



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

**Thursday
September 24, 2026**

**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.

Any disclosable public records related to an open session item on this agenda and distributed by the District to all or a majority of the members of the Board of Directors less than 72 hours prior to the meeting are available for public inspection at the District administrative office, 3217 Terminal Drive, Santa Maria, CA 93455, during normal business hours, and on the District's website at SantaMariaAirport.com.

CALL TO ORDER

PLEDGE OF ALLEGIANCE

ROLL CALL: Brown, Guy, Clayton, Ramirez, Youngern

- 1. MINUTES OF THE REGULAR MEETING HELD SEPTEMBER 10, 2026**
- 2. COMMITTEE REPORT(S):**
 - a) EXECUTIVE**
 - b) ADMINISTRATION & FINANCIAL**
 - c) SAFETY & SECURITY**
 - d) REAL ESTATE**
 - e) AIRPORT PLANNING & CAPITAL IMPROVEMENT**
 - f) GOVERNMENT AFFAIRS**
 - g) MARKETING & PROMOTIONS**
 - h) GENERAL AVIATION**
- 3. GENERAL MANAGER'S REPORT**
- 4. MANAGER OF FINANCE & ADMINISTRATION REPORT**
 - a) Demand Register**
 - b) Financial Statements**

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. **PRESENTATION BY CRAIG STEELE, DISTRICT COUNSEL, REGARDING RESTRICTIONS ON ELECTION ACTIVITIES.**
7. **PRESENTATION BY ERIK JUSTESEN, RRM DESIGN GROUP, REGARDING THE STATUS OF THE AIRPORT BUSINESS PARK SPECIFIC PLAN UPDATE.**
8. **PRESENTATION BY JOHN SMITH, TARTAGLIA ENGINEERING, REGARDING THE PROJECTS TO REHABILITATE TAXIWAYS A, S, T, & U AND THE TAXILANE PAVEMENT REHABILITATION.**
9. **CONSENT CALENDAR:** The following items are considered routine and will be enacted by one motion. There will be no separate discussion of these items unless a Board Member or member of the public requests that an item be removed for separate consideration and action. All matters listed hereunder constitute a consent agenda and may be acted upon by a single roll call vote of the Board.
 - a) **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE FIFTH AMENDMENT TO THE SERVICE AGREEMENT BETWEEN THE DISTRICT AND RRM DESIGN GROUP FOR CONSULTING SERVICES FOR THE BUSINESS PARK SPECIFIC PLAN UPDATE.**
 - b) **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE CONSULTING SERVICE AGREEMENT BETWEEN THE DISTRICT AND TARTAGLIA ENGINEERING FOR THE REHABILITATE TAXIWAYS A, S, T, & U PROJECT.**
 - c) **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE CONSULTING SERVICE AGREEMENT BETWEEN THE DISTRICT AND TARTAGLIA ENGINEERING FOR THE TAXILANE PAVEMENT REHABILITATION PROJECT.**
10. **DIRECTORS' COMMENTS.**
11. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD
MEETING OF THE BOARD OF DIRECTORS
OF THE SANTA MARIA PUBLIC AIRPORT
DISTRICT HELD SEPTEMBER 10, 2026

The Board of Directors of the Santa Maria Public Airport District held a Regular Meeting at the regular meeting place at 6:00 p.m. Present were Directors Brown, Guy, Clayton and Ramirez. General Manager, Pehl, Manager of Finance & Administration, Flores, and District Counsel Steele.

1. MINUTES OF THE REGULAR MEETING HELD August 27, 2026. Director Guy made a Motion to approve the minutes of the regular meeting held August 27, 2026. Director Ramirez Seconded, and it was carried by a 4-0 vote.
2. COMMITTEE REPORT(S):
 - a) EXECUTIVE – The committee met to set the agenda.
 - b) ADMINISTRATION & FINANCIAL – No meeting scheduled.
 - c) SAFETY & SECURITY – No meeting scheduled.
 - d) REAL ESTATE – The committee met once.
 - e) AIRPORT PLANNING & CAPITAL IMPROVEMENT – No meeting scheduled.
 - f) GOVERNMENT AFFAIRS – No meeting scheduled.
 - g) MARKETING & PROMOTIONS – No meeting scheduled.
 - h) GENERAL AVIATION – No meeting scheduled.
3. GENERAL MANAGER’S REPORT: Mr. Pehl reported that on the 1st and 2nd he and Ms. Fenton attended the 2nd annual NorCal SoCal Corral in San Luis Obispo hosted by ACI Jet. On the 3rd Mr. Pehl, staff, and board members attended a presentation about Santa Maria Airport during World War II by Hardy Diagnostics.
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 9925041615 through 9925136571 in the amount of \$174,352.39 was recommended for approval as presented. Director Guy made a Motion to accept the Demand Register as presented. Director Clayton Seconded, and it was carried by a 4-0 vote.
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 Jane Hinton, of Planes of Fame, regarding the 2026 AirFest.
7. Appointment to fill District 2 vacancy on the Board.

Director Brown made a Motion to appoint Mr. Youngern to fill the vacancy. Director Clayton Seconded, and it was carried by the following roll call vote. Directors Brown, Guy, Clayton and Ramirez voted "Yes".
8. Discussion regarding U.S. Customs and Border Protection Service at the Santa Maria Public Airport, including the status of the facility, the commencement of service, and efforts to promote utilization.
9. Resolution 978. A Resolution of the Board of Directors of the Santa Maria Public Airport District expressing appreciation to Chuck Adams for service on the Board of Directors of the Santa Maria Public Airport District.

The Board tabled this Resolution to a later date so that Mr. Adams can be in attendance for its reading.
10. Resolution 979. A Resolution of the Board of Directors of the Santa Maria Public Airport District amending the District's Conflict of Interest Code.

Director Brown made a Motion to approve. Director Guy Seconded, and it was carried by a 4-0 vote.
11. Closed Session. At 6:34 p.m. the Board went into Closed Session to discuss the following item(s):
 - a) Conference with Real Property Negotiators: A.P.N. #611-230-088. Agency negotiators: General Manager and District Counsel. Negotiating parties: Jose Esparza. Under Negotiation: Request to replace mobile home under terms of lease. (Gov. Code Section 54956.8).
 - b) Public employee performance evaluation General Manager (Gov. Code Section 54957)

At 7:08 p.m., the Board and staff reconvened to Open Public Session. There were no reportable actions.
12. Directors' Comments. Director Ramirez expressed his excitement for the upcoming AirFest. He met with Tom Ross, of Ross Realty, to discuss development at the Airport. He expressed a desire to know more about the Airport Specific Plan.

Director Guy welcomed Director Ramirez and thanked him for his interest in the Airport. He stated that he is looking forward to AirFest and is disappointed that the F-35s will not be attending, and thanked Mr. Pehl and the airport staff for the work they are doing to support Planes of Fame ahead of AirFest.

Director Clayton congratulated Director Ramirez on joining the Board and congratulated Patrick Youngern on his appointment and stated that the District is moving in the right direction.

President Brown stated that he is pleased the Board will be returning to a full complement, noting that in his time on the Board he had not previously seen two seats vacant at once. He stated that he is looking forward to AirFest and hopes for strong participation.
13. Adjournment: President Brown asked for a Motion to adjourn to a Regular Meeting to be held on September 24, 2026, at the regular meeting place. Director Clayton made that Motion, Director Guy Seconded, and it was carried by a 4-0 vote.

ORDER OF ADJOURNMENT

This Regular Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 7:13 p.m. on September 10, 2026.

Steve Brown, President

Michael B. Clayton, Secretary

2026-2027
DEMAND REGISTER
SANTA MARIA PUBLIC AIRPORT DISTRICT

Full consideration has been received by the Santa Maria Public Airport District for each demand, BILL Checks and electronic payments on Columbia Bank and in the total amount of \$216,877.11.

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, BILL Checks and electronic payments on Columbia Bank in the total amount of \$216,877.11 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.

MICHEAL FLORES
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 24, 2026.

MICHAEL B. CLAYTON
SECRETARY

**Santa Maria Public Airport District
Demand Register**

Payment Reference	Check Date	Vendor Name	Check Amount	Description
P26091001 - 5517471	9/11/2026	AEDs for Hearts	\$128.22	Terminal Maintenance
P26091001 - 5517478	9/11/2026	Airports Council International-NA	\$1,903.00	Airport Membership Dues 2027
P26091001 - 5517522	9/11/2026	AT&T	\$52.06	Telephone Service
P26091001 - 5517512	9/11/2026	AT&T	\$95.12	Telephone Service
P26091001 - 5517532	9/11/2026	BEACON	\$84.00	Trash - Paper Recycling
P26091001 - 5517416	9/11/2026	Boyer's Diesel	\$2,006.23	ARFF Vehicle Maintenance
P26091001 - 5517545	9/11/2026	Brown, Steve	\$600.00	Director's Fees
P26091001 - 5517561	9/11/2026	C.J. Brown & Company, CPAs	\$8,142.00	Annual Audit
P26091001 - 5517579	9/11/2026	Cal-Coast Machinery, Inc	\$289.17	Vehicle Maintenance
P26091001 - 5517593	9/11/2026	City of Santa Maria-Util Div	\$14,980.43	Utilities - Water
P26091001 - 5517641	9/11/2026	Comcast Business	\$2,696.62	Internet Service
P26091001 - 5517661	9/11/2026	Fenton, Kerry	\$4,251.61	Conference Reimbursement
P26091001 - 5517693	9/11/2026	Grainger	\$225.88	Shop Supplies
P26091001 - 5517713	9/11/2026	Gsolutionz, Inc.	\$95.60	GPS Cloud Phones
P26091001 - 5517735	9/11/2026	Guy, Anthony Ted	\$500.00	Director's Fees
P26091001 - 5517758	9/11/2026	Heath, Ray	\$3,575.20	Consulting Services - Contingencies
P26091001 - 5517434	9/11/2026	J B Dewar, Inc	\$7,161.06	Unleaded/Diesel Fuel
P26091001 - 5517775	9/11/2026	JD Humann Landscaping, Inc	\$252.23	Sprinkler Repairs
P26091001 - 5517798	9/11/2026	Jose Ramirez	\$200.00	Director's Fees
P26091001 - 5517822	9/11/2026	MarTeeny Designs	\$550.00	Website Maintenance
P26091001 - 5517858	9/11/2026	Pacific Telemanagement Services	\$463.00	Pay Phone Services
P26091001 - 5517870	9/11/2026	Perez Handy Man	\$4,968.00	Mobile Home Park Maintenance
P26091001 - 5517891	9/11/2026	RB Clean & Sweep	\$950.00	Street Sweeping/Concrete Cleaning
P26091001 - 5517918	9/11/2026	Richards, Watson & Gershon	\$16,685.86	Legal Consulting
P26091001 - 5517932	9/11/2026	Rick's Car Care Inc.	\$1,543.35	Vehicle Maintenance
P26091001 - 5517947	9/11/2026	SB County Air Pollution	\$811.00	Operating Permit 3109 Liberator St
P26091001 - 5517963	9/11/2026	Service Star	\$12,506.42	Janitorial Services
P26091001 - 5517978	9/11/2026	Tower Patrol	\$3,257.07	D3 Trailer
P26091001 - 5518016	9/11/2026	United Rentals	\$559.55	Vehicle Maintenance
			\$89,532.68	

ACH	9/9/2026	Frontier	\$1,280.62	Telephone Service
ACH	9/9/2026	PG&E	\$26,973.06	Terminal/Admin/Hangar Electricity
ACH	9/9/2026	CalPers	\$19,208.55	Employee Health Insurance
ACH	9/10/2026	Paychex	\$31,806.17	Payroll
ACH	9/10/2026	De Lage Landen	\$83.74	Copier
ACH	9/10/2026	Primo Brands	\$88.72	Water Delivery
ACH	9/10/2026	Paychex	\$9,637.65	Payroll Taxes
ACH	9/10/2026	Empower	\$5,710.14	Employee Paid Retirement
ACH	9/11/2026	Coast Networkx	\$210.00	Network Support Services
ACH	9/11/2026	Planes of Fame Air Museum	\$12,500.00	Airfest Sponsorship
ACH	9/11/2026	American Assn of Airport Exec	\$495.00	Digicast Oct - Dec 2026
ACH	9/11/2026	Astound	\$950.65	Network Services - Terminal
ACH	9/11/2026	Comcast	\$1,458.72	Cable/Internet/Digital Voice
ACH	9/11/2026	Federal Express	\$82.74	Shipping Services
ACH	9/11/2026	Mission Linen Service	\$189.12	Uniform Services
ACH	9/11/2026	PAPE KENWORTH	\$225.02	Sweeper Maintenance
ACH	9/11/2026	Reward Gateway Inc	\$2,370.37	Annual MoveSpring Membership
ACH	9/11/2026	U.S. Dept. of Agriculture	\$100.14	APHIS Program
ACH	9/11/2026	Paychex	\$208.52	Paychex Invoice
ACH	9/14/2026	CNH Industrial	\$6.13	Finance Charge
ACH	9/14/2026	Paychex	\$7.18	Payroll Taxes - Ric Tokoph
ACH	9/14/2026	Paychex	\$243.70	Payroll - Ric Tokoph
ACH	9/15/2026	The Gas Company	\$158.98	Utilities - Gas

**Santa Maria Public Airport District
Demand Register**

Payment Reference	Check Date	Vendor Name	Check Amount	Description
ACH	9/15/2026	PG&E	\$3,438.70	Terminal/Admin/Hangar Electricity
ACH	9/15/2026	Paychex	\$197.83	Paychex Invoice
ACH	9/15/2026	Frontier	\$1,688.94	Telephone Service
ACH	9/15/2026	Advantage Plus	\$437.10	Answering Service
ACH	9/17/2026	FlexTG	\$18.79	Equipment Lease - Usage Charge
ACH	9/18/2026	CalPers	\$7,568.15	Employee Retirement
		Subtotal	\$127,344.43	
		Total	\$216,877.11	



TO: President and
Members of the Board of Directors
Santa Maria Public Airport District
3217 Terminal Drive
Santa Maria, CA 93455

FROM: Mike Flores
Manager of Finance and Administration

MEETING: September 24, 2026

ITEM

Presentation of the Financial Statements for the Month Ended August 31, 2026, with Budget to Actual and a Cash Flow Projection

BACKGROUND

The attached reports present the District's unaudited financial results through August 31, 2026, the second month of fiscal year 2026-27. They include the financial statements, budget to actual comparison and cash flow projection.

DISCUSSION

August revenues were \$511,325.22 and expenses were \$838,857.65, resulting in a decrease in net position of \$327,532.43. Expenses include \$294,407.42 of depreciation. The year-to-date decrease in net position is \$594,465.78, and ending net position is \$36,415,964.13.

Cash and investments were \$1,478,507.66 at August 31, down \$1,039,254.30 during the month. Settlement payments totaling \$1,075,000 account for more than that decline.

The July comparative has been updated. July's decrease in net position is \$266,933.35.

The monthly close is in progress. Lease adjustments, insurance amortization and July–August ARFF expense are not yet included. August mobile home park activity is included as a single \$20,079.94 invoice to the park operator and is not yet broken out into revenue and expense. August includes some revenue and costs for earlier service periods.

BUDGET TO ACTUAL

The adopted annual budget provides \$9,411,337.46 in revenues and \$8,175,808.31 in expenses, a budgeted increase in net position of \$1,235,529.15. The comparison includes two months of actual results. Seasonal receipts, quarterly billings and unbudgeted depreciation limit the usefulness of a straight-line comparison at this point in the year.

CASH FLOW PROJECTION

The projection begins with August 31 cash and investments and assumes the District's \$919,219 local match on the two awarded FAA grants is paid by June 30, 2027. On that basis, projected cash at June 30,



2027 is \$3,110,625.35, or 38.0 percent of the FY 2026–27 operating budget. Other capital payments and grant reimbursements are not included.

If landing, tie-down and fuel flowage revenue for the rest of the fiscal year equals the monthly average recorded in July and August, projected June 30, 2027 cash after the local match would be \$2,167,369.50, or 26.5 percent.

The annual reserve target is 20 to 35 percent of operating expenses for the applicable budget year. At June 30, 2027, the 38.0 percent result is above that range and the 26.5 percent result is within it. The monthly figures do not include the local match or other capital payments, so the timing of those payments also requires cash planning.

FINANCIAL IMPACT

Receiving the reports authorizes no expenditure or budget amendment. The statements and projection provide information for monitoring operations, cash and reserves.

ANALYSIS

The projection is a planning estimate. Staff will update it as actual receipts, payments and construction schedules become available.

RECOMMENDATION

It is recommended that the Board of Directors receive and file the unaudited financial statements for the month ended August 31, 2026, the budget to actual comparison and cash flow projection, including the updated July comparative.

ATTACHMENTS

Statement of Revenues, Expenses and Changes in Net Position
Statement of Net Position
Statement of Cash Flows
Treasurer's Report
Budget to Actual
Cash Flow Projection

Santa Maria Public Airport District

Statement of Revenues, Expenses and Changes in Net Position

For the month ended August 31, 2026, with the month ended July 31, 2026 and fiscal year 2026-27 to date (draft, unaudited)

Unaudited interim statements; subject to completion of the monthly close.

	August 2026	July 2026	FY 2026-27 to date
OPERATING REVENUES			
Landing area (landing fees, tie-downs, fuel flowage)	13,150.66	2,395.67	15,546.33
Hangar area (T-hangars, corporate and owner-built hangars)	97,664.00	97,342.00	195,006.00
FBO area (main hangar, commercial aviation land lease, hangar storage)	68,183.54	64,961.19	133,144.73
Terminal area (car rental, terminal space)	54,134.63	18,463.70	72,598.33
Revenue-generating land (agricultural, non-aviation, cellular, mobile home park)	261,881.25	217,301.16	479,182.41
Administrative and other operating income	2,965.00	2,497.00	5,462.00
Total operating revenues	497,979.08	402,960.72	900,939.80
OPERATING EXPENSES			
Salaries and employee benefits	131,212.87	229,451.29	360,664.16
ARFF and public safety services	-	-	-
Utilities	67,671.12	1,871.69	69,542.81
Communications	14,317.47	7,483.27	21,800.74
Professional and contract services	105,636.11	7,000.06	112,636.17
Insurance	-	-	-
Repairs and maintenance	39,445.21	29,168.86	68,614.07
Supplies and fuel	11,719.91	4,392.81	16,112.72
Mobile home park operations	42,045.48	-	42,045.48
Other operating (general and administrative, dues, advertising, software, permits, travel, taxes, bank fees)	32,402.06	96,439.63	128,841.69
Depreciation and amortization	294,407.42	294,407.42	588,814.84
Total operating expenses	738,857.65	670,215.03	1,409,072.68
OPERATING INCOME (LOSS)	(240,878.57)	(267,254.31)	(508,132.88)
NON-OPERATING REVENUES (EXPENSES)			
Property tax revenues	-	-	-
Federal capital grant reimbursements (AIP / AIG)	-	-	-
Passenger facility charges	10,138.23	-	10,138.23
Interest and investment earnings	3,207.91	320.96	3,528.87
Airline service revenue guarantee (expense)	-	-	-
Settlement and conservation easement expense	(75,000.00)	-	(75,000.00)
Airfest sponsorship (expense)	(25,000.00)	-	(25,000.00)
Total non-operating revenues (expenses)	(86,653.86)	320.96	(86,332.90)
CHANGE IN NET POSITION	(327,532.43)	(266,933.35)	(594,465.78)
Total net position, beginning of period	36,743,496.56	37,010,429.91	37,010,429.91
Total net position, end of period	36,415,964.13	36,743,496.56	36,415,964.13

Notes

July comparative figures have been updated. The July decrease in net position is \$266,933.35.

Lease adjustments, insurance amortization and July–August ARFF expense are not yet included. August mobile home park activity is included as a single \$20,079.94 invoice to the park operator and is not yet broken out into revenue and expense. August includes some revenue and costs for earlier service periods.

The \$75,000 conservation payment is an expense. The separate \$1,000,000 settlement installment reduces the settlement liability.

Santa Maria Public Airport District

Statement of Net Position

As of August 31, 2026, with comparative as of July 31, 2026 (draft, unaudited)

Unaudited interim statements; subject to completion of the monthly close.

	8/31/2026	7/31/2026	Change
ASSETS			
Current assets:			
Cash and cash equivalents	1,478,507.66	2,517,761.96	(1,039,254.30)
Unrealized fair value adjustment on investments	(897.68)	(897.68)	-
Certificate of deposit	8,000.00	8,000.00	-
Accounts receivable, net (credit balance)	(15,684.54)	(26,478.30)	10,793.76
Prepaid expenses	520,064.35	520,064.35	-
Bank, payment clearing and restricted-cash accounts (all nil at 8/31)	-	(153,193.85)	153,193.85
Interest receivable	-	7,771.21	(7,771.21)
Total current assets	1,989,989.79	2,873,027.69	(883,037.90)
Noncurrent assets:			
Leases receivable	11,649,409.28	11,649,409.28	-
Total noncurrent assets	11,649,409.28	11,649,409.28	-
Capital assets:			
Capital assets, not being depreciated	6,490,974.39	6,490,974.39	-
Depreciable capital assets, net of accumulated depreciation	30,253,439.36	30,547,846.78	(294,407.42)
Total capital assets, net	36,744,413.75	37,038,821.17	(294,407.42)
TOTAL ASSETS	50,383,812.82	51,561,258.14	(1,177,445.32)
DEFERRED OUTFLOWS OF RESOURCES			
Deferred outflows - pension	756,697.00	756,697.00	-
Deferred outflows - OPEB	9,450.00	9,450.00	-
Total deferred outflows of resources	766,147.00	766,147.00	-
LIABILITIES			
Current liabilities:			
Accounts payable	179,736.76	18,731.36	161,005.40
Accrued payroll and withholdings	4,477.05	1,836.14	2,640.91
Unearned revenue	-	17,149.69	(17,149.69)
Customer and hangar deposits	129,176.00	123,376.00	5,800.00
Land improvements payable - PG&E, current portion	20,910.49	23,120.00	(2,209.51)
Compensated absences, current portion	126,522.43	126,522.43	-
Settlement payable, current portion	1,000,000.00	1,000,000.00	-
Total current liabilities	1,460,822.73	1,310,735.62	150,087.11
Long-term liabilities:			
Compensated absences, net of current portion	42,174.14	42,174.14	-
Land improvements payable - PG&E, net of current portion	12,849.87	12,849.87	-
Settlement payable, net of current portion	-	1,000,000.00	(1,000,000.00)
Net pension liability	2,555,369.00	2,555,369.00	-
Total OPEB liability	324,853.00	324,853.00	-
Total long-term liabilities	2,935,246.01	3,935,246.01	(1,000,000.00)
TOTAL LIABILITIES	4,396,068.74	5,245,981.63	(849,912.89)
DEFERRED INFLOWS OF RESOURCES			
Deferred inflows - pension	43,887.00	43,887.00	-
Deferred inflows - OPEB	55,136.00	55,136.00	-
Deferred inflows - leases (GASB 87)	10,238,903.95	10,238,903.95	-
Total deferred inflows of resources	10,337,926.95	10,337,926.95	-

	8/31/2026	7/31/2026	Change
NET POSITION			
Net investment in capital assets	37,297,258.72	37,297,258.72	-
Restricted net position	1,000,000.00	2,000,000.00	(1,000,000.00)
Unrestricted net position	(4,182,088.57)	(5,182,088.57)	1,000,000.00
Prior period adjustments	-	-	-
Change in net position — fiscal year 2025–26 (unaudited)	2,895,259.76	2,895,259.76	-
Change in net position - fiscal year 2026-27 to date	(594,465.78)	(266,933.35)	(327,532.43)
TOTAL NET POSITION	36,415,964.13	36,743,496.56	(327,532.43)
TOTAL LIABILITIES, DEFERRED INFLOWS AND NET POSITION	51,149,959.82	52,327,405.14	(1,177,445.32)

Notes

Lease adjustments and insurance amortization are not yet included. August mobile home park activity is included as a single \$20,079.94 invoice to the park operator and is not yet broken out into revenue and expense. July comparative figures have been updated.

Lease receivables have not yet been separated between current and noncurrent amounts. Net position classifications are provisional pending year-end review.

Accounts receivable, net of allowance, has a credit balance of \$15,684.54.

Santa Maria Public Airport District

Statement of Cash Flows

For the month ended August 31, 2026, with the month ended July 31, 2026 and fiscal year 2026-27 to date (draft, unaudited)

Unaudited interim statements; subject to completion of the monthly close.

	August 2026	July 2026	FY 2026-27 to date
CASH FLOWS FROM OPERATING ACTIVITIES			
Operating income (loss)	(240,878.57)	(267,254.31)	(508,132.88)
Adjustments to reconcile operating income (loss) to operating cash flow:			
Depreciation and amortization	294,407.42	294,407.42	588,814.84
Change in accounts receivable	(10,793.76)	86,282.50	75,488.74
Change in prepaid expenses	-	(520,063.95)	(520,063.95)
Change in payment clearing accounts	(153,193.85)	153,193.85	-
Change in operating accounts payable	136,005.40	(391,574.68)	(255,569.28)
Change in accrued payroll and withholdings	2,640.91	(693.99)	1,946.92
Change in unearned revenue	(17,149.69)	(291,655.41)	(308,805.10)
Change in customer and hangar deposits	5,800.00	2,863.00	8,663.00
Change in compensated absences	-	-	-
Change in pension liability and deferred items	-	-	-
Change in OPEB liability and deferred items	-	-	-
Change in lease receivables and deferred inflows	-	-	-
Net cash provided by (used in) operating activities	16,837.86	(934,495.57)	(917,657.71)
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES			
Property tax revenues	-	-	-
Airfest sponsorship payments	-	-	-
Conservation easement payment	(75,000.00)	-	(75,000.00)
Airline service revenue guarantee	-	-	-
Settlement liability payments	(1,000,000.00)	-	(1,000,000.00)
Net cash provided by (used in) noncapital financing activities	(1,075,000.00)	-	(1,075,000.00)
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES			
Federal capital grant reimbursements (AIP / AIG)	-	-	-
Passenger facility charges	10,138.23	-	10,138.23
Acquisition and construction of capital assets	-	-	-
Land improvements payable — principal	(2,209.51)	-	(2,209.51)
Net cash provided by (used in) capital and related financing activities	7,928.72	-	7,928.72
CASH FLOWS FROM INVESTING ACTIVITIES			
Interest and investment earnings	3,207.91	320.96	3,528.87
Change in interest receivable	7,771.21	-	7,771.21
Change in certificate of deposit and valuation adjustments	-	-	-
Net cash provided by (used in) investing activities	10,979.12	320.96	11,300.08
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(1,039,254.30)	(934,174.61)	(1,973,428.91)
Cash and cash equivalents, beginning of period	2,517,761.96	3,451,936.57	3,451,936.57
Cash and cash equivalents, end of period	1,478,507.66	2,517,761.96	1,478,507.66

Notes

Prepared using the indirect method. Cash and cash equivalents include bank deposits, petty cash, LAIF, California CLASS and the Newport Pacific trust account; the security-deposit certificate is excluded.

Unpaid sponsorship expense is excluded from cash payments. July comparative figures have been updated.

These interim figures remain subject to completion of the monthly close and account reconciliations.

Santa Maria Public Airport District

Treasurer's Report - August 31, 2026, with the comparative at July 31, 2026

August 31, 2026 balances with July 31, 2026 comparative.

Unaudited interim statements; subject to completion of the monthly close.

Account	Book 8/31/2026	Book 7/31/2026
CASH ON HAND		
Checking - General Fund, Columbia Bank ***1229	175,742.29	225,975.71
Petty cash	450.00	450.00
TOTAL CASH ON HAND	176,192.29	226,425.71
INVESTMENTS		
Local Agency Investment Fund - unrestricted	803,858.17	796,086.96
Local Agency Investment Fund - restricted	-	-
California CLASS	464,634.34	1,461,509.84
Money market, Columbia Bank ***7100	32,822.86	32,739.45
Trust account, Newport Pacific	1,000.00	1,000.00
TOTAL INVESTMENTS	1,302,315.37	2,291,336.25
TOTAL CASH AND INVESTMENTS	1,478,507.66	2,517,761.96
SHOWN SEPARATELY		
Certificate of deposit - restaurant security deposit	8,000.00	8,000.00
Unrealized fair value adjustment on investments	(897.68)	(897.68)

Notes

All balances are book balances from the District's accounting records.

Santa Maria Public Airport District

Budget to Actual - Fiscal Year 2026-27 through August 31, 2026 (two months, 16.7% of the year)

Adopted annual operating budget and actual results for July–August 2026.

Unaudited interim statements; subject to completion of the monthly close.

Account	Description	Adopted budget FY2026-27	Actual Jul-Aug 2026	% of budget	Remaining Note
OPERATING REVENUES					
41000	Landing Fees	254,169.00	4,625.54	1.8%	249,543.46
41100	Tie-Down Fees	588,565.00	5,707.69	1.0%	582,857.31
41200	Fuel Flowage Fees	193,800.00	5,213.10	2.7%	188,586.90
42000	Hangar Rent	1,093,129.72	191,012.00	17.5%	902,117.72
42100	Owner-Build Hangar Rent	24,682.92	3,994.00	16.2%	20,688.92
42200	Hangar Storage and Other Hangar Revenue	243,842.54	32,442.38	13.3%	211,400.16
43000	Commercial Aviation Rent and Land Leases	915,832.81	100,702.35	11.0%	815,130.46
44000	Terminal Revenues	345,895.82	72,598.33	21.0%	273,297.49
45000	Revenue Generating Land Leases	2,453,905.48	408,582.70	16.7%	2,045,322.78
45100	Mobile Home Park Revenue	562,162.82	70,599.71	12.6%	491,563.11
46000	Administrative Revenues	26,352.74	5,462.00	20.7%	20,890.74
Total operating revenues		6,702,338.85	900,939.80	13.4%	5,801,399.05
NON-OPERATING REVENUES					
49000	Interest and Investment Earnings	131,000.00	3,528.87	2.7%	127,471.13
49110	PFC Revenue	55,149.57	10,138.23	18.4%	45,011.34
49200	Tax Revenues	2,522,849.04	-	-	2,522,849.04
Total non-operating revenues		2,708,998.61	13,667.10	0.5%	2,695,331.51
TOTAL REVENUES		9,411,337.46	914,606.90	9.7%	8,496,730.56
OPERATING EXPENSES					
50100	Salaries and Wages	1,136,531.23	215,671.12	19.0%	920,860.11
50200	Employee Benefits	342,215.13	72,712.19	21.2%	269,502.94
50300	Payroll Taxes	17,192.66	3,519.36	20.5%	13,673.30
50400	Retirement - PERS	406,560.92	68,761.49	16.9%	337,799.43
51100	ARFF Services and Fire Training	1,022,790.00	-	-	1,022,790.00
51200	Utilities - Electricity	290,975.86	54,698.00	18.8%	236,277.86
51210	Utilities - Natural Gas	8,557.95	325.19	3.8%	8,232.76
51220	Utilities - Water	102,755.61	14,519.62	14.1%	88,235.99
51230	Communications	113,437.22	21,800.74	19.2%	91,636.48
51300	Supplies - Office	39,778.75	3,441.75	8.7%	36,337.00
51310	Supplies - Shop and Operations	43,050.69	8,403.47	19.5%	34,647.22
51320	Fuel Expense	18,407.65	4,267.50	23.2%	14,140.15
51400	Maintenance - Airfield and Pavement	70,804.69	8,427.94	11.9%	62,376.75
51410	Maintenance - Buildings and Grounds	337,318.59	47,979.36	14.2%	289,339.23
51420	Maintenance - Equipment and Vehicles	109,129.38	9,930.61	9.1%	99,198.77
51430	Maintenance - Miscellaneous	13,623.86	2,276.16	16.7%	11,347.70
53100	General and Administrative Expense	23,081.85	938.67	4.1%	22,143.18
53200	Dues, Memberships, Education and Recognition	107,356.82	8,761.26	8.2%	98,595.56
53300	Advertising and Marketing	140,450.93	10,100.00	7.2%	130,350.93
53400	Professional Services - Administrative/Consulting	305,851.77	62,147.68	20.3%	243,704.09
53500	Professional Services - Legal	85,974.22	30,547.86	35.5%	55,426.36
53600	Security Services	541,662.03	19,940.63	3.7%	521,721.40
53700	Bank Fees and Financial Charges	2,400.00	6.13	0.3%	2,393.87
53800	Computer Software and Systems	274,876.68	101,749.90	37.0%	173,126.78
53900	Insurance	566,500.00	-	-	566,500.00
54000	Permits, Fees and Compliance	20,212.67	-	-	20,212.67
54100	Business Travel	48,218.92	96.50	0.2%	48,122.42
54400	Customs	250,000.00	7,189.23	2.9%	242,810.77
55000	Mobile Home Park Expenses	336,092.23	42,045.48	12.5%	294,046.75
Total operating expenses		6,775,808.31	820,257.84	12.1%	5,955,550.47
NON-OPERATING EXPENSES					
56000	Airfest Expense	75,000.00	25,000.00	33.3%	50,000.00
59200	Conservation Easement and Settlement Expense	1,325,000.00	75,000.00	5.7%	1,250,000.00
Total non-operating expenses		1,400,000.00	100,000.00	7.1%	1,300,000.00
TOTAL BUDGETED EXPENSES		8,175,808.31	920,257.84	11.3%	7,255,550.47
CHANGE IN NET POSITION, BUDGETED ACCOUNTS ONLY					
		1,235,529.15	(5,650.94)		1,241,180.09
ACTUAL EXPENSES NOT INCLUDED IN THE BUDGET					
49999	Revenue Suspense / Conversion Clearing	-	-	n/a	-
59100	Depreciation Expense	-	588,814.84	n/a	(588,814.84)
59999	Expense Suspense / Conversion Clearing	-	-	n/a	-
Total unbudgeted expense (net)			588,814.84		
ACTUAL CHANGE IN NET POSITION, ALL ACCOUNTS (agrees to the Income Statement)					
			(594,465.78)		

Notes

The annual budget is compared with two months of actual results. Seasonal receipts and the timing of billings affect the percentage used.

Actual expenses include \$588,814.84 of depreciation, which is not included in the operating budget.

Lease adjustments, insurance amortization and July–August ARFF expense are not yet included. August mobile home park activity is included as a single \$20,079.94 invoice to the park operator and is not yet broken out into revenue and expense.

Santa Maria Public Airport District
Cash Flow Projection — Fiscal Year 2026-27

September 2026–June 2027 estimates, beginning with August 31 cash and investments.
Planning estimates based on the annual budget and assumed timing of receipts and payments.

Actual cash and investments, 8/31/2026	1,478,507.66	Excludes the \$8,000 security-deposit certificate.
FY2026-27 annual operating budget	8,175,808.31	Annual basis for the 20%–35% reserve target.
District local match on the two awarded FAA grants	919,219.00	Deducted in the after-match rows below.
Reserve-policy floor, 20 percent	1,635,161.66	
Reserve-policy ceiling, 35 percent	2,861,532.91	

Month	Inflows	Outflows	Timing adjustments	Net cash flow	Ending cash
Sep 2026	604,551.06	647,154.14	(180,362.95)	(222,966.03)	1,255,541.63
Oct 2026	721,671.89	453,313.85	-	268,358.04	1,523,899.67
Nov 2026	963,740.58	451,116.51	-	512,624.07	2,036,523.74
Dec 2026	1,472,480.02	768,893.58	-	703,586.44	2,740,110.18
Jan 2027	627,479.82	622,504.93	-	4,974.89	2,745,085.07
Feb 2027	601,386.71	338,532.06	-	262,854.65	3,007,939.72
Mar 2027	596,574.53	604,316.94	-	(7,742.41)	3,000,197.31
Apr 2027	1,603,725.66	441,996.38	-	1,161,729.28	4,161,926.59
May 2027	568,646.01	369,996.95	-	198,649.06	4,360,575.65
Jun 2027	736,468.49	1,037,660.68	(29,539.11)	(330,731.30)	4,029,844.35
Total September - June	8,496,724.77	5,735,486.02	(209,902.06)	2,551,336.69	

YEAR-END SUMMARY

Year-end cash is compared with the FY2026-27 operating budget of \$8,175,808.31. The 20%–35% target is \$1,635,161.66–\$2,861,532.91.

Result	Cash 6/30/2027	% of annual		Assumption
		budget	Annual target	
Subtotal before the local match	4,029,844.35	49.3%	ABOVE	Budgeted receipts and operating payments; capital payments and reimbursements excluded.
After the local match	3,110,625.35	38.0%	ABOVE	The \$919,219 local match on the two grants is paid by June 30, 2027.
Reference only: revenue at July–August recorded average, before match	3,086,588.50	37.8%	ABOVE	Landing, tie-down and fuel flowage revenue continues at the July–August recorded monthly average; match not deducted.
Revenue at July–August recorded average, after match	2,167,369.50	26.5%	WITHIN	Local match paid; landing, tie-down and fuel flowage revenue continues at the July–August recorded monthly average.

Notes

This projection assumes budgeted revenue is collected and uses estimated payment timing, including settlement of August obligations in September. Actual results will differ.

Monthly capital payments and grant reimbursements are excluded. The District's local match is deducted in the after-match rows of the year-end summary.

Reserve comparisons use the applicable fiscal year's budget.



TO: President and
Members of the Board of Directors
Santa Maria Public Airport District
3217 Terminal Drive
Santa Maria, CA 93455

FROM: Mike Flores
Manager of Finance and Administration

MEETING: September 24, 2026

ITEM

Authorization for the President and Secretary to Execute the Fifth Amendment to the Service Agreement Between the District and RRM Design Group for Consulting Services for the Business Park Specific Plan Update

BACKGROUND

The District retained RRM Design Group under a service agreement dated August 26, 2021 to update the Airport Business Park Specific Plan, now called the Innovation Center Specific Plan. The Fourth Amendment, dated December 11, 2025, extended the time to complete the services to December 31, 2027 and increased the not-to-exceed amount to \$457,210. RRM is presenting the status of the specific plan update at this meeting.

DISCUSSION

RRM has billed \$447,118.19 for services through August 31, 2026, against the \$457,210 not-to-exceed amount.

RRM's Additional Service Authorization dated August 12, 2026, Task X.05, covers specific plan coordination and adjustments that RRM states it performed at the District's request. The work included site planning, due diligence, coordination with the City and others, procurement of subconsultant proposals for a future entitlement effort, and modifications to the draft specific plan to accommodate additional retail development. RRM did not bill this work under the agreement. On August 11, 2026, RRM asked the General Manager for a fixed fee of \$20,000 for it and stated that its costs for the work were higher than the fee requested. The authorization is attached to the amendment as Exhibit A.

FINANCIAL IMPACT

The amendment increases the not-to-exceed amount by \$20,000, from \$457,210 to \$477,210. After this amendment, \$10,091.81 of the not-to-exceed amount remains for the other specific plan work. RRM's July 2026 invoice under the agreement was recorded in account 53400, Professional Services – Administrative/Consulting, which had \$243,704.09 remaining of its \$305,851.77 FY 2026–27 budget through August 31, 2026, as shown in the Budget to Actual in Item 4b.



ANALYSIS

The amendment adds one task at a fixed fee and increases the not-to-exceed amount. It provides that the \$20,000 is full and final compensation for the Task X.05 services and for any related work RRM performed before the amendment takes effect, and that the amendment controls over Exhibit A. It takes effect September 24, 2026 and does not change the December 31, 2027 completion date. RRM provided time records with its request; they are not part of the amendment and are not attached to this item.

RECOMMENDATION

It is recommended that the Board of Directors authorize the President and Secretary to execute the Fifth Amendment to the Service Agreement between the District and RRM Design Group for consulting services for the Business Park Specific Plan Update, increasing the not-to-exceed amount by \$20,000 to \$477,210, subject to review and approval by District Counsel.

ATTACHMENTS

Fifth Amendment of Service Agreement for Consulting Services for the Airport Business Park Specific Plan, with Exhibit A, RRM Design Group Additional Service Authorization, Task X.05, dated August 12, 2026

**FIFTH AMENDMENT OF SERVICE AGREEMENT
FOR CONSULTING SERVICES FOR THE
AIRPORT BUSINESS PARK SPECIFIC PLAN**

RE: By this Agreement, dated August 26, 2021, between SANTA MARIA PUBLIC AIRPORT DISTRICT (herein called "District") and RRM Design Group, a California Corporation (herein called "Consultant"), District retains Consultant to perform certain Land Planning Services.

The SANTA MARIA PUBLIC AIRPORT DISTRICT ("District") and RRM DESIGN GROUP, ("Consultant"), agree to amend the Agreement effective September 24, 2026, as follows:

- 1. COMPENSATION.** The District shall amend the compensation to Consultant in the amount of \$20,000 for additional services listed in Exhibit "A" attached hereto, and the not-to-exceed amount in Section 3 of the Agreement shall be increased to \$477,210.00. The \$20,000 is a fixed fee and is full and final compensation for the services described in Exhibit "A" and for all other work Consultant performed before the effective date of this Amendment in connection with the services described in Exhibit "A", and Consultant waives any further compensation for that work. The billing details referenced in Exhibit "A" are not part of this Amendment. If this Amendment and Exhibit "A" conflict, this Amendment controls.

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

Dated: **September 24, 2026**

DISTRICT:

Approved as to content for
District:

SANTA MARIA PUBLIC AIRPORT DISTRICT

General Manager

Steve Brown, President

Approved as to form for District

Michael B. Clayton, Secretary

District Counsel

CONSULTANT:

Erik Justesen, Principal

EXHIBIT 'A'

Additional Service Authorization

Date: August 12, 2026	
Client: Santa Maria Public Airport District	Task ID Number: X.05
Project Name: Update to Airport Business Park Specific Plan – now named Innovation Center Specific Plan	Project Number: 2123-02-CU21

Description of Work to be Performed

RRM Design Group, a California Corporation ("RRM Design Group"), has entered into an agreement with Santa Maria Public Airport District (the "Client") dated August 26, 2021 (the "Prime Agreement") for the project: Innovation Center Specific Plan (the "Project"). Additional Services Authorized by the Client are subject to the Terms and Conditions of the Prime Agreement.

Task X.05: ICSP Coordination & SMX Anchor Tenant Capture Effort

At SMX district request, RRM Design team engaged in an in-depth analysis and due diligence process to assist in securing a desired major anchor tenant for SMX district at the corner of Highway 135 and Skyway. Working on behalf of the SMX district, RRM provided the following services in support of securing this anchor tenant:

- Meetings with tenants and tenant representatives to share information about the site, provide topographic data, draft specific plan information and educate prospective tenants as to all relevant issues regarding this candidate site.
- Preparation of initial site plan, development standards, circulation, access, utility and infrastructure alternatives for use by tenants and city to review concept development proposals including multiple revisions and refinements.
- Significant planning Due diligence analysis of applicable local land use and development policies, regulatory and site constraints affecting development goals for potential retail anchor tenants along the prominent Skyway and Highway 135 corridors of the site.
- Meetings and coordination with City staff, elected officials, Chamber of Commerce, economic development entities, and Airport Real Estate Committee, Manager and legal counsel about this potential tenant and the pathway to successfully secure development approval.

- Procurement of all subconsultant proposals for future entitlement effort including: Thoma Electric, Associated Transportation Engineers, Traffic consultants, Albion Archeology consultants, Earth Systems Environmental, Geotechnical consultants, Kevin Merk Associates, Biological consulting, and Rincon Consultants, Phase I ESA.
- Modifications to the draft ICSP Document to facilitate ease of approval and processing for this major anchor tenant.
- (See attached billing details)

Deliverables:

- All efforts specified above and modifications to Draft ICSP to accommodate addition retail development in terms of zoning and circulation changes.

Fixed Fee:

- \$20,000 (see footnote A)

Fee Footnotes

- A. Fixed-fee tasks will be billed as the work progresses until they are completed, and the total amount stated in the contract for the task will be invoiced.

RRM Additional Service Fees:	\$ 20,000
Consultant Additional Fees:	\$ 0
Total Estimated Additional Fees:	\$ 20,000

Any work authorized by the Client outside the scope of the original agreement between RRM Design Group and the Client is subject to the Terms and Conditions of the Prime Agreement.

Authorization to Proceed by Client Representative:

Sign

Date

Print Name, Title

initials/file location



TO: President and
Members of the Board of Directors
Santa Maria Public Airport District
3217 Terminal Drive
Santa Maria, CA 93455

FROM: Mike Flores
Manager of Finance and Administration

MEETING: September 24, 2026

ITEM

Authorization for the President and Secretary to Execute the Consulting Service Agreement Between the District and Tartaglia Engineering for the Rehabilitate Taxiways A, S, T, & U Project

BACKGROUND

As recited in Resolution No. 976, on July 9, 2026 the Board authorized award of the construction contract for the Rehabilitate Taxiways A, S, T, & U Project to Granite Construction at its Base Bid of \$5,164,958. On August 27, 2026, the Board adopted Resolution No. 976 accepting FAA Airport Improvement Program Grant No. 3-06-0237-045-2026 for the project.

Tartaglia Engineering has been working on this project for the District and has already performed the project's preliminary engineering, design and bidding work. The proposed agreement covers that work and engineering services through construction and project completion. Under the agreement, performance commences retroactively to January 1, 2026, with completion by March 31, 2028. As of September 23, 2026, the District's accounting records show no invoice for work under the proposed agreement.

DISCUSSION

Exhibit A sets out Tartaglia's scope of work and a time-and-materials fee, with a not-to-exceed amount for each construction award scenario. For the Base Bid the Board awarded, the amount is \$1,265,100: \$43,600 for preliminary engineering, \$494,600 for design, \$40,600 for bidding, \$639,800 for construction services and \$46,500 for project completion. Of that amount, \$578,800 is for the preliminary engineering, design and bidding work already performed. Construction services include \$177,533 for materials testing by Earth Systems Pacific.

An independent fee estimate for the same Base Bid scope, prepared for the District by Independent Fee Estimates, LLC, is \$737,535.10. Tartaglia's fee is \$527,564.90, or 71.53%, higher. Most of the difference is in design, \$271,679.00, which is complete, and in construction services, \$207,397.10. The recommendation requires a written record of the fee negotiation before the District signs. The negotiation may reduce the fee, but the authorization is for up to \$1,265,100.

FINANCIAL IMPACT

Resolution No. 976 sets the total project cost at \$6,510,058, of which \$1,345,100 is non-construction cost. The \$1,265,100 agreement falls within that amount and leaves \$80,000 for other non-construction costs.



The FAA grant pays 95% of allowable project costs up to a maximum federal obligation of \$5,683,042. That cap is less than 95% of the project cost, so a reduction in the engineering fee of up to about \$527,900 would reduce the District's share dollar for dollar. Resolution No. 976 sets the District's share at \$827,016, or 12.70% of project cost, payable from the capital improvement program in the adopted FY 2026–27 budget.

ANALYSIS

Continuing with Tartaglia would rely on the sole-source provision of Section 6.2 of the District's Purchasing Policy. The policy recognizes services from a contractor with specific and unique knowledge where use of another contractor would cause significant cost or project delay, but it requires the Manager of Finance and Administration to approve the written sole-source justification before the purchase is made. Tartaglia prepared the plans, specifications and bid documents for this project and has corresponded directly with the FAA on the project. Because preliminary engineering, design and bidding were performed before execution of this agreement, the contract file also must document the treatment of those prior services. District sole-source approval does not replace grant-specific consultant-selection requirements. California Government Code section 4526 bases local-agency engineering selections on demonstrated competence and professional qualifications, and FAA AIP requirements call for qualifications-based selection of A/E professional services. Before execution, the procurement file therefore must establish the applicable qualifications-based selection basis or, if an applicable prior FAA-compliant selection cannot be documented, the District must obtain written FAA Airports District Office concurrence on the federal procurement or corrective path and the eligibility of affected costs. Applicable federal contract provisions also must be incorporated.

RECOMMENDATION

It is recommended that the Board of Directors authorize the President and Secretary to execute the Consulting Service Agreement between the District and Tartaglia Engineering for the Rehabilitate Taxiways A, S, T, & U Project in an amount not to exceed \$1,265,100, subject to review and approval by District Counsel and provided that the following are documented in the contract file before execution: (1) the Manager of Finance and Administration approves a written Section 6.2 sole-source justification for work not already performed, and District Counsel documents the treatment of services already performed; (2) District Counsel confirms the procurement record satisfies California Government Code section 4526 and applicable FAA qualifications-based selection requirements and, if an applicable prior FAA-compliant selection cannot be documented, the District obtains written FAA Airports District Office concurrence on the federal procurement or corrective path and the eligibility of affected costs; (3) the fee negotiation is documented as fair and reasonable and specifically addresses the \$527,564.90, or 71.53%, difference from the independent fee estimate; and (4) all applicable federal contract provisions are incorporated. If these conditions are not satisfied, the agreement may not be executed under this authorization.

ATTACHMENTS

Consulting Service Agreement, with Exhibit A, Engineer's Scope of Project and Compensation; Exhibit E, Fee Work-Up; and the Earth Systems Pacific materials testing proposal to Tartaglia Engineering Independent Fee Estimate, Rehabilitate Taxiways A, S, T and U, dated September 16, 2026

CONSULTING SERVICE AGREEMENT
(PRELIMINARY, DESIGN, BIDDING, CONSTRUCTION, AND COMPLETION PHASE)
SERVICES FOR THE REHABILITATE TAXIWAYS A, S, T & U
AT THE SANTA MARIA PUBLIC AIRPORT DISTRICT

By this Agreement, dated September 24, 2026, between SANTA MARIA PUBLIC AIRPORT DISTRICT (herein called "District") and TARTAGLIA ENGINEERING, a sole proprietorship owned by John A. Smith, (herein called "Engineer"), District retains Engineer to perform certain engineering and design services.

WITNESSETH

In consideration of the mutual covenants, conditions, and promises contained herein below, District and Engineer agree as follows:

1. SCOPE OF AGREEMENT

District hereby hires Engineer to provide the services as defined in Exhibit "A" attached hereto and incorporated by this reference entitled "Engineer's Scope of Project and Compensation". Engineer agrees to perform said services and accept the compensation set forth in said Exhibit "A". Engineer shall perform all services consistent with all professional standards applicable in California to Engineer's work, and in compliance with applicable law including, without limitation, licensing requirements.

2. TIME OF PERFORMANCE

Performance of the services hereunder by Engineer will commence retroactively to January 1, 2026, under the direction of the General Manager, with time of completion on or before March 31, 2028. The services described in Exhibit "A" that Engineer performed from January 1, 2026 through the date of this Agreement are approved by the District for purposes of Section 7.

3. COMPENSATION

District shall compensate Engineer in accordance with the terms, rates, and conditions of Exhibit "A" attached hereto and incorporated by this reference. Engineer shall bill District monthly with an itemized invoice detailed to nearest one-half (1/2) of an hour of all services performed and authorized expenses, other than incidental office expenses, incurred during the preceding month. Compensation rates shall be reviewed on an annual basis. Total compensation under this Agreement, including any extra services under Section 13, shall not exceed One Million Two Hundred Sixty-Five Thousand One Hundred Dollars (\$1,265,100.00), the amount stated in Exhibit "A" for award of the Base Bid only, unless this Agreement is amended in writing.

4. MATERIALS AND DOCUMENTS

District shall be the owner of all drawings, mylars, reproducibles, plans, specifications, test reports, and other documents, data, and work products produced or resulting from the services of Engineer. Engineer may retain copies for its files.

Engineer shall bear the cost and expense of all facilities, equipment, materials, supplies, documents, publications and other expenses or items used or needed or incurred by Engineer in the performance of the services hereunder, except as otherwise specifically provided.

5. ASSIGNMENT

This Agreement or any interest herein shall not be assigned by Engineer.

6. INDEPENDENT CONTRACTOR

The parties intend that Engineer shall be an independent contractor in performing the services provided by this Agreement. District is interested only in the results to be achieved, and the conduct and control of the work will lie solely with Engineer. Engineer is not to be considered an agent or employee of District for any purpose, and the officers, employees and agents of Engineer are not entitled to any of the benefits that District provides for its employees, including worker's compensation insurance. It is understood that Engineer is free to contract for similar services to be provided to others while under contract with the District, provided there is no actual or perceived conflict of interest. District's General Manager shall have the right, in his sole discretion, to determine if a conflict of interest exists. If legally required, Engineer shall have the sole responsibility of paying employees prevailing wage amounts pursuant to the requirements of the California Labor Code or applicable federal law. Engineer represents that it has, or will secure at its own expense, all personnel, sub-consultants and/or subcontractors required in performing the services under this Agreement. All of the services required hereunder will be performed by the Engineer or under Engineer's supervision, and all personnel engaged in the work shall be qualified to perform such services including, without limitation, any licenses required by law.

7. PRIOR APPROVAL OF DISTRICT

Engineer shall not incur any obligations or provide any services for District without first obtaining written approval therefor from the authorized representative(s) of District. The District's General Manager is authorized to review and approve Engineer's bills, and shall determine whether the District's Board is required to approve any services or obligations.

8. ENGINEER'S RECORDS

Full and complete records of Engineer's services and expenses and records between District and Engineer shall be maintained by Engineer in a form and location accessible to District upon reasonable notice for four (4) years after District makes final payment to Engineer hereunder. District, the FAA, the Comptroller General of the United States, or any of their duly authorized representatives shall have access to any books of

account, documents, papers, and records of Engineer which are directly pertinent to Engineer's work hereunder. Engineer shall cooperate with District in any audit or request for records under applicable law.

9. TERMINATION

This Agreement may be terminated by either party without cause upon the giving of thirty (30) days written notice to the other. In the event of such termination by the District, Engineer shall not be entitled to further compensation from District, other than for services previously approved and completed. Engineer shall immediately turn over to District all work product, completed or in process, produced pursuant to this Agreement.

10. SUSPENSION OR ABANDONMENT OF PROJECT

District may at any time suspend or abandon any project or any part thereof. In the event District should determine to suspend or abandon all or any part of any project, it shall give written notice thereof to Engineer, who shall immediately terminate all work upon that portion of the project suspended or abandoned in the notice. Within thirty (30) days of the date of notice of suspension or abandonment, District shall pay to Engineer, as full and final settlement, compensation for all of Engineer's services performed and costs and expenses incurred prior to receipt of notice of suspension or abandonment in a prorated amount equal to the proportion that the Engineer's services rendered to the date of receipt of such notice bears to the total compensation the Engineer would have received in accordance with Exhibit "A" had the project been completed.

11. INSURANCE

Engineer shall, at Engineer's expense, take out and maintain during the duration of this Agreement, the following types and amount of insurance insuring Engineer and Engineer's officers and employees:

Automotive and General Liability and Property Damage Insurance: Automobile liability and comprehensive general liability insurance, including public liability, property damage liability, and contractual liability coverage, providing bodily injury, death and property damage liability limits of not less than \$1,000,000 for each accident or occurrence and \$2,000,000 in the aggregate.

Professional Liability or Errors and Omissions Insurance. Professional Liability or Errors and Omissions insurance with liability limits of not less than \$1,000,000 per occurrence.

Employer's Liability Insurance with limits required by California law.

Each such policy of insurance shall be issued by an insurer admitted in the State of California, and with a current A.M. Best's rating of A-:VII. Concurrently with the execution of this Agreement, Engineer shall file with the District a certificate or certificates of insurance, issued by the insurance carrier, providing evidence of the specified insurance. Each such certificate shall bear an endorsement precluding the cancellation, or reduction in coverage, of any policy before the expiration of thirty (30) days after the District shall have received notification by registered or certified mail from the insurance carrier. Each certificate and policy shall bear an endorsement providing contractual liability coverage for this Agreement. District shall be named an additional insured for each policy, without offset to any insurance policies of District. Each policy of insurance shall contain a waiver of subrogation. Self-insurance is not acceptable coverage for this Agreement. In the event of any termination or suspension of coverage that is not immediately corrected by Engineer, District shall have the right (but not the obligation) to secure replacement coverage and charge the amount of any premium against any funds due to the Engineer. No insurance policy limit specified herein shall limit the liability of Engineer's obligations to defend and indemnify the District.

12. INDEMNITY

A. Indemnity for Design Professional Services. To the fullest extent permitted by law, Engineer shall, at its sole cost and expense, protect, indemnify, and hold harmless District and its elected officials, officers, attorneys, agents, employees, designated volunteers, successors, assigns and those District agents serving as independent contractors in the role of District officials (collectively "Indemnitees"), from and against any and all damages, costs, expenses, liabilities, claims, demands, causes of action, proceedings, judgments, penalties, liens, and losses of any nature whatsoever, including fees of accountants, attorneys, or other professionals and all costs associated therewith, and reimbursement of attorney's fees and costs of defense (collectively "Liabilities"), whether actual, alleged or threatened, which arise out of, are claimed to arise out of, pertain to, or relate to, in whole or in part, the negligence, recklessness or willful misconduct of Engineer, its officers, agents, servants, employees, subcontractors, materialmen, contractors or their officers, agents, servants or employees (or any entity or individual that Engineer shall bear the legal liability thereof) in the performance of design professional services under this Agreement by a "design professional," as the term is defined under California Civil Code Section 2782.8(c)(2). In no event shall the cost to defend charged to Engineer exceed Engineer's proportionate share of fault.

B. Other Indemnities. Other than in the performance of design professional services, and to the fullest extent permitted by law, Engineer shall, at its sole cost and expense, defend, hold harmless and indemnify the Indemnitees from and against any and all damages, costs, expenses, liabilities, claims, demands, causes of action, proceedings, judgments, penalties, liens, and losses of any nature whatsoever, including fees of accountants, attorneys, or other professionals and all costs associated therewith and the payment of all consequential damages (collectively "Claims"), in law or equity, to the extent caused by the negligence or willful misconduct of Engineer, its officers, agents, servants, employees, subcontractors, materialmen, contractors or their officers, agents, servants or employees (or any entity or individual that Engineer shall bear the legal liability thereof) in the performance of this Agreement, as determined by judicial decision or by the agreement of the Parties. Engineer shall defend the Indemnitees in any action or actions filed in connection with any Claim with counsel of the Indemnitees' choice, and shall pay all costs

and expenses, including all attorneys' fees and experts' costs actually incurred in connection with such defense. Engineer shall reimburse the Indemnitees for any and all legal expenses and costs incurred by the Indemnitees in connection therewith.

C. All duties of Engineer under this Section 12 shall survive termination of the Agreement.

13. EXTRA SERVICES

There will be no payment for extra services by Engineer unless it is expressly authorized by the District's General Manager, or a majority of the Board of Directors, if required. Compensation for any extra services shall be in accordance with Exhibit "A" attached hereto and incorporated by this reference.

14. RIGHT TO AMEND

This Agreement shall be subordinate to the provisions of any existing or future agreement between District and the United States by which District obtains federally-owned surplus property or federal aid for the improvement, operation, and/or maintenance of the airport. If the Federal Aviation Administration or any other federal agency requires modifications or changes in this Agreement as a condition for the granting of funds for the improvement of the air terminal or lands and improvements covered by its laws, rules, or regulations, Engineer agrees to consent to the amendments, modifications, revisions, supplements, or deletions of any of the terms, conditions, or requirements of this Agreement as may be required to obtain such funds. This right to amend will not affect payment to Engineer for previously approved expenses and completed services.

15. NOTICES

All notices required herein shall be in writing and may be given by personal delivery or by registered or certified mail, postage prepaid, and addressed to District at 3217 Terminal Drive, Santa Maria, California 93455, and to Engineer at Tartaglia Engineering, 480 Front Street, Grover Beach, CA 93433. Any party may at any time change its address for such notice by giving written notice of such change to the other parties. Any notice provided for herein shall be deemed delivered upon being addressed and deposited as aforesaid at any United States Post Office or branch or substation or in any United States mailbox, or at time of personal delivery.

16. ATTORNEY'S FEES

In the event either party hereto commences any legal action or proceeding against the other party to perform or keep any term, covenant or condition of this Agreement to be kept or performed by the other party, the party prevailing in such action shall be entitled to recover court costs and a reasonable attorney's fee to be fixed by the court.

17. OTHER ENGINEERING SERVICES

District reserves the right to contract with Engineer or other engineering firms for engineering and design services on a project-by-project or other basis.

18. NON-DISCRIMINATION

Engineer shall not discriminate in any way against any person on the basis of race, color, religious creed, national origin, ancestry, sex, age, physical handicap, medical condition or marital status in connection with, or related to, the performance of this Agreement.

19. NON-LIABILITY OF DISTRICT OFFICERS AND EMPLOYEES.

No officer or employee of the District will be personally liable to Engineer, in the event of any default or breach by the District or for any amount that may become due to Engineer.

20. INTERPRETATION OF THIS AGREEMENT.

The parties acknowledge that each party and its attorney had the opportunity to review, negotiate and revise this Agreement and that the normal rule of construction to the effect that any ambiguities are to be resolved against the drafting party shall not be employed in the interpretation of this Agreement or any document executed and delivered by any party in connection with the obligations contemplated by this Agreement.

21. TIME IS OF THE ESSENCE.

Time is of the essence in this Agreement and each covenant and term is a condition herein.

22. NO WAIVER OF DEFAULT.

No delay or omission of District to exercise any right or power arising upon the occurrence of any event of default shall impair any such right or power or shall be construed to be a waiver of any such default or an acquiescence therein; and every power and remedy given by this Agreement to District shall be exercised from time to time and as often as may be deemed expedient in the sole discretion of District.

23. ENTIRE AGREEMENT AND AMENDMENT.

In conjunction with the matters considered herein, this Agreement contains the entire understanding and Agreement of the parties and there have been no promises, representations, Agreements, warranties or undertakings by any of the parties, either oral or written, of any character or nature hereafter binding except as set forth herein. This Agreement may be altered, amended or modified only by an instrument in writing,

executed by the parties to this Agreement and by no other means. Each party waives their future right to claim, contest or assert that this Agreement was modified, canceled, superseded, or changed by any oral Agreements, course of conduct, waiver or estoppel.

24. SUCCESSORS AND ASSIGNS.

All representations, covenants and warranties set forth in this Agreement, by or on behalf of, or for the benefit of any or all of the parties hereto, shall be binding upon and inure to the benefit of such party, its successors and assigns.

25. CALIFORNIA LAW.

This Agreement shall be governed by and interpreted according to the laws of the State of California. Any litigation between the Parties relating to this Agreement or the services shall be filed in State court in the County of Santa Barbara.

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

Dated: September 24, 2026

Approved as to content for District:

DISTRICT:

Martin Pehl, General Manager

Steve Brown, President

Approved as to form:

Michael B. Clayton, Secretary

Craig A. Steele, District Counsel

ENGINEER:

John A. Smith, P.E.
Principal

CERTIFICATION OF ENGINEER

I hereby certify that I am the owner or principal executive officer and duly authorized representative of the firm of TARTAGLIA ENGINEERING, a sole proprietorship owned by John A. Smith, whose address is 480 Front Street, Grover Beach, California 93433, and that neither I nor the firm I represent has:

- A. Employed or retained for commission, percentage, brokerage contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the above firm) to solicit or secure this contract.
- B. Agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the contract; or
- C. Paid or agreed to pay to any firm, organization, or person (other than a bona fide employee working solely for me or the above firm) any fee, contribution, donation, or consideration of any kind for or in connection with procuring or carrying out the contract, except as herein expressly stated (if any):

I hereby certify that I am a registered and California licensed civil engineer.
License Number: C46852

I acknowledge that this certificate is to be furnished to the Federal Aviation Administration of the United States Department of Transportation in connection with this contract involving participation of Airport Improvement Program (AIP) funds and is subject to applicable state and federal laws, both criminal and civil.

(Date)

JOHN A. SMITH, Owner

STATEMENT OF UNDERSTANDING

The following reflects our understanding of the project and our involvement therein, based on our several communications & meetings with District staff and FAA personnel:

- A. The next project on the District's ACIP is the second phase of the Rehabilitate Parallel and Connecting Taxiways project which is being titled "Rehabilitate Taxiway A, S, T and U".
- B. The work will be accomplished in a single "construct and reimburse design" grant approach, with the District pursuing an AIP grant in 2026 after bids are received.
- C. The construction of this phase will begin at the limits of the Phase 1 effort constructed in 2023 (AIP 042), and continue northwest on Taxiway Alpha towards the Air Traffic Control Tower, and include connecting Taxiway S, T, and U.
- D. The Geotechnical Investigation and Topographic Survey efforts were performed under AIP 042. The scope of topographic surveying for this project is limited to the tie-in point at the boundary of the Phase 1 construction project.
- E. The project will be packaged with a Base Bid, and two Additive Alternate Bid Schedules to allow for flexibility in the award based on the level of FAA funding the District receives.
- F. Tartaglia Engineering will be involved in all five Phases of the project: Preliminary Engineering, Design, Bidding, Construction and Closeout.
- G. The construction is anticipated to start in September-October 2026.

SCOPE OF PROJECT

The Rehabilitate Taxiway A, S, T and U project focuses on taxiway rehabilitation and reconfiguration efforts. Extent of Project:

- A. Taxiway A:
The existing Taxiway A is 50-feet wide with 10-foot paved shoulders. Project improvements include removal and reconstruction of Taxiway A from Taxiway S to Taxiways A8 and W. The new taxiway will be 75-feet wide with 30-foot paved shoulders. Improvements will also include electrical conduits, conductors, elevated edge lights and guidance signs.
- B. Taxiway R:
Taxiway R is to the southwest of the ATCT, providing aircraft access to the southeast corner of the main hangar apron. A main component contributing to Hot Spot 2, this taxiway will be permanently closed through physical removal as part of the project.

C. Taxiways S, T, and U:

Taxiways S, T, and U provide access to the Terminal / Annex Apron from parallel Taxiway A. They are 60 feet wide with 10-foot paved shoulders. These connectors are used both in entering and exiting the apron area. Project improvements include removal and reconstruction of these taxiways completely. The new elements will be of the new geometry standard shape that supports large aircraft main gear wheel tracking, and will include 30-foot paved shoulders. Improvements also include new electrical including conduit and conductor, elevated edge lights and guidance signs.

D. Shift Terminal Apron Taxilane:

Currently the larger aircraft within the SIDA area of the terminal apron have wings that penetrate the taxilane area proper. Proposed improvements include construction of a new taxilane along the southern edge of the terminal apron to a width of 75 feet with 30-foot paved shoulders along the south side, connecting Taxiway's S, T, and U. By creating this new alignment, aircraft can safely park within the SIDA, while other aircraft can safely maneuver along the taxilane. The configuration of this taxilane will be derived primarily from the geometry of the connecting taxiways. Improvements include construction of a new asphalt pavement structural section and paved shoulder, electrical conduits and conductors, elevated edge lights and guidance signs.

To accomplish the work, the project includes the following work elements:

- A. Airfield safety and security.
- B. Construction site environmental management.
- C. Miscellaneous demolition and removals including but not limited to storm drain inlets, electrical pull boxes, guidance signs with concrete foundations, and edge lights with encased base cans.
- D. Remove existing structural section through a pulverize / recycle effort. Load, short-term stockpile for placement back in project (within paved shoulder area).
- E. Earthwork and subgrade preparation.
- F. Drainage improvements including subgrade dewatering system.
- G. Trench, backfill, and compact. Install electrical conduits and pipe.
- H. Aggregate base and hot-mix asphalt pavement.
- I. Airfield pavement markings.
- J. Installation of new guidance signs on new concrete foundations.
- K. Infield grading.
- L. Application of hydro-mulch erosion control.

The estimated cost of construction is:

Base Bid:	\$5.4 million
Base Bid Plus Additive Alternate A:	\$9.3 million
Base Bid Plus Add. A plus Add. B:	\$13.0 million

SCOPE OF SERVICES

This contract is for professional services related to all five phases: Preliminary, Design, Bidding, Construction, and Completion which may include, but not necessarily be limited to, the following:

1. PRELIMINARY ENGINEERING PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Attend and actively participate in a Project Kick-Off Meeting to accomplish the following:
 - Establish goals and objectives for the work.
 - Identify all deliverables and establish timeline for project milestones.
 - Gain an understanding of District bidding procedures.
 - Identify the need, if any, for construction permits.
 - Identify all environmental constraints and issues.
 - Establish construction constraints relative to circulation patterns.
 - Define closure requirements and anticipated project phasing.
 - Establish calendar, daily, and weekly construction work-window constraints.
 - Prepare and distribute meeting minutes documenting discussions and action items.
- C. Prepare a Categorical Exclusion (Cat-Ex) in accordance with applicable federal National Environmental Policy Act (NEPA) requirements and guidelines. Submit the Cat-Ex to the FAA and coordinate with the FAA through review and approval, including preparation of any required revisions.
- D. Conduct an inventory and evaluation of existing facilities and conditions, including a review of all District-provided files, reports, and plans. Develop a working understanding of existing site conditions, infrastructure, and project design constraints.
- E. Perform a field topographic survey at the tie-in location for this construction effort where the 2023 Phase 1 work concluded. The area of interest includes the final 75 feet of paving and grading along Taxiway Alpha, just west of Taxiway A20.
- F. Prepare a preliminary summary of project approach (construction), proposed phasing and sequencing, along with a preliminary construction cost estimate. Assist the District with the preparation of the FAA grant pre-application based on estimated costs.

The following deliverables are due during and before the conclusion of the Preliminary Phase:

- Summary report describing the proposed project approach.
- Preliminary design documents.
- Proposed construction phasing plan.
- Preliminary construction cost estimate.

2. DESIGN PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Prepare engineering design of project improvements, to include the following, at a minimum:
- Cover sheet with project description, sheet schedule and approval blocks.
 - Project layout plan identifying project elements relative to overall airport facilities.
 - Project phasing plans.
 - Demolition and construction plans, to-scale, including grading and drainage, paving, marking, and electrical.
 - Sections and Profiles: taxiways, infield areas, and storm drains.
 - Details.
 - Geotechnical data.

The "Issued for Bidding" plan set is anticipated to consist of approximately 33 sheets, and the "Issued for Construction" plan set is anticipated to consist of approximately 50 sheets.

Present plans to the District at 50%, 75%, and 95%, and bid-ready stages of completion.

- C. Prepare specifications and contract documents to include the following, at a minimum:
- Notice Inviting Sealed Bids.
 - Bid Proposal.
 - Sample Contract.
 - General and Special Provisions.
 - Technical Specifications.
 - Federal Assurances.

Tartaglia will prepare specification booklets to include District-provided materials including District standard boiler plate specifications and contract. Present specification outline to the District with the 50% complete plan submission. Present draft specifications with the 75% and 95% plan submissions, and complete documents with the bid-ready plans.

- D. Prepare a Construction Safety Phasing Plans (CSPP). Submit the draft CSPP with the 75% complete plan-set, and the completed CSPP with the 95% complete plans. Gain District approval. On behalf of the District, upload the CSPP through the FAA's 7460-1 - Notice of Proposed Construction or Alteration, upload and approval process.
- E. Prepare an Engineer's Design Report that summarizes the following, at a minimum:
- Proposed construction approach and methodology.
 - Anticipated construction phasing and estimated construction duration.
 - Availability and sourcing considerations for construction materials.
 - Recommended project packaging and bidding strategy.
 - Applicable FAA Advisory Circulars and design standards utilized in preparation of the construction documents.

- A construction cost estimate based on the completed plans, specifications, and bid documents.
- F. Coordinate and provide assistance in securing FAA review and approval of the design.
- G. Perform all final revisions to plans and specifications based on input and review by the District, FAA, and any other agency or entity that has an interest and has provided review comments to the documents.

The following deliverables are due during and before the conclusion of the Design Phase:

- Electronic file copy and two (2) paper copies of the approved plans.
- Electronic file copy and two (2) paper copies of the approved specifications.
- Separate electronic file copy and two (2) paper copies of the CSPP.
- Electronic file copy and two (2) paper copies of Engineer's Design Report.

3. BIDDING PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work. Upon FAA authorization, the project shall proceed into the public bidding phase.
- B. Provide Notice Inviting Sealed Bids to the District in electronic file format for publication, for placement on the District's web site, and for distribution to local and national plan rooms and bidding services.
- C. Utilizing the District's online bidding platform, establish and manage the project bidding portal, including uploading plans, specifications, bid documents, and supporting materials. Administer the bidding platform throughout the Bidding Phase, including management of contractor access, distribution of bidding documents, issuance of addenda, and maintenance of the official plan holders list.
- D. Coordinate, conduct, and prepare meeting minutes for the Pre-Bid Job Walk and Pre-Bid Conference.
- E. Respond to contractor questions and requests for clarification throughout the Bidding Phase in a timely, impartial, and comprehensive manner. Maintain documentation of all questions and responses and prepare, post, and distribute addenda through the District's online bidding platform, as necessary.
- F. Prepare a detailed bid tabulation spreadsheet summarizing all bids received, including unit pricing, total bid amounts, bid comparisons, and identification of any mathematical discrepancies. Identify listed subcontractors for each bidder.

- G. Review bids received for responsiveness and compliance, including verification of Department of Industrial Relations (DIR) registration, and contractor licensing requirements.
- H. Prepare a summary letter documenting the bidding process, evaluation of bids received, and recommendation for award of contract for submission to the FAA.

The following deliverables are due during or before the conclusion of the Bidding Phase:

- Pre-Bid Conference agenda and minutes.
- Addenda as necessary.
- Electronic Excel copy of the detailed bid tabulation summary for all bids received.
- Summary letter documenting the bid process, bid review, and recommendation for award of contract.

4. CONSTRUCTION PHASE

Contract duration based on award of construction contract, either:

- **Base Bid** **80 Working Days**
- **Base Bid plus Additive Alternate A** **135 Working Days**
- **Base Bid plus Add. Alt. A & B** **190 Working Days**

***Fee work-up includes all scenarios: Base Bid only, Base Bid plus Additive Alternate A, and Base Bid plus Additive Alternate A and Additive Alternate B.**

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Prepare for, attend, and participate in the projects SRM panel initiated by FAA.
- C. Organize and facilitate Pre-Construction Conference:
 - Part One will cover a general overview of the project scope, phasing, sequencing, and anticipated impacts to airport circulation. Tenants and airport users will be invited to participate in this portion.
 - Part Two will focus on a detailed discussion of the construction methods and logistics necessary for project completion.
- D. Construction contract management:
 - Assist District in the preparation of contracts.
 - Active communication between all parties of interest including the District, contractor, and tenants. Provide project updates and advance scheduling information in a format suitable for District dissemination to parties of interest.
 - Support the District in securing DIR registration for the project and in assuring contractor responsibilities for DIR registration and upload of payroll statements.

- Support the District and contractor in management of construction site stormwater management responsibilities.
- Actively manage, respond to, and document through log record all Requests for Information (RFIs), and other contractor-initiated communication, along with official responses.
- Material submittal review (55 anticipated for this project).
- Monitoring the contractor's progress in relation to the contract performance period and the engineer-approved baseline schedule provided by the contractor.
- Facilitate weekly construction progress meetings and prepare ongoing meeting minutes documenting key discussions and actions.
- Preparation and submission of the FAA's weekly Construction Progress and Inspection Report, with photo attachment.
- Periodic employee interviews for verification of Davis-Bacon compliance.
- Manage issues during construction as they develop. Provide professional recommendations regarding contract obligations, additional work based on unforeseen conditions or circumstances, District-initiated modification or change, etc. Prepare and issue Requests for Proposals (RFP's), receive and negotiate cost proposals, prepare Change Orders, and gain District and FAA approval of same.
- Review and approval of contractor periodic progress payments.
- Periodic review of the CSPP to confirm effectiveness. Modify if appropriate with revisions submitted to FAA for review and approval.
- Participate in Preliminary Final and Final inspections. Prepare and distribute Punch List.
- Prepare final correspondence to the Airport District for final acceptance. Prepare and submit Notice of Project Final Acceptance.

E. Construction observation:

- Resident Project Representative observation of contractor operations for general conformance with the contract documents.
- Field engineering and interpretation of plan and specification.
- Engaging dialogue with the contractor through 'look-ahead' tailgate meetings:
 - Issues and opportunities.
 - Phasing and sequencing.
 - Lighting, delineation, and FOD check.
 - Perimeter security issues, and gate access protocol.
- Daily inspection reports to include the following, at a minimum:
 - Day, date, and contract day.
 - Weather and working conditions (twice each shift).
 - Men, equipment, and material delivery.
 - Work accomplished and materials testing.
- Scheduling and coordination of all construction materials testing for Quality Assurance.
- Site inspection for compliance with CSPP. Provide input regarding any necessary modifications to the plan.

- Monitor contractor performance regarding site access, path of travel, escort, vehicle and equipment delineation, etc.
- Photo documentation of all activities.
- Review material certifications (weight tickets, material tags, etc., for compliance with approved submittals).
- Review contractor-prepared "As-Built" marked up drawings.
- Document contractor performance relative to construction site storm water management.
- Establish individual pay items quantities through field measurement or from material delivery tickets.
- Complete contractor compensation adjustment worksheets based on performance.
- Determine periodic pay and final pay quantities.
- Participate in preliminary and final inspections, with input to the Punch List.

RPR budgeting:

- Tartaglia will provide a Resident Project Representative (RPR) on-site whenever the contractor is working. For budgeting purposes, planned full-time inspection will include the contract plus two days before and one day after the contract period for mobilization and demobilization.
- High intensity P-401/403 Paving Days:
 - Tartaglia will provide two (2) RPR staff during the paving days.
 - Presuming 7 paving days per bid schedule.
 - Paving days tend to be long days, and therefore four (4) overtime hours will be included in the budget for each day.
- Tartaglia will budget 83 days for Base Bid, an additional 55 days (138 total) for Additive Alternate A, and an additional 55 days (193 total) for Additive Alternate B.
- Three (3) shifts will occur during the night, and the remainder of the shifts will be during the day.

F. Survey – Survey Control and pick-up topographic survey:

- Provide control in the field for contractor use.
- Provide additional topographic survey, as needed, to support design and construction improvements.
- Provide electronic file copy of plans and excel point data files for contractor use with supporting technical interface to assure correct datum, orientation, control, etc.
- Review contractor-provided survey cut sheets, layout documentation, and surface acceptance surveys.
- Blue-top verification of finished aggregate base grade and asphalt surface.

G. Construction materials testing (performed by Sub-Consultant):

- Embankment and subgrade preparation.
- Utility trench backfill.
- Recycled aggregate sub-base and base.
- Hot-mix asphalt pavement.

- Portland cement concrete slumps and cylinders.
- Active participation and support in asphalt pavement test strips.

5. COMPLETION PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Establish final pay quantities and final compensation to contractor, including any adjustments based on performance. Prepare Balancing Change Order.
- C. Receive marked-up As-Built plans prepared by the contractor. With Inspector input, revise electronic file version of the project plans to reflect the completed project.
- D. Complete all state documentation including fees and secure a project Notice of Termination (NOT).
- E. Assure complete contractor vacation of the airport and yard, removal of any contractor locks, removal of all excess materials and disposal facilities for solid and sanitary waste, etc.
- F. Confirm receipt of all O&M manuals, contractor close-out submittals.
- G. Prepare a Final Engineer's Report documenting the project from start to successful completion, including photo documentation and all materials testing results.
- H. Prepare a Construction Project Final Acceptance form (5100-129) and provide to the District for signature and processing to the FAA.
- I. Provide final accounting documentation for the contractor and professional support team. Provide documentation to District in support of either a grant amendment or de-obligation of unused grant funds.

The following deliverables are due at the conclusion of the Completion Phase:

- Final Engineer's Report.
- Project accounting including final contractor pay quantities and balancing change order.
- Project photos.
- All materials testing results and material submittals.
- As-Built plans.
- All weekly progress reports.
- All daily construction inspection reports.
- Results of all payroll interviews.
- Letter certifying the project as complete and in support of grant closure.

TIME FOR PERFORMANCE

Tartaglia Engineering provided and performed the work of the Preliminary, Design, and Bidding Phases in accordance with the schedule discussed with staff, consistent with the FAA schedule for receipt of a grant "based on bids". Tartaglia Engineering will perform the services of the Construction and Completion Phases according to the following:

Pre-Construction Conference:	Anticipating September 2026
Notice to Proceed (with construction):	Upon receipt of FAA authorization
Construction:	80, 135, or 190 working days (depending on award)
Completion Phase:	Within 90 days of construction acceptance

COMPENSATION SUMMARY

All services identified in the Scope of Services Section of this Exhibit, on a Time and Materials Basis, Not to Exceed:

Preliminary Phase	\$43,600.00
Design Phase	\$494,600.00
Bidding Phase	\$40,600.00
Construction Phase	\$639,800.00 (Base Bid Only) or \$1,041,800.00 (Base Bid Plus Add. Alt.) or \$1,450,500.00 (Base Bid Plus Add. Alt. A and B)
Completion Phase	\$46,500.00

Total Agreement Compensation, Not to Exceed:

If only Base Bid Awarded	\$1,265,100.00
If Base Bid and Add. Alt. A Awarded	\$1,667,100.00
If Base Bid and Add. Alt. A & B Awarded	\$2,075,800.00

***The total contract amount is contingent to award of the construction contract.**

TARTAGLIA ENGINEERING HOURLY RATE SCHEDULE

Principal-In-Charge.....	\$243.00 per hour
Licensed Land Surveyor	\$185.00 per hour
Registered Civil Engineer	\$205.00 per hour
Project Manager	\$165.00 per hour
Technician III - Engineer / Survey / Environmental.....	\$144.00 per hour
Technician II - Engineer / Survey / Environmental.....	\$118.00 per hour
Technician I - Engineer / Survey / Environmental	\$95.00 per hour
Clerical.....	\$76.00 per hour
Professional Travel Time.....	\$114.00 per hour

Inspector:	Day, Straight Time	\$168.00 per hour
	Day, Overtime	\$219.00 per hour
	Night, Straight Time	\$182.00 per hour
	Night, Overtime.....	\$235.00 per hour
	(Minimum night shift = 4 hours)	

Survey Party:	One Man.....	\$250.00 per hour
	Two Man	\$344.00 per hour

(Compensation to field surveyors performing construction staking and layout, and to construction inspectors, shall be in accordance with prevailing wage requirements.)

Direct expenses shall be reimbursed as follows:

Mileage	\$0.70 per mile
Per diem	\$237.00 per man-day
Reproduction, postage, express mail shipping, advertising.....	At Cost
Sub-consultant services.....	At Cost
Supplies including monuments and construction staking material.....	At Cost
Permit, plan check, and agency inspection fees.....	At Cost

Tartaglia Engineering DIR# 1000049201

Fee Schedule subject to change after December 31, 2026

Exhibit E
Santa Maria Public Airport

Rehabilitate Taxiway A, S, T and U

Tartaglia Engineering

Fee Work-Up

[illegible]

Exhibit E

Santa Maria Public Airport

Rehabilitate Taxiway A, S, T and U

Preliminary, Design, Bidding, Construction, Completion

Tartaglia Engineering

Fee Work-Up

[illegible]

Exhibit E
Santa Maria Public Airport

Rehabilitate Taxiway A, S, T and U

Tartaglia Engineering Fee Work-Up

[illegible]

Exhibit E
Santa Maria Public Airport

Rehabilitate Taxiway A, S, T and U
Preliminary, Design, Bidding, Construction, Completion

Tartaglia Engineering
Fee Work-Up

		Principal	Land Survey.	Civil Eng	Tech. III	Tech. II	Tech. I	Clerical	Survey 1-Man	Inspect. Day ST	Inspect. Night ST	Inspect. OT	Prof. Travel	Mileage	Per-Diem	Total
Task	Description	\$243.00	\$185.00	\$205.00	\$144.00	\$118.00	\$95.00	\$76.00	\$250.00	\$168.00	\$182.00	\$219.00	\$114.00	\$0.70	\$237.00	
5 Completion Phase																
A	Management of team and work	18.0						2.0								\$4,526.00
B	Final pay quantity & adjustment			12.0						12.0						\$4,476.00
C	Prepare As-Built plans	12.0	4.0	22.0	32.0	20.0				8.0						\$16,478.00
D	Storm water NOT	2.0		2.0				2.0								\$1,048.00
E&F	Contractor close out			4.0						12.0						\$2,836.00
G	Final Engineer's Report	18.0		28.0		4.0	2.0	8.0		8.0						\$12,728.00
H&I	Final documentation	10.0		6.0				4.0								\$3,964.00
	Supplies, Postage															\$444.00
	Sub-Total															\$46,500.00
Summary:																
					Estimated Construction Cost - Base Bid											\$5,400,000.00
					Estimated Construction Cost - Base Bid plus Additive Alternate A											\$9,300,000.00
					Estimated Construction Cost - Base Bid plus Additive Alternate A & B											\$13,000,000.00
												Services as a Percent of Construction				
					Preliminary, Design, and Bidding Phases Combined						4.5%				\$578,800.00	
					Construction (Base Bid) and Completion Phases Combined						12.7%				\$686,300.00	
					Construction (BB + Add. Alt. A) and Completion Phases Combined						11.7%				\$1,088,300.00	
					Construction (BB + Add. Alt. A) and Completion Phases Combined						11.5%				\$1,497,000.00	
Total, if Base Bid is Awarded: Preliminary, Design, Bidding, Construction, and Completion Phase Services (Task 1, 2, 3, 4A, and 5)																\$1,265,100.00
Total, if Base Bid plus Additive Alternate A is Awarded: Preliminary, Design, Bidding, Construction, and Completion Phase Services (Task 1, 2, 3, 4B, and 5)																\$1,667,100.00
Total, if Base Bid plus Additive Alternate A & B is Awarded: Preliminary, Design, Bidding, Construction, and Completion Phase Services (Task 1, 2, 3, 4C, and 5)																\$2,075,800.00
Notes and Assumptions																
1	Task items line up, one for one, with tasks identified in the Scope of Services portion of Exhibit A.															
2	Inspector mileage on site = 20 miles per shift															
3	Tartaglia does not mark-up third party invoicing, printing, shipping, supplies, etc.															
4	RPR Time: Assumed 83 working days for Base Bid and 55 working days for each Additive Alternate.															
5	RPR Time: 2 on-site inspectors for paving days. Assumed 7 paving days per bid schedule.															
6	Additive Alternate B includes 3 night shifts. All other work is during the day.															



June 25, 2026

Mr. Jason Hargreaves
Tartaglia Engineering
P.O. Box 476
Pismo Beach, CA 93448

PROJECT: SANTA MARIA REGIONAL AIRPORT (SMX)
REHABILITATE TAXIWAYS A, S, T AND U
SANTA MARIA, CALIFORNIA

SUBJECT: Request for Professional Service Fee Proposal for Construction Phase
Quality Assurance and Acceptance Materials Testing Services, from
Tartaglia Engineering, dated June 17, 2026

Dear Mr. Hargreaves:

Earth Systems Pacific (Earth Systems) is pleased to present this cost proposal for the Santa Maria Airport's Taxiways A, S, T and U Rehabilitation Project. This proposal has been prepared per the issued Request for Proposal (RFP) dated June 17, 2025. We understand that the project is planned to begin construction in September or October of 2026 and that it will be subject to Prevailing Wage Law.

We understand that the project includes rehabilitation of Taxiways A, S, T and U, and auxiliary improvements.

This proposal is based upon our review of the RFP. The attached fees are for typical QA testing and reporting reports, with management oversight of our personnel. We understand that Tartaglia Engineering will provide an overall Resident Project Representative (RPR); we have assumed that our services will be coordinated by the RPR.

Our estimate of fees has been split up between the project's Base Bid and Additive Alternate scopes. The preconstruction and project administration task scope includes scheduling and resource management, budget and scope monitoring, and any necessary training prior to construction beginning. It also includes general test reporting, DIR reporting, and project oversight. The proposed preconstruction task includes attendance at the preconstruction meeting as well as the QA/QC Workshop. Also included is time to review the Contractor's Quality Control Program submittal, the P-401 mix design submittal, the P-610 mix design submittal and material submittals for P-209 and P-154 submittals. The proposed QA material testing task will include performing necessary quality acceptance tests in accordance with the project plans and specifications and applicable test methods during project construction, reporting of test results



to the Engineer, communication of non-compliance issues, and other necessary tasks associated with QA testing oversight.

Our proposed cost estimate of fees is attached to this proposal.

CONDITIONS

The fees and conditions of this proposal will remain in effect for the duration of this project, assuming it is completed by December 31, 2026. Our technicians and inspectors will attempt, wherever possible, to combine inspections or test multiple items during our site visits, in order to keep the final bill as low as possible. However, as the presence of our personnel at the site will depend upon the contractor's schedule, and the progress of the work, the fees in the attached document are to be considered as estimates only and shall not be construed as guaranteed maximum fees. The invoices will reflect the actual amount of time spent and service performed and may be greater or less than the estimated amounts. Services will be invoiced on a monthly basis. Based on our current workload, the lead engineer for this project will be the undersigned.

Professional services are expected to be provided largely during regular working hours (i.e., Monday through Friday, 0700 through 1700). All field services provided at night will be billed at overtime rates. Field services provided during regular working hours (if any) will be billed in 1-hour increments, with a minimum of 4 hours per visit. Professional time (field and office) is billed in 0.5-hour increments.

The client is to supply the latest plans and specifications and to notify us of any changes pertinent to the performance of our testing and observation services. The client or client's agent is responsible for contacting this firm when the project begins, and when specific testing services are required. Should unforeseeable conditions require a different approach or additional work, this fee quotation may need to be revised. We would notify the client of any major changes in the proposed scope of work prior to initiating such a change.

Charges for retests or reinspections due to failing results, or when tests or inspections are requested but the contractor is not ready and does not cancel our personnel, are also not included in the estimate and will be billed at hourly rates. This firm will not be responsible for backcharging the contractor for retests or reinspections.

If the client finds the scope of work and estimated fees satisfactory, the return of the attached Work Order will constitute authorization for work to begin. In order to upload certified payrolls to the State's website, the project's DIR number is necessary. Please return the attached SB 854 DIR and eCPR Compliance Information Request form to allow for processing of certified payroll



reports. This agreement can be terminated by either party upon notification in writing. Earth Systems Pacific's responsibility for the project will end upon completion of the services described herein or termination of the agreement unless authorization to perform additional work and agreement for payment thereof is provided by the client.

Thank you for your consideration of our firm for this project. If you have any questions or require additional information, please contact me at your convenience.

Sincerely,

Earth Systems Pacific



Sydney Johnson
Project Manager



Robert Down, PE 70206
Senior Vice President

Attachments: Testing and Inspection Estimate dated June 25, 2026
 Work Order
 Terms
 Prevailing Wage and Accounts Payable Information Request Form
 Fee Schedule

Doc. No.: SLO-2606-061.PRP/pm



COST ESTIMATE

PROJECT:
SANTA MARIA AIRPORT
REHABILITATE TAXIWAYS A, S, T AND U

ESP PROPOSAL NO.: SLO-2606-061.PRP
JUNE 25, 2026

BASE BID				
PRECONSTRUCTION + ADMINISTRATION				
PRINCIPAL PROFESSIONAL	4	HR	\$265.00	\$ 1,060.00
SENIOR PROFESSIONAL	32	HR	\$220.00	\$ 7,040.00
PROJECT PROFESSIONAL	12	HR	\$195.00	\$ 2,340.00
TECHNICIAN	8	HR	\$120.00	\$ 960.00
ASSOCIATE PROFESSIONAL	4	HR	\$240.00	\$ 960.00
DIR CERTIFIED PAYROLL	16	EA	\$105.00	\$ 1,680.00
MILEAGE	390	MI	\$1.00	\$ 390.00
SUBTOTAL BASE BID: PRECONSTRUCTION + ADMINISTRATION				\$ 14,430.00
QUALITY ASSURANCE (QA) TESTING				
LABORATORY - AASHTO CERTIFICATION	1	EA	\$1,850.00	\$ 1,850.00
MOBILE LAB MOBILIZATION/DEMobilIZATION	2	EA	\$825.00	\$ 1,650.00
IGNITION OVEN CALIBRATION	1	EA	\$850.00	\$ 850.00
TECHNICIAN - P-401 CONTROL STRIP	16	HR	\$175.00	\$ 2,800.00
TECHNICIAN - P-401 CONTROL STRIP - OVERTIME	8	HR	\$255.00	\$ 2,040.00
BINDER CONTENT - P-401 CONTROL STRIP	6	EA	\$275.00	\$ 1,650.00
SIEVE ANALYSIS - IGNITION RESIDUE - P-401 CONTROL STRIP	6	EA	\$285.00	\$ 1,710.00
MAT AND JOINT CORES - P-401 CONTROL STRIP	12	EA	\$125.00	\$ 1,500.00
TECHNICIAN - P-401 PRODUCTION	128	HR	\$175.00	\$ 22,400.00
TECHNICIAN - P-401 PRODUCTION - OVERTIME	64	HR	\$255.00	\$ 16,320.00
P-401 PRODUCTION LAB TESTING	8	LOT	\$555.00	\$ 4,440.00
TECHNICIAN - P-610 SAMPLING/RETURN SAMPLES TO LAB NEXT DAY	32	HR	\$175.00	\$ 5,600.00
CONCRETE COMPRESSION TESTS	4	SET	\$250.00	\$ 1,000.00
TECHNICIAN - SOILS/EARTHWORK	412	HR	\$175.00	\$ 72,100.00
MAX DENSITY/OPTIMUM MOISTURE CURVE	10	EA	\$340.00	\$ 3,400.00
SIEVE ANALYSIS	6	EA	\$250.00	\$ 1,500.00
R-VALUE	2	EA	\$325.00	\$ 650.00
DENSITY TESTS	80	EA	\$10.00	\$ 800.00
SENIOR PROFESSIONAL	48	HR	\$220.00	\$ 10,560.00
PRINCIPAL PROFESSIONAL	8	HR	\$265.00	\$ 2,120.00
LAB CHARGE - MOBILE LAB	8	DAY	\$900.00	\$ 7,200.00
MILEAGE	963	MI	\$1.00	\$ 963.00
SUBTOTAL BASE BID: QUALITY ASSURANCE (QA) TESTING				\$ 163,103.00
TOTAL: BASE BID				\$ 177,533.00

ADDITIVE ALTERNATE A				
QUALITY ASSURANCE (QA) TESTING				
TECHNICIAN - P-401 PRODUCTION	96	HR	\$175.00	\$ 16,800.00
TECHNICIAN - P-401 PRODUCTION - OVERTIME	48	HR	\$255.00	\$ 12,240.00
P-401 PRODUCTION LAB TESTING	1	LOT	\$555.00	\$ 555.00
TECHNICIAN - SOILS/EARTHWORK	308	HR	\$175.00	\$ 53,900.00
MAX DENSITY/OPTIMUM MOISTURE CURVE	6	EA	\$340.00	\$ 2,040.00
SIEVE ANALYSIS	4	EA	\$250.00	\$ 1,000.00
DENSITY TESTS	48	EA	\$10.00	\$ 480.00
SENIOR PROFESSIONAL	20	HR	\$220.00	\$ 4,400.00
PRINCIPAL PROFESSIONAL	4	HR	\$265.00	\$ 1,060.00
LAB CHARGE - MOBILE LAB	6	DAY	\$900.00	\$ 5,400.00
DIR CERTIFIED PAYROLL	11	EA	\$105.00	\$ 1,155.00
MILEAGE	759	MI	\$1.00	\$ 759.00
SUBTOTAL ADD. ALT A: QUALITY ASSURANCE (QA) TESTING				\$ 99,789.00
TOTAL: ADDITIVE ALTERNATE A				\$ 99,789.00
ADDITIVE ALTERNATE B				
QUALITY ASSURANCE (QA) TESTING				
TECHNICIAN - P-401 PRODUCTION	96	HR	\$175.00	\$ 16,800.00
TECHNICIAN - P-401 PRODUCTION - OVERTIME	48	HR	\$255.00	\$ 12,240.00
P-401 PRODUCTION LAB TESTING	1	LOT	\$555.00	\$ 555.00
TECHNICIAN - SOILS/EARTHWORK	308	HR	\$175.00	\$ 53,900.00
MAX DENSITY/OPTIMUM MOISTURE CURVE	6	EA	\$340.00	\$ 2,040.00
SIEVE ANALYSIS	4	EA	\$250.00	\$ 1,000.00
DENSITY TESTS	48	EA	\$10.00	\$ 480.00
SENIOR PROFESSIONAL	20	HR	\$220.00	\$ 4,400.00
PRINCIPAL PROFESSIONAL	4	HR	\$265.00	\$ 1,060.00
LAB CHARGE - MOBILE LAB	6	DAY	\$900.00	\$ 5,400.00
DIR CERTIFIED PAYROLL	11	EA	\$105.00	\$ 1,155.00
MILEAGE	759	MI	\$1.00	\$ 759.00
SUBTOTAL ADD. ALT B: QUALITY ASSURANCE (QA) TESTING				\$ 99,789.00
TOTAL: ADDITIVE ALTERNATE B				\$ 99,789.00



COST ESTIMATE SUMMARY		
BASE BID:	\$	177,533.00
ADD ALT A:	\$	99,789.00
ADD ALT B:	\$	99,789.00
TOTAL:	\$	377,111.00



EARTH SYSTEMS

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WORK ORDER

EARTH SYSTEMS PACIFIC ("CONSULTANT") AND CLIENT AGREE TO A WORK ASSIGNMENT FOR EARTH SYSTEMS PACIFIC AS FOLLOWS:

Date: June 25, 2026 **Doc. No.:** SLO-2606-061.PRP

Name of Project: SANTA MARIA REGIONAL AIRPORT (SMX)-REHABILITATE TAXIWAYS A, S, T AND U

Order Received by: Robert W. Down

Client Name: Tartaglia Engineering, Attn.: Mr. Jason Hargreaves

Client Address: PO Box 476, Pismo Beach, California 93448

Location of Project: Santa Maria Airport (SMX), Santa Maria California

Scope of Services: Per Proposal dated June 25, 2026

Fees to be Charged: Per Proposal dated June 25, 2026*

I have read and agree to all terms of this document, including the attached terms for services (7/2017).

AGREED TO AND ACCEPTED:

Earth Systems Pacific
DIR Public Works Registration No. 1000003643



Robert W. Down, PE 70206
Senior Vice President

June 25, 2026

Date

**PLEASE RETURN A SIGNED COPY
TO EARTH SYSTEMS PACIFIC**

Client (Party responsible for payment)

by Authorized Representative (please print)

Signature and Title

Date

Telephone Number

Email Address

IF THE CLIENT DOES NOT OWN THE PROPERTY, PLEASE FILL IN THE PROPERTY OWNER'S NAME AND ADDRESS:

Name: _____

Address: _____

* Rates are subject to change due to changes in prevailing wage law or its application. In the event that it is determined or alleged that Prevailing Wage Law applies to any additional aspect of the project, the client agrees to pay Earth Systems Pacific (Consultant) any and all additional compensation necessary to adjust Consultant's wage, to pay any penalties that may be levied against Consultant due to alleged noncompliance with the Prevailing Wage Law, and to pay for apprentices, supervision, certified payrolls, and other administrative costs as necessary to comply with Prevailing Wage Law. In the event that work thought to be subject to prevailing wage is determined not to be subject to prevailing wage, no refund of fees will be given.

July 2026 Fee Schedule

TERMS FOR SERVICES

1. INVESTIGATION, MONITORING & INSPECTION If the services include monitoring or inspection of soil, construction and/or materials, Client shall authorize and pay for Consultant to provide sufficient observation and professional inspection to permit Consultant to form opinions according to accepted statistical sampling methods as to whether the work has been performed in accordance with recommendations. Such opinions, while statistically valid, do not guaranty uniformity of conditions or materials. Similarly, soils and geology investigations do not guaranty uniformity of subsurface conditions. Client hereby represents and warrants that it has provided and shall provide to Consultant all information and sufficient advance notice necessary in order for Consultant to perform the appropriate level of services. No statement or action of Consultant can relieve Client's contractors of their obligation to perform their work properly. Consultant has no authority to stop the work of others.

2. SITE ACCESS & UTILITIES Client has sole responsibility for securing site access and locating utilities.

3. BILLING AND PAYMENT Client will pay Consultant the proposal amount or, if none is stated, according to the fee schedule attached to the proposal. Payment is due on presentation of invoices, and is delinquent if Consultant has not received payment within thirty (30) days from date of an invoice. Client will pay an additional charge of 1 1/2 (1.5) percent per month (or the maximum percentage allowed by law, whichever is lower) on any delinquent amount, excepting any portion of the invoiced amount that is disputed in good faith. Each payment will first be applied to accrued interest, costs and fees and then to the principal unpaid amount. All time spent and expenses incurred (including any in-house or outside attorney's fees) in connection with collection of any delinquent amount will be paid by the Client to Consultant per Consultant's current fee schedule. Services to be performed by Consultant hereunder which are not set forth in this proposal and/or Work order are additional services. Any additional services provided by Consultant shall be subject to the terms of this contract and charged per Consultant's current fee schedule.

4. OWNERSHIP OF DOCUMENTS Consultant owns all documents it creates and grants Client limited license to use the documents for the purposes stated in the documents. Consultant reserves the right to withhold delivery of documents to Client until payment in full of current invoices has been received.

5. TERMINATION This agreement may be terminated by either party effective 7 days from the date of written notice, or if the client suspends the work for three (3) months. In the event of termination, Consultant will be paid for services performed prior to the date of termination plus reasonable termination expenses. If Consultant has not received payment for any invoice within 30 days from the date of the invoice, or in the event of anticipatory breach by Client, Consultant may suspend performance of its services immediately and may terminate this contract.

6. RISK ALLOCATION In order for Client to obtain the benefit of a fee which includes a lesser allowance for compensating Consultant for its litigation risk, Client agrees to indemnify, hold harmless and defend Consultant, its agents, employees, or officers, from and against any and all loss, claim, expenses, including attorney's fees, injury, damages, liability or costs arising out of non-design services (i.e., services other than as defined by Civil Code Section 2784) performed by Consultant on this project, except where such loss injury, damage, liability, cost, expenses or claims are the result of the sole negligence or willful misconduct of Consultant. Regarding any loss due to the negligence or willful misconduct of Consultant, or any loss due to design defects, Client agrees to limit the total aggregate liability of Consultant, its agents, employees, and officers to Client, and to all construction contractors and subcontractors on the entire project, to the greater of \$25,000.00 or total fees charged by Consultant. Client further agrees to require of the contractor and his subcontractors an identical limitation of Consultant's liability for damage suffered by the contractor or the subcontractor arising from any alleged breach or negligence of Consultant. You should consult with an attorney experienced in construction contracts and litigation regarding this provision.

7. HAZARDOUS MATERIALS Consultant is responsible only for hazardous materials brought by Consultant onto the site. Client retains ownership and responsibility in all respects for other hazardous materials and associated damage.

8. THIRD PARTIES AND ASSIGNMENT This Contract is intended only to benefit the parties hereto. No person who is not a signatory to this Contract shall have any rights hereunder to rely on this Contract or on any of Consultant's services or reports without the express written authorization of Consultant. This Contract shall not be assigned by Client without the Consultant's written consent. This Contract is binding on any successor companies to Client or Consultant, and on the surviving corporation in the event of a merger or acquisition.

9. GOVERNING LAW, SURVIVAL AND FORUM SELECTION The contract shall be governed by laws of the Federal Government. If any of the provisions contained in this agreement are held invalid, the enforceability of the remaining provisions will not be impaired. Limitations of liability, indemnities, representations and warranties by Client will survive termination of this agreement. The signatories represent and warrant that they are authorized by the entities on whose behalf they sign to enter into this contract and that their principals have filed fictitious business name statements, if required. All disputes between Consultant and client related to this agreement will be submitted to the court of the county where Consultant's principal place of business is located and client waives the right to remove the action to any other county or judicial jurisdiction.



EARTH SYSTEMS

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Prevailing Wage and Accounts Payable Information Request

Thank you for this opportunity to be of service on your public works project. Please complete and return this form to allow us to comply with California's prevailing wage requirements, and to prepare Earth Systems' invoices in accordance with your organization's billing requirements in a timely manner. Thank you!

Legal Name of Earth Systems	Earth Systems Pacific
PWC Registration No.	1000003643
Earth Systems Project No.	

PUBLIC WORKS PROJECT REGISTRATION INFORMATION:

CLIENT'S PROJECT NAME	
DIR PROJECT ID (PWC-100)	
APPLICABLE BID ADVERTISEMENT DATE	
CLIENT'S REPRESENTATIVE FOR DIR PROJECT ID INFORMATION	Name: E-mail: Phone No.:
LABOR COMPLIANCE PROGRAM (LCP) APPLICABLE TO THIS PROJECT?	Yes or No If yes, please confirm if Earth Systems will be subject to the LCP and provide a copy of the LCP manual to Earth Systems before start of project.

CLIENT'S BILLING REQUIREMENTS:

PURCHASE ORDER NO. (if applicable)	
ADDITIONAL INFORMATION REQUIRED ON INVOICES	
SPECIFY ANY ADDITIONAL FORMS OR BILLING FORMATS REQUIRED TO BE SUBMITTED WITH INVOICES (please attach example)	
ACCOUNTS PAYABLE CONTACT INFORMATION	Name: E-mail: Phone No.:
INVOICE DELIVERY METHOD	E-mail: Mailing Address:
Date	

Doc. No.: SLO-2606-061.PRP/pm



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FEE SCHEDULE

(Effective July 1, 2026)

This schedule presents rates for professional and technical services in the fields of geotechnical engineering, engineering geology, environmental consulting, construction observation and testing, and special inspection. Listed are charges for services most frequently performed by Earth Systems. Additional services not listed are available and can be discussed upon request; fixed-fee quotes for some services can also be provided upon request. To discuss a scope of work and fees for a specific project, please contact our office.

<u>PERSONNEL</u>	<u>Hourly Rate</u>
Principal Professional.....	\$265.00
Associate Professional	\$240.00
Senior Professional	\$220.00
Project Professional.....	\$195.00
Staff Professional	\$170.00
Special Inspector, Prevailing Wage*	\$185.00
Technician, Prevailing Wage*	\$175.00
Field Services Supervisor	\$175.00
Technical Assistant.....	\$130.00
Special Inspector.....	\$130.00
Technician	\$120.00
Clerical/Administrative	\$100.00

* Technician/Inspector Classifications as defined by the State of California Department of Industrial Relations.

BASIS OF CHARGES, GENERAL

1. Field services for regular work days for non- Prevailing Wage projects are subject to a 2-hour minimum charge.
2. Work performed on Saturdays, night work, and for premium hours (before 7 a.m., after 5 p.m. or more than 8 hours in one day) for personnel are at time and one-half. Work performed on Sundays and holidays, or when time exceeds 12 hours in one day, is at double time. Work performed on weekends, holidays, and when work starts outside of regular business hours is subject to a 4-hour minimum charge.
3. Charges are calculated in one-hour increments and accumulate on a portal-to-portal basis.
4. A 2-hour cancellation charge applies if scheduled inspection or testing is cancelled after 3 p.m. the day prior to the scheduled work.
5. Mileage is invoiced at a rate of \$0.95/mile (portal-to-portal).
6. Nuclear density gauge charge: \$10.00/test.
7. Weekly special inspection report charged at staff engineer hourly rate.
8. Subcontracted services, materials, rental equipment, out of town travel, and expenses are charged at cost plus 20%. Fixed per diem rates for specific projects can be provided upon request.
9. Report copies: \$30.00 each (minimum). Posting of electronic documents to project websites will be charged at clerical/administrative services rate.
10. Invoices are payable upon presentation. Invoices thirty days past due are subject to a service charge of one and one-half percent per month. Payments using a credit card will be assigned a 3% surcharge.
11. Rates are effective through December 31, 2026.

PREVAILING WAGE PROJECTS

1. Field services for regular work days for Prevailing Wage projects are subject to a 4-hour minimum charge, and after 4 hours will be billed in 1-hour increments.
2. The prevailing wage (PW) rates presented herein are based on current rates established by the Department of Industrial Relations (DIR). If, during the course of the project, prevailing wage rates are increased by DIR, rates are subject to adjustment. Also, please note requirements concerning overtime, shift work, travel time, holidays, and other factors can vary for different classifications of work under prevailing wage regulations.
3. Electronic submittal of Certified Payroll to DIR for prevailing wage projects will be assessed a fee of \$100.00/week. Additional time required to address specific requests related to DIR/Labor Compliance will be charged at the clerical/administrative service rates.



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FEE SCHEDULE - MATERIALS TESTING

(Effective July 1, 2026)

BASIS OF CHARGES

Rates for field work such as materials sampling, construction inspection, and field evaluation will be in accordance with the Personnel Rates listed in the basic Fee Schedule. The below listed rates apply to standard ASTM test methods. An additional hourly charge (technician rate) will be applied for cutting, capping, or other preparation of non-standard samples and, where noted, for steel samples.

SOILS

All prices are based on California and Modified California sample sizes (2" – 2.5" diameter) unless noted otherwise. Preparation of 3" diameter samples add \$20.00. Testing of contaminated soil will be per quote. Contaminated samples will be returned to sender for proper disposal.

Atterberg Limits: Liquid Limit or Plastic Limit.....	\$160.00
Atterberg Limits: Plasticity Index	\$275.00
California Bearing Ratio, 3 Points; Incl. Ref Maximum Density.....	\$700.00
California Bearing Ratio, 9 Points; Incl. Ref Maximum Density.....	\$975.00
Consolidation, One Dimensional	\$260.00
Consolidation, Timed, Per Point	\$110.00
Corrosivity Tests	Per Quote
Direct Shear, 3 Points Minimum	\$315.00
Expansion Index Test.....	\$230.00
Maximum Density and Optimum Moisture: 4" Mold	\$340.00
Maximum Density and Optimum Moisture: 6" Mold	\$340.00
Maximum Density and Optimum Moisture: California Impact	\$350.00
Moisture and Unit Weight Determination, from Ring Samples	\$55.00
Moisture Only.....	\$40.00
Permeability Tests, Constant Head or Falling Head	Per Quote
R-Value	\$355.00
R-Value, CA State Highway/Set of 3, Cement, Lime, Other Additives	\$975.00
Hydro Collapse Potential	\$175.00
Sieve/Hydrometer Analysis, Assumed Specific Gravity, with 200 Wash.....	\$325.00
Sieve Analysis, Aggregate Base/Subbase	\$230.00
Sieve Analysis 200 Wash Only	\$135.00
Sieve Analysis with Wash	\$230.00
Sieve Analysis, Oversize Material	\$250.00
Specific Gravity	\$185.00
Swell Test, Undisturbed.....	\$215.00
Swell Test, Remolded	\$240.00
Unconfined Compressive Strength, Untreated	\$185.00
Unconfined Compressive Strength, Lime or Cement Treated Material	\$190.00

THERMAL RESISTIVITY TESTS

Concrete, 1 Point with Moisture Content (Requires Special Collection Process)	Per Quote
Field Testing using Thermal Resistivity Meter.....	Per Quote
Soil, Per Moisture Point, Per Sample.....	Per Quote
Soil, 3 Moisture Points with Dry-Out Curve, Per Sample	Per Quote

CONCRETE AGGREGATE

Abrasion, L.A. Rattler, 100 and 500 revolutions, ASTM C131 (Small Size Aggregate).....	\$310.00
Abrasion, L.A. Rattler, 100 and 500 Revolutions, ASTM C535 (Large Size Aggregate)	\$560.00
Absorption, Coarse Aggregate	\$265.00
Absorption, Fine Aggregate.....	\$265.00
Clay Lumps and Friable Particles in Aggregate.....	\$145.00
Cleaness Value of Coarse Aggregate	\$195.00
Crushed Particles, Each Size	\$160.00
Durability Index, Coarse or Fine Aggregate.....	\$210.00



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FEE SCHEDULE - MATERIALS TESTING - Continued

(Effective July 1, 2026)

CONCRETE AGGREGATE-Continued

Flat and Elongated Particles in Aggregate	\$125.00
Organic Impurities in Fine Aggregate	\$110.00
Potential Reactivity of Aggregate by Chemical Method, Each Size	Per Quote
Sand Equivalent	\$180.00
Sieve Analysis, Washed	\$230.00
Soundness, Sodium Sulfate, 5 Cycles	\$510.00
Specific Gravity, Coarse Aggregate	\$160.00
Specific Gravity, Fine Aggregate	\$300.00
Uncompacted Void Content of Fine Aggregate, with Fine Aggregate Angularity	\$290.00
Unit Weight of Aggregate	\$160.00

CONCRETE CYLINDERS, BEAMS AND CORES

Compression Test/Storage of Cast Cylinders (4x8)	\$50.00
Compression Test/Storage of Cast Cylinders (6x12)	\$80.00
Compression Test of Cored Samples, Cored at Laboratory	\$120.00
Compression Test of Cores Delivered by Others	\$100.00
Compression Test of Lightweight Concrete	\$60.00
Density of Concrete Cylinders	\$85.00
Density of Hardened Concrete	\$115.00
Flexural Strength, Simple Beam with Third Point Loading	\$190.00
Grading of Shotcrete Cores	\$490.00
Sample Storage, Monthly Per Sample	\$45.00
Shrinkage, Set of 3	\$420.00
Unit Weight of Lightweight Concrete	\$160.00
Enviro Recycle Fee/Form Stripping, Per Shotcrete Panel/Beam	\$75.00

MASONRY

Absorption of Block, Set of 3	\$265.00
Compression Test, 2" x 4" Mortar Cylinders	\$40.00
Compression Test, 3" x 3" x 6" Grout Samples	\$60.00
Compression Test on Block, Set of 3	\$265.00
Compression Test on Grouted Prisms, Includes Cutting	\$200.00
Compression Test on Masonry Cores	\$85.00
Coring of Grouted Masonry by Subcontractor	cost + 20%
Masonry Shrinkage, Set of 3	\$300.00
Moisture Content of Block as Received, Set of 3	\$150.00
Shear Test on Masonry Cores, 2 faces	\$185.00
Specific Gravity and Unit Weight of Block, Set of 3	\$225.00

FIREPROOFING

Fireproof Bond Test	Per Quote
Fireproofing Density Test	\$125.00

ASPHALT CONCRETE

Bulk Specific Gravity of Compacted Specimens and Core Samples	\$125.00
Compaction of Lab Samples, CA Kneading Compactor, Set of 3	\$240.00
Compaction of Lab Samples, CA Kneading Compactor, Set of 5	\$400.00
Compaction of Lab Samples, Marshall Method Set of 3 – (50 blows/side)	\$250.00
Compaction of Lab Samples, Marshall Method Set of 3 – (75 blows/side)	\$295.00
Extraction of Oil from A.C. Mixtures	Per Quote
Extraction of Oil from Rubberized Mixtures	Per Quote
Gyratory Compactor, Per Set of Field Mixed Asphalt	\$495.00



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FEE SCHEDULE - MATERIALS TESTING - Continued

(Effective July 1, 2026)

ASPHALT CONCRETE-Continued

Hamburg Wheel Tracker Test, Per Set of Field Mixed Asphalt.....	\$890.00
Ignition Oven Binder Content, After Initial Correction Value is Determined	\$275.00
Ignition Oven Binder Content Correction Value Per Mix Design, Average of 3.....	\$850.00
Ignition Oven Gradation Correction Value, Per Mix Design	Per Quote
Moisture Content	\$50.00
Sieve Analysis of Extracted Aggregate.....	\$285.00
Sieve Analysis of Ignition Oven Residue	\$270.00
Specific Gravity, Theoretical Maximum, Rice Method	\$180.00
Stability and Flow, Marshall Apparatus, Set of 3.....	\$295.00
Stabilometer, Hveem S-Value, Set of 3	\$350.00

REINFORCING AND STRUCTURAL STEEL

Bend Test of Welded Specimen, Sample Preparation Not Included	\$75.00
Pipe Flattening Test, Sample Preparation Not Included	\$75.00
Reinforcing Steel Coupler Tensile and Slip Tests.....	\$175.00
Structural Steel Bend Test, Sample Preparation Not Included.....	\$75.00
Structural Steel Machining/Sample Preparation.....	cost + 20%
Structural Steel Tensile Test, Sample Prep Not Included	\$75.00
Tensile and Bend Tests of Reinforcing Bar, #2 through #9.....	\$200.00
Tensile and Bend Tests of Reinforcing Bar, #10 through #18	Per Quote

BOLT TESTS

Bolt Tests, Chemical or Mechanical.....	cost + 20%
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WELDER QUALIFICATION

AWS D1.1: 3/8" Plate, Per Position	Per Quote
AWS D1.1: 1" Plate, Per Position.....	Per Quote
AWS D1.3: Sheet Steel.....	Per Quote
AWS D1.4: Reinforcing Bar	Per Quote
ASME/API Pipe Sections	Per Quote

EQUIPMENT/CHARGES (Does Not Include Personnel)

110-Volt Portable Electric Generator	\$120.00/day
Anchor Pull Test Equipment	\$25.00/hr.
Bailer (Disposable) with Dedicated Rope	\$35.00/ea.
Concrete and Asphalt Concrete Coring Equipment.....	\$280.00/day
Concrete Slab Moisture Transmission Kit.....	\$45.00/ea.
Conductivity Meter.....	cost + 20%
Cut-Off Saw.....	\$90.00/day
DIR Compliance/eCPR	\$100.00/week
Double Ring Infiltrometer (Per Set)	\$165.00/day
Drum Dolly.....	\$40.00/day
Drums	\$90.00/ea.
DSA Box Posting	\$100.00/week
Dynamic Cone Penetrometer (DCP)	\$150.00/day
Dynamometer, In-line Scale	\$200.00/day
Hammer Drill	\$65.00/day
Hand Auger/Sampler Equipment	\$65.00/day
LOCK N' LOAD® VOC Sample Preservation System	\$35.00/ea.
Magnetic Particle Equipment	\$200.00/day
Manometer.....	\$155.00/day
Mini-Troll Groundwater Level Transducer	\$115.00/day
Mobile Laboratory	Per Quote



FEE SCHEDULE - MATERIALS TESTING - Continued

(Effective July 1, 2026)

EQUIPMENT/CHARGES (Does Not Include Personnel)-Continued

Nuclear Density Equipment, Per Test.....	\$10.00/ea.
Paint Thickness/Hardness Meter	\$140.00/day
Per Diem	Per Quote
Percolation Tank System and Trailer	\$260.00/day
Personal Protective Equipment Level C.....	Per Quote
Photo-Ionization Detector (PID)	\$100.00/day
Pulse Velocity Meter	Per Quote
Rebound Hammer (Schmidt Hammer).....	\$80.00/day
Reinforcing Steel Image (GPR).....	\$50.00/image
Reinforcing Steel Locating Equipment (DR-Meter)	\$200.00/day
Reinforcing Steel Locating Equipment (GPR)	\$400.00/day
Safety and Specialty Equipment.....	Per Quote
Sampling Consumables	Per Quote
Skidmore Bolting Calibration Equipment	\$250.00/day
Slope Inclinator Equipment, Per Hole	\$35.00/day
Soil Sampling Containers (Glass)	\$10.00/ea.
Soil Sampling Containers (Metal)	\$25.00/ea.
Submersible pump with controller.....	\$125/well/day
Tape Extensometer	\$200.00/day
Tension Equipment	\$200.00/day
Torque Equipment.....	\$200.00/day
Turbidity Meter	\$100.00/day
Vehicle Mileage Charge.....	\$0.95/mile
Water Level Indicator	\$55.00/day
Water quality multi-parameter probe	\$100.00/day
Winsor Probe, Set of 3.....	\$110.00/day



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DRILLING SERVICES

(Effective July 1, 2026)

DRILLING AND SAMPLING CAPABILITIES

- Geotechnical borings to depths of 75 feet.
- Borings for hazardous materials studies.
- Monitoring well and piezometer installation.
- Drill crews experienced in hazardous materials drilling and sample acquisition.
- Drill crews trained in 40-hour Health and Safety course (HAZWOPER).
- Steam cleaners, grout mixers, and other auxiliary equipment available.
- Standard Penetration Sampler (2" o.d. split spoon).
- Modified California Sampler (lengths: 18", 24", 3" o.d.; 2.5" i.d. rings); resin fiber, brass, or stainless steel rings available.
- Shelby Tubes (3" i.d.).

DRILLING RATES (NON-PREVAILING WAGE)

DRILLING EQUIPMENT/PERSONNEL

Gtech GT-8 with driller and helper	\$350.00/hr.
Simco EP200 direct-push rig with driller and helper	\$295.00/hr.
Additional drill helper	\$120.00/hr.
Driller/Rig preparation.....	\$120.00/hr.
Staff Professional.....	\$170.00/hr.

AUXILIARY EQUIPMENT/MISCELLANEOUS

Support truck	\$200.00/day + \$0.95/mile
Drill support trailer	\$150.00/day
Generator	\$120.00/day
Per diem	Per Quote
Traffic control equipment (signs, cones)	Per Quote

DRILLING RATES (PREVAILING WAGE)

Gtech GT-8 with driller and helper	\$455.00/hr.
Simco EP200 direct-push rig	\$400.00/hr.
Additional drill helper	\$175.00/hr.

Hourly rates for prevailing wage projects are subject to adjustment based upon changes in general prevailing wage determinations or their application by the Department of Industrial Relations (DIR). Rates are effective through December 31, 2026.

BASIS OF CHARGES

1. Minimum drill time is 4 hours. Drill crew overtime (hours more than 8 hours a day) and Saturday work are 1.5 times the hourly rate. Sunday work is two times the hourly rate. Holiday work is per quote.
2. Rates for 3-man crew available on request.
3. Assembly and demobilization of materials are charged at the drill helper hourly rate.
4. Subcontractors are charged on a cost plus 20% basis.
5. Materials are charged on a cost plus 20% basis.
6. Drilling in material that causes more than normal wear to the equipment may be subject to additional charges. The client will be notified prior to drilling in such material.
7. Earth Systems Pacific's drillers and drill crews have been trained in the 40-hour course developed by the EPA and will satisfy the Federal OSHA requirements (29-CFR 1910-120) for personnel working on sites containing hazardous materials.
8. Drilling jobs must be confirmed a minimum of 48 hours prior to the start of work. Jobs cancelled less than 48 hours prior to the start of work will be subject to the 4-hour minimum charge, plus any charges for material acquisition, rig preparation, etc., that have been incurred.
9. The client is responsible for the accurate location of all subterranean structures and utilities, and agrees to waive any claim against Earth Systems Pacific for damage done to subterranean structures and utilities not identified or accurately located. The client also agrees to obtain free access to the site for all equipment and personnel necessary for Earth Systems Pacific to perform the work.



EXPERT WITNESS SERVICES

(Effective July 1, 2026)

The following rates apply to deposition testimony, arbitration testimony, hearings and court appearances.

HOURLY CHARGES FOR PERSONNEL

Principal Professional	\$500.00
Associate Professional	\$425.00
Senior Professional	\$375.00
Project Professional.....	\$300.00
Staff Professional.....	\$250.00
Clerical/Admin Services	\$150.00

SPECIAL SERVICES

Deposition	\$500.00/hr.
Arbitration	\$500.00/hr.
Court Appearance/Hearings	\$2,000.00/half day
Standby to Appear.....	\$2,000.00/day

BASIS OF CHARGES

1. Hourly rates are charged during investigation, analysis, consultation, and preparation services.
2. Estimated deposition fee payable in advance by party requesting deposition. The difference between advance payment and final fee to be billed or refunded in accordance with the fee and billing information in this schedule. Fee for reviewing deposition transcript will be billed at hourly rates to the party requesting the review.
3. Minimum half day charge will apply to court appearances and hearings. Time extending through the noon hour will be subject to the full day charge of \$4,000.00.
4. Days, or portions thereof, reserved for appearances at hearings, court, or arbitrations, during which we are not required to be away from our offices will be subject to a standby charge of \$750.00. Standby at other locations will be charged at the general hourly rates.

Independent Fee Estimates, LLC

September 16, 2026

Mr. Mike Flores
Manager of Finance and Administration
Santa Maria Airport
3217 Terminal Dr
Santa Maria, CA 93455

RE: Independent Fee Estimate #2
Santa Maria Airport
**Rehabilitate Taxiway A S T and U
Design, Bidding, and Construction Phases**

Dear Mr. Flores;

Please find attached the detailed Independent Fee Estimate (IFE) spreadsheets for your Taxiway Pavement Rehabilitation for Santa Maria Airport. If you have any questions regarding the hours, fees, or line items, please feel free to contact me at your convenience to discuss those items.

The hours were estimated based upon by the "Statement of Understanding" (10 pages) (which included a Scope of Services), plus a blank spreadsheet which you provided via email on August 27, 2026. You also provided responses to questions we asked regarding the Scope of Services plus a project Phasing Plan and a Scope of Work for the Quality Assurance Materials Testing subconsultant services via email on September 3, 2026.

Each of the individual tasks are broken down in the attached spreadsheets. However, a summary of the estimated costs for this project include the following items:

Preliminary Engineering:	\$ 25,945.20
Design:	\$ 222,921.00
Bidding:	\$ 28,013.00
Construction Services, Base Bid Only:	\$ 432,402.90
Construction Services, Base + Add Alt A:	\$ 695,497.00
Construction Services, Base + Add Alt A:	\$ 951,368.60
Completion Phase:	<u>\$ 28,253.00</u>
Total for All Services (Base Bid Only):	\$ 737,535.10
Total for Base Bid + Additive Alt A:	\$1,000,629.20
Total for Base Bid + Additive Alts A + B:	\$1,256,500.80

It was our understanding that your consultant will be providing the services for this project from their office in Grover Beach, California. We therefore calculated the hours for site visits with travel time and expenses associated with that location. In conjunction with that, we used the General Services Administration's new mileage rate of \$0.76/mile, and a "travel day" per diem rate of \$65/day. It did not appear as though any overnight per diem will be required due to the close proximity of the Airport to your consultant's office. The GSA rates are typically accepted for Federally-funded projects.

It was also our understanding that the construction duration for the **Base Bid will be 80 Working Days**, the duration for the addition of **Alternate A will be 135 Working Days**, and the duration for the **Base Bid plus Additive Alternates A & B will be 190 Working Days**, that weekly Construction Project Progress Meetings will be held on site, and there will be approximately 33 plan sheets plus an additional 17 cross-section plan sheets.

This independent fee estimate based its research for labor, overhead, and associated fees for completing this type of work for consulting firms in California. Please note that labor costs may differ from the estimate and actual costs should be reviewed and assessed for acceptability given the local circumstances, credentials, and the experience of the assigned personnel.

After the Airport and the FAA have determined that this IFE is acceptable, and after any line items have been addressed, please submit this letter as an **invoice for \$2,345** to your accounting department for services rendered for this project.

Don't forget to include the fee for this IFE as an Administrative Expense in your first FAA Request For Reimbursement (RFR) as it is 90%+ reimbursable by the FAA.

Thank you for the opportunity to assist Santa Maria with this project.

Sincerely,

J. D. Heithoff

J. D. Heithoff, P.E., C.M.
Senior Airport Engineer

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Independent Fee Estimate														
Santa Maria Airport														
Rehabilitate Taxiways A, S, T and U														
Design, Bidding, & Construction Phase Services														
September 16, 2026														

Independent Fee Estimate
Santa Maria Airport
Rehabilitate Taxiways A, S, T and U
Design, Bidding, & Construction Phase Services
September 16, 2026

Description					
QA Materials Testing Services - Base Bid		# of Units	Unit	Unit Price	Cost
1	Project Management & Admin				
	PM / Senior Geotech (Scope, invoices, final review)	9	Hours	\$ 270.00	\$ 2,430.00
	Project Engineer (Daily reports)	27	Hours	\$ 220.00	\$ 5,940.00
	Project Engineer (2 meetings)	8	Hours	\$ 220.00	\$ 1,760.00
	Project Engineer (Final Report)	10	Hours	\$ 220.00	\$ 2,200.00
	Mileage (2 days)	160	Miles	\$ 0.76	\$ 121.60
	Admin Support (invoices & report copies)	18	Hours	\$ 120.00	\$ 2,160.00
2	Soils & Aggregate Base Work				
	Technician (65 days x 6 hours / day)	390	Hours	\$ 170.00	\$ 66,300.00
	Nuke Gauge	65	Days	\$ 65.00	\$ 4,225.00
	Mileage (4 days)	5200	Miles	\$ 0.76	\$ 3,952.00
3	Structural Concrete				
	Technician (4 days x 6 hours / day concrete tests)	24	Hours	\$ 170.00	\$ 4,080.00
	Mileage (4 trips)	320	Miles	\$ 0.76	\$ 243.20
4	Sample Collection				
	Runner Tech (P-152, P-209 & P-610 collections)	8	Hours	\$ 145.00	\$ 1,160.00
	Mileage (4 days)	320	Miles	\$ 0.76	\$ 243.20
5	Asphalt Testing				
	Technician (2+16 days x 12 hours / day)	216	Hours	\$ 170.00	\$ 36,720.00
	Travel Meal Expenses & Misc	18	EA	\$ 69.00	\$ 1,242.00
	Mileage (18 trips)	1440	Miles	\$ 0.76	\$ 1,094.40
6	Lab Services				
	Aggregate Base Course Proctor	1	EA	\$ 365.00	\$ 365.00
	AC Gyratory Compaction (set of 2)	18	EA	\$ 600.00	\$ 10,800.00
	Asphalt Core - Specific Gravity	108	EA	\$ 93.00	\$ 10,044.00
	Compressive Strength Cylinders	20	EA	\$ 50.00	\$ 1,000.00
	Grain Size (sieve only)	6	EA	\$ 185.00	\$ 1,110.00
	Moisture Content	7	EA	\$ 52.00	\$ 364.00
	Standard Proctor	10	EA	\$ 305.00	\$ 3,050.00
Total for QA Materials Testing - Base Bid					\$ 160,604.40

Independent Fee Estimate**Santa Maria Airport****Rehabilitate Taxiways A, S, T and U****Design, Bidding, & Construction Phase Services****September 16, 2026**

Description					
QA Materials Testing Services - Add Alts A & B		# of Units	Unit	Unit Price	Cost
1	Project Management & Admin				
	PM / Senior Geotech (Scope, invoices, final review)	5	Hours	\$ 270.00	\$ 1,350.00
	Project Engineer (Daily reports)	16	Hours	\$ 220.00	\$ 3,520.00
	Project Engineer (Final Report)	6	Hours	\$ 220.00	\$ 1,320.00
	Admin Support (invoices & report copies)	13	Hours	\$ 120.00	\$ 1,560.00
2	Soils & Aggregate Base Work				
	Technician (40 days x 6 hours / day)	240	Hours	\$ 170.00	\$ 40,800.00
	Nuke Gauge	40	Days	\$ 65.00	\$ 2,600.00
	Mileage (4 days)	3200	Miles	\$ 0.76	\$ 2,432.00
5	Asphalt Testing				
	Technician (12 days x 12 hours / day)	144	Hours	\$ 170.00	\$ 24,480.00
	Travel Meal Expenses & Misc	12	EA	\$ 69.00	\$ 828.00
	Mileage (12 trips)	960	Miles	\$ 0.76	\$ 729.60
6	Lab Services				
	Aggregate Base Course Proctor	1	EA	\$ 365.00	\$ 365.00
	AC Gyratory Compaction (set of 2)	12	EA	\$ 600.00	\$ 7,200.00
	Asphalt Core - Specific Gravity	72	EA	\$ 93.00	\$ 6,696.00
	Grain Size (sieve only)	4	EA	\$ 185.00	\$ 740.00
	Moisture Content	10	EA	\$ 52.00	\$ 520.00
	Standard Proctor	5	EA	\$ 305.00	\$ 1,525.00
Total for QA Materials Testing - Add Alts A & B					\$ 96,665.60



TO: President and
Members of the Board of Directors
Santa Maria Public Airport District
3217 Terminal Drive
Santa Maria, CA 93455

FROM: Mike Flores
Manager of Finance and Administration

MEETING: September 24, 2026

ITEM

Authorization for the President and Secretary to Execute the Consulting Service Agreement Between the District and Tartaglia Engineering for the Taxilane Pavement Rehabilitation Project

BACKGROUND

Resolution No. 975 records the construction contract with John Madonna Construction for the Taxilane Pavement Rehabilitation Project at \$1,404,858, covering the Base Bid, the Additive Alternate and negotiated extra work. On August 27, 2026, the Board adopted Resolution No. 975 accepting FAA Grant No. 3-06-0237-046-2026 for the project.

Tartaglia Engineering has been working on this project for the District and has already performed the project's preliminary engineering, design and bidding work. The proposed agreement covers that work and engineering services through construction and project completion. Under the agreement, performance commences retroactively to January 1, 2026, with completion by March 31, 2028. As of September 23, 2026, the District's accounting records show no invoice for work under the proposed agreement.

DISCUSSION

Exhibit A sets out Tartaglia's scope of work and a time-and-materials fee, with a not-to-exceed amount for each construction award scenario. Because the construction contract includes the Additive Alternate and negotiated extra work, the amount is \$379,200: \$23,300 for preliminary engineering, \$101,500 for design, \$29,800 for bidding, \$204,200 for construction services and \$20,400 for project completion. Of that amount, \$154,600 is for the preliminary engineering, design and bidding work already performed.

The District obtained an independent fee estimate from Independent Fee Estimates, LLC. For the Base Bid and Additive Alternate, the estimate is \$364,135.25 and Tartaglia's fee is \$364,400, a difference of \$264.75. The estimate did not price the negotiated extra work, for which Tartaglia's fee is \$14,800. The recommendation requires a written record of the fee negotiation, including that work, before the District signs.

FINANCIAL IMPACT

Resolution No. 975 sets the total project cost at \$1,844,058, of which \$439,200 is non-construction cost. The \$379,200 agreement falls within that amount and leaves \$60,000 for other non-construction costs. The District's June 17, 2026 grant application, which the FAA grant incorporates, budgets the same \$379,200: \$175,000 in architectural and engineering fees and \$204,200 in project inspection fees.



The FAA grant pays up to a maximum federal obligation of \$1,751,855. Resolution No. 975 sets the District's share at \$92,203, or 5% of total project cost, payable from the capital improvement program in the adopted FY 2026–27 budget.

ANALYSIS

Continuing with Tartaglia would rely on the sole-source provision of Section 6.2 of the District's Purchasing Policy. The policy recognizes services from a contractor with specific and unique knowledge where use of another contractor would cause significant cost or project delay, but it requires the Manager of Finance and Administration to approve the written sole-source justification before the purchase is made. Tartaglia prepared the plans, specifications and bid documents for this project, reported the construction bid results to the FAA on June 16, 2026, and would carry that work through construction. Because preliminary engineering, design and bidding were performed before execution of this agreement, the contract file also must document the treatment of those prior services. District sole-source approval does not replace grant-specific consultant-selection requirements. California Government Code section 4526 bases local-agency engineering selections on demonstrated competence and professional qualifications, and FAA AIP requirements call for qualifications-based selection of A/E professional services. Before execution, the procurement file therefore must establish the applicable qualifications-based selection basis or, if an applicable prior FAA-compliant selection cannot be documented, the District must obtain written FAA Airports District Office concurrence on the federal procurement or corrective path and the eligibility of affected costs. Applicable federal contract provisions also must be incorporated.

RECOMMENDATION

It is recommended that the Board of Directors authorize the President and Secretary to execute the Consulting Service Agreement between the District and Tartaglia Engineering for the Taxilane Pavement Rehabilitation Project in an amount not to exceed \$379,200, subject to review and approval by District Counsel and provided that the following are documented in the contract file before execution: (1) the Manager of Finance and Administration approves a written Section 6.2 sole-source justification for work not already performed, and District Counsel documents the treatment of services already performed; (2) District Counsel confirms the procurement record satisfies California Government Code section 4526 and applicable FAA qualifications-based selection requirements and, if an applicable prior FAA-compliant selection cannot be documented, the District obtains written FAA Airports District Office concurrence on the federal procurement or corrective path and the eligibility of affected costs; (3) the fee negotiation is documented as fair and reasonable and specifically addresses the \$14,800 engineering fee for negotiated extra work that was not priced in the independent fee estimate; and (4) all applicable federal contract provisions are incorporated. If these conditions are not satisfied, the agreement may not be executed under this authorization.

ATTACHMENTS

Consulting Service Agreement, with Exhibit A, Engineer's Scope of Project and Compensation; Exhibit E, Fee Work-Up; and the Earth Systems Pacific materials testing proposal to Tartaglia Engineering Independent Fee Estimate, Taxilane Pavement Rehabilitation, dated July 28, 2026

CONSULTING SERVICE AGREEMENT
(PRELIMINARY, DESIGN, BIDDING, CONSTRUCTION, AND COMPLETION PHASE)
SERVICES FOR THE TAXILANE PAVEMENT REHABILITATION
AT THE SANTA MARIA PUBLIC AIRPORT DISTRICT

By this Agreement, dated September 24, 2026, between SANTA MARIA PUBLIC AIRPORT DISTRICT (herein called "District") and TARTAGLIA ENGINEERING, a sole proprietorship owned by John A. Smith, (herein called "Engineer"), District retains Engineer to perform certain engineering and design services.

WITNESSETH

In consideration of the mutual covenants, conditions, and promises contained herein below, District and Engineer agree as follows:

1. SCOPE OF AGREEMENT

District hereby hires Engineer to provide the services as defined in Exhibit "A" attached hereto and incorporated by this reference entitled "Engineer's Scope of Project and Compensation". Engineer agrees to perform said services and accept the compensation set forth in said Exhibit "A". Engineer shall perform all services consistent with all professional standards applicable in California to Engineer's work, and in compliance with applicable law including, without limitation, licensing requirements.

2. TIME OF PERFORMANCE

Performance of the services hereunder by Engineer will commence retroactively to January 1, 2026, under the direction of the General Manager, with time of completion on or before March 31, 2028. The services described in Exhibit "A" that Engineer performed from January 1, 2026 through the date of this Agreement are approved by the District for purposes of Section 7.

3. COMPENSATION

District shall compensate Engineer in accordance with the terms, rates, and conditions of Exhibit "A" attached hereto and incorporated by this reference. Engineer shall bill District monthly with an itemized invoice detailed to nearest one-half (1/2) of an hour of all services performed and authorized expenses, other than incidental office expenses, incurred during the preceding month. Compensation rates shall be reviewed on an annual basis. Total compensation under this Agreement, including any extra services under Section 13, shall not exceed Three Hundred Seventy-Nine Thousand Two Hundred Dollars (\$379,200.00), the amount stated in Exhibit "A" for award of the Base Bid, the Additive Alternate and the negotiated extra work, unless this Agreement is amended in writing.

4. MATERIALS AND DOCUMENTS

District shall be the owner of all drawings, mylars, reproducibles, plans, specifications, test reports, and other documents, data, and work products produced or resulting from the services of Engineer. Engineer may retain copies for its files.

Engineer shall bear the cost and expense of all facilities, equipment, materials, supplies, documents, publications and other expenses or items used or needed or incurred by Engineer in the performance of the services hereunder, except as otherwise specifically provided.

5. ASSIGNMENT

This Agreement or any interest herein shall not be assigned by Engineer.

6. INDEPENDENT CONTRACTOR

The parties intend that Engineer shall be an independent contractor in performing the services provided by this Agreement. District is interested only in the results to be achieved, and the conduct and control of the work will lie solely with Engineer. Engineer is not to be considered an agent or employee of District for any purpose, and the officers, employees and agents of Engineer are not entitled to any of the benefits that District provides for its employees, including worker's compensation insurance. It is understood that Engineer is free to contract for similar services to be provided to others while under contract with the District, provided there is no actual or perceived conflict of interest. District's General Manager shall have the right, in his sole discretion, to determine if a conflict of interest exists. If legally required, Engineer shall have the sole responsibility of paying employees prevailing wage amounts pursuant to the requirements of the California Labor Code or applicable federal law. Engineer represents that it has, or will secure at its own expense, all personnel, sub-consultants and/or subcontractors required in performing the services under this Agreement. All of the services required hereunder will be performed by the Engineer or under Engineer's supervision, and all personnel engaged in the work shall be qualified to perform such services including, without limitation, any licenses required by law.

7. PRIOR APPROVAL OF DISTRICT

Engineer shall not incur any obligations or provide any services for District without first obtaining written approval therefor from the authorized representative(s) of District. The District's General Manager is authorized to review and approve Engineer's bills, and shall determine whether the District's Board is required to approve any services or obligations.

8. ENGINEER'S RECORDS

Full and complete records of Engineer's services and expenses and records between District and Engineer shall be maintained by Engineer in a form and location accessible to District upon reasonable notice for four (4) years after District makes final payment to Engineer hereunder. District, the FAA, the Comptroller General of the United States, or any of their duly authorized representatives shall have access to any books of

account, documents, papers, and records of Engineer which are directly pertinent to Engineer's work hereunder. Engineer shall cooperate with District in any audit or request for records under applicable law.

9. TERMINATION

This Agreement may be terminated by either party without cause upon the giving of thirty (30) days written notice to the other. In the event of such termination by the District, Engineer shall not be entitled to further compensation from District, other than for services previously approved and completed. Engineer shall immediately turn over to District all work product, completed or in process, produced pursuant to this Agreement.

10. SUSPENSION OR ABANDONMENT OF PROJECT

District may at any time suspend or abandon any project or any part thereof. In the event District should determine to suspend or abandon all or any part of any project, it shall give written notice thereof to Engineer, who shall immediately terminate all work upon that portion of the project suspended or abandoned in the notice. Within thirty (30) days of the date of notice of suspension or abandonment, District shall pay to Engineer, as full and final settlement, compensation for all of Engineer's services performed and costs and expenses incurred prior to receipt of notice of suspension or abandonment in a prorated amount equal to the proportion that the Engineer's services rendered to the date of receipt of such notice bears to the total compensation the Engineer would have received in accordance with Exhibit "A" had the project been completed.

11. INSURANCE

Engineer shall, at Engineer's expense, take out and maintain during the duration of this Agreement, the following types and amount of insurance insuring Engineer and Engineer's officers and employees:

Automotive and General Liability and Property Damage Insurance: Automobile liability and comprehensive general liability insurance, including public liability, property damage liability, and contractual liability coverage, providing bodily injury, death and property damage liability limits of not less than \$1,000,000 for each accident or occurrence and \$2,000,000 in the aggregate.

Professional Liability or Errors and Omissions Insurance. Professional Liability or Errors and Omissions insurance with liability limits of not less than \$1,000,000 per occurrence.

Employer's Liability Insurance with limits required by California law.

Each such policy of insurance shall be issued by an insurer admitted in the State of California, and with a current A.M. Best's rating of A-:VII. Concurrently with the execution of this Agreement, Engineer shall file with the District a certificate or certificates of insurance, issued by the insurance carrier, providing evidence of the specified insurance. Each such certificate shall bear an endorsement precluding the cancellation, or reduction in coverage, of any policy before the expiration of thirty (30) days after the District shall have received notification by registered or certified mail from the insurance carrier. Each certificate and policy shall bear an endorsement providing contractual liability coverage for this Agreement. District shall be named an additional insured for each policy, without offset to any insurance policies of District. Each policy of insurance shall contain a waiver of subrogation. Self-insurance is not acceptable coverage for this Agreement. In the event of any termination or suspension of coverage that is not immediately corrected by Engineer, District shall have the right (but not the obligation) to secure replacement coverage and charge the amount of any premium against any funds due to the Engineer. No insurance policy limit specified herein shall limit the liability of Engineer's obligations to defend and indemnify the District.

12. INDEMNITY

A. Indemnity for Design Professional Services. To the fullest extent permitted by law, Engineer shall, at its sole cost and expense, protect, indemnify, and hold harmless District and its elected officials, officers, attorneys, agents, employees, designated volunteers, successors, assigns and those District agents serving as independent contractors in the role of District officials (collectively "Indemnitees"), from and against any and all damages, costs, expenses, liabilities, claims, demands, causes of action, proceedings, judgments, penalties, liens, and losses of any nature whatsoever, including fees of accountants, attorneys, or other professionals and all costs associated therewith, and reimbursement of attorney's fees and costs of defense (collectively "Liabilities"), whether actual, alleged or threatened, which arise out of, are claimed to arise out of, pertain to, or relate to, in whole or in part, the negligence, recklessness or willful misconduct of Engineer, its officers, agents, servants, employees, subcontractors, materialmen, contractors or their officers, agents, servants or employees (or any entity or individual that Engineer shall bear the legal liability thereof) in the performance of design professional services under this Agreement by a "design professional," as the term is defined under California Civil Code Section 2782.8(c)(2). In no event shall the cost to defend charged to Engineer exceed Engineer's proportionate share of fault.

B. Other Indemnities. Other than in the performance of design professional services, and to the fullest extent permitted by law, Engineer shall, at its sole cost and expense, defend, hold harmless and indemnify the Indemnitees from and against any and all damages, costs, expenses, liabilities, claims, demands, causes of action, proceedings, judgments, penalties, liens, and losses of any nature whatsoever, including fees of accountants, attorneys, or other professionals and all costs associated therewith and the payment of all consequential damages (collectively "Claims"), in law or equity, to the extent caused by the negligence or willful misconduct of Engineer, its officers, agents, servants, employees, subcontractors, materialmen, contractors or their officers, agents, servants or employees (or any entity or individual that Engineer shall bear the legal liability thereof) in the performance of this Agreement, as determined by judicial decision or by the agreement of the Parties. Engineer shall defend the Indemnitees in any action or actions filed in connection with any Claim with counsel of the Indemnitees' choice, and shall pay all costs

and expenses, including all attorneys' fees and experts' costs actually incurred in connection with such defense. Engineer shall reimburse the Indemnitees for any and all legal expenses and costs incurred by the Indemnitees in connection therewith.

C. All duties of Engineer under this Section 12 shall survive termination of the Agreement.

13. EXTRA SERVICES

There will be no payment for extra services by Engineer unless it is expressly authorized by the District's General Manager, or a majority of the Board of Directors, if required. Compensation for any extra services shall be in accordance with Exhibit "A" attached hereto and incorporated by this reference.

14. RIGHT TO AMEND

This Agreement shall be subordinate to the provisions of any existing or future agreement between District and the United States by which District obtains federally-owned surplus property or federal aid for the improvement, operation, and/or maintenance of the airport. If the Federal Aviation Administration or any other federal agency requires modifications or changes in this Agreement as a condition for the granting of funds for the improvement of the air terminal or lands and improvements covered by its laws, rules, or regulations, Engineer agrees to consent to the amendments, modifications, revisions, supplements, or deletions of any of the terms, conditions, or requirements of this Agreement as may be required to obtain such funds. This right to amend will not affect payment to Engineer for previously approved expenses and completed services.

15. NOTICES

All notices required herein shall be in writing and may be given by personal delivery or by registered or certified mail, postage prepaid, and addressed to District at 3217 Terminal Drive, Santa Maria, California 93455, and to Engineer at Tartaglia Engineering, 480 Front Street, Grover Beach, CA 93433. Any party may at any time change its address for such notice by giving written notice of such change to the other parties. Any notice provided for herein shall be deemed delivered upon being addressed and deposited as aforesaid at any United States Post Office or branch or substation or in any United States mailbox, or at time of personal delivery.

16. ATTORNEY'S FEES

In the event either party hereto commences any legal action or proceeding against the other party to perform or keep any term, covenant or condition of this Agreement to be kept or performed by the other party, the party prevailing in such action shall be entitled to recover court costs and a reasonable attorney's fee to be fixed by the court.

17. OTHER ENGINEERING SERVICES

District reserves the right to contract with Engineer or other engineering firms for engineering and design services on a project-by-project or other basis.

18. NON-DISCRIMINATION

Engineer shall not discriminate in any way against any person on the basis of race, color, religious creed, national origin, ancestry, sex, age, physical handicap, medical condition or marital status in connection with, or related to, the performance of this Agreement.

19. NON-LIABILITY OF DISTRICT OFFICERS AND EMPLOYEES.

No officer or employee of the District will be personally liable to Engineer, in the event of any default or breach by the District or for any amount that may become due to Engineer.

20. INTERPRETATION OF THIS AGREEMENT.

The parties acknowledge that each party and its attorney had the opportunity to review, negotiate and revise this Agreement and that the normal rule of construction to the effect that any ambiguities are to be resolved against the drafting party shall not be employed in the interpretation of this Agreement or any document executed and delivered by any party in connection with the obligations contemplated by this Agreement.

21. TIME IS OF THE ESSENCE.

Time is of the essence in this Agreement and each covenant and term is a condition herein.

22. NO WAIVER OF DEFAULT.

No delay or omission of District to exercise any right or power arising upon the occurrence of any event of default shall impair any such right or power or shall be construed to be a waiver of any such default or an acquiescence therein; and every power and remedy given by this Agreement to District shall be exercised from time to time and as often as may be deemed expedient in the sole discretion of District.

23. ENTIRE AGREEMENT AND AMENDMENT.

In conjunction with the matters considered herein, this Agreement contains the entire understanding and Agreement of the parties and there have been no promises, representations, Agreements, warranties or undertakings by any of the parties, either oral or written, of any character or nature hereafter binding except as set forth herein. This Agreement may be altered, amended or modified only by an instrument in writing,

executed by the parties to this Agreement and by no other means. Each party waives their future right to claim, contest or assert that this Agreement was modified, canceled, superseded, or changed by any oral Agreements, course of conduct, waiver or estoppel.

24. SUCCESSORS AND ASSIGNS.

All representations, covenants and warranties set forth in this Agreement, by or on behalf of, or for the benefit of any or all of the parties hereto, shall be binding upon and inure to the benefit of such party, its successors and assigns.

25. CALIFORNIA LAW.

This Agreement shall be governed by and interpreted according to the laws of the State of California. Any litigation between the Parties relating to this Agreement or the services shall be filed in State court in the County of Santa Barbara.

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

Dated: September 24, 2026

Approved as to content for District:

DISTRICT:

Martin Pehl, General Manager

Steve Brown, President

Approved as to form:

Michael B. Clayton, Secretary

Craig A. Steele, District Counsel

ENGINEER:

John A. Smith, P.E.
Principal

CERTIFICATION OF ENGINEER

I hereby certify that I am the owner or principal executive officer and duly authorized representative of the firm of TARTAGLIA ENGINEERING, a sole proprietorship owned by John A. Smith, whose address is 480 Front Street, Grover Beach, California 93433, and that neither I nor the firm I represent has:

- A. Employed or retained for commission, percentage, brokerage contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the above firm) to solicit or secure this contract.
- B. Agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the contract; or
- C. Paid or agreed to pay to any firm, organization, or person (other than a bona fide employee working solely for me or the above firm) any fee, contribution, donation, or consideration of any kind for or in connection with procuring or carrying out the contract, except as herein expressly stated (if any):

I hereby certify that I am a registered and California licensed civil engineer.
License Number: C46852

I acknowledge that this certificate is to be furnished to the Federal Aviation Administration of the United States Department of Transportation in connection with this contract involving participation of Airport Infrastructure Grant (AIG) funds and is subject to applicable state and federal laws, both criminal and civil.

(Date)

JOHN A. SMITH, Owner

STATEMENT OF UNDERSTANDING

The following reflects our understanding of the project and our involvement therein, based on our several communications & meetings with District staff and FAA personnel:

- A. The next project on the District's ACIP is the Taxilane Pavement Rehabilitation project, focused on pavement rehabilitation on taxilanes in and around the airport's aircraft storage hangar complex.
- B. The work will be accomplished in a single "construct and reimburse design" grant approach, with the District pursuing an AIG grant in 2026 after bids are received.
- C. Because the primary scope of work consists of constructing concrete drip aprons in front of the hangar doors and performing surface rehabilitation of existing asphalt and concrete pavement areas, a geotechnical investigation is not anticipated for this project.
- D. There will be topographic survey performed for the improvement plans. Tartaglia will use the base map from the Airport Layout Plan and perform a field site visit to mark out and measure the pavement rehabilitation areas in the field.
- E. Tartaglia Engineering will be involved in all five Phases of the project: Preliminary Engineering, Design, Bidding, Construction and Closeout.
- F. The construction is anticipated to start in August-October 2026.

SCOPE OF PROJECT

The proposed project at Santa Maria Public Airport consists of the rehabilitation of pavement surfaces within and adjacent to the Airport's aircraft storage hangar complex. The project is intended to improve the overall condition, functionality, and long-term serviceability of existing taxilanes and associated paved areas that have experienced deterioration from age, operational loading, and surface water intrusion. Improvements will address localized pavement failures, foreign object debris (FOD) generation, surface drainage and grade deficiencies, and other areas of distressed pavement impacting safe and efficient aircraft operations. All construction activities are anticipated to occur within existing paved surfaces and developed airfield areas.

The scope of actual construction work includes:

- Airfield safety and security, including delineation around work areas.
- Sawcut and removal of existing asphalt paved structural sections and portland cement concrete sections in a localized fashion.
- Earthwork and subgrade preparation.
- Reconstruction of the surface, asphalt or portland cement concrete, as appropriate.
- Application of an asphalt pavement surface treatment.
- Application of pavement markings.

The application of P-608 emulsified seal coat will be an Additive Alternate Bid Schedule. All other work items are included in the Base Bid Schedule. The estimated cost of construction is:

Base Bid:	\$1.4 million
Base Bid Plus Additive Alternate A:	\$1.6 million

SCOPE OF SERVICES

This contract is for professional services related to all five phases: Preliminary, Design, Bidding, Construction, and Completion which may include, but not necessarily be limited to, the following:

1. PRELIMINARY ENGINEERING PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Attend and actively participate in a Project Kick-Off Meeting to accomplish the following:
 - Establish goals and objectives for the work.
 - Identify all deliverables and establish timeline for project milestones.
 - Gain an understanding of District bidding procedures.
 - Identify the need, if any, for construction permits.
 - Identify all environmental constraints and issues.
 - Establish construction constraints relative to circulation patterns.
 - Define closure requirements and anticipated project phasing.
 - Establish calendar, daily, and weekly construction work-window constraints.
 - Prepare and distribute meeting minutes documenting discussions and action items.
- C. Prepare a Categorical Exclusion (Cat-Ex) in accordance with applicable federal National Environmental Policy Act (NEPA) requirements and guidelines. Submit the Cat-Ex to the FAA and coordinate with the FAA through review and approval, including preparation of any required revisions.

- D. Conduct an inventory and evaluation of existing facilities and conditions, including a review of all District-provided files, reports, and plans. Develop a working understanding of existing site conditions, infrastructure, and project design constraints.
- E. Conduct a multi-day site visit to review and evaluate existing pavement conditions within the project area. During the site visit, areas requiring pavement rehabilitation shall be identified, documented, and marked in the field. Observed pavement deficiencies, including areas of distress, cracking, settlement, and surface deterioration, shall be evaluated to determine appropriate limits of rehabilitation. The identified rehabilitation areas shall subsequently be translated to the project improvement plans for inclusion in the design documents.
- F. Prepare a preliminary summary of project approach (construction), proposed phasing and sequencing, along with a preliminary construction cost estimate. Assist the District with the preparation of the FAA grant pre-application based on estimated costs.

The following deliverables are due during and before the conclusion of the Preliminary Phase:

- Summary report describing the proposed project approach.
- Preliminary design documents.
- Proposed construction phasing plan.
- Preliminary construction cost estimate.

2. DESIGN PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Prepare engineering design of project improvements, to include the following, at a minimum:
 - Cover sheet with project description, sheet schedule and approval blocks.
 - Project layout plan identifying project elements relative to overall airport facilities.
 - Project phasing plans.
 - Demolition and improvement plans, including grading and paving, marking, and electrical.
 - Details.

The plan set is anticipated to be 10 Sheets. Present plans to the District at 50%, and 95%, and bid-ready stages of completion.

- C. Prepare specifications and contract documents to include the following, at a minimum:
 - Notice Inviting Sealed Bids.
 - Bid Proposal.
 - Sample Contract.
 - General and Special Provisions.
 - Technical Specifications.
 - Federal Assurances.

Tartaglia will prepare specification booklets to include District-provided materials including District standard boiler plate specifications and contract. Present specification outline to the District with the 50% complete plan submission. Present draft specifications with the 75% and 95% plan submissions, and complete documents with the bid-ready plans.

- D. Prepare a Construction Safety Phasing Plans (CSPP). Submit the draft with the 75% complete plan-set, and the completed CSPP with the 95% complete plans. Gain District approval. On behalf of the District, upload the CSPP through the FAA's 7460-1 - Notice of Proposed Construction or Alteration, upload and approval process.
- E. Prepare an Engineer's Design Report that summarizes the following, at a minimum:
 - Proposed construction approach and methodology.
 - Anticipated construction phasing and estimated construction duration.
 - Availability and sourcing considerations for construction materials.
 - Recommended project packaging and bidding strategy.
 - Applicable FAA Advisory Circulars and design standards utilized in preparation of the construction documents.
 - A construction cost estimate based on the completed plans, specifications, and bid documents.
- F. Coordinate and provide assistance in securing FAA review and approval of the design.
- G. Perform all final revisions to plans and specifications based on input and review by the District, FAA, and any other agency or entity that has an interest and has provided review comments to the documents.

The following deliverables are due during and before the conclusion of the Design Phase:

- Electronic file copy and two (2) paper copies of the approved plans.
- Electronic file copy and two (2) paper copies of the approved specifications.
- Separate electronic file copy and two (2) paper copies of the CSPP.
- Electronic file copy and two (2) paper copies of Engineer's Design Report.

3. BIDDING PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work. Upon FAA authorization, the project shall proceed into the public bidding phase.
- B. Provide Notice Inviting Sealed Bids to the District in electronic file format for publication, for placement on the District's web site, and for distribution to local and national plan rooms and bidding services.

- C. Utilizing the District's online bidding platform, establish and manage the project bidding portal, including uploading plans, specifications, bid documents, and supporting materials. Administer the bidding platform throughout the Bidding Phase, including management of contractor access, distribution of bidding documents, issuance of addenda, and maintenance of the official plan holders list.
- D. Coordinate, conduct, and prepare meeting minutes for the Pre-Bid Job Walk and Pre-Bid Conference.
- E. Respond to contractor questions and requests for clarification throughout the Bidding Phase in a timely, impartial, and comprehensive manner. Maintain documentation of all questions and responses and prepare, post, and distribute addenda through the District's online bidding platform, as necessary.
- F. Prepare a detailed bid tabulation spreadsheet summarizing all bids received, including unit pricing, total bid amounts, bid comparisons, and identification of any mathematical discrepancies. Identify listed subcontractors for each bidder.
- G. Review bids received for responsiveness and compliance, including verification of Department of Industrial Relations (DIR) registration, and contractor licensing requirements.
- H. Prepare a summary letter documenting the bidding process, evaluation of bids received, and recommendation for award of contract for submission to the FAA.

The following deliverables are due during or before the conclusion of the Bidding Phase:

- Pre-Bid Conference agenda and minutes.
- Addenda as necessary.
- Electronic Excel copy of the detailed bid tabulation summary for all bids received.
- Summary letter documenting the bid process, bid review, and recommendation for award of contract.

4. CONSTRUCTION PHASE

Contract duration based on award of construction contract, either:

- **Base Bid** **80 Calendar Days**
 - **Base Bid plus Additive Alternate A** **85 Calendar Days**
 - **BB plus Additive A plus Negotiated** **95 Calendar Days**
- Additional work**

***Fee work-up includes all three contract duration scenarios described above.**

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.

B. Organize and Facilitate Pre-Construction Conference:

- Part One will cover a general overview of the project scope, phasing, sequencing, and anticipated impacts to airport circulation. Tenants and airport users will be invited to participate in this portion.
- Part Two will focus on a detailed discussion of the construction methods and logistics necessary for project completion.

C. Construction contract management:

- Assist District in the preparation of contracts.
- Active communication between all parties of interest including the District, contractor, and tenants. Provide project updates and advance scheduling information in a format suitable for District dissemination to parties of interest.
- Support the District in securing DIR registration for the project and in assuring contractor responsibilities for DIR registration and upload of payroll statements.
- Support the District and contractor in management of construction site stormwater management responsibilities.
- Actively manage, respond to, and document through log record all Requests for Information (RFI's), and other contractor-initiated communication, along with official responses.
- Material submittal review (15 anticipated for this project).
- Monitoring the contractor's progress in relation to the contract performance period and the engineer-approved baseline schedule provided by the contractor.
- Facilitate weekly construction progress meetings and prepare ongoing meeting minutes documenting key discussions and actions.
- Preparation and submission of the FAA's weekly Construction Progress and Inspection Report, with photo attachment.
- Periodic employee interviews for verification of Davis-Bacon compliance.
- Manage issues during construction as they develop. Render opinion regarding contract obligation, additional work based on unforeseen conditions or circumstances, District-initiated modification or change, etc. Prepare and issue Requests for Proposals (RFP's), receive and negotiate cost proposals, prepare Change Orders, and gain District and FAA approval of same.
- Review and approval of contractor periodic progress payments.
- Periodic review of the CSPP to confirm effectiveness. Modify if appropriate with revisions submitted to FAA for review and approval.
- Participate in Preliminary Final and Final inspections. Prepare and distribute Punch List.
- Prepare final correspondence to the Airport District for final acceptance. Prepare and submit Notice of Project Final Acceptance.

D. Construction observation:

- Active inspection of all contractor operations.
- Field engineering and interpretation of plan and specification.
- Engaging dialog with the contractor through 'look-ahead' tailgate meetings:
 - Issues and opportunities.
 - Phasing and sequencing.
 - Lighting, delineation, and FOD check.
 - Perimeter security issues, and gate access protocol.
- Daily inspection reports to include the following, at a minimum:
 - Day, date, and contract day.
 - Weather and working conditions (twice each shift).
 - Men, equipment, and material delivery.
 - Work accomplished and materials testing.
- Scheduling and coordination of all construction materials testing for Quality Assurance.
- Site inspection for compliance with CSPP. Provide input regarding any necessary modifications to the plan.
- Monitor contractor performance regarding site access, path of travel, escort, vehicle and equipment delineation, etc.
- Photo documentation of all activities.
- Review material certifications (weight tickets, material tags, etc., for compliance with approved submittals).
- Review contractor-prepared "As-Built" marked up drawings.
- Document contractor performance relative to construction site storm water management.
- Establish individual pay items quantities through field measurement or from material delivery tickets.
- Complete contractor compensation adjustment worksheets based on performance.
- Determine periodic pay and final pay quantities.
- Participate in preliminary and final inspections, with input to the Punch List.

Tartaglia will provide a Resident Project Representative (RPR) on-site whenever the contractor is working. For budgeting purposes, planned full-time inspection will include the contract plus one day before and one day after the contract period for mobilization and demobilization. Tartaglia will budget 59 days for Base Bid, and an additional 5 days (64 total) for Additive Alternate A and an additional 6 days (70 total) for the negotiated extra work.

E. Construction materials testing (performed by Sub-Consultant):

- Subgrade preparation.
- Caltrans aggregate base.
- Hot-mix asphalt pavement (Caltrans).
- Portland cement concrete slumps and cylinders (P-610).

5. COMPLETION PHASE

- A. Provide project management, coordination, communication, invoicing, and overall administration of Tartaglia Engineering and all associated subconsultants throughout this phase of work.
- B. Establish final pay quantities and final compensation to contractor, including any adjustments based on performance. Prepare Balancing Change Order.
- C. Receive marked-up As-Built plans prepared by the contractor. With Inspector input, revise electronic file version of the project plans to reflect the completed project.
- D. Assure complete contractor vacation of the airport and yard, removal of any contractor locks, removal of all excess materials and disposal facilities for solid and sanitary waste, etc.
- E. Confirm receipt of all O&M manuals, contractor close-out submittals.
- F. Prepare a Final Engineer's Report documenting the project from start to successful completion, including photo documentation and all materials testing results.
- G. Prepare a Construction Project Final Acceptance form (5100-129) and provide to the District for signature and processing to the FAA.
- H. Provide final accounting documentation for the contractor and professional support team. Provide documentation to District in support of either a grant amendment or de-obligation of unused grant funds.

The following deliverables are due at the conclusion of the Completion Phase:

- Final Engineer's Report.
- Project accounting including final contractor pay quantities and balancing change order.
- Project photos.
- All materials testing results and material submittals.
- As-Built plans.
- All weekly progress reports.
- All daily construction inspection reports.
- Results of all payroll interviews.
- Letter certifying the project as complete and in support of grant closure.

TIME FOR PERFORMANCE

Tartaglia Engineering provided and performed the work of the Preliminary, Design, and Bidding Phases in accordance with the schedule discussed with staff, consistent with the FAA schedule for receipt of a grant "based on bids". Tartaglia Engineering will perform the services of the Construction and Completion Phases according to the following:

Pre-Construction Conference:	Anticipating August 2026
Notice to Proceed (with construction):	Upon receipt of FAA authorization
Construction:	80, 85, or 95 calendar-day contract
Completion Phase:	Within 90 days of construction acceptance

COMPENSATION SUMMARY

All services identified in the Scope of Services Section of this Exhibit, on a Time and Materials Basis, Not to Exceed:

Preliminary Phase	\$23,300.00
Design Phase	\$101,500.00
Bidding Phase	\$29,800.00
Construction Phase	\$177,600.00 (Base Bid Only) or \$189,400.00 (Base Bid Plus Add. Alt.) or \$204,200.00 (Base Bid Plus Add. Alt. Plus Negotiated Extra Work)
Completion Phase	\$20,400.00

Total Agreement Compensation, Not to Exceed:

If only Base Bid Awarded	\$352,600.00
If Base Bid and Additive Alternate Awarded	\$364,400.00
If Base Bid and Additive Alternate and Negotiated Extra Work Awarded	\$379,200.00

***The total contract amount is contingent to award of the construction contract.**

TARTAGLIA ENGINEERING HOURLY RATE SCHEDULE

Principal-In-Charge.....	\$243.00 per hour
Licensed Land Surveyor	\$185.00 per hour
Registered Civil Engineer	\$205.00 per hour
Project Manager	\$165.00 per hour
Technician III - Engineer / Survey / Environmental.....	\$144.00 per hour
Technician II - Engineer / Survey / Environmental.....	\$118.00 per hour
Technician I - Engineer / Survey / Environmental	\$95.00 per hour
Clerical.....	\$76.00 per hour
Professional Travel Time.....	\$114.00 per hour

Inspector:	Day, Straight Time	\$168.00 per hour
	Day, Overtime	\$219.00 per hour
	Night, Straight Time	\$182.00 per hour
	Night, Overtime.....	\$235.00 per hour
	(Minimum night shift = 4 hours)	

Survey Party:	One Man.....	\$250.00 per hour
	Two Man	\$344.00 per hour

(Compensation to field surveyors performing construction staking and layout, and to construction inspectors, shall be in accordance with prevailing wage requirements.)

Direct expenses shall be reimbursed as follows:

Mileage	\$0.70 per mile
Per diem	\$237.00 per man-day
Reproduction, postage, express mail shipping, advertising.....	At Cost
Sub-consultant services.....	At Cost
Supplies including monuments and construction staking material.....	At Cost
Permit, plan check, and agency inspection fees.....	At Cost

Tartaglia Engineering DIR# 1000049201

Fee Schedule subject to change after December 31, 2026

Exhibit E
Santa Maria Public Airport

TAXILANE PAVEMENT REHABILITATION
Preliminary, Design, Bidding, Construction, Completion

Tartaglia Engineering
Fee Work-Up

		Principal	Land Survey.	Civil Eng	Tech. III	Tech. II	Tech. I	Clerical	Survey 1-Man	Inspect. Day ST	Inspect. Night ST	Inspect. OT	Prof. Travel	Mileage	Per-Diem	Total
Task	Description	\$243.00	\$185.00	\$205.00	\$144.00	\$118.00	\$95.00	\$76.00	\$250.00	\$168.00	\$182.00	\$219.00	\$114.00	\$0.70	\$237.00	
1 Preliminary Eng. Phase																
A	Management of team & work	5.0		5.0				2.0								\$2,392.00
B	Kick-off meeting	4.0		4.0		4.0										\$2,264.00
C&D	Inventory & Cat-Ex	2.0	3.0	6.0	4.0		11.0	2.0								\$4,044.00
E	Site Visit & Rehab Layout	2.0		32.0		16.0										\$8,934.00
F	Prelim. design & summary	3.0	3.0	7.0	9.0	5.0	8.0	2.0								\$5,517.00
	Supplies, Postage															\$149.00
	Sub-Total															\$23,300.00
2 Design Phase																
A	Management of team & work	6.0		4.0				4.0								\$2,582.00
B	Prepare improvement plans	15.0		98.0	107.0	147.0	22.0	6.0								\$59,035.00
C	Prepare specs. / contract docs.	13.0		38.0		14.0										\$12,601.00
D	Prepare CSPP & process	2.0		3.0	18.0	4.0	16.0									\$5,685.00
E	Engineer's Design Report	4.0		20.0	16.0			2.0								\$7,528.00
F	Coord. FAA review / approval	6.0		6.0	5.0	3.0	1.0	1.0								\$3,933.00
G	Perform all revisions.	2.0		15.0	18.0	12.0	20.0	2.0								\$9,621.00
	Supplies, Prints, Postage															\$515.00
	Sub-Total															\$101,500.00
3 Bidding Phase																
A	Management of team and work	4.0		4.0				3.0								\$2,020.00
B	Provide Notice Inviting Bids	1.0		3.0				1.0								\$934.00
C	Distribute doc & Manage Bid			4.0	4.0			5.0								\$1,776.00
D	Pre-Bid Job Walk	3.0		12.0	8.0			2.0								\$4,493.00
E	Answer questions. Addenda.	4.0		20.0	24.0	8.0		1.0								\$9,548.00
F	Bid Tabulation	1.0		10.0	3.0		10.0	3.0								\$3,903.00
G&H	Review bids & Summar letter	5.0		15.0		3.0										\$4,644.00
	Supplies, Postage															\$2,482.00
	Sub-Total															\$29,800.00

Exhibit E
Santa Maria Public Airport

TAXILANE PAVEMENT REHABILITATION
Preliminary, Design, Bidding, Construction, Completion

Tartaglia Engineering
Fee Work-Up

		Principal	Land Survey.	Civil Eng	Tech. III	Tech. II	Tech. I	Clerical	Survey 1-Man	Inspect. Day ST	Inspect. Night ST	Inspect. OT	Prof. Travel	Mileage	Per-Diem	Total
Task	Description	\$243.00	\$185.00	\$205.00	\$144.00	\$118.00	\$95.00	\$76.00	\$250.00	\$168.00	\$182.00	\$219.00	\$114.00	\$0.70	\$237.00	
4A Construction Phase, Base Bid Only		80 Calendar Days														
A	Management of team and work	11.0						11.0								\$3,509.00
B	Pre-Construction Conference	8.0	6.0	16.0	6.0	6.0		2.0								\$8,058.00
C	Construction management	22.0		92.0	46.0	72.0	37.0	4.0								\$43,145.00
D	Construction observation				18.0					472.0				1180.0		\$82,714.00
E	Construction materials testing	See Earth Systems Proposal dated June 12, 2026														\$39,827.00
	Supplies, Postage															\$347.00
	Sub-Total															\$177,600.00
4B Construction Phase, Base Bid Plus Additive Alternate A		85 Calendar Days														
A	Management of team and work	12.0						12.0								\$3,828.00
B	Pre-Construction Conference	8.0	6.0	16.0	6.0	6.0		2.0								\$8,058.00
C	Construction management	24.0		100.0	54.0	80.0	37.0	5.0								\$47,443.00
D	Construction observation				20.0					512.0				1280.0		\$89,792.00
E	Construction materials testing	See Earth Systems Proposal dated June 12, 2026														\$39,827.00
	Supplies, Postage															\$452.00
	Sub-Total															\$189,400.00
4C Construction Phase, Base Bid Plus Add. Alt. A + Negotiated Work		95 Calendar Days														
A	Management of team and work	14.0						14.0								\$4,466.00
B	Pre-Construction Conference	8.0	6.0	16.0	6.0	6.0		2.0								\$8,058.00
C	Construction management	28.0		116.0	60.0	88.0	29.0	6.0								\$52,819.00
D	Construction observation				24.0					560.0				1400.0		\$98,516.00
E	Construction materials testing	See Earth Systems Proposal dated June 12, 2026														\$39,827.00
	Supplies, Postage															\$514.00
	Sub-Total															\$204,200.00

Exhibit E
Santa Maria Public Airport

TAXILANE PAVEMENT REHABILITATION
Preliminary, Design, Bidding, Construction, Completion

Tartaglia Engineering
Fee Work-Up

		Principal	Land Survey.	Civil Eng	Tech. III	Tech. II	Tech. I	Clerical	Survey 1-Man	Inspect. Day ST	Inspect. Night ST	Inspect. OT	Prof. Travel	Mileage	Per-Diem	Total
Task	Description	\$243.00	\$185.00	\$205.00	\$144.00	\$118.00	\$95.00	\$76.00	\$250.00	\$168.00	\$182.00	\$219.00	\$114.00	\$0.70	\$237.00	
5 Completion Phase																
A	Management of team and work	5.0						2.0								\$1,367.00
B	Final pay qty. & adjust.			12.0						4.0						\$3,132.00
C	Prepare As-Built plans	4.0	4.0	12.0	11.0	6.0	6.0			2.0						\$7,370.00
D&E	Contractor close out			4.0												\$820.00
F	Final Engineer's Report	4.0		20.0		4.0	2.0	1.0								\$5,810.00
G&H	Final documentation	3.0		3.0				4.0								\$1,648.00
	Supplies, Postage															\$253.00
	Sub-Total															\$20,400.00
Summary																
					Estimated Construction Cost - Base Bid										\$1,400,000.00	
					Estimated Construction Cost - Base Bid plus Additive Alternate A										\$1,600,000.00	
												Services as a Percent of Construction				
				Preliminary, Design, and Bidding Phases Combined								9.7%		\$154,600.00		
				Construction (Base Bid) and Completion Phases Combined								14.1%		\$198,000.00		
				Construction (BB + Add. Alt. A) and Completion Phases Combined								13.1%		\$209,800.00		
				Construction (BB + Add. Alt. A + Neg. Work) and Completion Phases Combined								14.0%		\$224,600.00		
Total, if Base Bid is Awarded: Preliminary, Design, Bidding, Construction, and Completion Phase Services (Task 1, 2, 3, 4A, and 5)															\$352,600.00	
Total, if Base Bid plus Additive Alternate A is Awarded: Preliminary, Design, Bidding, Construction, and Completion Phase Services (Task 1, 2, 3, 4B, and 5)															\$364,400.00	
Total, if Base Bid plus Additive Alternate A is Awarded: Preliminary, Design, Bidding, Construction, and Completion Phase Services (Task 1, 2, 3, 4C, and 5)															\$379,200.00	
Notes and Assumptions																
1	Task items line up, one for one, with tasks identified in the Scope of Services portion of Exhibit A.															
2	Inspector mileage on site = 20 miles per shift															
3	Tartaglia does not mark-up third party invoicing, printing, shipping, supplies, etc.															
4	RPR Time Base Bid: Assumed 59 days for Base Bid and 64 Days for Base Bid plus Add. Alt. A. and 70 days for BB plus Add. Alt. A plus Negotied Work															



EARTH SYSTEMS

4378 Santa Fe Road | San Luis Obispo, CA 93401 | (805) 544-3276 | www.earthsystems.com

June 12, 2026

Mr. Jason Hargreaves
Tartaglia Engineering
P.O. Box 476
Pismo Beach, CA 93448

PROJECT: SANTA MARIA REGIONAL AIRPORT (SMX)
TAXILANE PAVEMENT REHABILITATION
SANTA MARIA, CALIFORNIA

SUBJECT: Request for Professional Service Fee Proposal for Construction Phase Quality Assurance and Acceptance Materials Testing Services, from Tartaglia Engineering, dated June 1, 2026

Dear Mr. Hargreaves:

Earth Systems Pacific (Earth Systems) is pleased to present this cost proposal for the Santa Maria Airport's Taxilane Pavement Rehabilitation Project. This proposal has been prepared per the issued Request for Proposal (RFP) dated June 1, 2026. We understand that the project is planned to begin construction in August/September of 2026 and that it will be subject to Prevailing Wage Law.

We understand that the project includes rehabilitation of taxilane pavement and auxiliary improvements within and adjacent to the aircraft storage hangar complex

This proposal is based upon our review of the RFP. The attached fees are for typical QA testing and reporting, with management oversight of our personnel. We understand that Tartaglia Engineering will provide an overall Resident Project Representative (RPR); we have assumed that our services will be coordinated by the RPR.

Our scope will include attendance of a pre-construction conference, material sampling and testing of soils, aggregates, hot mix asphalt (HMA), and concrete, field testing of soils, aggregates, and asphalt, density testing of soils and asphalt, oversight and project management, submittal review, reporting of test results to the Engineer, communication of non-compliance issues, and other necessary tasks associated with QA testing oversight.

Our proposed cost estimate of fees is attached to this proposal.

CONDITIONS

The fees and conditions of this proposal will remain in effect for the duration of this project, assuming it is completed by December 31, 2026. Our technicians and inspectors will attempt, wherever possible, to combine inspections or test multiple items during our site visits, in order to keep the final bill as low as possible. However, as the presence of our personnel at the site will depend upon the contractor's schedule, and the progress of the work, the fees in the attached document are to be considered as estimates only and shall not be construed as guaranteed maximum fees. The invoices



will reflect the actual amount of time spent and service performed and may be greater or less than the estimated amounts. Services will be invoiced on a monthly basis. Based on our current workload, the lead engineer for this project will be the undersigned.

Professional services are expected to be provided largely during regular working hours (i.e., Monday through Friday, 0700 through 1700). All field services provided at night will be billed at overtime rates. Field services provided during regular working hours (if any) will be billed in 1-hour increments, with a minimum of 4 hours per visit. Professional time (field and office) is billed in 0.5-hour increments.

The client is to supply the latest plans and specifications and to notify us of any changes pertinent to the performance of our testing and observation services. The client or client's agent is responsible for contacting this firm when the project begins, and when specific testing services are required. Should unforeseeable conditions require a different approach or additional work, this fee quotation may need to be revised. We would notify the client of any major changes in the proposed scope of work prior to initiating such a change.

Charges for retests or reinspections due to failing results, or when tests or inspections are requested but the contractor is not ready and does not cancel our personnel, are also not included in the estimate and will be billed at hourly rates. This firm will not be responsible for backcharging the contractor for retests or reinspections.

If the client finds the scope of work and estimated fees satisfactory, the return of the attached Work Order indicating the legal entity that will be our client, signed and dated by the party responsible for payment, will constitute authorization for work to begin. Please also return the attached SB 854 DIR and eCPR Compliance Information Request form to allow for processing of certified payroll reports. This agreement can be terminated by either party upon notification in writing. Earth Systems Pacific's responsibility for the project will end upon completion of the services described herein or termination of the agreement unless authorization to perform additional work and agreement for payment thereof is provided by the client.

Thank you for your consideration of our firm for this project. If you have any questions or require additional information, please contact me at your convenience.

Sincerely,
Earth Systems Pacific


Sydney Johnson
Senior Project Manager


Robert Down, PE 70206
Senior Vice President

Attachments: Testing and Inspection Estimate dated June 12, 2026
 Work Order
 Prevailing Wage and Accounts Payable Information Request Form

Doc. No.: SLO-2606-037.PRP/pm



EARTH SYSTEMS

4378 Santa Fe Road | San Luis Obispo, CA 93401 | (805) 544-3276 | www.earthsystems.com

WORK ORDER

EARTH SYSTEMS PACIFIC ("CONSULTANT") AND CLIENT AGREE TO A WORK ASSIGNMENT FOR EARTH SYSTEMS PACIFIC AS FOLLOWS:

Date: June 12, 2026 **Doc. No.:** SLO-2606-037.PRP

Name of Project: SANTA MARIA (SMX) AIRPORT-TAXILANE PAVEMENT REHABILITATION

Order Received by: Sydney Johnson

Client Name: Tartaglia Engineering, Attn.: Mr. Jason Hargreaves

Client Address: PO Box 476, Pismo Beach, California 93448

Location of Project: Santa Maria Regional Airport Municipal Airport, Santa Maria, California

Scope of Services: Per Proposal dated June 12, 2026

Fees to be Charged: Per Proposal dated June 12, 2026*

I have read and agree to all terms of this document, including the attached terms for services (7/2017).

AGREED TO AND ACCEPTED:

Earth Systems Pacific
DIR Public Works Registration No. 1000003643


Robert W. Down, PE 70206
Senior Vice President

June 12, 2026
Date

**PLEASE RETURN A SIGNED COPY
TO EARTH SYSTEMS PACIFIC**

Client (Party responsible for payment)

by Authorized Representative (please print)

Signature and Title

Date

Telephone Number

Email Address

IF THE CLIENT DOES NOT OWN THE PROPERTY, PLEASE FILL IN THE PROPERTY OWNER'S NAME AND ADDRESS:

Name: _____

Address: _____

* Rates are subject to change due to changes in prevailing wage law or its application. In the event that it is determined or alleged that Prevailing Wage Law applies to any additional aspect of the project, the client agrees to pay Earth Systems Pacific (Consultant) any and all additional compensation necessary to adjust Consultant's wage, to pay any penalties that may be levied against Consultant due to alleged noncompliance with the Prevailing Wage Law, and to pay for apprentices, supervision, certified payrolls, and other administrative costs as necessary to comply with Prevailing Wage Law. In the event that work thought to be subject to prevailing wage is determined not to be subject to prevailing wage, no refund of fees will be given.

July 2026 Fee Schedule

TERMS FOR SERVICES

1. INVESTIGATION, MONITORING & INSPECTION If the services include monitoring or inspection of soil, construction and/or materials, Client shall authorize and pay for Consultant to provide sufficient observation and professional inspection to permit Consultant to form opinions according to accepted statistical sampling methods as to whether the work has been performed in accordance with recommendations. Such opinions, while statistically valid, do not guaranty uniformity of conditions or materials. Similarly, soils and geology investigations do not guaranty uniformity of subsurface conditions. Client hereby represents and warrants that it has provided and shall provide to Consultant all information and sufficient advance notice necessary in order for Consultant to perform the appropriate level of services. No statement or action of Consultant can relieve Client's contractors of their obligation to perform their work properly. Consultant has no authority to stop the work of others.

2. SITE ACCESS & UTILITIES Client has sole responsibility for securing site access and locating utilities.

3. BILLING AND PAYMENT Client will pay Consultant the proposal amount or, if none is stated, according to the fee schedule attached to the proposal. Payment is due on presentation of invoices, and is delinquent if Consultant has not received payment within thirty (30) days from date of an invoice. Client will pay an additional charge of 1 1/2 (1.5) percent per month (or the maximum percentage allowed by law, whichever is lower) on any delinquent amount, excepting any portion of the invoiced amount that is disputed in good faith. Each payment will first be applied to accrued interest, costs and fees and then to the principal unpaid amount. All time spent and expenses incurred (including any in-house or outside attorney's fees) in connection with collection of any delinquent amount will be paid by the Client to Consultant per Consultant's current fee schedule. Services to be performed by Consultant hereunder which are not set forth in this proposal and/or Work order are additional services. Any additional services provided by Consultant shall be subject to the terms of this contract and charged per Consultant's current fee schedule.

4. OWNERSHIP OF DOCUMENTS Consultant owns all documents it creates and grants Client limited license to use the documents for the purposes stated in the documents. Consultant reserves the right to withhold delivery of documents to Client until payment in full of current invoices has been received.

5. TERMINATION This agreement may be terminated by either party effective 7 days from the date of written notice, or if the client suspends the work for three (3) months. In the event of termination, Consultant will be paid for services performed prior to the date of termination plus reasonable termination expenses. If Consultant has not received payment for any invoice within 30 days from the date of the invoice, or in the event of anticipatory breach by Client, Consultant may suspend performance of its services immediately and may terminate this contract.

6. RISK ALLOCATION In order for Client to obtain the benefit of a fee which includes a lesser allowance for compensating Consultant for its litigation risk, Client agrees to indemnify, hold harmless and defend Consultant, its agents, employees, or officers, from and against any and all loss, claim, expenses, including attorney's fees, injury, damages, liability or costs arising out of non-design services (i.e., services other than as defined by Civil Code Section 2784) performed by Consultant on this project, except where such loss injury, damage, liability, cost, expenses or claims are the result of the sole negligence or willful misconduct of Consultant. Regarding any loss due to the negligence or willful misconduct of Consultant, or any loss due to design defects, Client agrees to limit the total aggregate liability of Consultant, its agents, employees, and officers to Client, and to all construction contractors and subcontractors on the entire project, to the greater of \$25,000.00 or total fees charged by Consultant. Client further agrees to require of the contractor and his subcontractors an identical limitation of Consultant's liability for damage suffered by the contractor or the subcontractor arising from any alleged breach or negligence of Consultant. You should consult with an attorney experienced in construction contracts and litigation regarding this provision.

7. HAZARDOUS MATERIALS Consultant is responsible only for hazardous materials brought by Consultant onto the site. Client retains ownership and responsibility in all respects for other hazardous materials and associated damage.

8. THIRD PARTIES AND ASSIGNMENT This Contract is intended only to benefit the parties hereto. No person who is not a signatory to this Contract shall have any rights hereunder to rely on this Contract or on any of Consultant's services or reports without the express written authorization of Consultant. This Contract shall not be assigned by Client without the Consultant's written consent. This Contract is binding on any successor companies to Client or Consultant, and on the surviving corporation in the event of a merger or acquisition.

9. GOVERNING LAW, SURVIVAL AND FORUM SELECTION The contract shall be governed by laws of the Federal Government. If any of the provisions contained in this agreement are held invalid, the enforceability of the remaining provisions will not be impaired. Limitations of liability, indemnities, representations and warranties by Client will survive termination of this agreement. The signatories represent and warrant that they are authorized by the entities on whose behalf they sign to enter into this contract and that their principals have filed fictitious business name statements, if required. All disputes between Consultant and client related to this agreement will be submitted to the court of the county where Consultant's principal place of business is located and client waives the right to remove the action to any other county or judicial jurisdiction.



Prevailing Wage and Accounts Payable Information Request

Thank you for this opportunity to be of service on your public works project. Please complete and return this form to allow us to comply with California's prevailing wage requirements, and to prepare Earth Systems' invoices in accordance with your organization's billing requirements in a timely manner. Thank you!

Legal Name of Earth Systems	Earth Systems Pacific
PWC Registration No.	1000003643
Earth Systems Project No.	

PUBLIC WORKS PROJECT REGISTRATION INFORMATION:

CLIENT'S PROJECT NAME	
DIR PROJECT ID (PWC-100)	
APPLICABLE BID ADVERTISEMENT DATE	
CLIENT'S REPRESENTATIVE FOR DIR PROJECT ID INFORMATION	Name: E-mail: Phone No.:
LABOR COMPLIANCE PROGRAM (LCP) APPLICABLE TO THIS PROJECT?	Yes or No If yes, please confirm if Earth Systems will be subject to the LCP and provide a copy of the LCP manual to Earth Systems before start of project.

CLIENT'S BILLING REQUIREMENTS:

PURCHASE ORDER NO. (if applicable)	
ADDITIONAL INFORMATION REQUIRED ON INVOICES	
SPECIFY ANY ADDITIONAL FORMS OR BILLING FORMATS REQUIRED TO BE SUBMITTED WITH INVOICES (please attach example)	
ACCOUNTS PAYABLE CONTACT INFORMATION	Name: E-mail: Phone No.:
INVOICE DELIVERY METHOD	E-mail: Mailing Address:
Date	

Doc. No.: SLO-2606-037.PRP/pm



EARTH SYSTEMS

SANTA MARIA AIRPORT (SMX)
RUNWAY 12-30 REHABILITATION

PROJECT:
SANTA MARIA AIRPORT (SMX)
TAXILANE PAVEMENT REHABILITATION

ESP PROPOSAL NO.: SLO-2606-037.PRP
JUNE 12, 2026

PRECONSTRUCTION + CLERICAL				
SENIOR PROFESSIONAL	6	HR	\$220.00	\$ 1,320.00
TECHNICIAN	6	HR	\$175.00	\$ 1,050.00
PRINCIPAL ENGINEER	6	HR	\$265.00	\$ 1,590.00
DIR REPORTING	17	EA	\$100.00	\$ 1,700.00
MILEAGE	75	MI	\$1.00	\$ 75.00
SUBTOTAL: PRECONSTRUCTION + CLERICAL				\$ 5,735.00
QUALITY ASSURANCE (QA) TESTING				
TECHNICIAN - HMA	24	HR	\$175.00	\$ 4,200.00
IGNITION OVEN CALIBRATION	1	EA	\$890.00	\$ 890.00
HMA QUALITY TESTING - PER CALTRANS, PER LOT	4	EA	\$1,450.00	\$ 5,800.00
DENSITY TESTS	20	EA	\$10.00	\$ 200.00
TECHNICIAN - SOILS	48	HR	\$175.00	\$ 8,400.00
MAX DENSITY/OPTIMUM MOISTURE CURVE	5	EA	\$340.00	\$ 1,700.00
SIEVE ANALYSIS - AGG. BASE	1	EA	\$230.00	\$ 230.00
R-VALUE - AGG. BASE	1	EA	\$355.00	\$ 355.00
DENSITY TESTS	24	EA	\$10.00	\$ 240.00
TECHNICIAN - P-610 SAMPLING/RETURN SAMPLES TO LAB NEXT DAY	12	HR	\$175.00	\$ 2,100.00
CONCRETE COMPRESSION TESTS	3	SET	\$200.00	\$ 600.00
MILEAGE	260	MI	\$0.95	\$ 247.00
SENIOR PROFESSIONAL	16	HR	\$220.00	\$ 3,520.00
PRINCIPAL PROFESSIONAL	8	HR	\$265.00	\$ 2,120.00
TECHNICAL ASSISTANT	8	HR	\$130.00	\$ 1,040.00
TECHNICIAN - UNSUITABLE SUBGRADE	8	HR	\$175.00	\$ 1,400.00
SENIOR PROFESSIONAL - UNSUITABLE SUBGRADE	6	HR	\$175.00	\$ 1,050.00
SUBTOTAL: QUALITY ASSURANCE (QA) TESTING				\$ 34,092.00
TOTAL:				\$ 39,827.00

Independent Fee Estimates, LLC

July 28, 2026

Mr. Mike Flores
Manager of Finance and Administration
Santa Maria Airport
3217 Terminal Dr
Santa Maria, CA 93455

RE: Independent Fee Estimate
For Santa Maria Airport
Taxilane Pavement Rehabilitation
Design, Bidding, and Construction Services

Dear Mr. Flores;

Please find attached the detailed Independent Fee Estimate (IFE) spreadsheets for your Taxilane Pavement Rehabilitation for Santa Maria Airport. If you have any questions regarding the hours, fees, or line items, please feel free to contact me at your convenience to discuss those items.

The hours were estimated based upon by the "Statement of Understanding" (which included a Scope of Services), plus a blank spreadsheet which you provided via email on July 1, 2026. You also provided responses to several questions we had regarding the information provided via email on July 24, 2026.

Each of the individual tasks are broken down in the attached spreadsheets. However, a summary of the estimated costs for this project include the following items:

Preliminary Engineering:	\$ 24,190.50
Design:	\$ 91,445.00
Bidding:	\$ 21,230.00
Construction Services, Base Bid Only:	\$ 199,669.50
Construction Services, Add Alt A:	\$ 209,699.75
Completion Phase:	<u>\$ 17,570.00</u>
Total for All Services (Base Bid Only):	\$ 354,105.00
Additive Amount for Additive Alt A:	\$ 10,030.25

It was our understanding that your consultant will be providing the services for this project from their office in Grover Beach, California. We therefore calculated the hours for site visits with travel time and expenses associated with that location. In conjunction with that, we used

the General Services Administration's mileage rate of \$0.725/mile, and a "travel day" per diem rate of \$65/day. It did not appear as though any overnight per diem will be required due to the close proximity of the Airport to your consultant's office. The GSA rates are typically accepted for FAA-funded projects.

It was also our understanding that the construction duration for the Base Bid will be 80 Calendar Days, the duration for the Additive Alternate will be 85 Calendar Days, and there will be approximately 10 plan sheets.

This cost estimate based its research for labor, overhead, and associated fees for completing this type of work for consulting firms in California. Please note that labor costs may differ from the estimate and actual costs should be reviewed and assessed for acceptability given local circumstances, credentials, and the experience of the assigned personnel.

After the Airport and the FAA have determined that this IFE is acceptable, and after any line items have been addressed to your satisfaction, please submit this letter as an **invoice for \$2,390** to your accounting department for services rendered.

Remember to include the fee for this IFE as an Administrative Expense in your first FAA Request For Reimbursement (RFR) as it is 90%+ reimbursable by the FAA.

Thank you for the opportunity to assist Santa Maria Airport with this project.

Sincerely,

J. D. Heithoff

J. D. Heithoff, P.E., C.M.
Senior Airport Engineer

	Independent Fee Estimate													
	Santa Maria Airport													
	Taxilane Pavement Rehabilitation													
	July 28, 2026													
			Principal	Land Survey.	Civil Eng	Tech. III	Tech. II	Tech. I	Clerical	Inspect. Day ST	Travel Day diem	Mileage	Overnight Per-Diem	Total
Task	Description	\$250.00	\$185.00	\$205.00	\$145.00	\$120.00	\$100.00	\$85.00	\$170.00	\$69.00	\$0.725	\$297.00		
1 Preliminary Eng. Phase														
A	Management of team & work	3		6				3						\$2,235.00
B	Kick-off meeting	3		3		3								\$1,725.00
C	Cat-Ex	1		8		2								\$2,130.00
D&E	Inventory & Site Visit	8		8		8					3	60		\$4,850.50
F	Rehab Layout	4		20		40								\$9,900.00
F2	Prelim. Cost Est & Grant App	2		6		10	2	2						\$3,300.00
	Supplies, Postage													\$50.00
	Sub-Total													\$24,190.50
2 Design Phase														
A	Management of team & work	4		8				4						\$2,980.00
B	Prepare Plans (10 sheets)	25		71	76	48	18							\$39,385.00
C	Prepare specs. / contract docs.	16		47				18						\$15,165.00
D	Prepare CSPP & 7460	3		13	20	18	4							\$8,875.00
E	Engineer's Design Report	4		14	24			1						\$7,435.00
F	Coord. FAA review / approval	4		6	6	4		4						\$3,920.00
G	Perform all revisions.	9		26	20	14	9	5						\$13,485.00
	Supplies, Prints, Postage													\$200.00
	Sub-Total													\$91,445.00
3 Bidding Phase														
A	Management of team and work	2		4				2						\$1,490.00
B	Provide Notice Inviting Bids	1		2				1						\$745.00
C	Distribute Docs & Manage Bid	1		3	2			4						\$1,495.00
D	Pre-Bid & Job Walk	4		12	12	1		1						\$5,405.00

[illegible]

	Independent Fee Estimate												
	Santa Maria Airport												
	Taxilane Pavement Rehabilitation												
	July 28, 2026												
		Principal	Land Survey.	Civil Eng	Tech. III	Tech. II	Tech. I	Clerical	Inspect. Day ST	Travel Day diem	Mileage	Overnight Per-Diem	Total
Task	Description	\$250.00	\$185.00	\$205.00	\$145.00	\$120.00	\$100.00	\$85.00	\$170.00	\$69.00	\$0.725	\$297.00	
Summary													
					Estimated Construction Cost - Base Bid							\$1,400,000.00	
					Estimated Const Cost - Base Bid plus Add Alt A							\$1,600,000.00	
										Services as % of Const			
					Prelim, Design, & Bid Phases Combined					8.6%		\$136,865.50	
					Const (Base Bid) & Completion Combined					15.5%		\$217,239.50	
					Const (BB + Add. Alt. A) & Comp Combined					14.2%		\$227,269.75	
Total - if Base Bid is Awarded: Prelim, Design, Bidding, Const, & Completion (Task 1, 2, 3, 4A, and 5)												\$354,105.00	
Total - if Base Bid plus Add Alt is Awarded: Prelim, Design, Bid, Const, & Completion (Task 1, 2, 3, 4B, and 5)												\$364,135.25	

Independent Fee Estimate
Santa Maria Airport
Taxilane Pavement Rehabilitation
July 28, 2026

Description					
QA Materials Testing Services		# of Units	Unit	Unit Price	Cost
1	Project Management & Admin				
	PM / Senior Geotech (Scope, invoices, final review)	9	Hours	\$ 270.00	\$ 2,430.00
	Project Engineer (Daily reports)	6	Hours	\$ 220.00	\$ 1,320.00
	Project Engineer (2 meetings)	8	Hours	\$ 220.00	\$ 1,760.00
	Project Engineer (Final Report)	8	Hours	\$ 220.00	\$ 1,760.00
	Mileage (2 days)	160	Miles	\$ 0.725	\$ 116.00
	Admin Support (invoices & report copies)	6	Hours	\$ 120.00	\$ 720.00
2a	Subgrade & Soils Work				
	Technician (4 days x 6 hours / day)	24	Hours	\$ 170.00	\$ 4,080.00
	Nuke Gauge	4	Days	\$ 65.00	\$ 260.00
	Mileage (4 days)	320	Miles	\$ 0.725	\$ 232.00
2b	Unsuitable Soils Allowance				
	Project Engineer (1 site visit)	4	Hours	\$ 220.00	\$ 880.00
	Technician (2 days x 6 hours / day)	12	Hours	\$ 170.00	\$ 2,040.00
	Nuke Gauge	2	Days	\$ 65.00	\$ 130.00
	Mileage (3 days)	240	Miles	\$ 0.725	\$ 174.00
3	Aggregate Base				
	Technician (4 days x 6 hours / day)	24	Hours	\$ 170.00	\$ 4,080.00
	Nuke Gauge	4	Days	\$ 65.00	\$ 260.00
	Mileage (4 days)	320	Miles	\$ 0.725	\$ 232.00
4	Structural Concrete				
	Technician (3 days x 6 hours / day concrete tests)	18	Hours	\$ 170.00	\$ 3,060.00
	Mileage (3 trips)	240	Miles	\$ 0.725	\$ 174.00
5	Sample Collection				
	Runner Tech (P-152, P-209 & P-610 collections)	8	Hours	\$ 145.00	\$ 1,160.00
	Mileage (1+3 days)	320	Miles	\$ 0.725	\$ 232.00
6	Asphalt Testing				
	Technician (4 days x 10 hours / day)	40	Hours	\$ 170.00	\$ 6,800.00
	Travel Meal Expenses & Misc	4	EA	\$ 69.00	\$ 276.00
	Mileage (4 trips)	320	Miles	\$ 0.725	\$ 232.00
7	Lab Services				
	Aggregate Base Course Proctor	1	EA	\$ 365.00	\$ 365.00
	AC Gyratory Compaction (set of 2)	4	EA	\$ 600.00	\$ 2,400.00
	Asphalt Core - Specific Gravity	32	EA	\$ 93.00	\$ 2,976.00
	Atterberg Limits	1	EA	\$ 270.00	\$ 270.00
	Compressive Strength Cylinders	15	EA	\$ 50.00	\$ 750.00
	Grain Size (sieve only)	4	EA	\$ 185.00	\$ 740.00
	Moisture Content	4	EA	\$ 52.00	\$ 208.00
	Standard Proctor	2	EA	\$ 305.00	\$ 610.00
Total for QA Materials Testing					\$ 40,727.00

QA Materials Testing Sub