



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

**Thursday  
June 12, 2025**

**Administration Building  
Airport Boardroom  
6:00 P.M.**

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

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

**CALL TO ORDER**

**PLEDGE OF ALLEGIANCE**

**ROLL CALL: Moreno, Adams, Brown, Clayton, Guy**

- 1. MINUTES OF THE REGULAR MEETING HELD MAY 22, 2025**
- 2. MINUTES OF THE SPECIAL MEETING HELD JUNE 5, 2025**
- 3. 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**
- 4. GENERAL MANAGER'S REPORT**
- 5. MANAGER OF FINANCE & ADMINISTRATION REPORT**
  - a) Demand Register**

6. **PUBLIC SESSION:** Statements from the floor will be heard during public session. Request to Speak forms are provided for those wishing to address the board. After completing the form, please give it to the Clerk. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public are cordially invited to speak on agenda items as they occur. Staff reports covering agenda items are available for review in the offices of the General Manager on the Tuesday prior to each meeting. The Board will establish a time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.
7. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE 29<sup>TH</sup> AMENDMENT OF LEASE BETWEEN THE DISTRICT AND CJJ FARMING.**
8. **REVIEW AND APPROVAL OF THE BUDGET FOR FISCAL YEAR 2025-2026.**
9. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE FIRST AMENDMENT OF MEMORANDUM OF AGREEMENT BETWEEN THE DISTRICT AND UBER TECHNOLOGIES, INC.**
10. **AUTHORIZATION FOR THE PRESIDENT AND SECRETARY TO EXECUTE THE FIRST AMENDMENT OF MEMORANDUM OF AGREEMENT BETWEEN THE DISTRICT AND LYFT, INC.**
11. **AUTHORIZATION FOR THE GENERAL MANAGER TO EXECUTE THE CHANGE ORDER BETWEEN THE DISTRICT AND CONTROLLED KEY SYSTEMS, INC. FOR THE SECURITY ACCESS CONTROL FOR THE CUSTOMS BUILDING.**
12. **CLOSED SESSION.** The Board will hold a Closed Session to discuss the following item(s):
  - a) Conference with Legal Counsel-Existing Litigation (Paragraph (1) of Subdivision (d) of Gov. Code Section 54956.9): Santa Maria Public Airport District v. California State Water Resources Control Board et al. (San Luis Obispo Superior Court Case No. 24CV-0379)
13. **DIRECTORS' COMMENTS.**
14. **ADJOURNMENT.**

MINUTES OF THE REGULAR BOARD  
MEETING OF THE BOARD OF DIRECTORS  
OF THE SANTA MARIA PUBLIC AIRPORT  
DISTRICT HELD MAY 22, 2025

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 Moreno, Adams, Brown, Guy, and Clayton. General Manager, Pehl, Manager of Finance & Administration Reade, and District Counsel Cheung.

1. MINUTES OF THE REGULAR MEETING HELD May 8, 2025. Director Brown made a Motion to approve the minutes of the regular meeting held May 8, 2025. Director Guy Seconded, and it was carried by a 5-0 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 six times to discuss current projects.
  - 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: General Manager Pehl informed the Board that the Runway Rehabilitation project is out to bid. Mr. Pehl and Vice President Adams will be attending a retirement party for the FAA Director, Airports Division, for the Western Pacific Region on the 30<sup>th</sup>.
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 073695 through 073727 in the amount of \$113,391.50, was recommended for approval as presented. Director Adams made a Motion to accept the Demand Register as presented. Director Brown Seconded, and it was carried by a 5-0 vote.
  - b) Budget vs. Actual. Received and filed.
  - c) Financial Statements. Received and filed.
  - d) Delinquent Tenant Report. Received and filed.
5. PUBLIC SESSION: Statements from the floor will be heard during public session. Request to Speak forms are provided for those wishing to address the board. After completing the form, please give it to the Clerk. Requests requiring board action will be referred to staff and brought on the next appropriate agenda. Members of the public are cordially invited to speak on agenda items as they occur. Staff reports covering

agenda items are available for review in the offices of the General Manager on the Tuesday prior to each meeting. The Board has established a three-minute time limit for receipt of testimony. The board reserves the right to establish further time limits for receipt of testimony.

No one requested to speak.

6. Presentation by REACH Central Coast regarding membership opportunities.
7. Authorization for the General Manager to provide an annual sponsorship and serve as the primary member for the REACH Council for one year. Director Adams made a Motion. Director Guy Seconded, and it was carried by the following roll call vote. Directors Moreno, Guy, and Clayton, voted "Yes". Directors Adams and Brown voted "No".
8. Resolution 944. A Resolution of the Board of Directors of the Santa Maria Public Airport District amending rates and charges for 2025/2026 fiscal year. Director Adams made a Motion to approve. Director Brown Seconded, and it was carried by the following roll call vote. Directors Moreno, Adams, Brown, Guy, and Clayton, voted "Yes".
9. Authorization for the General Manager to execute the Upgrades, Scope/and or Schedule Change Acknowledgement 2 between the District and FFP BTM Solar, LLC. Director Brown made a Motion to approve. Director Adams Seconded, and it was carried by a 5-0 vote.
10. Authorization for the General Manager to execute the Change Order for the U.S. Customs Upgrades: Building & Site Civil between the District and Newton Construction & Management, Inc. This item was tabled.
11. Authorization for the President and Secretary to execute the Revocable Permit Agreement between the District and Skydive Santa Barbara, LLC. Director Adams made a Motion to approve. Director Guy Seconded, and it was carried by a 5-0 vote.
12. Authorization for the President and Secretary to execute the Revocable License Agreement between the District and Vally Art Gallery for the display area in the terminal. Director Brown made a Motion to approve. Director Clayton Seconded, and it was carried by a 5-0 vote.

RECESS: At 7:10 p.m.

Return to OPEN SESSION: At 7:15 p.m. The Board and staff reconvened to Open Session.

13. Closed Session. At 7:15 p.m. the Board went into Closed Session to discuss the following item(s):
  - a) Conference with Legal Counsel-Existing Litigation (Paragraph (1) of Subdivision (d) of Gov. Code Section 54956.9): Santa Maria Public Airport District v. California State Water Resources Control Board et al. (San Luis Obispo Superior Court Case No. 24CV-0379)
  - b) Conference with Real Property Negotiators: 3249 Terminal Drive, Suite 110, Santa Maria, CA 93455. Agency negotiators: General Manager and District Counsel. Negotiating parties: Milt Guggia Enterprises, Inc. dba Pepper Garcias's. Under Negotiation: Terms of lease (Gov. Code Section 54956.8).

At 7:40 p.m., the Board and staff reconvened to Open Public Session.

There were no reportable actions.



14. Directors' Comments. Director Guy dislikes Forefront charging an amount greater than the original contract. He understands the predicament, but he opposes it because it stems from the contractor delaying the project.

Director Adams thinks the solar project will be good for the District. He believes REACH is a good organization, but the timing is wrong due to cash flow.

Director Clayton stated that the District is heading in the right direction.

Director Brown agrees with Director Guy on the solar project.

Director Moreno agrees with Directors Guy and Brown on the solar project. He stated that REACH will be good for the airport in the long run.

15. Adjournment: President Moreno asked for a Motion to adjourn to a Regular Meeting to be held on June 12, 2025, at the regular meeting place. Director Adams made that Motion, Director Brown Seconded, and it was carried by a 5-0 vote.

#### ORDER OF ADJOURNMENT

This Regular Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 7:45 p.m. on May 22, 2025.

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Ignacio Moreno, President

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Steven Brown, Secretary

MINUTES OF THE SPECIAL BOARD  
MEETING OF THE BOARD OF DIRECTORS  
OF THE SANTA MARIA PUBLIC AIRPORT  
DISTRICT HELD JUNE 5, 2025

The Board of Directors of the Santa Maria Public Airport District held a Special Meeting at the regular meeting place at 5:30 p.m. Present were Directors Moreno, Adams, and Clayton, General Manager, Pehl, Manager of Finance & Administration, Reade, and District Counsel, Cheung. Directors Brown and Guy were absent.

1. PUBLIC SESSION FOR ITEMS ON THE AGENDA: 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. The Board will establish a time limit for receipt of testimony.  
  
No one requested to speak.
2. Update and discussion of Runway Rehabilitation and related Capital Projects and Funding. John Smith, Tartaglia Engineering presented to the Board. Discussion was held and direction was given to move forward with the project.
5. ADJOURNMENT. President Moreno asked for a Motion to adjourn to a Regular Meeting to be held on June 12, 2024, at 6:00 p.m. at the regular meeting place. Director Adams made that Motion, Director Clayton Seconded and it was carried by a 3-0 vote.

ORDER OF ADJOURNMENT

This Special Meeting of the Board of Directors of the Santa Maria Public Airport District is hereby adjourned at 5:47 p.m. on June 5, 2025.

\_\_\_\_\_  
Ignacio Moreno, President

\_\_\_\_\_  
Steve Brown, Secretary

2024-2025

**DEMAND REGISTER  
SANTA MARIA PUBLIC AIRPORT DISTRICT**

Full consideration has been received by the Santa Maria Public Airport District for each demand, numbers 073728 to 073784 and electronic payments on Pacific Premier Bank and in the total amount of \$517,455.10.

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MARTIN PEHL  
GENERAL MANAGER

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DATE

The undersigned certifies that the attached register of audited demands of the Santa Maria Public Airport District for each demand, numbers 073728 to 073784 and electronic payments on Pacific Premier Bank in the total amount of \$517,455.10 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.

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VERONEKA READE  
MANAGER OF FINANCE AND ADMINISTRATION

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DATE

THE BOARD OF DIRECTORS OF THE SANTA MARIA PUBLIC AIRPORT DISTRICT APPROVED PAYMENT OF THE ATTACHED WARRANTS AT THE MEETING OF JUNE 12, 2025.

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STEVE BROWN  
SECRETARY

**Santa Maria Public Airport District**

**Demand Register**

Check Number	Check Date	Vendor Name	Check Amount	Description
* 73728	5/29/2025	Adamski Moroski	\$7,718.88	Legal Counsel Services
* 73729	5/29/2025	ADB SAFEGATE Americas LLC	\$1,691.11	Lighting Maint. - Landing Area
* 73730	5/29/2025	Advanced Cable Systems	\$18,388.39	Access Control Upgrades
* 73731	5/29/2025	American Industrial Supply	\$111.90	Shop Supplies
* 73732	5/29/2025	AT&T	\$179.33	Telephone Service
* 73733	5/29/2025	Bedford Enterprises, Inc.	\$267.45	Hangar Maintenance
* 73734	5/29/2025	Bomar Security & Investigation	\$5,536.00	Security Service
* 73735	5/29/2025	Brandt, Michelle	\$319.00	Tenant Refund
* 73736	5/29/2025	City of Santa Maria	\$515.00	Construction Meter Fees
* 73737	5/29/2025	City of Santa Maria-Util Div	\$9,558.02	Utilities - Water
* 73738	5/29/2025	Consolidated Electrical Distributors, Inc.	\$444.80	Lighting Maint. - Terminal
* 73739	5/29/2025	Ferguson US Holdings, Inc.	\$137.31	Terminal Maintenance
* 73740	5/29/2025	Grainger	\$347.03	Shop Supplies
* 73741	5/29/2025	Gsolutionz, Inc.	\$407.03	Voice Svcs 4/22- 5/21/25
* 73742	5/29/2025	Hayward Lumber Company	\$257.35	Pavement Maintenance - Terminal
* 73743	5/29/2025	Home Depot	\$706.73	Terminal/Hangar Maintenance
* 73744	5/29/2025	Interstate Batteries	\$125.01	Vehicle Maintenance
* 73745	5/29/2025	J B Dewar, Inc	\$817.14	Unleaded/Diesel Fuel
* 73746	5/29/2025	Local Copies, Etc.	\$31.59	Airfest Invitations
* 73747	5/29/2025	McMaster-Carr	\$108.21	Office Equipment
* 73748	5/29/2025	Mead & Hunt, Inc.	\$7,500.00	Airport Consulting Service
* 73749	5/29/2025	Mission Linen Service	\$157.93	Uniform Service
* 73750	5/29/2025	Newton Construction & Mgmt., Inc	\$207,827.70	US Customs Upgrades
* 73751	5/29/2025	Santa Maria Valley Crop Service	\$4,107.22	Weed/Wildlife Abatement
* 73752	5/29/2025	Sherwin-Williams	\$55.53	Pavement Maint.- Terminal
* 73753	5/29/2025	Smith's Alarms & Electronics Inc.	\$2,706.67	Fire Alarm Maint. - Annual
* 73754	5/29/2025	State Water Resources Control Board	\$447.16	Site Cleanup Program Jan-Mar 2025
* 73755	6/2/2025	The UCLA Foundation	\$48,000.00	Conservation Easement
* 73756	6/6/2025	Advantage Answering Plus	\$439.72	Answering Service
* 73757	6/6/2025	Alpha Fire Corporation	\$850.00	Fire Alarm Maintenance
* 73758	6/6/2025	Alpine Refrigeration Heating & Cooling	\$2,878.18	Terminal Maint.(Pepper Garcia's)
* 73759	6/6/2025	American Industrial Supply	\$290.53	Hangar Maintenance
* 73760	6/6/2025	AT&T	\$89.35	Telephone Service
* 73761	6/6/2025	Blueglobes, LLC	\$248.49	Lighting - Landing Area
* 73762	6/6/2025	Bomar Security & Investigation	\$7,434.00	Security Service
* 73763	6/6/2025	CNH Industrial Accounts	\$165.55	Vehicle Maintenance
* 73764	6/6/2025	Coast Networkx	\$210.00	Network Support Services
* 73765	6/6/2025	Gsolutionz, Inc.	\$91.70	GPS Cloud Services
* 73766	6/6/2025	Hayward Lumber Company	\$71.88	Hangar Maintenance
* 73767	6/6/2025	Heath, Ray	\$3,575.20	Consulting Svcs - Contingencies
* 73768	6/6/2025	J B Dewar, Inc	\$4,428.89	Unleaded/Diesel Fuel
* 73769	6/6/2025	Jack's All American Plumbing	\$160.00	FBO Maintenance

**Santa Maria Public Airport District**

**Demand Register**

Check Number	Check Date	Vendor Name	Check Amount	Description
* 73770	6/6/2025	JD Humann Landscaping, Inc	\$1,257.50	Terminal Maint. /Landscaping
* 73771	6/6/2025	LSC Communications	\$42.13	FAA Publications
* 73772	6/6/2025	MarTeeny Designs	\$550.00	Website Maintenance
* 73773	6/6/2025	Mission Linen Service	\$315.86	Uniform Service
* 73774	6/6/2025	Oberon3, Inc	\$50.00	Terminal Maintenance
* 73775	6/6/2025	Pacific Telemanagement Services	\$463.00	Pay Phone Svcs - Terminal
* 73776	6/6/2025	Petty Cash Fund	\$159.22	Petty Cash Reimbursement
* 73777	6/6/2025	RB Clean & Sweep	\$500.00	Street Sweeping
* 73778	6/6/2025	Safeguard Business Systems	\$505.22	Bank Checks
* 73779	6/6/2025	San Luis Powerhouse	\$3,335.00	Emerg. Generator Quarterly Testing
* 73780	6/6/2025	Santa Maria Valley Crop Service	\$4,107.22	Weed/Wildlife Abatement
* 73781	6/6/2025	Service Star	\$12,937.12	Janitorial Service
* 73782	6/6/2025	U.S. Bank Equipment Finance	\$573.14	RICOH Printer Lease
* 73783	6/6/2025	Verizon Wireless	\$1,978.27	Mobile Devices / Equipment Charges
* 73784	6/6/2025	VTC Enterprises	\$84.00	Trash - Paper Recycling
Subtotal			<u>\$366,260.66</u>	
ACH	5/20/2025	CalPers	\$7,353.53	Employee Retirement
ACH	5/22/2025	Paychex	\$30,259.16	Payroll
ACH	5/22/2025	Paychex	\$8,294.95	Payroll Taxes
ACH	5/23/2025	Paychex	\$200.49	Paychex Invoice
ACH	5/23/2025	Amazon Capital Services	\$849.95	Office/Shop Supplies, Wildlife Abatement
ACH	5/27/2025	Empower Retirement	\$5,572.70	Employee Paid Retirement
ACH	5/27/2025	Aflac	\$204.24	Employee Voluntary Insurance
ACH	5/27/2025	Frontier Communications	\$951.96	Telephone Service
ACH	5/27/2025	Umpqua Bank	\$7,424.55	Memberships, Computer Software, Hangar Maintenance
ACH	5/27/2025	Ready Refresh	\$43.36	Water Delivery
ACH	5/28/2025	Ultrax	\$30.50	Equipment Lease - Usage Charge
ACH	5/30/2025	Frontier Communications	\$341.83	Telephone Service
ACH	6/2/2025	Principal	\$2,825.60	Employee Dental/Life/Disability Insurance
ACH	6/2/2025	CalPers	\$16,846.00	Unfunded Liability
ACH	6/2/2025	Ready Refresh	\$119.31	Water Delivery
ACH	6/3/2025	CalPers	\$7,353.53	Employee Retirement
ACH	6/5/2025	PG&E	\$17,126.87	Terminal/Admin/Hangar Electricity
ACH	6/5/2025	Frontier Communications	\$984.88	Telephone Service
ACH	6/5/2025	Paychex	\$30,259.18	Payroll
ACH	6/5/2025	Paychex	\$8,294.92	Payroll Taxes
ACH	6/6/2025	Paychex	\$200.49	Paychex Invoice
ACH	6/6/2025	De Lage Landen	\$83.74	Copier

Santa Maria Public Airport District

Demand Register

Check Number	Check Date	Vendor Name	Check Amount	Description
ACH	6/6/2025	Empower Retirement	\$5,572.70	Employee Paid Retirement
		Subtotal	<u>\$151,194.44</u>	
		Total	<u><u>\$517,455.10</u></u>	

## TWENTY NINTH AMENDMENT OF LEASE

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

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

1. Extension of Term. District grants a six-month extension of the Lease commencing July 1, 2025, and expiring December 31, 2025, for Section B, unless sooner terminated. Tenant acknowledges that District does not intend to extend the Lease for Section B upon after December 31, 2025.

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

Dated: November 14, 2024

*Approved as to content for District:*

**SANTA MARIA PUBLIC AIRPORT  
DISTRICT ("DISTRICT")**

\_\_\_\_\_  
General Manager

\_\_\_\_\_  
Ignacio Moreno, President

*Approved as to form for District:*

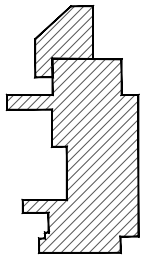
\_\_\_\_\_  
Steve Brown, Secretary

\_\_\_\_\_  
District Counsel

**C.J.J. FARMING, INC., a California  
Corporation ("TENANT")**

\_\_\_\_\_  
Juan Cisneros, General Manager

FOSTER RD.



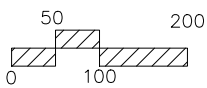
13.52 AC.

12.98 AC.

FOXENWOOD LANE

ORCUTT RD AIRPORT BOUNDARY

UNION VALLEY PKY.



SCALE IN FEET

SANTA MARIA PUBLIC AIRPORT DIST.  
3217 TERMINAL DR. SANTA MARIA, CA. 93454  
(805) 922-1726

DRAWN BY: RAY HEATH  
DATE: 4/15/2024

CJJ FARMING

EXHIBIT "B"

2 OF 2







June 12, 2025

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

**Subject:** Review and Approval of the Budget for Fiscal Year 2025-2026

**Summary**

The Board of Director's Finance Committee met to review the budget. Each account was reviewed by the committee and questions and concerns were addressed. A presentation is attached outlining the highlights of the budget. The presentation will also be reviewed at the Board Meeting.

**Recommendation**

Staff recommends the board approve the Budget for Fiscal Year 2025-2026.

Sincerely,

Veroneka Reade  
Manager of Finance and Administration

Proposed Budget June 30, 2026

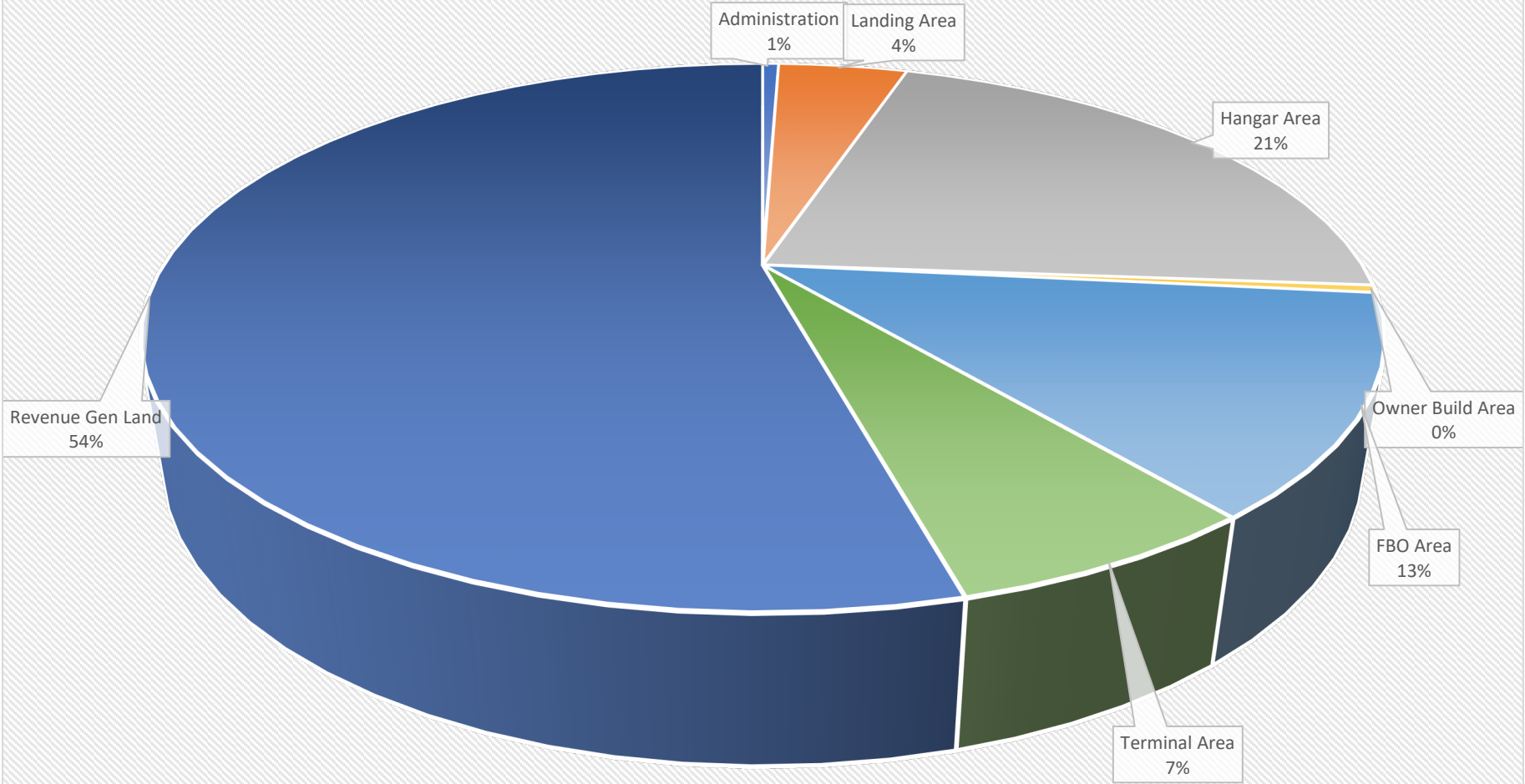


# Operating Revenues

- 2% Increase In Overall Operating Revenues
- 31% Increase in Fuel Flowage Fees
- 6% Increase in Corporate Hangar Area Revenues
- LEO reimbursement no longer Available
- Mobile Home Park revenue increased by 8%
- Administrative income increased by 31% based on prior year
- Commercial Aviation increased 9% based on prior year



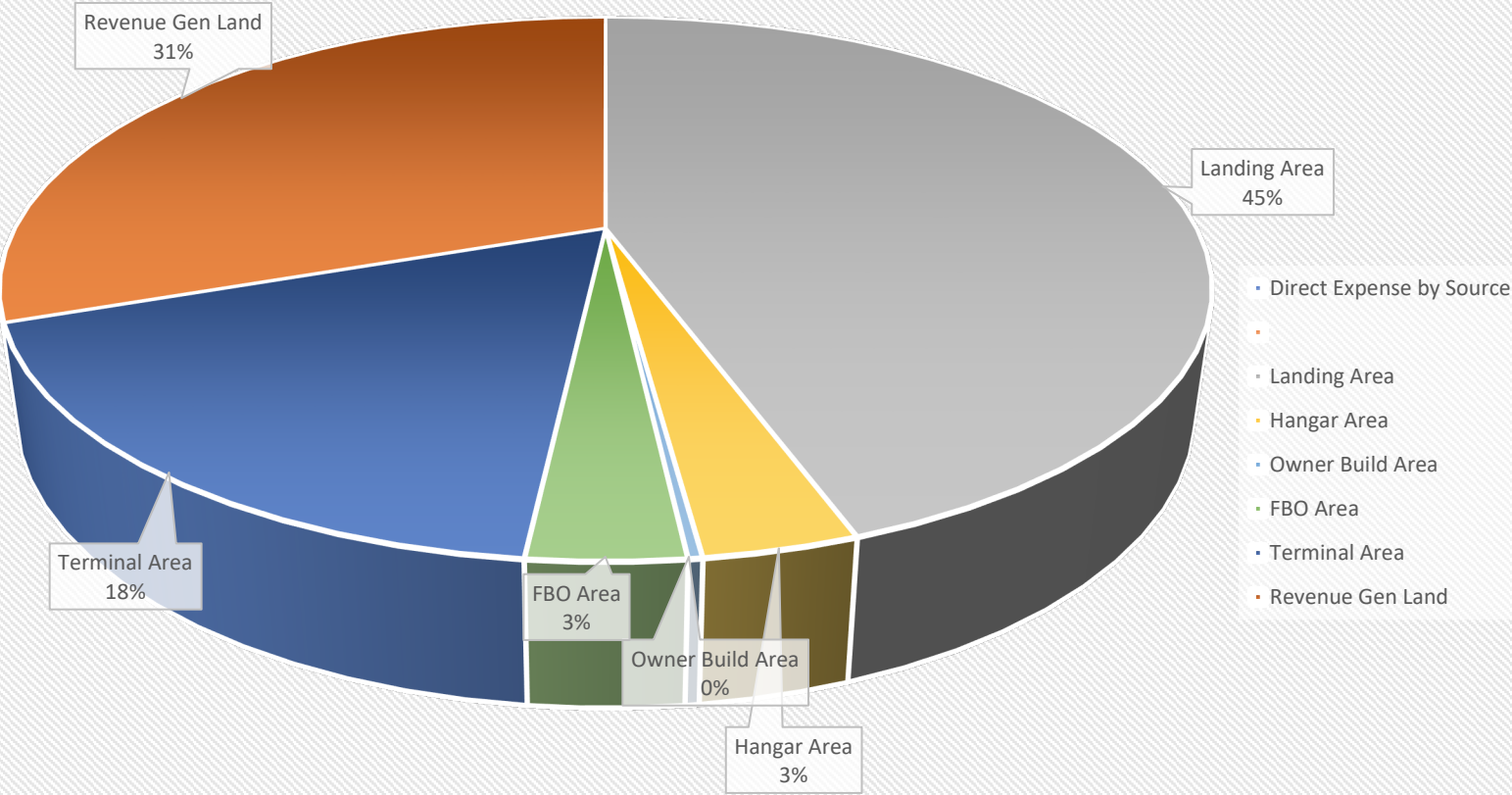
Revenue by Source



# Operating Expenses

- Overall Operating expenses decreased by 1%
- Consulting Professional expense decreased by 82%
- Legal Fees decreased by 63%
- Weed and wildlife expenses increased by 22%
- Maintenance expense remains unchanged
- Conservation easement expense decreased by 98%
- Insurance expense increased by 23%
- Mobile Home Park expenses increased by 7%
- Advertising expense increased by 50% to include customs marketing

Expenses by Source



### SMPAD Capital Budget June 30, 2026

Budget Item	Proposed Budget	BIL Funding	District Share
Runway Rehab	4,579,797	4,350,807	228,990
Mobile Home Park Utility Upgrades	25,000		25,000
Hangar Roof Repair Main Hangar	1,000,000		1,000,000
Terminal Nuns Cap	80,000		80,000
Backflow theft protection	20,000		20,000
Hangar Upgrades	100,000		100,000
Hangar sewer line repair	15,000		15,000
Maintenance/ vault Bldg Repairs	15,000		15,000
Utility Upgrades for EV infrastructure	25,000		25,000
Lightning Rd Repair R&R	300,000		300,000
Access Control and Video Upgrades	150,000		150,000
Airfield Signage & Lighting	20,000		20,000
Drainage Pumps	175,000		175,000
Fire Sation Equipment	12,500		12,500
Heavy Equipment tractor and 2 mowers	250,000		250,000
Hangar taxilanes and ramp repairs	100,000		100,000
Total Capital Budget	6,867,297	4,350,807	2,516,490

**Santa Maria Public Airport District**  
**Cash Flow Analysis**  
**Five Year Period July 1, 2025 through June 30, 2030**

	<b>FY 2025-26</b>	<b>FY 2026-27</b>	<b>FY 2027-28</b>	<b>FY 2028-29</b>	<b>FY 2029-30</b>
Estimated cash balance July 1, 2025	\$ 5,713,320	\$ 4,796,936	\$ 5,310,960	\$ 5,510,611	\$ 6,397,553
Budgeted Revenue	\$ 5,340,266	\$ 5,874,293	\$ 6,168,007	\$ 6,476,408	\$ 6,800,228
Budgeted Expenses	\$ (6,509,460)	\$ (6,183,987)	\$ (5,874,788)	\$ (5,581,048)	\$ (5,301,996)
Encumbered	\$ (1,000,000)	\$ (1,000,000)	\$ (1,000,000)		
Net cash balance before Capital outlays	\$ 4,544,126	\$ 4,487,241	\$ 5,604,180	\$ 6,405,970	\$ 7,895,786
Net capital outlay for fiscal year	\$ (6,867,297)	\$ (8,730,203)	\$ (3,000,000)	\$ (3,000,000)	\$ (3,000,000)
Property Taxes	\$ 2,547,300	\$ 2,623,719	\$ 2,702,431	\$ 2,783,503	\$ 2,867,009
Interest	\$ 222,000	\$ 200,000	\$ 204,000	\$ 208,080	\$ 212,242
AIP Revenue	\$ 4,350,807	\$ 6,730,203			
Land Sale	\$ -				
<b>Projected cash balance at June 30th</b>	<b>\$ 4,796,936</b>	<b>\$ 5,310,960</b>	<b>\$ 5,510,611</b>	<b>\$ 6,397,553</b>	<b>\$ 7,975,036</b>



**Santa Maria Public Airport District**  
**Proposed Budget for Fiscal Year End June 30, 2025**

Description		24-25 Budget	YTD 3/31/2025	25-26 Budget	Increase (Decrease)	Percent Change
61000	Landing fees	90,000	55,753	72,724	(17,276)	-19%
61100	Tiedowns	28,500	22,912	27,909	(591)	-2%
61200	Fuel Flowage Fees	100,000	95,974	131,040	31,040	31%
62000	T-Hangar	620,034	489,243	627,690	7,656	1%
62100	Corporate Hangar	435,914	352,269	461,043	25,129	6%
62200	Owner Build Hangar	23,964	19,970	23,964	-	0%
63000	T-Hangar Storage	51,500	41,859	52,147	647	1%
64100	Main Hangar	141,000	117,520	145,255	4,255	3%
64200	Commercial Aviation	397,000	391,830	433,263	36,263	9%
64300	Land Lease - Com. Aviation	98,600	82,002	98,208	(392)	0%
65000	Car Rental	195,000	136,392	179,869	(15,131)	-8%
65100	Terminal Space Lease	171,000	142,640	172,431	1,431	1%
66100	Agricultural Lease	1,816,840	1,312,673	1,814,540	(2,300)	0%
66200	Non Aviation Land Leases	409,000	341,396	404,735	(4,265)	-1%
66300	Cell Tower Lease	60,600	50,500	64,223	3,623	6%
66400	Mobile Home Parks	559,000	457,630	602,482	43,482	8%
67000	Administrative Income	22,000	24,438	28,745	6,745	31%
67210	Leo Reimbursement	7,000		-	(7,000)	-100%
	Total Operating Income	5,226,952	4,135,001	5,340,266	113,315	2%
80000	620 G&A	14,000	13,666	15,993	1,993	14%
80001	620 MHP - Maintenance	31,000	11,192	23,520	(7,480)	-24%
80002	620 MHP - MHP Liability Insurance	14,000	15,282	15,997	1,997	14%
80003	620 MHP - Property Management	28,200	21,150	28,200	-	0%

**Santa Maria Public Airport District**  
**Proposed Budget for Fiscal Year End June 30, 2025**

Description	24-25 Budget	YTD 3/31/2025	25-26 Budget	Increase (Decrease)	Percent Change
80004 620 MHP - Salaries	128,000	100,478	129,554	1,554	1%
80005 620 MHP - Utilities	200,000	180,439	234,900	34,900	17%
80100 700 Salaries- Administration	522,000	409,734	540,889	18,889	4%
80101 700 Salaries - Maintenance & Operations	545,800	437,126	563,210	17,410	3%
80102 700 Employee Benefits - Other	57,000	51,551	63,357	6,357	11%
80104 700 Employee Benefits - Medical	283,000	232,513	305,839	22,839	8%
80105 700 Medicare Tax	15,500	14,125	17,517	2,017	13%
80106 700 PERS Retirement	354,800	296,400	394,605	39,805	11%
81000 100 ARFF Services	993,000	745,030	993,000	-	0%
81100 100 Electricity	30,000	30,834	26,809	(3,191)	-11%
81100 200 Electricity	31,000	29,565	34,135	3,135	10%
81100 300 Electricity	500	241	344	(156)	-31%
81100 400 Electricity	51,000	46,072	52,813	1,813	4%
81100 500 Electricity	82,000	79,407	106,135	24,135	29%
81100 600 Electricity	17,000	5,257	7,846	(9,154)	-54%
81100 700 Electricity	22,000	18,591	24,485	2,485	11%
81200 400 Natural Gas	2,000	1,459	1,446	(554)	-28%
81200 500 Natural Gas	8,000	5,213	5,335	(2,665)	-33%
81200 700 Natural Gas	1,400	1,158	1,332	(68)	-5%
81300 200 Water	4,000	2,303	3,526	(474)	-12%
81300 300 Water	3,000	3,191	4,734	1,734	58%
81300 400 Water	17,500	9,967	14,801	(2,699)	-15%
81300 500 Water	18,500	14,824	25,313	6,813	37%
81300 700 Water	67,000	50,553	92,586	25,586	38%

**Santa Maria Public Airport District**  
**Proposed Budget for Fiscal Year End June 30, 2025**

Description	24-25 Budget	YTD 3/31/2025	25-26 Budget	Increase (Decrease)	Percent Change
81600 500 Communications	4,500	13,297	16,124	11,624	258%
81600 700 Communications	75,775	48,896	59,919	(15,856)	-21%
81601 200 Communications - Alarm	3,000	2,078	2,818	(182)	-6%
81601 400 Communications - Alarm	3,600	3,336	4,581	981	27%
81601 500 Communications - Alarm	9,000	7,883	10,867	1,867	21%
81602 500 Communications - Wireless	4,400	4,102	6,073	1,673	38%
81602 700 Communications - Wireless	13,500	10,099	18,801	5,301	39%
81603 700 Communications - Access Control	1,300	1,023	1,523	223	17%
82400 200 Supplies Hangar	4,000		-	(4,000)	-100%
82400 500 Supplies Office	5,000	557	10,000	5,000	100%
82400 700 Supplies Office	35,000	20,489	35,000	-	0%
82410 700 Supplies Shop	36,016	38,931	35,000	(1,016)	-3%
82420 700 Supplies- Fire Fighting	60,830	60,830			
82500 700 Fuel Expense	46,000	23,402	45,000	(1,000)	-2%
83000 200 Maintenance Misc	10,000	2,297	10,000	-	
83000 300 Maintenance -Misc	1,000		1,000	-	0%
83000 500 Maintenance - Misc	5,000	5,304	5,000	-	0%
83000 600 Maintenance - Misc	3,300	222	3,500	200	6%
83000 700 Maintenance - Misc	2,000	1,776	2,000	-	0%
83001 100 Maintenance - Lighting	19,000	11,888	19,000	-	0%
83001 200 Maintenance - Lighting	5,000	3,158	5,000	-	0%
83001 500 Maintenance - Lighting	2,500	2,713	2,500	-	0%
83002 100 Maintenance - Generator	2,500	1,781	2,471	(29)	-1%
83002 500 Maintenance - Generator	5,000	3,144	5,000	-	0%

**Santa Maria Public Airport District**  
**Proposed Budget for Fiscal Year End June 30, 2025**

Description			24-25 Budget	YTD 3/31/2025	25-26 Budget	Increase (Decrease)	Percent Change
83003	100	Maintenance - Pavement	14,000		14,000	-	0%
83003	400	Maintenance - Pavement	2,500	6,643	2,500	-	0%
83003	500	Maintenance - Pavement	17,500	6,031	17,500	-	0%
83004	100	Maintenance - Weed/Wildlife	60,000	35,347	73,468	13,468	22%
83005	100	Maintenance - Fencing & Gates	3,000	3,149	3,000	-	0%
83005	200	Maintenance - Fencing & Gates	3,500	467	3,500	-	0%
83005	400	Maintenance - Fencing & Gates	2,300	2,403	2,300	-	0%
83005	500	Maintenance - Fencing & Gates	2,500	2,232	2,500	-	0%
83005	600	Maintenance - Fencing & Gates	8,000	855	8,000	-	0%
83006	200	Maintenance - Building	10,000	14,836	10,000	-	0%
83006	400	Maintenance - Building	8,000	9,184	8,000	-	0%
83006	500	Maintenance - Building	47,707	22,679	47,707	-	0%
83006	700	Maintenance - Building	10,000	3,498	10,000	-	0%
83007	200	Maintenance - Fire Alarm	4,400	3,350	4,579	179	4%
83007	400	Maintenance - Fire Alarm	2,000	630	2,000	-	0%
83008	400	Maintenance - Drainage	5,000	861	5,000	-	
83008	600	Maintenance - Drainage	10,000	1,258	10,000	-	0%
83100	100	Signs	6,500	2,672	6,500	-	0%
83100	500	Signs	1,000		1,000	-	0%
83100	700	Signs			1,000		
83100	600	Signs	1,000	10		(1,000)	-100%
84000	700	Equipment Lease	10,000	7,681	10,000	-	0%
84500	200	Janitorial	15,000	12,705	15,246	246	2%
84500	300	Janitorial	2,800	2,310	2,772	(28)	-1%

**Santa Maria Public Airport District**  
**Proposed Budget for Fiscal Year End June 30, 2025**

Description			24-25 Budget	YTD 3/31/2025	25-26 Budget	Increase (Decrease)	Percent Change
84500	400	Janitorial	2,800	2,310	2,772	(28)	-1%
84500	500	Janitorial	105,282	87,735	105,282	-	0%
84500	700	Janitorial	12,500	10,395	12,474	(26)	0%
84700	200	Landscaping	7,783	5,837	7,783	0	0%
84700	400	Landscaping	1,200	941	1,255	55	5%
84700	500	Landscaping	34,500	28,958	35,211	711	2%
84700	600	Landscaping	11,000	8,240	11,040	40	0%
84700	700	Landscaping	19,500	3,891	10,313	(9,187)	-47%
85000	700	Vehicle Maintenance	77,000	38,026	77,000	-	0%
85400	700	Dues and Membership	75,000	75,911	97,086	22,086	29%
86000	700	Advertising	50,000	14,835	75,000	25,000	50%
86001	700	Consulting - Admin	116,664	100,742	112,171	(4,493)	-4%
86002	500	Consulting Professional	103,500	72,912	103,300	(200)	0%
86002	700	Consulting Professional	283,185	224,185	50,715	(232,470)	-82%
86003	700	Consulting - Legal	267,500	226,443	100,000	(167,500)	-63%
86004	700	Consulting - Security	491,000	330,032	499,737	8,737	2%
86005	700	Bank Fees	2,400	791	2,400	-	0%
86006	700	Computer Software Maintenance	175,904	164,768	166,016	(9,888)	
86007	100	Customs	125,000		125,000	-	
86200	700	Insurance	446,000	464,946	548,187	102,187	23%
86500	700	Permits	12,000	6,217	12,000	-	0%
86600	700	Education and Recognition	23,275	8,710	29,830	6,555	28%
86700	700	Business Travel	30,000	19,829	30,000	-	0%
86800	700	Fire Fighting Training	27,000		27,000	-	0%

**Santa Maria Public Airport District**  
**Proposed Budget for Fiscal Year End June 30, 2025**

Description			24-25 Budget	YTD 3/31/2025	25-26 Budget	Increase (Decrease)	Percent Change
86900	700	Election Expense	30,623	30,623	-	(30,623)	
88001	700	Airfest Expense	75,000	75,000	75,000	-	0%
88009	700	Airfest Expense - Miscellaneous		1,054		-	
88609	700	Conservation Easement	2,075,264	2,017,870	1,050,000	(1,025,264)	
Total Operating Expenses			8,826,008	7,254,529	7,656,540	(84,374)	-1%
Operating Gain/(Loss) W/O Depreciation			(3,599,056)	(3,119,528)	(2,316,273)	197,689	-5%
86015	200	Depreciation - Hangar	27,000	27,000	29,500	2,500	9%
86025	100	Depreciation - Landing Area	2,000,000	1,478,000	2,412,000	412,000	21%
86035	400	Depreciation - FBO	25,000	25,000	18,000	(7,000)	-28%
86045	600	Depreciation - Revenue Generating Land	236,000	241,000	310,000	74,000	31%
86055	500	Depreciation - Terminal	392,000	395,000	375,000	(17,000)	-4%
86100	700	Depreciation - Administration	45,000	200,000	33,000	(12,000)	-27%
Total Depreciation			2,725,000	2,366,000	3,177,500	452,500	17%
Operating Gain/(Loss) With Depreciation			(6,324,056)	(5,485,528)	(5,493,773)	(254,811)	4%
69100	900	Interest and Investment Earnings	250,000	340,000	222,000	(28,000)	-11%
69110	900	AIP Reimbursement			4,350,807	4,350,807	
69120	900	PFC Revenue	65,000	62,000	56,839	(8,161)	-13%
69200	900	Tax Revenues	2,426,000	2,289,000	2,547,300	121,300	5%
Total Nonoperating Income			2,741,000	2,691,000	7,176,946	4,435,946	162%
Net Income/(Loss)			(3,583,056)	(2,794,528)	1,683,173	4,181,136	166%

### **SMPAD Capital Budget June 30, 2026**

Budget Item	Proposed Budget	BIL Funding	District Share
Runway Rehab	4,579,797	4,350,807	228,990
Mobile Home Park Utility Upgrades	25,000		25,000
Hangar Roof Repair Main Hangar	1,000,000		1,000,000
Terminal Nuns Cap	80,000		80,000
Backflow theft protection	20,000		20,000
Hangar Upgrades	100,000		100,000
Hangar sewer line repair	15,000		15,000
Maintenance/ vault Bldg Repairs	15,000		15,000
Utility Upgrades for EV infrastructure	25,000		25,000
Lightning Rd Repair R&R	300,000		300,000
Access Control and Video Upgrades	150,000		150,000
Airfield Signage & Lighting	20,000		20,000
Drainage Pumps	175,000		175,000
Fire Sation Equipment	12,500		12,500
Heavy Equipment tractor and 2 mowers	250,000		250,000
Hangar taxilanes and ramp repairs	100,000		100,000
Total Capital Budget	6,867,297	4,350,807	2,516,490

**FIRST AMENDMENT OF MEMORANDUM OF AGREEMENT  
BETWEEN SANTA MARIA PUBLIC AIRPORT DISTRICT & UBER TECHNOLOGIES, INC.**

**WHEREAS**, on or around April 11, 2019, the Santa Maria Public Airport District ("District") and Uber Technologies, Inc. entered into a Memorandum of Agreement (the "MOA") to provide transportation network company ("TNC") service to the Santa Maria Public Airport; and

**WHEREAS**, the MOA established a per trip fee of two dollars and fifty cents (\$2.50) for each passenger pick-up or drop-off within certain areas of the District; and

**WHEREAS**, the cost of infrastructure maintenance associated with the impact of TNC service has increased substantially since 2019; and

**WHEREAS**, the Parties mutually desire to continue to provide TNC service at the Airport.

For good and valuable consideration, the receipt and sufficiency of which is acknowledged, the SANTA MARIA PUBLIC AIRPORT DISTRICT and UBER TECHNOLOGIES, INC. agree to amend the MOA as follows, effective July 1, 2025:

1. **PER TRIP FEE.** The Per Trip Fee, as described in paragraph 2 of the MOA, is increased to THREE DOLLARS AND FIFTY CENTS (\$3.50).

2. **AGREEMENT TERM.** The MOA term, as described in paragraph 11 of the MOA and as amended by this First Amendment, shall be extended for a period of two (2) years from the effective date of this First Amendment through June 30, 2027 (the "Extended Term"). After the Extended Term, the term of the MOA shall automatically convert to a month-to-month term, unless a Party to the MOA sends a written notice of termination to the other Party at least 30 (30) days prior to the end of the then-current term.

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

Dated: June 12, 2025

**SANTA MARIA PUBLIC AIRPORT DISTRICT**

**UBER TECHNOLOGIES, INC.**

\_\_\_\_\_  
Ignacio Moreno, President

By: \_\_\_\_\_

Name: \_\_\_\_\_

\_\_\_\_\_  
Steve Brown, Secretary

Its: \_\_\_\_\_

*Approved as to content for District:*

\_\_\_\_\_  
*General Manager*

*Approved as to form for the District:*

\_\_\_\_\_  
*District Counsel*



**FIRST AMENDMENT OF MEMORANDUM OF AGREEMENT  
BETWEEN SANTA MARIA PUBLIC AIRPORT DISTRICT & LYFT, INC.**

**WHEREAS**, on or around February 6, 2019, the Santa Maria Public Airport District ("District") and LYFT, Inc. ("Lyft") entered into a Memorandum of Agreement (the "MOA") to provide transportation network company ("TNC") service to the Santa Maria Public Airport; and

**WHEREAS**, the MOA established a per trip fee of two dollars and fifty cents (\$2.50) for each passenger pick-up or drop-off within certain areas of the District; and

**WHEREAS**, the cost of infrastructure maintenance associated with the impact of TNC service has increased substantially since 2019; and

**WHEREAS**, the Parties mutually desire to continue to provide TNC service at the Airport.

For good and valuable consideration, the receipt and sufficiency of which is acknowledged, the SANTA MARIA PUBLIC AIRPORT DISTRICT and LYFT, INC. agree to amend the MOA as follows, effective July 1, 2025:

1. **PER TRIP FEE.** The Per Trip Fee, as described in paragraph 2 of the MOA, is increased to THREE DOLLARS AND FIFTY CENTS (\$3.50).

2. **AGREEMENT TERM.** The MOA term, as described in paragraph 10 of the MOA and as amended by this First Amendment, shall be extended for a period of two (2) years from the effective date of this First Amendment through June 30, 2027 (the "Extended Term"). After the Extended Term, the term of the MOA shall automatically convert to a month-to-month term, unless a Party to the MOA sends a written notice of termination to the other Party at least 30 (30) days prior to the end of the then-current term.

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

Dated: June 12, 2025

**SANTA MARIA PUBLIC AIRPORT DISTRICT**

**LYFT, INC.**

\_\_\_\_\_  
Ignacio Moreno, President

By: \_\_\_\_\_  
Stephen Hayes  
Vice President of Lyft Autonomous, Fleets,  
and Driver Operations

\_\_\_\_\_  
Steve Brown, Secretary

*Approved as to content for District:*

\_\_\_\_\_  
*General Manager*

*Approved as to form for the District:*

\_\_\_\_\_  
*District Counsel*

MEMO  
JUNE 9, 2025

TO: Martin Pehl, General Manager  
PROJECT: US Customs Remodel  
SUBJECT: Access Control, Video Surveillance, Intrusion Detection  
FROM: John A. Smith, Tartaglia Engineering

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The Santa Maria Airport District has a contract with Controlled Key Systems, Inc., for improvements related to access control, intrusion detection, and video surveillance systems, collectively referred to as "Security". Controlled Key mobilized in March, performing "rough-in" of components in support of their systems. The effort allowed Newton Construction to continue with their overall building remodel scope of work. Controlled Key is scheduled back to the site in June to complete their work.

Several elements of access and security were discussed during a site visit / inspection by USCBP in March. With the enhanced security provided by their systems, both exit doors (to apron and to street) require push bar safety devices, along with electronic monitoring hardware intended to alert the station officer of the door open action. In addition, an area microphone within the processing room is needed to accompany the video feed. Lastly, as the Santa Maria Station is serving as an extension to the Los Angeles Customs Region, door locks at SMX are to match the standards and brand for door locks installed at Customs facilities throughout the area. None of these items were discussed or brought up during the Security scoping meeting with USCBP last fall.

Enclosed you will find Change Order No. 1, in the amount of \$7,502.76, intended to address these three items.

	<b>Santa Maria Airport</b>	<b>Change Order No. 1</b>
	<b>US Customs: SECURITY</b>	<b>March 26, 2025</b>

<b>Owner:</b>	<b>Santa Maria Public Airport District</b> 3217 Terminal Drive, Santa Maria, CA 93455
<b>Contractor:</b>	<b>Controlled Key Systems, Inc.</b> 17248 Red Hill Avenue, Irvine, CA 92614-5628

<b>CONTRACT COST SUMMARY</b> Refer to the Description of Work for Details	
ITEM	AMOUNT
Original Contract Amount:	\$185,264.00
Net Cost Change By Previous Change Orders:	\$0.00
Contract Sum Prior to This Change Order:	\$185,264.00
Amount of Change <b>(Increase)</b> , This Change Order:	\$7,502.76
Net Contract Sum Including This Change Order:	\$192,766.76

<b>CONTRACT TIME SUMMARY</b>	
ITEM	
Original Contract Time ( <u>Calendar Days</u> ):	45
Net Contract Time Change By Previous Change Orders:	0
Contract Time Prior to This Change Order:	45
Amount of Contract Time Change <b>(Increase)</b> , This Change Order:	4
Net Contract Time Including This Change Order:	49
Day One:	February 17, 2025
Initial Contract Completion Date:	April 2, 2025
Contract Time Suspended February 23, 2025 (7-calendar days consumed)	
Revised Contract Completion Date: (reflecting this & all previous Change Orders)	To be determined, reflective of date of resumption of work

	<b>Santa Maria Airport</b>	<b>Change Order No. 1</b>
	<b>US Customs: SECURITY</b>	<b>March 26, 2025</b>

## DESCRIPTION OF WORK

The Contract shall be amended in accordance with the following changes in scope of required work and payment therefor as follows:

ITEM	DESCRIPTION	Need verified by site visit and contract review	REFERENCE	PRICE	TIME (working days)
1.01	Purchase and install two push bar glass door exit devices, one each on each door exiting the building – to the apron and to the street.	Yes	Controlled Key Systems Fee Proposal (attached)	\$7,502.76	3 days
1.02	Provide and install two each Medeco cylinder locks as replacement units to USCBP for their providing of lock cylinders to the project, keyed to specific site standards.	Yes			0 days
1.03	Purchase and install a ceiling mount microphone in the process room, tied to the adjacent surveillance camera.	Yes			1 days
	<b>Total</b>			<b>\$7,502.76</b>	<b>4 days</b>

### Reason for Changes:

1.01

The requirement for push bar exit devices including electrified hardware developed during a USCBP site visit. Units were not included in the contract documents.

1.02

Medeco cylinders are required by Los Angeles World Airports (LAWA), to be in the airports keyway – a requirement that was not known at the time of project packaging for construction.

1.03

The need for an area microphone within the processing room / space was identified during the USCBP site visit. The item was not included in the project plans and specifications.

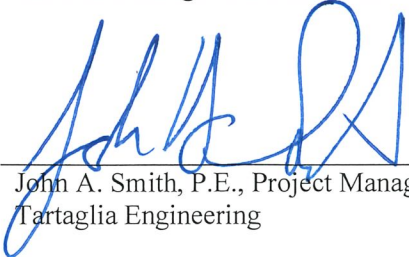
Items 1.01, 1.02, and 1.03 were reviewed and approved by Jim Albrecht, Project Architect.


	<b>Santa Maria Airport</b>	<b>Change Order No. 1</b>
	<b>US Customs: SECURITY</b>	<b>March 26, 2025</b>

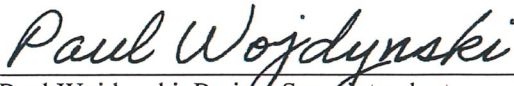
### APPROVALS

(Not valid unless signed by all listed below)

I have reviewed all supplemental documentation supporting this additional work requested and provided, and certify that all work will be or has been completed in accordance with the contract documents and direction provided, and hereby recommend a change to the construction contract in overall compensation and contract time as outlined herein:

  
 John A. Smith, P.E., Project Manager,  
 Tartaglia Engineering

  
 Date:

  
 Paul Wojdyski, Project Superintendent,  
 Controlled Key Systems, Inc.

03/31/2025  
 Date:

Martin Pehl, General Manager,  
 Santa Maria Airport

Date:

***CONTROLLED KEY SYSTEMS, INC.***

**17248 Red Hill Avenue, Irvine, CA 92614**

**(949) 756-1121    Fax (949) 756-1143**

<input type="checkbox"/> ESTIMATE	<input type="checkbox"/> QUOTE	<input checked="" type="checkbox"/> PROPOSAL	Date 02/13/25	No. 021325SMX1
-----------------------------------	--------------------------------	--	---------------	----------------

<b>To:</b>	Santa Maria Airport District Office
	3217 Terminal Drive
	Santa Maria, CA 93455

Est. Del.	As Scheduled
Terms:	Net 30 Days oac
Salesperson	Paul Wojdynski
F.O.B.	Installed

<b>Attn:</b> John Smith	<b>Phone:</b> (805) 466-5660	<b>email:</b> john@tartaglia-engineering.com
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Re: USCBP, 3335 Corsair Circle, Santa Maria, CA 93455  
Cost to supply & install electrified exit bars on the glass doors and a Search Room microphone

Qty	Description	Price	U/M	Amount
2	CAT PD15-M-RIM-36-Duro-REX, Glass Door Exit Device	\$1,010.00	ea	\$2,020.00
2	Medeco 320400W-24-X3S, Medeco LFIC Rim Cylinder	\$309.00	ea	\$618.00
2	Securitron TSB-C, Armored Door Loop	\$44.00	ea	\$88.00
1	Louroe Verifact-A, Ceiling Mounted Microphone	\$217.00	ea	\$217.00
1	Louroe MS-1, Microphone On/Off Switch	\$230.00	ea	\$230.00
2	Wire/Electrical Supplies	\$95.00	ea	\$190.00
	State Sales Tax (Santa Maria, CA)	8.75%		\$294.26
22	Installation Hours	\$149.50	hr	\$3,289.00
3	Programming Hours	\$185.50	hr	\$556.50
		<b>TOTAL</b>		\$7,502.76

\*Estimates are based on customer provided information. Additional parts, services and/or labor, other than that listed above, will be brought to customer's attention and, upon approval, will be billed accordingly. Returned materials may be subject to a 15% restocking fee. Special order items may not be able to be returned.

APPROVED BY: \_\_\_\_\_ DATE: \_\_\_\_\_

PRICES ARE GUARANTEED FOR 30 DAYS FROM DATE LISTED ABOVE

Please refer to the number above when placing your order

*Thank You!*

# MS-1

## MUTE SWITCH

### TECHNICAL DATA SHEET

#### DESCRIPTION

The MS-1 Mute Switch is an accessory to Louroe Audio Monitoring/Audio Surveillance Systems when microphone muting is required. The MS-1 contains a built-in rocker switch mounted to a single gang stainless steel face plate. This is to mute or disable the audio feed to a base station or other receiving and recording devices. It prevents the operator from listening in to the microphone when it is not needed. The MS-1 fits into a single gang backbox (not included) for mounting to a wall or flat surface.



MODEL MS-1

#### APPLICATION

- Interrogation/Interview Rooms
- Detention Centers
- Conference Rooms

#### WIRING REQUIREMENTS

2 Conductor **shielded** cable, 22 gauge with a 24 gauge drain wire

**NOTE:** Unshielded cable is not satisfactory for audio systems

West Penn 452 or equivalent



#### IMPORTANT NOTICE

When this equipment is used as part of an audio monitoring system, the law requires that the public be given notice of AUDIO MONITORING ON THE PREMISES. A decal notice is included with each microphone shipped.



Federal Law References:  
Federal Regulations, US Code, Title 18.  
Crime and Criminal Procedure, Sec 2510.

## FEATURES

- Rocker Switch for muting microphone audio
- Illuminates when audio is ON
- Fits in a standard single gang electrical box for flush or surface mounting

#### SPECIFICATIONS

■ Switch contact	9A @125Vac
■ Supply Voltage	12Vdc
■ Dimensions	2 3/4" W x 4 1/2" H
■ Faceplate	303 Stainless Steel
■ Backbox	Single gang electrical box (not included)
■ Weight	2.5 oz
■ Shipping Weight	1 lb







# VeriFact<sup>®</sup>-A

The VeriFact<sup>®</sup> A microphone is the backbone of Louroe's audio monitoring technology. This is an **omni-directional**, low output impedance, electret condenser microphone with built-in preamplifier for producing line level audio output. The VeriFact<sup>®</sup> A captures an exceptional quality of sound, a **wide frequency response** and has **exceptional durability** thanks to its robust design.



Retail



Education



Commercial



Transportation



Law Enforcement



Banking



C-store



Hospitality



Healthcare

Omni-directional

[Louroe.com](http://Louroe.com) | (800) 927-6498



**LOUROS**  
**ELECTRONICS**

World Leader in Audio Monitoring Technology Since 1979





# LOUROS ELECTRONICS®

World Leader in Audio Monitoring Technology Since 1979

## Markets:

- The VeriFact® A is designed for a wide array of applications

## Features:

- High impact anti-static ABS
- Omni-directional, within 30' diameter circle
- Easily mounted to wall or ceiling surface
- May be located up to 1000' from the Louroe base station
- Sensitivity switch: normal/low

## Included In Most Kits:



ASK-4®#101 p20



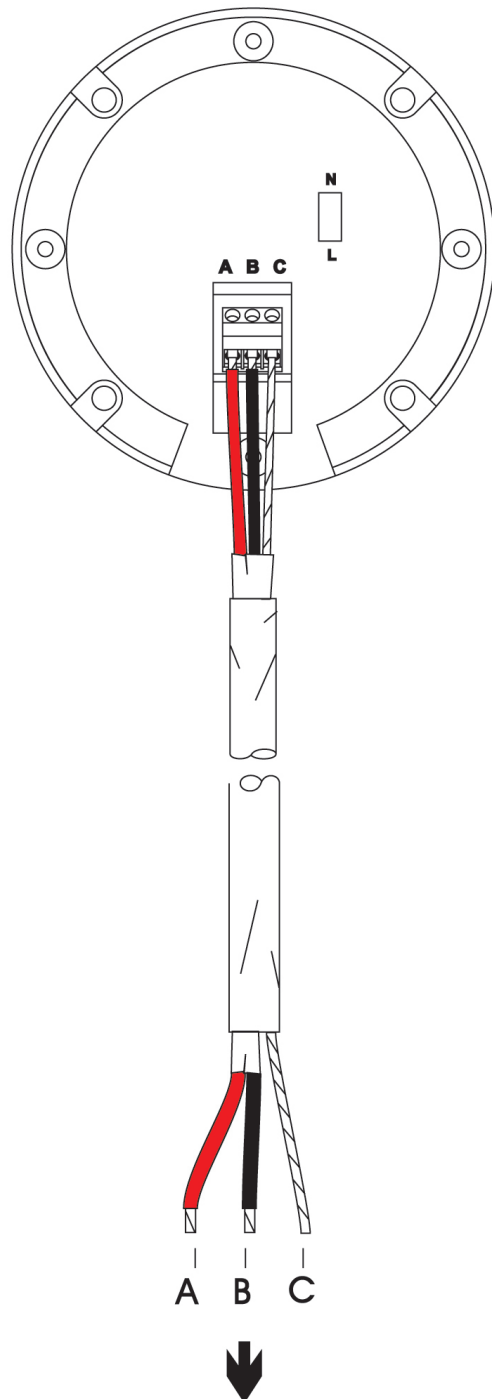
ASK-4®#300 p24

## Compatible With:

- All Louroe base stations, interfaces and most cameras and recorders that accept a line level audio input
- For IP cameras with Mic level input refer to the A-ML p17



Verifact A Microphone



To Louroe Base Stations and Audio Interfaces  
or Line Level Audio Receivers



# PD15-M SERIES

- **RETROFITS THE JACKSON 1285/95 & KAWNEER 1686/1786 SERIES EXIT DEVICES**
- **MOTORIZED LATCH RETRACTION W/ EASY ADJUSTMENT**
- **LONG WIRE RUNS W/ 18GA - NO NEED FOR SPECIALITY POWER SUPPLY**

RIGHT ABOVE THE DOOR.

- **3 YEAR NO HASSLE WARRANTY**



Command Access PD15-M series is a motorized latch pullback Grade 1 storefront exit device; made for use in all institutions and commercial buildings storefront applications. All PD15-M models are equipped with our PTS “push to set” technology. As a retrofit for the Jackson 1285/95 & Kawneer 1686/1786 series models are designed to utilize the existing mounting locations and mortise or rod & case assemblies without having to remove the door. Install this device with the confidence of knowing that the PD15-M series meets or exceeds the high standards of other grade 1 products and carries our 3-year “no hassle” warranty, meaning we will support you.

## SPECIFICATIONS

### ELECTRONICS

- System protection – unit shutdown when voltage exceeds 28VDC
- Standard - Average Current Peak: 900mA, Average Current Hold: 250mA
- PTS adjustment – approx. 1/4”
- 300’ Run w/ 18ga

### ACCESSORIES - Additional charges

- Request to Exit (REX) - Switch available factory installed
- Request to Exit Kit (PD15REXKIT-M-ED) - Switch available for installation in the field

### FEATURES:

- Our motorized latch retraction is fast, quiet, and smooth!
- MM5 Smart Module: On board diagnostics with audible feedback for adjustment and power issues
- “PTS”: 1 second electronic adjustment for easy post installation adjustment
- Electric dogging rated for continuous duty - Auto re-engage if pulled from the dogged position
- Low current draw: Compatible with most 24VDC, 1.5A (or greater) regulated & linear power supplies
- Up to 300’ with 2-18ga --Long wire runs with provides installer with convenience of placing the locking device power supply in a centralized location; i.e. the same closet as the access panel
- 8” cable with Quick Connect for MM4 module to easily connect to power supply lead
- The slim, compact attractive low profile design enables mounting on narrow-style doors.
- Maintains factory dogging
- 3-year “no hassle” warranty - Longer than the traditional 1 year warranty because our stuff works!

# HARDWARE



## HANDING

- RIM device is non-handed. CVR device is handed.

## DOOR THICKNESS

- Suits 1-3/4" standard

## PROJECTION

- 2-5/8" when fully projected, 1-5/8" when dogged.

## STILE WIDTH

- Minimum 2" Stile. Fits narrow, medium, and wide stile aluminum doors.

## DOGGING

- Standard dogging with hex key or cylinder dogging option. Electric dogging also available.

## FASTENERS

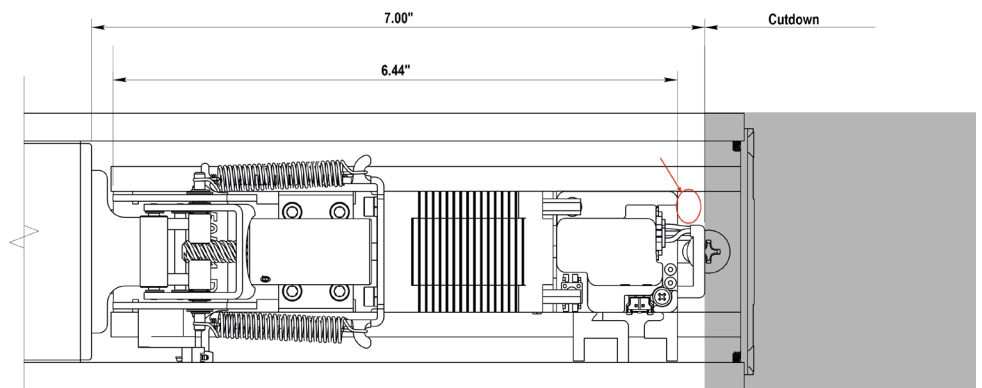
- Standard self-tapping screws

## VERTICAL RODS

- Top and bottom steel rods for easy adjustment
- Standard device is adjustable for nominal door heights

## PUSHBAR LENGTH

- Standard size: dimensioned for 36" and 48" openings. Standard width bars can be field cut to: 36/48" - 7" of Filler Plate Needed



## HOW TO ORDER

### MODELS AVAILABLE - *Sub PD16 for mechanical devices*

**PD15-M-RIM** - Complete RIM device, Non-Handed, **Motorized** Latch Retraction, w/electric  
*FAIL SECURE (EU)* dogging. Specify Alum or Duro Finish. 24V ONLY

**PD15-M-CVR** - Complete CVR device, **Specify Handing** - LHR or RHR, **Motorized** Latch Retraction,  
*FAIL SECURE (EU)* w/electric dogging. Specify Alum or Duro Finish. 24V ONLY

- Available in 48" with an upcharge.

## NEED A LOCKING HARDWARE POWER SUPPLY?

### RECOMMENDED LOCKING HARDWARE POWER SUPPLIES:

- PS204/PS204B
- PS220/220B
- PS480B
- PS210
- PS440B

