

**CENTRAL WISCONSIN JOINT AIRPORT BOARD MEETING**  
**Conference Room B – East Terminal Upper Level, Mosinee, Wisconsin**  
**December 20, 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 November 15, 2019 Board Meeting
- 3) Public Comment Period: 15-minute time limit
- 4) Presentation, Review and Possible Action on Airport Master Plan
- 5) Review and Possible Action on Snow Removal Equipment Purchase Contract
- 6) Staff Reports
  - a) Director Report
    - i) Statistics – November 2019
    - ii) Flight Schedule
    - iii) Ascension Spirit Update
    - iv) Legislative Update
    - v) Other Items of Interest
  - b) Operations and Maintenance Report
    - i) Electric Vehicle Charging Stations
    - ii) Hiring Update
    - iii) Shop Remodel Completion
    - iv) Other Items of Interest
  - c) Financial Reports
    - i) Revenues and Expenses – November 2019
    - ii) Other Items of Interest
  - d) Project Reports
    - i) Passenger Boarding Bridge Project
    - ii) Concourse Renovation Project
    - iii) Other Items of Interest
- 7) ROLL CALL VOTE TO GO INTO CLOSED SESSION pursuant to Wis. Stat. 19.85(1)(c) For the purpose of considering employment, promotion, compensation or performance evaluation data of any public employee over which the governmental body has jurisdiction or exercises responsibility
- 8) MOTION TO RETURN TO OPEN SESSION (No Roll Call vote needed). Discussion, Possible Action and/or Announcements from Closed Session Item
- 9) Adjournment
- 10) Next Meeting Date: January 17, 2020 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**  
**November 15, 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 Grefe, Airport Director Dave Drozd, Finance Julie Ulrick, Badging Coordinator	Mark Cihlar, Planning & Development James Olson, Dir. of Operations & Mnt.
Visitors:	Randy Van Natta, Becher Hoppe	

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

***Motion by Ladick, second by Durham to approve the minutes of the October 18, 2019 board meeting. Motion carried unanimously.***

**Public Comment Period:** None

**Review and Possible Action on 2020 Annual Planning Session Goals:**

On August 7, 2019, the airport's annual planning and goal setting session was held with Steve Smith returning as facilitator. The format was similar to previous years with the addition of tenant participation. The first goal established was Improve Employee Training, a continuation of the 2019 goal. The second goal was to Identify Strategies to Address Staffing Shortages. The maintenance department has not been at full staff for several years and part-time positions are difficult to fill with a sparse candidate pool. Replacing the part-time positions with a full-time position could benefit the airport. Goal three was to Improve Aviation Services and work has already begun on improving general aviation activity and to obtain additional seats from the airlines. ***Motion by Zriny, second by Ladick to approve the 2020 annual planning session goals as presented. Motion carried unanimously.***

**Review and Possible Action on Snow Removal Equipment Purchase Contract:**

CWA's largest front-end loader was recently taken in for engine work and it was discovered that major repair work would be needed to get it functioning properly. Fabick estimated the repairs to be \$20,000-\$30,000 and those funds would have to come out of the annual operating budget. The loader was scheduled to be replaced within a few years, but is eligible for replacement now under PFC application #5 and staff believes replacement is the most responsible route moving forward. The loader was purchased with AIP funds so only 5%-10% of funds from the sale would be kept by the airport, with the remainder going to future AIP projects. The replacement loader comes in at \$414,776.00 through a Sourcewell contract and would be paid in full with PFC funds. ***Motion by Zriny, second by Ladick to approve the purchase contract with Fabick CAT for a CAT 972M Wheel Loader in the amount of \$414,776.00. Motion carried unanimously.***

**Staff Reports:**

**Director Report – Brian Grefe:**

Statistics – The October 2019 statistical report shows total operations up 6.8% on the month and 3.9% on the year. Enplanements end the month with a 13.2% increase for October and a 14.5% increase for the year. Ascension Spirit Medical Transport is now officially based here and operations should see an increase as time goes on. Load factors for the month range from 77.9% to 83.1%.

Flight Schedule – The flight schedule remains unchanged and airlines have held on to their summer schedules to date, with the third Minneapolis flight with Delta to drop through the holidays. Two days after Thanksgiving there is a fourth United flight scheduled for a 10 p.m. departure to Chicago on a larger aircraft. Grefe is working to schedule a headquarters visit with Frontier in December, which may be a good opportunity for Denver service.

Ascension Spirit Update – Ascension Spirit Medical Transport is officially based here today out of Central Wisconsin Aviation and a ground breaking ceremony is being planned. The Mosinee Planning Commission recently passed the building plans for the hangar so construction will begin in the near future.

Landscaping Update – Bids for the landscaping project were received October 31<sup>st</sup> and one bid came in very reasonable. Estimates for the project were around \$100,000 and the low bidder was Revi out of Wausau with a bid around \$51,000. The contract includes a maintenance option for \$7,000/year.

Legislative Update – The current government funding stopgap is set to expire on November 21, leaving the House and Senate only a few legislative days to pass another continuing resolution to avoid a government shutdown. Leaders of the House and Senate Appropriations Committees are scheduled to meet next week to try to make progress toward an agreement on a FY 2020 appropriations bills.

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

Landside OMT and Weekend Supervisor Position Update – The landside OMT position has been posted and closes today, and interviews will be scheduled next week. A job offer is set to be made for the weekend supervisor position, pending testing results.

Furnace Installation Update – The old Lennox furnaces in the tower, maintenance shop and one corporate hangar are in the process of being replaced.

Other Items of Interest – A passenger on a flight this morning had a medical emergency and response from the flight crew and staff was timely and emergency responders were on-scene within minutes.

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

Revenues and Expenses – Revenues for October end the month at 85.8% of budget with PFCs at 104.3% and CFCs at 110.0%. Parking ends the month at 84.3% and is on track to meet budget. Avis on Stewart Avenue in Wausau is closing this month so car rental customers will be reverted to CWA's location, which will increase rentals. Enterprise is the only rental car company onsite left with a Wausau location.

Disbursements – Disbursements for October end the month at 79.3% of budget. Personnel is doing well and will see an increase with new hires and professional services will see an increase with the rates and charges contract expense. Supplies are good heading into winter. The new furnaces will come out of capital outlay, leaving approximately \$20,000 to be used on IT switches or other capital items.

Other Items of Interest – CWA held three tours this month and Skyward, MSTC and Sentry were included as tour sites for a variety of kids at schools that are giving them the opportunity to explore various job opportunities.

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

Passenger Boarding Bridge Project – Contractors are making progress on boarding bridge punch-list items and JH Findorff is working to keep the working days on schedule according to the contract. All bridges should be fully operational by the deadline.

Concourse Renovation Project – Staff is working through the project submittal process and subcontractors are being lined up. The board will be presented options on some of the final product details in December or January. A start date has not been schedule at this point.

Other Items of Interest – Runway 17/35 design for the reconstruction project is at 30% design review and there are a number of critical milestones that need to be met in the next few months in order to complete design in time for a 2020 FAA grant. Several of the items are FAA dependent so staff will be working directly with them to keep the timeline on track. A request has been submitted to the Wisconsin DOT to allow highway access to the project, but no decision has been made thus far.

The next regular session of the Board is scheduled for December 20, 2019 at 8:00 a.m.

***9:21 a.m. Motion by Durham, second by Krogwold to adjourn. Motion carried unanimously.***

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Julie Ulrick, Recording Secretary



## Agenda Item Summary

**Airport Board Meeting Date:** December 20, 2019

**Agenda Item Title:** #4) Presentation, Review and Possible Action on Airport Master Plan

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

**Background:** CWA began an airport master planning process in 2016. Presentations were made to the Airport Board in March and July of 2017. Since then, the planning team has worked closely with the FAA to finalize alternatives that meet the needs of the airport and meet current FAA standards. Mead & Hunt will be making a final presentation of the Master Plan for acceptance by the Central Wisconsin Joint Airport Board. Draft chapters are available for review on the CWA website at [www.fly-cwa.org/master-plan](http://www.fly-cwa.org/master-plan).

**Timeline:** This project began in 2016. The final step for the project will be submitting the Airport Layout Plan (ALP) to the FAA. The final version of ALP is expected to be ready for the Airport Board to review and consider in February 2020.

**Financial Impact:** This planning project was funded with an AIP grant in 2016. Chapter 6 of the Master Plan is the Financial and Implementation Plan for the projects identified in the Master Plan. All of the projects and costs identified in the Master Plan are for planning purposes only. Approval of the Master Plan does not commit any funds or any of the projects identified in the Master Plan.

**Contributions to Airport Goals:** This is in alignment with the 2020 annual goal to Improve Aviation Services through effective planning of airport facilities.

**Recommended Action:** Airport staff recommends approval of the Master Plan as presented by Mead & Hunt.



## Agenda Item Summary

**Airport Board Meeting Date:** December 20, 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  
David Drozd – Assistant Airport Director – Finance

**Background:** As a part of the airport’s 2019 budget priority planning session with airport staff, a compact wheel loader was identified as the second highest priority item for CWA. This new piece of equipment was identified as a need to fill a gap in capabilities for snow removal in the parking lot. Specifically, a compact wheel loader is necessary to improve airport staff’s ability to clear parking stalls after a car leaves, as well as removing snow in other areas where current equipment is too large.

With recent increases in the number of passengers using the airport, and the record setting snowfalls in the area (2019 is officially the snowiest calendar year on record for the Wausau area), providing a safe and convenient place for passengers to park their cars is becoming more difficult. This new piece of equipment will better enable airport staff to deal with snow removal challenges safely and will make snow removal operations more efficient. The smaller size and greater visibility of this compact loader should also reduce the likelihood of customer vehicle damage when cleaning these snow and ice covered stalls.

Although a compact wheel loader was the second highest priority item in the budget planning session this year, it was not able to be included in the 2020 budget. Neither state nor federal funds are available for this type of equipment, and other large capital investments, like the parking lot system, were necessary in 2020. At the time the 2020 budget was set, it was anticipated that the compact wheel loader would be included in the 2021 budget.

On December 6<sup>th</sup>, 2019, the surplus auction ended for the 1998 Cat 970F with the non-working engine. The loader sold, as-is, for \$98,000. The sale of this fixed asset was more than twice the price anyone expected. As previously discussed, this loader was purchased with federal funds, and the sale will be reported to the FAA. As a result, the FAA will require 90% of this sale to help fund the next AIP funded project. For CWA, this means that the FAA will withhold approximately \$88,000 from its next AIP grant. This is anticipated to be AIP-53 which will fund the construction of runway 17/35 in 2021. This means that CWA will not see the financial impact of this federal action until 2021.

The proceeds from the sale of the CAT 970F loader can be considered as ‘surplus revenue’. Surplus revenues, per Resolution No. 300, allows the Airport Board the following:

- a) “The Airport Board is hereby delegated the authority to spend such surplus revenues for non-budgeted expenses, provided that these total annual expenditures do not exceed 10% of the total expenses approved in the annual budget.”
- c) “Surplus revenues shall be spent only for urgently needed capital assets, or unexpected and unbudgeted operating expenses, but shall not be used for routine purchase of equipment.”



## Agenda Item Summary

The proposed purchase contract for a CAT 906M loader 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 locally, and can be delivered to CWA by December 31, 2019.

**Financial Impact:** Total purchase price for the compact wheel loader is \$89,708 and would be paid for after delivery with funds from the sale of the CAT 970F loader.

If approved, CWA will be liable for approximately \$88,000 (in addition to the local match) for the AIP-53 project grant. This amount would have to be budgeted for in 2021 out of CWA's annual budget. This use of funds has been discussed with and is supported by the Marathon County Finance Director.

**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 with local funds, authorizing the Airport Director to sign the purchase contract.



## CONTRACT AGREEMENT

**Name of Project: CWA - Purchase Airport Snow Removal Equipment – Local Funds**  
Purchase Order #

**Date of Contract:** 12-20-2019

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 906M Wheel Loader</b>	<b>12/12/2019</b>	<b>2</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 **Eighty-nine-thousand Seven-hundred Eight dollars and Zero cents (\$89,708.00)**, 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 906M Compact Wheel Loader as per Specification in Fabick CAT Proposal (attached)

### **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 December 31, 2019

Prior to shipment, the dealer shall allow CWA personnel to inspect the goods purchased at the dealership. The dealer must correct any issues at the dealership prior to shipment. The dealer 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 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.





## PROPOSAL

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December 12, 2019

### **Central Wisconsin Airport**

200 CWA Drive

Mosinee, WI 54455

Fabick Cat is pleased to offer one new **Caterpillar 906M Compact Wheel Loader** equipped as follows:

#### **Powertrain:**

Caterpillar C3.3B Diesel Engine (U.S. Tier 4 Final certified)

2-stage radial seal air cleaner with visual indicator

Electric fuel priming pump

Cold weather starting system

On-demand hydraulically driven fan (faster warm ups + reduced fuel consumption)

S-O-S Oil sampling valves (engine + hydraulics)

Two-Speed Hydrostatic Transmission (22 MPH, includes differential lock)

Heavy-duty axles with outboard planetary reduction

Maintenance free, lifetime sealed, propeller shaft and universal joints

#### **Electrical:**

12-Volt direct electric starting

80-amp alternator

Maintenance-free HD battery

Battery disconnect switch

Cab mounted fuse panel

Service port connector for electronic diagnostics (Cat ET)

Cab mounted LED work lights and roading light package

Back-up alarm

Interior and exterior auxiliary power sockets

Self-cancelling directional lights and reversing light

#### **Operator Environment:**

ROPS/FOPS Deluxe Cab (isolation mounted)

Cab Heater and Air Conditioner

Deluxe air-ride suspension cloth seat, heated cushion and armrests, lumbar support

Adjustable tilt steering column

Sliding left and right-side windows

Heated rear window

AM/FM/Bluetooth Radio

Sun Visor front and sun shade rear

Dual exterior mirrors and internal rear-view mirror

Gauges: fuel level, hydraulic oil temp, engine coolant temp, speedometer, hour meter

Operator Warning System Indicators: master warning, parking brake applied, hydraulic oil pressure, engine oil pressure, coolant temperature, electrical sys., hydraulic filter bypass  
Multifunction Joystick: F/N/R switch, differential lock switch  
2” retractable seat belt

**Tires & Bucket:**

340/80 R 18 Firestone Duraforce Utility for smooth ride, traction, and wear performance  
Caterpillar 2-cubic yard (81” wide) light material bucket with bolt-on edge

**Other Equipment:**

Z-bar loader linkage with parallel lift  
3rd valve auxiliary hydraulics, standard flow with quick disconnect  
Engine enclosure and side door compartments  
ECO engine oil drain  
Hydraulic Quick-Coupler  
Parking brake  
Recovery rear hitch and pin  
Front and rear fenders  
Caterpillar Product Link  
Ride control  
Rimpull control  
Creeper control  
Drivetrain aggressiveness control  
Electronic throttle lock

**906M 2019 Delivered Price:**

FOB Mosinee, WI. (Includes Sourcewell Discounts) **\$87,794.**

**Option:**

Nokian 340/80 R18 TRI 2, (Tire swap by Pomps Tire): + \$1,914.  
Excellent all-season tire for plowing and snow removal. Total: **\$89,708.**

**Availability:**

Machine is currently in stock at Fabick Cat, offered subject to prior sale.  
Prices are subject to change by the manufacturer at any time without notice prior to placing a formal purchase order.

**Warranty:**

Fabick Cat standard 1-year, unlimited hours complete. 3-year/3,000 hour on the power train. Proposal includes one-day of on-site operator familiarization training and a training follow-up visit if needed.

Thank you for your interest in Caterpillar machines. Contact me anytime at 920-362-3047 or [gene.jones@fabickcat.com](mailto:gene.jones@fabickcat.com) with questions.

Yours truly,  
*Gene Jones*  
Fabick Cat  
Corporate Accounts Mgr.

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

17-Dec-19

	2018 MONTH	2019 MONTH	% CHGE. 18-19	2018 Y-T-D	2019 Y-T-D	% CHGE. 18-19
<b>ACTUAL LANDINGS</b>						
AMERICAN	76	74	-2.6%	855	865	1.2%
UNITED	78	84	7.7%	764	869	13.7%
DELTA	132	136	3.0%	1,471	1,474	0.2%
CHARTERS	2	2	0.0%	25	24	-4.0%
<b>TOTAL OPERATIONS</b>	576	592	2.8%	6,230	6,464	3.8%
<b>ATCT OPERATIONS</b>	967	972	0.5%	11,700	12,578	7.5%
<b>AIRLINE CANCELLATIONS</b>						
AMERICAN	5	3	-40.0%	43	51	18.6%
UNITED	3	0	-100.0%	26	26	0.0%
DELTA	0	2	100.0%	12	17	41.7%
<b>TOTAL CANCELLATIONS</b>	8	5	-37.5%	81	94	16.0%
<b>ENPLANED PASSENGERS</b>						
AMERICAN	2,525	2,594	2.7%	29,594	34,886	17.9%
UNITED	2,491	2,887	15.9%	23,683	32,336	36.5%
DELTA	5,134	5,137	0.1%	58,371	60,035	2.9%
CHARTERS	240	264	10.0%	3,255	3,335	2.5%
<b>TOTAL ENPLANED PASSENGERS</b>	10,390	10,882	4.7%	114,903	130,592	13.7%
<b>DEPLANED PASSENGERS</b>						
AMERICAN	2,784	2,414	-13.3%	27,535	31,814	15.5%
UNITED	2,551	3,250	27.4%	23,873	32,171	34.8%
DELTA	5,270	5,183	-1.7%	57,630	59,670	3.5%
CHARTERS	240	264	10.0%	3,255	3,335	2.5%
<b>TOTAL DEPLANED PASSENGERS</b>	10,845	11,111	2.5%	112,293	126,990	13.1%
AIR FREIGHT - AMERICAN	0	575	100.0%	103	3,392	3193.2%
AIR FREIGHT - UNITED	0	0	0.0%	0	0	0.0%
AIR FREIGHT - DELTA	3,017	2,259	-25.1%	26,928	30,014	11.5%
<b>TOTAL AIRFREIGHT - AIRLINES</b>	3,017	2,834	-6.1%	27,031	33,406	23.6%
<b>TOTAL AIRFREIGHT -G.AVIATION</b>	167,758	135,108	-19.5%	1,744,793	1,553,613	-11.0%
<b>AIRLINES &amp; G.AVIA.-A.FRGT.</b>	170,775	137,942	-19.2%	1,771,824	1,587,019	-10.4%

<b>LOAD FACTOR-CURRENT MONTH</b>	<b>SEATS</b>	<b>PAX</b>	<b>FACTOR</b>
AMERICAN	3,534	2,594	73.4%
UNITED	4,200	2,887	68.7%
DELTA	6,872	5,137	74.8%

# Central Wisconsin Airport – Flight Schedule

## December 20, 2019



<u>Arrivals – Delta</u>				<u>Departures – Delta</u>			
5039	13:04	from DTW	CRJ	5292	06:30	to DTW	CRJ
5343	15:10	from MSP	CRJ	4875	06:55	to MSP	CRJ
4757	20:47	from DTW	CRJ	5039	13:30	to DTW	CRJ
4768	21:25	from MSP	CRJ	5343	15:35	to MSP	CRJ



<u>Arrivals – United Airlines</u>				<u>Departures – United Airlines</u>			
3890	11:20	from ORD	CRJ	4817	06:10	to ORD	CRJ
3810	14:44	from ORD	CRJ	3901	11:50	to ORD	CRJ
3961	20:56	from ORD	CRJ	4848	15:20	to ORD	CRJ



<u>Arrivals – American Eagle</u>				<u>Departures – American Eagle</u>			
3387	09:23	from ORD	ERJ	3788	05:50	to ORD	ERJ
3406	16:04	from ORD	ERJ	3387	09:48	to ORD	ERJ
3541	23:22	from ORD	ERJ	3406	16:29	to ORD	ERJ

**Upcoming Charter Schedule**

Dec. 11 – Swift Air to Wendover

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

Total CWA Flights Daily = 10

## CWA Legislative Update – December 2019

### **Crunch Time in Congress as End of Year Approaches (Source: Airport Legislative Affairs, AAAE) December 13, 2019**

House and Senate Appropriations Committee leaders indicated yesterday afternoon that they have reached a tentative deal on FY 2020 appropriations bills to fund the government for the remainder of the fiscal year, which runs through September 30, 2020. The committee leaders had spent the past few months negotiating funding bills with Treasury Secretary Steven Mnuchin.

Congressional staff will work through the weekend to finalize the legislative language, with the goal of the House and Senate voting on the funding package or packages next week before the Friday, December 20 deadline (today).

### **House Passes Defense Bill That Rejects Controversial PFAS Proposal (Source: Airport Legislative Affairs, AAAE) December 13, 2019**

House and Senate lawmakers this week unveiled the details of a final Department of Defense authorization bill that rejects a proposal that would have required EPA to designate certain chemicals in firefighting foam as hazardous materials under the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA).

The House passed the final defense bill on Wednesday. The Senate is scheduled to hold a procedural vote on the bill Monday afternoon and is expected to clear the measure for President Trump's signature by the end of the week.

### **Senate Committee Approves Contract Tower, Other Aviation Bills (Source: Airport Legislative Affairs, AAAE) December 13, 2019**

The Senate Commerce Committee approved the following three aviation-related bills at a business meeting this week (see our Airport Alert for more details):

S. 2898, the Continuity for Operators with Necessary Training Required for ATC Contract Towers (CONTRACT) Act of 2019, which would allow retired federal controllers to become controllers at contract tower airports without requiring them to give up their federal annuity. AAAE and the U.S. Contact Tower Association backed the bipartisan bill, which would help address staffing challenges at contract tower airports;

S. 2638, the Friendly Airports for Mothers Improvement Act, which would require small hub airports to have mothers' rooms in each of their terminals and a baby-changing table in at least one men's restroom and one women's restroom in each of their terminals by FY 2023; and

S. 2730, the Drone Advisory Committee for the 21st Century Act, which would require the FAA to maintain the Drone Advisory Committee and ensure that the committee also includes representation for agriculture, forestry and rural communities.

**House Passes Security Legislation (Source: Airport Legislative Affairs, AAAE)  
December 13, 2019**

The House passed the following two aviation security-related bill this week using a procedure for expedited consideration of non-controversial legislation:

H.R. 3318, the Emerging Transportation Security Threats Act, which would require TSA and U.S. intelligence agencies to establish a task force to conduct an analysis of emerging and potential future threats to transportation security; and

H.R. 3469, the Covert Testing and Risk Mitigation Improvement Act, which would require TSA to conduct three annual risk-based covert tests of aviation security operations, including passenger and baggage security screening operations, and to establish a system to mitigate any vulnerabilities discovered through the covert tests.

**CENTRAL WISCONSIN AIRPORT  
REVENUE 2019**

17-Dec-19

	<b>BUDGET 2019</b>	<b>MONTH OF NOVEMBER</b>	<b>YEAR TO DATE</b>	<b>% OF BUDGET</b>
5409-53 FUEL SALES	40,000	9,491	35,508	88.8%
5410-53 FUEL FLOWAGE	55,000	5,228	51,440	93.5%
5411-53 LANDING FEES	360,000	36,002	366,947	101.9%
5418-53 RAMP CHARGES	62,000	5,263	56,496	91.1%
<b>AIRFIELD</b>	<b>517,000</b>	<b>55,984</b>	<b>510,391</b>	<b>98.7%</b>
5422-56 UTILITIES	450	488	488	108.5%
<b>CONTROL TOWER</b>	<b>450</b>	<b>488</b>	<b>488</b>	<b>108.5%</b>
5412-55 RENT	110,000	7,297	92,637	84.2%
5422-55 UTILITIES	10,000	0	0	0.0%
<b>HANGAR</b>	<b>120,000</b>	<b>7,297</b>	<b>92,637</b>	<b>77.2%</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	279	6,233	124.7%
<b>MAINTENANCE SHOP</b>	<b>7,073</b>	<b>279</b>	<b>6,233</b>	<b>88.1%</b>
5412-54 RENT	40,000	2,170	30,270	75.7%
5414-54 FARM LAND RENT	40,000	23,605	82,653	206.6%
5417-54 HWY BILLBOARDS	9,000	0	9,267	103.0%
5422-54 UTILITIES	6,000	4,898	5,530	92.2%
5432-54 CORPORATE HANGAR	76,000	6,698	73,459	96.7%
<b>NET LEASE</b>	<b>171,000</b>	<b>37,371</b>	<b>201,179</b>	<b>117.6%</b>
5440-51 <b>PARKING</b>	<b>1,350,000</b>	<b>107,450</b>	<b>1,245,362</b>	<b>92.2%</b>
5412-52 RENT	1,210,000	162,399	1,138,420	94.1%
5416-52 ADVERTISING	25,000	1,525	19,775	79.1%
5422-52 UTILITIES	41,550	3,076	38,745	93.2%
5431-52 SECURITY	5,300	0	4,682	88.3%
5499-52 MISCELLANEOUS	15,000	0	17,678	117.9%
<b>TERMINAL BUILDING</b>	<b>1,296,850</b>	<b>167,000</b>	<b>1,219,299</b>	<b>94.0%</b>
<b>TOTAL</b>	<b>3,462,373</b>	<b>375,869</b>	<b>3,275,589</b>	<b>94.6%</b>
1210 SALES TAX DISCOUNT	0	40	374	
8110 INTEREST ON INVEST	12,000	0	100,648	
8310 SALE FIXED ASSETS	10,000	0	50,440	
8350 INS RECOV	0	0	0	
8400 OTHER MISC REV	0	25	6,603	
8413 WORKERS COMP REIMB	0	0	0	
<b>GRAND TOTAL</b>	<b>3,484,373</b>	<b>375,935</b>	<b>3,433,655</b>	<b>98.5%</b>
5419-53 PASSENGER FAC. CHGS.	460,000	53,781	526,311	114.4%
8110 PFC INTEREST	5,000	0	12,581	251.6%
<b>TOTAL PASSENGER FACILITY CHGS.</b>	<b>465,000</b>	<b>53,781</b>	<b>538,892</b>	<b>115.9%</b>
5420-52 CFC CAR RENTAL FEES	215,400	24,448	261,341	121.3%

**CENTRAL WISCONSIN AIRPORT**  
**Disbursements - November 2019**

	<u>2019</u> <u>BUDGET</u>	<u>THIS</u> <u>MONTH</u>	<u>2019</u> <u>YTD</u>	<u>YTD % of</u> <u>BUDGET</u>
<b>PERSONAL SERVICES</b>				
SALARIES	\$376,700.00	\$41,988.00	\$388,155.47	103.0%
WAGES	\$781,026.00	\$56,104.89	\$591,689.71	75.8%
EMPLOYEE BENEFITS	\$18,500.00	\$2,408.13	\$8,426.89	45.6%
EMPLOYER CONTRIBUTIONS	\$491,582.00	\$41,931.08	\$443,271.32	90.2%
<b>SUB TOTAL</b>	<b>\$1,667,808.00</b>	<b>\$142,432.10</b>	<b>\$1,431,543.39</b>	<b>85.8%</b>
<b>CONTRACTUAL SERVICES</b>				
PROFESSIONAL SERVICES	\$204,500.00	\$32,947.22	\$169,064.36	82.7%
UTILITY SERVICES	\$278,000.00	\$15,511.12	\$194,796.86	70.1%
REPAIR-MAINT/STREETS	\$8,000.00	\$1,405.65	\$12,855.99	160.7%
REPAIR-MAINT EQUIP/BUILDINGS	\$87,000.00	\$24,650.90	\$120,745.53	138.8%
CONTRACTUAL SERVICES	\$107,000.00	\$4,895.06	\$80,997.38	75.7%
<b>SUB TOTAL</b>	<b>\$684,500.00</b>	<b>\$79,409.95</b>	<b>\$578,460.12</b>	<b>84.5%</b>
<b>SUPPLIES &amp; EXPENSES</b>				
OFFICE SUPPLIES	\$6,000.00	\$1,291.15	\$7,386.71	123.1%
ADVERTISING/MEMBERSHIP/DUES	\$82,700.00	\$7,916.00	\$89,079.75	107.7%
TRAVEL	\$21,900.00	\$2,147.13	\$11,190.32	51.1%
OPERATING SUPPLIES	\$171,000.00	\$35,271.25	\$202,404.29	118.4%
REPAIR/MAINT SUPPLIES/GASOLINE	\$165,500.00	\$21,087.38	\$178,894.72	108.1%
CONSUMABLE TOOLS/SUPPLIES	\$5,000.00	\$405.89	\$5,769.26	115.4%
<b>SUB TOTAL</b>	<b>\$452,100.00</b>	<b>\$68,118.80</b>	<b>\$494,725.05</b>	<b>109.4%</b>
<b>BUILDING MATERIALS</b>				
METAL PRODUCTS	\$2,500.00	\$173.59	\$3,258.44	130.3%
WOOD PRODUCTS	\$500.00	\$0.00	\$555.15	111.0%
RAW MATERIALS/RWY PAINT	\$30,000.00	\$814.27	\$26,468.39	88.2%
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>\$987.86</b>	<b>\$49,402.08</b>	<b>114.9%</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	\$0.00	\$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>\$0.00</b>	<b>\$136,144.11</b>	<b>72.4%</b>
<b>TOTALS</b>	<b>\$3,108,408.00</b>	<b>\$290,948.71</b>	<b>\$2,761,425.75</b>	<b>88.8%</b>



## 2018-2019 CWA Budget Summary YTD - November

	<u>November YTD - 2019</u>	<u>November YTD - 2018</u>	<u>% CHANGE</u>
Airfield	\$510,391	\$473,583	
Control Tower	\$488	\$338	
Hangar	\$92,637	\$97,652	
Maintenance Shop	\$6,233	\$2,663	
Net Lease	\$201,179	\$133,255	
Parking	\$1,245,362	\$1,142,276	
Terminal Area	\$1,219,299	\$1,149,491	
Misc.	\$158,066	\$157,711	
<b>Total Revenues</b>	<b>\$3,433,655</b>	<b>\$3,156,969</b>	<b>8.76%</b>
Personal Services	\$1,431,543	\$1,328,332	
Contractual Services	\$578,460	\$454,995	
Supplies and Expense	\$494,725	\$361,669	
Building Materials	\$49,402	\$18,697	
Fixed Charges-Insurance	\$71,151	\$66,933	
Capital Outlay	\$136,144	\$74,004	
<b>Total Expenses</b>	<b>\$2,761,426</b>	<b>\$2,304,630</b>	<b>19.82%</b>
<b>Revenue over Expense</b>	<b>\$672,229</b>	<b>\$852,339</b>	