



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

**Thursday  
August 25, 2022**

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

**REGULAR MEETING  
A G E N D A**

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

**CALL TO ORDER**

**PLEDGE OF ALLEGIANCE**

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

- 1. MINUTES OF THE SPECIAL MEETING HELD AUGUST 24, 2022.**
- 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**
  - b) Budget to Actual**
  - c) Financial Statements**
- 5. DISTRICT COUNSEL'S REPORT. (Joshua George and Natalie Frye Laacke)**

6. **PUBLIC SESSION:** Statements from the floor will be heard during public session. Request to Speak forms are provided for those wishing to address the board. After completing the form, please give it to the Clerk. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public are cordially invited to speak on agenda items as they occur. Staff reports covering agenda items are available for review in the offices of the General Manager on the Tuesday prior to each meeting. The Board will establish time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.
7. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE SERVICE AGREEMENT BETWEEN THE DISTRICT AND COMCAST CABLE COMMUNICATIONS MANAGEMENT, LLC OR ITS FRANCHISED OPERATING AFFILIATE (“COMCAST”) FOR VILLAGE MOBILE HOME PARK; GRADUATED REVENUE SHARE PROVISION.**
8. **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 111-231-09, APN 111-231-11, APN 111-231-17, APN 111-292-027 (Gov. Code Section 54956.8)
  - b) Conference with Real Property Negotiators (Chris Hastert, and District Counsel) Re: 3455 Skyway Drive, Santa Maria, CA 93455 (Gov. Code Section 54956.8)
  - c) Significant exposure to litigation pursuant to Gov. Code Section 54956.9(b): One Case.
  - d) **PUBLIC EMPLOYEE APPOINTMENT.** Title: Interim General Manager
  - e) 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.
  - f) Conference with Legal Counsel-Existing Litigation pursuant to Paragraph (1) of subdivision (d) of Section 54956.9-Baskett v. SMPAD, Santa Barbara Superior Court Case No. 21CV04183.
9. **DIRECTORS’ COMMENTS.**
10. **ADJOURNMENT.**

MINUTES OF THE SPECIAL BOARD  
MEETING OF THE BOARD OF DIRECTORS  
OF THE SANTA MARIA PUBLIC AIRPORT  
DISTRICT HELD AUGUST 24, 2022

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

1. MINUTES OF THE REGULAR MEETING HELD August 11, 2022. Director Brown made a Motion to approve the minutes of the regular meeting held August 11, 2022. Director Baskett Seconded and it was carried by a 3-0 vote.
2. PUBLIC SESSION: Statements from the floor will be heard during public session. Request to Speak forms are provided for those wishing to address the board. After completing the form, please give it to the Clerk. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public are cordially invited to speak on agenda items as they occur. Staff reports covering agenda items are available for review in the offices of the General Manager on the Tuesday prior to each meeting. The Board has established a five-minute time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.  
  
No one requested to speak.
3. Presentation by Sam Zantzing, from Forefront Power, LLC and Kevin Flanagan, from SPURR to discuss solar options at the Santa Maria Airport.
4. DIRECTORS' COMMENTS: Directors Engel, Brown, and Baskett had no comment.
5. ADJOURNMENT. President Engel asked for a Motion to adjourn to a Regular Meeting to be held on August 25, 2022, at 7:00 p.m. at the regular meeting place. Director Baskett made that Motion, Director Engel Seconded and it was carried by a 3-0 vote.

ORDER OF ADJOURNMENT

This Special Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 7:45 p.m. on August 24, 2022.

\_\_\_\_\_  
Carl Engel, President

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

2022-2023

**DEMAND REGISTER  
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 070628 to 070674 and electronic payments on Pacific Premier Bank and in the total amount of \$258,947.34

\_\_\_\_\_  
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 070628 to 070674 and electronic payments on Pacific Premier Bank in the total amount of \$258,947.34 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 AND ADMINISTRATION

\_\_\_\_\_  
DATE

THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVED PAYMENT OF THE ATTACHED WARRANTS AT THE MEETING OF AUGUST 25, 2022.

\_\_\_\_\_  
HUGH RAFFERTY  
SECRETARY

**Santa Maria Public Airport District**

**Demand Register**

Check Number	Check Date	Vendor Name	Check Amount	Description
* 070628	8/18/2022	Ross Realty	\$108,234.27	Real Estate Commission
* 70629	8/22/2022	ADB SAFEGATE Americas LLC	\$842.32	Signs - Landing Area
* 70630	8/22/2022	Allan Hancock College Foundation	\$88.82	Airfest - Posters
* 70631	8/22/2022	Apex Auto Glass	\$489.30	Vehicle Maintenance
* 70632	8/22/2022	AT&T	\$91.12	Telephone Service
* 70633	8/22/2022	B&B Steel & Supply of SM	\$39.80	Drainage Maintenance
* 70634	8/22/2022	Bagby Plumbing Service & Repair	\$242.08	Building Maintenance - Hangar Area
* 70635	8/22/2022	Bartlett, Pringle & Wolf	\$392.00	Computer Support Services - Acumatica
* 70636	8/22/2022	Bomar Security & Investigation	\$2,887.50	Security Service
* 70637	8/22/2022	City of Santa Maria	\$1,365.32	Construction Meter Fees
* 70638	8/22/2022	City of Santa Maria-Util Div	\$7,267.34	Utilities - Water
* 70639	8/22/2022	Comcast	\$1,250.86	Cable/Internet/Digital Voice
* 70640	8/22/2022	Comcast Business	\$2,205.77	Internet Service
* 70641	8/22/2022	De Lage Landen	\$102.18	Copier
* 70642	8/22/2022	Fence Factory	\$257.87	Fencing and Gates Maintenance
* 70643	8/22/2022	Frontier Communications	\$203.45	Telephone Service
* 70644	8/22/2022	Grainger	\$130.84	Shop Supplies
* 70645	8/22/2022	Home Depot	\$77.97	Shop Supplies
* 70646	8/22/2022	J B Dewar, Inc	\$1,030.64	Unleaded/Diesel Fuel
* 70647	8/22/2022	J.D. Humann Landscape Contr.	\$4,955.00	Landscaping - Terminal
* 70648	8/22/2022	Letters, Inc.	\$569.84	Car Wash
* 70649	8/22/2022	Local Copies, Etc.	\$492.81	Office Supplies/Forms
* 70650	8/22/2022	McMaster-Carr	\$349.14	Building Maintenance/Shop Supplies/Signs
* 70651	8/22/2022	Mead & Hunt, Inc.	\$6,600.00	Airport Consulting Service
* 70652	8/22/2022	Mission Linen Service	\$373.10	Uniform Service
* 70653	8/22/2022	Napa Auto Parts	\$138.96	Vehicle Maintenance
* 70654	8/22/2022	Pacific Telemanagement Services	\$230.92	Pay Phone Services - Terminal
* 70655	8/22/2022	Pathpoint	\$1,752.96	Airport Svc Maintenance - Window Cleaning
* 70656	8/22/2022	Playnetwork, Inc.	\$95.85	Audio/Video Media Services
* 70657	8/22/2022	ProDIGIQ, Inc	\$6,250.00	Software Updates and Maintenance
* 70658	8/22/2022	Quinn Company	\$11,982.89	Airfest Safety and Security
* 70659	8/22/2022	Reade, Veroneka	\$423.97	Employee Paid Medical Reimbursement
* 70660	8/22/2022	Safety-Kleen	\$251.46	Hangar Maintenance
* 70661	8/22/2022	Service Star	\$11,480.70	Janitorial Service

**Santa Maria Public Airport District**

**Demand Register**

Check Number	Check Date	Vendor Name	Check Amount	Description
* 70662	8/22/2022	S Lombardi & Assoc., Inc.	\$3,570.00	Airport Advertising
* 70663	8/22/2022	Santa Maria Valley Crop Service	\$678.82	Weed/Wildlife Maintenance
* 70664	8/22/2022	Smith's Alarms & Electronics Inc.	\$630.00	Fire Alarm Service
* 70665	8/22/2022	South Coast Emergency Vehicle Services	\$24.22	Vehicle Maintenance
* 70666	8/22/2022	Statewide Safety & Signs, Inc	\$739.44	Airfest Security/Shop Supplies
* 70667	8/22/2022	State Water Resources Control Board	\$669.97	Site Cleanup Program 4/1/22 - 6/30/22
* 70668	8/22/2022	Trinity Landscape Center	\$225.74	Weed/Wildlife Maintenance
70669	8/22/2022	VTC Enterprises	\$70.00	Trash - Paper Recycling
* 70670	8/22/2022	HR Your Way, Inc.	\$1,122.00	HR Outsource
* 70671	8/22/2022	Gsolutionz, Inc.	\$528.53	Voice Services 6/22/22 - 7/22/22
* 70672	8/22/2022	ATBS	\$146.81	Signs
* 70673	8/22/2022	William Pourcho	\$492.00	Tenant Refund
* 70674	8/22/2022	The Hertz Corporation	\$7,468.00	Refund - Overpayment
Subtotal			<u>\$189,512.58</u>	
ACH	8/9/2022	Amazon Capital Services	\$6,354.86	Airfest Expenses/Office Supplies
ACH	8/11/2022	Xerox	\$536.53	Copier
ACH	8/11/2022	CalPers	\$14,233.15	Employee Health Insurance
ACH	8/12/2022	CalPers	\$700.00	Unfunded Liability
ACH	8/15/2022	Ready Refresh	\$86.74	Water Delivery
ACH	8/16/2022	PG&E	\$1,193.77	Terminal/Hangar/Admin Electricity
ACH	8/16/2022	CalPers	\$6,132.06	Employee Retirement
ACH	8/17/2022	Empower Retirement	\$4,928.19	Employee Paid Retirement
ACH	8/18/2022	Paychex	\$28,296.77	Payroll
ACH	8/19/2022	Paychex	\$6,686.66	Payroll Taxes
ACH	8/19/2022	Paychex	\$191.04	Paychex Invoice
ACH	8/22/2022	Ready Refresh	\$94.99	Water Delivery
Subtotal			<u>\$69,434.76</u>	
Total			<u><u>\$258,947.34</u></u>	

**Santa Maria Public Airport District**

**Budget vs. Actual - YTD**

As of July 31, 2022

	<u>YTD</u>	<u>YTD BUD</u>	<u>VARIANCE</u>	<u>% VARIANCE</u>
61000-Landing fees	2,435.16	7,500.00	(5,064.84)	(67.5 %)
61100-Tiedowns	2,094.00	2,258.37	(164.37)	(7.3 %)
61200-Fuel Flowage Fees	5,988.90	6,883.37	(894.47)	(13.0 %)
62000-T-Hangar	36,157.00	36,400.00	(243.00)	(.7 %)
62100-Corporate Hangar	24,007.00	23,500.00	507.00	2.2 %
62200-Owner Build Hangar	1,649.00	1,650.00	(1.00)	(.1 %)
63000-T-Hangar Storage	2,698.00	2,716.63	(18.63)	(.7 %)
64100-Main Hangar	10,896.00	10,891.63	4.37	.0 %
64200-Commercial Aviation	32,415.41	30,775.00	1,640.41	5.3 %
64300-Land Lease - Commercial Aviation	8,211.00	14,225.00	(6,014.00)	(42.3 %)
65000-Car Rental	14,354.32	14,941.63	(587.31)	(3.9 %)
65100-Terminal Space Lease	13,404.91	13,350.00	54.91	.4 %
66100-Agricultural Lease	85,473.19	89,475.00	(4,001.81)	(4.5 %)
66200-Non Aviation Land Leases	34,032.58	27,900.00	6,132.58	22.0 %
66300-Cell Tower Lease	5,050.00	5,116.63	(66.63)	(1.3 %)
66400-Mobile Home Parks	31,000.00	42,596.37	(11,596.37)	(27.2 %)
67000-Administrative Income	1,644.00	3,733.37	(2,089.37)	(56.0 %)
67200-Cares Grant	0.00	18,333.37	(18,333.37)	(100.0 %)
67205-BIL Grant	0.00	56,666.63	(56,666.63)	(100.0 %)
67210-Leo Reimbursement	0.00	1,075.00	(1,075.00)	(100.0 %)
68100-Airfest Ticket Sales	6,572.58	23,333.37	(16,760.79)	(71.8 %)
68150-Airfest Vendor Revenue	0.00	666.63	(666.63)	(100.0 %)
68200-Airfest Sponsorship	9,500.00	15,000.00	(5,500.00)	(36.7 %)
69100-Interest and Investment Earnings	0.00	2,033.37	(2,033.37)	(100.0 %)
69110-AIP Reimbursement	0.00	751,216.63	(751,216.63)	(100.0 %)
69120-PFC Revenue	0.00	6,083.37	(6,083.37)	(100.0 %)
69200-Tax Revenues	0.00	162,708.37	(162,708.37)	(100.0 %)
<b>Total Income</b>	<b>327,583.05</b>	<b>1,371,029.74</b>	<b>(1,043,446.69)</b>	<b>(76.1 %)</b>
80000-G&A	0.00	1,157.50	(1,157.50)	(100.0 %)
80001-MHP - Maintenance	0.00	1,071.63	(1,071.63)	(100.0 %)
80002-MHP - MHP Liability Insurance	0.00	646.63	(646.63)	(100.0 %)
80003-MHP - Property Management	0.00	2,350.00	(2,350.00)	(100.0 %)
80004-MHP - Salaries/ Employee Related Expenses	0.00	9,043.38	(9,043.38)	(100.0 %)
80005-MHP - Utilities	0.00	14,435.00	(14,435.00)	(100.0 %)
80100-Salaries- Administration	34,668.44	39,191.63	(4,523.19)	(11.5 %)
80101-Salaries - Maintenance & Operations	35,052.32	39,291.63	(4,239.31)	(10.8 %)
80102-Employee Benefits - Other	3,136.72	5,458.37	(2,321.65)	(42.5 %)
80104-Employee Benefits - Medical	9,709.85	21,125.00	(11,415.15)	(54.0 %)
80105-Medicare Tax	0.00	1,175.00	(1,175.00)	(100.0 %)
80106-PERS Retirement	0.00	24,025.00	(24,025.00)	(100.0 %)
81000-ARFF Services	0.00	75,000.00	(75,000.00)	(100.0 %)
81100-Electricity	16,814.36	15,583.37	1,230.99	7.9 %
81200-Natural Gas	0.00	941.63	(941.63)	(100.0 %)
81300-Water	6,518.27	6,075.00	443.27	7.3 %
81600-Communications	913.85	6,141.74	(5,227.89)	(85.1 %)
81601-Communications - Alarm	1,517.04	1,108.37	408.67	36.9 %
81602-Communications - Wireless	1,296.26	1,600.00	(303.74)	(19.0 %)
81603-Communications - Access Control	103.57	83.37	20.20	24.2 %
82400-Supplies Office	440.24	5,416.63	(4,976.39)	(91.9 %)
82410-Supplies Shop	2,733.59	3,500.00	(766.41)	(21.9 %)
82500-Fuel Expense	5,448.62	3,666.63	1,781.99	48.6 %
83000-Maintenance - Misc	275.00	1,408.37	(1,133.37)	(80.5 %)
83001-Maintenance - Lighting	1,010.96	1,875.00	(864.04)	(46.1 %)
83002-Maintenance - Generator	0.00	437.50	(437.50)	(100.0 %)
83003-Maintenance - Pavement	6,742.25	3,716.63	3,025.62	81.4 %
83004-Maintenance - Weed/Wildlife	3,602.67	4,272.50	(669.83)	(15.7 %)
83005-Maintenance - Fencing & Gates	144.29	1,416.63	(1,272.34)	(89.8 %)
83006-Maintenance - Building	5,995.34	7,500.11	(1,504.77)	(20.1 %)

83007-Maintenance - Fire Alarm	149.99	1,875.00	(1,725.01)	(92.0 %)
83008-Maintenance - Drainage	0.00	625.00	(625.00)	(100.0 %)
83100-Signs	2,700.44	1,916.63	783.81	40.9 %
84000-Equipment Lease	638.71	825.00	(186.29)	(22.6 %)
84500-Janitorial	10,496.00	10,491.74	4.26	.0 %
84700-Landscaping	5,444.55	5,291.74	152.81	2.9 %
85000-Vehicle Maintenance	19,091.65	3,333.37	15,758.28	472.7 %
85400-Dues and Membership	960.00	5,950.00	(4,990.00)	(83.9 %)
86000-Advertising	4,575.00	22,500.00	(17,925.00)	(79.7 %)
86001-Consulting - Admin	28,400.45	30,866.63	(2,466.18)	(8.0 %)
86002-Consulting Professional	28,734.43	24,032.12	4,702.31	19.6 %
86003-Consulting - Legal	6,665.90	9,375.00	(2,709.10)	(28.9 %)
86004-Consulting - Security	35,807.08	35,733.37	73.71	.2 %
86005-Bank Fees	0.00	2,083.37	(2,083.37)	(100.0 %)
86200-Insurance	0.00	29,208.37	(29,208.37)	(100.0 %)
86500-Permits	0.00	941.63	(941.63)	(100.0 %)
86600-Education and Recognition	450.00	1,783.37	(1,333.37)	(74.8 %)
86700-Business Travel	1,397.44	6,975.00	(5,577.56)	(80.0 %)
86800-Fire Fighting Training	0.00	3,958.37	(3,958.37)	(100.0 %)
86900-Election Expense	0.00	4,166.63	(4,166.63)	(100.0 %)
87025-Rent Credit	868.00	0.00	868.00	.0 %
88001-Airfest Expense - Performers	0.00	11,016.63	(11,016.63)	(100.0 %)
88002-Airfest Expense - Gala/VIP Tent	0.00	7,283.37	(7,283.37)	(100.0 %)
88003-Airfest Expense Insurance	0.00	541.63	(541.63)	(100.0 %)
88004-Airfest Marketing	0.00	5,609.13	(5,609.13)	(100.0 %)
88005-Airfest Expense - Lodging	0.00	5,291.63	(5,291.63)	(100.0 %)
88007-Airfest Expense - Rental Cars	0.00	550.00	(550.00)	(100.0 %)
88008-Airfest Expense - Safety & Security	839.16	7,266.63	(6,427.47)	(88.5 %)
88009-Airfest Expenses- Miscellaneous	0.00	958.37	(958.37)	(100.0 %)
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Total Expenses	283,342.44	539,163.98	(255,821.54)	(47.4 %)
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Net Income	44,240.61	831,865.76	(787,625.15)	(28.7 %)
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**Santa Maria Public Airport District**  
**Profit & Loss**  
**As of July 31, 2022**

	YTD	PTD	PTD AVG	% AVG/PTD
Revenues from Operations				
Landing Area				
Landing fees and tiedowns	4,529.16	4,529.16	4,529.16	100.0 %
Fuel flowage fees	5,988.90	5,988.90	5,988.90	100.0 %
Subtotal	10,518.06	10,518.06	10,518.06	100.0 %
Hangar area				
T-Hangar	36,157.00	36,157.00	36,157.00	100.0 %
Corporate T-Hangars	24,007.00	24,007.00	24,007.00	100.0 %
T-Hangar Storage Units	2,698.00	2,698.00	2,698.00	100.0 %
Owner Build Hangars	1,649.00	1,649.00	1,649.00	100.0 %
Subtotal	64,511.00	64,511.00	64,511.00	100.0 %
Main hangar and F.B.O. area				
Main Hangar	10,896.00	10,896.00	10,896.00	100.0 %
Commercial Hangars	32,415.41	32,415.41	32,415.41	100.0 %
Land Leases	8,211.00	8,211.00	8,211.00	100.0 %
Subtotal	51,522.41	51,522.41	51,522.41	100.0 %
Terminal Area				
Car Rental and Ground	14,354.32	14,354.32	14,354.32	100.0 %
Terminal Space Lease	13,404.91	13,404.91	13,404.91	100.0 %
TSA LEO Reimbursement	0.00	0.00	0.00	
Subtotal	27,759.23	27,759.23	27,759.23	100.0 %
Revenue generating land				
Land Lease Recreational	34,032.58	34,032.58	34,032.58	100.0 %
Agricultural Leases	85,473.19	85,473.19	85,473.19	100.0 %
Airport Business Park - on	5,050.00	5,050.00	5,050.00	100.0 %
Airport Hotel	1,644.00	1,644.00	1,644.00	100.0 %
Airport Mobile Home Park - on	31,000.00	31,000.00	31,000.00	100.0 %
Subtotal	157,199.77	157,199.77	157,199.77	100.0 %
Airfest				
Airfest Ticket Sales	6,572.58	6,572.58	6,572.58	100.0 %
Airfest Sponsorship	9,500.00	9,500.00	9,500.00	100.0 %
Subtotal	16,072.58	16,072.58	16,072.58	100.0 %
Administrative				
Badging Income			0.00	
Miscellaneous Income			0.00	
Plans and Specs	0.00	0.00	0.00	
Cares Grant Revenue	0.00	0.00	0.00	
Subtotal	0.00	0.00	0.00	
Total Revenue from operations	327,583.05	327,583.05	327,583.05	100.0 %

**Santa Maria Public Airport District**  
**Profit & Loss**  
**As of July 31, 2022**

	YTD	PTD	PTD AVG	% AVG/PTD
Operating Expenses:				
Landing Area	15,570.41	15,570.41	15,570.41	100.0 %
Hangar Area	5,768.84	5,768.84	5,768.84	100.0 %
Main hangar and Commercial	6,441.26	6,441.26	6,441.26	100.0 %
Terminal area	46,348.46	46,348.46	46,348.46	100.0 %
Revenue generating land	1,281.06	1,281.06	1,281.06	100.0 %
Salaries and Benefits	82,567.33	82,567.33	82,567.33	100.0 %
Utilities	6,206.69	6,206.69	6,206.69	100.0 %
Supplies	8,622.45	8,622.45	8,622.45	100.0 %
Maintenance and Repairs	24,013.56	24,013.56	24,013.56	100.0 %
Contractual Services	41,625.70	41,625.70	41,625.70	100.0 %
ARFF Services	0.00	0.00	0.00	
Security Services	35,807.08	35,807.08	35,807.08	100.0 %
Dues and Subscriptions	960.00	960.00	960.00	100.0 %
Advertising	4,575.00	4,575.00	4,575.00	100.0 %
Depreciation	0.00	0.00	0.00	
Insurance	0.00	0.00	0.00	
Business Travel and Entertainment	1,397.44	1,397.44	1,397.44	100.0 %
Rent Credit	868.00	868.00	868.00	100.0 %
Air Show Expense	839.16	839.16	839.16	100.0 %
Other Miscellaneous Expense	450.00	450.00	450.00	100.0 %
<b>Total Expenses</b>	<b>283,342.44</b>	<b>283,342.44</b>	<b>283,342.44</b>	<b>100.0 %</b>
<hr/>				
Operating income (loss)	44,240.61	44,240.61	44,240.61	100.0 %
<hr/>				
Non-Operating Revenues (Expenses):				
PFC Revenue	0.00	0.00	0.00	
Interest Income	0.00	0.00	0.00	
Tax Revenues	0.00	0.00	0.00	
<b>Total non-operating rev (exp)</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<hr/>				
<b>Net Income</b>	<b>44,240.61</b>	<b>44,240.61</b>	<b>44,240.61</b>	<b>100.0 %</b>

Current Assets:	
Cash and cash equivalents	6,354,212
Restricted - cash and cash equivalents	3,006,458
Certificate-of-deposit	8,000
Accounts receivable - customers and tenants, net	2,976
Prepaid expenses and deposits	366,548
	<hr/>
Total current assets	9,738,194
	<hr/>
Non-current assets:	
Note receivable	164,355
Interest Receivable	8,965
Capital assets, not being depreciated	6,479,480
Depreciable capital assets	20,446,873
Deferred other post-employment benefits outflows	77,902
Deferred pension outflows	445,936
	<hr/>
Total non-current assets	27,623,512
	<hr/>
Total assets	37,361,705
	<hr/>
Current Liabilities:	
Accounts payable and accrued expenses	59,487
Accrued wages and related payables	28,003
Unearned Revenue (customer prepaid)	0
Hangar and other deposits	113,660
Long-term liabilities - due in one year:	
Compensated absences	43,605
Land improvements payable	19,174
	<hr/>
Total current liabilities	263,929
	<hr/>
Long-term liabilities - due in more than one year	
Compensated absences	130,815
Land improvements payable	108,653
Total other post-employment benefits liability	373,325
Net pension liability	2,056,379
Deferred pension inflows	92,912
	<hr/>
Total long term liabilities	2,762,085
	<hr/>
Total Liabilities	3,026,014
	<hr/>
Net position:	
Retained Earnings	34,291,451
Change in Net Position	44,241
	<hr/>
Total net position	34,335,692
	<hr/>
Total liabilities and net position	37,361,705
	<hr/> <hr/>



8/9/2022

Santa Maria Public Airport District  
3217 Terminal Dr  
Santa Maria, CA 93455  
Attn: Airport Manager

**Re: The Service Agreement (“Agreement”) between Comcast Cable Communications Management, LLC or its franchised operating affiliate (“Comcast”) and Santa Maria Public Airport District (“Customer”) for Village Mobile Home Park (the “Property”); Graduated Revenue Share Provision.**

Dear Airport Manager:

We are writing to notify you of a modification we must make to our Agreement to comply with recent change in law. On February 15, 2022, the Federal Communications Commission (“FCC”) released a Report and Order and Declaratory Ruling entitled Improving Competitive Broadband Access to Multiple Tenant Environments (the “Order”), a copy of which you can access at <https://www.fcc.gov/document/fcc-acts-increase-broadband-competition-apartment-buildings>. The Order prohibits certain service providers, including Comcast, from enforcing existing graduated or tiered revenue sharing arrangements with owners of multi-tenant environments (“MTEs”), such as the Property. This FCC prohibition goes into effect on September 26, 2022.

The FCC defines a graduated revenue sharing arrangement as one in which a provider pays an MTE owner a larger percentage of revenue as its penetration at the property increases. The revenue share provision in our Agreement constitutes a graduated revenue share arrangement prohibited by the Order. Therefore, as of September 24<sup>th</sup>, that provision is no longer enforceable. In order to comply with the Order, Comcast must cease making any graduated revenue share payments as of that date. Please note that our Agreement includes a severability clause, meaning that if a provision of our Agreement is found to be unenforceable, the validity of the remainder of the Agreement is not impacted or impaired. As a result, our Agreement remains in full force and effect other than the payment of graduated revenue share and no further action is required in response to the Order.

Although Comcast can no longer pay graduated revenue share to Customer after September 26<sup>th</sup>, Comcast is offering Customer a new, single tier revenue share option, as set forth in the attached amendment (the “Amendment”). The revenue share percentage offered in the Amendment closely reflects the revenue share compensation you have been actually receiving from Comcast. For comparison, the chart below shows the percentage of revenue you have received from Comcast over the past 4 quarters.

	DATA		VIDEO		VOICE	
	Penetration	Payout %	Penetration	Payout %	Penetration	Payout %
1Q/22	61%	3%	19%	0%	11%	0%
4Q/21	60%	3%	19%	0%	11%	0%
3Q/21	62%	3%	21%	0%	11%	0%
2Q/21	63%	3%	22%	0%	11%	0%

If you wish to accept this offer, please promptly sign and return a copy of the Amendment to 30903 Viking Pkwy, Suite B, Westlake, OH 44145. Alternatively, you can scan a signed copy of the Amendment and return it electronically to [ComcastFCCcompliance@m3cable.com](mailto:ComcastFCCcompliance@m3cable.com). This offer is valid for 30 days from the date of this Letter and will be deemed

rescinded if you have not returned the attached Amendment executed by an authorized signatory within that 30 day period.

Comcast looks forward to continuing to provide our services to residents of the Property in accordance with the remaining provisions of the Agreement. If you have any questions, please call us at 844-963-0296 between the hours of 8AM – 8PM EST Monday - Friday. Thank you for your prompt attention to this matter.

Sincerely,

Michael Slovin  
Vice President, Field Sales

# XFINITY COMMUNITIES

## Revenue Share Amendment

### Defined Terms

Customer	Santa Maria Public Airport District
Company	Comcast Cable Communications Management, LLC or its franchised affiliate
Property Name	Village Mobile Home Park
Agreement Effective Date	September 8, 2016
Revenue Share Amendment Effective Date	September 26, 2022

### Amendment

As of the Revenue Share Amendment Effective Date, Customer and Company agree to amend the service agreement entered into by the parties on the Agreement Effective Date (the "Agreement") as follows:

- The Marketing Support Compensation Schedule(s) or any other schedules that tie revenue to penetration levels in the Agreement are deleted in their entirety and replaced with the following:

Provided that Customer has completed and submitted an accurate W-9 to Company ("W-9"), Company shall pay to Customer:

3% of Internet Service Revenue

Customer hereby acknowledges that Customer is not owed the Marketing Support Fee unless and until Customer provides an accurate W-9 to Company and during any period the W-9 is not accurate.

- The term "Penetration" and/or any reference to penetration levels in the Agreement is hereby deleted.

- Except as specifically modified hereby, the Agreement remains in full force and effect in accordance with its terms.

The parties hereto have caused this Amendment to be executed by their duly authorized representatives as of the last date below.

Customer:

Company: Comcast Cable Communications Management, LLC

By: **X** \_\_\_\_\_  
*(Signature-Required)*

By:

Name: \_\_\_\_\_  
*(Required)*

Name: Michael Slovin

Title: \_\_\_\_\_  
*(Required)*

Title: Vice President Field Sales

Date: \_\_\_\_\_  
*(Required)*

Date:

## FAQs

### **What is the FCC Order and where do I learn more?**

On February 15, 2022, the FCC issued an Order and Declaratory Ruling titled “Improving Broadband Access to Multiple Tenant Environments” (the “Order”). You learn more by visiting this link:

<https://www.fcc.gov/document/fcc-acts-increase-broadband-competition-apartment-buildings>

### **Why is my contract with Comcast being impacted?**

The Order applies to certain telecommunications carriers and cable operators, including Comcast, and their agreements with owners of multiple tenant environments (“MTEs”). The Order prohibits Comcast from entering into or enforcing graduated revenue share provisions in its agreements. The revenue sharing provision in our agreement is graduated. Therefore, when this piece of the Order goes into effect on September 24, 2022, Comcast is prohibited from continuing to pay you graduated revenue share under our agreement.

### **When do these changes go into effect?**

The portion of the Order impacting graduated revenue share provisions in existing agreements goes into effect on September 24, 2022.

### **Due to the Order, can I terminate my agreement with Comcast?**

No. Although Comcast is prohibited from paying graduated revenue share, the remaining terms of our contract remain in full force and effect in accordance with the terms of our agreement.

### **Will the Order impact the services I receive?**

No. The services Comcast provides to you and your residents will not change as a result of the Order.

### **Does the Order impact other broadband providers or MTE owners?**

Yes. The Order applies to certain other telecommunications providers and cable operators and the agreements they enter into with owners of MTEs.

### **Why did the FCC issue the Order?**

The FCC issued the Order to expand competitive choice of broadband services for residents and tenants of MTEs. For more details, see the link to the Order above.

### **Who can I speak with if I have further questions?**

Please direct all questions to 1-844-963-0296

Toll Free Number Operator House: 8AM – 8PM EST