

**CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING**  
*Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin*  
*November 15, 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 October 18, 2019 Board Meeting
- 3) Public Comment Period: 15-minute time limit
- 4) Review and Possible Action on 2020 Annual Planning Session Goals
- 5) Review and Possible Action on Snow Removal Equipment Purchase Contract
- 6) Staff Reports
  - a) Director Report
    - i) Statistics – October 2019
    - ii) Flight Schedule
    - iii) Ascension Spirit Update
    - iv) Landscaping Update
    - v) Legislative Update
    - vi) Other Items of Interest
  - b) Operations and Maintenance Report
    - i) Landside OMT and Weekend Supervisor Position Update
    - ii) Furnace Installation Update
    - iii) Other Items of Interest
  - c) Financial Reports
    - i) Revenues and Expenses – October 2019
    - ii) Other Items of Interest
  - d) Project Reports
    - i) Passenger Boarding Bridge Project
    - ii) Concourse Renovation Project
    - iii) Other Items of Interest
- 7) Adjournment
- 8) Next Meeting Date: December 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**  
**October 18, 2019 - 8:00 a.m.**

Airport Board:	Jim Zdroik, Chair John Durham Jeff Zriny – Excused Dave Ladick	Sara Guild, Vice Chair Leonard Bayer Lonnie Krogwold
Staff:	Brian Greffe, Airport Director Dave Drozd, Finance Julie Ulrick, Badging Coordinator	Mark Cihlar, Planning & Development James Olson, Operations & Maintenance James Fredericksen, OMT III
Visitors:	Randy Van Natta, Becher Hoppe Karl Kemper, Becher Hoppe Matt Thompson, Ascension Paula Gierczak, Junior Achievement	Mike Reilly, Oakwells Tom Weaver, Ascension Chase McNamara, WAOW

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

***Motion by Krogwold, second by Bayer to approve the minutes of the September 20, 2019 board meeting. Motion carried unanimously.***

**Public Comment Period:**

Paula Gierczak with Junior Achievement of Wisconsin Northwest District presented Greffe with a Junior Achievement Super School Volunteer Sponsor Award. The northwest district covers all Marathon County schools and they work to get corporate volunteers to come into the classrooms and impact students in an alternate way from standard teaching topics and methods. It is difficult for schools to find enough corporate volunteers to participate in the program and they were grateful Greffe was able to commit his time. Gierczak was proud to announce that Mosinee is one of only eight Super Schools in the state.

**National Airports Conference Summary:**

Ladick and Cihlar attended the AAAE National Airports Conference October 6-8 that included over 400 participants and industry partners from across country. The main theme focused on accessibility in airport facilities. The keynote speaker gave a presentation on ADA requirements and ways to go beyond meeting those requirements to achieve 100% accessibility. It was a great networking opportunity and representatives from TSA and FAA headquarters were in attendance. Other topics included looking into the future of aviation, reviewing data trends, focusing on the passenger experience and future workforce planning.

**Blind Rooster One-Year Presentation:**

A summary of past and current restaurant concessionaires was reviewed and the Blind Rooster is doing very well overall. Repairs to get the facility back up and running included freezer repairs, the purchase of a new three-door freezer and salad chiller, and plumbing repairs totaling approximately \$45,000. November 1<sup>st</sup> of this year, the airport's equipment warranty will expire and the responsibility will transfer to the Blind Rooster. The upcoming café kitchen build-out expense combined with the restaurant start-up repair costs are expected to have a three-year payoff.

The Blind Rooster is focusing on growing the catering side of their business and have put together some marketing pieces. To date there have been several small catering events scheduled for the holiday season and two rehearsal dinners have been booked. They are able to comfortably serve about 100 people with current staffing levels and the three-hour free parking has been a very positive move for restaurant service.

John Durham arrived at 8:18am

Gross sales for both pre and post security are expected to hit over \$900,000 combined. An app is currently in development to aid in online ordering. The app is able to find the holder via GPS tracking and will offer options for pickup or gate delivery for passengers waiting for their flight. Once an order is placed it is automatically added in the kitchen queue. The app will also allow for promotions and specials, and patrons are able to view their previous orders.

**Review and Possible Action on Land Lease and Use Agreement Ascension WI Spirit Medical Transport:**

In September, representatives from Ascension Wisconsin Spirit Medical Transport inquired about land rates for comparison with other area airports. Airport staff prepared the rates and lease template, then partnered with Becher Hoppe and Aviation to create a visual presentation of what a development might look like. On September 25<sup>th</sup>, Ascension gave notice of their intent to build the hangar at CWA and work immediately began on site preparation for construction to begin yet this year. The project will consist of an 18,272 sq. ft. hangar on a 74,860 sq. ft. lot leased from the airport. The hangar is large enough to accommodate two medical helicopters, a fixed wing medical transport aircraft and ambulance parking. They have a 24/7 operation as the airport does and if approved, the plans will move to the Mosinee City Planning Commission. Construction is slated to begin by November 18<sup>th</sup> with an anticipated completion by the end of August 2020. The lease presented has been negotiated in good faith and has been reviewed by Marathon County Corporation Counsel. ***Motion by Ladick, second by Bayer to approve the land lease and use agreement with Ascension Wisconsin Spirit Medical Transport as presented. Discussion. Motion carried unanimously.***

**Review and Possible Action on Design Services Contract with Becher Hoppe Associates, Inc.:**

The Ascension Spirit hangar development project has brought the need to address deficiencies in common use areas of the development site, including an aging taxiway and access road, and security fencing and gate access points. Preliminary estimates for the work come in around \$600,000 and the project would be eligible for both State and Federal funds. The design services contract with Becher Hoppe came in at \$41,657.83 and design work would need to begin this year. ***Motion by Durham, second by Ladick to approve the design services contract with Becher Hoppe in an amount not to exceed \$41,657.83. Motion carried unanimously.***

**Review and Possible Action on 2019 Fund Balance Transfer:**

The design services contract with Becher Hoppe would be paid up front out of the 2019 operating budget and the contract amount paid would come out of the local share for the project. A fund balance transfer may be needed to cover contract costs in an amount not to exceed \$45,000, but would only be used if needed. ***Motion by Bayer, second by Krogwold to approve a 2019 fund balance transfer, if needed, in an amount not to exceed \$45,000. Motion carried unanimously.***

**Staff Reports:**

**Director Report – Brian Grefe:**

Statistics – September 2019 statistics show total operations up 14.3% on the month and 3.5% on the year. ATC has also seen a good steady increase up 9.9% on the month and 6.6% on the year. Cancellations remain high from spring snow events, but see a 55.6% decrease for September. Enplanements continue to rise and are up 18.6% on the month and 14.7% on the year. Load factors ranged from 74.7% to 83.1%.

Flight Schedule – The flight schedule remains unchanged with 11 daily departures and American and Delta are still expected to adjust their schedules for holidays. Monday will be the final Never Forgotten Honor Flight of the season.

Marketing Update – To commemorate the 50<sup>th</sup> anniversary of CWA, a video was produced that may be incorporated into the 2020 marketing campaign. The video includes interviews with Becher Hoppe, airport staff, local business representatives, and a former employee that was here when first DC-9 landed.

Legislative Update – Senators and Representatives are returning to work next week for six weeks and will focus on a 2020 appropriations bill, with the defense authorization being the area that could affect airports. Spending bills have

not been passed into law and they will be working toward a long-term spending bill in November or another stopgap extension, if needed.

Grefe had an opportunity to testify in Madison at an educational hearing for the House Committee on Jobs and Economy regarding the economic impact of the Wisconsin aviation industry, pilot training and infrastructure. The testimony was well received and has already produced several follow-up e-mails.

Other Items of Interest – Another TSA Precheck enrollment event will be held next week and appointments have all been filled. More events will be scheduled prior to October of 2020, which is when they will no longer be authorizing Precheck status on airline tickets for non-Precheck enrolled individuals.

**Operations and Maintenance Report – James Olson:**

Shop Improvements – The shop offices and work areas have been long overdue for an update, with flooring, cabinets and counter areas all in poor condition. Maintenance staff is working on painting and prepping the area and the cabinet and flooring work will be done by a contractor.

Staffing Update – The weekend supervisor Jim Wood has accepted a position at the Appleton airport and that position as well as one additional full-time weekend position will be posted. The goal is to have both positions filled ahead of winter operations.

Other Items of Interest – Recently there was an incident that occurred with an experimental aircraft landing. Crews responded efficiently and were able to remove the aircraft from the runway in a timely manner. No injuries were sustained and damage to the aircraft was minor.

**Financial Reports – Dave Drozd:**

Revenues and Expenses – Revenues for September are on track and end the month at 74.9% of budget, with parking at 73.0%, PFCs at 93.1% and CFCs at 88.0%. Disbursements are also doing well at 72.3% of budget with supplies and expenses at 88.6% of budget and winter supplies are fully stocked.

**Project Reports – Mark Cihlar:**

2019 FAA Grant Update – Both anticipated grants were received. The grant for the reconstruction of runway 17/35 means the determination of eligibility was approved.

Passenger Boarding Bridge/Concourse Project – The concourse remodel contract has been awarded and a pre-construction meeting will be held next week to put together timelines on commencement of the construction. The response from ThyssenKrupp regarding boarding bridge issues has been decent and they have been working with the airport to address the issues. They brought in a local machine shop to rework the damaged bridge floor and to reinstall a door that was installed incorrectly. Bridge three and five have been operating with no major issues and bridge two is scheduled to arrive next week. Thorough maintenance training has begun for maintenance staff to be fully prepared to work on the bridges.

Runway 17/35 Design Effort – Becher Hoppe began work on the preliminary design of the runway 17/35 reconstruction project and may now move into a full design effort, which will be a major undertaking. Conversations have started with the State Department of Transportation regarding possible highway access to the runway for contractors. Utilizing the abandoned wayside off of I-39 would be the best option for easy access.

The next regular session of the Board is scheduled for November 15, 2019 at 8:00 a.m.

***9:44 a.m. Motion by Durham, second by Guild to adjourn. Motion carried unanimously.***

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Julie Ulrick, Recording Secretary



## Agenda Item Summary

**Airport Board Meeting Date:** November 15, 2019

**Agenda Item Title:** #4) Review and Possible Action on 2020 Annual Planning Session Goals

**Staff Responsible:** Brian Grefe, Airport Director

**Background:** On August 7, 2019, Steve Smith was invited back to CWA to facilitate the airport's annual planning session and goal setting. This is the fourth year that Mr. Smith has facilitated this event. The participants were changed slightly this year. In addition to airport staff and board members, tenants were invited to participate in the process. This year we had representatives from all three airlines, TSA, the FBO, Endeavor Air maintenance base and the tower.

The process was similar to other years in that everyone's voice carried the same weight and only common themes rose to the top and became recommended airport goals. The process helps to ensure that the most important goals are recommended to the Joint Airport Board for approval.

**Timeline:** If approved today, these annual goals would be effective January 1, 2020.

**Financial Impact:** The financial impact varies and is explained in the attached document.

**Contributions to Airport Goals:** This is the document that sets the annual goals.

**Recommended Action:** Airport staff recommends adopting the August 7<sup>th</sup>, planning session results as the airport's 2020 annual goals.



# CWA Annual Goals 2020

## GOAL #1: Improve Employee Training

### SUB-GOAL: Continue Progress from 2019 Training Goals

Action Step	Benefit/Measure of Success	Necessary Resources	Potential Challenges
<i>What needs to be done?</i>	<i>How will this benefit the airport</i>	<i>What do you need in order to complete this step?</i>	<i>Are there any potential challenges that may impede completion? How will you overcome them?</i>
Continue developing training documents.	This will create improved efficiencies, enhance the quality of training, and create a better coordinated, 24-hour per day team.	This process will use in-house expertise and American Association of Airport Executive training platforms. This will require significant time from all team members.	The annual budget and available staff time could limit the success.
Continue developing standard maintenance procedures.			
Continue developing alternate ARFF training materials/methods.			

### SUB-GOAL: Develop Employee Cross-Training Processes and Procedures

Action Step	Benefit/Measure of Success	Necessary Resources	Potential Challenges
<i>What needs to be done?</i>	<i>How will this benefit the airport</i>	<i>What do you need in order to complete this step?</i>	<i>Are there any potential challenges that may impede completion? How will you overcome them?</i>
Identify cross-training needs and employees skilled in the identified areas.	This will create improved efficiencies, enhance the reliability and safety of airport systems, and create a better coordinated, 24-hour per day team.	This process will be created by CWA. This will require significant time from all team members.	The annual budget and available staff time could limit the success.
Appoint lead employees to develop training schedules and conduct cross training.			
Develop procedures for documenting training.			

<b>SUB-GOAL: Develop Employee Refresher Training Processes and Procedures</b>			
<b>Action Step</b>	<b>Benefit/Measure of Success</b>	<b>Necessary Resources</b>	<b>Potential Challenges</b>
<i>What needs to be done?</i>	<i>How will this benefit the airport</i>	<i>What do you need in order to complete this step?</i>	<i>Are there any potential challenges that may impede completion? How will you overcome them?</i>
Identify refresher training needs.	This will create improved efficiencies, enhance the reliability and safety of airport systems, and create a better coordinated, 24-hour per day team.	This process will be created by CWA. This will require significant time from all team members.	The annual budget and available staff time could limit the success.
Develop a format for training and documentation procedures.			

<b>GOAL #2: Identify Strategies to Address Staffing Shortages</b>			
<b>SUB-GOAL: Fill Open Maintenance Positions</b>			
<b>Action Step</b>	<b>Benefit/Measure of Success</b>	<b>Necessary Resources</b>	<b>Potential Challenges</b>
<i>What needs to be done?</i>	<i>How will this benefit the airport</i>	<i>What do you need in order to complete this step?</i>	<i>Are there any potential challenges that may impede completion? How will you overcome them?</i>
Analyze the availability and capability of existing team.	Proper daily coverage offers more airport protection in the event of an emergency, better maintained buildings and grounds, and more options for covering vacations and illnesses.	The airport will need support from the Joint Airport Board, Marathon County Employee Resources, the Joint Finance Committee, Portage County Board and Marathon County Board.	Finding available and qualified people may be challenging in our current economic climate. The airport will also need the budget allocation.
Identify our highest need for coverage and talent.			
Explore hiring more full-time, part-time or seasonal personnel to meet those needs.			

## GOAL #3: Improve Aviation Services

### SUB-GOAL: Increase General Aviation Activity

Action Step	Benefit/Measure of Success	Necessary Resources	Potential Challenges
<i>What needs to be done?</i>	<i>How will this benefit the airport</i>	<i>What do you need in order to complete this step?</i>	<i>Are there any potential challenges that may impede completion? How will you overcome them?</i>
Host general aviation training seminars.	An increase in general aviation will increase tower counts, build better awareness in the GA community, and potentially lead to more development at the airport.	This effort would require little financial resources. The biggest resource needed is staff time to market/promote events and partner with the FBO.	Available staff and FBO time could limit success. There also needs to be general aviation interest.
Hold fly-in events.			
Support the FBO's efforts.			
Reach out to various flying groups.			

### SUB-GOAL: Increase Commercial Seats Available

Action Step	Benefit/Measure of Success	Necessary Resources	Potential Challenges
<i>What needs to be done?</i>	<i>How will this benefit the airport</i>	<i>What do you need in order to complete this step?</i>	<i>Are there any potential challenges that may impede completion? How will you overcome them?</i>
Work with existing airlines to add seats and/or new destinations.	Additional available seats should increase airport passengers driving an increase in aeronautical revenues, passenger facility charges, customer facility charges, FAA funding, and parking numbers.	Resources needed to see a potential increase in commercial seats are: frequent and productive meetings with various airlines, a robust airline incentive program, maintaining low fees, and updated per-turn pricing.	Challenges to this sub-goal are airline fleet sizes, fuel prices, individual airline business models, CWA's proximity to existing hubs, the 737 max, the pilot shortage, and the economy.
Work with low cost carriers to begin service to and from CWA.			
Work with Charter Operators to increase service to and from CWA.			





## Agenda Item Summary

**Airport Board Meeting Date:** November 15, 2019

**Agenda Item Title:** #5) Review and Possible Action on Snow Removal Equipment Purchase Contract

**Staff Responsible:** Mark Cihlar, Assistant Airport Director – Planning and Development.

**Background:** The airport began to modernize the Snow Removal Equipment (SRE) fleet in 2016 after the terminal renovations were complete. At that time, the average age of CWA's SRE fleet was 18 years old. Since then, the airport has developed a fleet replacement plan that is focused on lowering the overall cost to the CWA annual budget. CWA has already replaced several pieces of equipment according to that plan.

The fleet replacement plan included the replacement of the largest front-end loader (Unit #22) in two years. This loader is used for ramp snow removal with ramp plows and the loader mounted snow blower. This mission critical loader is currently 21 years old. It was purchased with AIP funds, and is eligible for replacement now.

In October 2019, Loader #22 was sent in to have the engine worked on due to issues that were identified during winter preparations. At the service facility, it was discovered that the engine was in need of major repairs/overhaul beyond what was initially expected, and repair costs were estimated to be \$20k-\$30k. This repair would have to be paid entirely out of CWA's 2019 operating budget.

Because the loader was purchased with AIP funds, CWA will only retain up to 10% of the funds at the time of sale of this loader when replaced. On-line listings indicate that this loader (in working condition) would likely sell for around \$60k, so the airport will only re-coup no more than \$6k when sold for replacement if it invests the \$20k-\$30k to repair the engine. Airport staff do not feel this is an effective use of funds.

Instead of repairing the loader, staff recommends selling the loader as-is, and using the funds currently approved and available in the PFC fund balance to replace the loader now. On April 19, 2019, the Joint Airport Board approved Resolution R-02-19 for PFC Application #5. PFC Application #5 authorizes the collection and use of funds to pay for 100% of this equipment purchase. The FAA approved PFC Application #5 on September 11, 2019.

The proposed purchase contract for a 972M CAT loader with Fabick CAT is through a Sourcewell (formerly NJPA) contract. Sourcewell is a cooperative purchasing entity that CWA joined by Resolution approved by the Joint Airport Board and Marathon County Board in 2017. This purchase contract is in accordance with Marathon County Procurement Code.

**Timeline:** This piece of equipment is available on the Fabick CAT lot in Wausau, and can be delivered to CWA within 10 calendar days after order.



## Agenda Item Summary

**Financial Impact:** Total purchase price is \$414,776 and would be paid for 100% out of PFC funds after delivery.

The current PFC fund balance is approximately \$1.3M. CWA collects approximately \$550,000 in PFC funds annually. When accounting for this and all other currently approved PFC funded projects, the forecasted end of year PFC fund balance for 2019 and 2020 is approximately \$790k and \$100k, respectively.

If approved, there is a possibility of this purchase causing a short-term shortage of PFC funds in 2020 if all other approved projects are billed before year-end. This situation has been discussed with the Marathon County Finance Director and can be managed through a short term, no interest, loan from Marathon County to be paid back with PFC funds.

**Contributions to Airport Goals:** This is in alignment with the 2018 annual goal of Improved Utilization of Resources through cost effective fleet planning.

**Recommended Action:** Airport staff recommends approval of the purchase contract with Fabick CAT for the purchase of airport snow removal equipment, authorizing the Airport Director to sign the purchase contract.



## CONTRACT AGREEMENT

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

**Date of Contract: 11-15-2019**

1. This contract is entered into by and between Central Wisconsin Airport (identified hereinafter as "CWA") and **Fabick CAT** (identified hereinafter 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. <b>RFP#032119</b>	<b>Sourcewell RFP for Heavy Const. Equip.</b>	<b>3/22/19</b>	<b>91</b>
2. <b>#032119-CAT</b>	<b>Sourcewell Contract Award</b>	<b>5/10/2019</b>	<b>1</b>
3. <b>Quote Proposal</b>	<b>Proposal for CAT 972M Wheel Loader</b>	<b>11/5/2019</b>	<b>3</b>

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 **Four-hundred Fourteen-thousand Seven-hundred Seventy-six dollars and Zero cents (\$414,776.00)**, subject to any additions or deductions as provided in the Contract Documents.

Central Wisconsin Airport

Contractor

By Central Wisconsin Joint Airport Board

By Fabick CAT

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

Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Phone 715-693-2147 Ext.7

Phone \_\_\_\_\_

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 #032119-CAT

(1) Caterpillar 972M Wheel Loader as per Specification in Fabick CAT Proposal (attached)

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 10 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.

### **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 Grefe, 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 no 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.



## PROPOSAL

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November 5, 2019

### **Central Wisconsin Airport**

200 CWA Drive  
Mosinee, WI 54455

Fabick Cat is pleased offer one new **Caterpillar 972M Wheel Loader** with Fusion Quick Coupler, equipped as follows:

#### **Electrical**

24-volt electrical system  
145-amp brushless alternator  
Dual maintenance free batteries (1400 CCA)  
LED Premium lighting system (2 forward road, 2 rear work, 8 LED cab work lights)  
Directional lights (LED)  
Heavy-duty cold weather starting system  
12-volt auxiliary plug in cab (10-amp)  
Main disconnect switch  
Back up alarm  
Starting receptacle  
120-volt plug-in block heater  
AM/FM Radio (USB/MP3/Bluetooth)

#### **Powertrain**

Caterpillar C9.3 Diesel Engine (U.S. EPA Tier 4 Final rating)  
Clean Emissions Module (CEM)  
Diesel Particulate Filter (DPF)  
Diesel Emissions Fluid (DEF) remote tank and pump  
Hydraulically driven electronic temperature sensing controlled fan  
Unit core radiator (9-fpi) w/ ATAAC  
Fuel Management System (FMS)  
Primary and secondary fuel filters  
Primary and secondary engine air filters  
Electronic fuel priming pump  
Fuel/water separator  
Either starting aid  
4-speed automatic planetary power shift transmission  
Full hydraulic enclosed wet-disc brakes with IBS (Integrated Braking System)  
Brake wear indicators  
Powertrain guard  
Automatic Front & Rear Locking Differentials

## **Operator Environment**

ROPS/FOPS sound suppressed and pressurized cab  
Heater, Defroster and Air Conditioner (auto temp and fan)  
Heated Cat Comfort cloth air-suspension seat with 3" retractable seat belt  
Electro-Hydraulic (EH) Joystick Steering System with Force Feedback (speed sensitive)  
Caterpillar 7" Rear view camera system  
Windshield wipers/washers (front and rear)  
Intermittent front wiper  
Bucket/Work tool function lockout  
Electro-hydraulic lift and tilt controls  
Computerized Monitoring System  
Instrumentation and Gauges:  
-Regeneration  
-Digital gear range indicator  
-DEF (diesel exhaust fluid level)  
-Engine coolant and hydraulic temperatures  
-Fuel level  
-Hydraulic oil temperature  
-Transmission oil temperature  
Warning Indicators:  
-Axle oil temperature  
-Battery voltage (high/low)  
-Engine intake manifold temperature  
-Engine oil pressure  
-Fuel level and pressure (High/Low)  
-Hydraulic oil filter restriction  
-Hydraulic oil level  
-Parking brake  
-DEF (low level indicator)  
-Primary steering oil pressure  
-Service brake oil pressure  
-Transmission filter bypass  
Exterior mirrors, heated and fold up  
Post mounted membrane switch keypad  
Sun visor

## **Other Equipment**

Caterpillar Product Link (PLE641 Cellular)  
Ride control system  
Three (3) valve hydraulic system  
Caterpillar Fusion Quick-coupler system  
Remote pressure taps  
775/65 R 29 Bridgestone VST\* L3 radial tires  
Fender package (Low Profile)  
Caterpillar manual lubrication system  
Joystick 3-valve control, kickdown trigger, roller switch for 3<sup>rd</sup> function  
Drawbar hitch with pin

Non-metallic power tilting hood with rear clamshell  
Hydraulic Oil Cooler (swing out)  
Automatic lift and tilt kickouts (cab adjustable)  
High speed oil change system  
Oil sampling valves  
Window washing platform  
Remote diagnostic pressure taps  
Electrical and hydraulic service center  
Toolbox  
Vandalism protection cap locks

Attachments:

Caterpillar stock 6.25 cu. yd. Fusion Coupler G.P. Bucket with Bolt-on Edge.  
Caterpillar Material Handling Arm (for use with 972M Fusion Coupler)

**Investment Considerations**

**Delivered Price\*                      FOB: Mosinee, WI                      \$412,668.**

\*Includes Sourcewell and Fabick Cat discounts.

Option: Caterpillar Flat-Back Fusion Hooks\*\* (price for 2-sets)                      Add: \$2,108.

\*\*one weld-on set required per attachment.

**Net Total with Option:                      \$414,776.**

Warranty:

One-year standard full Caterpillar. 3 years/3,000 hours Premium Power Train & Hydraulics. Written details are available on request.

Delivery: One new stock is currently available in 10-working days, configurations may vary. MAO units are currently running 14 weeks after order. Prices do not include any applicable taxes and are quoted subject to change without notice by the manufacturer prior to placing firm order.

Training:

Proposal includes initial on-site operator training per the Caterpillar O&M Guide by a Fabick Cat certified trainer.

Thank you for your consideration. Please contact me @ 920-362-3047 or [gene.jones@fabickcat.com](mailto:gene.jones@fabickcat.com) with any questions.

Yours Truly,

*Gene Jones*

Fabick Cat

Corporate Accounts Sales Mgr.

# Central Wisconsin Airport – Flight Schedule

## November 15, 2019



<u>Arrivals – Delta</u>				<u>Departures – Delta</u>			
5211	11:17	from MSP	CRJ	3491	06:35	to MSP	CRJ
5193	12:46	from DTW	CRJ	5292	06:55	to DTW	CRJ
5343	15:19	from MSP	CRJ	5211	11:55	to MSP	CRJ
3496	21:00	from DTW	CRJ	5193	13:11	to DTW	CRJ
3433	21:20	from MSP	CRJ	5343	15:48	to MSP	CRJ



<u>Arrivals – United Airlines</u>				<u>Departures – United Airlines</u>			
3890	11:17	from ORD	CRJ	4817	06:20	to ORD	CRJ
3810	14:44	from ORD	CRJ	3901	11:50	to ORD	CRJ
3961	20:52	from ORD	CRJ	4848	15:20	to ORD	CRJ



<u>Arrivals – American Eagle</u>				<u>Departures – American Eagle</u>			
3387	09:31	from ORD	ERJ	3788	06:00	to ORD	ERJ
3406	16:01	from ORD	ERJ	3387	09:56	to ORD	ERJ
3541	23:19	from ORD	ERJ	3406	16:27	to ORD	ERJ

### Upcoming Charter Schedule

Oct. 30 – Sun Country to Las Vegas (WOJO)  
 Nov. 22 – Sun Country to Laughlin

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

Total CWA Flights Daily = 11

## CWA Legislative Update – November 2019

### **Appropriations Talks Continue (Source: Airport Legislative Affairs, AAAE) November 8, 2019**

The current government funding stopgap is set to expire on November 21 - leaving the House and Senate just a handful of legislative days between now and then to pass another CR to avoid a government shutdown. Lawmakers are still negotiating the length of the next funding extension, which could run through sometime in December or early 2020.

Leaders of the House and Senate Appropriations Committees are scheduled to meet next week to try to make progress toward an agreement on FY 2020 appropriations bills - none of which have been signed into law. Congressional leaders have said they would like to finish all FY 2020 appropriations bills by the end of the year, but that is an ambitious timeline especially since lawmakers are also dealing with the impeachment inquiry.



**CENTRAL WISCONSIN AIRPORT  
REVENUE 2019**

12-Nov-19

	<b>BUDGET 2019</b>	<b>MONTH OF OCTOBER</b>	<b>YEAR TO DATE</b>	<b>% OF BUDGET</b>
5409-53 FUEL SALES	40,000	0	26,017	65.0%
5410-53 FUEL FLOWAGE	55,000	0	46,212	84.0%
5411-53 LANDING FEES	360,000	34,070	330,945	91.9%
5418-53 RAMP CHARGES	62,000	5,093	51,234	82.6%
<b>AIRFIELD</b>	<b>517,000</b>	<b>39,163</b>	<b>454,407</b>	<b>87.9%</b>
5422-56 UTILITIES	450	0	0	0.0%
<b>CONTROL TOWER</b>	<b>450</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
5412-55 RENT	110,000	15,314	85,340	77.6%
5422-55 UTILITIES	10,000	0	0	0.0%
<b>HANGAR</b>	<b>120,000</b>	<b>15,314</b>	<b>85,340</b>	<b>71.1%</b>
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	237	5,954	119.1%
<b>MAINTENANCE SHOP</b>	<b>7,073</b>	<b>237</b>	<b>5,954</b>	<b>84.2%</b>
5412-54 RENT	40,000	2,170	28,100	70.3%
5414-54 FARM LAND RENT	40,000	4,000	59,048	147.6%
5417-54 HWY BILLBOARDS	9,000	0	9,267	103.0%
5422-54 UTILITIES	6,000	0	632	10.5%
5432-54 CORPORATE HANGAR	76,000	6,749	66,761	87.8%
<b>NET LEASE</b>	<b>171,000</b>	<b>12,919</b>	<b>163,808</b>	<b>95.8%</b>
5440-51 <b>PARKING</b>	<b>1,350,000</b>	<b>133,571</b>	<b>1,137,911</b>	<b>84.3%</b>
5412-52 RENT	1,210,000	134,718	976,021	80.7%
5416-52 ADVERTISING	25,000	1,525	18,250	73.0%
5422-52 UTILITIES	41,550	2,382	35,669	85.8%
5431-52 SECURITY	5,300	0	4,682	88.3%
5499-52 MISCELLANEOUS	15,000	1,000	17,678	117.9%
<b>TERMINAL BUILDING</b>	<b>1,296,850</b>	<b>139,625</b>	<b>1,052,300</b>	<b>81.1%</b>
<b>TOTAL</b>	<b>3,462,373</b>	<b>340,828</b>	<b>2,899,720</b>	<b>83.7%</b>
1210 SALES TAX DISCOUNT	0	35	334	
8110 INTEREST ON INVEST	12,000	0	34,074	
8310 SALE FIXED ASSETS	10,000	0	50,440	
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>	<b>3,484,373</b>	<b>340,863</b>	<b>2,991,147</b>	<b>85.8%</b>

5419-53 PASSENGER FAC. CHGS.	460,000	53,203	472,530	102.7%
8110 PFC INTEREST	5,000	0	12,581	251.6%
<b>TOTAL PASSENGER FACILITY CHGS.</b>	<b>465,000</b>	<b>53,203</b>	<b>485,111</b>	<b>104.3%</b>
5420-52 CFC CAR RENTAL FEES	215,400	47,328	236,893	110.0%

**CENTRAL WISCONSIN AIRPORT  
Disbursements - October 2019**

	2019 <u>BUDGET</u>	THIS <u>MONTH</u>	2019 <u>YTD</u>	YTD % of <u>BUDGET</u>
<b>PERSONAL SERVICES</b>				
SALARIES	\$376,700.00	\$35,721.71	\$346,167.47	91.9%
WAGES	\$781,026.00	\$52,346.26	\$535,584.82	68.6%
EMPLOYEE BENEFITS	\$18,500.00	\$270.40	\$6,018.76	32.5%
EMPLOYER CONTRIBUTIONS	\$491,582.00	\$34,410.95	\$401,340.24	81.6%
<b>SUB TOTAL</b>	<b>\$1,667,808.00</b>	<b>\$122,749.32</b>	<b>\$1,289,111.29</b>	<b>77.3%</b>
<b>CONTRACTUAL SERVICES</b>				
PROFESSIONAL SERVICES	\$204,500.00	\$29,318.01	\$130,061.34	63.6%
UTILITY SERVICES	\$278,000.00	\$16,239.87	\$179,285.74	64.5%
REPAIR-MAINT/STREETS	\$8,000.00	\$0.00	\$11,450.34	143.1%
REPAIR-MAINT EQUIP/BUILDINGS	\$87,000.00	\$1,926.32	\$96,094.63	110.5%
CONTRACTUAL SERVICES	\$107,000.00	\$11,341.31	\$76,102.32	71.1%
<b>SUB TOTAL</b>	<b>\$684,500.00</b>	<b>\$58,825.51</b>	<b>\$492,994.37</b>	<b>72.0%</b>
<b>SUPPLIES &amp; EXPENSES</b>				
OFFICE SUPPLIES	\$6,000.00	\$686.09	\$6,095.56	101.6%
ADVERTISING/MEMBERSHIP/DUES	\$82,700.00	\$7,752.42	\$81,163.75	98.1%
TRAVEL	\$21,900.00	\$494.16	\$9,043.19	41.3%
OPERATING SUPPLIES	\$171,000.00	\$10,165.26	\$167,133.04	97.7%
REPAIR/MAINT SUPPLIES/GASOLINE	\$165,500.00	\$6,570.55	\$157,807.34	95.4%
CONSUMABLE TOOLS/SUPPLIES	\$5,000.00	\$595.70	\$5,363.37	107.3%
<b>SUB TOTAL</b>	<b>\$452,100.00</b>	<b>\$26,264.18</b>	<b>\$426,606.25</b>	<b>94.4%</b>
<b>BUILDING MATERIALS</b>				
METAL PRODUCTS	\$2,500.00	\$154.71	\$3,084.85	123.4%
WOOD PRODUCTS	\$500.00	\$0.00	\$555.15	111.0%
RAW MATERIALS/RWY PAINT	\$30,000.00	\$1,561.50	\$25,654.12	85.5%
ELECT FIXTURES/RWY SIGNS	\$5,000.00	\$0.00	\$12,642.26	252.8%
ASPHALT/ASPHALT FILLER	\$5,000.00	\$0.00	\$6,477.84	129.6%
<b>SUB TOTAL</b>	<b>\$43,000.00</b>	<b>\$1,716.21</b>	<b>\$48,414.22</b>	<b>112.6%</b>
<b>FIXED CHARGES</b>				
INSURANCE/OTHER LOSSES	\$73,000.00	\$0.00	\$71,151.00	97.5%
<b>CAPITAL OUTLAY</b>				
CAPITAL EQUIPMENT	\$188,000.00	\$7,548.44	\$136,144.11	72.4%
CAPITAL IMPROVEMENTS	\$0.00	\$0.00	\$0.00	0.0%
<b>SUB TOTAL</b>	<b>\$188,000.00</b>	<b>\$7,548.44</b>	<b>\$136,144.11</b>	<b>72.4%</b>
<b>TOTALS</b>	<b>\$3,108,408.00</b>	<b>\$217,103.66</b>	<b>\$2,464,421.24</b>	<b>79.3%</b>

## 2018-2019 CWA Budget Summary YTD - October

	<u>October YTD - 2019</u>	<u>October YTD - 2018</u>	<u>% CHANGE</u>
Airfield	\$454,407	\$418,471	
Control Tower	\$0	\$338	
Hangar	\$85,340	\$90,275	
Maintenance Shop	\$5,954	\$1,863	
Net Lease	\$163,808	\$121,109	
Parking	\$1,137,911	\$1,037,703	
Terminal Area	\$1,052,300	\$1,009,479	
Misc.	\$91,426	\$141,334	
<b>Total Revenues</b>	<b>\$2,991,146</b>	<b>\$2,820,572</b>	<b>6.05%</b>
Personal Services	\$1,289,111	\$1,224,216	
Contractual Services	\$492,994	\$410,928	
Supplies and Expense	\$426,606	\$339,551	
Building Materials	\$48,414	\$18,184	
Fixed Charges-Insurance	\$71,151	\$66,933	
Capital Outlay	\$136,144	\$63,851	
<b>Total Expenses</b>	<b>\$2,464,421</b>	<b>\$2,123,662</b>	<b>16.05%</b>
<b>Revenue over Expense</b>	<b>\$526,725</b>	<b>\$696,910</b>	