



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

**Thursday
December 10, 2020**

**Virtual Meeting
Zoom Meeting: [Zoom.us](https://zoom.us)
Meeting ID: [820 6332 8775](https://zoom.us/j/82063328775)
Meeting Password: 3217
7:00 P.M.**

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

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

CALL TO ORDER

PLEDGE OF ALLEGIANCE

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

- 1. ORGANIZATIONAL MEETING OF THE BOARD OF DIRECTORS-ELECTION OF OFFICERS PURSUANT TO ARTICLE 1, SECTION 5 OF THE OFFICIAL ADMINISTRATIVE CODE OF THE DISTRICT.**
- 2. APPOINTMENT OF MEMBERS TO COMMITTEES AND ASSIGNMENT TO LIAISON POSITIONS.**
- 3. MINUTES OF THE REGULAR MEETING HELD NOVEMBER 12, 2020.**
- 4. 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)**

5. **GENERAL MANAGER'S REPORT**
6. **MANAGER OF FINANCE & ADMINISTRATION REPORT**
 - a) Demand Register
 - b) Budget to Actual
 - c) Financial Statements
7. **DISTRICT COUNSEL'S REPORT. (Joshua George and Natalie Frye Laacke)**
8. **PUBLIC SESSION:** Statements from the public will be heard during public session. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public may use the "raise hand" feature to be put in a speaking queue. Public comment will be limited to three (3) minutes. If a speaker continues speaking after being notified of the end of their public comment period, the meeting Host will mute the speaker and move on to the next person in the queue.

Please raise your hand in the following ways:

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

9. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE TWENTY FIRST AMENDMENT OF LEASE AGREEMENT BETWEEN THE DISTRICT AND CJJ FARMING.**
10. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE A MEMORANDUM OF UNDERSTANDING BETWEEN THE DISTRICT AND PLANES OF FAME AIR MUSEUM.**
11. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE AN EASEMENT BETWEEN THE DISTRICT AND PACIFIC GAS & ELECTRIC COMPANY.**
12. **CLOSED SESSION.** The Board will hold a Closed Session to discuss the following item(s):
 - a) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: APN 111-231-10 and APN111-231-11 (Gov. Code Section 54956.8)
 - b) Conference with Real Property Negotiators (Chris Hastert and District Counsel) Re: 3455 Airpark Drive (Gov. Code Section 54956.8)
 - c) Conference with Legal Counsel-Threatened Litigation pursuant to Government Code Section 54956.9(d)(4): One case.
13. **DIRECTORS' COMMENTS.**
14. **ADJOURNMENT.**



**2021 SMPAD BOARD OF DIRECTORS
COMMITTEE AND LIAISON APPOINTMENTS**

AVIATION SUPPORT & PLANNING (Standing or Ad Hoc)

Directors

ADMINISTRATION & FINANCIAL (Standing or Ad Hoc)

Directors

MARKETING & PROMOTIONS (Standing or Ad Hoc)

Directors

BUSINESS PARK (Standing or Ad Hoc)

Directors

CITY & COUNTY LIAISON

Directors

STATE & FEDERAL LIAISON

Directors

VANDENBERG LIAISON

Directors

MINUTES OF THE REGULAR BOARD
MEETING OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT HELD NOVEMBER 12, 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.

Prior to the start of the meeting Mr. Hastert asked the Board to consider adding one additional closed session item. President Adams added item "e" to closed session and asked for a roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "yes".

1. MINUTES OF THE REGULAR MEETING HELD October 22, 2020. Director Rafferty made a Motion to approve the minutes of the regular meeting held October 22, 2020. Director Baskett 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) – The Ad Hoc committee met with the Mobile Home Park regional manager. This information will be brought back to the full board at a future meeting.
 - b) ADMINISTRATION & FINANCIAL (Standing or Ad Hoc) – The committee met and discussed software upgrades.
 - 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) – The committee met to interview and select a planning firm to work on future projects.
3. GENERAL MANAGER'S REPORT. Mr. Hastert notified the Board that he attended a CAC Board meeting, he has two upcoming meetings and, he gave an update on the G3 project.
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 068386 through 068463 in the amount of \$154,806.25 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".

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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Mr. Sean Kelleythorne requested to speak regarding the Pledge of Allegiance at the start of the meetings.

7. Authorization for the President and Secretary to consent to the transfer of the hangar located at 2987-H Airpark Drive to Carmen Barse. Director Rafferty made a Motion to approve. Director Brown Seconded and it was carried by the following roll call vote. Directors Adams, Brown, Rafferty, Engel and Baskett voted "Yes".
8. Discussion and direction to staff regarding upgrades to the District's fiscal management system. Discussion was held and direction was given.
9. CLOSED SESSION. At 7:19 p.m. the Board went into Closed Session to discuss the following item(s):
 - a) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: APN 111-231-10 and APN 111-231-11 (Gov. Code Section 54956.8)
 - b) Conference with Real Property Negotiators (Chris Hastert, Tom Ross and District Counsel) Re: APN 111-231-11 and APN 111-231-19 (Gov. Code Section 54956.8)
 - c) Conference with Real Property Negotiators (Chris Hastert and District Counsel) Re: 3455 Terminal Drive (Gov. Code Section 54956.8)
 - d) Conference with Legal Counsel-Initiation of litigation pursuant to Government Code 54956.9(c): One case.
 - e) Conference with Real Property Negotiators (Chris Hastert and District Counsel) Re: 3249 Terminal Drive (Gov. Code Section 54956.8)

At 8:32 p.m., the Board and staff reconvened to Open Public Session.

- There were no reportable actions.
10. Authorization for the President and Secretary to execute an exclusive negotiating rights agreement between the District and Montecito SMX, LLC. Director Engel 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".
 11. DIRECTORS' COMMENTS: Directors Engel and Brown had no comment.

Director Baskett asked for an update on Customs. He also stated we should prepare for the threat of Drones.

Directors Adams and Rafferty wished everyone a Happy Thanksgiving.
 12. ADJOURNMENT. President Adams asked for a Motion to adjourn to a Regular Meeting to be held on December 10, 2020 at 7:00 p.m. via a virtual meeting. Director Brown made that Motion, Director Rafferty 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 8:35 p.m. on November 12, 2020.

Chuck Adams, President

Hugh Rafferty, Secretary

2020-2021

**DEMAND REGISTER
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 068464 to 068532 and electronic payments on Pacific Premier Bank and in the total amount of \$221,034.02.

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 068464 to 068532, and electronic payments on Pacific Premier Bank in the total amount of \$221,034.02 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 DECEMBER 10, 2020.

HUGH RAFFERTY
SECRETARY

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
* 068464	11/19/2020	Aflac	277.56	Voluntary Ins. - Employee
* 068465	11/19/2020	Bomar Security	992.00	Security Service
* 068466	11/19/2020	Carquest Auto Parts	33.68	Auto Maint. - Mechanical
* 068467	11/19/2020	Civil Air Patrol Magazine	495.00	Airport Advertising
* 068468	11/19/2020	Clark Pest Control	586.00	Weed/Vector Control
* 068469	11/19/2020	Coast Clutch & Brake Supply	160.79	Heavy Equip. Maint. - Mech.
* 068470	11/19/2020	Comcast	1,162.75	Cable/Internet /Digital Voice
* 068471	11/19/2020	De Lage Landen	102.18	Lease/Maint. - Copier
* 068472	11/19/2020	Emergency Repair Door Service	1,392.08	Door Repairs - Terminal
* 068473	11/19/2020	Frontier Communications	189.92	Telephone Service
* 068474	11/19/2020	Interstate Batteries	284.82	Auto Maint. - Mechanical
* 068475	11/19/2020	J B Dewar, Inc	489.92	Fuel Expense - Gas/Diesel
* 068476	11/19/2020	J C Beasley Enterprises	855.00	Building Maintenance
* 068477	11/19/2020	Mead & Hunt, Inc.	5,920.00	Air Service Consulting
* 068478	11/19/2020	Mission Uniform Service	290.14	Uniform Service
* 068479	11/19/2020	Napa Auto Parts	23.42	Auto parts
* 068480	11/19/2020	Outdoor Supply Hardware	219.42	Hardware & Supplies
* 068481	11/19/2020	Kevin Rose	168.00	Lease Termination Refund
* 068482	11/19/2020	Unified Supply	165.24	Building Maintenance
* 068483	11/19/2020	WageWorks	100.00	Cafeteria Plan - Admin. Fee
* 068484	11/19/2020	Card ServiceCenter	1,049.83	Business Travel & Enter.
* 068485	11/24/2020	Advantage Answering Plus	293.12	Answering Service
* 068486	11/24/2020	AT&T	43.05	Phone Service
* 068487	11/24/2020	CA Department Tax and Fee	362.10	Permits
* 068488	11/24/2020	Carahsoft	1,725.00	Computer Support
* 068489	11/24/2020	Frontier Communications	592.92	Telephone Service
* 068490	11/24/2020	Home Depot	1,076.96	Building Maintenance
* 068491	11/24/2020	Keylock Security Specialists	4,488.31	Maint.- Access Control System
* 068492	11/24/2020	Carla Osborn	205.97	Employee Paid Medical Reimbursement
* 068493	11/24/2020	Principal Financial Group	2,847.08	Dental, Life, Disability, Visi
* 068494	11/24/2020	Quinn Company	283.97	Equipment Rental
* 068495	11/24/2020	Sousa Tire Service, LLC	1,132.82	Vehicle Tires
* 068496	11/24/2020	City of Santa Maria	1,371.00	Water Invoice
* 068497	11/24/2020	City of Santa Maria	400.52	Water Invoice

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
* 068498	12/4/2020	Chuck Adams	600.00	Directors Fees
* 068499	12/4/2020	Adamski Moroski	3,150.00	Legal Service
* 068500	12/4/2020	American Industrial Supply	118.62	Heavy Equip. Maint. - Mech.
* 068501	12/4/2020	Alejandro Arredondo	250.00	Lease Termination Refund
* 068502	12/4/2020	AT&T	381.61	Phone Service
* 068503	12/4/2020	BMI PacWest	1,956.97	Buildg. Maint. - Terminal
* 068504	12/4/2020	Bomar Security & Investigation	5,365.81	Security Service
* 068505	12/4/2020	Central City Tool Supply, Inc.	76.05	Small Tools
* 068506	12/4/2020	Coast Networx	210.00	Computer Support
* 068507	12/4/2020	City of Guadalupe	18,592.36	Security Service
* 068508	12/4/2020	City of Santa Maria-Util Div	6,095.23	Water Invoices
* 068509	12/4/2020	Clark Pest Control	660.00	Weed/Vector Control
* 068510	12/4/2020	Carl Engel, Jr.	300.00	Directors Fees
* 068511	12/4/2020	Farm Supply Company	668.62	Drainage Maintenance
* 068512	12/4/2020	Frontier Communications	198.18	Telephone Service
* 068513	12/4/2020	The Gas Company	699.30	Utilities
* 068514	12/4/2020	Hayward Lumber Company	437.85	MHP - Maintenance
* 068515	12/4/2020	Ray Heath	3,575.20	Consulting Service
* 068516	12/4/2020	J B Dewar, Inc	398.65	Fuel Expense - Gas/Diesel
* 068517	12/4/2020	J.D. Humann Landscape Contr.	4,573.25	Landscape Maintenance
* 068518	12/4/2020	Letters, Inc.	87.14	Auto Maintenance
* 068519	12/4/2020	MarTeeney Designs	275.00	Web Page Maint.
* 068520	12/4/2020	Mission Uniform Service	305.37	Uniform Service
* 068521	12/4/2020	Hugh Rafferty	400.00	Directors Fees
* 068522	12/4/2020	Veroneka Reade	565.00	Employee Paid Medical Reimbursement
* 068523	12/4/2020	San Luis Powerhouse	2,660.49	Generator Maintenance
* 068524	12/4/2020	Santa Barbara Special District	300.00	Dues & Memberships
* 068525	12/4/2020	SCS Engineers	2,125.00	Workplan for Assesment of PFAS
* 068526	12/4/2020	Santa Maria Times	440.00	Annual Subscription
* 068527	12/4/2020	Verizon Wireless	926.61	Mobile Devices
* 068528	12/4/2020	Vision Communications Co	87.43	Radios - Operation Vehicles
* 068529	12/4/2020	Aric Warner	250.00	Lease Termination Refund
* 068530	12/4/2020	Work World America, Inc	42.37	Safety Equipment
* 068531	12/4/2020	Xerox Financial Services	475.46	Copier

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
* 068532	12/4/2020	American Flag & Gift	54.97	American Flags
		Subtotal	<u>\$ 87,083.11</u>	
ACH	11/12/2020	PG&E	18.31	Terminal/Admin./Main Hangar
ACH	11/12/2020	PG&E	24.67	Terminal/Admin./Main Hangar
ACH	11/12/2020	Ready Refresh	32.13	Water Delivery
ACH	11/12/2020	PG&E	225.76	Terminal/Admin./Main Hangar
ACH	11/12/2020	PG&E	369.03	Terminal/Admin./Main Hangar
ACH	11/12/2020	PG&E	9,796.52	Terminal/Admin./Main Hangar
ACH	11/12/2020	PG&E	10,569.92	Terminal/Admin./Main Hangar
ACH	11/12/2020	CalPERS	15,000.18	Health Insurance
ACH	11/12/2020	Paychex	26,177.38	Payroll
ACH	11/13/2020	Paychex	187.46	Paychex Invoice
ACH	11/13/2020	Mass Mutual	4,042.60	Employee Paid Retirement
ACH	11/13/2020	Paychex	5,505.84	Payroll Taxes
ACH	11/20/2020	Card ServiceCenter	2,966.65	Terminal Accessories /Dues/Security
ACH	11/24/2020	CalPERS	5,639.02	Employee Retirement
ACH	11/25/2020	Paychex	26,247.11	Payroll
ACH	11/27/2020	Paychex	187.46	Paychex Invoice
ACH	11/27/2020	Mass Mutual	4,042.60	Employee Paid Retirement
ACH	11/27/2020	Paychex	5,537.23	Payroll Taxes
ACH	12/2/2020	Pacific Premier Bank Fees	1,443.02	Credit Card Fee
ACH	12/7/2020	PG&E	8,089.80	Terminal/Admin./Main Hangar
ACH	12/7/2020	PG&E	7,702.37	Terminal/Admin./Main Hangar
ACH	12/7/2020	Ready Refresh	55.11	Water Delivery
ACH	12/7/2020	Ready Refresh	90.74	Water Delivery
		Subtotal	<u>133,950.91</u>	
		Total	<u><u>221,034.02</u></u>	

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

		Actual YTD August	Budget YTD August	Over (Under) Budget
61100-052	Landing Fees - Ameriflight		2,802	(2,802)
61100-053	Landing Fees - U.S. Forest Service	26,336	8,333	18,003
61100-054	Landing Fees - Federal Express	2,635	2,497	138
61100-055	Landing Fees - Allegiant Air	6,731	6,433	298
61100-062	Landing Fees -United		4,289	(4,289)
61100-063	Landing Fees - United	75		75
61100-064	Mooring Fees - Blimps	150		150
61110-052	Tiedowns - Ameriflight	904	904	-
61110-054	Tiedowns - Federal Express - WestAir in	1,336	1,336	-
61130-093	Comm Veh Access - Federal Express	3,856	3,856	-
61130-094	Comm Veh Access - UPS	1,456	1,456	-
61140-152	Fuel Flowage Fees - Self Serve	686	573	113
61140-154	Fuel Flowage Fees - CC Jet Center, LLC	41,775	22,173	19,602
62210-005	T-Hangar 3005 Airpark	14,706	15,000	(294)
62210-009	T-Hangar 3009 Airpark	9,338	9,680	(342)
62210-011	T-Hangar 3011 Airpark	8,442	9,280	(838)
62210-019	T-Hangar 3019 Airpark	9,220	9,280	(60)
62210-023	T-Hangar 3023 Airpark	8,712	9,680	(968)
62210-027	T-Hangar 3027 Airpark	9,560	9,560	-
62210-031	T-Hangar 3031 Airpark	9,560	9,560	-
62210-039	T-Hangar 3039 Airpark	13,853	13,860	(7)
62210-103	T-Hangar 3103 Airpark	14,934	15,488	(554)
62210-107	T-Hangar 3107 Airpark	11,307	11,312	(5)
62210-109	T-Hangar 3109 Airpark	7,884	8,760	(876)
62210-111	T-Hangar 3111 Airpark	8,064	8,064	-
62220-035	Corporate T-Hangar 3035 Airpark	13,796	13,796	-
62230-005	T-Hangar Storage 3005 Airpark	2,040	2,040	-
62230-009	T-Hangar Storage 3009 Airpark	680	680	-
62230-011	T-Hangar Storage 3011 Airpark	720	720	-
62230-019	T-Hangar Storage 3019 Airpark	360	360	-
62230-023	T-Hangar Storage 3023 Airpark	340	340	-
62230-027	T-Hangar Storage 3027 Airpark	672	672	-
62230-031	T-Hangar Storage 3031 Airpark	672	672	-
62230-035	T-Hangar Storage 3035 Airpark	688	688	-
62230-039	T-Hangar Storage 3039 Airpark	2,040	2,040	-
62230-107	T-Hangar Storage 3107 Airpark	596	596	-
62230-109	T-Hangar Storage 3109 Airpark	296	296	-
62230-111	T-Hangar Storage 3111 Airpark	672	672	-
62240-001	Corporate Hangars 3001 Airpark	13,988	15,463	(1,475)
62240-029	Corporate Hangars 3029 Airpark	17,032	17,032	-
62240-105	Corporate Hangars 3105 Airpark	20,552	20,552	(0)
62240-118	Corporate Hangar 3043 Airpark	19,740	19,740	-
63310-100	Owner Build Hangar - Land (Sm)	2,420	2,420	-
63310-101	Owner Build Hangars - Land (Lg)	4,176	4,176	-
64410-177	Main Hangar - Artcraft Paints	16,604	16,605	(1)
64410-178	Main Hangar - Tricor Calif	547	774	(228)
64410-180	Main Hangar - Mike Lewis	1,220	1,218	2

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

		Actual YTD August	Budget YTD August	Over (Under) Budget
64410-183	Main Hangar - S B Cellular	9,465	9,606	(141)
64410-184	Main Hangar - Plenair	4,656	4,655	1
64410-185	Main Hangar - Art-Craft	16,272	16,275	(3)
64420-115	Corporate Hangar FBO 3115 Airpark	5,860	7,965	(2,105)
64420-117	Corporate Hangar FBO 3117 Liberator	12,384	12,387	(3)
64420-119	Corporate Hangar FBO 3119 Liberator	2,924	2,922	2
64420-121	Corporate Hangar FBO 3121 Liberator	2,796	2,796	(0)
64420-125	Corporate Hangar FBO 3125 Liberator	18,289	18,290	(1)
64420-409	Corporate Hangar FBO 3409 Corsair	22,392	22,392	-
64420-410	U.S. Forest - Land Use Revenue	39,813	13,333	26,480
64420-438	Corporate Hangar FBO - CALSTAR	4,176	4,178	(2)
64420-439	Corporate Hangar FBO CC Jet Center	17,036	17,036	-
64420-440	Corporate Hangar FBO 3950 Mitchell	6,944	6,946	(2)
64420-442	Corporate Hangar FBO 3944 Mitchell	6,200	6,200	0
64420-443	Corporate Hangar FBO 3940 Mitchell	13,340	13,341	(1)
64420-444	Corporate Hangar FBO Arctic Air	14,864	14,864	-
64420-445	CC Jet Center Self Serve	914	700	214
64420-447	Rotocraft Leasing - Parking Lot	4,648	4,647	1
64420-448	MOF 3015/3025 Airpark Drive	944	836	108
64420-449	Corporate Hangar CCJC-Los Padres	1,332	1,333	(1)
64420-450	CCJC (GA Terminal)	3,952	4,484	(532)
64459-203	Utility Reimbursement - Main Hangar	14,438	11,325	3,112
65000-100	Vehicle Access Fee - Uber	1,193		1,193
65000-200	Vehicle Access Fee - LYFT	423		423
65510-251	Terminal - TSA Lease	31,233	31,233	-
65510-252	Terminal - Restaurant	10,268	10,735	(467)
65510-255	Terminal - Allegiant Air, Inc.	736	736	-
65510-256	Terminal -Central Coast Shuttle	8,716	8,714	2
65510-257	PFC Revenue	10,558	29,718	(19,160)
65510-262	ARINC	632	632	0
65520-265	Terminal Concessions - Avis	24,908	22,319	2,589
65520-266	Terminal Concessions - Budget	7,883	6,604	1,278
65520-267	Terminal Concessions - Hertz	13,267	14,570	(1,304)
65520-274	Terminal Vending Machines	130	598	(468)
65530-217	Adminstrative Board Room	170	373	(203)
65530-307	Other Building - Avis Service Center	3,944	3,947	(3)
65530-335	Other Building	120		120
65559-249	Utility Reimbursements - Terminal	203	908	(705)
65559-336	TSA - LEO Reimbursement	1,920	4,293	(2,373)
65559-337	CARES Act Grant	423,293	364,667	58,626
66120-080	Vehicle Training Area/Special Events	13,200		13,200
66120-082	Vehicle Storage Area	190		190
66120-083	Santa Maria Karting	2,200	2,200	-
66610-361	Farm Land - Castellanos	48,516	46,227	2,289
66610-362	Grazing Land - R. Michel	336	716	(380)
66610-364	Master Lease - Mahoney	9,280	10,822	(1,541)
66610-365	Farm Land - Gresser	182,151	183,299	(1,148)

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

		Actual YTD August	Budget YTD August	Over (Under) Budget
66610-366	Grazing Land - Verlade	1,074	1,172	(98)
66620-201	Airport Business Park	46,400	46,400	-
66620-320	Pioneer Park	644	644	-
66620-455	Commercial Land - Hotel	48,240	54,046	(5,806)
66620-500	Verizon Land Lease	8,380		8,380
66630-381	Village Mobile Home Park	154,335	153,455	880
67210-910	Use Permits - Special Events	150		150
67300-950	Commercial Filming - Movie Shoots	5,000		5,000
67910-900	Misc.Income Operations	(67)		(67)
67910-924	Misc Income - Office Fees	56		56
67910-951	Misc Income - Airport Access Card	6,545	4,826	1,719
69010-950	Unrealized Gain on Investment	(10,559)		(10,559)
69010-951	Interest Income	25,404	67,295	(41,891)
69110-937	AIP - 37 Reimbursement		2,190,950	(2,190,950)
69310-965	Tax Revenues	63,275	588,439	(525,164)
69510-980	Dividends - Principal	59		59
		-		
	Total Revenue	<u><u>1,699,413</u></u>	<u><u>4,352,777</u></u>	<u><u>(2,653,364)</u></u>

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

	Actual YTD August	Budget YTD August	Over (Under) Budget
71110-100 Electricity - Landing Area	9,357	6,751	2,605
71110-455 Electricity - Hotel Ramp	447	510	(63)
71120-150 ARFF Services	203,926	270,873	(66,948)
71220-100 Signs	43	3,367	(3,324)
71310-100 Lighting & Nav Aid Maintenance	5,202	3,708	1,493
71323-100 Runway Generator Maintenance	175	1,533	(1,358)
71330-100 Pavement - Runways & Taxiways	52	4,333	(4,281)
71331-100 Pavement - Ramps & Tiedowns		3,617	(3,617)
71345-100 Weed/Wildlife Abatement	8,490	20,623	(12,134)
71350-100 Fencing & Gates	1,374	1,933	(559)
72110-200 Electricity - Hangars	8,015	7,329	686
72130-200 Water/Sewer - Hangar	934	902	32
72150-200 Emergency Phones - Hangars	788	729	59
72260-200 Landscaping Hangar Area	2,594	2,628	(33)
72290-200 Miscellaneous Hangar Supplies		467	(467)
72300-200 Building Maintenance - Hangar Area	6,004	6,633	(629)
72310-200 Lighting Maintenance - Hangars	2,232	2,333	(102)
72311-200 Janitorial Sv Hangar Area	4,620	4,620	-
72328-200 Fire Extinguisher Service - Hangar		500	(500)
72331-200 Pavement - Ramp - Hangars		3,750	(3,750)
72350-200 Fencing & Gates		1,017	(1,017)
72445-200 Fire Alarm Service - Hangars	1,001	1,634	(633)
72480-200 Waste Oil Removal - Hangars	1,215	583	632
73700-721 Owner Build - Water/Sewer	430	318	112
73700-722 Owner Build - Electricity	107	83	24
73700-723 Owner Build - Restroom Janitorial	840	840	-
73700-724 Owner Build - Maintenance		333	(333)
74110-203 Electricity - Main Hangar	15,823	11,668	4,155
74110-204 Utilities - 3940 Mitchell Rd.	146	87	59
74120-203 Gas- Main Hangar	188	574	(387)
74130-125 Water/Refuse - Paint Hangar	1,768	1,640	128
74130-203 Water/Refuse - Main Hangar	2,012	1,752	260
74150-125 Emergency Phone Lines - Paint Hangar	756	801	(45)
74150-203 Emergency Phone Lines - Main Hangar	305	345	(40)
74260-400 Landscaping - FBO	418	423	(5)
74300-400 Building Maintenance - FBO Hangar Area	1,929	4,417	(2,488)
74311-203 Janitorial Sv Main Hangar & FBOs	840	840	-
74311-218 FBO - Water/Refuse/Sewer	795	468	327
74315-400 Fire Sprinkler Maintenance	446	833	(388)
74331-400 Pavement - Ramps & Tiedowns		667	(667)
74340-400 Drainage Maintenance		667	(667)
74350-400 Fencing & Gates	2,393	1,867	526
74445-125 Fire Alarm Service - Paint Hangar	105	140	(35)
74445-203 Fire Alarm Service - Main Hangar	105	140	(35)
75110-249 Electricity - Terminal	34,064	32,887	1,177
75120-249 Gas - Terminal	505	1,911	(1,407)
75130-249 Water/Refuse/Sewer - Terminal	4,508	5,842	(1,334)

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

	Actual YTD August	Budget YTD August	Over (Under) Budget
75150-249 Emergency Phone Lines - Terminal	2,531	2,606	(75)
75150-250 Pay Phone Service - Terminal	924	912	12
75150-300 Audio & Video Monthly Charges	1,020	1,070	(51)
75220-250 Signs	572	1,083	(512)
75255-250 Janitorial Sv Terminal Area	31,904	31,904	-
75260-250 Landscaping - Terminal	11,387	11,531	(144)
75300-249 Building Maint. - Terminal	6,409	16,317	(9,908)
75300-339 Building Maintenance - Fire Station	1,095	1,910	(815)
75310-240 Lighting Maintenance - Terminal Area Streets		333	(333)
75310-249 Lighting Maintenance - Terminal		1,333	(1,333)
75310-339 Lighting Maintenance - Fire Station		33	(33)
75323-249 Generator Maintenance - Terminal	175	833	(658)
75323-339 Generator Maintenance - Fire Station	175	833	(658)
75333-250 Pavement - Roads - Terminal Area	2,506	4,667	(2,160)
75350-250 Fencing & Gates - Terminal	128	1,517	(1,389)
75465-249 Automatic Door Maintenance		2,000	(2,000)
75475-249 Interior Plant Service - Terminal	1,100	1,267	(167)
75700-740 Sig Items - Terminal Accessories	1,748	4,453	(2,706)
76110-300 Electric - Street Lights	813	670	143
76110-310 Electric - Retention Dam Pumps	694	1,071	(377)
76140-300 Recycled Water		750	(750)
76220-250 Signs	674	333	341
76260-300 Landscaping - Revenue Generating Land	12,906	3,781	9,124
76290-300 South Well Repairs		167	(167)
76310-300 Street Light Maintenance		167	(167)
76340-300 Drainage Maintenance		2,000	(2,000)
76345-300 North Well Repairs		500	(500)
76350-300 Fencing & Gates		833	(833)
76360-300 Stormwater Retention Facilities	1,576	1,133	443
76700-750 MHP - Salaries/Benefits	31,010	31,533	(523)
76700-752 MHP - Maintenance	7,149	10,125	(2,976)
76700-753 MHP - MHP Liability Insurance	300	2,288	(1,988)
76700-754 MHP - Utilities	65,154	53,107	12,048
76700-755 MHP - Property Management	9,400	9,400	-
76700-757 MHP - General and Admin. Expense	3,784	3,602	182
87010-451 General Manager	52,034	54,358	(2,324)
87010-452 Manager of Operations and Maintenance	32,335	33,782	(1,447)
87010-453 Manager of Finance and Administration	30,796	32,176	(1,380)
87010-454 Operations Officer	18,470	19,296	(825)
87010-455 Administrative Assistant	20,116	21,712	(1,596)
87010-456 Maintenance Foreman	25,119	25,634	(515)
87010-457 Maintenance Workers III	16,413	5,715	10,698
87010-458 Maintenance Worker I	38,973	41,078	(2,104)
87010-460 Accounting Clerk	18,459	20,491	(2,032)
87010-462 Receptionist	15,152	15,257	(105)
87010-463 Maintenance Worker IV		12,252	(12,252)
87020-473 Longevity Pay	8,606	8,987	(381)

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

		Actual YTD August	Budget YTD August	Over (Under) Budget
87030-481	Medicare Tax	4,801	4,216	586
87030-482	Medical Insurance	79,222	81,342	(2,120)
87030-483	Dental Insurance	3,387	3,582	(194)
87030-484	Auto Allowance	4,405	4,600	(195)
87030-485	Life Insurance	1,288	1,794	(507)
87030-486	Disability Insurance	1,922	2,363	(441)
87030-487	PERS Retirement	80,944	84,735	(3,792)
87030-488	Worker's Compensation	5,453	9,035	(3,582)
87030-489	Employee Vision Coverage	469	469	-
87030-495	Unemployment Claims	2,529		2,529
87110-150	Electricity - Shop	964	992	(28)
87110-217	Electricity - Administration Building	4,149	4,276	(127)
87120-150	Gas - Shop	84	85	(1)
87120-217	Gas - Administration Building	107	271	(164)
87130-150	Water/Refuse - Shop	1,133	1,018	114
87130-217	Water/Sewer - Administrative Building	822	515	307
87130-500	Water - Landscaping	11,694	6,661	5,033
87140-500	Trash - Paper Recycling	492	530	(39)
87160-501	Cellular Phone	3,738	4,917	(1,179)
87160-502	Security Phone Lines	474	432	43
87160-504	Administration Office - Monthly Service	2,632	2,267	365
87160-505	Administration Office - Toll Calls	504	412	92
87160-507	Administration Office - Fax Line	642	562	80
87160-509	Tower & Fire Station	1,386	1,067	320
87160-510	Shop Phone	1,066	846	220
87160-511	Answering Service	1,113	1,181	(68)
87210-500	Security Supplies		1,133	(1,133)
87230-500	Janitorial Supplies	2,708	4,394	(1,685)
87240-500	Small Tools	1,454	3,014	(1,560)
87260-150	Shop Supplies	208	1,517	(1,308)
87270-531	Fuel Expense - Gas/Oil	2,522	3,267	(745)
87270-532	Fuel Expense - Diesel Fuel/Oil	2,179	4,069	(1,889)
87275-500	Solvent	382	333	49
87280-546	First Aid	230	265	(35)
87280-547	Safety Equipment	3,492	1,217	2,275
87280-548	Training Supplies		200	(200)
87286-500	Uniform Service	2,844	2,636	208
87290-500	Sundries	938	1,506	(568)
87300-150	Building Maintenance - Shop	1,256	1,217	40
87300-217	Building Maintenance - Administrative Building	992	3,367	(2,375)
87321-150	Equipment Maintenance - Shop		250	(250)
87322-500	Radio Maintenance		1,018	(1,018)
87324-521	Copier	3,149	2,565	584
87324-523	Maintenance - Postage Machine	404	484	(80)
87328-500	Fire Extinguisher Service		1,017	(1,017)
87360-536	Automotive Maintenance - Mechanical	1,344	2,667	(1,323)
87360-537	Automotive Maintenance - Tires	20	1,333	(1,314)

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

		Actual YTD August	Budget YTD August	Over (Under) Budget
87370-541	Heavy Equipment Maintenance - Mechanical	2,098	8,500	(6,403)
87370-542	Heavy Equipment Maintenance - Tires		3,333	(3,333)
87370-543	ARFF Vehicle Maintenance	23,368	8,500	14,868
87380-554	Fuel System - Fire Alarm Service	105	473	(368)
87400-500	Directors Fees	7,800	7,000	800
87412-500	Payroll Processing Fees	2,051	1,788	264
87414-500	Annual Audit	22,101	9,763	12,338
87420-500	Legal Counsel Services	20,635	21,910	(1,275)
87440-500	Security Service	83,352	127,648	(44,297)
87443-500	Security Sys Maint & Repairs	318	13,000	(12,682)
87450-500	Janitorial Service - Admin	3,780	3,904	(124)
87470-500	Landscaping Services	1,687	1,708	(21)
87472-500	Landscaping Contingencies	276	1,667	(1,391)
87475-500	Internet/Web Page Maintenance	4,920	14,480	(9,560)
87510-562	Bank Charges - Service Charges	5,851	4,463	1,388
87520-566	Freight & Common Carrier		235	(235)
87520-567	Postage	600	333	267
87520-568	Printing & Stationery		183	(183)
87520-570	Misc. Office Supplies	3,355	4,554	(1,199)
87520-572	Books & Publications	31	857	(826)
87530-581	Computer Supplies	2,202	6,097	(3,894)
87530-583	Computer Support Services	59,478	38,319	21,159
87540-600	Dues and Memberships	2,051	1,831	220
87540-601	Dues -AAAE	3,250	1,367	1,883
87540-603	Dues - SWAAAE	285	113	172
87540-605	Dues - Chamber of Commerce	8,050	2,667	5,383
87540-606	Dues - National Notary Association		50	(50)
87540-607	Dues - CSDA	7,253	2,556	4,697
87540-608	Dues - AAAE ARDF CA Airport Storm	4,950	1,650	3,300
87540-610	Costco Membership		55	(55)
87540-618	Santa Maria Times		50	(50)
87540-628	Pro-rata Share of LAFCO Budget	2,515	975	1,540
87600-596	Advertising - Legal		333	(333)
87600-599	Advertising - Airport Advertising	16,844	52,167	(35,323)
87610-100	Depreciation - Landing Area	381,512	442,850	(61,338)
87610-200	Depreciation - Hangar Area	25,680	39,878	(14,198)
87610-250	Depreciation - Terminal Area	93,369	121,922	(28,553)
87610-300	Depreciation - Revenue Generating Land	59,833	81,899	(22,066)
87610-400	Depreciation - Main Hangar & FBO	9,419	17,841	(8,422)
87610-500	Depreciation - Administration	45,648	62,154	(16,506)
87618-500	Election Expense		8,333	(8,333)
87620-692	Emergency Exercises		167	(167)
87630-591	Insurance - Airport Liability	3,238	4,317	(1,079)
87630-592	Insurance - Auto, Fire, Property	31,218	46,290	(15,072)
87630-595	Insurance - General Liability	13,720	19,592	(5,871)
87650-641	Taxes - Sales	(730)		(730)
87650-643	Permits	169	1,556	(1,387)

Santa Maria Public Airport District

For the Two Months Ending October 31, 2020

		Actual YTD August	Budget YTD August	Over (Under) Budget
87650-646	Storm Water Permits		467	(467)
87660-500	Education	2,676	5,333	(2,657)
87670-500	Business Travel & Entertainment	495	22,123	(21,628)
87679-500	Employee Recognition	624	1,267	(642)
87700-791	Training Live Burn		13,383	(13,383)
88680-681	SM Chamber Economic Development	38,000	12,667	25,333
88680-685	Museum of Flight		3,333	(3,333)
88680-691	Planning & Marketing	5,000	11,667	(6,667)
88680-692	Consulting Services - Aviation	7,150	25,620	(18,470)
88680-693	Consulting Services - Contingencies	28,146	55,178	(27,032)
88680-702	Rent Credit - Operations	3,457		3,457
88700-705	Airfest Expenses- Miscellaneous	141		141
	Total	<u><u>2,074,070</u></u>	<u><u>2,512,719</u></u>	<u><u>(438,649)</u></u>

Santa Maria Public Airport District
Statement of Net Position
October 31, 2020

Current assets:

Cash and cash equivalents	1,701,552
Restricted - cash and cash equivalents	5,073,255
Certificate-of-deposit	8,000
Accounts receivable - customers and tenants, net	159,611
Prepaid expenses and deposits	266,943

Total current assets	7,209,361
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Non-current assets:

Note receivable	154,414
Interest Receivable	7,254
Capital assets, not being depreciated	6,843,943
Depreciable capital assets	23,983,454
Deferred other post-employment benefits outflows	7,387
Deferred pension outflows	410,884

Total non-current assets	31,407,336
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Total assets	38,616,697
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Current liabilities:

Accounts payable and accrued expenses	62,817
Accrued wages and related payables	6,414
Unearned Revenue (customer prepaid)	244,655
Hangar and other deposits	110,096
Long-term liabilities - due in one year:	
Compensated absences	31,142
Land improvements payable	20,934

Total current liabilities	476,058
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Long-term liabilities - due in more than one year

Compensated absences	93,426
Land improvements payable	118,627
Total other post-employment benefits liability	279,903
Net pension liability	1,894,820
Deferred pension inflows	119,557

Total long term liabilities	2,506,333
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Total liabilities	2,982,391
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Net position:

Retained Earnings	36,008,963
Change in Net Position	(374,657)

Total net position	35,634,306
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Total liabilities and net position	38,616,697
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Santa Maria Public Airport District

For the Month Ending October 31, 2020

	Year To Date	Monthly Average	Month Ending 10/31/20	Percentage Of Average
Revenues from Operations:				
Landing area				
Landing fees and tiedowns	43,479	10,870	4,327	40%
Fuel flowage fees	42,461	10,615	3,854	36%
Subtotal	85,939	21,485	8,181	38%
Hangar area				
T- Hangar	125,580	31,395	30,887	98%
Corporate T-Hangars	85,108	21,277	21,154	99%
T-Hangar Storage Units	9,776	2,444	2,444	100%
Owner Build Hangars	6,596	1,649	1,649	100%
Subtotal	227,060	56,765	56,134	99%
Main hangar and F.B.O. area				
Main Hangar	63,201	15,800	15,429	98%
Commercial Hangars	146,908	36,727	26,859	73%
Land Leases	31,900	7,975	7,975	100%
Subtotal	242,009	60,502	50,263	83%
Terminal area				
Car Rental	47,802	11,951	3,161	26%
Terminal Space Lease	56,022	14,006	14,045	100%
TSA LEO Reimbursement	1,920	640		0%
Subtotal	105,744	26,436	17,206	65%
Revenue generating land				
Land Lease Recreational	24,614	6,153	3,201	52%
Agricultural Leases	241,357	60,339	60,333	100%
Airport Business Park	46,400	11,600	11,600	100%
Airport Hotel	48,240	12,060	12,060	100%
Airport Mobile Home Park	154,335	38,584	39,219	102%
Subtotal	514,947	128,737	126,412	98%
Administrative				
Badging Income	6,545	1,636	2,285	140%
Miscellaneous Income	5,198	1,733	10	1%
Cares Grant Revenue	423,293	211,646	128,414	61%
Subtotal	435,036	108,759	130,709	120%
Total revenues from operations	1,610,735	402,684	388,904	97%

Santa Maria Public Airport District

For the Month Ending October 31, 2020

	Year To Date	Monthly Average	Month Ending 10/31/20	Percentage Of Average
Operating Expenses:				
Landing area	25,139	6,285	6,488	103%
Hangar area	28,781	7,195	10,405	145%
Main hangar and F.B.O.	28,028	7,007	5,670	81%
Terminal area	100,747	25,187	28,399	113%
Revenue generating land	133,461	33,365	30,276	91%
Payroll and Benefits	460,895	115,224	136,572	119%
Utilities	31,000	7,750	7,475	96%
Supplies	16,958	4,240	4,111	97%
Maintenance and Repairs	32,734	8,183	2,591	32%
Contractual Services	207,194	51,798	31,949	62%
ARFF Services	203,926	101,963	212,819	209%
Security Services	83,352	20,838	6,791	33%
Office Supplies	6,188	1,547	2,234	144%
Dues and Subscriptions	28,354	7,089	12,913	182%
Advertising	16,844	4,211	4,264	101%
Depreciation	615,461	615,461		0%
Insurance	48,176	24,088		0%
Business Travel and Entertainment	495	247		0%
Air Show Expense	141	141	141	100%
Other Miscellaneous Expense	6,196	1,549	2,771	179%
Total Expenses	2,074,070	518,517	505,868	98%
Operating income (loss)	(463,335)	(115,834)	(116,964)	101%
Non-Operating Revenues (Expenses):				
PFC Revenue	10,558	3,519		0%
Loss on Investment	(10,559)	(10,559)		0%
Interest income	25,404	6,351	2,687	42%
Tax revenues	63,275	21,092	58,195	276%
Miscellaneous income				
Total non-operating rev (exp)	88,678	22,169	60,882	275%
Net Income	(374,657)	(93,664)	(56,081)	60%

TWENTY FIRST AMENDMENT OF LEASE

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

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

1. Rent. Effective January 1, 2021 rent for is increased to \$13,025.00 per month, based upon approximately 114.3 acres of land for agricultural/farming at the rate of \$1,228.00 per acre, per year, 12.98 acres of land for agricultural/farming at the rate of \$614.00 (50% discount for improvements) per acre, per year, and 13.52 acres of land for agricultural/farming at the rate of \$0 (100% discount for improvements and continued short term site maintenance) per acre, per year. No water is included in the rent, and District shall have no obligation to provide water to the Premises.

2. Extension of Term. District grants Tenant a one (1) year extension of the Lease, commencing January 1, 2021, and expiring on December 31, 2021, for the 114.3 acre portion of the premises shown on Exhibit "A" dated April 1, 2012 and the 12.98 acre portion of the premises shown on the east side of Foxenwood Lane on Exhibit "A-1" unless sooner terminated. District grants Tenant a six (6) month extension of the Lease, commencing January 1, 2021, and expiring on June 30, 2021, for the 13.52-acre portion of the premises shown on the west side of Foxenwood Lane on Exhibit "A-1" unless sooner terminated. No options to extend are granted; any additional extension of this Lease shall be by mutual agreement of the parties only.

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

Dated: December 10, 2020

Approved as to content for District:

SANTA MARIA PUBLIC AIRPORT
DISTRICT

General Manager

President

Approved as to form for District:

Secretary

District Counsel

CJJ FARMING, a California corporation

Juan Cisneros, General Manager

Jesus Cisneros, Secretary

MEMORANDUM OF UNDERSTANDING

THIS MEMORANDUM OF UNDERSTANDING (this “MOU”), dated as of December 10, 2020, sets forth certain nonbinding understandings and binding agreements between Planes of Fame Air Museum, a California Nonprofit Corporation (hereinafter, “Planes of Fame”), and SANTA MARIA PUBLIC AIRPORT DISTRICT, a public airport district of the State of California (hereinafter, “SMPAD”). Planes of Fame and SMPAD are sometimes referred to individually as a “Party” and collectively as the “Parties”.

RECITALS

A. SMPAD is the owner of that certain real property at the Santa Maria Public Airport (“Airport”), consisting of approximately 22.5 acres, located on the Santa Maria Airport, Santa Maria, California, on a portion of Assessor’s Parcel Numbers: 111-231-11 and 111-231-19, as shown in the map attached hereto as **Exhibit A** (the “Property”).

B. Planes of Fame desires to develop and construct an aviation museum facility (the “Project”) on a portion of the Property and sublease a portion of the Property to a subtenant conducting aircraft restoration and maintenance activities (the “Subtenant Property”). The mission of the Planes of Fame is to preserve aviation history, inspire interest in aviation, educate the public, and honor aviation pioneers and veterans. Museum activities potentially include but are not limited to; collection, restoration, and display of aircraft and related items, flying demonstrations, annual airshow, public educational events, veteran and community outreach events, third party facility event rentals, restaurant and/or café, and other related activities.

C. In furtherance of the Project, Planes of Fame and SMPAD desire to negotiate a potential lease and development agreement or other agreement (the “Lease Agreement”). Prior to drafting the Lease Agreement, the Parties intend to set forth in this non-binding MOU the Parties’ understanding of the good faith negotiations.

NOW, THEREFORE, for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree as follows:

AGREEMENT

1. Recitals. The Recitals set forth above are true and correct and are incorporated into this MOU as though expressly set forth herein.

2. MOU Non-Binding. This MOU is for discussion purposes only and is not intended to constitute a legally binding or enforceable agreement or commitment on either Party, except for Section 4 which shall be binding on the parties in accordance with its terms.

3. Nonbinding Understandings. This Section 3 sets forth the nonbinding understandings of the Parties with respect to the Lease Agreement and the Project. These terms are based upon information currently available. They do not reflect all of the material terms of the Lease Agreement but provide a basis for negotiating a formal written agreement.

a) Lease Obligations Contingent Upon Entitlements. The Lease Agreement shall be contingent upon Planes of Fame obtaining the necessary entitlements for development of the Project.

b) Lease Term. The lease contemplated by the parties shall be a long-term lease up to 50 years including all option periods.

c) Rent. FAA Airport Compliance Manual — Order 5190.6B states that a sponsor may charge reduced rental rates to aviation museums and aeronautical secondary and post-secondary education programs conducted by accredited education institutions to the extent that civil aviation receives reasonable tangible or intangible benefits from such use. The lease contemplated by the parties shall be a reduced rate lease at a fixed sum of \$1 annually for the Project area for the duration of the least term, including all option periods. District seeks to charge rent only in an amount to recover actual costs associated with Project, Rent for the Subtenant Property portion shall be discounted in accordance with the Santa Maria Public Airport District Long-Term Aviation Land Lease Policy, a copy of which is attached hereto as **Exhibit B.**

d) Due Diligence Materials. SMPAD shall make all relevant and necessary documents pertaining to the Property, including, but not limited to, surveys, engineering studies, cost estimates, and environmental documents available at Planes of Fame's request.

e) Fees and Costs of Entitlements. Excluding the costs of the Biological Assessments as provided below, Planes of Fame shall be responsible for all costs and expenses of the Project, including, but not limited to, permit fees, application fees, rezoning expenses, general plan amendment expenses, and costs associated with review of the Project by the Santa Barbara County Airport Land Use Commission, the City of Santa Maria and/or other governmental agencies.

f) Biological Assessments/Issues. SMPAD shall be responsible for all biological assessments, permitting, and mitigation measures necessary to achieve clearance from the appropriate agencies on all biological issues concerning the Property and the Project. SMPAD shall not pay for the costs of biological assessments, permitting, and mitigation measures until a lease has been entered into by the Parties. The Parties further agree and understand that if the investigation of biological issues reveals cost prohibitive mitigation measures or similar expenses, SMPAD shall be allowed to terminate the lease.

g) On-Site Development/Construction Costs. Planes of Fame shall be responsible for all on-site development and construction costs in connection with the Project.

h) Off-Site Development Costs. SMPAD and Planes of Fame shall work cooperatively with the City of Santa Maria to minimize off-site and adjacent street and infrastructure improvements to the extent possible and to enable viable development of this parcel. SMPAD and Planes of Fame shall cooperate in fairly allocating required off-site

development costs between the Parties and phase the off-site development to ensure financial viability and expedient development of the Project.

i) Development. Upon completion of the entitlement work, Planes of Fame shall have the exclusive right to develop and construct one or more museum facilities on all or a portion of the Property, provided such facilities are consistent with FAA and SMPAD policies. Additionally, Planes of Fame shall have the exclusive right to sublease to third parties for development consistent with FAA and SMPAD policies on the remaining portion of the Property for the Subtenant Property. In such event, the Parties shall engage the services of a surveyor to prepare legal descriptions for the sublease areas. SMPAD shall have final approval on all subleases, which approval shall not be unreasonably withheld, delayed or conditioned

j) Customary Provisions. The Lease Agreement would contain such covenants, conditions, indemnities, representations and warranties as are customary for this type of transaction and as the Parties would mutually agree, including those terms set forth in the SMPAD Long-Term Aviation Land Lease Policy.

4. Binding Agreements. This Section 4 shall constitute a legally binding and enforceable agreement between the Parties. In consideration of the significant expenses that the Parties will incur in drafting and negotiating the Lease Agreement, the Parties agree as follows:

a) Good Faith Negotiations. The Parties shall negotiate in good faith and use their best efforts to bring about the execution and delivery of the Lease Agreement at the earliest practicable time.

b) Exclusivity of Negotiations: During the term of the MOU, Planes of Fame and SMPAD will exclusively negotiate for the property described in Exhibit "A"

c) Due Diligence. Conclusion of the Lease Agreement is subject to completion of reasonable due diligence by Planes of Fame. SMPAD agrees to provide representatives of Planes of Fame with reasonable access to such information and such individuals may reasonably request in order to carry out its due diligence investigation.

d) Costs and Expenses. Each Party shall be responsible for all of its costs and expenses associated with pursuing the proposed Project, including without limitation (i) the performance of its obligations under this MOU, (ii) conducting its due diligence investigation, and (iii) and drafting and negotiating the Lease Agreement.

e) Term and Termination. The rights and obligations of the Parties contained in this MOU shall expire upon the execution of the Lease Agreement. Either Party may terminate this MOU after twelve (12) months from the date of this MOU without any obligation or liability to the other party.

f) Governing Law. This MOU shall be governed by and construed in accordance with the internal laws of the state of California, without giving effect to any

choice or conflict of law provision or rule (whether of the state of California or any other jurisdiction) that would cause the application of laws of any jurisdiction other than those of the state of California.

g) No Third-Party Beneficiaries. Nothing herein is intended or shall be construed to confer upon any person or entity other than the Parties and their successors or assigns, any rights or remedies under or by reason of this MOU.

h) No Assignment. Neither this MOU, nor any rights or obligations hereunder may be assigned, delegated or conveyed by either Party without the prior written consent of the other Party.

i) Counterparts. This MOU may be executed in counterparts, each of which shall be deemed to be an original, but all of which together shall constitute one agreement.

[SIGNATURE PAGE FOLLOWS.]

IN WITNESS WHEREOF, the Parties hereto have executed this MOU as of the date set forth above.

Dated: December 12, 2020

Approved as to content for District:

By: _____
General Manager

Approved as to form for District:

By: _____
District Counsel

DISTRICT:

SANTA MARIA PUBLIC AIRPORT
DISTRICT

By: _____
President

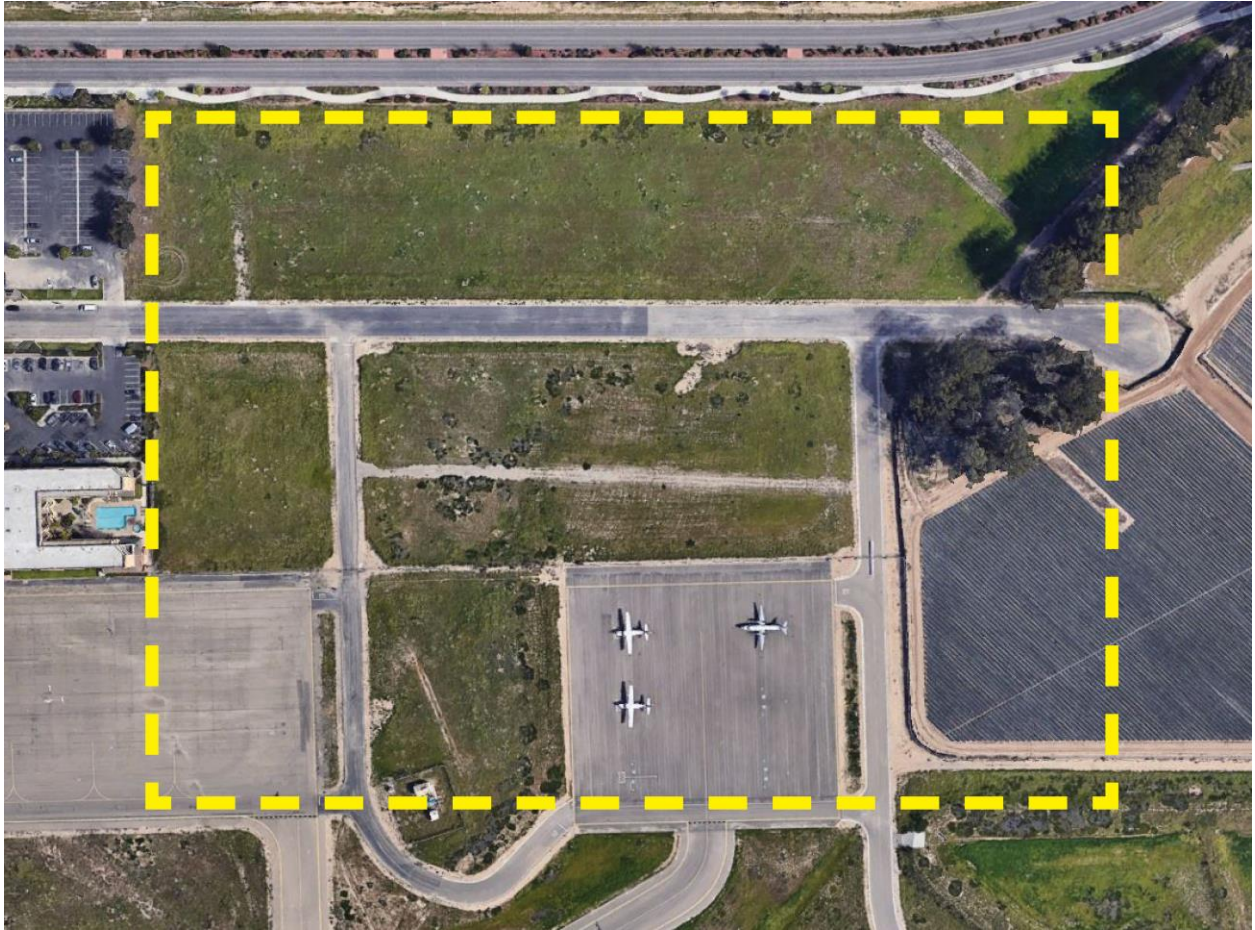
By: _____
Secretary

Planes of Fame Air Museum
a California Nonprofit Corporation

By: _____
Steve Hinton, President

EXHIBIT A

Property Map



Property Description: Approximately 22.5 Acres of raw land and pavement, located southeast of the Radisson Hotel along Skyline Dr.

EXHIBIT B

Santa Maria Public Airport District Long-Term Aviation Land Lease Policy

RECORDING REQUESTED BY AND RETURN TO:

***PACIFIC GAS AND ELECTRIC COMPANY
245 Market Street, N10A, Room 1015
P.O. Box 770000
San Francisco, California 94177***

Location: City/Uninc _____

Recording Fee \$ _____

Document Transfer Tax \$ _____

- ☐ This is a conveyance where the consideration and Value is less than \$100.00 (R&T 11911).
☐ Computed on Full Value of Property Conveyed, or
☐ Computed on Full Value Less Liens & Encumbrances Remaining at Time of Sale
☐ Exempt from the fee per GC 27388.1 (a) (2); This document is subject to Documentary Transfer Tax

(SPACE ABOVE FOR RECORDER'S USE ONLY)

Signature of declarant or agent determining tax

LD# 3410-34-

EASEMENT DEED

SANTA MARIA PUBLIC AIRPORT DISTRICT, a public body of the State of California,

hereinafter called Grantor, hereby grants to PACIFIC GAS AND ELECTRIC COMPANY, a California corporation, hereinafter called Grantee, the right from time to time to excavate for, construct, reconstruct, replace (of initial or any other size), remove, maintain, inspect, and use facilities and associated equipment for public utility purposes, including, but not limited to electric, gas, and communication facilities, together with a right of way therefor, on, over, and under the easement area as hereinafter set forth, and also ingress thereto and egress therefrom, over and across the lands of Grantor situated in the City of Santa Maria, County of Santa Barbara, State of California, described as follows:

(APN 111-291-033)

Lot 9 of Skyway Industrial Park, Tract No. 5011 as said lot is shown upon the map filed for record May 17, 1968 in Book 76 of Maps at pages 35 through 42, Santa Barbara County Records.

The easement area is described as follows:

The strip of land described in Exhibit "A" and shown on Exhibit "B" attached hereto and made a part hereof.

Grantor further grants to Grantee the right, from time to time, to trim or to cut down, without Grantee paying compensation, any and all trees and brush now or hereafter within said easement area, and shall have the further right, from time to time, to trim and cut down trees and brush along each side of said easement area which now or hereafter in the opinion of Grantee may interfere with or be a hazard to the facilities installed hereunder, or as Grantee deems necessary to comply with applicable state or federal regulations.

Grantor also grants to Grantee the right to use such portion of said lands contiguous to said easement area as may be reasonably necessary in connection with the excavation, construction, reconstruction, replacement, removal, maintenance and inspection of said facilities.

Grantee shall investigate, protect, defend, indemnify and hold harmless Grantor, its directors, officers, employees, agents and representatives, at all times from and against any and all liability, proceedings, liens, actions, penalties, liabilities, losses, expenses, claims or demands of any nature, including reasonable costs and expenses for legal services and causes of action of whatever character which Grantor may incur, sustain or be subjected to arising out of or in any way connected with: the acts or omissions of Grantee or its officers, agents, employees or contractors; or Grantee's operations on, or use or occupancy of, the Grantor's property. The foregoing indemnification excludes only liability, damages or loss caused by the active negligence of Grantor or its willful misconduct.

Grantor hereby covenants and agrees not to place or construct, nor allow a third party to place or construct, any building or other structure, or store flammable substances, or drill or operate any well, or construct any reservoir or other obstruction within said easement area, or diminish or substantially add to the ground level within said easement area, or construct any fences that will interfere with the maintenance and operation of said facilities.

Grantor further grants to Grantee the right to apportion to another public utility (as defined in Section 216 of the California Public Utilities Code) the right to excavate for, construct, reconstruct, replace, remove, maintain, inspect, and use the communications facilities within said easement area including ingress thereto and egress therefrom.

Grantor acknowledges that they have read the "Grant of Easement Disclosure Statement", Exhibit "A", attached hereto and made a part hereof.

The legal description herein, or the map attached hereto, defining the location of this utility distribution easement, was prepared by Grantee pursuant to Section 8730 (c) of the Business and Professions Code.

This document may be executed in multiple counterparts, each of which shall be deemed an original, but all of which, together, shall constitute one and the same instrument.

The provisions hereof shall inure to the benefit of and bind the successors and assigns of the respective parties hereto, and all covenants shall apply to and run with the land.

Dated: _____, _____.

SANTA MARIA PUBLIC AIRPORT DISTRICT, a public body of the State of California

By:

By:

I hereby certify by board action on the ____ day of _____, 20____, by the
_____authorizing the foregoing grant of easement.

By _____ Title _____

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California

County of _____)

On _____, before me, _____ Notary Public,
Insert name
personally appeared _____

_____ ,
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature of Notary Public

(Seal)

CAPACITY CLAIMED BY SIGNER

- ☐ Individual(s) signing for oneself/themselves
- ☐ Corporate Officer(s) of the above named corporation(s)
- ☐ Trustee(s) of the above named Trust(s)
- ☐ Partner(s) of the above named Partnership(s)
- ☐ Attorney(s)-in-Fact of the above named Principal(s)
- ☐ Other _____

Pacific Gas and Electric Company



EXHIBIT "A"

GRANT OF EASEMENT DISCLOSURE STATEMENT

This Disclosure Statement will assist you in evaluating the request for granting an easement to Pacific Gas and Electric Company (PG&E) to accommodate a utility service extension to PG&E's applicant. **Please read this disclosure carefully before signing the Grant of Easement.**

- You are under no obligation or threat of condemnation by PG&E to grant this easement.
- The granting of this easement is an accommodation to PG&E's applicant requesting the extension of PG&E utility facilities to the applicant's property or project. Because this easement is an accommodation for a service extension to a single customer or group of customers, PG&E is not authorized to purchase any such easement.
- By granting this easement to PG&E, the easement area may be used to serve additional customers in the area and **may be used to install additional utility facilities**. Installation of any proposed facilities outside of this easement area will require an additional easement.
- Removal and/or pruning of trees or other vegetation on your property may be necessary for the installation of PG&E facilities. You have the option of having PG&E's contractors perform this work on your property, if available, or granting permission to PG&E's applicant or the applicant's contractor to perform this work. Additionally, in order to comply with California fire laws and safety orders, PG&E or its contractors will periodically perform vegetation maintenance activities on your property as provided for in this grant of easement in order to maintain proper clearances from energized electric lines or other facilities.
- The description of the easement location where PG&E utility facilities are to be installed across your property must be satisfactory to you.
- The California Public Utilities Commission has authorized PG&E's applicant to perform the installation of certain utility facilities for utility service. In addition to granting this easement to PG&E, your consent may be requested by the applicant, or applicant's contractor, to work on your property. Upon completion of the applicant's installation, the utility facilities will be inspected by PG&E. When the facility installation is determined to be acceptable the facilities will be conveyed to PG&E by its applicant.

By signing the Grant of Easement, you are acknowledging that you have read this disclosure and understand that you are voluntarily granting the easement to PG&E. Please return the signed and notarized Grant of Easement with this Disclosure Statement attached to PG&E. The duplicate copy of the Grant of Easement and this Disclosure Statement is for your records.

Exhibit A Legal Description

A strip of land, ten (10) feet in width, being a portion of Lot 9 of the Skyway Industrial Park, Tract 5,011, in the of City of Santa Maria, County of Santa Barbara, State of California as shown on the map recorded May 17, 1968 in Book 76 of Maps at Pages 35 through 42, inclusive, on file at the office of the County Recorder of said County, the centerline of which is described as follows:

COMMENCING at the Southwest Corner of said Lot 9; thence, along the West line of said Lot 9, North 01°41'30" East, a distance of 1,453.12 feet to the **TRUE POINT OF BEGINNING**; thence,

1st North 57°45'25" East, a distant of 102.45 feet to the East line of said Lot 9 and the terminus of said centerline.

The sidelines of said strip are to be lengthened or shortened so as to terminate on the East and West Lines of said Lot 9.

Containing 1,025 square feet, more or less.

END DESCRIPTION

This description was prepared by me or under my direct supervision in conformance with the requirements of the Professional Land Surveyor's Act on this 16th day of July, 2020.



Ian McClain, PLS 8310



WALLER LN

CITY

COUNTY

CENTERLINE 10' WIDE EASEMENT
(EXAGGERATED FOR CLARITY)

N 57°45'25" E
102.45'

TRUE POINT OF
BEGINNING

RECYCLED WATER TANK
SITE

NORTH LINE OF
INST. NO. 2002-0050096



July 16, 2020

EAST LINE OF
TRACT 5,011

TRACT 5,011
76 MB 35-42

LOT 9, 76 MB 35-42

N 1°41'30" E 1,453.12'

HAGERMAN
SPORTS
COMPLEX

INST. NO.
2002-0050096
APN 111-100-016

APN 111-100-013

WALLER COUNTY PARK
PORTION OF SEC. 34,
T10N, R34W, S.B.B & M.

APN 111-100-015
WALLER COUNTY PARK
PORTION OF SEC. 34,
T10N, R34W, S.B.B & M.

POINT OF
COMMENCEMENT

SKYWAY DR

CITY
COUNTY

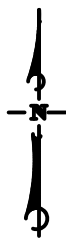
100' CITY
COUNTY



Stantec

2646 Santa Maria Way, Suite 107, Santa Maria, CA 93455
Phone: (805) 925-2345 Fax: (805) 925-1539

P.N. 184030851 DWG: 184030851_EXH_B_PG&E.dwg



SCALE: 1"= 300'

EXHIBIT B
PG&E EASEMENT
LAGUNA COUNTY
SANITATION DISTRICT
COUNTY OF SANTA BARBARA
STATE OF CALIFORNIA

PLOT DATE: 7/16/2020

Area, Region or Location: 4
Land Service Office: San Luis Obispo
Line of Business: Electric Distribution (43)
Business Doc Type: Easements
MTRSQ: 34.10.34.34.41, 34.10.34.34.42, 34.10.34.34.31,
FERC License Number:
PG&E Drawing Number: N/A
Plat No.: BA140-B25
LD of Affected Documents: N/A
LD of Cross Referenced Documents: N/A
Type of interest: Utility Easement (86)
SBE Parcel: N/A
% Being Quitclaimed: N/A
Order or PM: 35179103
JCN: N/A
County: Santa Barbara
Utility Notice Number: N/A
851 Approval Application No: N/A ;Decision: N/A
Prepared By: l3b0
Checked By: trpc
Approved By:
Revised by: