

**CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING**  
**Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin**  
**August 16, 2019, 8:00 a.m.**

- 1) Call to Order by Chair Jim Zdroik at 8:00 a.m.
  - a) Pledge of Allegiance
- 2) Approval of Minutes of the July 19, 2019 Board Meeting
- 3) Public Comment Period: 15-minute time limit
- 4) Great Lakes Conference Report – John Durham
- 5) Marathon County Infrastructure Committee Updates
- 6) Review and Possible Action on Rates & Charges, Airline Contract and Incentive Program Contract with Leibowitz & Horton
- 7) Review and Possible Action on Becher Hoppe Landscape Design Contract
- 8) Review and Possible Action on Snow Removal Equipment Purchase Contract
- 9) Staff Reports
  - a) Director Report
    - i) Statistics – July 2019
    - ii) Flight Schedule
    - iii) Legislative Update
    - iv) Warbird Rendezvous at CWA Recap
    - v) Annual Planning Session Update
    - vi) Other Items of Interest
  - b) Operations and Maintenance Report
    - i) Annual FAA Certification Inspection August 21-23
    - ii) Other Items of Interest
  - c) Financial Reports
    - i) Revenues and Expenses – July 2019
    - ii) Other Items of Interest
  - d) Project Reports
    - i) Passenger Boarding Bridge Project
    - ii) 2019 FAA Grant Update
    - iii) Other Items of Interest
- 10) Adjournment
- 11) Next Meeting Date: September 20, 2019 at 8:00 a.m.

*Any person planning to attend this meeting who needs some type of special accommodation to participate should call the County Clerk's Office at 715-261-1500 or e-mail [infomarathon@co.marathon.wi.us](mailto:infomarathon@co.marathon.wi.us) one business day before the meeting.*

**CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING**  
**CENTRAL WISCONSIN AIRPORT TERMINAL**  
Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin  
July 19, 2019 - 8:00 a.m.

Airport Board:	Jim Zdroik, Chair John Durham Jeff Zriny Dave Ladick	Sara Guild, Vice Chair Leonard Bayer – Excused Lonnie Krogwold
Staff:	Brian Greffe, Airport Director Dave Drozd, Finance Jim Olson, Director of Ops & Maintenance	Mark Cihlar, Planning & Development Julie Ulrick, Badging Coordinator William Maguire, OMT II
Visitors:	Karl Kemper, Becher Hoppe	Randy Van Natta, Becher Hoppe

Meeting called to order by Chair Zdroik at 8:00 a.m.

***Motion by Ladick, second by Zriny to approve the minutes of the June 21, 2019 board meeting. Motion carried unanimously.***

**Public Comment:** None.

**Warbird Rendezvous Discussion:**

The Warbird Rendezvous will be taking place tomorrow beginning at 8:00 a.m., rain or shine. The event will kick-off with a pancake breakfast to celebrate the airport's 50<sup>th</sup> anniversary and there will be Warbird Rendezvous merchandise available for sale and many donated prize baskets to be raffled off. Lunch will be sponsored by Bob's Catering and all proceeds from the event go to the Never Forgotten Honor Flight program. Event sponsorship this year was excellent and sponsors are listed on the back of the Warbird Rendezvous T-shirts. An F16 flyover and a contracted skywriter are already committed and some may pre-stage today. Volunteers have been recruited to help with the event.

**Review and Possible Action on 2019 AIP Projects and Grant Applications:**

**Review Concourse Renovations Bid Results (AIP-51):**

Bids were opened June 26<sup>th</sup> for the concourse renovation project and bids were received from JH Findorff and Miron Construction. Bids came in at the range expected and JH Findorff was the apparent low bidder at \$2,162,715. Total project costs come in just under \$2.8 million with the local share at \$313,000. ***Motion by Ladick, second by Durham to accept the JH Findorff bid in the amount of \$2,162,715. Motion carried unanimously.***

**Concourse Construction Administration Contract (AIP-51):**

The construction administration contract for engineering services is with Jviation in the amount of \$325,361.32 and was negotiated in good faith. ***Motion by Zriny, second by Krogwold to approve the construction administration contract with Jviation in the amount of \$325,361.32, pending grant funds from the FAA. Motion carried unanimously.***

**Runway 17/35 Reconstruction – Design Services Contract (AIP-52):**

Design services for runway 17/35 reconstruction is pending eligibility determination by the FAA. The grant application has been submitted to the FAA to meet June 29<sup>th</sup> deadline for project funding. Total project costs come in at \$1.2 million, which includes \$200,000 for the preliminary design process and \$985,000 for the bulk of the design work. The contract with Becher Hoppe in the amount of \$985,505.77 has been negotiated in good faith. The airport conducted an independent study on the scope and estimated fees of the project using an independent consultant

from SEH. The proposal from Becher Hoppe came within range of the independent consultant's fee estimate.  
***Motion by Durham, second by Zriny to approve runway 17/35 reconstruction design contract with Becher Hoppe in the amount of \$985,505.77, pending grant funds from the FAA. Motion carried unanimously.***

#### **Staff Reports:**

##### **Director Report – Brian Grefe:**

Statistics – The June 2019 statistical report shows ATC operations up 23.5% on the month due mainly to increased general aviation activity. Airline cancellations end the month fairly flat, with enplanements up 14.3% on the month and up 15.2% on the year. Load factors ranged from 73.6% to 83.3%.

Flight Schedule – No significant changes to the daily flight schedule and charters remain active through August and September.

Landscaping Project – Staff is working with Becher Hoppe on engineering services for the project prior to moving forward with landscape design plans.

Legislative Update – The House passed a Department of Defense authorization bill that included an amendment to PFAS regulations that will cause issues with aircraft foam use at airports across the country. The challenge is that there is no alternative to the firefighting foam currently used for aircraft and its use is currently mandated by federal regulation. AAAE and airports are looking to see an approved alternative to the foam prior to banning the product.

Annual Planning Session – The annual planning session has been scheduled for August 7, 2019 at 2:00 p.m. and the Board was invited to attend to help develop goals for the upcoming year. The Board recommended inviting a representative from onsite tenants to gather additional input.

##### **Operations and Maintenance Report – Jim Olson:**

Summer Projects – Maintenance crews continue work on runway painting and cutting grass. The hay farmer cut additional areas on the airfield this past cutting, reducing the CWA man-hours needed. Terminal landscaping is looking good this year with help of seasonal laborers that are doing a nice job.

ACE Operations Certification – Bill Maguire – Bill Maguire completed his ACE certification in airfield operations and was presented with a certificate from AAAE and an ACE pin. Bill started as a part-time employee and displays continuous improvement in job performance.

Other Items of Interest – Maintenance staff continues to find items to list on the Wisconsin auction site, with another listing to go up in August.

##### **Financial Reports – Dave Drozd:**

Revenues and Expenses – June 2019 revenues end the month at 49.1%, with several outstanding checks to be deposited in July. Miscellaneous revenues for \$6,000 is a rent check that will be transferred to the correct account. Car rentals are doing well with CFCs at 58.3% of budget.

Disbursements end the month at 47.6%, with supplies and expenses high from restocking winter supplies earlier in the year. Capital item purchases of IT servers and a lawn mower to be reflected in upcoming months.

##### **Project Reports – Mark Cihlar:**

Passenger Boarding Bridge Update – The boarding bridge replacement project has begun and Bridge 5 has been closed down for construction. Operations have been smooth starting out. The project is expected to be complete by Thanksgiving.

Fleet Update – Warranty items on the snowblowers are complete and issues should be resolved. There is a one year warranty remaining to confirm. One pickup will be replaced with a new F150 crew cab pickup scheduled to be delivered in September. The Kubota UTV should arrive today to replace the Toolcat.

**9:04 a.m. Motion by Durham, second by Guild to adjourn. Motion carried unanimously.**

The next regular session of the board is scheduled for August 16, 2019 at 8:00 a.m.

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Julie Ulrick, Recording Secretary

August 9, 2019

Mr. Brian Grefe  
Airport Director  
Central Wisconsin Airport  
100 CWA Drive  
Mosinee, WI 54455

Re: Airport Financial Consulting Services - Scope & Fee Estimates

Dear Mr. Grefe:

Leibowitz & Horton Airport Management Consultants Inc. (L&H) is pleased to submit this proposal to provide Rates & Charges and Airline Agreement consulting services to the Central Wisconsin Airport. Based on our discussions, the following presents our proposed work plan for the tasks identified.

#### Rates and Charges Review

- Review the existing airline lease and operating agreement and the rate making methodology currently in use
- Confirm Airport's objectives for developing airline rates and charges
- Analyze historical financial data, aviation traffic data and terminal space
- Review current accounting practices, the structure of existing cost centers and revenue/cost allocation procedures for determining rate bases
- Meet with Airport Staff to review and discuss alternative accounting practices, cost center structures and revenue/cost allocation procedures for revenues, operations & maintenance expenses, minor capital outlays, depreciation of Airport funded assets and debt service related to debt financed assets that would be relevant and appropriate in Central Wisconsin's specific situation
- Meet with Airport Staff to review and discuss airline rate methodologies commonly used in the aviation industry (residual, compensatory and hybrid) and determine alternatives for how these could be appropriately applied to Central Wisconsin
- Develop alternative scenarios for combining the different rate-setting methodologies for different cost centers in Central Wisconsin's individual situation
- Meeting/workshop to review, discuss, and revise the detailed rate calculation results and financial projections - select the rate structure and rate setting methodology (including per turn fee rates) that will be most effective in meeting Central Wisconsin's airlines rates & charges objectives

#### Airline Agreement Review, Drafting, and Negotiation

- Meet with Airport Staff to discuss Central Wisconsin's objectives and philosophy for negotiating new airline agreements in light of the completed rates and charges review

- Establish the Airline Negotiations Committee including management, financial and legal representation and define their roles in the process
- Review and discuss key background issues with Airlines Negotiations Committee that include recent market conditions at Central Wisconsin, airline cost per enplanement and turn fee comparisons with other non-hub/small hub airports, local political and community support environment, Central Wisconsin's past and present relationship with the airlines and their presumed attitude and negotiation strategy for a new rate structure
- Develop the negotiation strategy including long and short term goals, term, operational issues, potential counter-proposals and Central Wisconsin's response to the airlines' negotiation agenda
- Prepare the proposed lease and operating agreement draft with supporting financial schedules in a format appropriate for distribution to the airlines and submit to Central Wisconsin's legal counsel for review and revision
- Review draft negotiation documents with Airlines Negotiations Committee and revise as necessary
- Develop negotiation meetings schedule and agenda
- Assist in conducting the negotiation meetings
- Prepare analyses in response to airline concerns, alternative rate structure proposals and alternative contract terms proposals
- Finalize the contract document

#### Airline Incentive Program Review

- Review Airport Sponsor Assurances and applicable laws and policies
- Identify CWA specific goals for the program and the types of service desired to be covered under CWA's incentive program
- Review the airport developed proposed incentive program

Our estimated fee for the services described above is \$108,920. In addition to our fee for services, actual out of pocket costs for trips to Central Wisconsin will be billed with no markup. We estimate up to 6 person trips @ \$1,500 each. A preliminary schedule for the services to be provided is outlined on the following page.

If you need additional information or have any questions, please contact us at (303) 773-6761 x221. Thank you for your consideration. We look forward to working with you on these important tasks.

Sincerely,

*Lynn Leibowitz*

President

Central Wisconsin Airport (CWA)  
Preliminary Schedule - Rates and Charges / Airline Agreement Services

<u>Timeframe</u>	<u>Activities and Services</u>
September 1, 2019	Notice to Proceed
September	Information Gathering: <ul style="list-style-type: none"><li>• Understand goals and objectives of new rate calculation</li><li>• Review current accounting methodology and cost centers</li><li>• Review historical rate making methodology and agreements</li><li>• Review 2020 preliminary budget</li><li>• Obtain updated terminal space allocation</li><li>• Begin development of new Rates and Charges Model</li></ul>
October	Begin review of Airport Proposed Incentive Program Internal Reviews/Changes to Rates and Charges Model
November	Finalize proposed Rates and Charges Model Internal Review/Changes to proposed Airline Incentive Program
December	Review proposed Rates and Charges Calculation with Board Review Airline Incentive Program with Board Discuss Airline Agreement objectives with Board
January 2020	Begin development of new Airline Agreement
February	Preliminary Meeting with Airlines Provide preliminary draft to Airlines for internal reviews
March	Address Airline comments regarding proposed agreement
April	Finalize new Airline Agreement

## Exhibit A to Contract

### PART I: DETAILED SCOPE OF WORK

#### TASK ORDER NO. 6

In accordance with this Task Order No. 6, made and entered into this 16<sup>th</sup> day of August, 2019, Becher Hoppe agrees to perform and complete the Services for Client, in accordance with the terms and conditions of the ***Master Consulting Services Agreement between the Central Wisconsin Joint Airport Board (CWA) and Becher-Hoppe Associates (Engineer) dated April 8, 2016.***

#### **Project Description**

Landscaping and plantings installed with terminal building renovations have been difficult and costly to maintain and are not providing the desired visual appeal. CWA contracted with Land Art, a local landscaping company, to develop a landscaping plan with plantings and layout better suited to the site, with improved visual appeal, and a goal of lower maintenance cost.

The site includes areas between the building and service roads at the east and west terminal ends and along the north side between the terminal building and sidewalk.

CWA desires to prepare construction documents and issue a Request for Proposals for the landscaping improvements using Land Art's Plan as the basis for design. RFPs will be solicited and opened in 2019. Construction is anticipated in fall of 2019 and spring of 2020, with substantial completion by June 15, 2020. Initial landscaping will include 1-year of maintenance and a 1-year replacement warranty for plantings, except annuals. The RFP will include an alternate item for annual maintenance up to 2 years beyond the initial 1-year period. Alternates will be included for unit cost items for landscaping rock and placement of CWA provided landscaping mulch.

#### **Scope of Services**

The scope of services includes the following:

1. Meetings and scope development
  - a. Meet with CWA onsite to observe existing conditions, discuss project goals and scope
  - b. 90% bid package review meeting
  - c. 100% bid package review and approval
2. Construction Documents
  - a. Prepare Construction Drawings based on Land Art's layout and planting schedule, acknowledge Land Art's design on the drawings
    - i. Prepare CAD base drawings based on terminal site record drawings
    - ii. Show underground utility locations based on terminal site record drawings
    - iii. Prepare planting schedule based on Land Art's plan and as modified by CWA
  - b. Prepare technical specifications for landscaping and planting



3. RFP Services

- a. Prepare Request for Proposals using Marathon County RFP templates including:
  - i. Request for Proposals Advertisement
    - 1. CWA Staff will coordinate and post advertisement
  - ii. Project overview
  - iii. Scope of Work
  - iv. Project Requirements
  - v. Proposal Submission Requirements
  - vi. Proposal and Evaluation and Award Process
  - vii. Contract Terms and Conditions
  - viii. Attachments
    - 1. Proposal Response Summary Page
    - 2. Deviation Form
    - 3. Construction Drawings
    - 4. Specifications
- b. Provide assistance during RFP process
  - i. Coordinate and conduct a Pre-RFP Meeting at CWA
    - 1. Prepare meeting minutes and issue them in an addendum
  - ii. Respond to contractor questions
  - iii. Issue one addenda responding to contractor questions
  - iv. Attend RFP opening, record and issue as-read results
  - v. Review RFPs with CWA and recommend award of RFP

**Schedule**

90% Plans and Specs Review Meeting	Week of August 26, 2019
Advertise RFP	September 3 and 10, 2019
Pre-RFP Meeting	Week of September 9, 2019
RFP Due Date and Opening	September 26, 2019

**Compensation Terms**

The fee will be a lump sum amount of \$9,270.00 and an actual cost amount shall not exceed \$320.00 for a maximum combined amount of \$9,590.00. Attachment A is a detailed estimate of effort and fee.

Engineer will invoice CWA monthly for all Services rendered and Reimbursable Expenses incurred pursuant to this Agreement, and each invoice shall be due and payable upon receipt by CWA. CWA shall notify Engineer in writing of any disputed amount contained on an invoice within fifteen (15) calendar days from the date of invoice; otherwise, all charges shall be deemed acceptable and correct.

Compensation due Engineer under this Agreement is due and payable to its corporate offices, whose address is Becher Hoppe Associates, 330 N. 4<sup>th</sup> Street, Wausau, Wisconsin, 54403-5417.

If CWA fails to make any payment due Engineer for Services and Reimbursable Expenses within thirty (30) days after the date of an invoice therefore, the amounts due Engineer shall accrue interest at the lesser of one and half percent (1.5%) per month or the maximum rate allowed by law from the thirtieth (30th) day; and, in addition, Engineer may, after giving seven (7) days written notice to CWA, suspend Services under this Agreement until Engineer has

been paid in full all amounts due for Services and Reimbursable Expenses, including all accrued but unpaid interest, without Engineer incurring liability due to such suspension.

**CLIENT**  
Central Wisconsin Joint Airport Board

**BECHER HOPPE**  
Becher-Hoppe Associates, Inc.

BY: \_\_\_\_\_

BY: Randal Van Natta

\_\_\_\_\_

Randal Van Natta, P.E.

Title: \_\_\_\_\_

Title: President

## Exhibit A to Contract

### PART II: GENERAL PROVISIONS

#### I.

#### CIVIL RIGHTS ACT OF 1964, TITLE VI – CONTRACTOR CONTRACTUAL REQUIREMENTS

##### Reference: Title 49 CFR Part 21

During the performance of this contract, the contractor, for itself, its assignees and successors in interest (hereinafter referred to as the "contractor") agrees as follows:

**1.1 Compliance with Regulations.** The contractor shall comply with the Regulations relative to nondiscrimination in federally assisted programs of the Department of Transportation (hereinafter, "DOT") Title 49, Code of Federal Regulations, Part 21, as they may be amended from time to time (hereinafter referred to as the Regulations), which are herein incorporated by reference and made a part of this contract.

**1.2 Nondiscrimination.** The contractor, with regard to the work performed by it during the contract, shall not discriminate on the grounds of race, color, or national origin in the selection and retention of subcontractors, including procurements of materials and leases of equipment. The contractor shall not participate either directly or indirectly in the discrimination prohibited by section 21.5 of the Regulations, including employment practices when the contract covers a program set forth in Appendix B of the Regulations.

**1.3 Solicitations for Subcontracts, Including Procurements of Materials and Equipment.** In all solicitations either by competitive bidding or negotiation made by the contractor for work to be performed under a subcontract, including procurements of materials or leases of equipment, each potential subcontractor or supplier shall be notified by the contractor of the contractor's obligations under this contract and the Regulations relative to nondiscrimination on the grounds of race, color, or national origin.

**1.4 Information and Reports.** The contractor shall provide all information and reports required by the Regulations or directives issued pursuant thereto and shall permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the Sponsor or the Federal Aviation Administration (FAA) to be pertinent to ascertain compliance with such Regulations, orders, and instructions. Where any information required of a contractor is in the exclusive possession of another who fails or refuses to furnish this information, the contractor shall so certify to the sponsor or the FAA, as appropriate, and shall set forth what efforts it has made to obtain the information.

**1.5 Sanctions for Noncompliance.** In the event of the contractor's noncompliance with the nondiscrimination provisions of this contract, the sponsor shall impose such contract sanctions as it or the FAA may determine to be appropriate, including, but not limited to:

- a. Withholding of payments to the contractor under the contract until the contractor complies, and/or
- b. Cancellation, termination, or suspension of the contract, in whole or in part.

**1.6 Incorporation of Provisions.** The contractor shall include the provisions of paragraphs 1 through 5 in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Regulations or directives issued pursuant thereto. The contractor shall take such action with respect to any subcontract or procurement as the sponsor or the FAA may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, however, that in the event a contractor becomes involved in, or is threatened with, litigation with a subcontractor or supplier as a result of such direction, the contractor may request the Sponsor to enter into such litigation to protect the interests of the sponsor and, in addition, the contractor may request the United States to enter into such litigation to protect the interests of the United States.

## II.

### AIRPORT AND AIRWAY IMPROVEMENT ACT OF 1982, SECTION 520 - GENERAL CIVIL RIGHTS PROVISIONS

The contractor assures that it will comply with pertinent statutes, Executive orders and such rules as are promulgated to assure that no person shall, on the grounds of race, creed, color, national origin, sex, age, or handicap be excluded from participating in any activity conducted with or benefiting from Federal assistance. This provision binds the contractor from the bid solicitation period through the completion of the contract. This provision is in addition to that required of Title VI of the Civil Rights Act of 1964.

## III.

### DISADVANTAGED BUSINESS ENTERPRISES

**Reference: Title 49 CFR Part 26**

**Contract Assurance (§26.13)** - The contractor or subcontractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this contract. The contractor shall carry out applicable requirements of 49 CFR Part 26 in the award and administration of DOT assisted contracts. Failure by the contractor to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy, as the recipient deems appropriate.

**Prompt Payment (§26.29)** - The prime contractor agrees to pay each subcontractor under this prime contract for satisfactory performance of its contract no later than *Fifteen (15)* days from the receipt of each payment the prime contractor receives from Sponsor. The prime contractor agrees further to return retainage payments to each subcontractor within Fifteen (15) days after the subcontractor's work is satisfactorily completed. Any delay or postponement of payment from the above referenced time frame may occur only for good cause following written approval of the Board. This clause applies to both DBE and non-DBE subcontractors.

**IV.  
LOBBYING AND INFLUENCING FEDERAL EMPLOYEES**

**Reference: Title 49 CFR Part 20, Appendix A**

(1) No Federal appropriated funds shall be paid, by or on behalf of the contractor, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the making of any Federal grant and the amendment or modification of any Federal grant.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any Federal grant, the contractor shall complete and submit Standard Form-LLL, "Disclosure of Lobby Activities," in accordance with its instructions.

**V.  
ACCESS TO RECORDS AND REPORTS**

**Reference: Title 49 CFR Part 18.36(i); FAA Order 5100.38**

The Contractor shall maintain an acceptable cost accounting system. The Contractor agrees to provide the Sponsor, the Federal Aviation Administration and the Comptroller General of the United States or any of their duly authorized representatives access to any books, documents, papers, and records of the contractor which are directly pertinent to the specific contract for the purpose of making audit, examination, excerpts and transcriptions. The Contractor agrees to maintain all books, records and reports required under this contract for a period of not less than three years after final payment is made and all pending matters are closed.

**VI.  
BREACH OF CONTRACT TERMS**

**Reference: Title 49 CFR Part 18.36**

Any violation or breach of terms of this contract on the part of the contractor or their subcontractors may result in the suspension or termination of this contract or such other action that may be necessary to enforce the rights of the parties of this agreement. The duties and obligations imposed by the Contract Documents and the rights and remedies available thereunder shall be in addition to and not a limitation of any duties, obligations, rights and remedies otherwise imposed or available by law.

**VII.  
RIGHTS TO INVENTIONS**

**Reference: Title 49 CFR Part 18.36(i)(8); FAA Order 5100.38**

All rights to inventions and materials generated under this contract are subject to regulations issued by the FAA and the Sponsor of the Federal grant under which this contract is executed.

**VIII.  
TRADE RESTRICTION CLAUSE**

**Reference: Title 49 CFR Part 30.13; FAA Order 5100.38**

The contractor or subcontractor, by submission of an offer and/or execution of a contract, certifies that it:

- a. is not owned or controlled by one or more citizens of a foreign country included in the list of countries that discriminate against U.S. firms published by the Office of the United States Trade Representative (USTR);
- b. has not knowingly entered into any contract or subcontract for this project with a person that is a citizen or national of a foreign country on said list, or is owned or controlled directly or indirectly by one or more citizens or nationals of a foreign country on said list;
- c. has not procured any product nor subcontracted for the supply of any product for use on the project that is produced in a foreign country on said list.

Unless the restrictions of this clause are waived by the Secretary of Transportation in accordance with 49 CFR 30.17, no contract shall be awarded to a contractor or subcontractor who is unable to certify to the above. If the contractor knowingly procures or subcontracts for the supply of any product or service of a foreign country on said list for use on the project, the Federal Aviation Administration may direct through the Sponsor cancellation of the contract at no cost to the Government.

Further, the contractor agrees that, if awarded a contract resulting from this solicitation, it will incorporate this provision for certification without modification in each contract and in all lower tier subcontracts. The contractor may rely on the certification of a prospective subcontractor unless it has knowledge that the certification is erroneous.

The contractor shall provide immediate written notice to the sponsor if the contractor learns that its certification or that of a subcontractor was erroneous when submitted or has become erroneous by reason of changed circumstances. The subcontractor agrees to provide written notice to the contractor if at any time it learns that its certification was erroneous by reason of changed circumstances.

This certification is a material representation of fact upon which reliance was placed when making the award. If it is later determined that the contractor or subcontractor knowingly rendered an erroneous certification, the Federal Aviation Administration may direct through the Sponsor cancellation of the contract or subcontract for default at no cost to the Government.

Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render, in good faith, the certification required by this provision. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

This certification concerns a matter within the jurisdiction of an agency of the United States of America and the making of a false, fictitious, or fraudulent certification may render the maker subject to prosecution under Title 18, United States Code, Section 1001.

## **IX. TERMINATION OF CONTRACT**

**Reference: 49 CFR Part 18.36(i)(2); FAA Order 5100.38**

- a. The Sponsor may, by written notice, terminate this contract in whole or in part at any time, either for the Sponsor's convenience or because of failure to fulfill the contract obligations. Upon receipt of such notice services shall be immediately discontinued (unless the notice directs otherwise) and all materials as may have been accumulated in performing this contract, whether completed or in progress, delivered to the Sponsor.
- b. If the termination is for the convenience of the Sponsor, an equitable adjustment in the contract price shall be made, but no amount shall be allowed for anticipated profit on unperformed services.
- c. If the termination is due to failure to fulfill the contractor's obligations, the Sponsor may take over the work and prosecute the same to completion by contract or otherwise. In such case, the contractor shall be liable to the Sponsor for any additional cost occasioned to the Sponsor thereby.
- d. If, after notice of termination for failure to fulfill contract obligations, it is determined that the contractor had not so failed, the termination shall be deemed to have been effected for the convenience of the Sponsor. In such event, adjustment in the contract price shall be made as provided in paragraph 2 of this clause.
- e. The rights and remedies of the sponsor provided in this clause are in addition to any other rights and remedies provided by law or under this contract.

## **X. CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION**

**Reference: Title 49 CFR Part 29; FAA Order 5100.38**

The bidder/offeror certifies, by submission of this proposal or acceptance of this contract, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency. It further agrees by submitting this proposal that it will include this clause without modification in all lower tier transactions, solicitations, proposals, contracts, and subcontracts. Where the bidder/offeror/contractor or any lower tier participant is unable to certify to this statement, it shall attach an explanation to this solicitation/proposal.



LAND ACQUISITION CONTRACT PROPOSAL

Becher-Hoppe Associates  
 ESTIMATED EFFORT WORKSHEET  
 WisBOA/FAA Funded Projects  
 2019 Wage Rates  
 2019 DOT O/H Rates  
 CONSULTANT LAND SERVICES

AIRPORT : Central Wisconsin Airport  
 Acquisition Program : Sponsor  
 BOA Project Number:  
 PROJECT DESC: Terminal Landscaping Plan  
 DATE: July 31, 2019  
 PREPARED BY: RV  
 CHECKED BY: BS  
 APPROVED BY: RV

ATTACHMENT B

STAFF CLASSIFICATION & WAGE RATES =====>	ESTIMATED HOURS							LABOR, OVERHEAD & MATERIALS							PROFIT ON ITEMS 1 & 2	SUM OF ALL COST ITEMS	CONTRACT AMOUNT				
	Project Engr. III	Project Engr. II	Staff Engr. I	CAD III	Surveye Crew Chief	Survey Tech	Clerical	TOTAL HOURS	Direct Labor Costs	Direct + G&A Overhead 170.52%	Mat'ls & Supplies	Truck (mi) 0.580	GPS (hr) \$ 40.00	Robot (hr) \$ 40.00				Lodging	Meals Per Diem	Total Travel & Per Diem	CONSULTANT COSTS
	RV	KK	JM	MG	KS	MO	LL														
<b>WORK ELEMENT</b>									1	2	3	4b	4c	4c	4d	4e	4	5	6	1-6	
<b>LUMP SUM ITEMS</b>																					<b>LUMP SUM</b>
<b>1. Prepare Landscaping Construction Drawings and Bid Package</b>																					<b>PHASE I</b>
Meetings, Scoping, Project Management																					
Scoping and site visit meeting	3							3.0 hr.	\$ 157.50	\$ 268.57						\$ -		\$ 46.87	\$ 472.94		
90% Review Meeting	2						1	3.0 hr.	\$ 133.31	\$ 227.32						\$ -		\$ 39.67	\$ 400.30		
							1	1.0 hr.	\$ 28.31	\$ 48.27						\$ -		\$ 8.42	\$ 85.01		
<b>Meetings and Scoping Sub-Total</b>	5	0	0	0	0	0	2	7	\$ 319.12	\$ 544.16	\$ -	0	0	0	\$ -	\$ -	\$ -	\$ 94.96	\$ 958.24	\$ 958.24	
<b>2. Construction Documents</b>																					
Title Sheet				2				2.0 hr.	\$ 79.76	\$ 136.01						\$ -		\$ 23.73	\$ 239.50		
General Notes, Contact Info, and Legend				2				2.0 hr.	\$ 79.76	\$ 136.01						\$ -		\$ 23.73	\$ 239.50		
Landscaping Plan Based on Land Art Design	2			10				12.0 hr.	\$ 503.80	\$ 859.08						\$ -		\$ 149.92	\$ 1,512.80		
Planting Schedule	2			8				10.0 hr.	\$ 424.04	\$ 723.07						\$ -		\$ 126.18	\$ 1,273.30		
Technical Specifications	6	1						7.0 hr.	\$ 362.60	\$ 618.31						\$ -		\$ 107.90	\$ 1,088.81		
QC Review	1							1.0 hr.	\$ 52.50	\$ 89.52						\$ -		\$ 15.62	\$ 157.65		
<b>Construction Documents Sub-total</b>	11	1	0	22	0	0	0	34	\$ 1,502.46	\$ 2,561.99	\$ -	0	0	0	\$ -	\$ -	\$ -	\$ 447	\$ 4,511.54	\$ 4,511.54	
<b>3. RFP Services</b>																					
Prepare RFP Project Manual	4	1						9.0 hr.	\$ 370.84	\$ 632.36						\$ -		\$ 110.35	\$ 1,113.55		
Prepare and Coordinate Advertisemtn for RFP	2						1	3.0 hr.	\$ 133.31	\$ 227.32						\$ -		\$ 39.67	\$ 400.30		
Coordinate and Conduct Pre-PRF Meeting at CWA	4							4.0 hr.	\$ 210.00	\$ 358.09		30				\$ 17.40		\$ 62.49	\$ 647.98		
Respond to Contractor Questions	2							2.0 hr.	\$ 105.00	\$ 179.05						\$ -		\$ 31.25	\$ 315.29		
Issue Addenda as Needed	2	1		1			2	6.0 hr.	\$ 249.10	\$ 424.77						\$ -		\$ 74.13	\$ 747.99		
Attend RFP Opening, Issue As-Read Results, Review RFPs, Recommend Award	3						1	4.0 hr.	\$ 185.81	\$ 316.84		30				\$ 17.40		\$ 55.29	\$ 575.35		
								0.0 hr.	\$ -	\$ -						\$ -		\$ -	\$ -	\$ -	
<b>RFP Services Sub-total</b>	17	2	0	1	0	0	8	28	\$ 1,254.06	\$ 2,138.42	\$ -	60	0	0	\$ -	\$ -	\$ 34.80	\$ 373.17	\$ 3,800.46	\$ 3,800.46	
<b>LUMP SUM TOTAL</b>	33 hr.	3 hr.	0 hr.	23 hr.	0 hr.	0 hr.	10 hr.	69 hr.	\$ 3,075.64	\$ 5,244.58	\$ -	60	0	0	\$ -	\$ -	\$ 34.80	\$ 915.22	\$ 9,270.25	\$ 9,270.25	
																		cross-check	\$ 9,270.25	\$ 9,270.00	
<b>ACTUAL COST ITEMS</b>																					<b>ACTUAL COST</b>
<b>MEETINGS</b>																					
Additional Meetings if authorized	2							2.0 hr.	\$ 105.00	\$ 179.05						\$ -		\$ 31.25	\$ 315.29		
								0.0 hr.	\$ -	\$ -						\$ -		\$ -	\$ -	\$ -	
<b>Meetings Sub-total</b>	2	0	0	0	0	0	0	2	\$ 105.00	\$ 179.05	\$ -	0	0	0	\$ -	\$ -	\$ -	\$ 31.25	\$ 315.29	\$ 315.29	
								0.0 hr.	\$ -	\$ -						\$ -		\$ -	\$ -	\$ -	
	0	0	0	0	0	0	0	0.0 hr.	\$ -	\$ -	\$ -		0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>ACTUAL COST TOTAL</b>	2 hr.	0 hr.	0 hr.	0 hr.	0 hr.	0 hr.	0 hr.	2 hr.	\$ 105.00	\$ 179.05	\$ -	#REF!	#REF!	#REF!	\$ -	\$ -	\$ -	\$ 31.25	\$ 315.29	\$ 320.00	
FOR INFORMATION PURPOSES ONLY																		LUMP SUM AMOUNT =		\$ 9,270.00	
Notes:																		ACTUAL COST AMOUNT =		\$ 320.00	
Materials and supplies refer to printing, postage fees, iron pipes and wood lath unless highlighted.																		MAXIMUM COMBINED SUM =		\$ 9,590.00	



## CONTRACT AGREEMENT

**Name of Project: CWA - PFC 5 - Purchase Airport Snow Removal Equipment**

**Date of Contract: 08-##-2019**

1. This contract is entered into by and between Central Wisconsin Airport (identified hereinafter as "CWA") and **M-B Companies, Inc.** (identified hereafter as "Contractor") whose name, address, and principal officer appears at the end of this Contract agreement.
2. The Contract documents consist of this executed Contract Agreement, Marathon County's Standard Terms and Conditions, and other documents, if any, enumerated below, all of which form the Contract and are as fully a part of the Contract as if attached to this Agreement or referenced herein. The Contract represents the entire and integrated agreement between the parties hereto and supersedes prior negotiations, representations, or agreements, either written or oral.

<b>Document</b>	<b>Title</b>	<b>Date</b>	<b>Pages</b>
1. RFP#080114	Sourcewell RFP for Snow and Ice Equip.	8/1/14	64
2. #080114-MBC	Sourcewell Contract Award	10/14/2014	2
3. LOA	LOA to Extend Contract	4/20/2018	1
4. #CWAMB22018	MB Quote for MB2 Truck w/ Plow	Thru 9/1/2019	3
5. #CWACRDL2018	MB Quote for 4600-CRDL Broom	Thru 9/1/2019	3

3. **Contract Sum and Payment.** CWA shall pay to the Contractor the Contract Sum for the Contractor's performance of this Contract. The Contract Sum shall be **Eight-hundred Eighteen-thousand Seven-hundred Thirty-one dollars and Sixty-three cents (\$818,731.63)**, subject to any additions or deductions as provided in the Contract Documents.

Central Wisconsin Airport

Contractor

By Central Wisconsin Joint Airport Board

By M-B Companies, Inc.

Address 100 CWA Drive, Suite 227  
Mosinee, WI, 54455

Address P.O. Box 200  
1615 Wisconsin Avenue  
New Holstein, WI 53061

Phone 715-693-2147 Ext.7

Phone 800-558-5800

By Brian Grefe  
Name

By \_\_\_\_\_  
Name

Signature

Signature

Title Airport Director

Title \_\_\_\_\_

Date \_\_\_\_\_  
(mm/dd/ccyy)

Date \_\_\_\_\_  
(mm/dd/ccyy)

## **CONTRACT PROVISIONS**

### **GOODS PURCHASED**

Contractor shall provide CWA the following goods conforming to the stated description and any Technical specifications attached to this contract:

Per Sourcewell Award #080114-MBC

- (1) MB2 Truck with 24' plow and 4600-CRDL 22' Cradling Airport Broom as per Specification in MB Product Offering Quotations # CWAMB22018 and #CWACRDL2018.

By signing this contract, contractor certifies that goods conform to FAA standards according to AC 150/5220-20A.

### **DELIVERY OF GOODS**

Goods, together with all warranties, guarantees, manuals, support information and notice of any extended warranties, shall be delivered on the ground by contractor to CWA at the following place and time:

Place: 300 CWA Drive, Mosinee, WI 54455

Date: No later than 330 days after Notice of Award

Prior to shipment, the manufacturer shall allow CWA personnel to inspect the goods purchased at the factory. The manufacturer must correct any issues at the factory prior to shipment. The manufacturer must receive approval from CWA to ship the goods purchased for delivery.

The manufacturer must, at no additional cost, furnish the services of trained personnel to the purchaser at a time and place agreed to by all parties. These individuals must provide instruction to airport personnel sufficient for the personnel to familiarize themselves with the operation and maintenance of the equipment. The period of instruction must not be less than 24 hours or as specified in the referenced SAE ARP equipment specification.

### **ACCEPTANCE OF GOODS**

Delivery of goods shall be complete only upon acceptance by CWA. CWA shall have 14 days for inspection of goods. At delivery and after inspection and acceptance, contractor shall tender a Bill of Sale to the goods, including a Certificate of Origin for each individual piece of equipment. Certificates of Origin shall be made out to Central Wisconsin Airport and delivered to Brian Greffe, Airport Director, at the following address: 100 CWA Drive, Suite 227, Mosinee, WI 54455. The goods shall be delivered to CWA free and clear of any liens, claims or encumbrances, and contractor shall warrant the same, which warranty shall survive closing of this contract.

### **REJECTION OF GOODS**

If goods are not delivered according to the specifications and descriptions of this contract, CWA may reject goods. Contractor shall have 30 days additional time to deliver goods in conformance with this contract. Upon failure of Contractor to deliver goods, CWA may terminate this contract or declare Contractor to be in default and pursue remedies contained in this contract.

## WARRANTY

Unless otherwise specifically stated by the contractor, equipment purchased as a result of this request shall be warranted against defects by the contractor for one (1) year from date of acceptance. Any warranty items identified within one year shall be warranted for an additional one (1) year from the date of warranty repair. The equipment manufacturer's standard warranty shall apply as a minimum and must be honored by Contractor.

## MARATHON COUNTY STANDARD TERMS AND CONDITIONS

1. **Specifications:** The specifications in any request for bids or proposal which forms the subject of this contract are the minimum acceptable. When specific manufacturer and model numbers are used, they are to establish a design, type of construction, quality, functional capability and/or performance level desired. When alternates are bid/proposed/provided, they must be identified by manufacturer, stock number, and such other information necessary to establish equivalency. CWA shall be the sole judge of equivalency. Contractors are cautioned to avoid bidding/proposing alternates to the specifications which may result in rejection of their bid/proposal.
2. **Deviations and Exceptions:** Deviations and exceptions from original text, terms, conditions, or specifications shall be described fully, on the Contractor's letterhead, signed, and attached to the response to request. In the absence of such statement, the bid/proposal shall be accepted as in strict compliance with all terms, conditions, and specifications and the Contractor shall be held liable.
3. **Delivery:** Deliveries shall be F.O.B. destination freight prepaid and included unless otherwise specified. Failure of the Vendor to adhere to delivery schedules as specified or to promptly replace rejected materials shall render Contractor liable for all costs in excess of the contract price when alternate procurement is necessary. Excess costs shall include the administrative costs.
4. **Ordering:** Purchase orders shall be placed directly to Contractor by authorized departments or purchasing agents who have issued the request for bids or proposal. No other purchase orders are authorized.
5. **Payment Terms and Invoicing:** CWA issues checks through Marathon County. Marathon County normally will pay properly submitted Contractor invoices within thirty (30) days of receipt providing goods and/or services have been delivered, installed (if required), and accepted as specified.
  - a) Invoices presented for payment must be submitted in accordance with instructions contained on the purchase order including reference to purchase order number and submittal to the correct address for processing.
  - b) A good faith dispute creates an exception to prompt payment.
6. **Taxes:** Marathon County and its departments are exempt from payment of all federal tax and Wisconsin state and local taxes on its purchases except Wisconsin excise taxes as described below. Marathon County, including all its departments, is required to pay the Wisconsin excise or occupation tax on its purchase of beer, liquor, wine, cigarettes, tobacco products, motor vehicle fuel and general aviation fuel. However, it is exempt from payment of Wisconsin sales or use tax on its purchases. Marathon County may be subject to other states' taxes on its purchases in that state depending on the laws of that state. Contractors performing construction activities are required to pay state use tax on the cost of materials.
7. **Contract Integration:** These Standard Terms and Conditions shall apply to any contract or order awarded as a result of a request except where special requirements are stated elsewhere in the request; in such cases, the special requirements shall apply. The documents constituting the contract between CWA and Contractor are intended to be complementary so that what is required by any one of them shall be as binding as if called for by all of them. In the event of any

conflicting provisions or requirements within the several parts of the Contract Documents, they shall take precedence in the following order: Change Orders (with the most recent taking precedence); Contract Document Amendments; the Contract Document as described in this signed Agreement; Request for Proposal Addenda; Request for Proposal; and Firm's Proposal. Any terms of any other documents concerning this agreement are superseded by the terms set forth herein.

8. **Applicable Law and Compliance:** This contract shall be governed under the laws of the State of Wisconsin. Contractor shall at all times comply with and observe all federal and state laws, local laws, ordinances, and regulations which are in effect during the period of this contract and which in any manner affect the work or its conduct. CWA reserves the right to cancel this contract if Contractor fails to follow the requirements of s. 77.66, Wis. Stats., and related statutes regarding certification for collection of sales and use tax.
9. **Safety Requirements:** All materials, equipment, and supplies provided to CWA must comply fully with all safety requirements as set forth by the Wisconsin Administrative Code and all applicable OSHA Standards.
  - a) Contractor shall execute and maintain its work so as to avoid injury or damage to any persons or property. Contractor shall comply with the requirements and specifications relating to safety measures applicable in particular operations or kinds of work. In carrying out its work, Contractor shall, at all times, exercise all necessary precautions for the safety of employees appropriate to the nature of the work and the conditions under which the work is to be performed and be in compliance with all applicable federal, state and local statutory and regulatory requirements including Wisconsin Labor Code and the U.S. Department of Transportation Omnibus Transportation Employee Testing Act, including the obligation to conduct safety inspections to verify said compliance by its employees, agents, and/or subcontractors.
  - b) Contractor is specifically notified that it is subject to federal requirements listed under Title 29, Chapter 15 of the United States Code (Occupational Health and Safety Act) by virtue of its contract with CWA, a public entity. Contractor shall provide a similar notice to all its subcontractors.
  - c) SAFETY DATA SHEET: If any item(s) on an order(s) resulting from this award(s) is a hazardous chemical, as defined under 29CFR 1910.1200, provide one (1) copy of a Material Safety Data Sheet for each item with the shipped container(s) and one (1) copy with the invoice(s).
10. **Insurance Requirements:** Contractor shall not commence work under this contract until all insurance required under this paragraph is obtained, and such insurance has been approved by CWA, nor shall Contractor allow any subcontractor to commence work on their subcontract until all similar insurance requirements have been obtained and approved.
  - a) Maintain worker's compensation insurance as required by Wisconsin Statutes, for all employees engaged in the work. In case any work is sublet, Contractor shall require the subcontractor similarly to provide statutory Workers' Compensation Insurance for all of the latter's employees, unless such employees are covered by the protection afforded by Contractor.
  - b) **General Liability, Professional Liability and Property Damage Insurance.** Contractor shall secure and maintain in force throughout the duration of this contract such General Liability, Professional Liability (if necessary), and Property Damage Insurance as shall protect itself and any subcontractor performing work covered by this contract from claims for damages for personal injuries including accidental death, as well as from claims for property damage, which may arise from operations under this contract, whether such operations be by Contractor, or by any subcontractor or by anyone directly or indirectly employed by either of them; and the amount of such insurance shall be as follows:

- i. Comprehensive General Liability \$1,000,000 per occurrence and \$5,000,000 in aggregate for bodily injury and Property Damage.
  - ii. Professional Liability Coverage, \$1,000,000 per occurrence and \$2,000,000 in aggregate.
  - iii. Automobile Liability \$1,000,000 per occurrence and \$5,000,000 in aggregate for bodily injury and property damage.
  - iv. Excess Liability Coverage, \$1,000,000 over the General Liability and Automobile Liability Coverage.
  - v. If aircraft are used in conjunction with this project, \$5,000,000 per occurrence and in aggregate for bodily injury and property damage.
- c) CWA reserves the right to require higher or lower limits where warranted.
  - d) CWA reserves the right to require additional security, including, but not limited to, bid bonds or performance bonds as specifically set forth in its request for bids or proposals.
  - e) **PROOF OF INSURANCE:** Contractor shall furnish CWA with a Certificate of Insurance countersigned by a Wisconsin Resident Agent or Authorized Representative of the insurer indicating that Contractor meets the insurance requirements identified above. The Certificates of Insurance shall include a provision prohibiting cancellation of said policies except upon 30 days prior written notice to CWA and specify the name of the contract or project covered. The Certificate of Insurance shall be delivered to the Authorized Purchasing Agent, with a copy of the Certificate of Insurance to be delivered to the Assistant Airport Director – Planning and Development for approval prior to the execution of this contract. Upon renewal of the required insurance, and annually thereafter, CWA shall receive a new Certificate of Insurance for three years after completion of the project. The Certificates shall name Marathon County as an additional insured and describe the contract by name and or identification number in the "Description of Operations" section of the form.

**11. Cancellation / Termination:** CWA reserves the right to:

- a) **NONAPPROPRIATION OF FUNDS.** Cancel any contract in whole or in part without penalty due to non-appropriation of funds or for failure of the Contractor to comply with terms, conditions, and specifications of this contract.
- b) Terminate this contract, for CWA's convenience, at any time by a notice in writing from CWA to Contractor by certified mail. If the Contract is terminated by CWA as provided herein, Contractor shall be paid an amount which bears the same ratio to the total compensation as the services actually performed bear to the total services of Contractor covered by this Contract, unless payments of compensation have previously been made.

**12. Contract Modifications:** The scope of the services to be performed under this Contract may be amended or supplemented by mutual written agreement between the parties to the Contract. This amendatory provision shall not operate to prevent CWA from exercising its reserved right to establish reasonable time schedules for any of the work or services to be performed by or deliveries to be received from Contractor hereunder. Furthermore, this amendatory provision shall not operate to prevent CWA from canceling any of the services not yet performed or any deliveries not yet made at the time notice is given to Contractor of the cancellation of such services or portion of the work to be performed hereunder.

**13. Assignment:** No right or duty in whole or in part of the scope of work under this contract may be assigned or delegated without the prior written consent of CWA.

**14. Patent Infringement:** The Contractor selling articles to CWA as described herein guarantees the articles were manufactured or produced in accordance with applicable federal labor laws. Further, that the sale or use of the articles described herein will not infringe any United States patent. The Contractor covenants that it will at its own expense defend every suit which shall be brought against CWA (provided that such contractor is promptly notified of such suit, and all papers therein are delivered to it) for any alleged infringement of any patent by reason of the sale

or use of such articles, and agrees that it will pay all costs, damages, and profits recoverable in any such suit.

**15. Public Records Access:** CWA is a political subdivision of Marathon County, which is a political subdivision of the State of Wisconsin and as such is subject to the Wisconsin Public Records Law. It is the policy of Marathon County to maintain an open and public process in the solicitation, submission, review, and approval of procurement activities. Bid openings are public unless otherwise specified. Evaluations of responses to requests for proposals are subject to further discussion, clarification and negotiation. Records of bids and responses to requests for proposal will not be available for public inspection prior to issuance of the award of the contract.

**16. Proprietary Information:** Any restrictions on the use of data contained within a response to request, must be clearly stated in the bid/proposal itself. Proprietary information submitted in response to a request will be handled in accordance with the Wisconsin Public Records Law. Proprietary restrictions normally are not accepted. However, when accepted, it is Contractor's responsibility to defend the determination in the event of an appeal or litigation.

- a) Data contained in a bid/proposal, all documentation provided therein, and innovations developed as a result of the contracted commodities or services cannot be copyrighted or patented. All data, documentation, and innovations become the property of CWA.
- b) Any material submitted by Contractor in response to CWA's request that the vendor considers confidential and proprietary information and which qualifies as a trade secret, as provided in s. 19.36(5), Wis. Stats., or material which can be kept confidential under the Wisconsin Public Records Law, must be identified and include citation to the specific provisions of law that preclude disclosure and any factual or background information necessary to establish that the identified provisions of the law apply to that particular information. Bid/proposal prices cannot, under any circumstances, be held confidential.
- c) In the event CWA becomes involved in litigation due to Contractor's refusal of permission to release information identified as confidential or proprietary, Contractor agrees to indemnify, defend and hold harmless Marathon County for any costs associated with said litigation.

**17. Confidentiality of CWA's Data:** In the event work conducted under this contract requires Contractor to have access to CWA's database via Internet, direct contact or other connection to allow the provision of installation, support and maintenance services, Contractor agrees to keep all such data confidential and to execute any reasonable agreement to assure CWA that Contractor will comply with all state and federal confidentiality laws and/or regulations. These restrictions herein shall survive the termination of this contract, regardless of the reason for termination, and shall continue in full force and effect and shall be binding upon Contractor or its agents, employees, successors, assigns or subcontractors. Contractor shall defend and incur all costs, if any, for actions that arise as a result of noncompliance by Contractor, its agents, employees, successors, assigns and subcontractors regarding the confidentiality restrictions herein.

**18. Promotional Advertising / News Releases:** Reference to or use of CWA, any of its departments, agencies or other subunits, or any county official or employee for commercial promotion is prohibited. News releases pertaining to this procurement shall not be made without prior approval of CWA. Release of broadcast e-mails pertaining to this procurement shall not be made without prior written authorization of CWA's purchasing agent.

**19. Hold Harmless/Indemnification:** Contractor hereby agrees to release, indemnify, defend, and hold harmless CWA, its officials, officers, employees and agents from and against all judgments, damages, penalties, losses, costs, claims, expenses, suits, demands, debts, actions and/or causes of action of any type or nature whatsoever, including actual and reasonable attorney's fees, which may be sustained or to which they may be exposed, directly or indirectly, by reason of personal injury, death, property damage, or other liability, alleged or proven, which is determined to be caused by the negligent or intentional acts or omissions of Contractor's officers, officials,



employees, agents or assigns. Marathon County hereby agrees to release, indemnify, defend, and hold harmless Contractor, its officials, officers, employees and agents from and against all judgments, damages, penalties, losses, costs, claims, expenses, suits, demands, debts, actions and/or causes of action of any type or nature whatsoever, including actual and reasonable attorney's fees, which may be sustained or to which they may be exposed, directly or indirectly, by reason of personal injury, death, property damage, or other liability, alleged or proven, which is determined to be caused by the negligent or intentional acts or omissions of Marathon County's officers, officials, employees, agents or assigns. Marathon County does not waive, and specifically reserves, its rights to assert any and all affirmative defenses and limitations of liability as specifically set forth in Wisconsin Statutes, Chapter 893 and related statutes.

- 20. Force Majeure:** Neither party shall be in default by reason of any failure in performance of this Agreement in accordance with reasonable control and without fault or negligence on their part. Such causes may include, but are not restricted to, acts of nature or the public enemy, acts of the government in either its sovereign or contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes and unusually severe weather, but in every case the failure to perform such must be beyond the reasonable control and without the fault or negligence of the party.
- 21. Gratuities and Kickbacks:** It shall be unethical for any person to offer, give, or agree to give any elected official, employee or former employee, or for any elected official, employee or former employee to solicit, demand, accept, or agree to accept from another person, a gratuity or an offer for employment in connection with any decision, approval, disapproval, recommendation, preparation or any part of a program requirement or a purchase request, influencing the contents of any specification or procurement standard, rendering of advice, investigation, auditing, or in any other advisory capacity in any proceedings or application, request for ruling, determination, claim or controversy, or other particular matter, pertaining to any program requirement or a contract or subcontract, or to any solicitation or proposal therefore. It shall be unethical for any payment, gratuity, or offer of employment to be made by or on behalf of a subcontractor under a contract to the prime contractor or a higher tier subcontractor or any person associated therewith, as an inducement for the award of a subcontract, or order.
- 22. Dispute Resolution:** This Contract and the performance of the parties' obligations hereunder will be governed by and construed and enforced in accordance with the laws of the State of Wisconsin, including conflict of law provisions. Contractor consents to personal jurisdiction in the State of Wisconsin. The venue of any action hereunder shall be in Marathon County, Wisconsin. If a dispute related to this agreement arises, all parties shall attempt to resolve the dispute through direct discussions and negotiations. If the dispute cannot be resolved by the parties, and if all parties agree, it may be submitted to either mediation or arbitration. If the matter is arbitrated, the procedures of Chapter 788 of the Wisconsin Statutes or any successor statute shall be followed. If the parties cannot agree to either mediation or arbitration, any party may commence an action in court as set forth above. If a lawsuit is commenced, the parties agree that the dispute shall be submitted to alternate dispute resolution pursuant to §802.12, Wis. Stats., or any successor statute. Unless otherwise provided in this contract, the parties shall continue to perform according to the terms and conditions of the contract during the pendency of any litigation or other dispute resolution proceeding.
- 23. Independent Contractor Status:** The parties hereto agree that Contractor, its officers, agents and employees, in the performance of this Contract, shall act in the capacity of an independent contractor and not as an officer, employee or agent of CWA. The Contractor shall not be entitled to any of the rights, benefits, salaries, wages or fringe benefits which employees of CWA are eligible to receive. No federal, state, or local taxes or social security deductions or contributions shall be made by CWA on behalf of the Contractor. Neither CWA nor Contractor will represent itself as the agent or legal representative of the other or as partner or joint venture for any purpose whatsoever, and neither shall have any right to create or assume any obligation of any kind,

express or implied, for or on behalf of the other in any way whatsoever. Furthermore, Contractor agrees to take such steps as are necessary to ensure that each of its subcontractors, if any, will not be considered to be an agent, servant, joint venture with, or partner of, CWA.

- 24. Non-Debarment Clause:** Contractor hereby certifies that neither it nor any of its principal officers or officials has ever been suspended or debarred, for any reason whatsoever, from doing business or entering into contractual relationships with any governmental entity. Contractor further agrees and certifies that this clause shall be included in any subcontract of this contract. CWA also reserves the right to cancel this contract with any federally debarred contractor or a contractor that is presently identified on the list of parties excluded from federal or State of Wisconsin procurement and non-procurement contracts.
- 25. Statement Of Compliance:** Contractor has carefully reviewed CWA's required contract language, as set forth in the Request for Proposal/Bid pertaining to termination of contract, change orders, gratuities and kickbacks, non-appropriation of funds, hold harmless/indemnification, insurance requirements/proof of insurance, dispute resolutions, and non-debarment, and is in full compliance with all statements and requirements.
- 26. Waiver/Severability:** No waiver of any default hereunder shall be deemed as a waiver of any prior or subsequent default of the same or other provisions of this contract. If any provision of this contract is held invalid by a court of competent jurisdiction, such invalidity shall not affect the validity or operation of any other provision and said provision shall continue to apply to the extent allowed by said court or, if not so allowed, be deemed severed from this contract entirely.

Central Wisconsin Airport



**M-B Companies, Inc.**

"Quality you can see, People you can Trust"™

MB2

Contact: Scott Scharinger  
 1200 Park Street  
 Chilton, WI 53014  
 Phone (920) 242-4134  
 E-mail: sscharinger@m-bco.com

Date	12/31/2018
Quotation #:	CWAMB22018
Customer ID:	
Quotation valid until:	9/1/2019
Prepared by:	SS

**Quotation For:**

Customer Central Wisconsin Airport  
 Address 200 CWA Drive, Suite 201  
 City, State, Zip  
 Code Mosinee, WI 54455  
 Point of Contact Mark L. Cihlar, Assistant Airport Director  
 Phone and  
 Email Address 715-693-2147 mcihlar@fly-cwa.org

**Comments or Special Instructions:**  
 Pricing does not include any applicable taxes.  
 M-B start-up and training is included (8 hours for operators and mechanics).  
 Customer responsible for any unloading costs.  
 Estimated ready to ship ARO 300 days.

PRODUCT CODE	DESCRIPTION	QTY	UNIT PRICE	AMOUNT
MB2	Multi Tasking Snow Removal Vehicle with plow. The MB2 custom cab forward tractor is the most aggressive and maneuverable heavy duty snow removal chassis available for airports today. The versatile MB2 can be equipped with a variety of front plows, tow brooms, underbody scrapers, dump bodies, spreaders, and de-icing equipment as desired. It has a 6 speed automatic transmission, and the right side of its drive engine enclosure rotates upward to allow full access for maintenance and engine repair. The tapered spring suspension allows for a smoother ride and increased driver control.	1	\$ 405,400.00	\$ 405,400.00
<i>Bulleted Items are Included or are features of the Base Unit</i>				

- Tractor type custom chassis with four wheel/power divider 4 x 4 drive
- Designed for airport plows, tow brooms, underbody scrapers, dump bodies, spreaders, de-icing and other as desired
- Standard 158 inch wheel base with sharp steering axle cramp angles efficiently provide small turning circles
- Butterfly type hood engine enclosure, opens with power assist for maintenance and repair access
- 380 HP electronic controlled turbocharged T4F EPA emission certified diesel engine is standard, includes an air intake heater
- Allison RDS 4000, 6 speed transmission
- M-B front "Nose Box" single speed drop box produces low speed torque as well as speeds up to 45 MPH
- M-B 29,000 pound front drive / steer axle with locking differential.
- Dana 23,000 pound rear drive axle with locking differential.
- ABS air brake control system (4-channel) with automatic traction control
- Dual 75 gallon fuel tanks for drive engine, for up to 12 hours of operation
- 445/65R22.5 LR L traction tread front and rear tires
- Integrated hydraulic controls for plow and other attachments.
- Air ride cab mounts with driver and passenger seats with adjustable lumbar support
- Panoramic view. All flat glass for easy and local replacement. Forward slope windshield
- Four windshield wipers with three motor system, for reduced linkage issues and provides better snow removal
- Standard features include FMVSS compliant lighting, side light bars, heated windshield, cab heater, heated power mirrors, power windows, cab mounted FAA approved strobe
- Operator friendly, cab integrated microprocessor CAN bus controls with MDC (Monitor, Diagnose, Control ) color screen display for chassis and equipment, with CAN joystick for attachment operation
- Chassis side 5<sup>th</sup> wheel hitch and 9,000 pounds of steel ballast
- **P5014-S-D Airport Reversible Plow:** 14 foot plow length, Straight 50 inch plow height, DIN flat face hitch, steel cutting edge, two heavy duty single casters reversible left and right up to 32 degrees.
- 1 yr warranty included in base unit.
- *Consult M-B prior to order to confirm choice of plow, engine, and other options.*

SUBTOTAL	\$ 405,400.00
OTHER	-
<b>TOTAL</b>	<b>\$ 405,400.00</b>

**Price for base unit:**

CWA

Central Wisconsin Airport

OPTIONS

<b>Chassis Power Package Option</b>			
500 HP, electronic turbocharged diesel engine, T4F EPA emission certified in place of 380 HP T4F engine	1	\$ 10,228.47	\$ 10,228.47
<b>Chassis Options</b>			
Four wheel steering with 27,000 pound rear drive/steer axle	1	\$ 19,458.16	\$ 19,458.16
Engine oil pan heater, pad type		\$ 685.62	\$ -
Engine block heater, immersion type	1	\$ 473.80	\$ 473.80
Battery trickle charger, 1.5 amp		\$ 548.61	\$ -
Battery charger, 20 amp		\$ 623.42	\$ -
Battery heater, pad type		\$ 1,011.77	\$ -
Remote battery jump start lugs	1	\$ 339.10	\$ 339.10
Remote air fill port		\$ 203.56	\$ -
Hydraulic oil tank heater, pad type		\$ 575.20	\$ -
Fuel heater, immersion tank type		\$ 685.62	\$ -
Coolant filter	1	\$ 205.83	\$ 205.83
Eight inch reflective stripe	1	\$ 810.44	\$ 810.44
Numbers and lettering on unit	1	\$ 595.57	\$ 595.57
Rustproofing: under floor, fenders and battery box	1	\$ 816.19	\$ 816.19
Rear mounted pintle hook		\$ 224.43	\$ -
Spare chassis tire and wheel		\$ 2,370.64	\$ -
<b>Chassis Cab Options</b>			
Air Conditioning	1	\$ 3,574.26	\$ 3,574.26
Deluge System (Requires side door wipers)	1	\$ 2,031.36	\$ 2,031.36
Side door window wipers	1	\$ 814.59	\$ 814.59
Heated option for side door window wipers	1	\$ 359.74	\$ 359.74
Heated option for windshield wipers	1	\$ 526.37	\$ 526.37
Radio, AM/FM with weather band and CD player		\$ 615.10	\$ -
Rear view camera system, color (Includes rear facing LED flood lights)	1	\$ 818.66	\$ 818.66
Golight Strkyer remote spot light on cab, (1)		\$ 445.29	\$ -
HID lights on cab light bar, flood, (2)		\$ 1,737.26	\$ -
HID lights on cab light bar, trapezoid, (2)		\$ 1,616.19	\$ -
HID lights on cab light bar, spot, (2)		\$ 1,629.20	\$ -
LED lights on cab light bar, flood, (2)	1	\$ 1,022.85	\$ 1,022.85
LED lights on cab light bar, trapezoid, (2)	1	\$ 958.32	\$ 958.32
LED lights on cab light bar, spot, (2)	1	\$ 965.97	\$ 965.97
Rear facing LED flood lights, (2)	1	\$ 361.62	\$ 361.62
Amber snow plow lights on cab light bar, (2)		\$ 497.95	\$ -
Fire extinguisher, 2A:10BC, 5 lb. with mounting bracket	1	\$ 253.31	\$ 253.31
Fire extinguisher, 10A:40BC, 10 lb. with mounting bracket		\$ 308.66	\$ -
<b>Reversible Plow Options:</b>			
Flared end moldboard in place of straight end moldboard		\$ 2,601.64	\$ -
Plow trip moldboard		\$ 2,087.93	\$ -
Hands free hitch	1	\$ 1,420.91	\$ 1,420.91
<b>Reversible Plow Width Options:</b>			
16 foot plow in place of 14 foot plow		\$ 1,260.44	\$ -
18 foot plow in place of 14 foot plow		\$ 1,849.41	\$ -
20 foot plow in place of 14 foot plow		\$ 2,438.39	\$ -
22 foot plow in place of 14 foot plow		\$ 3,027.36	\$ -
24 foot plow in place of 14 foot plow	1	\$ 3,616.33	\$ 3,616.33
<b>Plow Cutting Edges</b>			
Poly cutting edge in place of steel cutting edge 14 foot		\$ 1,280.27	\$ -
Poly cutting edge in place of steel cutting edge 16 foot		\$ 1,386.04	\$ -
Poly cutting edge in place of steel cutting edge 18 foot		\$ 1,491.83	\$ -
Poly cutting edge in place of steel cutting edge 20 foot		\$ 1,596.24	\$ -
Poly cutting edge in place of steel cutting edge 22 foot		\$ 1,702.04	\$ -
Poly cutting edge in place of steel cutting edge 24 foot		\$ 1,807.83	\$ -
Kueper cutting edge in place of steel cutting edge, 14 foot		\$ 3,055.86	\$ -
Kueper cutting edge in place of steel cutting edge, 16 foot		\$ 3,412.24	\$ -
Kueper cutting edge in place of steel cutting edge, 18 foot		\$ 3,767.51	\$ -

Central Wisconsin Airport

Kueper cutting edge in place of steel cutting edge, 20 foot		\$ 4,122.65	\$ -
Kueper cutting edge in place of steel cutting edge, 22 foot		\$ 4,477.90	\$ -
Kueper cutting edge in place of steel cutting edge, 24 foot		\$ 4,833.06	\$ -
Carbide cutting edge in place of steel cutting edge 14 foot		\$ 1,521.21	\$ -
Carbide cutting edge in place of steel cutting edge 16 foot		\$ 1,662.19	\$ -
Carbide cutting edge in place of steel cutting edge 18 foot		\$ 1,821.39	\$ -
Carbide cutting edge in place of steel cutting edge 20 foot		\$ 1,962.43	\$ -
Carbide cutting edge in place of steel cutting edge 22 foot		\$ 2,104.84	\$ -
Carbide cutting edge in place of steel cutting edge 24 foot	1	\$ 2,247.22	\$ 2,247.22
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 14 foot		\$ 3,398.65	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 16 foot		\$ 3,804.15	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 18 foot		\$ 4,208.30	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 20 foot		\$ 4,612.45	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 22 foot		\$ 5,016.60	\$ -
Tungsten carbide inserted rubber (JOMA 6000) cutting edge in place of steel cutting edge, 24 foot		\$ 5,420.74	\$ -
<b>Plow Spare Parts</b>			
Caster tire and wheel		\$ 921.02	\$ -
Caster tire, wheel, hub, bearings, axle and nuts		\$ 1,122.83	\$ -
Caster tire and wheel, foam filled		\$ 994.63	\$ -
Caster tire, wheel, hub, bearings, axle and nuts, foam filled		\$ 1,196.64	\$ -
<b>P3UB Optional Underbody Scraper</b>			
P3UB Underbody Scraper, 12 foot, 3 function, Steel cutting edge		\$ 13,809.52	\$ -
Options Subtotal			\$ 51,899.06
Total from Base unit			\$ 405,400.00
			<b>\$ 457,299.06</b>

Discount off total Unit Price, exclusive of freight, Quantity 3+ units; deduct: 3% \$ 13,718.97 **\$ 443,580.09**

**Delivery Starting Point**

**Chilton, WI 53014**

**Delivery Ending Point**

**Mosinee, WI 54455**

\$ 1,000.00

Delivery price determined by calculated mileage between points (Yahoo Maps) and current shipping rates

**SUB TOTAL**

**\$ 444,580.09**

Dual Pro Battery Charger

\$ 450.40

**Radios and scanner supplied by customer (IC-A220.) (Tait model TM9455-B1C0-AAU0-00AA-10-P25) Conventional; VHF 136-174mHz, 50 watt output, includes microphone, not programmed. (Scanner: BC355N Uniden). Installation by M-B at factory.**

\$ 945.00

**Grand Total**

**\$ 445,975.49**



**M-B Companies, Inc.**

"Quality you can see, People you can Trust"™

CRDL

Contact: Scott Scharinger  
 1200 Park Street  
 Chilton, WI 53014  
 Phone (920) 242-4134  
 E-mail: sscharinger@m-bco.com

Date	12/31/2018
Quotation #:	CWACRDL2018
Customer ID:	
Quotation valid until:	9/1/2019
Prepared by:	SS

**Quotation For:**

Customer	Central Wisconsin Airport
Address	200 CWA Drive, Suite 200
City, State, Zip Code	Mosinee, WI 54455
POC	Mark L. Cihlar, Assistant Airport Director
Phone and Email	
Address	715-693-2147 mcihlar@fly-cwa.org

**Comments or Special Instructions:**

Pricing does not include any applicable taxes.  
 M-B start-up and training is included (8 hours operators and mechanics).  
 Customer responsible for any unloading costs.  
 Estimated ready to ship ARO 300 days.

PRODUCT CODE	DESCRIPTION	QTY	UNIT PRICE	AMOUNT
CRDL Broom	Cradling Airport Broom - 4600-CRDL. Designed for high speed high quality snow removal in a configuration that provides for stowing and cradling in-line for transport and storage. The 26,000 pound steering axle is controlled by an electronically monitored and activated steering system complete with automatic drift control and provisions for the operator to center and disengage the trailer axle steering system from the driver's seat.	1	\$ 334,908.00	\$ 334,908.00
<i>Bulleted Items are Included or are features of the Base Unit</i>				

- Stowing (cradling, in-line) broom head design for transport and storage within a 102 inch width.
- Casters lift off the ground when cradled to eliminate damage during transport and to extend caster life
- 26,000 pound steering axle is controlled by an electronically monitored and activated steering system complete with automatic drift control and provisions for the operator to center and disengage the trailer axle steering system from the driver's seat.
- Towing chassis determines turning radius; steering system positions broom within plowed path (NOTE: front plow must be at least 2 ft wider than broom)
- Dual swing arms with four pivot points which ensure the weight and location of the broom head remains approximately on the broom chassis center line regardless of the position of the broom head
- 46" diameter @ 18 foot broom length, all poly wafers
- 380 HP electronic turbocharged T4F EPA emission certified diesel engine, includes an air intake heater
- 475 rpm broom with 2656 ft-lbs of available torque at the broom shaft at 5075 psi maximum working pressure
- Dual impeller forced air blower:
- 150 gallon fuel supply dedicated for the broom engine for 12 hours of operation
- Butterfly type fiberglass engine enclosure opens with power assist
- Electric auxiliary motor with hydraulic pump for service and back-up for all auxiliary hydraulics and jackstands
- Operator friendly, cab portable operator's control box, microprocessor CAN bus controls with MDC (Monitor, Diagnose, Control) color screen display. Fully functional MDC controls in broom engine enclosure
- Battery disconnect switch
- One FAA approved strobe light mounted on rear engine enclosure
- 1 yr warranty included in base unit.
- *Consult M-B prior to order to confirm choice of options*

SUBTOTAL	\$ 334,908.00
OTHER	-
<b>TOTAL</b>	<b>\$ 334,908.00</b>

**Price for base unit:**

OPTIONS

<b>Broom Head Options:</b>			
20 foot broom head in place of 18 foot		\$ 4,204.29	\$ -
22 foot broom head in place of 18 foot	1	\$ 8,408.57	\$ 8,408.57
<b>Broom Engine Power Package Options:</b>			
500 HP, electronic turbocharged diesel engine, T4F EPA emission certified, 500 rpm broom with 4828 ft-lbs of available torque at the broom shaft at 5075 psi in place of 380 HP engine/hydraulics package	1	\$ 16,973.77	\$ 16,973.77
<b>Broom Engine Options:</b>			
Broom engine oil pan heater, pad type		\$ 685.62	\$ -
Broom engine block heater, immersion type	1	\$ 473.80	\$ 473.80
Battery trickle charger, 1.5 amp		\$ 548.61	\$ -
Battery charger, 20 amp		\$ 623.42	\$ -
Battery heater, pad type		\$ 1,032.38	\$ -
Hydraulic oil tank heater, pad type		\$ 575.20	\$ -
Coolant filter	1	\$ 407.73	\$ 407.73
Remote jump start battery lugs		\$ 339.10	\$ -
Fuel heater, immersion tank type		\$ 685.62	\$ -
<b>Broom General Options:</b>			
Broom head marker lights	1	\$ 831.22	\$ 831.22
Broom speed tachometer	1	\$ 731.48	\$ 731.48
Automatic brush pattern adjustment	1	\$ 812.94	\$ 812.94
Ground speed control (Must include automatic brush pattern adjustment and broom speed tachometer)	1	\$ 536.97	\$ 536.97
Broom hydrostatic pressure guage		\$ 470.47	\$ -
Vibrator	1	\$ 2,420.72	\$ 2,420.72
Rear view camera system, color (Includes rear facing LED flood lights)	1	\$ 1,978.31	\$ 1,978.31
Auto stripper bar adjustment system (Required: automatic brush pattern adjustment)	1	\$ 579.34	\$ 579.34
<b>Broom Hood Option (For Pivot Lift head only):</b>			
Snowshed hood for 16 foot broom head		\$ 2,876.03	\$ -
Snowshed hood for 18 foot broom head		\$ 3,208.51	\$ -
Snowshed hood for 20 foot broom head		\$ 3,291.64	\$ -
Snowshed hood for 22 foot broom head	1	\$ 3,374.76	\$ 3,374.76
<b>Broom Wafer Options:</b>			
All steel 10# wire wafers in place of all poly on 18 foot broom		\$ 685.76	\$ -
All steel 10# wire wafers in place of all poly on 20 foot broom		\$ 785.51	\$ -
All steel 10# wire wafers in place of all poly on 22 foot broom		\$ 835.38	\$ -
8# Poly. 10# wire, 50/50 wafers in place of all poly on 18 ft broom		\$ 342.88	\$ -
8# Poly. 10# wire, 50/50 wafers in place of all poly on 20 ft broom		\$ 396.07	\$ -
8# Poly. 10# wire, 50/50 wafers in place of all poly on 22 ft broom		\$ 417.68	\$ -
<b>Broom Spare Parts</b>			
Spare set 18 foot cores		\$ 4,998.97	\$ -
Spare set 20 foot cores		\$ 5,334.79	\$ -
Spare set 22 foot cores	1	\$ 5,599.11	\$ 5,599.11
Set of four broom carts, non-adjustable		\$ 1,077.27	\$ -
End plate jack for use with core change (2)		\$ 498.73	\$ -
Spare caster tire and wheel, nitrogen filled		\$ 631.72	\$ -

Central Wisconsin Airport

Spare caster, tire, wheel, hub, bearings, axle and nuts, nitrogen filled	1	\$ 836.20	\$ 836.20
Spare caster tire and wheel, foam filled		\$ 482.10	\$ -
Spare caster, tire, wheel, hub, bearings, axle and nuts, foam filled		\$ 673.30	\$ -
<b>Integration of Towing Chassis</b>			
Stationary fifth wheel and mounting, 9,000 lb ballast, plow and broom controls, rear axle protector		\$ 46,545.04	\$ -
Options Subtotal			\$ 43,964.92
Total from Base unit			\$ 334,908.00
			<b>\$ 378,872.92</b>

Discount off total Unit Price, exclusive of freight, Quantity 3+ units; deduct: 3% \$ 11,366.19 \$ **367,506.73**

**Delivery Starting Point** Chilton, WI 53014  
**Delivery Ending Point** Mosinee, WI 54455 \$ 1,200.00

Delivery price determined by calculated mileage between points (Yahoo Maps) and current shipping rates

**SUB TOTAL** \$ **368,706.73**

8-inch reflective stripe and bumper chevrons. \$ 810.44  
 Unit number and logo. \$ 595.57  
 Dual Pro battery charger. \$ 450.40  
 One broom axle spare tire and wheel \$ 2,193.00  
**Grand Total** \$ **372,756.14**



**CENTRAL WISCONSIN AIRPORT STATISTICAL REPORT  
SUMMARY - JULY 2018- 2019**

13-Aug-19

	2018 MONTH	2019 MONTH	% CHGE. 18-19	2018 Y-T-D	2019 Y-T-D	% CHGE. 18-19
ACTUAL LANDINGS						
AMERICAN	83	80	-3.6%	541	530	-2.0%
UNITED	82	83	1.2%	491	524	6.7%
DELTA	137	140	2.2%	912	906	-0.7%
CHARTERS	1	1	0.0%	13	13	0.0%
<b>TOTAL LANDING ACTIVITY</b>	606	608	0.3%	3,914	3,946	0.8%
<b>ATCT OPERATIONS</b>	1,251	1,640	31.1%	7,419	7,912	6.6%
AIRLINE CANCELLATIONS						
AMERICAN	2	5	150.0%	25	43	72.0%
UNITED	1	0	-100.0%	14	26	85.7%
DELTA	0	1	100.0%	12	15	25.0%
<b>TOTAL CANCELLATIONS</b>	3	6	100.0%	51	84	64.7%
ENPLANED PASSENGERS						
AMERICAN	2,972	3,566	20.0%	17,738	21,529	21.4%
UNITED	3,087	3,568	15.6%	14,217	19,296	35.7%
DELTA	5,793	6,261	8.1%	35,776	36,954	3.3%
CHARTERS	161	170	5.6%	1,740	1,963	12.8%
<b>TOTAL ENPLANED PASSENGERS</b>	12,013	13,565	12.9%	69,471	79,742	14.8%
DEPLANED PASSENGERS						
AMERICAN	2,757	3,230	17.2%	16,682	19,900	19.3%
UNITED	3,016	3,385	12.2%	14,570	19,144	31.4%
DELTA	5,609	6,003	7.0%	35,209	36,949	4.9%
CHARTERS	161	170	5.6%	1,740	1,963	12.8%
<b>TOTAL DEPLANED PASSENGERS</b>	11,543	12,788	10.8%	68,201	77,956	14.3%
AIR FREIGHT - AMERICAN	1	510	50900.0%	103	1,891	1735.9%
AIR FREIGHT - UNITED	0	0	0.0%	0	0	0.0%
AIR FREIGHT - DELTA	2,493	2,074	-16.8%	16,913	17,776	5.1%
<b>TOTAL AIRFREIGHT - AIRLINES</b>	2,494	2,584	3.6%	17,016	19,667	15.6%
<b>TOTAL AIRFREIGHT -G.AVIATION</b>	154,991	142,888	-7.8%	1,077,113	972,671	-9.7%
<b>AIRLINES &amp; G.AVIATION-A.FREIGHT</b>	157,485	145,472	-7.6%	1,094,129	992,338	-9.3%

LOAD FACTOR-CURRENT MONTH	SEATS	PAX	FACTOR
AMERICAN	4,000	3,566	89.2%
UNITED	4,150	3,568	86.0%
DELTA	7,026	6,261	89.1%

# Central Wisconsin Airport – Flight Schedule August 16, 2019



<u>Arrivals – Delta</u>				<u>Departures – Delta</u>			
5211	11:22	from MSP	CRJ	3491	06:30	to MSP	CRJ
5193	12:41	from DTW	CRJ	5292	06:55	to DTW	CRJ
5343	15:20	from MSP	CRJ	5211	12:25	to MSP	CRJ
3496	20:48	from DTW	CRJ	5193	13:07	to DTW	CRJ
3433	21:20	from MSP	CRJ	5343	15:46	to MSP	CRJ



<u>Arrivals – United Airlines</u>				<u>Departures – United Airlines</u>			
3890	11:19	from ORD	CRJ	4817	05:45	to ORD	CRJ
3810	14:46	from ORD	CRJ	3901	11:50	to ORD	CRJ
4870	21:02	from ORD	CRJ	4848	15:20	to ORD	CRJ



<u>Arrivals – American Eagle</u>				<u>Departures – American Eagle</u>			
3387	09:29	from ORD	ERJ	3788	06:22	to ORD	ERJ
3406	16:06	from ORD	ERJ	3387	09:54	to ORD	ERJ
3541	23:18	from ORD	ERJ	3406	16:32	to ORD	ERJ

### Upcoming Charter Schedule

Aug. 1 – Sun Country to Omaha (WOJO)  
 Aug. 8 – Swift Air to Wendover  
 Aug. 16 – Sun Country to Reno (WOJO)  
 Sep. 2 – Honor Flight  
 Sep. 6 – Sun Country to Laughlin

MSP = Minneapolis  
 ORD = Chicago O’Hare  
 DTW = Detroit

Total CWA Flights Daily = 11

## CWA Legislative Update – August 2019

### **Senate Passes Two-Year Budget Deal That Increases Spending Limits, Suspends Debt Limit (Source: Airport Legislative Affairs, AAAE) August 1, 2019**

The Senate has passed a two-year deal to increase strict spending caps and suspend the debt limit, sending the measure to the White House for President Trump's signature. Senators voted 67-28 to pass the bill (H.R. 3877) today, one week after the House cleared the compromise measure.

The budget and debt limit deal increases total defense funding by \$22 billion (3 percent) in the upcoming fiscal year and boosts non-defense discretionary spending by \$27 billion (4 percent). Further modest increases are included for FY 2021. The measure also suspends the debt limit into the summer of 2021, putting off the next fight over the debt ceiling until after the 2020 presidential election.

The agreement on top-line spending figures for the next two fiscal years clears the way for Congress to make progress on FY 2020 appropriations bills when lawmakers return to session after Labor Day. But time will be limited - Congress reconvenes on September 9 and FY 2020 begins three weeks later, on October 1.

The Senate Appropriations Committee plans to "hit the ground running when we come back in September," Chairman Richard Shelby (R-AL) said last week. The House has already passed 10 of the 12 regular FY 2020 appropriations bills but has not taken up the DHS/TSA/CBP funding measure, which remains highly controversial amid heightened partisan tensions over the country's border security and immigration policy.

### **House Passes Two-Year Budget Deal That Increases Spending Caps, Suspends Debt Limit (Source: Airport Legislative Affairs, AAAE) July 25, 2019**

The House has passed compromise legislation (H.R. 3877) that would increase strict spending caps for FY 2020 and 2021 and suspend the debt limit into the summer of 2021. Representatives voted 284-149 to pass the bill today before adjourning at the end of the week for the traditional August recess. The Senate is expected to consider the bill next week before beginning its summer break.

The Trump Administration and congressional leaders announced the two-year budget deal on Monday, following weeks of negotiations made more urgent recently by reports that the Treasury Department could exhaust the "extraordinary measures" it uses to avoid defaulting on the country's debt in early September.

The budget agreement would increase total defense funding by \$22 billion in the upcoming fiscal year, 3 percent higher than the FY 2019 enacted level. Non-defense discretionary spending would rise by \$27 billion, a 4 percent increase from the current level. Further modest increases are included for FY 2021. The deal would also suspend the statutory debt limit through July 31, 2021, forestalling the next skirmish over the country's debt ceiling until after the 2020 presidential election.

Assuming the Senate passes the budget and debt limit package next week, as is expected, President

Trump will still need to sign the bill into law. The president has indicated his support of the package on Twitter, including in a message this morning where he said, "House Republicans should support the TWO YEAR BUDGET AGREEMENT which greatly helps our Military and our Vets. I am totally with you!" Some lawmakers and conservative groups in Washington are urging President Trump to oppose the budget and debt limit deal.

The agreement on top-line spending figures for the next two fiscal years will clear the way for Congress to make progress on FY 2020 appropriations bills in September. The Senate Appropriations Committee is expected to begin marking up its FY 2020 funding bills in September when lawmakers return to Washington. The House has already passed 10 of the 12 regular FY 2020 appropriations bills, but has not taken up the DHS/TSA/CBP funding measure, which remains highly controversial amid partisan tensions over border security and immigration policy.

**Senate Committee Approves TSA PreCheck, Air Traffic Controller Bills (Source: Airport Legislative Affairs, AAAE)  
July 24, 2019**

The Senate Commerce Committee approved a handful of bills at a markup session this morning, including the following measures:

**S. 1349, the Secure Traveler Act**

The bill would expand enrollment in TSA PreCheck for certain individuals with an active security clearance and law enforcement officers, and would call for a feasibility study on expanding the enrollment process for those individuals to other trusted traveler programs (such as Global Entry).

Sen. John Thune (R-SD), one of the sponsors of the legislation, said that moving additional passengers into PreCheck will free up TSA resources and reduce checkpoint wait times. "If we can move passengers through TSA checkpoints faster in an effective and secure way, the travel experience will be better and less stressful," Thune said at today's meeting. "It will be safer too, as long security lines are potentially vulnerable targets for those wishing to cause harm to the travelling public."

**S. 2035, the TSA Credential and Endorsement Harmonization Act of 2019**

This bill would call for a strategic plan to expand PreCheck eligibility to individuals with Transportation Worker Identification Credentials (TWIC) or Hazardous Materials Endorsements.

**S. 1148, the Air Traffic Control Hiring Reform Act**

The legislation would give preferential consideration to individuals who have successfully completed air traffic controller training and veterans when hiring ATC specialists.

During consideration of this bill today, the committee adopted an amendment from Sen. Mike Lee (R-UT) that calls for a DOT Inspector General report to review the assumptions and methodologies used to develop the pre-employment test for air traffic controllers.

**Airports and Airlines Continue Battle Over PFCs (Source: Airport Legislative Affairs, AAAE)  
July 19, 2019**

Earlier this week we reported on the introduction in the House of Representatives of bipartisan legislation that would eliminate the federal cap on local PFCs and reduce AIP funding in recognition of the additional revenue that could be raised through additional PFC flexibility.

While it is certainly helpful to see bipartisan support to address the antiquated PFC cap, we have a lot of work to do before this or any other proposals are across the finish line. Our airline friends are saturating Washington and local communities with false facts and scare tactics, expending considerable financial and staff resources to block our efforts to get a PFC adjustment enacted into law.

As part of their aggressive anti-PFC efforts, some carriers are pressuring airport directors and other local officials to speak out against raising the PFC cap. Specifically, they are asking them to send opposition letters to their Congressional delegations. While many airports have resisted their calls, the carriers have successfully convinced some local officials to support their position on the PFC debate.

13-Aug-19

**CENTRAL WISCONSIN AIRPORT  
REVENUE 2019**

	BUDGET 2019	MONTH OF JULY	YEAR TO DATE	% OF BUDGET
5409-53 FUEL SALES	40,000	4,189	22,099	55.2%
5410-53 FUEL FLOWAGE	55,000	5,669	35,615	64.8%
5411-53 LANDING FEES	360,000	33,220	226,217	62.8%
5418-53 RAMP CHARGES	62,000	5,093	35,616	57.4%
	-----	-----	-----	-----
<b>AIRFIELD</b>	517,000	48,171	319,547	61.8%
5422-56 UTILITIES	450	0	0	0.0%
	-----	-----	-----	-----
<b>CONTROL TOWER</b>	450	0	0	0.0%
5412-55 RENT	110,000	9,377	59,599	54.2%
5422-55 UTILITIES	10,000	0	0	0.0%
	-----	-----	-----	-----
<b>HANGAR</b>	120,000	9,377	59,599	49.7%
5497-57 LABOR-CWA	1,073	0	0	0.0%
5498-57 MATERIALS-CWA	1,000	0	0	0.0%
5499-57 MISC-CWA	5,000	185	2,717	54.3%
	-----	-----	-----	-----
<b>MAINTENANCE SHOP</b>	7,073	185	2,717	38.4%
5412-54 RENT	40,000	2,170	21,590	54.0%
5414-54 FARM LAND RENT	40,000	720	46,492	116.2%
5417-54 HWY BILLBOARDS	9,000	9,267	9,267	103.0%
5422-54 UTILITIES	6,000	0	632	10.5%
5432-54 CORPORATE HANGAR	76,000	6,698	43,666	57.5%
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<b>NET LEASE</b>	171,000	18,856	121,647	71.1%
5440-51 <b>PARKING</b>	1,350,000	98,351	775,304	57.4%
5412-52 RENT	1,210,000	106,007	647,285	53.5%
5416-52 ADVERTISING	25,000	1,525	12,175	48.7%
5422-52 UTILITIES	41,550	2,789	21,737	52.3%
5431-52 SECURITY	5,300	0	3,511	66.2%
5499-52 MISCELLANEOUS	15,000	0	13,076	87.2%
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<b>TERMINAL BUILDING</b>	1,296,850	110,321	697,784	53.8%
<b>TOTAL</b>	3,462,373	285,260	1,976,598	57.1%
1210 SALES TAX DISCOUNT	0	30	234	
8110 INTEREST ON INVEST	12,000	0	0	
8310 SALE FIXED ASSETS	10,000	0	12,330	
8350 INS RECOV	0	0	0	
8400 OTHER MISC REV	0	0	6,578	
8413 WORKERS COMP REIMB	0	0	0	
	=====	=====	=====	
<b>GRAND TOTAL</b>	3,484,373	285,290	1,995,741	57.3%

5419-53 PASSENGER FAC. CHGS.	460,000	52,012	321,379	69.9%
8110 PFC INTEREST	5,000	0	13,201	264.0%
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<b>TOTAL PASSENGER FACILITY CHGS.</b>	465,000	52,012	334,580	72.0%
5420-52 CFC CAR RENTAL FEES	215,400	28,848	154,341	71.7%

**CENTRAL WISCONSIN AIRPORT**  
**Disbursements - July 2019**

	<b>2019 BUDGET</b>	<b>THIS MONTH</b>	<b>2019 YTD</b>	<b>YTD % of BUDGET</b>
<b>PERSONAL SERVICES</b>				
SALARIES	\$376,700.00	\$32,827.20	\$244,791.36	65.0%
WAGES	\$781,026.00	\$50,854.34	\$370,344.44	47.4%
EMPLOYEE BENEFITS	\$18,500.00	\$238.50	\$5,674.52	30.7%
EMPLOYER CONTRIBUTIONS	\$491,582.00	\$38,063.37	\$292,647.38	59.5%
<b>SUB TOTAL</b>	<b>\$1,667,808.00</b>	<b>\$121,983.41</b>	<b>\$913,457.70</b>	<b>54.8%</b>
<b>CONTRACTUAL SERVICES</b>				
PROFESSIONAL SERVICES	\$204,500.00	\$28,063.94	\$69,540.80	34.0%
UTILITY SERVICES	\$278,000.00	\$17,746.24	\$128,250.62	46.1%
REPAIR-MAINT/STREETS	\$8,000.00	\$1,993.76	\$9,542.03	119.3%
REPAIR-MAINT EQUIP/BUILDINGS	\$87,000.00	\$7,812.91	\$69,628.34	80.0%
CONTRACTUAL SERVICES	\$107,000.00	\$11,263.25	\$58,009.94	54.2%
<b>SUB TOTAL</b>	<b>\$684,500.00</b>	<b>\$66,880.10</b>	<b>\$334,971.73</b>	<b>48.9%</b>
<b>SUPPLIES &amp; EXPENSES</b>				
OFFICE SUPPLIES	\$6,000.00	\$333.98	\$4,538.96	75.6%
ADVERTISING/MEMBERSHIP/DUES	\$82,700.00	\$6,041.62	\$62,527.34	75.6%
TRAVEL	\$21,900.00	\$1,585.44	\$6,144.49	28.1%
OPERATING SUPPLIES	\$171,000.00	\$2,966.28	\$137,212.32	80.2%
REPAIR/MAINT SUPPLIES/GASOLINE	\$165,500.00	\$28,323.46	\$118,906.36	71.8%
CONSUMABLE TOOLS/SUPPLIES	\$5,000.00	\$460.15	\$2,224.76	44.5%
<b>SUB TOTAL</b>	<b>\$452,100.00</b>	<b>\$39,710.93</b>	<b>\$331,554.23</b>	<b>73.3%</b>
<b>BUILDING MATERIALS</b>				
METAL PRODUCTS	\$2,500.00	\$185.00	\$1,299.60	52.0%
WOOD PRODUCTS	\$500.00	\$0.00	\$0.00	0.0%
RAW MATERIALS/RWY PAINT	\$30,000.00	\$15,499.34	\$24,010.14	80.0%
ELECT FIXTURES/RWY SIGNS	\$5,000.00	\$0.00	\$5,822.34	116.4%
ASPHALT/ASPHALT FILLER	\$5,000.00	\$0.00	\$6,477.84	129.6%
<b>SUB TOTAL</b>	<b>\$43,000.00</b>	<b>\$15,684.34</b>	<b>\$37,609.92</b>	<b>87.5%</b>
<b>FIXED CHARGES</b>				
INSURANCE/OTHER LOSSES	\$73,000.00	\$0.00	\$69,904.00	95.8%
<b>CAPITAL OUTLAY</b>				
CAPITAL EQUIPMENT	\$188,000.00	\$37,075.05	\$73,487.86	39.1%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	\$0.00	0.0%
<b>SUB TOTAL</b>	<b>\$188,000.00</b>	<b>\$37,075.05</b>	<b>\$73,487.86</b>	<b>39.1%</b>
<b>TOTALS</b>	<b>\$3,108,408.00</b>	<b>\$281,333.83</b>	<b>\$1,760,985.44</b>	<b>56.7%</b>

## 2018-2019 CWA Budget Summary YTD - June

	<u>July YTD - 2019</u>	<u>July YTD - 2018</u>	<u>% CHANGE</u>
Airfield	\$319,547	\$296,013	
Control Tower	\$0	\$338	
Hangar	\$59,599	\$65,524	
Maintenance Shop	\$2,717	\$1,863	
Net Lease	\$121,647	\$94,908	
Parking	\$775,304	\$708,203	
Terminal Area	\$697,784	\$679,953	
Misc.	\$19,142	\$38,192	
<b>Total Revenues</b>	<b>\$1,995,740</b>	<b>\$1,884,994</b>	<b>5.88%</b>
Personal Services	\$913,458	\$848,808	
Contractual Services	\$334,972	\$304,990	
Supplies and Expense	\$331,554	\$269,364	
Building Materials	\$37,610	\$15,887	
Fixed Charges-Insurance	\$69,904	\$66,933	
Capital Outlay	\$73,488	\$56,035	
<b>Total Expenses</b>	<b>\$1,760,985</b>	<b>\$1,562,017</b>	<b>12.74%</b>
<b>Revenue over Expense</b>	<b>\$234,755</b>	<b>\$322,977</b>	



**New Gate 5 Passenger Boarding Bridge at CWA**

