



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

**Thursday
May 28, 2020**

**Virtual Meeting
Zoom Meeting:
Meeting ID: [844 8881 5418](#)
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: Adams, Brown, Rafferty, Engel, Baskett

- 1. MINUTES OF THE REGULAR MEETING HELD MAY 14, 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**

4. MANAGER OF FINANCE & ADMINISTRATION REPORT

- a) Demand Register
- b) Budget to Actual
- c) Financial Statements

5. DISTRICT COUNSEL’S REPORT. (Joshua George and Natalie Frye Laacke)

- 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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- 7. AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE A REVOCABLE PERMIT BETWEEN THE DISTRICT AND CENTRAL COAST TECHNOLOGY, INC., DBA: CLOUD NINE AERIAL ADVERTISING FOR BANNER TOWING.**
- 8. AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE NINTH AMENDMENT BETWEEN THE DISTRICT AND SANTA MARIA VALLEY CHAMBER OF COMMERCE AND VISITOR AND CONVENTION BUREAU.**
- 9. ADOPTION OF RESOLUTION 887. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT ADOPTING THE RATES AND CHARGES FOR FISCAL YEAR 2020-2021.**
- 10. ADOPTION OF RESOLUTION 888. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVING SALARIES AND SALARY ADJUSTMENTS FOR NON-MANAGEMENT EMPLOYEES FOR FISCAL YEAR 2020-2021.**
- 11. ADOPTION OF RESOLUTION 889. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVING SALARIES AND SALARY ADJUSTMENTS FOR MANAGEMENT EMPLOYEES FOR FISCAL YEAR 2020-2021.**
- 12. ADOPTION OF RESOLUTION 890. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT ADOPTING THE APPROPRIATIONS SUBJECT TO LIMITATION FOR FISCAL YEAR 2020-2021 UNDER CALIFORNIA CONSTITUTION ARTICLE XIII B (AS AMENDED) AND IMPLEMENTING STATUTES.**

13. **ADOPTION OF RESOLUTION 891. A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT ADOPTING AN ELECTRONIC SIGNATURE USE POLICY.**
14. **DIRECTORS' COMMENTS.**
15. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD
MEETING OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT HELD MAY 14, 2020

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

1. MINUTES OF THE REGULAR MEETING HELD April 23, 2020. Director Rafferty made a Motion to approve the minutes of the regular meeting held April 23, 2020. Director Brown Seconded and it was carried by the following roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "Yes".
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 is scheduled.
 - d) CITY & COUNTY LIAISON – No meeting is scheduled.
 - e) STATE & FEDERAL LIAISON – No meeting scheduled.
 - f) VANDENBERG LIAISON – No meeting scheduled.
 - g) BUSINESS PARK COMMITTEE (Ad Hoc) – The committee met and discussed future development plans.
3. GENERAL MANAGER'S REPORT. Mr. Hastert updated the board on the status of the AirFest, tree trimming and our grazing land. He reported on the status of our commercial flights with Allegiant and commended Service Star for their cleaning in the terminal and admin buildings.
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 067844 through 067894 in the amount of \$363,685.78 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 the following roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "Yes".
 - b) Quarterly Investment Report. Received and filed.
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 a Revocable Permit Agreement between the District and SkyDive Santa Barbara, LLC. Director Baskett made a Motion to approve. Director Rafferty Seconded and it was carried by the following roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted “Yes”.
8. Authorization for the President and Secretary to execute the Third Amendment of Building Space Lease between the District and Art-Craft Paint, Inc. Director Baskett made a Motion to approve. Director Rafferty Seconded and it was carried by the following roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted “Yes”.
9. Authorization for the President and General Manager to execute Change Order 1 for the Roof Repair of the Terminal Building Observation Roof Deck. This item has been removed from the agenda.
10. Authorization for the President and General Manager to execute Change Order 1 for the Roof Replacement of the Administration District Office and Fire Station. This item has been removed from the agenda.
11. Authorization for the President and Secretary to execute the Fifth Amendment of Service Agreement between the District and Richard N. McKenzie, DBA Architect’s Consulting Service for Design and Construction Administration for Roof Repair at the Santa Maria Public Airport District. Director Rafferty made a Motion to approve. Director Baskett Seconded and it was carried by the following roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted “Yes”.
12. Discussion and direction to staff regarding Raul Michel’s Grazing Lease. Discussion was held and direction was given to staff.
13. DIRECTORS’ COMMENTS: Director Baskett is happy to see Art-Craft is doing well. He asked for an update on Customs and would like to see us become energy independent. He would like to see an RFI go out in the near future to achieve this goal.

Director Engel asked for an update on the parking lot clean up. He inquired about using the funds from the CARES act to resurface the pavement. Mr. Hastert explained that the Cares Act grant we will be awarded is for operational costs, to use it for capital projects

would've had additional requirements, however that does free up the funds we would've normally used on operations for capital projects at the direction of the Board.

Director Rafferty asked if we could add an electronic signature policy to the next agenda.

Director Brown stated that he would like to make sure we are not making any deposits for the airshow until we know the status the annual show.

Director Adams had no comment.

14. ADJOURNMENT. President Adams asked for a Motion to adjourn to a Regular Meeting to be held on May 28, 2020 at 7:00 p.m. via a virtual meeting. Director Rafferty made that Motion, Director Baskett Seconded and it was carried by the following roll call vote. Directors Adams, Brown, Rafferty, Engel 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 7:27 p.m. on May 14, 2020.

Chuck Adams, President

Hugh Rafferty, Secretary

Monthly Activity Report

April



AGENDA ITEM

3a

5/28/2020

Aviation Building Information

	Inventory	Occupied	Available	Occupancy Rate
T Hangars	140	136	4	97%
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	8
Corporate/Corporate T-Hangar	15

Monthly Activity

	Apr-19	Mar-20	Apr-20	%Change
Operations	3,006	2,092	2,275	-24%
Noise/Nuisance Complaints	0	0	0	
Jet\100LL Fuel (Gallons)	47,755	64,384	0	-100%

Enplanments

	Apr-19	Mar-20	Apr-20	%Change
Allegiant	1,559	687	0	-100%
Central Coast Shuttle	944	309	0	-100%

Airline Load Factor

	# of Flights	Load Factor Actual flights	Load Factor SCHED flights
Allegiant	0	#DIV/0!	0%

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	

2019-2020

**DEMAND REGISTER
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 067895 to 067932, and electronic payments on Pacific Premier Bank and in the total amount of \$398,947.31.

CHRIS HASTERT
GENERAL MANAGER

DATE

The undersigned certifies that the attached register of audited demands of the Santa Maria Public Airport District for each demand, numbers 067895 to 067932, and electronic payments on Pacific Premier Bank in the total amount of \$398,947.31 has been approved as being in conformity with the budget approved by the Santa Maria Public Airport District and funds are available for their payment.

VERONEKA READE
MANAGER OF FINANCE & ADMINISTRATION

DATE

THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVED PAYMENT OF THE ATTACHED WARRANTS AT THE MEETING OF MAY 28, 2020.

HUGH RAFFERTY
SECRETARY

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
* 067895	5/14/2020	Employment Development Dept	5,447.00	UI Benefit Charge
* 067896	5/14/2020	Limotta Internet Technologies	4,222.50	Computer Support Services
067897	5/22/2020	ADB SAFEGATE Americas LLC	4,034.17	Lighting & Nav Aid Maint.
067898	5/22/2020	Advantage Answering Plus	272.22	Answering Service
067899	5/22/2020	Aflac	374.70	Voluntary Ins. - Employee
067900	5/22/2020	AT&T	81.01	Phone Service
067901	5/22/2020	Bomar Security & Investigation	930.00	Security Service
067902	5/22/2020	Brayton's Power Wash & Sweep	500.00	Street Sweeping
067903	5/22/2020	City of Santa Maria	387.60	Water Invoice
067904	5/22/2020	City of Santa Maria	261,833.03	Quarterly ARFF Services & Equipment
067905	5/22/2020	City of Santa Maria-Util Div	3,553.82	Water Invoices
067906	5/22/2020	Clark Pest Control	1,835.00	Pest Control - Terminal & Adm.
067907	5/22/2020	De Lage Landen	102.18	Lease/Maint. - Copier
067908	5/22/2020	Fence Factory	174.09	Fencing & Gates
067909	5/22/2020	Frontier Communications	184.15	Telephone Service
067910	5/22/2020	Home Depot	66.84	Building Maintenance
067911	5/22/2020	J B Dewar, Inc	91.39	Fuel Expense - Gas/Diesel
067912	5/22/2020	J.D. Humann Landscape Contr.	4,955.00	Landscape Maintenance
067913	5/22/2020	J.F. Will Company, Inc.	35,728.00	Land Improvement
067914	5/22/2020	Keylock Security Specialists	448.00	Maint.- Access Control System
067915	5/22/2020	Lowe's	79.54	Building Maint. - Terminal
067916	5/22/2020	LSC Communications	30.86	Publications
067917	5/22/2020	Mission Uniform Service	289.00	Uniform Service
067918	5/22/2020	Mr. Backflow	725.00	Maint. - Backflow Valve
067919	5/22/2020	Napa Auto Parts	98.94	Auto parts
067920	5/22/2020	Pacific Telemanagement Services	227.92	Pay Phone Service
067921	5/22/2020	Principal Financial Group	2,618.74	Dental, Life, Disability, Visi
067922	5/22/2020	Quinn Company	552.07	Equipment Rental
067923	5/22/2020	Veroneka Reade	520.59	Employee Paid Medical Reimbursement
067924	5/22/2020	Sage Institute Inc.	5,800.00	Consulting Service
067925	5/22/2020	San Luis Powerhouse	2,115.00	Generator Maintenance
067926	5/22/2020	Service Star	10,951.42	Janitorial Service
067927	5/22/2020	S Lombardi & Assoc., Inc.	3,500.00	Airport Advertising
067928	5/22/2020	Santa Maria Valley Crop Service	3,327.75	Weed/Vector Control
067929	5/22/2020	Smith's Alarms & Electronics Inc.	630.00	Fire Alarm Service
067930	5/22/2020	State Water Resources Control Board	1,400.00	Water Rights Permit
067931	5/22/2020	Tri-Counties Plant Service	275.00	Interior Plants Maint.
067932	5/22/2020	WageWorks	100.00	Cafeteria Plan - Admin. Fee
Subtotal			358,462.53	
Electronic Payments				
	5/12/2020	CalPERS	5,095.63	Retirement
	5/14/2020	Paychex	25,457.32	Payroll
	5/15/2020	Paychex	5,260.07	Payroll Taxes
	5/15/2020	Mass Mutual	4,042.60	Employee Paid Retirement
	5/22/2020	Pacific Gas & Electric Company	21.13	Terminal/Admin./Main Hangar
	5/22/2020	Pacific Gas & Electric Company	24.64	Terminal/Admin./Main Hangar
	5/22/2020	Pacific Gas & Electric Company	202.16	Terminal/Admin./Main Hangar

5/22/2020 Pacific Gas & Electric Company	381.23	Terminal/Admin./Main Hangar
Subtotal	40,484.78	
Total	398,947.31	

Santa Maria Public Airport District

Budget Report

YTD Revenues March 31, 2020

Account Number	Account Description	Actual	Budgeted	Over/(Under) Budget
61100-052	Landing Fees - Ameriflight	2,802	6,932	(4,130)
61100-053	Landing Fees - U.S. Forest Service	6,239	18,750	(12,511)
61100-054	Landing Fees - Federal Express - WestAir	5,619	5,180	438
61100-055	Landing Fees - Allegiant Air	18,047	17,368	679
61100-063	Landing Fees - United Express (WS)	47		47
61110-052	Tiedowns - Ameriflight	1,776	999	777
61110-054	Tiedowns - Federal Express - WestAir in	2,952	2,952	-
61110-059	FBO Tiedowns	147		147
61130-093	Comm Veh Access - Federal Express	8,514	8,514	-
61130-094	Comm Veh Access - UPS	3,213	3,213	-
61140-152	Fuel Flowage Fees - Self Serve	1,289	1,351	(63)
61140-154	Fuel Flowage Fees - CC Jet Center, LLC	48,765	45,853	2,913
62210-005	T-Hangar 3005 Airpark	33,075	33,075	-
62210-009	T-Hangar 3009 Airpark	20,534	21,330	(797)
62210-011	T-Hangar 3011 Airpark	20,520	18,468	2,052
62210-019	T-Hangar 3019 Airpark	19,994	20,520	(526)
62210-023	T-Hangar 3023 Airpark	21,274	21,330	(56)
62210-027	T-Hangar 3027 Airpark	21,060	21,060	-
62210-031	T-Hangar 3031 Airpark	19,890	21,060	(1,170)
62210-039	T-Hangar 3039 Airpark	30,550	30,645	(95)
62210-103	T-Hangar 3103 Airpark	32,860	34,128	(1,268)
62210-107	T-Hangar 3107 Airpark	24,947	24,948	(1)
62210-109	T-Hangar 3109 Airpark	19,322	19,350	(28)
62210-111	T-Hangar 3111 Airpark	17,820	17,820	-
62220-035	Corporate T-Hangar 3035 Airpark	30,465	30,465	0
62230-005	T-Hangar Storage 3005 Airpark	4,500	4,500	-
62230-009	T-Hangar Storage 3009 Airpark	1,512	1,512	-
62230-011	T-Hangar Storage 3011 Airpark	1,584	1,584	-
62230-019	T-Hangar Storage 3019 Airpark	789	792	(3)
62230-023	T-Hangar Storage 3023 Airpark	756	756	-
62230-027	T-Hangar Storage 3027 Airpark	1,476	1,584	(108)
62230-031	T-Hangar Storage 3031 Airpark	1,476	1,476	-
62230-035	T-Hangar Storage 3035 Airpark	1,521	1,521	-
62230-039	T-Hangar Storage 3039 Airpark	4,500	4,500	-
62230-107	T-Hangar Storage 3107 Airpark	1,323	1,323	-
62230-109	T-Hangar Storage 3109 Airpark	648	648	-
62230-111	T-Hangar Storage 3111 Airpark	1,476	1,476	-
62240-001	Corporate Hangars 3001 Airpark	33,481	34,146	(665)
62240-029	Corporate Hangars 3029 Airpark	37,620	37,620	-
62240-105	Corporate Hangars 3105 Airpark	45,405	45,405	-
62240-118	Corporate Hangar 3043 Airpark	43,596	43,596	-
63310-100	Owner Build Hangar - Land (Sm)	5,445	5,445	-
63310-101	Owner Build Hangars - Land (Lg)	9,396	9,396	-
64410-177	Main Hangar - Artcraft Paints	36,661	36,664	(3)
64410-178	Main Hangar - Tricor Calif	1,710	1,710	-
64410-180	Main Hangar - J. Bourdony Photography	2,691	2,690	1

Santa Maria Public Airport District

Budget Report

YTD Revenues March 31, 2020

64410-183	Main Hangar - S B Cellular	20,932	20,983	(51)
64410-184	Main Hangar - Pleinaire	10,278	10,278	(0)
64410-185	Main Hangar - Art-Craft Suites 119-128	35,930	35,937	(6)
64420-115	Corporate Hangar FBO 3115 Airpark	17,203	17,543	(340)
64420-117	Corporate Hangar FBO 3117 Liberator	27,351	27,351	-
64420-119	Corporate Hangar FBO 3119 Liberator	6,453	6,452	1
64420-121	Corporate Hangar FBO 3121 Liberator	6,174	6,174	(0)
64420-125	Corporate Hangar FBO 3125 Liberator (P)	40,385	40,373	12
64420-409	Corporate Hangar FBO 3409 Corsair	50,382	50,382	-
64420-410	U.S. Forest - Land Use Revenue	8,292	30,000	(21,708)
64420-438	Corporate Hangar FBO - CALSTAR	9,225	9,225	-
64420-439	Corporate Hangar FBO CC Jet Center	38,331	38,331	-
64420-440	Corporate Hangar FBO 3950 Mitchell	15,336	15,334	2
64420-442	Corporate Hangar FBO 3944 Mitchell	13,689	13,689	0
64420-443	Corporate Hangar FBO 3940 Mitchell	29,457	29,457	(0)
64420-444	Corporate Hangar FBO Arctic Air	33,444	33,444	-
64420-445	CC Jet Center Self Serve	1,718	1,575	143
64420-447	Rotocraft Leasing - Parking Lot	10,260	10,260	0
64420-448	MOF 3015/3025 Airpark Drive	1,962	1,881	81
64420-449	FBO CC Jet Center-Los Padres Disp	2,943	2,939	4
64420-450	CCJC (GA Terminal)	6,998	8,622	(1,624)
64459-203	Utility Reimbursement - Main Hangar	25,641	23,223	2,418
65000-100	Vehicle Access Fee - Uber	7,493		7,493
65000-200	Vehicle Access Fee - LYFT	1,300		1,300
65510-251	Terminal - TSA Lease	70,275	70,275	-
65510-252	Terminal - Restaurant	26,779	28,372	(1,594)
65510-255	Terminal - Allegiant Air, Inc.	1,656	1,656	-
65510-256	Terminal -Central Coast Shuttle	19,242	19,246	(4)
65510-257	PFC Revenue	73,262	80,239	(6,977)
65510-262	ARINC	1,395	1,386	9
65520-265	Terminal Concessions - Avis	72,568	79,407	(6,839)
65520-266	Terminal Concessions - Budget	12,902	22,571	(9,669)
65520-267	Terminal Concessions - Hertz	49,223	53,979	(4,756)
65520-274	Terminal Vending Machines	1,047	1,170	(123)
65530-217	Other Building - Administrative Board Room	450	840	(390)
65530-307	Other Building - Avis Service Center	8,712	8,716	(4)
65559-249	Utility Reimbursements - Terminal	1,751	2,827	(1,076)
65559-336	TSA - LEO Reimbursement	9,660	8,220	1,440
66120-080	Vehicle Training Area/Special Events	6,050		6,050
66120-083	Santa Maria Karting	5,150	4,950	200
66610-361	Farm Land - Castellanos	103,425	101,777	1,648
66610-362	Grazing Land - R. Michel	1,636	1,611	25
66610-363	Grazing Land - Mc Gray & Jokela	720		720
66610-364	Master Lease - Mahoney Brothers - CJJ	24,764	30,460	(5,695)
66610-365	Farm Land - Gresser	403,568	404,168	(599)
66610-366	Grazing Land - Verlade	2,417	2,417	-
66620-201	Airport Business Park	104,400	104,400	-
66620-320	Pioneer Park	1,450	1,450	-
66620-455	Commercial Land - Hotel	126,690	131,198	(4,508)

Santa Maria Public Airport District

Budget Report

YTD Revenues March 31, 2020

66620-500	Verizon Land Lease	18,000		18,000
66630-381	Village Mobile Home Park	351,226	338,465	12,761
67910-900	Misc. Income Operations	150		150
67910-910	Misc Income - Plans & Specs	6		6
67910-921	Misc Income - Late Charges	699		699
67910-924	Misc Income - Copy Charges/Postage/Keys	91		91
67910-951	Misc Income - Airport Access Card	3,880	10,859	(6,979)
68100-001	Air Show Revenues	96,050	372,375	(276,325)
68100-002	Airfest Ticket Sales	130,436		130,436
68100-003	Airfest Vendor Revenue	4,145		4,145
69010-951	Interest Income	145,463	146,693	(1,230)
69110-935	AIP 35 Rehabilitate Apron			-
69110-936	AIP 36 Reimbursement	928,769	2,587,088	(1,658,319)
69310-965	Tax Revenues	1,000,441	1,285,425	(284,985)
69510-980	Ordinary Dividends - Principal Financial Group	231		231
	Total Revenue	<u>4,879,239</u>	<u>6,999,348</u>	<u>(2,120,109)</u>

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2020

Account Number	Account Description	Actual Expenses	Budgeted Expenses	Over/(Under) Budget)
71110-100	Electricity - Landing Area	24,081	14,467	9,614
71110-455	Electricity - Hotel Ramp	994	892	102
71120-150	ARFF Services	376,890	565,335	(188,445)
71220-100	Signs	1,175	1,200	(25)
71310-100	Lighting & Nav Aid Maintenance	14,946	8,344	6,602
71323-100	Runway Generator Maintenance	1,153	2,970	(1,817)
71330-100	Pavement - Runways & Taxiways	369	6,150	(5,781)
71331-100	Pavement - Ramps & Tiedowns	65	8,138	(8,072)
71345-100	Weed/Wildlife Abatement	32,252	35,152	(2,900)
71350-100	Fencing & Gates	134	3,225	(3,091)
72100-200	Electricity - Hangars	201		201
72110-200	Electricity - Hangars	16,690	15,891	800
72130-200	Water/Sewer - Hangar	1,638	2,857	(1,219)
72150-200	Emergency Phones - Hangars	1,640	1,230	410
72260-200	Landscaping Hangar Area	4,820	5,186	(366)
72290-200	Miscellaneous Hangar Supplies		1,050	(1,050)
72300-200	Building Maintenance - Hangar Area	5,354	14,175	(8,821)
72310-200	Lighting Maintenance - Hangars	2,024	5,250	(3,226)
72311-200	Janitorial Sv Hangar Area	10,395	10,551	(156)
72328-200	Fire Extinguisher Service - Hangar		1,125	(1,125)
72331-200	Pavement - Ramp - Hangars		8,438	(8,438)
72350-200	Fencing & Gates	1,170	2,288	(1,118)
72445-200	Fire Alarm Service - Hangars	3,413	2,445	968
72480-200	Waste Oil Removal - Hangars	1,109	1,312	(203)
73700-721	Owner Build - Water/Sewer	529	658	(129)
73700-722	Owner Build - Electricity	140	162	(21)
73700-723	Owner Build - Restroom Janitorial	1,890	1,918	(28)
73700-724	Owner Build - Maintenance		750	(750)
74110-203	Electricity - Main Hangar	26,236	25,218	1,018
74110-204	Utilities - 3940 Mitchell Rd.	187	209	(22)
74120-203	Gas- Main Hangar	1,269	1,003	266
74130-125	Water/Refuse - Paint Hangar	2,877	3,638	(762)
74130-203	Water/Refuse - Main Hangar	3,239	4,754	(1,515)
74150-125	Emergency Phone Lines - Paint Hangar	1,617	1,595	23
74150-203	Emergency Phone Lines - Main Hangar	603	445	159
74260-400	Landscaping - FBO	2,347	836	1,511
74300-400	Building Maintenance - FBO Hangar Area	3,189	9,938	(6,749)
74311-203	Janitorial Sv Main Hangar & FBOs	1,890	1,918	(28)
74311-218	Customs - Water/Refuse/Sewer	1,010	2,346	(1,336)
74315-400	Fire Sprinkler Maintenance		1,875	(1,875)
74331-400	Pavement - Ramps & Tiedowns	114	1,500	(1,386)
74340-400	Drainage Maintenance	91	1,125	(1,034)
74350-400	Fencing & Gates	10,656	17,100	(6,444)
74445-125	Fire Alarm Service - Paint Hangar	810	315	495
74445-203	Fire Alarm Service - Main Hangar	810	315	495

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2020

75110-249	Electricity - Terminal	65,773	77,291	(11,518)
75120-249	Gas - Terminal	3,823	2,348	1,475
75130-249	Water/Refuse/Sewer - Terminal	9,604	15,378	(5,774)
75150-249	Emergency Phone Lines - Terminal	5,863	4,961	902
75150-250	Pay Phone Service - Terminal	2,051	2,051	0
75150-300	Audio & Video Monthly Charges	2,457	2,570	(114)
75220-250	Signs	783	1,500	(717)
75255-250	Janitorial Sv Terminal Area	71,784	69,207	2,577
75260-250	Landscaping - Terminal	21,155	22,760	(1,605)
75300-249	Building Maint. - Terminal	19,456	26,775	(7,319)
75300-339	Building Maintenance - Fire Station	2,930	4,298	(1,367)
75310-240	Lighting Maintenance - Terminal Area Streets	414	750	(336)
75310-249	Lighting Maintenance - Terminal	1,133	3,000	(1,867)
75310-339	Lighting Maintenance - Fire Station		75	(75)
75323-249	Emergency Generator Maintenance - Terminal	1,070	1,500	(430)
75323-339	Emergency Generator Maintenance - Fire Station	973	1,125	(152)
75333-250	Pavement - Roads - Terminal Area	10,192	7,500	2,692
75350-250	Fencing & Gates - Terminal	428	1,500	(1,072)
75465-249	Automatic Door Maintenance Service - Terminal	1,092	4,500	(3,408)
75475-249	Interior Plant Service - Terminal	2,475	2,475	0
75700-740	Sig Items - Terminal Accessories	3,392	10,020	(6,628)
75700-761	Sig Item - Crash Rescue Tool Roll for C-6		8,813	(8,813)
76110-300	Electric - Street Lights	1,496	1,512	(16)
76110-310	Electric - Retention Dam Pumps	1,896	2,883	(986)
76140-300	Recycled Water		1,688	(1,688)
76220-250	Signs		750	(750)
76260-300	Landscaping - Revenue Generating Land	6,937	7,464	(526)
76290-300	South Well Repairs		375	(375)
76310-300	Street Light Maintenance		375	(375)
76340-300	Drainage Maintenance	2,377	4,500	(2,123)
76345-300	North Well Repairs		1,125	(1,125)
76350-300	Fencing & Gates		1,875	(1,875)
76360-300	Stormwater Retention Facilities	9,037	2,550	6,487
76700-750	MHP - Salaries/ Employee Related Expenses	70,321	69,627	694
76700-752	MHP - Maintenance	22,706	23,092	(387)
76700-753	MHP - MHP Liability Insurance	6,854	4,331	2,523
76700-754	MHP - Utilities	122,650	119,685	2,965
76700-755	MHP - Property Management	21,150	21,150	0
76700-757	MHP - General and Admin. Expense	17,256	11,929	5,328
87010-451	General Manager	119,509	120,025	(516)
87010-452	Manager of Operations and Maintenance	70,702	74,594	(3,892)
87010-453	Manager of Finance and Administration	65,411	71,042	(5,631)
87010-454	Operations Officer	35,245	42,606	(7,361)
87010-455	Administrative Assistant	43,035	45,654	(2,620)
87010-456	Maintenance Foreman	54,559	56,604	(2,045)
87010-457	Maintenance Workers III	38,886	88,067	(49,181)
87010-458	Maintenance Worker I	73,573	56,327	17,246
87010-460	Accounting Clerk	45,334	69,853	(24,520)
87010-462	Receptionist	23,954	31,949	(7,995)

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2020

87020-473	Longevity Pay	19,816	22,383	(2,568)
87030-481	Medicare Tax	9,748	9,934	(186)
87030-482	Medical Insurance	163,500	192,547	(29,047)
87030-483	Dental Insurance	9,376	8,731	645
87030-484	Auto Allowance	9,854	10,350	(496)
87030-485	Life Insurance	3,409	3,205	204
87030-486	Disability Insurance	4,689	5,519	(830)
87030-487	PERS Retirement	214,722	175,503	39,220
87030-488	Worker's Compensation	9,562	15,877	(6,315)
87030-489	Employee Vision Coverage	1,200	1,144	55
87110-150	Electricity - Shop	2,266	2,691	(425)
87110-217	Electricity - Administration Building	9,887	9,056	831
87120-150	Gas - Shop	193	192	1
87120-217	Gas - Administration Building	599	149	450
87130-150	Water/Refuse - Shop	1,964	3,349	(1,385)
87130-217	Water/Sewer - Administrative Building	892	1,375	(482)
87130-500	Water - Landscaping	14,485	24,793	(10,308)
87140-500	Trash - Paper Recycling	775	1,103	(328)
87160-501	Cellular Phone	8,902	11,063	(2,160)
87160-502	Security Phone Lines	987	798	188
87160-504	Administration Office - Monthly Service	5,174	4,412	762
87160-505	Administration Office - Toll Calls	941	1,441	(500)
87160-507	Administration Office - Fax Line	1,278	1,088	190
87160-509	Tower & Fire Station	2,201	2,351	(150)
87160-510	Shop Phone	2,116	1,787	330
87160-511	Answering Service	2,703	2,501	202
87210-500	Security Supplies	2,178	2,550	(372)
87230-500	Janitorial Supplies	7,839	6,945	894
87240-500	Small Tools	4,632	6,782	(2,149)
87260-150	Shop Supplies	1,872	3,413	(1,540)
87270-531	Fuel Expense - Gas/Oil	8,341	7,493	848
87270-532	Fuel Expense - Diesel Fuel/Oil	10,035	10,117	(82)
87275-500	Solvent	702	1,442	(740)
87280-546	First Aid	795	420	375
87280-547	Safety Equipment	3,127	2,738	389
87280-548	Training Supplies		450	(450)
87286-500	Uniform Service	6,236	5,807	429
87290-500	Sundries	3,323	3,347	(24)
87300-150	Building Maintenance - Shop	3,157	2,738	420
87300-217	Building Maintenance - Administrative Building	4,842	5,940	(1,098)
87321-150	Equipment Maintenance - Shop	9	563	(553)
87322-500	Radio Maintenance		2,290	(2,290)
87324-521	Copier	6,328	6,065	263
87324-523	Maintenance - Postage Machine	1,452	1,083	369
87328-500	Fire Extinguisher Service		2,288	(2,288)
87360-536	Automotive Maintenance - Mechanical	2,596	6,000	(3,404)
87360-537	Automotive Maintenance - Tires	3,143	3,000	143
87370-541	Heavy Equipment Maintenance - Mechanical	8,973	12,375	(3,402)
87370-542	Heavy Equipment Maintenance - Tires	957	7,500	(6,543)

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2020

87370-543	ARFF Vehicle Maintenance	8,548	15,750	(7,202)
87380-554	Fuel System - Fire Alarm Service	315	750	(435)
87400-500	Directors Fees	11,200	15,750	(4,550)
87412-500	Payroll Processing Fees	4,714	4,206	508
87414-500	Annual Audit	23,421	21,966	1,455
87420-500	Legal Counsel Services	38,675	57,297	(18,623)
87422-500	Legal Services Contingencies	89		89
87440-500	Security Service	180,430	294,893	(114,463)
87443-500	Security Sys Maint & Repairs	11,335	5,250	6,086
87450-500	Janitorial Service - Admin	8,505	8,633	(128)
87470-500	Landscaping Services	3,134	3,371	(238)
87472-500	Landscaping Contingencies	7,417	3,750	3,667
87475-500	Internet/Web Page Maintenance	16,039	14,113	1,926
87510-562	Bank Charges - Service Charges	11,086	9,983	1,103
87520-566	Freight & Common Carrier	470	556	(86)
87520-567	Postage	800	1,200	(400)
87520-568	Printing & Stationery	101	774	(674)
87520-570	Misc Office Supplies	4,922	11,303	(6,381)
87520-572	Books & Publications	956	1,351	(395)
87530-581	Computer Supplies	7,341	13,718	(6,376)
87530-583	Computer Support Services	84,128	75,953	8,176
87540-600	Dues and Memberships	2,873	3,689	(816)
87540-601	Dues -AAAE	3,700	3,750	(50)
87540-603	Dues - SWAAAE	285	428	(143)
87540-605	Dues - Chamber of Commerce	8,050	6,000	2,050
87540-606	Dues - National Notary Association	752	113	640
87540-607	Dues - CA Special Districts Association	7,302	5,078	2,224
87540-608	Dues - AAAE ARDF CA Airport Storm		3,713	(3,713)
87540-610	Costco Membership	180	124	56
87540-612	Aviation Week & Space Tech	59		59
87540-618	Santa Maria Times		113	(113)
87540-628	Pro-rata Share of LAFCO Budget	2,869	2,152	717
87600-596	Advertising - Legal	440	2,250	(1,810)
87600-597	Advertising - General	250		250
87600-599	Advertising - Airport Advertising	69,575	42,375	27,201
87610-100	Depreciation - Landing Area	955,951	999,218	(43,267)
87610-200	Depreciation - Hangar Area	94,150	108,709	(14,560)
87610-250	Depreciation - Terminal Area	275,694	267,389	8,304
87610-300	Depreciation - Revenue Generating Land	184,484	177,446	7,038
87610-400	Depreciation - Main Hangar & FBO	40,203	40,204	(0)
87610-500	Depreciation - Administration	139,418	134,592	4,826
87620-692	Emergency Exercises		375	(375)
87630-591	Insurance - Airport Liability	10,792	11,169	(378)
87630-592	Insurance - Auto, Fire, Property	76,144	69,877	6,267
87630-595	Insurance - General Liability	28,356	28,356	(0)
87650-641	Taxes - Sales	80		80
87650-643	Permits	4,627	3,676	951
87650-646	Storm Water Permits	4,950	1,445	3,506
87660-500	Education	4,350	12,000	(7,650)

Santa Maria Public Airport District

Budget Report

YTD Expense March 31, 2020

87670-500	Business Travel & Entertainment	13,156	54,212	(41,056)
87670-501	AAAE Annual Conference	36,766		36,766
87679-500	Employee Recognition	2,007	2,850	(843)
87700-791	Sig Items - Training Live Burn		18,000	(18,000)
88680-681	SM Chamber Economic Development	36,300	27,225	9,075
88680-685	Airshow Expenses		254,693	(254,693)
88680-691	Planning & Marketing	5,234	26,250	(21,016)
88680-692	Consulting Services - Marketing Aviation Related	47,827	58,864	(11,037)
88680-693	Consulting Services - Contingencies	65,789	103,332	(37,543)
88680-702	Rent Credit - Operations	4,683	7,500	(2,817)
88700-701	Airfest Expense - Nonprofit Donations	8,425		8,425
88700-702	Airfest Expenses- Gala/VIP Tent	87,360		87,360
88700-703	Airfest Expenses- Performers	174,682		174,682
88700-704	Airfest Expenses- Insurance	6,484		6,484
88700-705	Airfest Expenses- Miscellaneous	9,530		9,530
88700-706	Airfest Expenses- Advertising	106,200		106,200
88700-707	Airfest Expenses- Rental Cars	6,557		6,557
88700-708	Airfest Expenses- Lodging	63,448		63,448
88700-709	Airfest Expenses- Safety & Security	87,238		87,238
	Total	<u>5,322,377</u>	<u>5,649,734</u>	<u>(327,357)</u>

	YTD	Monthly Average	Month Ending 03/31/20	Percentage of Average
Revenues from Operations:				
Landing area				
Landing fees and tiedowns	\$49,355.08	\$9,871.02	\$2,490.50	25%
Fuel flowage fees	50,053.98	10,010.80	3,863.04	39%
Subtotal	99,409.06	15,293.70	6,353.54	42%
Hangar area				
T- Hangar	281,846.22	56,369.24	31,402.23	56%
Corporate T-Hangars	190,566.95	38,113.39	20,786.36	55%
T-Hangar Storage Units	21,560.84	4,312.17	2,396.00	56%
Owner Build Hangars	14,841.00	2,968.20	1,649.00	56%
Subtotal	508,815.01	78,279.23	56,233.59	72%
Main hangar and F.B.O. area				
Main Hangar	133,843.92	26,768.78	14,973.90	56%
Commercial Hangars	247,828.62	49,565.72	26,371.54	53%
Land Leases	71,775.00	14,355.00	7,975.00	56%
Subtotal	453,447.54	69,761.16	49,320.44	71%
Terminal area				
Car Rental and Ground Transportatic	144,531.59	28,906.32	12,536.77	43%
Terminal Space Lease	130,259.28	26,051.86	14,133.87	54%
TSA LEO Reimbursement	9,660.00	1,932.00	600.00	31%
Subtotal	284,450.87	43,761.67	27,270.64	62%
Revenue generating land				
Land Lease Recreational	30,649.72	6,129.94	2,711.08	44%
Agricultural Leases	536,530.40	107,306.08	60,443.84	56%
Airport Business Park	104,400.00	20,880.00	11,600.00	56%
Airport Hotel	126,689.61	25,337.92	12,060.00	48%
Airport Mobile Home Park	351,225.79	70,245.16	39,704.66	57%
Subtotal	1,149,495.52	176,845.46	126,519.58	72%
Administrative				
Badging Income	3,880.00	776.00	620.00	80%
Miscellaneous Income	1,176.58	294.15	71.20	24%
Subtotal	5,056.58	777.94	691.20	89%
Air Show Revenue	230,630.05	65,894.30		0%
Subtotal	230,630.05	35,481.55	0.00	0%
Total revenues from operations	2,731,304.63	420,200.71	266,388.99	63%

Operating Expenses:

Landing area	75,168.75	15,033.75	3,721.33	25%
Hangar area	51,013.38	10,202.68	3,725.34	37%
Main hangar and F.B.O.	56,946.66	11,389.33	4,627.23	41%
Terminal area	226,847.54	45,369.51	18,972.70	42%
Revenue generating land	282,680.79	56,536.16	33,406.06	59%
Payroll and Benefits	1,016,084.65	203,216.93	99,843.05	49%
Utilities	55,363.32	11,072.66	6,601.42	60%
Supplies	49,079.84	9,815.97	4,763.06	49%
Maintenance and Repairs	40,319.60	8,063.92	4,893.30	61%
Contractual Services	374,892.56	74,978.51	31,987.07	43%
ARFF Services	376,890.00	251,260.00		0%
Security Services	180,429.78	36,085.96	39,507.16	109%
Office Supplies/Postage/Printing and St	14,589.96	2,917.99	665.07	23%
Dues and Subscriptions	26,069.85	6,517.46	21.70	0%
Advertising	70,265.48	20,075.85	5,348.58	27%
Depreciation	1,689,899.46	844,949.73	573,557.46	68%
Insurance	115,292.02	38,430.67	41,108.62	107%
Business Travel and Entertainment	49,922.66	9,984.53	3,582.29	36%
Air Show Expense	549,924.31	109,984.86	3,750.00	3%
Other Miscellaneous Expense	20,696.84	4,139.37	922.52	22%
Total Expenses	5,322,377.45	818,827.30	881,003.96	108%
Operating income (loss)	(2,591,072.82)	(398,626.59)	(614,614.97)	154%

Non-Operating Revenues (Expenses):

PFC Revenue	73,261.92	16,280.43	865.92	5%
Interest income	145,463.01	29,092.60	24,768.24	85%
Tax revenues	1,000,440.62	400,176.25		0%
AIP grant	928,769.00	464,384.50		0%
Miscellaneous income				
Total non-operating rev (exp)	2,147,934.55	330,451.47	25,634.16	8%
Net Income	(443,138.27)	(68,175.12)	(588,980.81)	864%

Santa Maria Public Airport District
Statement of Net Position
For the Year to Date March 31, 2020

Current assets:

Cash and cash equivalents	2,134,840
Restricted - cash and cash equivalents	5,073,255
Certificate-of-deposit	8,000
Accounts receivable - customers and tenants, net	62,286
Interest Receivable	18,350
Prepaid expenses and deposits	50,204

Total current assets	7,346,937
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Non-current assets:

Note receivable	148,678
Capital assets, not being depreciated	6,559,541
Depreciable capital assets	24,934,773
Deferred other post-employment benefits outflows	6,434
Deferred pension outflows	392,595

Total non-current assets	32,042,021
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Total assets	39,388,957
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Current liabilities:

Accounts payable and accrued expenses	131,950
Accrued wages and related payables	(1,731)
Unearned Revenue (customer prepaid)	279,096
Hangar and other deposits	114,892
Long-term liabilities - due in one year:	
Compensated absences	23,562
Land improvements payable	2,948

Total current liabilities	550,718
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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
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Total liabilities	2,716,005
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Net position:

Retained Earnings	37,116,091
Change in Net Position	(443,138)

Total net position	36,672,953
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Total liabilities and net position	39,388,957
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REVOCABLE PERMIT AGREEMENT
BANNER TOWING

THIS REVOCABLE PERMIT AGREEMENT, (herein called "Agreement") entered into this 6th day of May 2020;

BY AND BETWEEN

SANTA MARIA PUBLIC AIRPORT DISTRICT, a public airport district organized pursuant to Public Utilities Code Sections 22001, et seq., hereinafter referred to as "District";
and
CENTRAL COAST TECHNOLOGY, INC., DBA: CLOUD NINE AERIAL ADVERTISING hereinafter referred to as "Permittee";

WITNESSETH

WHEREAS, District is the owner of the Santa Maria Public Airport ("Airport"), which airport is located in the City of Santa Maria, County of Santa Barbara, California; and

WHEREAS, Permittee desires to use portions of said Airport at various times throughout the year from June 1, 2020 through May 31, 2021 for the purpose of preparing for and conducting banner towing; and

NOW, THEREFORE, in consideration of the mutual covenants, conditions, and promises contained herein below, it is mutually agreed as follows:

1. SCOPE OF PERMIT

District hereby gives Permittee permission to utilize portions of the Santa Maria Public Airport for staging and conducting banner towing, hereinafter referred to as "Activities", and for purposes incidental thereto for the dates and times described in Paragraph 4 below, subject to the conditions set forth below.

2. FEE

Pursuant the Districts' rates and charges schedule, the fee for this permit is \$150.00.

3. NATURE OF INTEREST GRANTED

For all the purposes of this permit, Permittee is and shall be deemed to be, with respect to District, a licensee. It is mutually agreed and understood that nothing contained in this permit shall be deemed or construed to constitute a partnership or joint venture between the parties to this permit. This Agreement is merely for the purpose of allowing Permittee to use the airport and the facilities thereon to stage and conduct said Event and activities related and incidental thereto.

4. EFFECTIVE DATES OF PERMIT

This permit shall allow Permittee to utilize portions of the airfield of the Santa Maria Public Airport depicted in Exhibit "A" attached and incorporated by this reference, pursuant to the terms and conditions of this Agreement and any reasonable access for preparation, removal of equipment, and cleanup associated with the Activities.

5. OBLIGATIONS OF PERMITTEE

This Agreement is contingent upon the following:

A. Permittee shall obtain the approval of the Federal Aviation Administration (FAA) for all phases of said Activities requiring such approval.

B. Permittee shall notify and coordinate with the District and obtain approval for specific dates and times for use. The Activities shall not affect normal airport operations and shall minimize the Activity's impact to tenants and other users.

C. Permittee shall furnish all personnel necessary to direct automobile parking, give traffic direction, and provide crowd control.

D. Permittee shall provide all sanitary and first aid facilities necessary to accommodate expected crowds and sufficient adult security personnel to protect based and transient aircraft and participating aircraft, vehicles and equipment, to direct automobile parking, give traffic directions, to provide crowd control, and to prevent attendees from leaving the Activity area and entering onto active aircraft pavements during the period of this permit.

E. Permittee shall arrange all fire protection, ambulance and aircraft crash rescue functions as are deemed necessary by the parties hereto or by any agency with jurisdiction.

F. Permittee shall clean up, repair and maintain any area of the Santa Maria Public Airport impacted by activity under this permit, immediately subsequent to the close of the Activities. Permittee shall clean the entire area used by it, remove any and all debris and trash, and restore the area to the condition existing immediately prior to the commencement of Permittee's operations.

G. Permittee shall obtain and timely bear the expense of all licenses, permits, and other authorization required by applicable public agencies. Permittee shall pay promptly all lawful taxes and assessments which may be levied by federal, state, county, city or other tax levying body on any taxable interest of Permittee, including possessory interest taxes, as well as all taxes and assessments on taxable personal property of whatever nature owned by Permittee and located on the permit premises.

H. Permittee and its invitees shall access the Activity area only through the gate 15. Use of any other gate is specifically prohibited.

6. OBLIGATIONS OF DISTRICT

A. District may in its sole discretion make available for use by Permittee District-owned property, both real (buildings, etc.) and personal for which District may charge a reasonable fee.

B. The use of District's real or personal property shall be at no cost to District above and beyond normal operating costs of the Airport and Permittee shall bear all costs connected with the staging of said Activities incidental thereto.

C. Permittee shall not interfere with the regular operation of persons engaged in air commerce or tenants doing business on the airport by virtue of a lease with District.

7. SAFETY

Safety shall be the keynote of this Activity. Anyone deemed to have acted, flown or driven in an unsafe or reckless manner, or in a manner and style considered beyond good airmanship and safety shall be barred from the Event, escorted from the airport by Permittee or District, and barred from any further flight. It shall be the duty of Permittee to ensure that safety and proper airmanship will be observed at all times. Permittee shall take any and all steps necessary, including prohibition of flying, when Permittee or District determine that the principles of good airmanship and/or safety have been violated. In the absence of an FAA monitor, District's General Manager, or his representative, may stop any and/or all unsatisfactory flight operation until the unsafe or unsatisfactory condition is corrected.

8. INSURANCE

A. To the extent insurance covering the Event is available, Permittee shall obtain and maintain in full force and effect during the period of the Event and/or any activity pertaining thereto (including setup of premises, practice flights, performance, cleanup, and dismantling):

a) Commercial general liability insurance, including bodily injury and death liability, property damage liability and premises liability of at least \$300,000 for each accident or occurrence.

b) The Santa Maria Public Airport District, its directors, employees, officers, agents, and representatives, are to be included as additional named insured.

c) Comprehensive general liability insurance including public liability, contractual liability and property damage.

d) The Santa Maria Public Airport District shall be an additional insured on the policy and shall be provided a Certificate of Insurance not less than fifteen (15) days prior to the scheduled event date showing that coverage is in effect for the entire period of the Permit. No material change in coverage or cancellation may be made after that time.

B. Permittee shall file with District's General Manager prior to any and all activities pertinent to the granting of this permit and/or its rights and privileges (including setup of premises, practices, performances, cleanup, and dismantling), a Worker's Compensation insurance certificate covering its employees (if any). Coverage shall be statutory limits.

9. DISTRICT HELD HARMLESS

Permittee shall defend (with legal counsel acceptable to District), indemnify, and hold harmless the District, its officers, employees and agents from and against all liability, loss, judgment, claims, demands, costs and expenses for injuries to or death of persons, or damages to property caused by Permittee, its agents, invitees, performers or employees, or by their use or occupancy of the Santa Maria Public Airport, excluding only liability or loss occasioned, caused or suffered by the sole active negligence or willful misconduct of District.

Further, Permittee shall defend, indemnify, and hold harmless the District, its officers, employees and agents, from and against all liability, judgment, loss, claims, demands, costs and expenses which may accrue, as a consequence of District granting this permit and agreement to Permittee, and from Permittee's compliance with the provisions of District's rules, regulations, resolutions and ordinances required by District.

10. NO DEMANDS UPON DISTRICT

Permittee accepts the Santa Maria Public Airport in the condition the Airport is in immediately prior to Permittee's occupation and use thereof for the purposes of this permit and shall make no demand upon District for any alterations, repairs, or construction.

11. USE OF SANTA MARIA PUBLIC AIRPORT

Permittee may use such public-use areas and facilities at the Santa Maria Public Airport as are designated by District's General Manager. Permittee shall have the right to construct and maintain such temporary facilities and/or structures as are necessary for operations as allowed by this permit, including controlling the ingress and egress of the public and Event participants, provided District's General Manager first approves any such temporary facilities and/or structures. Upon the request of District's General Manager, Permittee shall remove said temporary facilities and/or structures.

12. DAMAGE TO SANTA MARIA PUBLIC AIRPORT

Permittee shall repair or cause to be repaired, at its own expense, any and all damage and injury to the property of District or to the property of others on the Santa Maria Public Airport, and which damage has been caused by Permittee, its agents, employees, or others who may be on the airport for any purpose connected with the staging and operation of the Event or attendance at the Event. This provision includes but is not limited to all aircraft moved from their normal and regular tiedown or parking spaces to make room for Event activities, until returned to their normal and regular tiedown or parking spaces. Permittee accepts full legal liability and responsibility for all such aircraft while located at the Santa Maria Public Airport whether at their regular tiedown locations or otherwise.

13. COVENANTS

Permittee specifically agrees, and covenants as follows:

A. That in its operation of the Activity and the operation of all of its activities on the Santa Maria Public Airport, neither it nor any person or organization occupying space or facilities thereon will discriminate against any person or class of persons by reason of age, disability, sex, race, color, creed, or national origin in the use of any facilities provided for the public on the airport.

B. That in rendering to the public any service (including the furnishing or sale of admission tickets, transportation, supplies, or materials) essential to its operation at the airport, it will:

1) Furnish such service on a fair, equal, and not unjustly discriminatory basis to all users thereof; and

2) Charge fair, reasonable, and not unjustly discriminatory prices for each unit or service; provided that Permittee may be allowed to make reasonable and nondiscriminatory discounts, rebates, or other similar types of price reductions to volume purchasers.

C. This permit is subject to all existing leases, licenses, and other agreements for the use of the Airport between District and any other person or entity.

D. Permittee will obey the rules and regulations as may from time to time be promulgated by District or its authorized agents in charge of the airport, to ensure the safe and orderly conduct of operations at the Airport. Permittee shall also obey the aviation-related rules and regulations as may from time to time be promulgated by the United States, or by any of its departments or agencies, and by the State of California. Specifically, District's official Rules and Regulations governing operations at the Santa Maria Public Airport, as may be amended from time to time, are incorporated by reference into this permit and made a part hereof.

E. Permittee shall use the airport in an orderly, peaceable, and quiet manner, and in strict compliance with all applicable laws and ordinances and shall not use the premises, nor allow any person or persons to use the premises, for any purpose whatsoever that is in violation of any law or ordinance.

14. NO ASSIGNMENT, DELEGATION, NOR SUBLICENSING

This Agreement, being the nature of a personal and revocable permit, may not be assigned, delegated, nor can it as a whole, be the subject of a concession or sublicense agreement. However, Permittee may allow concessionaires to enter upon the Santa Maria Public Airport for the performance of functions and services within the scope of the uses allowed to Permittee under the provisions of this Agreement. To avoid uncontrolled vending of merchandise during the period of this permit, only those tenants having an agreement with District, and concessionaires, exhibitors, and salespersons having written agreements with Permittee, will be allowed to sell to the public on the airport.

15. RIGHT TO AMEND

This permit shall be subordinate to the provisions of any existing or future Agreement between District and the United States, including those by which District obtains federally owned surplus property or federal aid for the improvement, operation, and/or maintenance of the airport. In the event that the Federal Aviation Administration, or any other federal agency, requires modifications or changes in or revocation of this permit as a condition for the granting of funds for the improvement of the airline terminal or lands and improvements covered by its laws, rules, or regulations, Permittee agrees to consent to the amendments, modifications, revisions, supplements, or deletions of any of the terms, conditions, or requirements, or revocation of this permit as may be required to obtain such funds.

16. SPECIAL PROVISION

Nothing contained in this permit shall be construed as granting or authorizing the granting of an exclusive right within the meaning of Section 308 of the Federal Aviation Act of 1958.

17. CANCELLATION BY DISTRICT

District, in addition to any rights to which it may be entitled by law, may cancel or revoke this permit upon or after the occurrence of any of the following events:

A. The assumption by the United States Government, or any of its authorized agencies, of the operational use or control of the Santa Maria Public Airport, or any substantial part of the airport, in such manner as to substantially restrict the use of the airport for any of the purposes for which Permittee is authorized;

B. The existence or operation of any rule, regulation, sponsor assurance, or order of the Federal Aviation Administration, directly or indirectly, requiring the discontinuance or substantial reduction of the use of the airport for any of the purposes for which Permittee is authorized;

C. The issuance of an injunction by any court of competent jurisdiction restraining the use of the airport for any of the purposes for which Permittee or District are authorized;

D. The appointment of a receiver of Permittee's assets which results in a liquidation of Permittee's assets;

E. The general assignment of this permit by Permittee for the benefit of creditors;

F. The default by Permittee in the performance of any of the terms and conditions required by this permit to be kept and performed.

G. The occurrence of any event which in the opinion of District's General Manager threatens the safety of those using the Airport, the Airport itself, or property on the Airport.

18. WAIVER

It is agreed that a failure on the part of District to take appropriate action or to declare this permit terminated for default by Permittee in any one or more of the terms, covenants, or conditions will not be considered or construed as a waiver by District of such right on any further or future default on the part of Permittee.

19. SURRENDER

Permittee covenants that on the expiration of this permit, Permittee will peaceably and quietly leave and surrender the premises in as good condition as they are now (or may be at time of entry under this permit) after making alterations, additions, or improvements as permitted by District, ordinary wear and tear excepted.

20. TIME

Concerning this permit and the performance of each and every provision contained in it, time is of the essence.

21. SECTION HEADINGS

The section headings contained in this permit are for convenience in reference and are not intended to define, govern, limit, modify, or in any manner affect the scope, meaning, or intent of the provisions of this permit.

22. NOTICES

Notices pursuant to this Agreement shall be given by United States mail, postage prepaid, addressed to the parties hereto as follows:

District: SANTA MARIA PUBLIC AIRPORT DISTRICT
3217 Terminal Drive
Santa Maria, CA 93455

Permittee: Shawn Knight
Central Coast Technology, Inc.
1101 S. Broadway
Santa Maria, CA 93454

23. ATTORNEY FEES

In the event of any action, proceeding or lawsuit to enforce or interpret the provisions of this Agreement, the prevailing party shall be entitled to recover its costs and expenses, including reasonable attorney fees.

IN WITNESS WHEREOF, the parties hereto have caused this agreement to be fully executed.

DATED: May 14, 2020

Approved as to content
for District:

SANTA MARIA PUBLIC AIRPORT DISTRICT

General Manager

By _____
Chuck Adams, President

Approved as to form
for District:

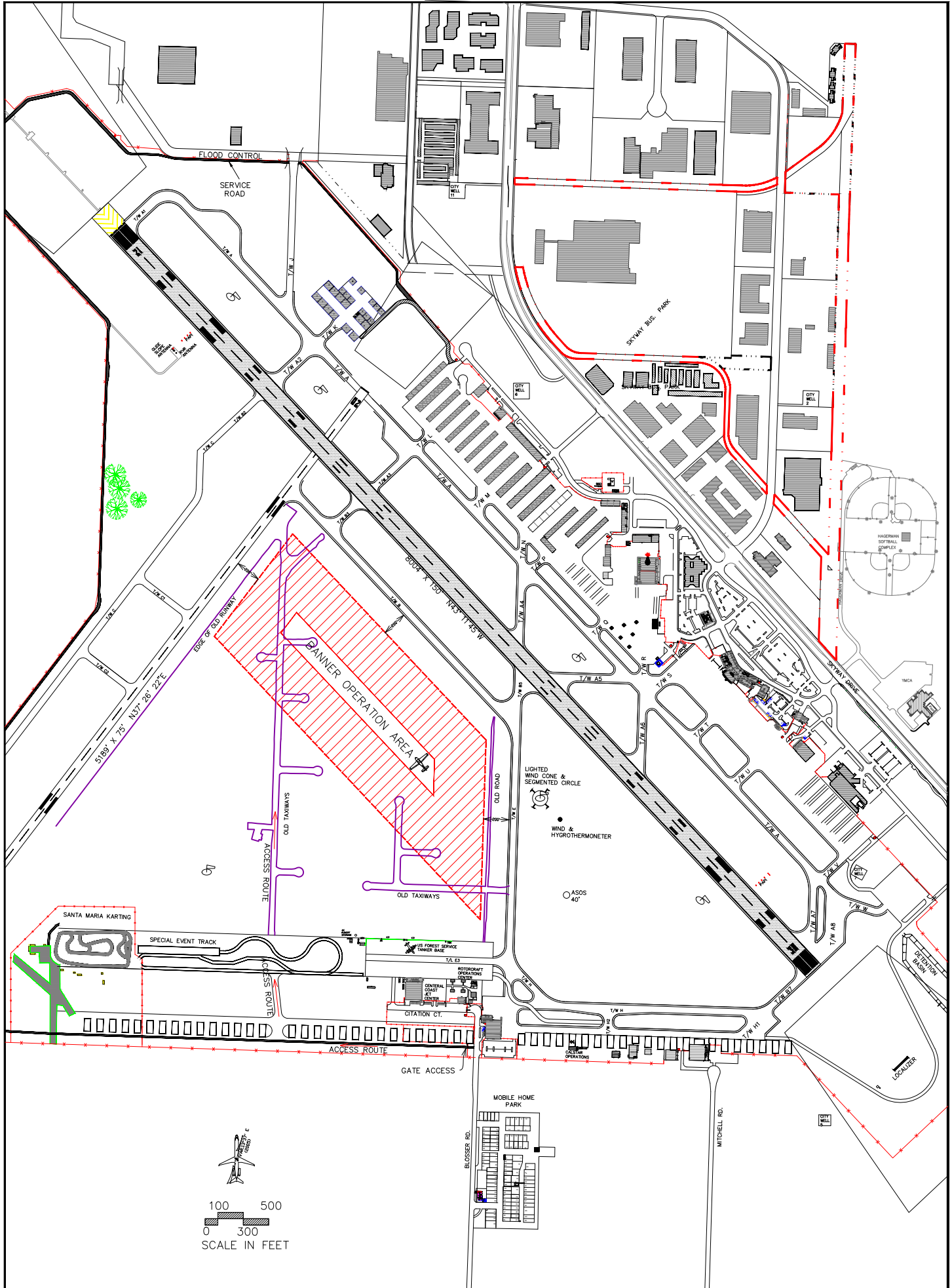
By _____
Hugh Rafferty, Secretary


District Counsel

CENTRAL COAST TECHNOLOGY, INC., DBA:
CLOUD NINE AERIAL ADVERTISING

By _____
Shawn Knight, CEO

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 SANTA MARIA PUBLIC AIRPORT DISTRICT	3217 TERMINAL DR. SANTA MARIA, CA 93455. (805) 922-1726	REVISIONS	DATE	By:	DRAWN BY: RAY HEATH	EXHIBIT "A"	CENTRAL COAST TECHNOLOGY D.B.A. CLOUD NINE AERIAL ADVERTISING	DRAWING BANNER OPERATIONS 1 OF 1
			10/1/18	RH				

NINTH AMENDMENT OF AGREEMENT

RE: Agreement dated March 9, 2006, between SANTA MARIA PUBLIC AIRPORT DISTRICT and SANTA MARIA VALLEY CHAMBER OF COMMERCE & VISITOR AND CONVENTION BUREAU

The SANTA MARIA PUBLIC AIRPORT DISTRICT ("District") and SANTA MARIA VALLEY CHAMBER OF COMMERCE & VISITOR AND CONVENTION BUREAU ("Chamber") do hereby agree to amend the above-referenced Agreement effective July 1, 2020, as follows:

1. The term of the Agreement is extended for two (2) years, now expiring June 30, 2022.

2. In consideration of the services to be performed by the Chamber during the additional two (2) years, District shall pay to the Chamber the sum set forth below:

(a) District shall pay to the Chamber the sum of \$38,000, payable within thirty (30) after July 1, 2020 for fiscal year 2020-2021.

(b) For the second year of this Service Agreement the District shall pay to the Chamber the sum of \$38,000, payable within thirty (30) days after July 1, 2021 for fiscal year 2021-2022.

All other terms and conditions of the Agreement, as amended, remain in full force and effect."

Dated: May 28, 2020

SANTA MARIA PUBLIC AIRPORT DISTRICT

Approved as to content for District:

General Manager

By: _____
Chuck Adams, President

Approved as to form for District:

By: _____
Hugh Rafferty, Secretary

District Counsel

CHAMBER:

SANTA MARIA VALLEY CHAMBER OF
COMMERCE & VISITOR AND CONVENTION
BUREAU

GLENN MORRIS, CEO/President



18 May 2020

Chris Hastert, General Manager
Santa Maria Public Airport District
3217 Terminal Drive
Santa Maria, CA 93455-1899

Dear Chris:

The Santa Maria Valley Chamber of Commerce is proud to partner with the Airport District and the City of Santa Maria to operate the Economic Development Commission. This unique partnership continues to be the primary vehicle for focusing leadership and coordinating efforts to attract new businesses and support the growth and retention of existing business in our community.

As we begin a new two-year budget cycle for the Economic Development Commission, I wanted to confirm that we can continue to count on the Airport District as a funding partner. Your support over the last several years has been highly valued and we look forward to continuing our work together.

The Airport District's contribution each of the last two years has been \$36,300. As we look shift our focus more specifically to catalyzing economic recovery in our community, we respectfully request a small increase to \$38,000 for FY2020-21.

In addition to the economic recovery work we'll be doing this year, we see great potential in working more closely with you and your board to more aggressively market Airport properties for commercial and industrial uses. Looking forward, any real growth in these sectors for the next few years will need the active participation of the Airport; we look forward to a chance to meet with your leadership team to explore what a more active partnership might look like.

I look forward to hearing from you at your earliest convenience and to renewing our partnership for an additional two years.

Sincerely,



Glenn D. Morris, ACE
President & CEO

RESOLUTION NO. 887

**A RESOLUTION OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT
AMENDING RATES AND CHARGES FOR 2020/2021 FISCAL YEAR**

WHEREAS, by Resolution 877, the Board of Directors authorized and approved rates and charges for various tenants and users of Airport facilities; and

WHEREAS, periodic adjustment of rates and charges is appropriate in order to achieve the District's goal of recovering the costs of operating and maintaining the Airport from the rents, fees and charges paid by tenants and users of Airport facilities.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the Santa Maria Public Airport District, that the schedule of rates, charges and fees set forth in Annex "A" and Exhibit "A" and Exhibit "B" (attached and incorporated by this reference), shall be effective for the Santa Maria Public Airport, as of July 1, 2020, shall apply to all tenants and users of Airport facilities as described in Resolution No. 877.

District may implement changes in rates and charges from time to time through the adoption of future rates and charges resolutions. During the period following the adoption of this resolution, and until the effective date of a subsequent rates and charges resolution, the rates set forth in Annex "A", Exhibit "A", and Exhibit "B" shall apply; provided, District leases and rental agreements may provide for additional adjustments to rates and charges based on changes in consumer price or other indices.

If any provision, clause, sentence, paragraph, rate, charge, or fee of this Resolution, or the application thereof to any person or circumstance shall be held invalid, such invalidity shall not affect the other provisions of this Resolution which can be given effect without the invalid provision or application. To this end, the provisions of this Resolution are declared severable.

PASSED AND ADOPTED at the regular meeting of the Board of Directors of the Santa Maria Public Airport District held on May 28, 2020 on Motion of Director Baskett, Seconded by Director Adams, and carried by the following roll call vote:

AYES:
NOES:
ABSTAIN:
ABSENT:

Chuck Adams, President

ATTEST

Hugh Rafferty, Secretary

ANNEX A

Resolution No. 887 SANTA MARIA PUBLIC AIRPORT DISTRICT Schedule of Rates & Charges - FY 2020-2021

TERMINAL

Charge		Unit of Measure	Last Increase	Current Rate	New Rate
Air Carrier Space					
	Counter Space	Per Sq. Ft./Per Month	7/1/2009	\$1.37	\$1.37
	Office Space	Per Sq. Ft./Per Month	7/1/2009	\$1.37	\$1.37
	Baggage Make-Up Area	Per Sq. Ft./Per Month	7/1/2009	\$1.37	\$1.37
	Storage & Other Spaces	Per Sq. Ft./Per Month	7/1/2009	\$1.37	\$1.37
	Other	Per Sq. Ft./Per Month	7/1/2009	\$1.37	\$1.37
Rental Cars					
	Counter Space (Minimum)	Per Sq. Ft./Per Month	7/1/2019	\$1.89	\$1.93
	Office Space (Minimum)	Per Sq. Ft./Per Month	7/1/2019	\$1.89	\$1.93
	Storage Space (Minimum)	Per Sq. Ft./Per Month	7/1/2019	\$1.89	\$1.93
	Ready Parking (Minimum)	Per Space/Per Month	7/1/2019	\$24.83	\$25.30
	Concession	Monthly 8% of Sales		8%	8%
District Facilities	Boardroom Use ⁽¹⁾	Per Meeting	7/1/2008	\$50.00	\$50.00
Miscellaneous					
	Terminal Restaurant (Minimum)	Per Sq. Ft./Per Month 4% of Gross Revenue	7/1/2018	\$0.4549	\$0.4549
	Terminal Vending	10% of Gross Monthly Receipts			
	Shuttle Space Rent	Per Sq. Ft./Per Month	7/1/2019	\$1.57	\$1.60
	TSA Facilities	Per Sq. Ft./Per Month	6/20/2013	\$5.36	\$5.36
⁽¹⁾ Aviation related and/or community orientated one-time events considered to be of public interest, non-profit, and/or having a value to the aviation community, may request in writing a waiver of fees, which may be approved at the discretion of the General Manager					

ANNEX A

Resolution No. 887 SANTA MARIA PUBLIC AIRPORT DISTRICT Schedule of Rates & Charges - FY 2020-2021

NON-AVIATION

Charge		Unit of Measure	Last Increase	Current Rate	New Rate
Mobile Home Park		Per Space/Per Month	9/1/2019	\$357.75-\$373.66	\$364.55-\$380.76
Outside Storage		Per Sq. Ft./Per Month	7/1/2019	\$0.2820	\$0.287
Agriculture					
	AG Lease (Outside Water)	Per Acre/Per Year	9/1/2017	Grazing Rate + 50% of Sublease	Grazing Rate + 50% of Sublease
	AG Lease (District Water)	Per Acre/Per Year	9/1/2019	\$1,205.00	\$1,228.00
	Grazing	Per Acre/Per Year	7/1/2014	\$11.00	\$11.00
Miscellaneous					
	Special Event Permit	Per Day	7/1/2017	\$550.00	\$550.00
	Use Permit	Yearly	7/1/2009	\$150.00	\$150.00
	Filming Permit (Impact on Operations)	Daily	7/1/2009	\$5,000.00	\$5,000.00
	Filming Permit (No Impact on Operations)	Daily	7/1/2009	\$1,000.00	\$1,000.00
	Vehicle Release (Impound/Stored)	Each Incident	7/1/2009	\$100.00	\$100.00
	Abandoned Vehicle Removal	Each Incident	7/1/2009	\$200.00	\$200.00
	Copy Fee	Per Page	7/1/2009	\$0.25	\$0.25
		Per CD	7/1/2009	\$10.00	\$10.00
		Per USB	7/1/2017	\$10.00	\$10.00
Personnell					
	Maintenance Worker	Hourly	7/1/2019	\$67.00	\$68.00
	Security Escort	Hourly	7/1/2019	\$38.00	\$39.00

ANNEX A

Resolution No. 887 SANTA MARIA PUBLIC AIRPORT DISTRICT Schedule of Rates & Charges - FY 2020-21

AVIATION

Charge		Unit of Measure	Last Increase	Current Rate	New Rate
Landing					
	Scheduled Air Carriers	Per 1,000 lbs CGLW	7/1/2008	\$1.00	\$1.00
	Non-Scheduled Air Carriers	Per 1,000 lbs CGLW	7/1/2008	\$1.00	\$1.00
	Freight Forwarding	Per 1,000 lbs CGLW	7/1/2008	\$1.00	\$1.00
	USFS (Including Contract Aircraft)	Per 1,000 lbs CGLW	3/1/2013	\$0.50	\$0.50
Fuel Flowage					
	Jet A	Per Gallon	Prior to 1999	\$0.06	\$0.06
	100 LL	Per Gallon	Prior to 1999	\$0.06	\$0.06
Hangar Rental		Per Month (Includes Electricity)	7/1/2019	See Exhibit "A"	See Exhibit "A"
Storage Units		Per Month (Includes Electricity)	7/1/2019	See Exhibit "B"	See Exhibit "B"
Security Deposit					
	Hangars	Upon Execution of Lease	7/1/2009	\$250.00	\$250.00
	Storage Units	Upon Execution of Lease	7/1/2009	\$250.00	\$250.00
Commercial Hangars:					
	Hangar Space	Per Sq.Ft./Per Month	7/1/2019	\$0.33	\$0.34
	Office Space	Per Sq.Ft./Per Month	7/1/2019	\$0.47	\$0.48
	Shop Space	Per Sq.Ft./Per Month	7/1/2019	\$0.33	\$0.34
	Ramp Space	Per Sq.Ft./Per Month	7/1/2019	\$0.0400	\$0.04076
Tie Down					
	Single Engine	Per Month	7/1/2019	\$68.00	\$69.00
	Light Twin Engine	Per Month	7/1/2019	\$79.00	\$81.00
	Freight Forwarding	Per Month/Per Plane	7/1/2019	\$111.00	\$113.00
	Mooring	Per Day	7/1/2018	\$150.00	\$150.00
Airport Access Card					
	AOA Access Badge	Each	7/1/2018	\$25.00	\$25.00
	AOA Renewal	Each	1/1/2020	\$15.00	\$15.00
	AOA Re-Activation	Each	7/1/2018	\$65.00	\$65.00
	SIDA Access Badge	Each	7/1/2018	\$75.00	\$75.00
	SIDA Renewal	Each	7/1/2018	\$50.00	\$50.00
	SIDA Re-Activation	Each	7/1/2018	\$100.00	\$100.00
	Lost/Replacement	Each	7/1/2018	\$100.00	\$100.00

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Hangar Row/Unit	Lease Type	Sq Ft	Current Rent	% Increase	New Rent	Increase
3001- A, D, H	Corp Hgr	2,119	\$483	1.9%	\$492	\$9
3001- B, G	Corp Hgr	2,064	\$470	1.9%	\$479	\$9
3001-C, F	Corp Hgr	2,027	\$462	1.9%	\$471	\$9
3001-E	Corp Hgr	2,109	\$481	1.9%	\$490	\$9
3005	T-Hgr	1,078	\$245	1.9%	\$250	\$5
3009	T-Hgr	1,040	\$237	1.9%	\$242	\$5
3011	T-Hgr	1,000	\$228	1.9%	\$232	\$4
3019	T-Hgr	1,000	\$228	1.9%	\$232	\$4
3023	T-Hgr	1,040	\$237	1.9%	\$242	\$5
3027	T-Hgr	1,026	\$234	1.9%	\$239	\$5
3029-A, F	Corp Hgr	3,098	\$706	1.9%	\$719	\$13
3029-B-E	Corp Hgr	3,040	\$692	1.9%	\$705	\$13
3031	T-Hgr	1,026	\$234	1.9%	\$239	\$5
3035-A	Corp T-Hgr	1,982	\$452	1.9%	\$460	\$8
3035-B-D, G, H-J	Corp T-Hgr	1,839	\$419	1.9%	\$427	\$8
3039	T-Hgr	994	\$227	1.9%	\$231	\$4
3043	Corp Hgr	3,040	\$692	1.9%	\$705	\$13
3103	T-Hgr	1,043	\$237	1.9%	\$242	\$5
3105-A	Corp Hgr	3,115	\$785	1.9%	\$800	\$15
3105-B-G	Corp Hgr	3,115	\$710	1.9%	\$723	\$13
3107	T-Hgr	870	\$198	1.9%	\$202	\$4
3109	T-Hgr	940	\$215	1.9%	\$219	\$4
3111	T-Hgr	963	\$220	1.9%	\$224	\$4

EXHIBIT "A"

SMPAD Storage Units						
Hangar Row/Unit	Lease Type	Sq Ft	Current Rent	% Increase	New Rent	Increase
3005-A, I	Storage	537	\$250	1.9%	\$255	\$5
3009-F, G	Storage	180	\$84	1.9%	\$85	\$1
3011-F, G	Storage	190	\$88	1.9%	\$90	\$2
3019-F	Storage	190	\$88	1.9%	\$90	\$2
3023-F	Storage	180	\$84	1.9%	\$85	\$1
3027-F, G	Storage	176	\$82	1.9%	\$84	\$2
3031-F, G	Storage	176	\$82	1.9%	\$84	\$2
3035-E	Storage	363	\$169	1.9%	\$172	\$3
3039-A, I	Storage	537	\$250	1.9%	\$255	\$5
3107-J, K	Storage	180	\$84	1.9%	\$85	\$1
3109-F	Storage	155	\$72	1.9%	\$74	\$2
3111-F, G	Storage	176	\$82	1.9%	\$84	\$2

Hangar Row/Unit	Lease Type	Sq Ft	Current Rent	% Increase	New Rent	Increase
3005-A, I	Storage	537	\$250	1.9%	\$255	\$5
3009-F, G	Storage	180	\$84	1.9%	\$85	\$1
3011-F, G	Storage	190	\$88	1.9%	\$90	\$2
3019-F	Storage	190	\$88	1.9%	\$90	\$2
3023-F	Storage	180	\$84	1.9%	\$85	\$1
3027-F, G	Storage	176	\$82	1.9%	\$84	\$2
3031-F, G	Storage	176	\$82	1.9%	\$84	\$2
3035-E	Storage	363	\$169	1.9%	\$172	\$3
3039-A, I	Storage	537	\$250	1.9%	\$255	\$5
3107-J, K	Storage	180	\$84	1.9%	\$85	\$1
3109-F	Storage	155	\$72	1.9%	\$74	\$2
3111-F, G	Storage	176	\$82	1.9%	\$84	\$2

RESOLUTION 888

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVING SALARIES AND SALARY INCREASES FOR NON- MANAGEMENT EMPLOYEES FOR FISCAL YEAR 2019-2020

WHEREAS, Resolution 513, the Board of Directors approved a Memorandum of Understanding between the District and the Santa Maria Public District Employees' Association which adopted, among other things, an Employee Relations Policy ("Employee Relations Policy") and established a process for recognition of employee organizations: and

WHEREAS, the non-management District employees have elected not to exercise their rights to form a recognized employee organization as that term is defined in the Employee Relations Policy; and

WHEREAS, the Board of Directors wishes to establish salaries and provide for salary increases for non-management District employees.

BE IT THEREFORE RESOLVED, by the Board of Directors of the Santa Maria Pubic Airport District as follows:

1. Affected employees shall receive an increase based upon a salary survey (denoted by asterisk) and shall receive a 1.9% (one-point nine percent) cost of living increase based on the Consumer Price Index, all items 1982-84=100, Los Angeles-Long Beach-Anaheim, for all Urban Consumers (CPI) effective July 1, 2020, reflected in new monthly salary ranges as follows:

FOREMAN

STEP:	a	b	c	d	e
SALARY:	\$5,273.00	5,536.00	5,813.00	6,104.00	6,409.00

MAINTENANCE WORKER III

STEP	a	b	c	d	e
SALARY:	\$4,732.00	4,969.00	5,217.00	5,478.00	5,752.00

MAINTENANCE WORKER II

STEP:	a	b	c	d	e
SALARY:	\$4,307.00	4,522.00	4,748.00	4,986.00	5,235.00

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MAINTENANCE WORKER I

STEP:	a	b	c	d	e
SALARY:	\$3,747.00	3,934.00	4,131.00	4,337.00	4,554.00

AIRPORT MAINTENANCE WORKER I

STEP:	a	b	c	d	e
SALARY:	\$2,892.00	3,036.00	3,188.00	3,347.00	3,515.00

AIRPORT MAINTENANCE WORKER II

STEP:	a	b	c	d	e
SALARY:	\$3,151.00	3,309.00	3,474.00	3,648.00	3,830.00

AIRPORT MAINTENANCE WORKER III

STEP:	a	b	c	d	e
SALARY:	\$3,526.00	3,703.00	3,888.00	4,082.00	4,286.00

AIRPORT MAINTENANCE WORKER IV

STEP:	a	b	c	d	e
SALARY:	\$3,780.00	3,969.00	4,167.00	4,376.00	4,595.00

OPERATIONS OFFICER

STEP:	a	b	c	d	e
SALARY:	\$3,968.00	4,168.00	4,376.00	4,595.00	4,824.00

ADMINISTRATIVE ASSISTANT

STEP:	a	b	c	d	e
SALARY:	\$4,322.00	\$4,537.00	\$4,765.00	\$5,002.00	\$5,253.00

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ADMINISTRATIVE SECRETARY

STEP:	a	b	c	d	e
SALARY:	\$4,193.00	4,402.00	4,662.00	4,854.00	5,096.00

RECEPTIONIST/SECRETARY

STEP:	a	b	c	d	e
SALARY:	\$3,417.00	3,588.00	3,768.00	3,956.00	4,154.00

ACCOUNTING CLERK

STEP:	a	b	c	d	e
SALARY:	\$3,718.00	3,904.00	4,099.00	4,304.00	4,519.00

PASSED AND ADOPTED at the Regular meeting of the Board of Directors of the Santa Maria Public Airport held May 28, 2020 on Motion of Director _____, Seconded by Director _____ and carried by the following roll call vote:

AYES:

NOES:

ABSENT:

ABSTAINED:

Chuck Adams, President

Hugh Rafferty, Secretary

RESOLUTION 889

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVING SALARIES AND SALARY INCREASES FOR MANAGEMENT EMPLOYEES FOR FISCAL YEAR 2020-2021

WHEREAS, salaries and working conditions for the Santa Maria Public Airport District Management bargaining unit consisting of the General Manager, Manager of Finance and Administration and the Manager of Operations and Maintenance ("Management Employee Positions") were previously established from time-to-time by resolution, and any general or specific terms or conditions, other than salary, established for the Santa Maria Public Airport District Employees' Association by adopted Memorandum of Understanding were incorporated by reference and equally applicable to members of the Managing Bargaining Unit unless otherwise specifically provided; and

WHEREAS, Resolution 513, the Board of Directors approved a Memorandum of Understanding between the District and the Santa Maria Public District Employees' Association which adopted, among other things, an Employee Relations Policy ("Employee Relations Policy") and established a process for recognition of employee organizations; and

WHEREAS, no recognized employee organization currently exists for the Management Employee Positions; and

BE IT THEREFORE RESOLVED, by the Board of Directors of the Santa Maria Public Airport District as follows:

1. Affected employees shall receive an increase based upon a salary survey (denoted by asterisk) and shall receive a 1.9% (one-point nine percent) cost of living increase based on the Consumer Price Index, all items 1982-84=100, Los Angeles-Long Beach-Anaheim, for all Urban Consumers (CPI) effective July 1, 2020, reflected in new monthly and yearly salary ranges as follows:

GENERAL MANAGER

SALARY RANGE:

MONTHLY:	\$ 11,181.00	-	\$ 13,589.00
YEARLY:	\$134,567.00	-	\$163,069.00

MANAGER OF FINANCE & ADMINISTRATION

SALARY RANGE:

MONTHLY:	\$ 6,617.00	-	\$ 8,044.00
YEARLY:	\$79,405.00	-	\$ 96,527.00

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MANAGER OF OPERATIONS & MAINTENANCE*

SALARY RANGE:

MONTHLY:	\$ 6,949.00	-	\$ 8,446.00
YEARLY:	\$83,382.00	-	\$ 101,352.00

OPERATIONS SUPERVISOR

SALARY RANGE:

MONTHLY:	\$ 5,813.00	-	\$ 7,065.00
YEARLY:	\$69,751.00	-	\$ 84,783.00

MAINTENANCE SUPERVISOR

SALARY RANGE:

MONTHLY:	\$ 5,813.00	-	\$ 7,065.00
YEARLY:	\$69,751.00	-	\$ 84,783.00

~~PASSED AND ADOPTED~~ at the Regular meeting of the Board of Directors of the Santa Maria Public Airport held May 28, 2020, on Motion of Director _____, Seconded by Director _____ and carried by the following roll call vote:

AYES: Rafferty, Adams, Engel, Brown, Baskett

NOES:

ABSENT:

ABSTAINED:

Chuck Adams, President

Hugh Rafferty, Secretary

RESOLUTION 890

**A RESOLUTION OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT ADOPTING THE APPROPRIATIONS
SUBJECT TO LIMITATION FOR FISCAL YEAR
2020-2021 UNDER CALIFORNIA CONSTITUTION
ARTICLE XIII B (AS AMENDED) AND
IMPLEMENTING STATUTES**

WHEREAS, Article XIII B of the California Constitution provides that beginning with the 1980-1981 fiscal year, an appropriations limit for each local government shall be established for each fiscal year.

WHEREAS, Government Code Section 7910 provides that each year the governing body of each local jurisdiction shall by resolution establish its appropriations limit for the following fiscal year pursuant to Article XIII B of the California Constitution at a regularly scheduled meeting or noticed special meeting; that 15 days prior to such meeting documentation used in the determination of the appropriations limit shall be available to the public.

WHEREAS, Article XIII B of the California Constitution was amended by Proposition 111 to change the price and population factors that may be used by a local jurisdiction in setting the appropriations limit.

THEREFORE, BE IT RESOLVED, that the sum of \$7,022,762.00 is the appropriations limit of the Santa Maria Public Airport District subject to California Constitution Article XIII B for fiscal year 2020-2021.

IT IS FURTHER RESOLVED, that the calculations establishing the foregoing appropriations subject to the limitations imposed by Article XIII B of the California Constitution (as amended), which were made available to the public at least 15 days prior to the date of the meeting at which this resolution was adopted, are as follows:

Factor for percentage change in California

Capita personal income pursuant to

Government Code Section 79011.0373

Factor for annual population percentage

Change for County of Santa Barbara

Determined by Department of Finance,

State of California, pursuant to Revenue

and Taxation Code Section 2228(a)(iii) 1.0022

Ratio change in above factors: $1.0373 \times 1.0022 = 1.0396$
Appropriations limits of District
For Fiscal year 2019-2020

2019-2020 appropriations limits of District as
established by Resolution 876 6,733,734

Addition to District's appropriation limit
For property tax administration fee
Imposed by Senate Bill 2557 21,637
6,755,371

Multiplied by above factors change ratio x 1.0396

2019 – 2020 appropriations limit \$7,022,762

PASSED AND ADOPTED at the Regular, meeting of the Board of Directors
of the Santa Maria Public Airport District held May 28, 2020 on Motion by Director
_____, Seconded by Director _____ and carried by the following roll call
vote:

AYES:

NOES:

ABSENT:

ABSTAINED:

Chuck Adams, President

Hugh Rafferty, Secretary

RESOLUTION 891

A RESOLUTION OF THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT ADOPTING AN ELECTRONIC SIGNATURE USE POLICY.

WHEREAS, as a result of the COVID-19 restrictions it has become difficult to safely obtain in person signatures on official paperwork related to regular District business; and

WHEREAS, the District has already taken efforts to reduce paper copies of files in compliance with the record retention requirements; and

WHEREAS, the use of electronic signatures will add to the efficiency of District Staff both during and after the COVID-19 pandemic restrictions; and

WHEREAS, the use of electronic signatures is allowed for use as governed by federal and state law. (See 15 U.S.C. §§ 7001, et seq. [U.S. Federal Electronic Signatures in Global and National Commerce Act]; California Government Code §16.5; California Civil Code §§ 1633.1, et seq.

WHEREAS, the District wishes to establish and adopt an Electronic Signature Use policy.

NOW, THEREFORE, BE IT RESOLVED, by the Board of Directors of the Santa Maria Public Airport District, that the policy entitled, "Electronic Signature Use Policy", attached hereto as Exhibit "A" and incorporated by this reference, is hereby adopted.

NOW THEREFORE BE IT RESOLVED, by the Board of Directors of the Santa Maria Public Airport District, that the policy entitled, "Electronic Signature Use Policy", attached hereto as Exhibit "A" and incorporated by this reference, is hereby adopted

PASSED AND ADOPTED at the regular meeting of the Board of Directors of the Santa Maria Public Airport District held May 28, 2020, on motion by _____, seconded by and carried by the following roll call vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

Chuck Adams, President

Hugh Rafferty, Secretary

SANTA MARIA PUBLIC AIRPORT DISTRICT ELECTRONIC SIGNATURE USE POLICY

A. Purpose

This eSignature Policy shall be used by the Santa Maria Public Airport District (“District”) to increase productivity and ensure convenient, timely, and appropriate access to District information by using electronic signature technology to collect and preserve signatures on documents quickly, securely, and efficiently. In addition to increasing productivity and efficiency, this Policy furthers the District’s mission by reducing the consumption and storage of paper documents and the maintenance and supply of printers.

This Policy establishes when electronic signature technology may replace a handwritten signature, with the goal of encouraging the use of paperless, electronic documents whenever appropriate and allowed by law. This Policy applies to all signatures used in processing various District documents and assumes the District signer has been given the authority to sign as determined by the District’s business process.

While the use of electronic signatures is suggested and encouraged, this Policy does not require the use electronic signatures, nor can the District mandate that any third party signing a document use electronic signatures.

B. Background/Discussion

Electronic Signature is the broad umbrella category under which all electronic signatures fall. The legality and use of Electronic Signatures are governed by federal and state law. (See 15 U.S.C. §§ 7001, et seq. [U.S. Federal Electronic Signatures in Global and National Commerce Act]; California Government Code §16.5; California Civil Code §§ 1633.1, et seq.

C. Intended Goals for eSignature

- **Security and legal compliance:** The use of electronic forms and eSignatures provides a secure method of signing and transferring documents electronically. A document cannot be altered after the signer has completed the eSignature. Additionally, a history of any changes made to the document prior to the signature is kept with the document and cannot be changed or deleted. When electronic signatures are used, hash values are attached to the document to verify the authenticity of a document during any transfer for added security.
- **Integration into business processes:** The eSignature process may fit into pre-existing business practices, provide automated processes, retrieve documents, use standard Application Program Interfaces (API), generate reminders and expiration settings, and allow multiple people to view a document and track its progress.

- **Simplified workflow:** eSignatures eliminate resource-intensive processes that require agencies, the public, and staff to manually sign documents. Features of the eSignature process include automation of simple forms, ability to track and review changes, vary the recipient roles, tag signatures, etc.
- **Cost benefits:** There is a potential cost-savings from not having to print, file, scan, and store paper copies. The District will save also on certified mail, postage, printing, ink, envelopes, and paper.

D. Policy

This Policy applies to documents requiring a signature of any person where the signature is intended to show authorship, approval, authorization, or certification, as allowed by law. It is the policy of the District to encourage the use of electronic signatures in all internal and external activities, documents, and transactions where it is operationally feasible to do so, where existing technology permits, and where it is otherwise appropriate based on District preferences. In such situations, affixing an electronic signature to a document in a manner consistent with this Policy shall satisfy the District's requirements for signing a document. As used in this Policy, the term "signature" includes using initials on a document instead of a signature.

E. Requirements of eSignature

The use of electronic signatures is permitted and shall have the same force and effect as the use of a "wet" or manual signature if all the following criteria are met:

1. The electronic signature is unique to the person using it.
2. The electronic signature is capable of verification.
3. The electronic signature is under the sole control of the person using it.
 - a. Email notifications requesting electronic signatures must not be forwarded.
 - b. These requirements prohibit the use of proxy signatures.
4. The electronic signature is linked to the data in such a manner that if the data is changed after the electronic signature is affixed, the electronic signature is invalidated.

F. Common Types of Documents

This Policy is intended to broadly permit the use of electronic signatures. Examples of common types of documents are listed in the following table, with notes on each type of document. The General Manager should work with Legal Counsel to determine where applicable laws permit an electronic signature to be used.

Document Type Examples	Is Use of an Electronic Signature Acceptable?	Notes
Memos, Forms, Board Letters, Correspondence, Meeting Minutes, Administrative Policies, Internal Approvals	Yes	eSignature is recommended.
Contracts/Service Agreements and Amendments, Leases* Purchase Orders, Letters of Agreement	Yes	eSignature is recommended. *Leases that will not be recorded are recommended for eSignature.
Certificates, Permits	Yes, if allowed by law	General Manager should work with Legal Counsel to determine where applicable laws permit an eSignature to be used.
Transactions involving Real Property (e.g. deeds, transfers of title)	No	
Documents Requiring Notarization*	No	*Leases that will not be recorded are recommended for eSignature.
Documents Requiring the Board President's Signature	Yes*	* Leases and other contracts that will not be recorded are recommended for eSignature. A "wet" or manual signature should be obtained for District Resolutions.

G. Documents Involving Other Parties

In the case of contracts or transactions which must be signed by outside parties, each party to the agreement must agree in advance to the use of an electronic signature. No party to a contract or other document may be forced to accept an electronic signature; they must be permitted to decide either way. Such consent may be withdrawn by the other party at any time such that future documents must be signed in hardcopy format.

When a document is electronically signed by all parties, the District will provide a copy of the electronically signed document to the other parties in an electronic format that is capable of being retained and printed by the other parties.

H. Setup & Use

The General Manager will be authorized to send out documents for eSignature and will determine whether other employees should also be authorized to send out documents for eSignature.

All District users of electronic signature technology shall conform to the rules set forth in this Policy, as may be amended from time to time.

I. Storage and Archiving of Electronically Signed Documents

If a document exists only electronically, steps should be taken to ensure that a fixed version of the final document is stored, so long as it does so in a manner consistent with any applicable District document retention or destruction policies and any applicable laws.

J. eSignature Solution Providers

In [Month/Year], the District entered into an agreement with [Approved Provider] to provide electronic signature capabilities and services to the District. [Approved Provider] is on the Approved List of Digital Signature Certification Authorities certified by the California Secretary of State for use by public entities.

K. Conclusion

The use of eSignatures is intended to make District business practices more efficient. The process eliminates the need to print, file, and store paper copies of documents that can now be authenticated digitally and stored electronically. For authorized documents under this Policy where state or federal laws, regulations, or rules require a handwritten signature, that requirement is met if the document contains an Electronic Signature, unless otherwise prohibited by such policies, laws, regulations, or rules.

L. Definitions

Application Program Interface (API) is a set of clearly defined methods of communication between various software components. APIs allow applications to interact with each other, allowing integration of one system with another.

Digital Signature is a specific signature technology implementation of electronic signature that uses cryptography to provide additional proof of the identity of a signer and integrity of a document. This cryptography uses Public Key Infrastructure (PKI) technology to issue digital certificates. PKI technology is accepted by the California Secretary of State for digital signatures created by a public entity.

Electronic relates to technology having electrical, digital, magnetic, wireless, optical, electromagnetic, or similar capabilities.

Electronic Record is a record created, generated, sent, communicated, received, or stored by electronic means.

Electronic Signature, or **eSignature**, means an electronic identifier, created by computer, attached or affixed to or logically associated with an electronic record, executed or adopted by a person with the intention of using it to have the same force and effect as the use of a manual signature.

Electronic Transaction is a transaction conducted or performed, in whole or in part, by electronic means or electronic records.

eSignature Product means a software or service that provides a means of affixing an Electronic Signature to an electronic record.

Hash Value is a unique numerical identifier that can be assigned to a file, a group of files, or a portion of a file, based on a standard mathematical algorithm applied to the characteristics of the data set. The numerical identifier is so distinctive that the chance that any two files will have the same hash value, no matter how similar they appear, is less than one in one billion. 'Hashing' is used to guarantee the authenticity of an original file.

Proxy Signatures are when Person-A authorizes Person-B to sign Person-A's signature on his/her behalf. (This is prohibited for eSignatures by this Policy.)

Record is information that is inscribed on a tangible medium or that is stored in an electronic or other medium and is retrievable in perceivable form. Documents or forms are records.