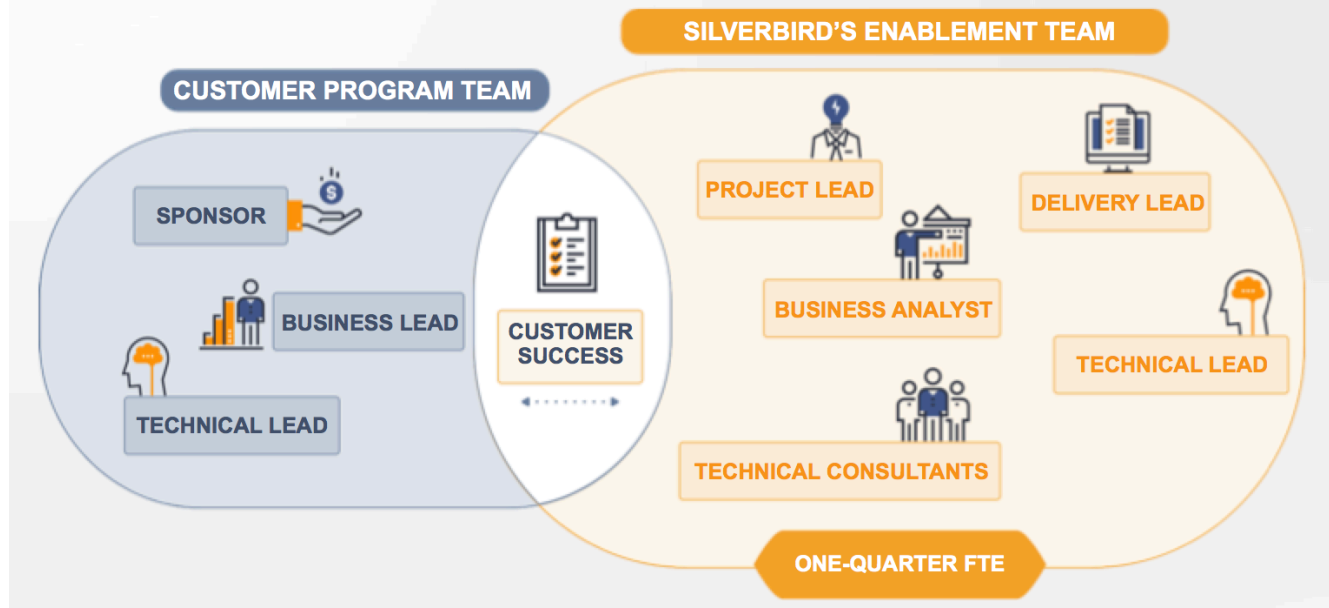
1. Access to install the all-in-one sensors at SMX locations.
2. 100-220VAC is available at locations close to the suggested sensor locations.
3. Suitable fixing infrastructure is available to mount sensors.

### **Silverbird Silver Support & Enablement:**

Type	Description	Monthly Subscription
Customer Success - Silver Package. Term: April 1, 2021- March 31, 2022	<p>Enablement &amp; Support through customer success team based on a quarter-time blended FTE</p> <p>Implementation Enablement</p> <ul style="list-style-type: none"> <li>• Foundational training on product and delivery methodology.</li> <li>• Best practice guidance on solution maintenance, data analysis &amp; reports, and vulnerabilities testing</li> </ul> <p>Production Support</p> <ul style="list-style-type: none"> <li>• Business Hours Monitored Inbox and Support Hotline</li> <li>• 4 hour response time during business hours: 8AM-5PM PT</li> <li>• 8-hour response anytime</li> <li>• Quarterly core product updates.</li> <li>• Quarterly Audit Reports &amp; Data review</li> <li>• 12 Professional Services hours per month to support minor enhancements and custom integrations.</li> </ul>	\$3,250
	<b>Total</b>	<b>\$3,250</b>



## Silver Support & Enablement



**Figure 6,** Silver Enablement Customer Success Team

### Pricing:

All hardware, software, services, and support listed within this proposal, will be provided to SMX.

#### **Option 1A: One Year with evergreen renewal**

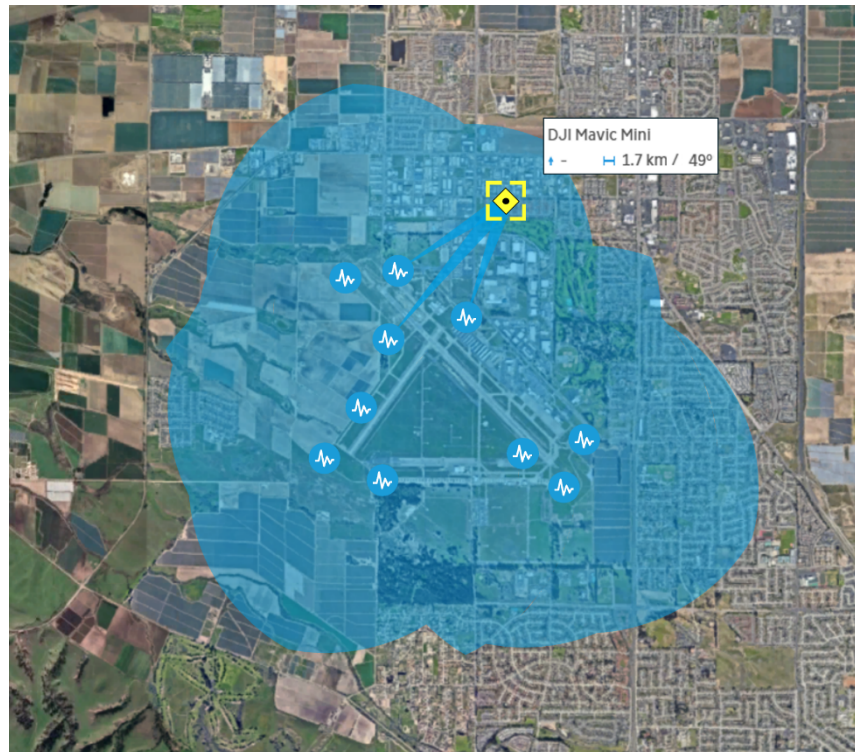
Contract Length	Capability	Monthly Price (USD)	Total Price (USD)
1-Year	Complete airspace security with Situational Awareness	\$12,500	\$150,000
1 Year	Silverbird Silver Support & Enablement	\$3,250	\$39,000
Fixed Fee (one time)	Implementation & Testing	\$25,000	\$25,000
		ANNUAL TOTAL:	\$214,000

#### **Option 1B: Three-Year with DISCOUNT and evergreen renewal**

Contract Length	Capability	Monthly Price (USD)	Total Price (USD)
3-Year	Complete airspace security with Situational Awareness	\$12,500	\$138,000
3 Year	Silverbird Silver Support & Enablement	\$3,000	\$36,000
Fixed Fee (one time)	Implementation & Testing	\$25,000	\$25,000
		ANNUAL TOTAL:	\$199,000

Figure 2

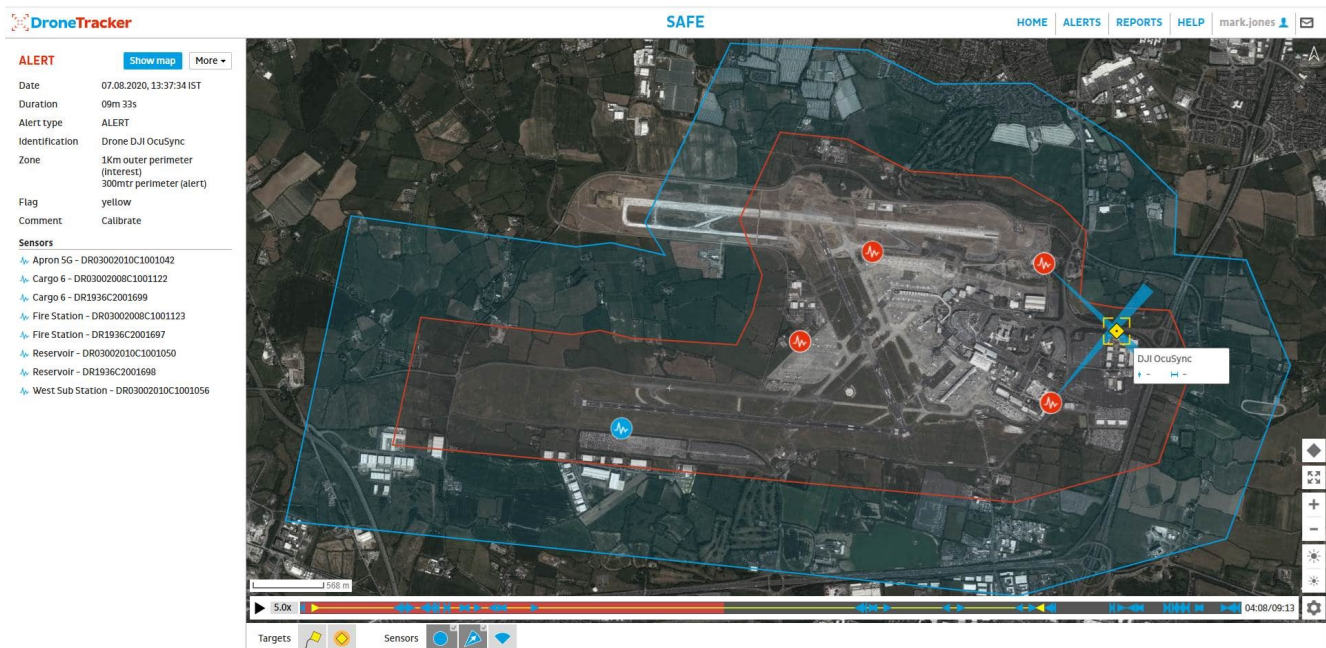
### Expected coverage area:



*All installation locations and coverage distances are indicative and subject to a virtual Site Survey.*

### Example of situational awareness (detected launch site):

Figure 3



As needs evolve the Dedrone DroneTracker platform can seamlessly integrate with other detection sensors including radar, optical, acoustic as well as defeat capabilities. Therefore, SMX can leverage additional capabilities as the threats escalate without needing to consider a forklift upgrade – we can simply add additional technologies like radar and optical tracking to existing site.

### **Future Opportunities for Defeat**

Currently it is illegal to interfere with the flight of a drone for most organizations, Silverbird and Dedrone are aware that there are anticipated changes to legislation with work underway by the several agencies to consider defeat technologies within complex environments such as airports. Today, it is widely accepted that the optimal form of defeat is based on effecting or jamming the communication between the drone and remote control. Silverbird and Dedrone has a mature capability and partners in this market. As legislation changes, Silverbird and Dedrone will be happy to work with SMX to provide defeat capabilities.





# Extending Security Into the Airspace



## Top Drones



Total Number of Alerts

**852**

AVG Alerts per Day

**8.7**

Days with Alerts

**98**

Max Alerts per Day

**19**

## Alerts by Date



Hardware

# RF-160

- Detection & Classification

- Fast, easy and relatively inexpensive way to start discovering drone activity within perimeter of POI
- Range up to 5 km



# RF-360

- Detection, Classification & Localisation
  - Reliably locates and identifies drones and their speed
  - Range up to 5 km



## Deployment at Santa Maria Airport



# Points of Installation

- Sensors Deployed:
  - RF-160 (3) – C,E,I
  - RF-360 (10) – A through J



*\*Points of installation are exemplary and dependent on local restrictions as well as on site RF environment*

# RF-160 Coverage

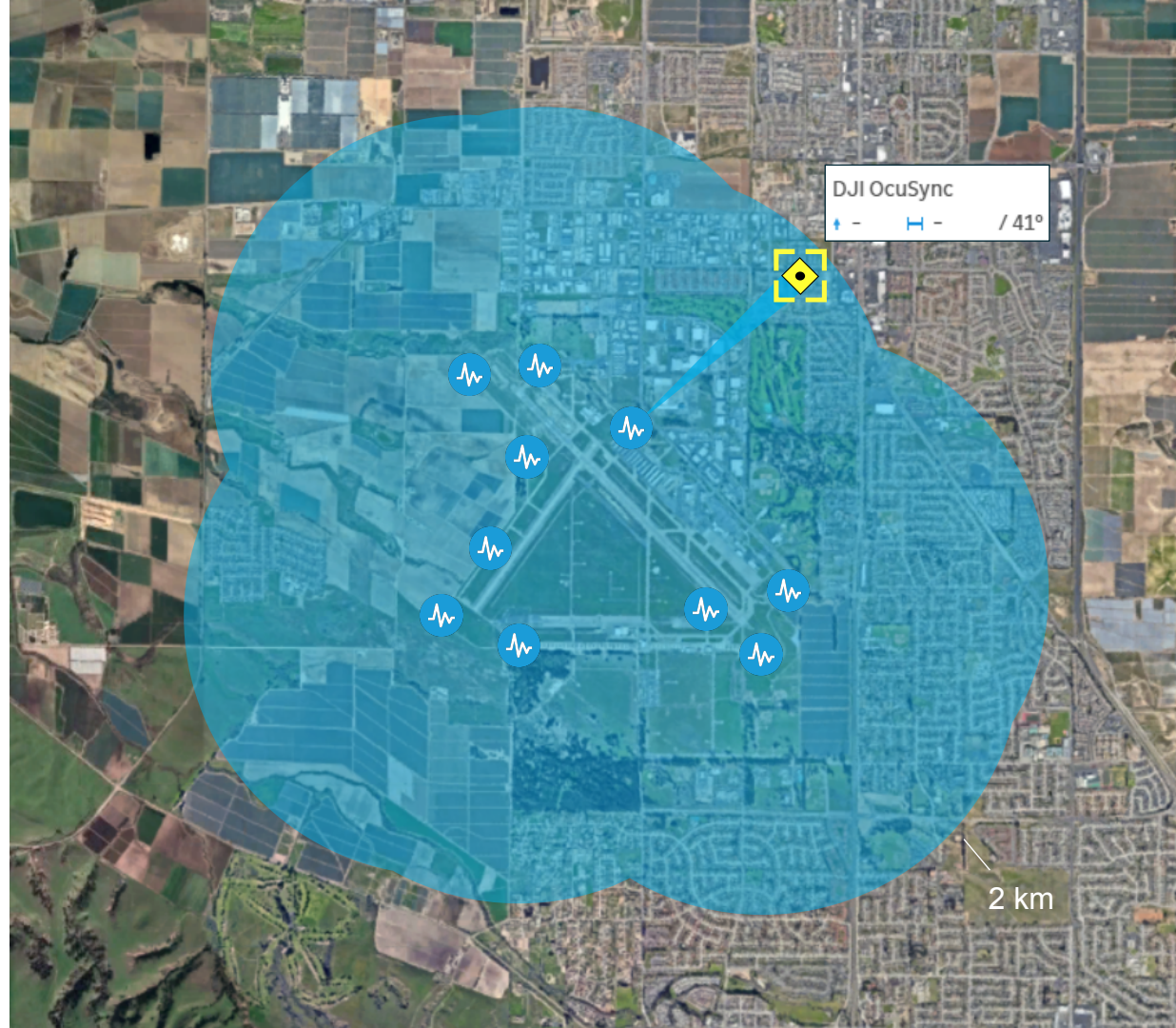
- **Threat Assessment:**
  - Understanding how many drones intrude into the airspace
  - Early detection of drones, even before they take off
  - Classification of drone characteristics and incident logging





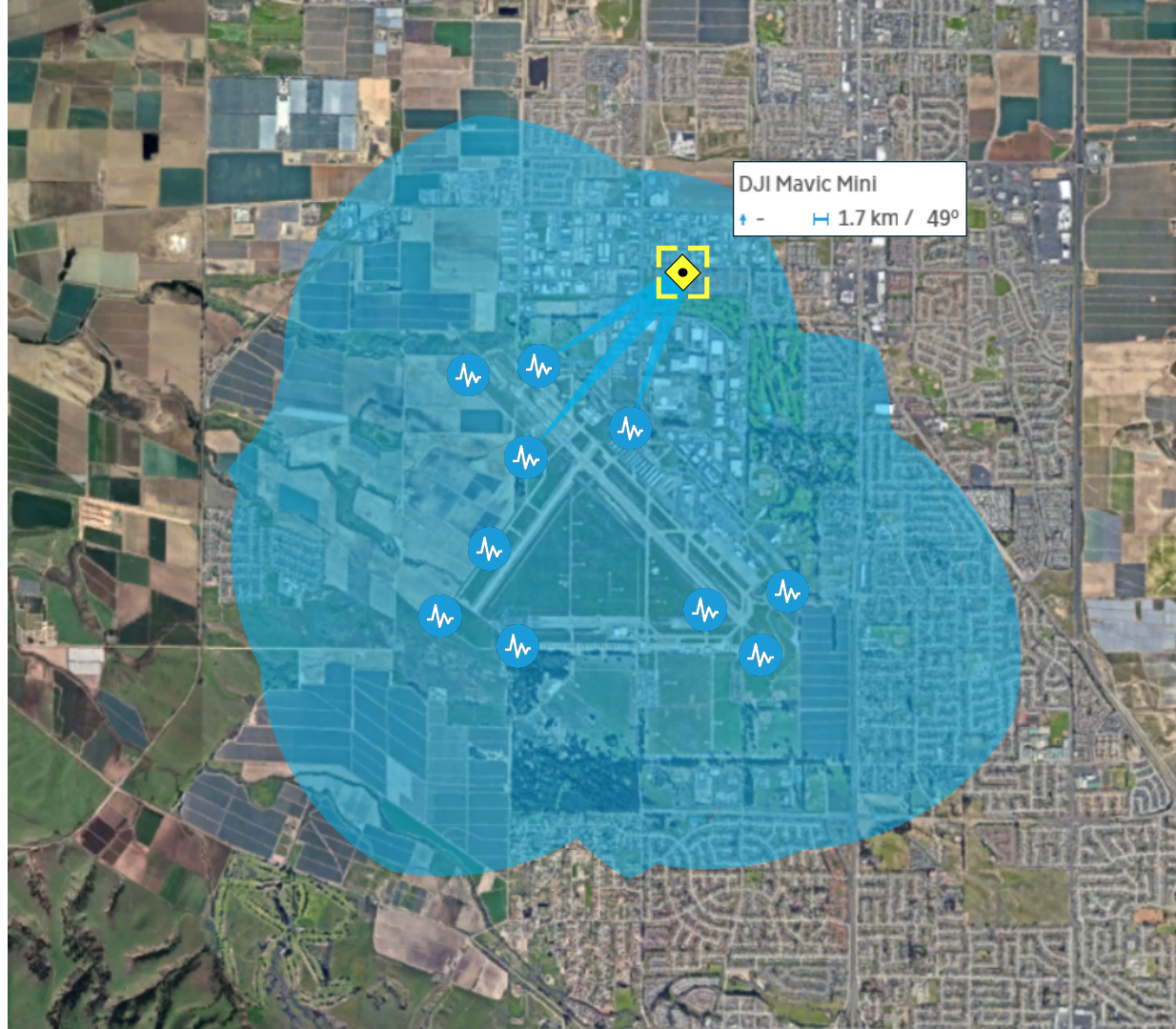
# RF-360 Coverage

- **Situational Awareness:**
  - RF-based localization finds drones and pilots
  - Completely passive
  - Provides information on "hotspots" of drone activity
  - Supplements RF-160 sensor



# RF-360 Localization

- **Situational Awareness:**
  - RF-based localization finds drones and pilots
  - Completely passive
  - Provides information on "hotspots" of drone activity
  - Supplements RF-160 sensor



Thank you.

Steve McKinney, Silverbird Technologies

[steve@silverbirdtech.com](mailto:steve@silverbirdtech.com) - 415-806-8654

Silverbird Technologies (HQ)

375 Palomares Ave  
Ventura, CA 93003 USA

[www.dedrone.com](http://www.dedrone.com)

<p align="center"><b>GENERAL SERVICES ADMINISTRATION PUBLIC BUILDINGS SERVICE</b></p> <p align="center"><b>LEASE AMENDMENT</b></p>	<p>LEASE AMENDMENT No. 1</p>
<p>ADDRESS OF PREMISES SANTA MARIA PUBLIC AIRPORT Terminal Building 3249 TERMINAL DRIVE SANTA MARIA, CA 93455</p>	<p>TO LEASE NO. GS-09P-LCA02983 GSA Bldg. #CA7566ZZ</p> <p>PDN Number:N/A</p>

**THIS AMENDMENT** is made and entered into between SANTA MARIA PUBLIC AIRPORT DISTRICT

whose address is: 3712 Terminal Drive  
Santa Maria, CA 93455

hereinafter called the Lessor, and the **UNITED STATES OF AMERICA**, hereinafter called the Government:

**WHEREAS**, the parties hereto desire to amend the above Lease to provide for additional cleaning and disinfection requirements through September 30, 2021.

NOW THEREFORE, these parties for good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, covenant and agree that the said Lease is amended, effective MARCH 22, 2021 as follows:

A. Add the following paragraphs to the lease:

This Lease Amendment contains 2 pages.

All other terms and conditions of the lease shall remain in force and effect.  
IN WITNESS WHEREOF, the parties subscribed their names as of the below date.

**FOR THE LESSOR:**

\_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Entity: \_\_\_\_\_  
Date: \_\_\_\_\_

**FOR THE GOVERNMENT:**

\_\_\_\_\_  
Name: Maria Dent  
Title: Lease Contracting Officer  
General Services Administration, Public Buildings Service  
Date: \_\_\_\_\_

**WITNESSED FOR THE LESSOR BY:**

\_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_



**ROUTINE CLEANING AND DISINFECTING OF THE PREMISES (JUNE 2020)**

Cleaning and Disinfecting requirements for The Premises. Effective MARCH 22, 2021, the Lessor shall wipe down daily all solid, high contact surfaces in Building common areas (defined here as those areas used or accessed by the Government's employees and visitors), and within the leased Space, using a disinfectant from the EPA-registered list of products identified as effective against Novel Coronavirus SARS-CoV-2 (<https://www.epa.gov/pesticide-registration/list-n-disinfectants-use-against-sars-cov-2>), or other products containing the same active ingredient(s) at the same or greater concentration than those on the list. Cleaning staff shall use products in accordance with directions provided by the manufacturer. Cleaning staff shall wear disposable gloves (e.g., latex, nitrile, etc.), facemasks, and any additional personal protective equipment (PPE) as recommended by the cleaning and disinfectant product manufacturers. Disinfection application and products should be chosen so as to not damage interior finishes or furnishings.

Examples of solid, high contact surfaces in Building common and high traffic areas include, but are not limited to, handrails, door knobs, key card scan pads, light switches, countertops, table tops, water faucets and handles, elevator buttons, sinks, toilets and control handles, restroom stall handles, toilet paper and other paper dispensers, door handles and push plates, water cooler and drinking fountain controls. It does not include agency owned equipment such as desks, telephones, computers, keyboards, docking stations, computer power supplies, and computer mouse, personal fans and heaters, desk lighting, etc. Disinfected surfaces should be allowed to air dry.

- B. GSA shall pay an increase in rent of \$0.00 per year for the new routine cleaning and disinfecting requirements in accordance with this Lease Amendment, in addition to the annual rent. This rental increase, to be paid monthly, in arrears, is not considered part of the base cost of services and is not subject to future adjustment. The Government reserves the right to issue immediate notice to unilaterally cancel this routine cleaning and disinfecting at any time during the lease term and, in such a case, shall receive a rental reduction in the amount set forth in this subparagraph.
- C. The routine cleaning and disinfecting specified in this paragraph shall not extend beyond Lease expiration (unless in holdover status) or September 30, 2021, whichever is earlier. At which time, if the Government is still paying rent, the Government shall receive a rental reduction in the amount set forth in the previous paragraph.

LESSOR: \_\_\_\_\_ GOVERNMENT: \_\_\_\_\_

Lease Amendment Form  
REV (12/12)



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**PUBLIC AIRPORT DISTRICT**

April 8, 2021

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

**Subject:** Authorization for up to four individuals to attend the AAAE annual conference held in Las Vegas, NV July 11-13, 2021.

**Summary**

The AAAE annual conference provides the most industry education under one roof with complete, up-to-date information on rules and regulations. Attendees will be provided session recordings and firsthand solutions that will save money and keep travelers happy.

**Budget**

		Attendees	Days	Rate	Total
Fees:	Registration	4		\$765.00	\$3,060.00
	Flight	4		\$260.00	\$1,040.00
	Lodging	4		\$670.00	\$2,680.00
	Transportation				\$60.00
	Meals	4		\$360.00	\$1,440.00
	<b>Total:</b>				\$8,280.00

**Overall Impact:**

Approved 2020-2021 Budget for Business Travel	\$66,370.00
Previously Approved Business Travel	3,519.00
Current Balance for Business Travel	\$62,851.00
Amount of this Request	\$8,280.00
Balance Remaining if Approved	\$54,571.00

**Recommendation**

Staff recommends the board authorize this travel in an attempt to provide industry education.

Sincerely,

Chris Hastert, CM  
General Manager





TELEPHONE (805)922-1726

FAX (805)922-0677

www.SantaMariaAirport.com

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**PUBLIC AIRPORT DISTRICT**

April 8, 2021

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

**Subject:** Authorization for up to three individuals to attend the SWAAAE Summer conference held in Reno, NV August 8-11, 2021.

**Summary**

The SWAAAE Summer conference provides the most up to date industry guidelines with participation from many and varied airports. FAA participation provides a unique opportunity to interface with the FAA Western Pacific Region regarding AIP funding and all other FAA regulations.

**Budget**

		Attendees	Days	Rate	Total
Fees:	Registration	3		\$450.00	\$1,350.00
	Flight	3		\$477.00	\$1,431.00
	Lodging	3	3	\$120.00	\$1,080.00
	Transportation				\$60.00
	Meals	3	3	\$180.00	\$1,620.00
	<b>Total:</b>				\$5,541.00

**Overall Impact:**

Approved 2020-2021 Budget for Business Travel	\$66,370.00
Previously Approved Business Travel	\$11,799.00
Current Balance for Business Travel	\$54,571.00
Amount of this Request	\$5,541.00
Balance Remaining if Approved	\$49,030.00

**Recommendation**

Staff recommends the board authorize this travel to interface with other airports and FAA representatives.

Sincerely,

Chris Hastert, CM  
General Manager