



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

**Thursday
September 14, 2023**

**Administration Building
Airport Boardroom
6:00 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: Moreno, Adams, Baskett, Clayton, Brown

- 1. MINUTES OF THE REGULAR MEETING HELD AUGUST 24, 2023**
- 2. COMMITTEE REPORT(S):**
 - a) **AVIATION SUPPORT & PLANNING (Standing or Ad Hoc)**
 - b) **ADMINISTRATION & FINANCIAL (Standing or Ad Hoc)**
 - c) **MARKETING & PROMOTIONS (Standing or Ad Hoc)**
 - d) **CITY & COUNTY LIAISON**
 - e) **STATE & FEDERAL LIAISON**
 - f) **VANDENBERG LIAISON**
 - g) **BUSINESS PARK COMMITTEE (Ad Hoc)**
- 3. GENERAL MANAGER'S REPORT**
- 4. MANAGER OF FINANCE & ADMINISTRATION REPORT**
 - a) **Demand Register**

5. **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 a time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.
6. **AUTHORIZATION FOR ONE STAFF MEMBER TO ATTEND THE HYSECURITY REGIONAL PRODUCT SEMINAR TO BE HELD OCTOBER 3RD – 6TH, 2023, IN CHICAGO, IL.**
7. **AUTHORIZATION FOR TWO STAFF MEMBERS AND TWO COMMUNITY MEMBERS TO ATTEND A HEADQUARTER MEETING WITH SKYWEST AIRLINES TO BE HELD NOVEMBER 29TH, 2023, IN SAINT GEORGE, UT.**
8. **AUTHORIZATION FOR TWO STAFF MEMBERS AND TWO COMMUNITY MEMBERS TO ATTEND A HEADQUARTER MEETING WITH SOUTHWEST AIRLINES TO BE HELD DECEMBER 7TH, 2023, IN DALLAS, TX.**
9. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE FIRST AMENDMENT OF RENEWAL AGREEMENT BETWEEN THE DISTRICT AND PRODIGIQ, INC ADDING THE MYKONOS GASB 87 MODULE AS PART OF THE LEASE MANAGEMENT SYSTEM.**
10. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE EIGHTH AMENDMENT OF LEASE BETWEEN THE DISTRICT AND THE CITY OF SANTA MARIA FOR PIONEER PARK.**
11. **CLOSED SESSION.** The Board will hold a Closed Session to discuss the following item(s):
 - a) **Conference with Legal Counsel-Anticipated Litigation (Paragraph (2) or (3) of Subdivision (d) of Gov. Code Section 54956.9) Significant exposure to litigation: (One case).**
 - b) **Conference with Legal Counsel-Existing Litigation pursuant to Paragraph (1) of subdivision (d) of Section 54956.9-Baskett v. SMPAD, United States Bankruptcy Court Central District of California – Northern Division Case No. 9:22-bk-10011-RC.**
12. **DIRECTORS' COMMENTS.**
13. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD
MEETING OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT HELD AUGUST 24, 2023

The Board of Directors of the Santa Maria Public Airport District held a Regular Meeting at the regular meeting place at 5:58 p.m. Present were Directors Moreno, Adams, Baskett, Clayton, and Brown, General Manager, Pehl, Manager of Finance & Administration Reade, and District Counsel George and Cheung.

1. MINUTES OF THE REGULAR MEETING HELD August 10, 2023. Director Baskett made a Motion to approve the minutes of the regular meeting held August 10, 2023. Director Clayton Seconded and it was carried by a 4-0 vote. Director Brown abstained.
2. COMMITTEE REPORT(S):
 - a) AVIATION SUPPORT & PLANNING (Standing or Ad Hoc) – No meeting scheduled.
 - b) ADMINISTRATION & FINANCIAL (Standing or Ad Hoc) – No meeting scheduled.
 - c) MARKETING & PROMOTIONS (Standing or Ad Hoc) – No meeting scheduled.
 - d) CITY & COUNTY LIAISON – No meeting scheduled.
 - e) STATE & FEDERAL LIAISON – No meeting scheduled.
 - f) VANDENBERG LIAISON – No meeting scheduled.
 - g) BUSINESS PARK COMMITTEE (Ad Hoc) – No meeting scheduled.
3. GENERAL MANAGER'S REPORT. Mr. Pehl provided a summary of his meetings at Takeoff North America. He and Ms. Fenton met with 3 airlines which were productive and positive. The District is continuing to build relationships as we push for air service. The District was awarded Best place to view art in the Santa Maria Sun "Best of" series.
4. The Manager of Finance & Administration presented the Demand Register to the Board for review and approval.
 - a) Demand Register. The Demand Register, covering warrants 071813 through 071845 in the amount of \$153,052.56, was recommended for approval as presented. Director Adams made a Motion to accept the Demand Register as presented. Director Baskett Seconded and it was carried by a 5-0 vote.
 - b) Budget to Actual. Received and filed.
 - c) Financial Statements. Received and filed.
5. 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 three-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.

6. Presentation by Director Moreno on the EAA Airventure Oshkosh Fly-In & Convention. Director Moreno provided a summary of his trip and noted it was worth attending in the future. Director Brown asked for a financial report from this trip.
7. Presentation by Director Moreno on the Counter-UAS Summit Conference. Director Moreno provided a summary of the conference. He noted this one was not something we should attend in the future and asked Director Baskett to add his thoughts as he also attended. Director Baskett had an opposing view and provided his summary. Director Brown asked for a financial report from this trip.
8. CLOSED SESSION. At 6:17 p.m. the Board went into Closed Session to discuss the following item(s):
 - a) Conference with Legal Counsel-Anticipated Litigation (Paragraph (2) or (3) of subdivision (d) of Gov. Code Section 54956.9) Significant exposure to litigation: (One case).
 - b) Conference with Legal Counsel-Existing Litigation pursuant to Paragraph (1) of subdivision (d) of Section 54956.9-Baskett v. SMPAD, United States Bankruptcy Court Central District of California – Northern Division Case No. 9:22-bk-10011-RC.

At 6:58 pm., the Board and staff reconvened to Open Public Session.

No reportable actions.

9. DIRECTORS' COMMENTS: Directors Adams and Clayton had no comment.

Director Brown would like us to bring an item forward on the next agenda to discuss the quality of the board meeting recordings. He would also like to add an item to discuss drones.

Director Moreno met with the Open Street Santa Barbara County organizers. He believes the District should attend the event and provide AirFest tickets to garner interest in aviation.

Director Baskett reiterated his thoughts on drones and public safety. He made a comment about the barriers in the board room. He is putting information together and gaining interest from potential owners for another phase of owner-built hangars. He would like to work with the Board and move forward. He asked to see Director Brown's expenses from previous trips.

10. ADJOURNMENT. Director Moreno asked for a Motion to adjourn to a Regular Meeting to be held on September 14, 2023, at 6:00 p.m. at the regular meeting place. Director Clayton made that Motion, Director Adams Seconded and it was carried by a 5-0 vote.

ORDER OF ADJOURNMENT

This Regular Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 7:02 p.m. on August 24, 2023.

Ignacio Moreno, President

David Baskett, Secretary

2023-2024

**DEMAND REGISTER
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 071846 to 071922 and electronic payments on Pacific Premier Bank and in the total amount of \$1,698,544.43.

MARTIN PEHL
GENERAL MANAGER

DATE

The undersigned certifies that the attached register of audited demands of the Santa Maria Public Airport District for each demand, numbers 071846 to 071922 and electronic payments on Pacific Premier Bank in the total amount of \$1,698,544.43 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 SEPTEMBER 14, 2023.

DAVID BASKETT
SECRETARY

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
* 71846	8/23/2023	American Industrial Supply	\$103.04	Shop Supplies
* 71847	8/23/2023	AT&T	\$44.86	Telephone Service
* 71848	8/23/2023	Bartlett, Pringle & Wolf	\$225.00	Software Support - Acumatica
* 71849	8/23/2023	BC Pump Sales & Service, Inc	\$328.66	Shop Supplies
* 71850	8/23/2023	Blueglobes, Inc.	\$398.19	Lighting Maintenance - Landing Area
* 71851	8/23/2023	BMI PacWest	\$317.73	Terminal Maintenance
* 71852	8/23/2023	Bomar Security & Investigation	\$2,937.00	Security Service
* 71853	8/23/2023	Central City Tool Supply, Inc.	\$141.27	Small Tools
* 71854	8/23/2023	City of Guadalupe	\$18,322.34	Security Service/LEO - July 2023
* 71855	8/23/2023	City of Santa Maria	\$5,633.32	Construction Meter Fees
* 71856	8/23/2023	Clark Pest Control	\$3,060.00	Weed/Wildlife Abatement
* 71857	8/23/2023	Comcast Business	\$2,205.77	Internet Service
* 71858	8/23/2023	Ferguson Enterprises, Inc.	\$974.67	Terminal Maintenance
* 71859	8/23/2023	Frontier Communications	\$233.97	Telephone Service
* 71860	8/23/2023	J B Dewar, Inc	\$1,064.56	Unleaded/Diesel Fuel
* 71861	8/23/2023	J.D. Humann Landscape Contr.	\$390.66	Terminal Maintenance
* 71862	8/23/2023	Keylock Security Specialists	\$150.00	Gate Repair
* 71863	8/23/2023	Mission Linen Service	\$135.53	Uniform Service
* 71864	8/23/2023	Napa Auto Parts	\$52.12	Shop Supplies
* 71865	8/23/2023	Quinn Company	\$13,059.98	Airshow Prep
* 71866	8/23/2023	Safety-Kleen	\$252.88	Hangar Maintenance
* 71867	8/23/2023	San Luis Powerhouse	\$675.00	Generators - Quarterly Inspections
* 71868	8/23/2023	SCS Engineers	\$1,350.00	PFAS Assessment Workplan - July 2023
* 71869	8/23/2023	Service Star	\$12,735.83	Janitorial Service
* 71870	8/23/2023	Sign Creations	\$483.94	Signs
* 71871	8/23/2023	S Lombardi & Assoc., Inc.	\$5,195.00	Airport Advertising
* 71872	8/23/2023	Smith's Alarms & Electronics Inc.	\$630.00	Fire Alarm Service
* 71873	8/23/2023	Tartaglia Engineering	\$93,373.00	Taxiway Rehabilitation
* 71874	8/23/2023	Tri-Counties Plant Service	\$275.00	Interior Plant Service - Terminal
* 71875	8/23/2023	Trinity Landscape Center	\$113.68	Weed/Wildlife Maintenance
* 71876	8/23/2023	Midi, Inc. DBA Valley Glass & Mirror Co.	\$225.00	Terminal Maintenance
* 71877	8/23/2023	The Widroe Group, Inc.	\$18,000.00	Consulting Services
* 71878	8/23/2023	David K. Wolff Environmental, LLC	\$2,030.00	Environmental Consulting
* 71879	8/23/2023	Qovo Solutions Inc.	\$3,161.23	SMX Cameras - Repairs and Upgrades
* 71880	8/23/2023	Brown, Steve - Reimbursements	\$46.90	Travel Reimbursement
* 71881	8/23/2023	Gsolutionz, Inc.	\$545.25	iCloud Voice Services
* 71882	8/23/2023	Granite Construction	\$1,292,061.10	Taxiway Rehabilitation
* 71883	8/23/2023	Transportation Security Clearinghouse	\$12,000.00	Airbodge Integrated Services - Annual
* 71884	8/23/2023	United Rentals	\$10,787.01	Airshow Prep
* 71885	9/6/2023	Adamski Moroski	\$4,069.50	Legal Counsel Services
* 71886	9/6/2023	Advantage Answering Plus	\$575.54	Answering Service
* 71887	9/6/2023	American Industrial Supply	\$22.68	Hangar Maintenance
* 71888	9/6/2023	Architect's Consulting Service	\$1,000.00	Hangar 3001 Roof Replacement
* 71889	9/6/2023	AT&T	\$248.68	Telephone Service
* 71890	9/6/2023	BMI PacWest	\$1,854.00	HVAC Services - 9/1/23 - 11/30/23
* 71891	9/6/2023	Bomar Security & Investigation	\$4,886.59	Security Service
* 71892	9/6/2023	Boyer's Diesel	\$1,063.68	Vehicle Maintenance

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
* 71893	9/6/2023	Cal Stripe inc	\$15,393.56	Runway 20 Displaced Threshold
* 71894	9/6/2023	Coast Networx	\$210.00	Computer Support Services
* 71895	9/6/2023	City of Santa Maria-Util Div	\$6,385.07	Utilities - Water
* 71896	9/6/2023	De Lage Landen	\$83.74	Copier
* 71897	9/6/2023	C.J. Brown & Company, CPAs	\$5,439.00	Annual Audit
* 71898	9/6/2023	Ferguson Enterprises, Inc.	\$23.52	Hangar Maintenance
* 71899	9/6/2023	Frontier Communications	\$897.00	Telephone Service
* 71900	9/6/2023	Heath, Ray	\$3,575.20	Consulting Svcs - Contingencies
* 71901	9/6/2023	J B Dewar, Inc	\$614.38	Unleaded/Diesel Fuel
* 71902	9/6/2023	MarTeeny Designs	\$550.00	Website Maintenance
* 71903	9/6/2023	McMaster-Carr	\$267.43	Shop Supplies
* 71904	9/6/2023	Mission Linen Service	\$387.81	Uniform Service
* 71905	9/6/2023	Outdoor Supply Hardware	\$1,178.84	Terminal/Hangar/Admin Maintenance
* 71906	9/6/2023	Pathpoint	\$1,595.58	Airport Maint. Svc - Window Cleaning
* 71907	9/6/2023	ROKLIN Systems Incorporated	\$1,995.56	Pavement Maint.- Landing Area
* 71908	9/6/2023	Santa Barbara LAFCO	\$4,712.00	LAFCO Dues
* 71909	9/6/2023	Sherwin-Williams	\$265.87	Terminal Maintenance
* 71910	9/6/2023	South Coast Emergency Vehicle Services	\$381.01	Vehicle Maintenance
* 71911	9/6/2023	State Water Resources Control Board	\$2,017.55	Site Cleanup Prgrm - 4/1/23 - 6/30/23
* 71912	9/6/2023	Ultrex Business Solutions	\$10.06	Copier
* 71913	9/6/2023	Verizon Wireless	\$1,095.49	Mobile Devices
* 71914	9/6/2023	VTC Enterprises	\$70.00	Trash - Paper Recycling
* 71915	9/6/2023	WageWorks	\$100.00	Cafeteria Plan - Admin Fee
* 71916	9/6/2023	The Widroe Group, Inc.	\$36,000.00	Consulting Services
* 71917	9/6/2023	Willer, Bruce	\$406.00	Tenant Refund
* 71918	9/6/2023	Oberon3, Inc	\$50.00	Terminal Maintenance
* 71919	9/6/2023	Gsolutionz, Inc.	\$107.95	GPS Cloud Svcs - Phones - October 2023
* 71920	9/6/2023	Matchup, LLC DBA MoveSpring	\$1,240.00	MoveSpring Subscr. 10/1/23 - 9/30/24
* 71921	9/6/2023	U.S. Bank Equipment Finance	\$544.96	RICOH Printer Lease
* 71922	9/6/2023	Andre, Morris & Buttery	\$420.00	Legal Counsel Services

Subtotal

\$1,603,457.74

ACH	8/28/2023	Umpqua Bank	\$15,957.09	Business Travel, Office Supplies, Security
ACH	8/29/2023	Aflac	\$277.56	Voluntary Insurance - Employee
ACH	8/29/2023	CalPers	\$7,016.80	Employee Retirement
ACH	8/30/2023	Empower Retirement	\$6,603.80	Employee Paid Retirement
ACH	8/31/2023	Paychex	\$27,452.53	Payroll
ACH	8/31/2023	Paychex	\$7,544.78	Payroll Taxes
ACH	8/31/2023	Principal	\$2,728.72	Employee Dental/Life/Disability Insurance
ACH	9/1/2023	Paychex	\$201.55	Paychex Invoice
ACH	9/1/2023	Ready Refresh	\$168.80	Water Delivery
ACH	9/1/2023	Collective Communications	\$7,500.00	Collective Strategies
ACH	9/5/2023	Pacific Premier Bank	\$44.90	Credit Card Fees
ACH	9/7/2023	WageWorks FSA	\$251.68	Employee Medical Reimbursement

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
ACH	9/7/2023	CalPers	\$700.00	Unfunded Liability
ACH	9/8/2023	WageWorks FSA	\$345.84	Employee Medical Reimbursement
ACH	9/8/2023	PG&E	\$17,650.90	Terminal/Admin/Hangar Electricity
ACH	9/11/2023	Umpqua Bank	\$114.90	Credit Card Fees
ACH	9/11/2023	Ready Refresh	\$83.64	Water Delivery
ACH	9/11/2023	WageWorks FSA	\$443.20	Employee Medical Reimbursement
ACH				
		Subtotal	<u>\$95,086.69</u>	
		Total	<u><u>\$1,698,544.43</u></u>	



September 14, 2023

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

Subject: Authorization for one staff member to attend the Hy Security Regional Product Seminar to be held October 3rd – 6th, 2023, in Chicago, IL.

Summary

Justin Easley is currently maintaining the District's Hy Security brand gates all around the airport. This training will help further educate him thus keeping our 4 gates in safe operating order and better diagnosing issue which may occur.

Budget

		Attendees	Days	Rate	Total
Fees:	Registration	1		\$150.00	\$150.00
	Air Travel	1		\$685.00	\$685.00
	Ground Transportation	1		\$300.00	\$300.00
	Lodging	1	4	\$151.50	\$606.00
	Meals	1	5	\$100.00	\$500.00
	Total:				\$2,241.00

Overall Impact:

2023-2024 Budget for Business Travel	\$85,000.00
Previously Approved Business Travel	\$47,010.37
Current Balance for Business Travel	\$37,989.63
Amount of this Request	\$2,241.00
Balance Remaining if Approved	\$35,748.63

Sincerely,

Veroneka Reade
 Manager of Finance and Administration



September 14, 2023

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

Subject: Authorization for two staff members and two community members to attend a headquarters meeting with SkyWest Airlines to be held November 29th, 2023 in Saint George, UT.

Summary

The Air Service Development team has scheduled a headquarters meeting.

Budget

		Attendees	Days	Rate	Total
Fees:	Registration			\$0.00	\$0.00
	Air Travel	4		\$650.00	\$2,600.00
	Ground Transportation			\$75.00	\$75.00
	Lodging	4	1	\$145.00	\$580.00
	Meals	4	2	\$100.00	\$800.00
	Total:				\$4,055.00

Overall Impact:

2023-2024 Budget for Business Travel	\$85,000.00
Previously Approved Business Travel	\$49,251.37
Current Balance for Business Travel	\$35,748.63
Amount of this Request	\$4,055.00
Balance Remaining if Approved	\$31,693.63

Sincerely,

Veroneka Reade
 Manager of Finance and Administration



September 14, 2023

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

Subject: Authorization for two staff members and two community members to attend a headquarters meeting with Southwest Airlines to be held December 7^h, 2023 in Dallas TX.

Summary

The Air Service Development team has scheduled a headquarters meeting.

Budget

		Attendees	Days	Rate	Total
Fees:	Registration			\$0.00	\$0.00
	Air Travel	4		\$535.00	\$2,140.00
	Ground Transportation			\$229.00	\$75.00
	Lodging	4	1	\$160.00	\$640.00
	Meals	4	2	\$100.00	\$800.00
	Total:				\$3,655.00

Overall Impact:

2023-2024 Budget for Business Travel	\$85,000.00
Previously Approved Business Travel	\$53,306.37
Current Balance for Business Travel	\$31,693.63
Amount of this Request	\$3,655.00
Balance Remaining if Approved	\$28,038.63

Sincerely,

Veroneka Reade
 Manager of Finance and Administration

**First Amendment to the
“Renewal Agreement Between Santa Maria Airport and ProDIGIQ”**

This document is an amendment (“Amendment”) to the Renewal Agreement Between Santa Maria Airport and ProDIGIQ (“Agreement”) dated August 26, 2021 by and between ProDIGIQ, Inc (“ProDIGIQ”) and the Santa Maria Airport (“Airport”). The purpose of this Amendment is to memorialize the parties desire to modify the Agreement as provided below.

Now therefore, the parties hereto, for good and valuable consideration, the receipt and sufficiency is hereby acknowledged, agree to modify and supplement the Agreement as follows:

Airport agrees to purchase GASB 87 Module for the MYKONOS Lease Management System for a one-time upfront cost of \$13,000 and an annual ongoing cost of \$5,400 as set forth in Exhibit “A” dated March 29, 2022. The annual ongoing cost will cover all hosting, ongoing quality assurance and updates through the life of the Agreement.

Except as expressly amended in this Amendment, all terms and conditions of the Agreement shall remain unchanged and will continue in full force and effect to the extent permitted under the Agreement. In the event of any conflict between the terms set forth in this Amendment and the terms set forth in the Agreement, the terms of this Amendment shall govern.

This Amendment may be executed in counterparts, each of which shall be deemed an original and all of which together shall constitute one and the same instrument, and shall bind and ensure to the benefit of each of the parties hereto and their respective successors and assigns. All capitalized terms used in this Amendment which as not defined herein, shall be defined as they are in the Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Amendment effective retroactively as of May 9, 2022.

Dated: September 14, 2023

Approved as to content for District:

General Manager

DISTRICT:

By: _____
Ignacio Moreno, President

Approved as to form for District:

District Counsel

By: _____
David Baskett, Secretary

ProDIGIQ, Inc.

By: _____
Anita Venkataraman, President & CTO



EXHIBIT "A"



PRODIGIQ, INC. PROPOSAL

FOR

MYKONOS GASB 87 MODULE

FOR

SANTA MARIA AIRPORT (SMX)





To: Santa Maria Airport (SMX)
Attn: Mr. Chris Hastert
General Manager
3217 Terminal Dr,
Santa Maria, CA 93455

March 29th, 2022

**RE: PROPOSAL FOR MYKONOS GASB 87 MODULE FOR SANTA MARIA
AIRPORT (SMX)**

Dear Mr. Hastert:

Thank you for considering ProDIGIQ's Lease Management System (MYKONOS) GASB 87 Module for use at Santa Maria Airport (SMX). We appreciate the opportunity to present this proposal and look forward to the prospect of expanding our scope of services with your airport.

After analyzing SMX's needs, ProDIGIQ proposes the following:

GASB 87 MODULE

ProDIGIQ's Governmental Accounting Standards Board (GASB) Module allows airports to comply with the GASB No. 87 requirements. The GASB Module is an add-on to MYKONOS and is accessible using the System's user interface.

**GASB 87
Compliance**

- Centralized repository for all GASB 87 and related lease data
- GASB No. 87 calculation feature
- Automatic creation of required amortization schedules
- Ability to track tenant payments, Minimum Annual Guarantees (MAG), etc.

Reporting

- Extensive reporting capability, including the following standard reports:
 - GASB 87 by Leases

- GASB 87 by Year

- Ability to generate custom reports on ad-hoc basis
-

Access Control

- Access control with varying levels of user privileges
 - Unlimited user accounts, including Admin level users
 - Unlimited concurrent users
 - Secured access from any device
-

SERVICE LEVEL SUPPORT

There is a mandatory service agreement that will cover the following 7 functions:

1. Software maintenance
2. Software updates
3. Professional and secured hosting
4. Storage of data
5. Backup of data
6. Ongoing Quality Control and Quality Assurance
7. Ongoing tech support
 - a. ProDIGIQ's Support Center- <http://support.prodigiq.com>
 - b. Open ticket/Check ticket status
 - c. See service windows:

Severity	Description	Response	Work Effort
1. Critical	System is unavailable, resulting in a critical impact on the operation. No workaround is available.	Less than one hour	At least one person working continuously
2. Serious	The system is available, but its operation is severely restricted. No workaround is available.	Less than two hours	At least one person working continuously
3. Low-to-Moderate	System is available with limitations that are not critical to the overall operation. For example, a workaround forces a user and/or a systems operator to use a time-consuming procedure to operate the system; or removes a non-essential feature.	1 business day	Work effort to be mutually agreed by the parties.

COST
SOFTWARE-AS-A-SERVICE (SAAS) Based on A Five-Year Agreement

Description	Upfront Cost
Software Licenses (Unlimited Users and Concurrent Users) and Upfront Implementation for the following:	
MYKONOS	
GASB 87 Module	\$13,000
Configurations	
1-week of Configurations	Included
Project Management	
2-weeks of Project Management	Included
Training	
2-hours of Virtual Training	Included
Total Upfront Cost	\$13,000

**SOFTWARE-AS-A-SERVICE (SAAS) Maintenance and Support Cost
(Years 1-5)**

Description	Annual Cost
MYKONOS	
GASB 87 Module	\$5,400
Ongoing Software Maintenance and Support	
24x7x365 Remote Software Monitoring and Alerts	Included
24x7x365 Remote Software Maintenance and Support	Included
Ongoing Software Updates	Included
Ongoing Quality Control and Quality Assurance	Included
Ongoing Server Hosting, Maintenance, and Support	
24x7x365 Remote Server Monitoring and Alerts	Included
24x7x365 Remote Server Maintenance and Support	Included
Ongoing Server Updates	Included
Ongoing Quality Control and Quality Assurance	Included
US-based Technical Support	
Unlimited 24x7x365 Tier 1 Support: Help Desk Support	Included
Unlimited 24x7x365 Tier 2 Support: In-depth Technical Support	Included
Unlimited 24x7x365 Tier 3 Support: Expert Product/Service Support	Included
Total Annual Cost	\$5,400

ProDIGIQ highly values our partnership with SMX and is providing the MYKONOS GASB 87 Module to SMX for a total of \$13,000 upfront and \$5,400 annually (based on a five-year agreement). The pricing is all-inclusive and includes all features mentioned in this proposal, all implementation, project management, initial training and other costs associated with the module's activation.

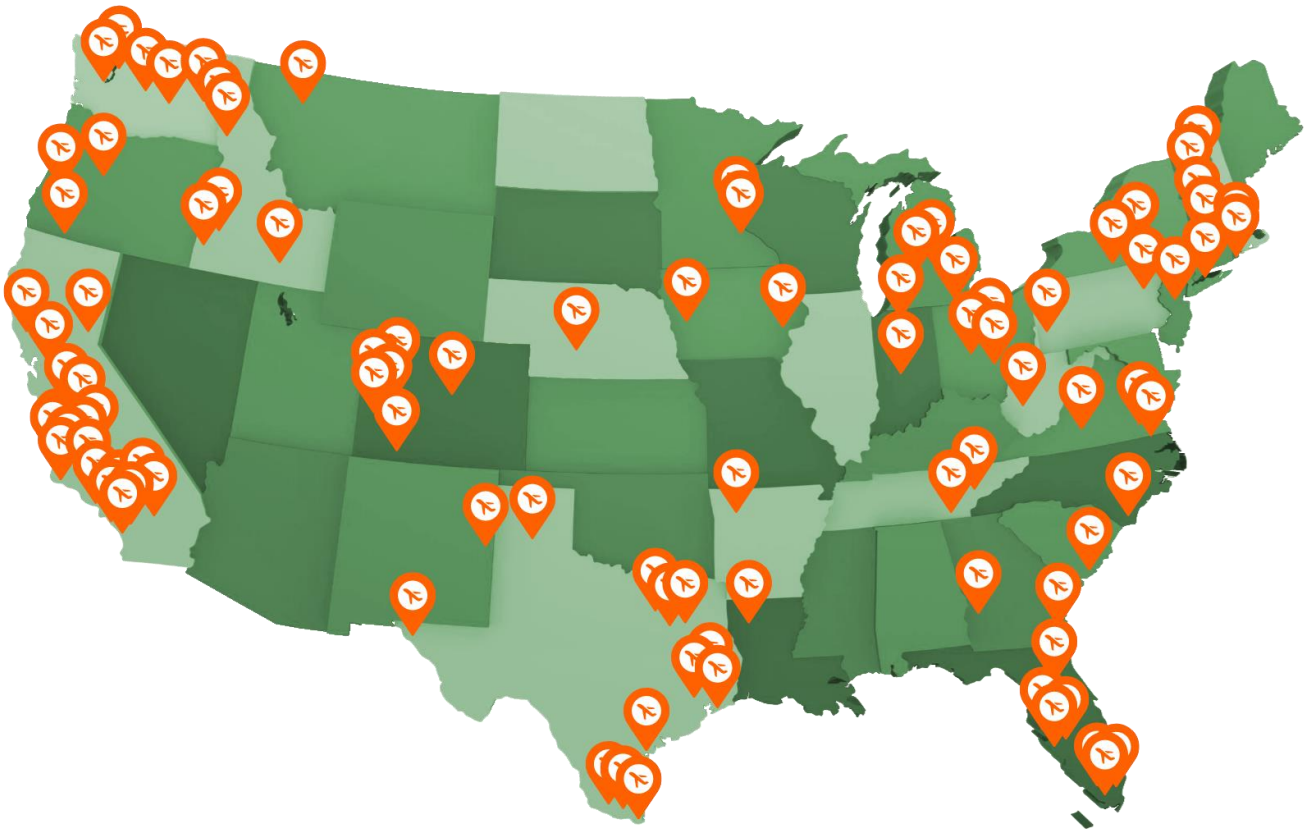
We appreciate the opportunity to present this proposal and look forward to the prospect of expanding our scope of services with SMX.

Sincerely,

Arpit Malaviya

CEO

ProDIGIQ, Inc. **The Most Trusted Name in Aviation Innovation**



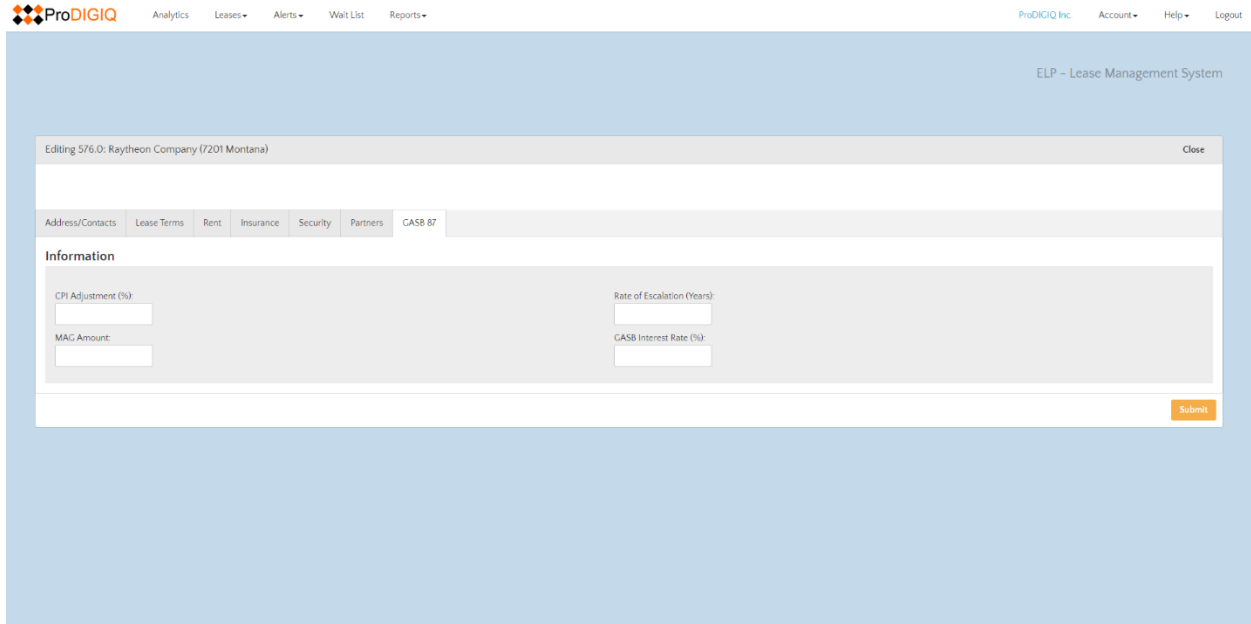
PRODIGIQ'S AVIATION CLIENTS

PRODIGIQ'S SELECT LIST OF PROJECTS

PITTSBURGH
INTERNATIONAL AIRPORT

GASB NO. 87 SCREENSHOTS

1.1 Easily Fill CPI Adjustments, MAG Amount, Rate of Escalation and GASB Interest Rate



1.2 Monthly Output Report

Lease	Month	Present Value	Payment	Interest	Rent	AR Balance
Bueno Investments, Inc.		NPV: \$1,070,936.09		0%		\$1,070,936.09
	November 2019	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$1,057,022.00
	December 2019	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$1,043,107.91
	January 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$1,029,193.82
	February 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$1,015,279.73
	March 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$1,001,365.64
	April 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$987,451.55
	May 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$973,537.46
	June 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$959,623.37
	July 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$945,709.28
	August 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$931,795.19
	September 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$917,881.10
	October 2020	\$13,914.09	\$13,914.09	\$0.00	\$13,914.09	\$903,967.01

EIGHTH AMENDMENT OF LEASE

Re: Land Lease dated July 14, 1994, between SANTA MARIA PUBLIC AIRPORT DISTRICT and CITY OF SANTA MARIA, covering land on the southeast corner of Blosser Road and Foster Road at Santa Maria Public Airport.

The undersigned, SANTA MARIA PUBLIC AIRPORT DISTRICT, ("District") and CITY OF SANTA MARIA ("Tenant") do hereby agree to amend the above-referenced Lease, effective October 1, 2023, as follows:

1. Extension of Term. District grants Tenant a Three (3) Month extension of the Lease, commencing October 1, 2023, and expiring on December 31, 2023, unless sooner terminated. No options to extend are granted; any additional extension of this Lease shall be by mutual agreement of the parties only.

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

Dated: September 14, 2023

Approved as to content for District

SANTA MARIA PUBLIC AIRPORT DISTRICT

General Manager

By: _____
Ignacio Moreno, President

Approved as to form for District

By: _____
David Baskett, Secretary

District Counsel

TENANT- CITY OF SANTA MARIA

By: _____
Alex Posada, Recreation & Parks Director