

Missoula County Airport Authority Regular Board Meeting

DATE: Tuesday, January 28, 2025
TIME: **1:30 p.m.**
PLACE: Johnson Bell Board Room - Airport Terminal

- Chair to call the meeting to order.
 - Advise the Public the meeting is being recorded.
 - Roll Call
 - Seating of Alternate Commissioner if needed.
 - Approval of the Agenda.
- Public Comment.
- Review and approve the minutes of the Regular Board meeting dated December 17, 2024. **Pg 3**
- Approval of Claims for Payment - Will Parnell **Pg 8**
- Financial Report - Will Parnell **Pg 14**
- Director's Report - Brian Ellestad **Pg 32**
- Legal Report - Juniper Davis
- Committee Updates -

Business Development Committee: No Activity
Contract and Lease Committee: No Activity
Executive Committee: No Activity
Facility and Operations Committee: No Activity
Finance Committee: Met January 14, 2025
General Aviation Committee: No Activity
Legislative Committee: No Activity
Marketing Committee: No Activity

Unfinished Business

- NONE

New Business/Action Items

- Award of Voice Over Internet Protocol Request for Proposals - Dylan O'Leary **Pg 35**
- Award of Snack Vending Request for Proposals - Tim Damrow **Pg 61**
- Purchase of towable Air Stairs - Andrew Bailey **Pg 92**
- Morrison-Maierle Task Order #68 - Final Design of the Air Traffic Control Tower Upgrades Project - Brian Ellestad **Pg 99**
- Purchase of Air Traffic Control (ATC) Tower Equipment - Tim Damrow **Pg 104**

Information/Discussion Item(s)

- USFS hangar door repairs

PLEASE NOTE: This meeting will be in a hybrid format.

Members of the public can call in and connect digitally to the meeting using the information below and will have the opportunity to comment prior to any vote of the Board as well as on any item not before the Board at the beginning of the meeting.

Members of the public can submit comments by email to: jdavis@flymissoula.com.

Documents will be available on the airport's website, www.flymissoula.com, by 9 a.m. on the meeting date. Members of the public can view the meeting and documents by joining the meeting from their computer, tablet or smartphone at:

Microsoft Teams meeting

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Meeting ID: 266 456 298 882

Passcode: JtfCxe

Or call in (audio only)

[+1332-249-0710](tel:+1332-249-0710)..857565796# United States, New York City

Phone Conference ID: 857 565 796#

MISSOULA COUNTY AIRPORT AUTHORITY
Regular Board Meeting
December 17, 2024
1:30 pm, Johnson Bell Conference Room

THOSE PRESENT

BOARD: Chair Winton Kemmis
Vice Chair Deb Poteet
Secretary/Treasurer Pat Boyle
Commissioner Larry Anderson
Commissioner Adriane Beck
Commissioner Shane Stack via MS Teams
Commissioner Matthew Doucette
Alternate Commissioner David Bell
Alternate Commissioner Jack Meyer via MS Teams

STAFF: Director Brian Ellestad
Deputy Director **Tim** Damrow
Director of Finance and Administration Will Parnell
Legal Counsel Lynn Fagan
Legal Counsel Juniper Davis
Business Development Manager Dan Neuman
Director of Maintenance Nate Cole
Human Resources Manager Nikki Munro
IT Specialist Dylan O'Leary
Accounting Clerk Brianna Brewer

OTHERS: Shaun Shea, Morrison-Maierle
Cole Jensen, Martel Construction
Martin Kidston, Missoula Current
Ashley Osten, Moss Adams
Steve Hurst, The Resort at Paws Up

Chair Winton Kemmis called the meeting to order and advised everyone that the meeting was being recorded.

Legal Counsel Juniper Davis performed a roll call of Board members, staff members, and members of the public.

AGENDA

Chair Winton Kemmis asked if there were any changes to the agenda. There were none.

Motion: Commissioner Adriane Beck moved to approve the agenda.

Second: Vice Chair Deb Poteet

Vote: Motion Passed Unanimously

PUBLIC COMMENT PERIOD

Chair Winton Kemmis asked if there was any public comment on items not on the Board's agenda. There was no public comment.

MINUTES

Chair Winton Kemmis asked if anyone had questions, edits, or public comments regarding the minutes for the Regular Board Meeting dated November 26, 2024. There were none.

Motion: Commissioner Larry Anderson moved to approve the minutes of the Regular Board Meeting dated November 26, 2024.

Second: Commissioner Matt Doucette

Vote: Motion Passed Unanimously

CLAIMS FOR PAYMENT

Director of Finance and Administration Will Parnell presented the Claims for Payment. Starting with project expenses, during the month of November 2024, the airport incurred approximately \$1.7 million in project expenses; of the \$1.7 million in project expenses approximately \$1.1 million was submitted to the FAA for reimbursement. The remaining project expenses of approximately \$600,000 will be paid with reserves and debt.

Chair Winton Kemmis asked if there were any Board questions or public comments regarding the Claims for Payment. There were no questions or comments.

Motion: Vice Chair Deb Poteet moved to approve the Claims for Payment

Second: Alternate Commissioner Adriane Beck

Vote: Motion passed unanimously

DIRECTOR'S REPORT

Airport Director Brian Ellestad first thanked staff for all their hard work over the year. He reported that by the end of November the Airport has seen an almost 12% increase in passengers which is 11% higher than the national average for increases. This year will be a record year, and the Airport expects to see its one millionth passenger in the upcoming week.

Brian reported that on May 22nd and for the duration of the summer, United will be bringing in an Airbus A320 for Chicago flights.

The costs of the repairs for the recent elevator mechanical issue were covered by the warranty.

Brian thanked Lynn Fagan for her many years of service as legal counsel to the Airport and he also thanked Larry Anderson for his many years of service on the Board.

Chair Winton Kemmis asked if there were any Board questions or public comments regarding the Directors Report.

A question was asked regarding whether license plate readers have been installed in the parking lots and Deputy Director Tim Damrow clarified that they are in place and being use for the purpose of tracking in/out times and for parking payment.

LEGAL REPORT

Legal Counsel Juniper Davis provided an update on a recent comment letter that the Airport sent to the City of Missoula in advance of their recent decision to adopt their Growth Policy Update. The letter brought up the Airport's concerns around potential higher density residential development indicated for areas directly east an adjacent to Airport property. Those concerns center around: aircraft noise impacts; safety related to aircraft accidents; electronic interference with navigation; and physical and visual obstructions. Airport staff will be meeting with the City's planning staff in January to discuss these concerns in greater detail.

Brian Ellestad shared information regarding a subdivision called West End Farms that was planned for an area just east of the Airport. The developer met with the Airport in advance of finalizing their development plans and put into place a number of changes that would lessen impacts and concerns.

Additional discussion occurred regarding the timing for finalizing the Airport's Master Plan and how that timing will dovetail with the City's implementation of their Growth Policy Plan.

Lastly, Juniper provided an overview of the status of ongoing projects, including Grant Creek restoration, Milwaukee trail fee title purchase, procurements, and leased property updates.

Chair Winton Kemmis asked if there were any Board questions or public comments regarding the Legal Report. There were no questions or comments.

COMMITTEE REPORTS

There were no committee reports.

NEW BUSINESS

Fiscal Year 2024 Audit

Director of Finance and Administration Will Parnell introduced Ashley Osten from Moss Adams to present the fiscal year 2024 audit results.

Ashley presented a detailed overview of the audit process and the airport's financial status. Based on their audit procedures, Ashley confirmed that the airport's management had applied its accounting policies consistently and appropriately, aligning with expectations and the previous year's practices.

The audit did not encounter any major challenges. Ashley noted that management was cooperative throughout the process and no issues with documentation or access arose. Importantly, no corrected or uncorrected audit adjustments were needed.

Ashley reported that there were no disagreements with management regarding the audit or accounting matters, and no instances of non-compliance or fraud were discovered. The audit concluded without identifying any material weaknesses or significant deficiencies. Ashley mentioned that there were a few best practice recommendations that were communicated informally to management during the audit but did not rise to the level of formal inclusion in the report.

Ashley concluded by affirming that the airport's financial position was stable, with no concerns raised regarding the ability to continue operations.

Chair Winton Kemmis asked if there were any Board questions or public comments regarding the audit report. Ashley addressed a question as to whether Board members were interviewed during the audit process with the response that no, such interviews are not required by auditing standards but could be accommodated for in the future if it is needed.

Motion: Commissioner Pat Boyle moved to approve the annual audit report for fiscal year 2024.

Second: Commissioner Adriane Beck

Vote: Motion passed unanimously

Award of the Airport Suite RFP to the Resort at Paws Up

Tim Damrow presented an overview of the Airport Suite that is included as part of the Phase 2 Terminal Expansion opening in the spring of 2025. Tim explained that the intent of this space is to provide a secluded location, post security for a vendor to utilize on an as needed basis during operational hours.

Staff received and evaluated the one response to the Request for Proposals for operation and management of the Airport Suite. This response was from the Resort at Paws Up. If approved, staff will follow up with contract negotiations with the intent of bringing a final contract to the board next month.

Steve Hurst, a representative from the Resort of Paw Up, contributed additional background on their proposed operations of the Airport Suite, including private space for their guests, continued partnership with the Airport, and making sure the space remains available to other members of the public,

Chair Winton Kemmis asked if there were any Board questions or public comments regarding the RFP award. There were no questions or comments.

Motion: Commissioner Larry Anderson moved to award the Airport Suite RFP to the Resort at Paws Up.

Second: Vice Chair Deb Poteet

Vote: Motion passed unanimously

Authorization to accept FAA Grant for Improvements

Airport Director Brian Ellestad informed the Board that the Department of Transportation gave notice that MSO was awarded a \$900,000 grant for Air Traffic Tower improvements that will be utilized for elevator replacement and associated tower infrastructure. The grant program will not require the Airport to provide any match funding, so the work will be covered 100% by grant funds.

Chair Winton Kemmis asked if there were any Board questions or public comments regarding the FAA grant acceptance. In response to a question, Brian clarified that the funding will hopefully be obligated in a short time frame.

Motion: Vice Chair Deb Poteet moved to pre-authorize the Airport Director to accept the upcoming FAA Contract Tower Program grant offering in the amount of \$900,000.

Second: Commissioner Matt Doucette

Vote: Motion passed unanimously

INFORMATION/DISCUSSION ITEMS(S)

Airport Director Brian Ellestad recognized Larry Anderson for his many years of service on the Board. Chair Winton Kemmis also extended his thanks and recognition to Larry Anderson and his Board service.

Chair Winton Kemmis then also thanked and recognized Legal Counsel Lynn Fagan for her over twenty years working for the Airport.

Chair Winton Kemmis thanked staff and the board for their support over the past year while he served as Chair. He welcomed new officers for 2025: Chair Deb Poteet, Vice Chair Pat Boyle, and Secretary/Treasurer Adriane Beck.

Meeting Adjourned.

Missoula County Airport Authority

Check Register by Account Name

12/01/2024 - 12/31/2024

Account Name	Total
Accounting Expense	\$ 14,900.00
Airfield Lighting R&M	\$ 656.81
Airfield Maintenance	\$ 1,428.51
ATCT R&M	\$ 11.28
BHS Parts and MX	\$ 652.37
Bill.com Money Out Clearing	\$
Building General R&M	\$ 255.52
Buildings - Other	\$ 6,995.00
CIP PSO Vehicle	\$ 1,388.20
Communication R&M	\$ 1,176.00
Computer Equipment Expense	\$ 6,961.25
Contracted Maintenance	\$ 8,545.22
Custodial Services	\$ 40,445.00
Custodial Supplies	\$ 10,984.79
Disposal Expense	\$ 2,941.12
Disposal-Industrial	\$ 1,005.30
EAP Fees	\$ 747.00
Electric Maintenance	\$ 215.71
Electricity/Gas Expense	\$ 45,463.16
Employee Screening	\$ 10,000.00
Employee Training Expense	\$ 6,075.31
Fog Abatement	\$ 753.61
GASB 96 Long-term Subscription	\$ 2,223.67
Job Postings	\$ 89.01
Legal Services	\$ 150.00
Marketing	\$ 6,480.36
Meals & PR	\$ 6,942.25
Mechanical/Supplies	\$ 56.15
Office Supplies	\$ 1,128.67
On-demand IT Support	\$ 1,785.00
Petroleum Products Expense	\$ 5,045.96
Phone Charges	\$ 3,447.29
Plumbing Expense	\$ 2,040.84
Recurring IT Support Subscripti	\$ 250.00
Rent Car R&M	\$ 10,840.62
Rental Car Fuel	\$ 29,391.45

Missoula County Airport Authority
Check Register by Account Name
12/01/2024 - 12/31/2024

Safety Supplies/Equipment	\$ 1,443.83
Sewer Expense	\$ 3,315.71
Snow & Ice Removal	\$ 2,952.60
Tools/Equipment	\$ 3,466.97
TPA- EE benefits and Payroll	\$ 1,045.00
Travel Expense	\$ 4,022.72
Uniform Expense	\$ 9,137.74
Vehicle R&M	\$ 4,206.23
Water Expense	\$ 4,351.42
Grand Total	\$ 265,414.65

Missoula County Airport Authority
Check Register by Vendor Name
12/01/2024-12/31/2024

Vendor Name	Total	
AILEVON PACIFIC AVIATION CONSULTING, LLC	\$ 4,980.36	
AIRSIDE SOLUTIONS	\$ 638.53	
ALKOSUPPLY	\$ 582.00	
Amadeus	\$ 2,223.67	
ANDREA HARSELL	\$ 400.00	
APPLIED INDUSTRIAL TECH	\$ 588.30	
ARFF WORKING GROUP	\$ 2,475.00	
ASSOCIATED EMPLOYER	\$ 125.00	
AXON	\$ 2,000.00	
BERLAND, KEVIN	\$ 417.00	
Black Knight Security and Investigations	\$ 10,000.00	
BLACKFOOT COMMUNICATIONS	\$ 1,646.20	
BLUE RIBBON INC.	\$ 1,749.00	
BROWN'S SEPTIC	\$ 300.00	
CATMULL, TOM	\$ 400.00	
CENTURYLINK	\$ 733.03	
CHEMSEARCHFE	\$ 948.34	
CHS MOUNTAIN WEST CO-OP	\$ 34,372.22	
City of Missoula	\$ 7,667.13	
COPPER STATE BOLT	\$ 20.84	
CULLIGAN	\$ 246.00	
CURTIS	\$ 3,784.58	
Desmet School District	\$ 200.00	*New Vendor - Used school for PSO testing
DSG (DAKOTA SUPPLY GROUP)	\$ 3,671.55	
ELLESTAD, BRIAN v	\$ 128.00	
ENERGY WEST	\$ 3,193.35	
ESHLEMAN, EVAN	\$ 417.00	
EXACT IMAGE	\$ 1,561.55	
FIRST CALL	\$ 2,707.00	
Floridis, John	\$ 400.00	
GRAINGER	\$ 449.55	
GreatAmerica Financial Services	\$ 183.00	
GRIZZLY DISPOSAL	\$ 280.00	
HILLYARD INC	\$ 10,997.79	
IDEAL MANUFACTURING	\$ 617.89	
Ink Shed Merch	\$ 2,862.45	
INLAND TRUCK PARTS	\$ 19.46	
INTEGRATED SECURITY SOLUTIONS, INC	\$ 4,224.85	
IRONHORSE	\$ 65.00	
KENT D. BRUCE COMPANY	\$ 313.49	
KOLBERG, VANESSA	\$ 300.00	
KONE	\$ 1,191.95	
KultureCity	\$ 1,500.00	
LEXIPOL	\$ 1,190.31	
LIFE-ASSIST INC	\$ 1,443.83	
MISSOULA COUNTY TREASURER	\$ 1,005.30	

Missoula County Airport Authority

Check Register by Vendor Name

12/01/2024-12/31/2024

MISSOULA ELECTRIC CO-OP	\$	1,041.46	
MISSOULA FIRE EQUIP, INC	\$	7,074.95	
MISSOULA OFFICE CITY	\$	45.29	
MISSOULA TEXTILE, INC	\$	1,102.29	
MISSOULIAN	\$	89.01	
MONTANA ACE HARDWARE	\$	27.99	
MONTANA DEPARTMENT OF ADMIN	\$	2,500.00	
MONTANA LAW ENFORCEMENT	\$	1,824.00	
Montana Pest Solutions	\$	365.00	
MORRISON-MAI ERLE SYSTEMS	\$	250.00	
MOSSADAMS	\$	12,400.00	
MOTOROLA SOLUTIONS INC	\$	1,176.00	
MOUNTAIN SUPPLY	\$	1,255.05	
MURDOCHS	\$	1,733.99	
N/S CORPORATION	\$	6,851.92	
NAPA	\$	626.86	
NORCO INDUSTRIAL	\$	146.84	
NORTHWEST PART	\$	402.66	
NORTHWESTERN ENERGY	\$	41,228.35	
OAG AVIATION WORLDWIDE LLC	\$	5,286.48	
OFFICE SOLUTIONS & SERVICES	\$	196.18	
O'LEARY DYLAN	\$	261.00	
PACIFIC STEEL	\$	212.81	
PLATT ELECTRIC	\$	215.71	
POMP'S TIRE-MISSOULA	\$	173.20	
REPUBLIC SERVICES	\$	2,661.12	
RISING FASTv	\$	37,750.00	
SAPPHIRE RESOURCE CONNECTIONS	\$	747.00	
SHAFFER, JUSTIN	\$	417.00	
SHERWIN WILLIAMS	\$	129.98	
Sirennet	\$	1,388.20	*New Vendor- PSO vehcile equipment
SPECTRUM WINDOW CLEANING	\$	2,695.00	
STONE CREEK LODGE	\$	1,577.76	
TEAR ITUP	\$	71.20	
The Ranch Club	\$	5,677.40	*New Vendor- Staff Christmas Party
TIRE RAMA	\$	689.00	
TRI-ARC INC.	\$	767.37	
TYLER TECHNOLOGIES	\$	425.00	
UKG	\$	2,859.40	
ULINE	\$	90.19	

Missoula County Airport Authority

Check Register by Vendor Name

12/01/2024-12/31/2024

VERIZON	\$ 1,068.06
VWICEINC	\$ 570.00
WAGNER, MIKE	\$ 64.85
Water Rights, Inc.	\$ 150.00
WAYNE DALTON	\$ 190.00
WE DUST	\$ 2,952.60
WILLIAM PARNELL	\$ 765.96
Grand Total	\$ 265,414.65

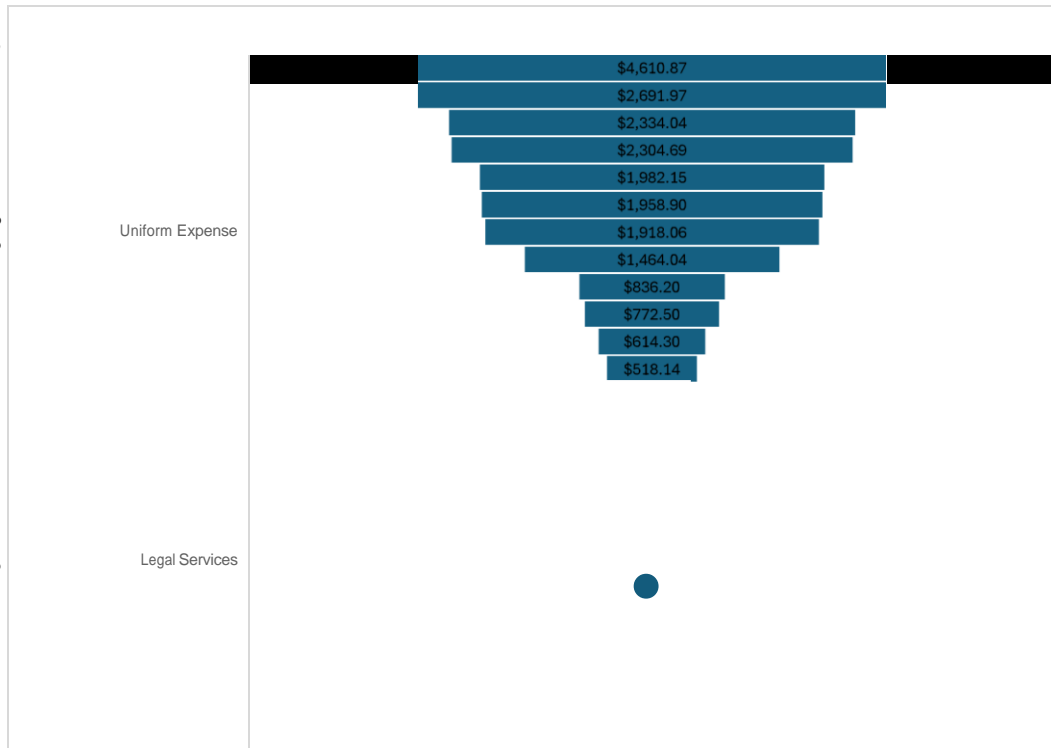
*NEW Vendors

Desmet School District

Sirennet

The Ranch Club

Category name	Total	Percent of spend
Meals & PR	\$4,610.87	18.55%
Recurring IT Support Subscripti	\$2,691.97	10.83%
Office Supplies	\$2,334.04	9.39%
Electric Maintenance	\$2,304.69	9.27%
Marketing	\$1,982.15	7.98%
Rent Car R&M	\$1,958.90	7.88%
Uniform Expense	\$1,918.06	7.72%
Employee Training Expense	\$1,464.04	5.89%
Landside Maintenance	\$836.20	3.36%
Tools/Equipment	\$772.50	3.11%
Travel Expense	\$614.30	2.47%
Building General R&M	\$518.14	2.09%
Airfield Maintenance	\$430.96	1.73%
Vehicle R&M	\$416.80	1.68%
Safety Supplies/Equipment	\$342.45	1.38%
Memberships	\$337.09	1.36%
Annual IT Support Subscriptions	\$275.55	1.11%
ATCTR&M	\$272.36	1.10%
Legal Services	\$262.00	1.05%
Plumbing Expense	\$199.98	0.81%
Postage	\$100.70	0.41%
Consultants Expense	\$69.74	0.28%
Jet Bridge R&M	\$64.93	0.26%
Accounting Expense	\$39.33	0.16%
Life Flight	\$37.50	---



*Employee Training Expense Breakdown

- EEOC ADA & Accommodations training
- Montana SHRM State Conference
- Pesticide license renewal for applicator and all operators
- Fire training

Missoula County Airport Authority (MCAA)

Financial Report Narrative

The board packet includes the comparative balance sheet, profit and loss comparison, profit and loss budget performance, operating revenues and operating expenses as a % of gross and as compared to prior period, cash flow statement, and the long-term debt roll forward.

Balance Sheet

As of December 31, accounts receivable consisted of the following:

Trade	\$	928,392
Advertising		25,203
Ground Handling		133,416
Grants		1,768,057
Advance Contract Refund		50,842
		<u>\$ 2,905,910</u>

As of November 30, accounts receivable consisted of the following:

Trade	\$	904,178
Advertising		16,738
Ground Handling		87,928
Grants		3,747,456
Advance Contract Refund		50,842
		<u>\$ 4,807,142</u>

Revenue and Expenses as a % of the Annual Budget

Revenues and expenses are currently 63% and 47% of the annual operating budget, respectively.

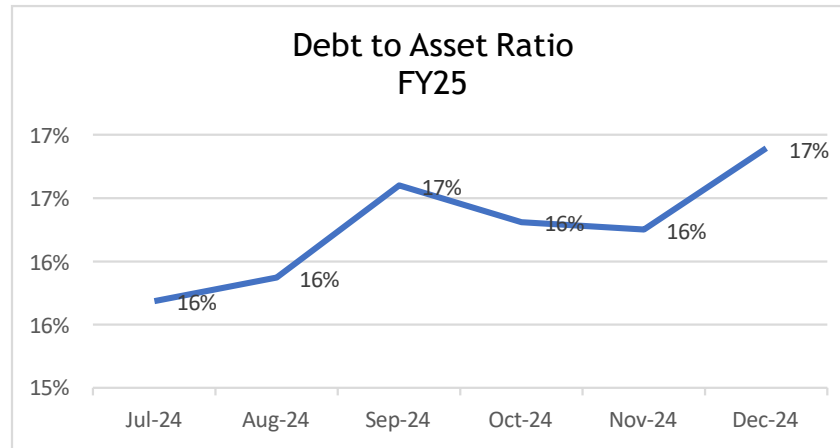
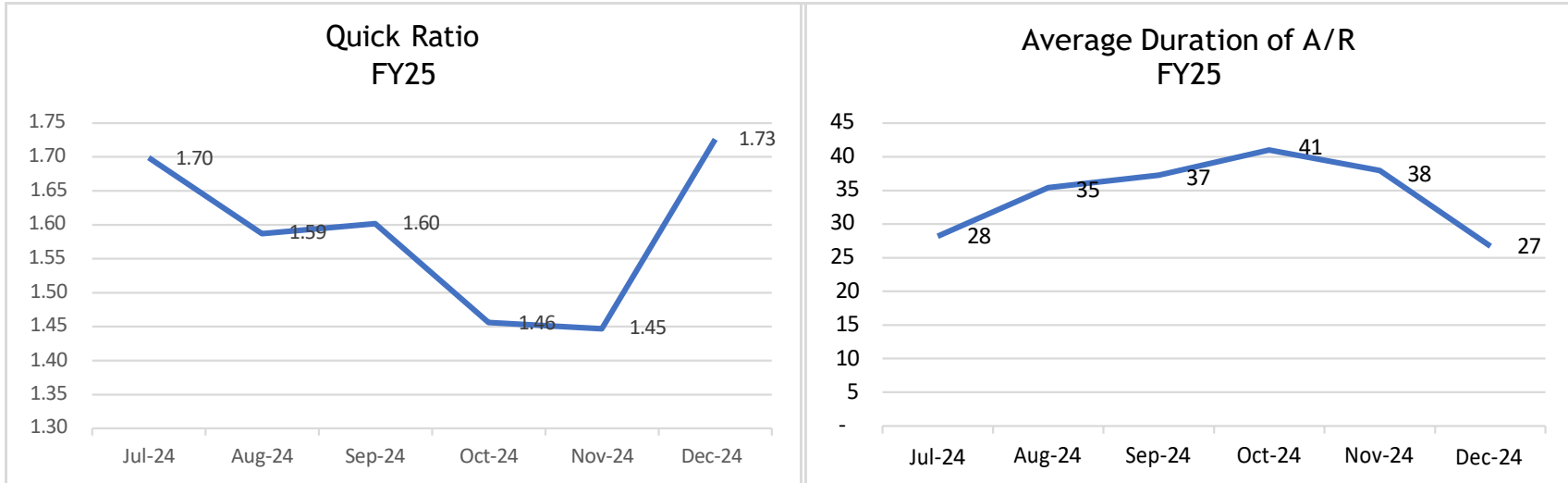
Cash Flow

MCAA had positive cash flows from operating, noncapital financing, and investing activities. Capital and related financing activities resulted in negative cash flows.

Long-term Debt

MCAA recorded \$1.16M in debt proceeds during the months of November and December 2024.

Financial Ratios Fiscal Year 2025



Quick Ratio Ability to pay current obligations using liquid assets.
Average Duration of A/R Average duration of accounts receivable (A/R) or the number of days it takes to collect them.
Debt to Asset Ratio Proportion (or the percentage of) assets that are financed by interest bearing liabilities.

Missoula County Airport Authority
Balance Sheet Prev Year Comparison
As of December 31, 2024

	Dec 31, 24	Dec 31, 23
ASSETS		
Current Assets		
Checking/Savings		
10100 • Petty Cash	300.00	300.00
10500 • General Checking Acct	3,670,389.68	5,000,960.24
10511 -ProjectCheckingAcct	5,000.00	5,000.00
10550 • USFS Account	160,432.23	290,226.07
10560 • Debt Service Account	331.84	90,314.51
10580 • CFC Account	321,903.67	321,608.42
10590 • STIP Terminal Reserve	25,770.12	24,466.63
10600 •STIP	935,765.88	781,030.45
10604 • Money Market Accounts	2,801,509.28	1,340,168.13
10700 • Payroll Checking	37,667.82	49,716.08
1071 • Bill.com Money In Clearing	9,141.41	2,026.82
10710 -Flex-FIB	11,094.12	6,174.10
1072 • Bill.com Money Out Clearing	-5,175.30	0.00
10750 · PFC Cash at US BANK	1,815,549.52	3,004,973.76
Total Checking/Savings	<u>9,789,680.27</u>	<u>10,916,965.21</u>
Accounts Receivable		
10800 • Accounts Receivable	2,905,909.81	2,770,014.71
Total Accounts Receivable	<u>2,905,909.81</u>	<u>2,770,014.71</u>
Other Current Assets		
10900 • AvSec Fingerprinting Account	1,497.75	1,534.75
11200 • Grants Receivable	0.00	64,733.66
11500 • Pre-Paid Expenses	113,968.00	99,993.23
11600 • Prepaid Insurance	141,561.33	114,568.18
11700 • Concession Contract Receivable	0.00	729,998.00
11810 · ST Lease Recble GASB 87	1,590,049.01	1,541,162.16
11820 • Interest Recble GASB 87	9,696.62	16,118.13
26200-FaberLoan	100,000.00	100,000.00
Total Other Current Assets	<u>1,956,772.71</u>	<u>2,668,108.11</u>
Total Current Assets	<u>14,652,362.79</u>	<u>16,355,088.03</u>
Fixed Assets		
13000-Land	11,617,234.48	11,617,234.48
13100 • Land Improvements	16,368,644.98	16,368,644.98
13200 • Buildings-Terminal	69,087,568.09	69,087,568.09
13300 • Buildings-Ops & Fire	6,184,039.07	6,184,039.07
13450 • Buildings - Other	11,643,143.81	11,409,413.81
13500 • Runways/Taxiways/Apron	80,361,231.98	70,927,696.30
13600 • Lighting/ Security System	4,002,233.31	4,002,233.31
13700 • Sewage System	298,102.06	298,102.06
13900-ATCT	6,513,529.80	6,513,529.80
14000 • Equipment	3,705,111.70	3,729,371.95
14100 • Furniture & Fixtures	1,591,801.03	1,591,801.03
14300 • Vehicles	7,733,764.08	7,690,936.96
14400 • Studies	1,925,406.96	1,925,406.96
14500 • Allowance for Depreciation	-107,000,088.02	-99,045,542.24
19400 • Construction in Progress	49,300,127.97	33,540,494.29
Total Fixed Assets	<u>163,331,851.30</u>	<u>145,840,930.85</u>
Other Assets		
11830 · LT Lease Recble GASB 87	737,143.17	2,327,192.18
19610 • Deferred Pension Outflows		
19600 • Deferred PERS Pension Outflows	822,949.15	564,283.60
19601 • OPEB Deferred Outflows	155,403.00	174,012.00
Total 19610 • Deferred Pension Outflows	<u>978,352.15</u>	<u>738,295.60</u>
19800 • LT Loan - Faber	524,784.90	750,388.14
19901 • GASB 96 Subscription Asset(s)	367,183.34	219,503.60
Total Other Assets	<u>2,607,463.56</u>	<u>4,035,379.52</u>
TOTAL ASSETS	<u>180,591,677.65</u>	<u>166,231,398.40</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
20500 • Accounts Payable	154,302.91	326,136.66
20505 • Accounts Payable- Projects	3,794,452.60	3,367,410.01

Missoula County Airport Authority
 Balance Sheet Prev Year Comparison
 As of December 31, 2024

	Dec 31, 24	Dec 31, 23
Total Accounts Payable	3,948,755.51	3,693,546.67
Credit Cards	7,694.18	13,215.94
Other Current Liabilities		
20800 • Current Portion of L/T Debt	548,541.91	535,905.68
20805 • GASB 96 Short-term Subscription	70,730.08	20,856.12
20810 • GASB 96 Accrued Interest Liab.	6,226.79	5,343.14
20900 • Fed W/h Payable	341.30	0.00
21130 • Misc Deductions Payable	-184.32	-184.32
21300 • Valic Payable	-100.00	-100.00
21600 • Accrued Vacation/Sick Payable	709,202.72	649,066.51
21930 • FSB Notes Interest Payable	284,046.10	215,662.30
22140 • Advertising Deferred Revenue	15,000.00	15,000.00
24000 • Payroll Liabilities	81,624.23	-840.58
Total Other Current Liabilities	1,715,428.81	1,440,708.85
Total Current Liabilities	5,671,878.50	5,147,471.46
Long Term Liabilities		
20502 • 2022 Note	14,598,279.74	6,475,279.74
25030 • 2019 Note A	13,316,800.00	15,316,800.00
25035 • 2019 Note B	2,645,264.97	3,185,558.07
25600 • Current Portion L/T Debt 2019B	-548,541.91	-535,905.68
25700 • Deferred Concession Contract	0.00	729,998.00
25805 • A/P Retainage Long-Term	1,520,971.05	1,260,426.02
25809 • GASB 96 Long-term Subscription	172,829.83	54,116.33
26010 • Pension Liability sum		
19900 • OPEB liability	255,663.00	238,171.00
26000 • PERS Pension Liability	4,150,997.00	3,533,992.00
Total 26010 • Pension Liability sum	4,406,660.00	3,772,163.00
26110 • Deferred Pension Inflows		
26100 • Deferred PERS Pension Inflows	148,056.00	308,792.00
26101 • OPEB Deferred Inflows	51,450.00	49,609.00
Total 26110 • Deferred Pension Inflows	199,506.00	358,401.00
26300 • Dererred Lease Inflow GASB 87	2,125,301.62	3,616,418.14
Total Long Term Liabilities	38,437,071.30	34,233,254.62
Total Liabilities	44,108,949.80	39,380,726.08
Equity	136,482,727.85	126,850,672.32
TOTAL LIABILITIES & EQUITY	180,591,677.65	166,231,398.40

Missoula County Airport Authority
Profit & Loss YTD Comparison
December 2024

	Dec24	Jul- Dec24
Ordinary Income/Expense		
Income		
30100 • Signatory Landing Fees	50,832.85	378,621.06
30200 • Non Sig Landing Fees	15,343.11	140,539.89
30210 • Cargo Landing Fees	6,971.53	35,940.78
30300 • Non-Based Landing Fees	9,695.24	160,358.20
30400 • Signatory Rent	41,875.63	251,253.78
30420 • Non-Sig Use Fees	21,722.25	193,589.00
30430 • Signatory Use Fee	63,582.80	459,829.35
30500 • Equipment/Space/Services	400.00	2,000.00
30507 • Advertising Income	19,958.00	110,389.00
30509 • Ground Handling	82,814.70	488,684.35
30600 • FBO Rentals	22,291.17	133,747.02
30800 • Fuel Flowage Fees	1,958.75	51,767.13
30900 • Fuel Farm Leases	379.67	2,278.02
31000 • Coffee Concession	925.78	6,349.61
31100 • Restaurant	15,835.50	112,174.39
31110 • Liquor Concessions	11,418.40	87,660.43
31300 • Rental Car%	74,774.97	1,734,266.52
31400 • Rent Car Rent	15,179.80	91,078.80
31600 • Rent Car Fuel	17,772.30	256,433.36
31900 • USFS Hangar Rent	20,826.51	124,943.01
32100 • Gift Shop Faber	21,266.98	195,674.57
32200 • Travel Agency	0.00	878.62
32400 • Parking Lot	380,417.75	2,206,619.97
32800 • Ag Land Leases	2,996.67	17,980.02
32900 • Non-Aeronautical Ground Rent	29,202.44	183,110.76
32910 • Aeronautical Ground Rent	13,497.82	64,504.76
33000 • Vending	2,349.50	19,330.48
33800 • Off Airport Rent Cars	664.46	35,443.17
34000 • Utilities Reimbursement	4,465.38	18,711.30
34200 • Miscellaneous Income	69,892.24	140,003.22
34300 • Ground Transport	4,874.21	108,358.39
42700 • Drain Pumping Fee	260.00	1,560.00
81403 • TSA Checkpoint OTA	1,231.66	7,389.96
85000 • Petro Fund Reimbursement	2,808.91	6,732.32
85100 • Badging Fees Collected	85.00	10,514.00
Total Income	<u>1,028,571.98</u>	<u>7,838,715.24</u>
Gross Profit	1,028,571.98	7,838,715.24
Expense		
40100 • Wages	368,340.47	2,165,120.82
40330 • Overtime Wages	3,989.10	49,489.15
40600 • Fringe Benefits Expense	130,228.84	775,685.75
40800 • Legal Services	821.56	3,343.56
41200 • Insurance Expense	23,593.55	117,737.67
41300 • Accounting Expense	14,964.33	79,033.99
41400 • Phone Charges	3,428.12	20,632.90
41800 • Communication R&M	1,176.00	17,617.80
42000 • Office Supplies	3,944.30	23,651.78
42100 • Computer Equipment Expense	1,974.00	69,118.46
42200 • Electricity/Gas Expense	57,088.72	262,547.90
42400 • Water Expense	6,191.06	38,754.42
42500 • Sewer Expense	3,315.71	16,247.77
42600 • Disposal Expense	2,941.12	17,469.96
42800 • Disposal-Industrial	19.20	1,528.36
43000 • Petroleum Products Expense	7,005.02	30,617.89
43400 • Vehicle R&M	3,473.07	39,080.27
43600 • Equipment Rental	0.00	328.90
43800 • Tools/Equipment	1,338.53	34,100.90
44000 • Landscaping Expense	0.00	548.02
44100 • Custodial Services	40,445.00	243,520.00
44200 • Contracted Maintenance	13,289.68	68,594.58

Missoula County Airport Authority
Profit & Loss YTD Comparison
December 2024

	<u>Dec24</u>	<u>Jul- Dec24</u>
44302 • Jet Bridge R&M	0.00	927.57
44400 • Electric Maintenance	2,340.41	7,784.57
44600 • Plumbing Expense	1,271.08	4,771.17
44800 • Mechanical/Supplies	0.00	1,545.77
45000 • Building General R&M	788.12	6,772.19
45104 • Rent Car R&M	3,121.40	34,116.05
45105 • ATCT R&M	272.36	1,331.73
45106 • USFS Hangar R&M	150.61	376.52
45107 • BHS Parts and MX	0.00	3,449.53
45203 • Airfield Maintenance	1,294.30	6,169.34
45400 • Landside Maintenance	836.20	4,359.10
45600 • Airfield Lighting R&M	18.28	1,105.44
45703 • Fog Abatement	772.67	772.67
45800 • Snow & Ice Removal	18,194.08	34,069.70
46000 • Custodial Supplies	7,565.49	43,757.14
46400 • Uniform Expense	2,135.54	45,285.76
46600 • Employee Training Expense	1,080.97	26,155.52
46800 • Travel Expense	1,720.26	48,478.03
47000 • Memberships	469.78	24,832.08
47200 • Safety Supplies/Equipment	2,488.11	17,208.36
47303 • Wildlife Mitigation	0.00	1,970.10
47400 • Meals & PR	11,328.35	21,369.05
47501 • Marketing	11,162.09	95,298.99
47600 • Consultants Expense	3,675.26	11,825.16
47605 • Landing Fee Commission Expense	1,939.05	27,308.84
49100 • Fingerprint/STA Charges	0.00	-600.00
49200 • Petro Cleanup (MT Petro Board)	2,808.91	6,732.32
49202 • Badging Expenses	0.00	1,013.99
49203 • Badging/ Compliance Contracts	575.00	7,950.00
49204 • Employee Screening	4,800.00	11,746.86
49205 • Annual IT Support Subscriptions	2,294.73	18,923.80
49206 • On-demand IT Support	1,666.67	22,953.77
49207 • Recurring IT Support Subscripti	2,816.97	16,584.21
49208 • Rental Car Fuel	15,884.37	263,607.39
49300 • Parking	582.00	853.00
66900 • Reconciliation Discrepancies	312.00	39.42
80600 • Miscellaneous Expense	0.00	2,957.35
80611 • BANK Charges	-131.28	-670.98
80625 • TPA- EE benefits and Payroll	5,252.51	18,585.02
80650 • Finance Charges	163.55	1,192.62
80810 • Bad Debt - non based	0.00	1,737.00
89610 • Misc.-ATCT	0.00	215.00
Total Expense	<u>797,217.22</u>	<u>4,919,632.00</u>
Net Ordinary Income	231,354.76	2,919,083.24
Other Income/Expense		
Other Income		
31500 • CFCs	52,172.00	862,516.00
70200 • Interest Income-Unrestricted	8,796.61	48,170.40
70400 • Project Restricted Interest	38.63	216.00
80520 • Gain on disposal of asset	10,000.00	18,000.00
80550 • Insurance Settlement	0.00	63,701.62
89010 • Federal Programs		
89000 • Airport Improvement Grants	65,926.14	6,042,448.81
89500 • PFC Contributions	155,188.25	892,872.98
Total 89010 • Federal Programs	<u>221,114.39</u>	<u>6,935,321.79</u>
Total Other Income	292,121.63	7,927,925.81
Other Expense		
80140 • Note 2019A Interest Expense	44,530.41	267,182.46
80145 • Note 2019 B Interest Expense	6,781.86	41,740.59
80150 • Note 2022 Interest Expense	44,686.50	242,770.50
80300 • Depreciation	674,220.06	4,000,692.07
Total Other Expense	<u>770,218.83</u>	<u>4,552,385.62</u>

Missoula County Airport Authority
Profit & Loss YTD Comparison
December 2024

	<u>Dec24</u>	<u>Jul- Dec24</u>
Net Other Income	-478,097.20	3,375,540.19
Net Income	<u>-246,742.44</u>	<u>6,294,623.43</u>

Missoula County Airport Authority
Profit & Loss Budget Performance
December 2024

Ordinary Income/Expense	Dec 24	Budget	Jul - Dec 24	YTD Budget	Annual Budget	
Income						
30100 - Signatory Landing Fees	50,833	41,649	378,621	335,748	649,346	58%
30200 - Non Sig Landing Fees	15,343	15,587	140,540	151,134	274,281	51%
30210 - Cargo Landing Fees	6,972	4,865	35,941	28,581	53,736	67%
30220 - Charter Landing Fees	0	0	0	0	0	
30300 - Non-Based Landing Fees	9,695	5,297	160,358	130,563	187,849	85%
30400 - Signatory Rent	41,876	41,876	251,254	251,256	502,512	50%
30410 - Non-Sig Turn Fees	0	0	0	0	0	
30420 - Non-Sig Use Fees	21,722	22,854	193,589	215,088	363,852	53%
30430 - Signatory Use Fee	63,583	51,605	459,829	412,012	759,424	61%
30500 - Equipment/Space/Services	400		2,000			
30507 - Advertising Income	19,958	23,770	110,389	103,786	225,000	49%
30509 - Ground Handling	82,815	78,866	488,684	551,869	1,060,001	46%
30600 - FBO Rentals	22,291	22,722	133,747	138,666	274,998	49%
30800 - Fuel Flowage Fees	1,959	6,898	51,767	69,390	105,001	49%
30900 - Fuel Farm Leases	380	375	2,278	2,250	4,500	51%
31000 - Coffee Concession	926	808	6,350	5,420	11,250	56%
31100 - Restaurant	15,836	9,768	112,174	75,595	150,002	75%
31110 - Liquor Concessions	11,418	9,311	87,660	78,322	150,000	58%
31300 - Rental Car %	74,775	70,660	1,734,267	1,384,892	2,100,000	83%
31400 - Rent Car Rent	15,180	13,750	91,079	82,500	165,000	55%
31600 - Rent Car Fuel	17,772	17,866	256,433	215,103	358,030	72%
31900 - USFS Hangar Rent	20,827	21,252	124,943	127,512	255,024	49%
32100 - Gift Shop Faber	21,267	16,692	195,675	185,757	325,001	60%
32200 - Travel Agency	0	0	879	0	0	
32400 - Parking Lot	380,418	284,520	2,206,620	1,655,212	3,600,001	61%
32800 - Ag Land Leases	2,997	3,083	17,980	18,498	36,996	49%
32900 - Non-Aeronautical Ground Rent	29,202	29,600	183,111	177,600	355,200	52%
32910 - Aeronautical Ground Rent	13,498	7,673	64,505	56,207	109,999	59%
33000 - Vending	2,350	962	19,330	8,589	15,999	121%
33800 - Off Airport Rent Cars	664	1,404	35,443	25,237	40,001	89%
34000 - Utilities Reimbursement	4,465	2,785	18,711	17,538	35,005	53%
34200 - Miscellaneous Income	69,892	21,237	140,003	34,934	40,001	350%
34300 - Ground Transport	4,874	5,789	108,358	117,595	175,000	62%
34500 - Glycol Disposal	0	0	0	0	15,000	0%
42700 - Drain Pumping Fee	260	260	1,560	1,560	3,120	50%
81402 - TSA LEO Reimbursement	0	0	0	0	0	
81403 - TSA Checkpoint OTA	1,232	1,250	7,390	7,500	15,000	49%
85000 - Petro Fund Reimbursement	2,809		6,732			
85100 - Badging Fees Collected	85	1,314	10,514	8,148	15,000	70%
Total Income	1,028,574	836,348	7,838,714	6,674,062	12,431,129	63%
Gross Profit	1,028,574	836,348	7,838,714	6,674,062	12,431,129	

Missoula County Airport Authority
Profit & Loss Budget Performance
 December 2024

Expense	Dec 24	Budget	Jul - Dec 24	YTD Budget	Annual Budget	
40100 - Wages	368,340	435,657	2,165,121	2,024,334	4,129,178	52%
40330 - Overtime Wages	3,989	6,532	49,489	30,765	90,000	55%
40600 - Fringe Benefits Expense	130,229	164,271	775,686	814,423	1,710,519	45%
40800 - Legal Services	822	6,135	3,344	13,177	29,999	11%
41200 - Insurance Expense	23,594	25,030	117,738	149,649	300,000	39%
41300 - Accounting Expense	14,964	13,070	79,034	74,575	83,951	94%
41400 - Phone Charges	3,428	3,482	20,633	21,680	45,499	45%
41600 - Phone R&M	0	0	0	0	0	
41800 - Communication R&M	1,176	2,320	17,618	9,163	21,395	82%
42000 - Office Supplies	3,944	5,530	23,652	20,109	36,449	65%
42100 - Computer Equipment Expense	1,974	23,789	69,118	33,841	38,952	177%
42200 - Electricity/Gas Expense	57,089	62,709	262,548	261,532	614,999	43%
42400 - Water Expense	6,191	4,357	38,754	36,520	72,001	54%
42500 - Sewer Expense	3,316	3,897	16,248	29,785	43,990	37%
42600 - Disposal Expense	2,941	3,301	17,470	22,052	39,999	44%
42800 - Disposal-Industrial	19	0	1,528	3,275	6,476	24%
43000 - Petroleum Products Expense	7,005	8,850	30,618	48,834	115,212	27%
43400 - Vehicle R&M	3,473	4,468	39,080	55,621	106,264	37%
43600 - Equipment Rental	0	60	329	2,625	2,625	13%
43800 - Tools/Equipment	1,339	6,712	34,101	37,593	79,663	43%
44000 - Landscaping Expense	0	0	548	254	12,924	4%
44100 - Custodial Services	40,445	40,895	243,520	265,929	530,000	46%
44200 - Contracted Maintenance	13,290	16,201	68,595	78,027	168,317	41%
44302 - Jet Bridge R&M	0	0	928	12,956	17,501	5%
44400 - Electric Maintenance	2,340	1,054	7,785	4,789	12,000	65%
44600 - Plumbing Expense	1,271	0	4,771	2,065	11,999	40%
44800 - Mechanical/Supplies	0	0	1,546	22,739	25,000	6%
45000 - Building General R&M	788	4,198	6,772	11,549	24,999	27%
45104 - Rent Car R&M	3,121	891	34,116	8,532	14,998	227%
45105 - ATCT R&M	272	0	1,332	0	5,000	27%
45106 - USFS Hangar R&M	151	0	377	2,594	5,001	8%
45107 - BHS Parts and MX	0	0	3,450	55,356	75,000	5%
45203 - Airfield Maintenance	1,294	3,682	6,169	13,017	58,885	10%
45400 - Landside Maintenance	836	4,579	4,359	24,235	29,000	15%
45600 - Airfield Lighting R&M	18	0	1,105	13,042	15,900	7%
45703 - Fog Abatement	773	843	773	1,612	3,240	24%
45800 - Snow & Ice Removal	18,194	42,200	34,070	189,122	282,079	12%
46000 - Custodial Supplies	7,565	2,903	43,757	44,894	70,002	63%
46400 - Uniform Expense	2,136	9,294	45,286	28,915	59,580	76%
46600 - Employee Training Expense	1,081	33,658	26,156	79,320	128,843	20%
46800 - Travel Expense	1,720	1,899	48,478	32,928	146,003	33%
47000 - Memberships	470	2,247	24,832	32,778	43,196	57%
47200 - Safety Supplies/Equipment	2,488	145	17,208	6,146	44,172	39%
47303 - Wildlife Mitigation	0	667	1,970	4,002	8,004	25%
47400 - Meals & PR	11,328	13,155	21,369	25,139	38,303	56%
47501 - Marketing	11,162	36,497	95,299	139,206	300,001	32%
47600 - Consultants Expense	3,675	518	11,825	7,011	123,449	10%
47605 - Landing Fee Commission Expense	1,939	987	27,309	24,326	34,998	78%
47707 - Display Expenses	0	0	0	1,225	2,500	0%
47717 - VIC Expenses	0	125	0	750	1,500	0%
49100 - Fingerprint/STA Charges	0	0	(600)	0	0	
49200 - Petro Cleanup (MT Petro Board)	2,809	0	6,732	0	0	
49202 - Badging Expenses	0	433	1,014	2,598	5,196	20%
49203 - Badging / Compliance Contracts	575	2,150	7,950	12,900	25,800	31%
49204 - Employee Screening	4,800	4,167	11,747	25,002	50,004	23%
49205 - Annual IT Support Subscriptions	2,295	3,833	18,924	22,998	45,996	41%
49206 - On-demand IT Support	1,667	4,167	22,954	25,002	50,004	46%
49207 - Recurring IT Support Subscripti	2,817	3,229	16,584	19,374	38,748	43%
49208 - Rental Car Fuel	15,884	16,105	263,607	210,095	350,310	75%
49209 - ISS CCURE/accesscontrol/camera	0	4,583	0	27,498	54,996	0%
49300 - Parking	582	0	853	0	0	
66900 - Reconciliation Discrepancies	312	0	39	0	0	
80600 - Miscellaneous Expense	0	13	2,957	376	602	491%
80611 - BANK Charges	(131)	(1,381)	(671)	3,320	2,999	-22%
80625 - TPA - EE benefits and Payroll	5,253	2,458	18,585	14,748	29,496	63%
80650 - Finance Charges	164	0	1,193	0	0	
80810 - Bad Debt - non based	0	0	1,737	0	0	
89610 - Misc.- ATCT	0	0	215	0	0	
Total Expense	797,217	1,036,565	4,919,634	5,185,922	10,513,916	47%
Net Ordinary Income	231,357	(200,217)	2,919,080	1,488,140	1,917,213	
Net Income	231,357	(200,217)	2,919,080	1,488,140	1,917,213	

MISSOULA COUNTY AIRPORT AUTHORITY
STATEMENT OF CASH FLOW
For the Month Ended December 31, 2024

	<u>31-Dec</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Cash received from customers	\$ 947,906
Cash paid to suppliers	(301,290)
Cash paid to employees and employee benefits	<u>(560,585)</u>
Net cash flows from operating activities	<u>86,030</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Payments for capital assets	(2,974,895)
Proceeds on long-term debt	742,000
Federal contributions	2,045,325
Subsequent collections of capital contributions	<u>134,174</u>
Net cash flows from capital and related financing activities	<u>(53,396)</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Customer facility charges	52,172
Passenger facility charges	<u>155,188</u>
Net cash flows from noncapital financing activities	<u>207,360</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Interest and investment revenue	<u>8,835</u>
Net cash flows from investing activities	<u>8,835</u>
Net change in cash and investments	248,829
Cash and investments, beginning of December, 2024	<u>9,540,852</u>
Cash and investments, end of December, 2024	<u>\$ 9,789,681</u>

	<u>31-Dec</u>
RECONCILIATION OF INCOME FROM OPERATIONS TO NET CASH FLOWS FROM OPERATING ACTIVITIES	
Income from operations	<u>\$ 231,355</u>
Adjustments to reconcile loss from operations to net cash flows from operating activities:	
Change in receivables and other assets	(78,166)
Change in prepaid expenses	24,112
Change in unearned revenue, advance payment, and deferred inflows	(2,500)
Change in accounts payable and accrued expenses	<u>(88,770)</u>
Total adjustments	<u>(145,325)</u>
Net cash flows from operating activities	<u>\$ 86,030</u>

**MISSOULA COUNTY AIRPORT AUTHORITY
OPERATING REVENUES & OPERATING EXPENSES
For the Period Ended December 31, 2024 and 2023**

	July- Dec 24	July- Dec 23	\$ DIFF.	% DIFF.	July- Dec 24 % of Gross	July- Dec 23 %of Gross	Change
Passenger Airline Aeronautical Revenue:							
Passenger airline landing fees (signatory & non-signatory). net air incentives	\$ 519,161	\$ 446,164	\$ 72,997	16%	7%	7%	0%
Terminal arrival fees. rents and utilities. net air incentives	904,672	800,405	104,267	13%	12%	13%	-1%
Total	<u>1,423,833</u>	<u>1,246,569</u>	<u>177,264</u>	<u>14%</u>	<u>18%</u>	<u>20%</u>	<u>-2%</u>
Non-Passenger Aeronautical Revenue:							
Landing Fees from Cargo	35,941	36,471	(530)	-1%	0%	1%	0%
Landing Fees GA Military & USFS	160,358	106,179	54,179	51%	2%	2%	0%
FBO revenue: contract or sponsor-operated	136,025	134,473	1,552	1%	2%	2%	0%
Cargo and hangar rentals (USFS hanger & aeronautical ground rent)	189,448	151,546	37,902	25%	2%	2%	0%
Fuel sales and fuel flowage fees	288,469	179,869	108,601	60%	4%	3%	1%
Security Reimbursements from Fed gov.	7,390	61,670	(54,280)	-88%	0%	1%	-1%
Other non-passenger operating revenue (ground handling)	488,684	416,949	71,735	17%	6%	7%	0%
Total	<u>1,306,316</u>	<u>1,087,156</u>	<u>219,159</u>	<u>20%</u>	<u>17%</u>	<u>17%</u>	<u>-1%</u>
Non-Aeronautical Revenue:							
Land and non-terminal facility leases and revenues (ag lease & non-aeronautical ground rent)	201,091	198,173	2,918	1%	3%	3%	-1%
Terminal-food and beverage	206,184	165,523	40,662	25%	3%	3%	0%
Terminal-retail stores & duty free	195,675	176,573	19,101	11%	3%	3%	0%
Terminal-services and other (advertising, vending, other)	130,598	134,148	(3,550)	-3%	2%	2%	0%
Rental cars-excludes customer facility charges	1,860,788	1,527,071	333,717	22%	24%	24%	-1%
Parking	2,206,620	1,538,420	668,200	43%	28%	25%	4%
Other <flight crew parking, badging, utilities reimbursement, other)	169,229	64,274	104,955	163%	2%	1%	1%
Ground transportation	108,358	113,601	(5,243)	-5%	1%	2%	0%
Total	<u>5,078,543</u>	<u>3,917,783</u>	<u>1,160,760</u>	<u>30%</u>	<u>65%</u>	<u>63%</u>	<u>2%</u>
Total Operating Revenue	<u>\$ 7,808,692</u>	<u>\$ 6,251,508</u>	<u>\$ 1,557,183</u>		<u>100%</u>	<u>100%</u>	
Operating Expenses							
Personnel compensation and benefits	\$ 2,988,119	\$ 2,661,060	\$ 327,059	12%	60.90%	57.68%	3%
Communications and utilities	357,181	341,496	15,686	5%	7.28%	7.40%	0%
Supplies and materials	697,144	776,809	(79,665)	-10%	14.21%	16.84%	-3%
Contractual services	746,503	719,872	26,632	4%	15.21%	15.60%	0%
Insurance, claims and settlements	117,738	114,162	3,576	3%	2.40%	2.47%	0%
Total Operating Expenses	<u>\$ 4,906,686</u>	<u>\$ 4,613,399</u>	<u>\$ 293,287</u>	<u>6%</u>	<u>100%</u>	<u>100%</u>	<u>0.00%</u>
Net Operating Income	<u>\$ 2,902,006</u>	<u>\$ 1,638,110</u>	<u>\$ 1,263,896</u>				

**MISSOULA COUNTY AIRPORT AUTHORITY
LONG-TERM DEBT
For the Month Ended December 31, 2024**

FY 2025	Balance June 30, 2024	Proceeds from Borrowing	Payments	Balance December 31, 2024
Note payable to First Security Bank of Missoula - series 2019A	\$ 13,316,800	\$ -	\$ -	\$ 13,316,800
Note payable to First Security Bank of Missoula - series 2019B	2,917,498	-	(272,233)	2,645,265
Note payable to First Security Bank of Missoula - series 2022	<u>10,871,280</u>	<u>3,727,000</u>	<u>-</u>	<u>14,598,280</u>
	<u>\$ 17,105,578</u>	<u>\$ 727,000</u>	<u>\$ (272,233)</u>	<u>\$ 30,560,345</u>

Note payable activity for the month ended December 31, 2024:	Amount
Proceeds from Borrowing	\$ 742,000
Payments	\$ -

Current estimated debt service payment; payable January 1, 2025	Principal	Interest	Total
"Note payable to First Security Bank of Missoula - series 2019A	\$ -	\$ 133,591	\$ 133,591
"Note payable to First Security Bank of Missoula - series 2019B	137,490	20,346	157,836
"Note payable to First Security Bank of Missoula - series 2022	<u>-</u>	<u>134,060</u>	<u>134,060</u>
	<u>\$ 137,490</u>	<u>\$ 287,997</u>	<u>\$ 425,487</u>

"Interest on the unpaid principal is calculated on the basis of actual number of days elapsed in a 365 or 366 day year at a fixed annual interest rate of 3.98% Interest is due and payable on the 1st day of each calendar quarter, beginning July 1, 2020. Principal is due and payable on the 1st day of each calendar quarter, beginning July 1, 2029 All unpaid principal and accrued interest is due and payable on July 1, 2044

..Interest on the unpaid principal is calculated on the basis of actual number of days elapsed in a 365 or 366 day year at a fixed annual interest rate of 3.04% Interest is due and payable on the 1st day of each calendar quarter, beginning July 1, 2020. Principal is due and payable on the 1st day of each calendar quarter, beginning July 1, 2022 All unpaid principal and accrued interest is due and payable on April 1, 2029

"Interest on the unpaid principal is calculated on the basis of actual number of days elapsed in a 365 or 366 day year at a fixed annual interest rate of 3.87% Interest is due and payable on the 1st day of each calendar quarter, commencing April 1, 2023 and principal is due and payable on the 1st day of each calendar quarter, commencing July 1, 2032 All unpaid principal of accrued interest is due and payable on April 1, 2047

Missoula County Airport Authority
Balance Sheet Prev Year Comparison
As of November 30, 2024

	Nov30,24	Nov 30, 23
ASSETS		
Current Assets		
Checking/Savings		
10100- Petty Cash	300.00	300.00
10500 • General Checking Acct	4,232,437.38	5,260,550.43
10511 • ProjectCheckingAcct	5,000.00	4,999.99
10550 • USFS Account	160,420.01	290,201.43
10560 • Debt Service Account	331.82	90,306.84
10580 • CFC Account	321,879.14	321,581.11
10590- STIP Terminal Reserve	25,669.77	24,354.11
10600- STIP	932,122.00	777,438.49
10604- Money Market Accounts	2,054,469.14	936,698.62
10700 • Payroll Checking	148,926.13	74,273.47
1071 • Bill.com Money In Clearing	3,706.72	879.62
10710- Flex- FIB	384.23	7,627.01
1072 • Bill.com Money Out Clearing	-5,175.30	0.00
10750- PFC Cash at US BANK	1,660,380.73	2,876,419.05
Total Checking/Savings	9,540,851.77	10,665,630.17
Accounts Receivable		
10800 • Accounts Receivable	4,807,142.05	3,123,172.01
Total Accounts Receivable	4,807,142.05	3,123,172.01
Other Current Assets		
10900 • AvSec Fingerprinting Account	1,497.75	1,534.75
11200- Grants Receivable	0.00	64,733.66
11500 • Pre-Paid Expenses	114,486.30	112,791.05
11600- Prepaid Insurance	165,154.88	133,662.87
11700 • Concession Contract Receivable	0.00	729,998.00
11810- ST Lease Recble GASB 87	1,590,049.01	1,541,162.16
11820 • Interest Recble GASB 87	9,696.62	16,118.13
26200- Faber Loan	100,000.00	100,000.00
Total Other Current Assets	1,980,884.56	2,700,000.62
Total Current Assets	16,328,878.38	16,488,802.80
Fixed Assets		
13000- Land	11,617,234.48	11,617,234.48
13100 • Land Improvements	16,368,644.98	16,368,644.98
13200 • Buildings-Terminal	69,087,568.09	69,001,525.97
13300 • Buildings- Ops & Fire	6,184,039.07	6,184,039.07
13450 • Buildings - Other	11,643,143.81	11,384,401.81
13500 • Runways/Taxiways/Apron	80,361,231.98	70,927,696.30
13600 • Lighting/ Security System	4,002,233.31	4,002,233.31
13700 • Sewage System	298,102.06	298,102.06
13900-ATCT	6,513,529.80	6,513,529.80
14000 • Equipment	3,741,711.70	3,729,371.95
14100 • Furniture & Fixtures	1,591,801.03	1,591,801.03
14300 • Vehicles	7,733,764.08	7,690,936.96
14400 • Studies	1,925,406.96	1,925,406.96
14500 • Allowance for Depreciation	-106,362,467.96	-98,387,451.80
19400 • Construction in Progress	47,141,343.12	32,461,200.66
Total Fixed Assets	161,847,286.51	145,308,673.54
Other Assets		
11830 • LT Lease Recble GASB 87	737,143.17	2,327,192.18
19610 • Deferred Pension Outflows		
19600 • Deferred PERS Pension Outflows	822,949.15	564,283.60
19601 • OPEB Deferred Outflows	155,403.00	174,012.00
Total 19610 • Deferred Pension Outflows	978,352.15	738,295.60
19800 • LT Loan - Faber	658,958.67	758,699.91
19901 • GASB 96 Subscription Asset(s)	367,183.34	219,503.60
Total Other Assets	2,741,637.33	4,043,691.29
TOTAL ASSETS	180,917,802.22	165,841,167.63
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
20500 • Accounts Payable	172,194.31	193,346.29
20505 • Accounts Payable- Projects	4,722,105.60	5,029,459.09
Total Accounts Payable	4,894,299.91	5,222,805.38
Credit Cards	20,546.19	7,686.76
Other Current Liabilities	1,679,957.55	1,244,178.01
Total Current Liabilities	6,594,803.65	6,474,670.15
Long Term Liabilities		
20502 • 2022 Note	13,856,279.74	4,075,279.74

Missoula County Airport Authority
 Balance Sheet Prev Year Comparison
 As of November 30, 2024

	Nov30,24	Nov 30, 23
25030 • 2019 Note A	13,316,800.00	15,316,800.00
25035 • 2019 Note B	2,645,264.97	3,185,558.07
25600 • Current Portion LIT Debt 2019B	-548,541.91	-535,905.68
25700 • Deferred Concession Contract	0.00	729,998.00
25805 • A/P Retainage Long-Term	1,419,428.03	1,209,412.17
25809 • GASB 96 Long-term Subscription	172,829.83	60,465.00
26010 • Pension Liability sum		
19900 • OPEB liability	255,663.00	238,171.00
26000 • PERS Pension Liability	4,150,997.00	3,533,992.00
Total26010 • Pension Liability sum	4,406,660.00	3,772,163.00
26110 • Deferred Pension Inflows		
26100 • Deferred PERS Pension Inflows	148,056.00	308,792.00
26101 • OPEB Deferred Inflows	51,450.00	49,609.00
Total26110 • Deferred Pension Inflows	199,506.00	358,401.00
26300 • Dererred Lease Inflow GASB 87	2,125,301.62	3,616,418.14
Total Long Term Liabilities	37,593,528.28	31,788,589.44
Total Liabilities	44,188,331.93	38,263,259.59
Equity		
29500 • Unreserved	92,904,579.34	92,904,579.34
29510 • Reserved	2,322,955.79	2,322,955.79
32000 • Retained Earnings	34,960,569.29	21,587,162.59
Net Income	6,541,365.87	10,763,210.32
Total Equity	136,729,470.29	127,577,908.04
TOTAL LIABILITIES & EQUITY	180,917,802.22	165,841,167.63

Missoula County Airport Authority
Profit & Loss YTD Comparison
November 2024

	Nov24	Jul-Nov24
Ordinary Income/Expense		
Income		
30100 • Signatory Landing Fees	50,735.29	327,788.21
30200 • Non Sig Landing Fees	11,858.13	125,196.78
30210 • Cargo Landing Fees	6,074.79	28,969.25
30300 • Non-Based Landing Fees	24,694.96	150,662.96
30400 • Signatory Rent	41,875.63	209,378.15
30420 • Non-Sig Use Fees	14,429.25	171,866.75
30430 • Signatory Use Fee	58,750.95	396,246.55
30500 • Equipment/Space/Services	400.00	1,600.00
30507 • Advertising Income	12,954.00	90,431.00
30509 • Ground Handling	45,843.30	405,869.65
30600 • FBO Rentals	22,291.17	111,455.85
30800 • Fuel Flowage Fees	4,584.70	49,808.38
30900 • Fuel Farm Leases	379.67	1,898.35
31000 • Coffee Concession	883.25	5,423.83
31100 • Restaurant	13,414.76	96,338.89
31110 • Liquor Concessions	9,897.75	76,242.03
31300 • Rental Car%	154,608.93	1,659,491.55
31400 • Rent Car Rent	15,179.80	75,899.00
31600 • Rent Car Fuel	18,722.01	238,661.06
31900 • USFS Hangar Rent	20,826.51	104,116.50
32100 • Gift Shop Faber	18,950.45	174,407.59
32200 • Travel Agency	0.00	878.62
32400 • Parking Lot	315,101.15	1,826,202.22
32800 • Ag Land Leases	2,996.67	14,983.35
32900 • Non-AeronauticalGround Rent	30,737.32	153,908.32
32910 • Aeronautical Ground Rent	8,465.47	51,006.94
33000 • Vending	2,130.54	16,980.98
33800 • Off Airport Rent Cars	808.47	34,778.71
34000 • Utilities Reimbursement	2,689.14	14,245.92
34200 • Miscellaneous Income	22,503.75	70,110.98
34300 • Ground Transport	5,594.29	103,484.18
42700 • Drain Pumping Fee	260.00	1,300.00
81403 • TSA Checkpoint OTA	1,231.66	6,158.30
85000 • Petro Fund Reimbursement	0.00	3,923.41
85100 • Badging Fees Collected	1,130.00	10,429.00
Total Income	<u>941,003.76</u>	<u>6,810,143.26</u>
Gross Profit	941,003.76	6,810,143.26
Expense		
40100 • Wages	524,234.14	1,796,780.35
40330 • Overtime Wages	10,849.52	45,500.05
40600 • Fringe Benefits Expense	189,987.80	645,456.91
40800 • Legal Services	1,022.00	2,522.00
41200 • Insurance Expense	23,593.55	94,144.12
41300 • Accounting Expense	0.00	64,069.66
41400 • Phone Charges	3,447.29	17,204.78
41800 • Communication R&M	0.00	16,441.80
42000 • Office Supplies	3,301.68	19,707.48
42100 • Computer Equipment Expense	2,931.04	67,144.46
42200 • Electricity/Gas Expense	44,896.16	205,459.18
42400 • WaterExpense	4,351.42	32,563.36
42500 • SewerExpense	3,315.71	12,932.06
42600 • Disposal Expense	2,941.12	14,528.84
42800 • Disposal-Industrial	0.00	1,509.16
43000 • Petroleum Products Expense	5,012.99	23,612.87
43400 • Vehicle R&M	12,725.79	35,607.20
43600 • Equipment Rental	0.00	328.90
43800 • Tools/Equipment	11,145.77	32,762.37
44000 • Landscaping Expense	0.00	548.02
44100 • Custodial Services	37,750.00	203,075.00
44200 • Contracted Maintenance	10,169.37	55,304.90
44302 • Jet Bridge R&M	0.00	927.57
44400 • Electric Maintenance	1,597.76	5,444.16

Missoula County Airport Authority
Profit & Loss YTD Comparison
November 2024

	Nov24	Jul-Nov24
44600 • Plumbing Expense	2,344.30	3,500.09
44800 • Mechanical/Supplies	555.63	1,545.77
45000 • Building General R&M	45.34	5,984.07
45104 • Rent Car R&M	13,720.22	30,994.65
45105 • ATCTR&M	11.28	1,059.37
45106 • USFS Hangar R&M	0.00	225.91
45107 • BHS Parts and MX	1,208.19	3,449.53
45203 • Airfield Maintenance	617.89	4,875.04
45400 • Landside Maintenance	296.99	3,522.90
45600 • Airfield Lighting R&M	638.53	1,087.16
45800 • Snow & Ice Removal	0.00	15,875.62
46000 • Custodial Supplies	6,277.08	36,191.65
46400 • Uniform Expense	2,751.42	43,150.22
46600 • Employee Training Expense	4,589.00	25,074.55
46800 • Travel Expense	7,745.84	46,757.77
47000 • Memberships	495.19	24,362.30
47200 • Safety Supplies/Equipment	1,525.68	14,720.25
47303 • Wildlife Mitigation	0.00	1,970.10
47400 • Meals & PR	1,495.32	10,040.70
47501 • Marketing	6,972.46	84,136.90
47600 • Consultants Expense	0.00	8,149.90
47605 • Landing Fee Commission Expense	4,938.99	25,369.79
49100 • Fingerprint/STA Charges	-125.00	-600.00
49200 • Petro Cleanup (MT Petro Board)	0.00	3,923.41
49202 • Badging Expenses	0.00	1,013.99
49203 • Badging/ Compliance Contracts	575.00	7,375.00
49204 • Employee Screening	5,200.00	6,946.86
49205 • Annual IT Support Subscriptions	2,295.92	16,629.07
49206 • On-demand IT Support	3,591.67	21,287.10
49207 • Recurring IT Support Subscripti	2,792.13	13,767.24
49208 • Rental Car Fuel	18,609.05	247,723.02
49300 • Parking	0.00	271.00
66900 • Reconciliation Discrepancies	0.00	-272.58
80600 • Miscellaneous Expense	0.00	2,957.35
80611 • BANK Charges	-338.96	-539.70
80625 • TPA- EE benefits and Payroll	1,045.00	13,332.51
80650 • Finance Charges	361.88	1,029.07
80810 • Bad Debt - non based	0.00	1,737.00
89610 • Misc.-ATCT	0.00	215.00
Total Expense	<u>983,509.15</u>	<u>4,122,414.78</u>
Net Ordinary Income	-42,505.39	2,687,728.48
Other Income/Expense		
Other Income		
31500-CFCs	103,044.00	810,344.00
70200 • Interest Income-Unrestricted	8,115.47	39,373.79
70400 • Project Restricted Interest	36.44	177.37
80520 • Gain on disposal of asset	0.00	8,000.00
80550 • Insurance Settlement	0.00	63,701.62
89010 • Federal Programs		
89000 • Airport Improvement Grants	1,135,926.82	5,976,522.67
89500 • PFC Contributions	165,836.22	737,684.73
Total 89010 • Federal Programs	<u>1,301,763.04</u>	<u>6,714,207.40</u>
Total Other Income	<u>1,412,958.95</u>	<u>7,635,804.18</u>
Other Expense		
80140 • Note 2019A Interest Expense	44,530.41	222,652.05
80145 • Note 2019 B Interest Expense	6,781.86	34,958.73
80150 • Note 2022 Interest Expense	44,686.50	198,084.00
80300 • Depreciation	674,220.06	3,326,472.01
Total Other Expense	<u>770,218.83</u>	<u>3,782,166.79</u>
Net Other Income	<u>642,740.12</u>	<u>3,853,637.39</u>
Net Income	<u>600,234.73</u>	<u>6,541,365.87</u>

MISSOULA COUNTY AIRPORT AUTHORITY
STATEMENT OF CASH FLOW
For the Month Ended November 30, 2024

	<u>30-Nov</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Cash received from customers	\$ 1,874,369
Cash paid to suppliers	(646,058)
Cash paid to employees and employee benefits	<u>(493,852)</u>
Net cash flows from operating activities	<u>734,459</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Payments for capital assets	(2,156,600)
Proceeds on long-term debt	418,000
Subsequent collections of capital contributions	<u>8,312</u>
Net cash flows from capital and related financing activities	<u>(1,730,288)</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Customer facility charges	103,044
Passenger facility charges	<u>165,836</u>
Net cash flows from noncapital financing activities	<u>268,880</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Interest and investment revenue	<u>8,152</u>
Net cash flows from investing activities	<u>8,152</u>
Net change in cash and investments	(718,797)
Cash and investments, beginning of November, 2024	<u>10,259,649</u>
Cash and investments, end of November, 2024	<u>\$ 9,540,851</u>

	<u>30-Nov</u>
RECONCILIATION OF INCOME FROM OPERATIONS TO NET CASH FLOWS FROM OPERATING ACTIVITIES	
Income from operations	\$ <u>(42,505)</u>
Adjustments to reconcile loss from operations to net cash flows from operating activities:	
Change in receivables and other assets	935,865
Change in prepaid expenses	38,678
Change in unearned revenue, advance payment, and deferred inflows	(4,723)
Change in accounts payable and accrued expenses	<u>(192,855)</u>
Total adjustments	<u>776,964</u>
Net cash flows from operating activities	<u>\$ 734,459</u>

**MISSOULA COUNTY AIRPORT AUTHORITY
LONG-TERM DEBT
For the Month Ended November 30, 2024**

FY 2025	Balance June 30, 2024	Proceeds from Borrowing	Payments	Balance November 30, 2024
Note payable to First Security Bank of Missoula - series 2019A	\$ 13,316,800	\$ -	\$ -	\$ 13,316,800
Note payable to First Security Bank of Missoula - series 2019B	2,917,498	-	(272,233)	2,645,265
Note payable to First Security Bank of Missoula - series 2022	<u>10,871,280</u>	<u>2,985,000</u>	<u>-</u>	<u>13,856,280</u>
	<u>\$ 1,105,578</u>	<u>\$ 2,985,000</u>	<u>\$ (272,233)</u>	<u>\$ 29,818,345</u>

Note payable activity for the month ended November 30, 2024:	Amount
Proceeds from Borrowing	\$ 418,000
Payments	\$

Current estimated debt service payment: payable January 1, 2025	Principal	Interest	Total
-Note payable to First Security Bank of Missoula - series 2019A	\$ -	\$ 133,591	\$ 133,591
.. Note payable to First Security Bank of Missoula - series 2019B	137,490	20,346	157,836
... Note payable to First Security Bank of Missoula - series 2022	<u>-</u>	<u>1-34,060</u>	<u>134,060</u>
	<u>\$ 137,490</u>	<u>\$ 287,996</u>	<u>\$ 25 86</u>

'Interest on the unpaid principal is calculated on the basis of actual number of days elapsed in a 365 or 366 day year at a fixed annual interest rate of 3.98% Interest is due and payable on the 1st day of each calendar quarter, beginning July 1, 2020. Principal is due and payable on the 1st day of each calendar quarter, beginning July 1, 2029 All unpaid principal and accrued interest is due and payable on July 1, 2044

..Interest on the unpaid principal is calculated on the basis of actual number of days elapsed in a 365 or 366 day year at a fixed annual interest rate of 3.04% Interest is due and payable on the 1st day of each calendar quarter, beginning July 1, 2020. Principal is due and payable on the 1st day of each calendar quarter, beginning July 1, 2022. All unpaid principal and accrued interest is due and payable on April 1, 2029

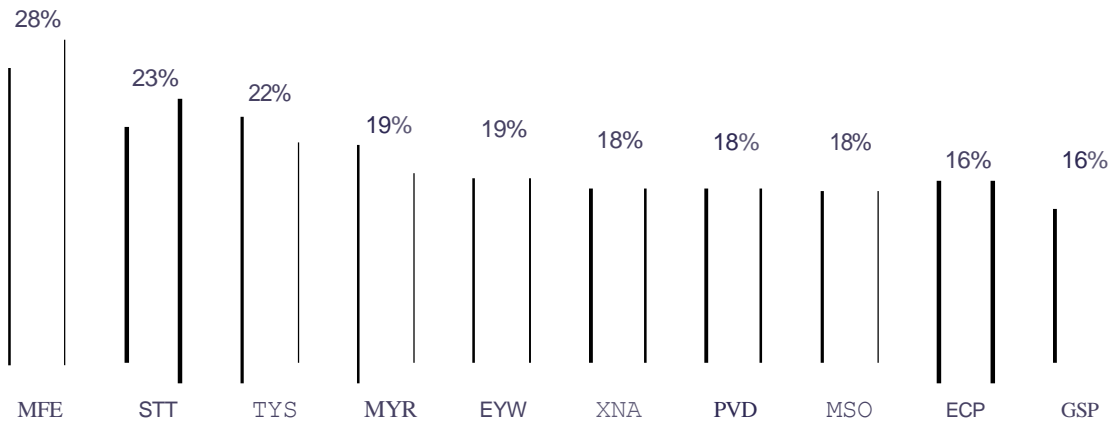
...Interest on the unpaid principal is calculated on the basis of actual number of days elapsed in a 365 or 366 day year at a fixed annual interest rate of 3.87% Interest is due and payable on the 1st day of each calendar quarter, commencing April 1, 2023, and principal is due and payable on the 1st day of each calendar quarter, commencing July 1, 2032. All unpaid principal and accrued interest is due and payable on April 1, 2047



**Director's Report
January 23, 2025**

Director's Statement: December ended with an increase of 21.5% more enplaned passengers as compared December of 2023. This is our 11th month in a row with increases and eighth month in a row exceeding our 2019 monthly records. Across the United States, December ended at 105.7% of 2023 which makes our 121.5% increase that much more impressive. Overall total passengers totaled 1,021,401 which was an 11.8% increase for 2024 over year prior and a new record. We are expecting a slight increase for next year. Below is a graph that shows how we did among our peer airports, there are approximately 72 airports classified as small hubs in the United Sates for reference purposes.

TOP 10 UNITED STATES SMALL HUB AIRPORTS BY CAPACITY GROWTH
2024 seat capacity versus 2023



Source: Cirium schedule data via Diao Mi; Ailevon Pacific Aviation Consulting analysis

We continue to be excited about this upcoming summer, with numerous additions to both Portland and Chicago. Alaska Airline doubles service to Portland adding a second daily round trip on May 16th and adds a fourth daily round trip to Seattle providing great connection opportunities out of Missoula on both Alaska and Hawaiian Airlines. Alaska Airline's Saturday service to San Diego restarts June 14th.

Allegiant Airlines restarts their twice weekly seasonal flight to Orange County, CA on May 16th and Oakland, CA restarts on June 13th. Allegiant has also doubled its service to Mesa, AZ to four weekly flights this summer and continues service to Las Vegas twice weekly.

United Airlines restarts daily Missoula-Chicago service on May 22nd and daily Missoula-San Francisco service returns on May 24th, with a fourth daily Missoula-Denver flight restarting June 26th for great connections throughout their system.

Frontier Airlines returns May 30th with twice weekly service to Denver, offering low cost connecting opportunities throughout their Denver hub.

American Airlines doubles their service to both Chicago and Dallas/Fort Worth and brings back our daily seasonal flight to Los Angeles on June 5th, new this year will be an added morning flight to Chicago giving great added access to the east coast in a timely manner.

Delta Air Lines restarts their second Minneapolis flight on June 8th.

Sun Country returns June 25th once again with a twice-week service to Minneapolis, offering our customers another low-cost alternative.

Legislative: A new Administration gives us lots of Executive Orders that we continue to review. Currently we are operating under a second Continuing Resolution that is effective through March 14, 2025. On January 22nd, the White House's Office of Management and Budget (OMB) issued a memorandum clarifying one of President Trump's executive orders that required each federal agency, including the Federal Aviation Administration (FAA), to "immediately pause the disbursement of funds" appropriated through the Infrastructure Investment and Jobs Act (IIJA), popularly known as the Bipartisan Infrastructure Law (BIL), and Inflation Reduction Act (IRA). The clarification appears to narrow the scope of BIL and IRA funds that are subject to the pause and makes it easier for agencies to resume disbursement of funds that are subject to the pause. Although some questions remain, we continue to expect that the availability of BIL funding for airports will not be affected by the order based on the OMB clarification and our conversations with FAA. However, the U.S. Department of Transportation (DOT) and FAA do not have any official political appointees onboard at their respective agencies and circumstances may always change. For the first time I will be attending the AAAE Legislative conference in Washington DC at the end of March. With all the changes, I think it would be good to spend time with our Washington delegation.

Board Agenda: Numerous items this month, all of which are pretty straight forward.

- Award for an updated phone system, it has been several years since we last went out for bid.
- Award Snack Vending, our previous supplier went out of business, so we are looking for a replacement.
- Consideration of purchase of aircraft air stairs, we get numerous random requests for larger size aircraft that our typical ground board ramps do not reach. This would be utilized for charters or diversions where we need to access for passengers or emergency services.
- Task order for design and engineering for our air traffic tower upgrades-this is in regard to our recent grant award.
- Consideration to purchase required recording equipment in our Air Traffic Control Tower.

Misc: Please congratulate Tim on his appointment as Vice President of the Montana Airport Managers Association -this is a two-year appointment. He will also be MAMA representative to the MDT Aeronautics Board.

We have had an emergency repair issue pop up related to damage of USFS hangar door which is preventing the door from full operation. We are utilizing our emergency procurement policy to quickly move forward with a remedy. We will update the Board at our meeting about this project and how we plan to move forward.

We continue to issue RFP's, the big one that the staff is working on currently is our car rental RFP.

Phase two of our terminal is still on track for a pre-summer opening, with the addition of both Portland and Chicago early morning departures we will certainly need our new addition!

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: 2025-01-28

1. **TITLE:** Voice Over Internet Protocol (VoIP) RFP Award Recommendation

Review, discussion and possible award of the VoIP RFP to Granite Technologies
ACTION ITEM

2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM

3. **TIME REQUIRED:** 5 Minutes

4. **BACKGROUND INFORMATION:**
In late 2024 it was determined that we should look at the current phone system and see if a more modern option was available and to ensure that we didn't reach a state where the current system was no longer supported. Initially an informal selection process was undertaken but as time went by the cost of the systems indicated a formal RFP was needed.

Ultimately, 3 proposals were received. After a careful review of the proposals and a series of demos by all 3 companies the selection committee determined that Granite Technologie's UniFi 360 was the best fit for the needs of the Missoula Montana Airport when balanced against the cost of the system.

Among the most notable features are a cloud hosted VoIP system that supports the use of a variety of "hard" phones, including conference and desk phones to fit any situation, a soft phone application for users computers, and an app for users mobile devices; voicemail text transcription which can be sent to our emails and not be cached online; an easy to use user interface the integrates nicely with existing systems; a robust solution for some older phone related systems that can't be easily converted directly to VoIP; support for a large number of virtual extensions; incoming and outgoing SMS messaging integration; and a solid history with other airports and airport related organizations.

5. **BUDGET INFORMATION:**
The estimated monthly cost for 63 users will be \$1,890.00 per month for 36 months with up to two optional 1-year extensions of the contract at the airport's discretion. Implementation will cost approximately \$5,150.00 as a one-time fee. The total estimated amount for this contract will be \$73,190.00 over 3 years (assuming no contract extensions).

6. **SUPPLEMENTAL AGENDA INFORMATION:**
Granite Technologies RFP Submission

7. **RECOMMENDED MOTION:** Move to award the VoIP RFP to Granite Technologies

8. **PREPARED BY:** Dylan O'Leary

9. **COMMITTEE REVIEW:** N/A



GRANITE

TECHNOLOGY SOLUTIONS

PREPARED FOR:

Missoula County Airport Authority

Prepared By:

James Foote
Account Executive
jfoote@granite.tech
406-532-1646

Granite Technology Solutions

1600 North Ave W.
Missoula, MT 59801

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The phone system that Granite recommends is a hosted VoIP solution referred to as UNIFI360. We support over 7,000 users statewide on our UNIFI360 VoIP phone system. Our hosted VoIP solution, UNIFI360, is a strong fit for the aviation industry due to its feature-rich platform, scalability, and mobile softphone app. This is a cost-effective solution that will increase internal collaboration, productivity, and safety. All are achieved through the system's robust feature set which includes but is not limited to: chat and MMS messaging, advanced hunt groups, auto attendants, call recording & reporting, unlimited local and long-distance calling, overhead paging, voicemail-to-email transcription, one-button dialing between departments, and more. The UNIFI360 hosted solutions is backed by reliable support from Granite Technology Solutions, and includes unlimited remote support.

Granite Technology Solutions offers a complete voice solution from start to finish. Granite will manage the project including number porting, programming, onsite installation, and training. We have certified Voice Technicians, Network Technicians, Project Managers, and Account Managers in all our Montana offices who are here to support your organization.

Company Overview

For over 25 years, we have served clients throughout Montana and the surrounding states with end-to-end technology solutions supported by people who care. We are your neighbors, your friends, and your partner in business. With offices in Missoula, Bozeman, and Kalispell, our goal is to be a consultative advisor to your team. In doing so, we provide best-fit IT services and support, networking solutions, business phone systems, internet connectivity, low-voltage structured cabling, surveillance camera systems, and door access systems.

Case Studies

See next two pages.



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- Help Desk Support
- Custom Onboarding
- Quarterly Business Reviews
- Customer Billing Portal
- Caring Customer Service
- Multichannel Support Ticketing System
- Customer Satisfaction Surveys
- 20 Years of Experience and Counting
- Local, four offices across the state
- We answer our phones, it's kind of our thing!

Secure, Compliant and Connected. Granite UNIFI360 phone system meets industry standards and regulations.



Uptime

Reliable multifaceted communication platform with 99.999% uptime.



Custom Call Routing

Communication between local gates, ticketing desks, and major airline customer support.



Safety

Live 977 alerts are sent to selected team members with information on who placed the call (name, ext, time and date).



Integrations

Integrate with Microsoft Teams, Outlook, Google Chrome, and CRM Platforms with web-based APIs.



Paging

Page overhead, by zone, over speaker phones, and more from the desk phone or mobile softphone app.



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Leveraging technology for advanced features such as IVR, georouting, call recording, call reporting, and communication archiving.



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- With the UNIFI360 Elevate Desktop and Mobile Applications, you can take your contacts, files and conversations with you - wherever you are.

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This powerful application transforms your mobile phone into an essential collaboration tool, making teamwork on-the-go easier than ever. See who is available, send and receive chats and text messages, place calls, and see voicemails all from one application-anytime, anywhere.

- Extend your business phone number and extension to your mobile phone, so you can place and receive calls on-the-go or even transfer calls from your desktop phone to your mobile device - seamlessly, without interruption.
- Your full desktop chat and SMS history is synchronized with your mobile device so you can stay connected and continue conversations no matter where you are.
- From your mobile device (Android®, iOS®) sync your contacts from popular third-party platforms (Office365®, G-Suite™ and more) to all your UNIFI360 Elevate App.

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Each user receives:

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- Ability to have up to five endpoints
- Unlimited local & long-distance calling
- Inbound/outbound caller ID
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Granite Technology Solutions will provide ongoing support for Missoula County Airport Authority and train the internal IT team on how to administrate and manage the system.

Comprehensive Voice Security

Highly Secure Data Centers

UNIFI360 is hosted in geographically dispersed, highly secure and monitored data centers by certified tier-three providers. These world-class data centers adhere to strict standards in physical security. Each data center is closely monitored and guarded 24/7/365 with sophisticated pan/tilt closed-circuit TVs. Secure access is strictly enforced using the latest technology, including electronic man-trap devices between the lobby and data center, motion sensors, and controlled ID keycards. Security guards are stationed at the entrance to each site.

Data Encryption

Data encryption protects sensitive customer and call data from unauthorized access. In addition, numerous state, federal, and industry regulations regarding customer and patient privacy mandate encryption of data. UNIFI360 employs encryption, both in-transit (using TLS and SRTP encryption) and at-rest (using AES 256-bit keys), to help keep your data private and secure. Data encrypted while at rest includes voicemails, call recordings, meeting recordings/chat/notes, chat and SMS history, and chat attachments.

Secure Handset Protection

To verify that phones and devices are secure from cyber threats and attacks like eavesdropping, we require strong passwords on all SIP endpoints. Each device is securely provisioned using "HTTPS" with mutual authentication to prevent intrusion.

Authentication for Elevate Apps

The Desktop and Mobile Apps from Elevate allow users to use their Elevate business phone system while working remotely or on the go. These apps can require a login and password and can also be enabled with two-factor authentication for access.

Google Chromium Browser Security Platform

The Elevate Desktop App is built using Google Chromium browser technology. It makes use of the very latest security enhancements available and is updated regularly to keep current with the latest security patches. Chromium's architecture focuses on preventing attacks from persistent malware, transient keyloggers, and file theft.

Spam Caller Protection

Every account is enabled with Spam Caller Protection - helping to keep you and your employees free from calls originated by auto-dialers and known fraudsters.

Stir/Shaken Compliance | Verified Caller Display

Elevate is compliant with the FCC's STIR/SHAKEN framework for the prevention of robocalls and other problematic phone calls. STIR/SHAKEN validates the handoff of phone calls passing through networks for allow us to verify a call is in fact from the number displayed on Caller ID. These calls display a "Verified" caller bad on inbound caller IDs.

Financial Stability

Happy to provide financial statements and a letter from our financial institution, First Montana Bank. Please provide a secure and private method for providing this.

Certifications

- CompTIA A+
- CompTIA Security+
- Fortinet Certified Fundamentals
- Fortinet Certified Associate
- Microsoft AZ-900
- Intermedia Unite Technical Support
- Intermedia Unite Sales Engineer
- Contact Center Technical Support

Type 2 SOC 3

See attached Intermedia - 2023 Type 2 SOC 3 - Report

References

Bozeman Yellowstone International Airport- Bob Edgar, Director of IT & Cybersecurity,
Bob.Edgar@bozemanairport.com, (406)388-6632x270

Neptune Aviation - Nicole Quinn, Executive Coordinator & IT Manager, nquinn@neptuneaviation.com,
(406)542-0606

Holman Aviation- Dwight Holman, President, dholman@holmanaviation.com, (406)731-5682

Pre-Services Agreement

08/31/2024

UNIFI360 Hosted VoIP - Monthly & One-Time Cost

MONTHLY & ONE-TIME COST	Quantity	Unit Price	Total
UNIFI360 - Professional User	35	\$25.00/month	\$875.00
UNIFI360 - Unlimited Remote Support	1	\$0.00/month	\$0.00
Estimated Taxes and Fees *Taxes and fees are subject to local and state government, not Granite.	35	\$5/month	\$175.00
ONE-TIME COST			
Yealink T44W Executive Phone	29	\$0.00	\$0.00
EXP40 Expansion Module	2	\$125.00	\$250.00
Yealink CP925 Conference Room Phone	2	\$350.00	\$700.00
Analog Telephone Adapter	7	\$100.00	\$700.00
Programming, Training, & Installation	35	\$100.00	\$3,500.00
MONTHLY TOTAL			<u>\$1,050.00</u>
ONE-TIME TOTAL			<u>\$5,150.00</u>

Terms

[View Additional Terms](#)

Term: 36 Months

The term of this Agreement will begin on the date of installation and will continue for the number of months indicated on this Agreement, 75% of remaining contract value is due if terminated before end of Agreement. The term of this Agreement may be extended with the written consent of the Parties.

Terms Continued

This Service Order is entered into as of the date the last party signs this Service Order (the "Order Date") and is between the above-named Customer and Company (collectively, "Parties").

NOW, THEREFORE, for good and valuable consideration the Parties agree as follows:

1. Incorporation. The Parties hereby incorporate into this Service Order the above information, exhibits and recitals, as well as the Master Services Agreement, Rate Sheet, and Service Level Agreement(s), as they may be updated from time to time by Company (the "MSA" and "SLA(s)", respectively) (collectively, these documents, along with this Service Order, constitute the "Agreement"). The MSA and SLAs are located in the link above.

2. Services. Company shall, subject to the terms of the Agreement, provide, perform, and complete all the above referenced products and services (collectively, the "Services") set forth above on or before the end of the Deployment Commitment set forth above.

3. Charges. The price to be paid by Customer and accepted by Company for the Services is the one-time charges and monthly charges shown above.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Signature	Granite Technology Solutions	Date
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Signature	Missoula County Airport Authority	Date
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GRANITE

TECHNOLOGY SOLUTIONS

PREPARED FOR:

Missoula County Airport Authority

Prepared By:

James Foote
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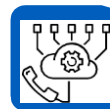
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Comprehensive Voice Security

Highly Secure Data Centers

UNIFI360 is hosted in geographically dispersed, highly secure and monitored data centers by certified tier-three providers. These world-class data centers adhere to strict standards in physical security. Each data center is closely monitored and guarded 24/7/365 with sophisticated pan/tilt closed-circuit TVs. Secure access is strictly enforced using the latest technology, including electronic man-trap devices between the lobby and data center, motion sensors, and controlled ID keycards. Security guards are stationed at the entrance to each site.

Data Encryption

Data encryption protects sensitive customer and call data from unauthorized access. In addition, numerous state, federal, and industry regulations regarding customer and patient privacy mandate encryption of data. UNIFI360 employs encryption, both in-transit (using TLS and SRTP encryption) and at-rest (using AES 256-bit keys), to help keep your data private and secure. Data encrypted while at rest includes voicemails, call recordings, meeting recordings/chat/notes, chat and SMS history, and chat attachments.

Secure Handset Protection

To verify that phones and devices are secure from cyber threats and attacks like eavesdropping, we require strong passwords on all SIP endpoints. Each device is securely provisioned using "HTTPS" with mutual authentication to prevent intrusion.

Authentication for Elevate Apps

The Desktop and Mobile Apps from Elevate allow users to use their Elevate business phone system while working remotely or on the go. These apps can require a login and password and can also be enabled with two-factor authentication for access.

Google Chromium Browser Security Platform

The Elevate Desktop App is built using Google Chromium browser technology. It makes use of the very latest security enhancements available and is updated regularly to keep current with the latest security patches. Chromium's architecture focuses on preventing attacks from persistent malware, transient keyloggers, and file theft.

Spam Caller Protection

Every account is enabled with Spam Caller Protection - helping to keep you and your employees free from calls originated by auto-dialers and known fraudsters.

Stir/Shaken Compliance | Verified Caller Display

Elevate is compliant with the FCC's STIR/SHAKEN framework for the prevention of robocalls and other problematic phone calls. STIR/SHAKEN validates the handoff of phone calls passing through networks for allow us to verify a call is in fact from the number displayed on Caller ID. These calls display a "Verified" caller bad on inbound caller IDs.

Financial Stability

Happy to provide financial statements and a letter from our financial institution, First Montana Bank. Please provide a secure and private method for providing this.

Certifications

- CompTIA A+
- CompTIA Security+
- Fortinet Certified Fundamentals
- Fortinet Certified Associate
- Microsoft AZ-900
- Intermedia Unite Technical Support
- Intermedia Unite Sales Engineer
- Contact Center Technical Support

Type 2 SOC 3

See attached Intermedia - 2023 Type 2 SOC 3 - Report

References

Bozeman Yellowstone International Airport- Bob Edgar, Director of IT & Cybersecurity,
Bob.Edgar@bozemanairport.com, (406)388-6632x270

Neptune Aviation - Nicole Quinn, Executive Coordinator & IT Manager, nquinn@neptuneaviation.com,
(406)542-0606

Holman Aviation- Dwight Holman, President, dholman@holmanaviation.com, (406)731-5682

Pre-Services Agreement

08/31/2024

UNIFI360 Hosted VoIP - Monthly & One-Time Cost

MONTHLY & ONE-TIME COST	Quantity	Unit Price	Total
UNIFI360 - Professional User	35	\$25.00/month	\$875.00
UNIFI360 - Unlimited Remote Support	1	\$0.00/month	\$0.00
Estimated Taxes and Fees *Taxes and fees are subject to local and state government, not Granite.	35	\$5/month	\$175.00
ONE-TIME COST			
Yealink T44W Executive Phone	29	\$0.00	\$0.00
EXP40 Expansion Module	2	\$125.00	\$250.00
Yealink CP925 Conference Room Phone	2	\$350.00	\$700.00
Analog Telephone Adapter	7	\$100.00	\$700.00
Programming, Training, & Installation	35	\$100.00	\$3,500.00
MONTHLY TOTAL			<u>\$1,050.00</u>
ONE-TIME TOTAL			<u>\$5,150.00</u>

Terms

[View Additional Terms](#)

Term: 36 Months

The term of this Agreement will begin on the date of installation and will continue for the number of months indicated on this Agreement, 75% of remaining contract value is due if terminated before end of Agreement. The term of this Agreement may be extended with the written consent of the Parties.

Terms Continued

This Service Order is entered into as of the date the last party signs this Service Order (the "Order Date") and is between the above-named Customer and Company (collectively, "Parties").

NOW, THEREFORE, for good and valuable consideration the Parties agree as follows:

- 1. Incorporation. The Parties hereby incorporate into this Service Order the above information, exhibits and recitals, as well as the Master Services Agreement, Rate Sheet, and Service Level Agreement(s), as they may be updated from time to time by Company (the "MSA" and "SLA(s)", respectively) (collectively, these documents, along with this Service Order, constitute the "Agreement"). The MSA and SLAs are located in the link above.

- 2. Services. Company shall, subject to the terms of the Agreement, provide, perform, and complete all the above referenced products and services (collectively, the "Services") set forth above on or before the end of the Deployment Commitment set forth above.

- 3. Charges. The price to be paid by Customer and accepted by Company for the Services is the one-time charges and monthly charges shown above.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Signature	Granite Technology Solutions	Date
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Signature	Missoula County Airport Authority	Date
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Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: January 28, 2025

1. **TITLE:** Award of Snack Vending Request for Proposals

Review, discussion, and possible award of Snack Vending RFP
ACTION ITEM.

2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM

3. **TIME REQUIRED:** 5 Minutes

4. **BACKGROUND INFORMATION:** The current agreement for vending (snack and beverage) at the Missoula Airport expires on June 30th, 2025. The airport currently has contracts with Pepsi-Cola of Missoula for Beverage Vending and Valley Vending for Snack Vending. Recently, our current snack vending operator, Valley Vending, ceased operations, impacting snack vending services at the airport.

Staff decided to publish an RFP early for both snack and beverage services to minimize the disruption for passengers. Due to limited space in the new terminal, vending placements will be limited to 3 locations, each with one beverage and one snack vending unit. This is a net reduction from the current agreement as machines in the temporary rental car facility will no longer be required.

The term for Snack Vending would begin immediately upon contract approval and Beverage Vending would begin on July 1st, 2025. The RFP was published on December 18, 2024. The proposals were due on January 17, 2025, with three proposals being received: 1. Coca-Cola Bottling Company (Beverage); 2. Pepsi-Cola of Missoula (Snack and Beverage) and 3. Faber Coe & Gregg of Florida, Inc. (Snack and Beverage). A committee of staff members reviewed and scored the proposals.

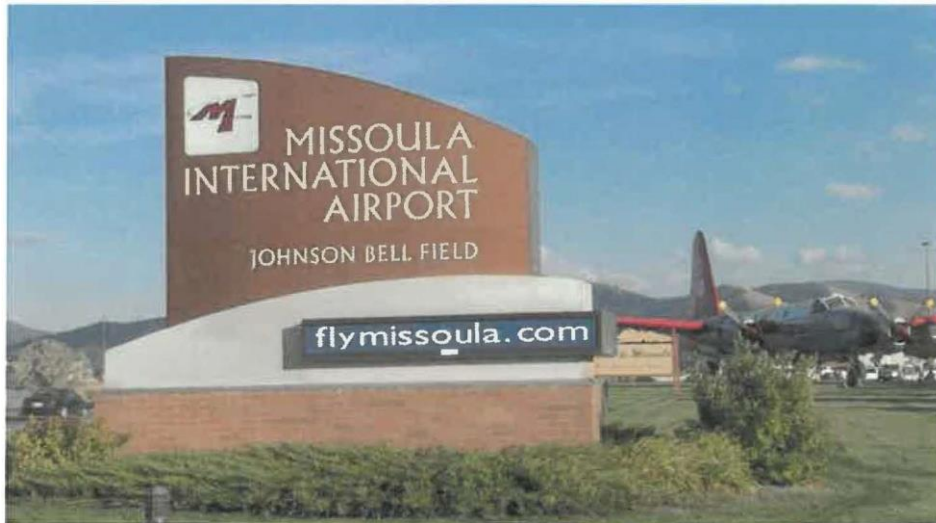
At this time, the committee is recommending the award of Snack Vending to Faber, Coe and Gregg of Florida, Inc. Faber proposed the highest percentage of gross in addition to the widest array of product offerings. If approved, staff will work Faber to bring a final contract for Snack Vending services to the February Board Meeting.

The committee also evaluated Beverage Vending proposals but required additional clarification from one of the proposers to make a final recommendation. The committee expects to bring a recommendation for beverage vending at the February Board Meeting.

5. **BUDGET INFORMATION:** N/A

6. **SUPPLEMENTAL AGENDA INFORMATION:** Vending RFP & Submitted Proposals

7. **RECOMMENDED MOTION:** Move to award the Snack Vending RFP to Faber Coe & Gregg of Florida, Inc.
8. **PREPARED BY:** Tim Damrow, Deputy Director



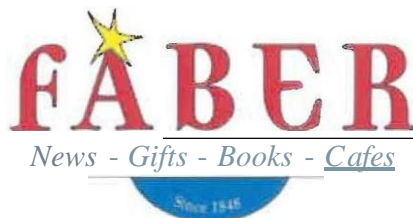
VENDING SERVICES REQUEST FOR PROPOSAL
MISSOULA INTERNATIONAL AIRPORT
December 18,2024

Proposer:

Faber, Coe & Gregg of Florida, Inc.
550 Meadowlands Parkway
Secaucus, NJ 07094

Contact:

Walter Janokowicz, VP Development
Phone: 201-401-8388
Email: wjanokowicz@faber-intl.com



January 16, 2025

Missoula County Airport Authority

5225 Broadway St. West

Missoula, MT 59808

RE: Response to Request for Proposals Vending Services RFP at Missoula International Airport

Dear Ms. Davis,

Faber Coe & Gregg of Florida, Inc. (Proposer), a wholly owned subsidiary of Faber Coe & Gregg, Inc., is pleased to submit its proposal for Vending Services at Missoula International Airport.

Founded in 1848 and operating in airports for over 76 years, Faber is committed to the highest levels of customer service which I believe is demonstrated through the designs, and product offering, as well as the utmost levels of commitment to employee training and customer service. The vending services opportunity is a perfect complement to our current retail and new food and beverage program at MSO. Currently, we operate vending programs in (6) Airports and three Train Station locations.

Our execution of the vending services will be flawless. Already having a management structure in place at MSO that understands airport policies and procedures. We are flexible that we can add or relocate vending machines at any time. In addition, with the state-of-the-art vending system with cash and credit card acceptors we can monitor sales performance from a laptop. We can operate a host of beverage and snack machines outlined in our proposal.

Should you have any questions or need further information or clarification, please contact Wally Janokowicz, VP Development, at (201) 401-8388, wjanokowicz@faber-intl.com
Address: Faber Coe & Gregg of Florida, Inc., 550 Meadowlands Parkway, Secaucus, NJ **07094**.

Thank you for considering Faber. We look forward to hearing from you.

Respectfully,

a-

Anuj "Bobby" Govilla CPA, CA
Chief Financial Officer
Faber, Coe & Gregg of Florida, Inc.
550 Meadowlands Parkway, Secaucus, NJ 07094

Experience

Company History

Beginning with the original American Indian Cigar Store in the mid-1800's Faber, Coe & Gregg established tobacconist shops in the developing urban Northeast. As the cities grew and the shop focus shifted, Faber expanded to provide travelers with the day-to-day necessities that people need as they travel from location to location. For over 176 years, Faber, Coe & Gregg has been providing exceptional service and products for people away from home. Our experience in operating in airports, rail stations, hotels, thruway plazas and business complexes has provided us with the necessary vision to create exciting concepts that are focused on meeting the needs of today's travelers.

Since the demographics of travelers at each travel location is unique, Faber concentrates on clearly understanding the passenger before developing the appropriate concession program by addressing the following questions: How do they move about? What is their dwell time? What are they buying? What aren't they buying? Is their primary focus business or leisure? In today's competitive world, our survival depends upon our customers.

During the more than a century and a half of retailing Faber has proven time and time again that excellent customer service is the key to attaining higher sales and a loyal customer base. Faber has focused its growth on "Fulfilling the Needs of Travelers". Of note, over eighty five percent of Faber's locations cater to those customers who are traveling quickly in the air, on the train, or along the interstate thruway.

Faber secured its first airport retail newsstand contract at JFK International in 1954. Today, Faber operates 30+ airport locations serving over 16 million travelers annually. Realizing that purchase decisions within airports is highly impulsive and driven by necessities, such as news and food.

Travelers are on the go 24-hours a day 7 days a week. To better serve the customers at any hour we operate a successful vending program at several thruway and train stations. We currently have 15 locations offering a vending program that includes beverages as well as snacks.

Faber is also a well-respected news/gifts shop name in the hospitality industry. We operate in well-known hotels such as Starwood, Hyatt, and independent hotels. Faber also operates newsstands in office buildings.



Faber has diversified its business to include cafes and indulgent food offerings. At Newark Liberty International Airport, Faber's Universal Coffee Express division which operates Java Moon the gold standard for high quality and customer service. At Bradley International Airport, Faber operates three high volume Dunkin Donuts units in addition to a Cover2Cover Bookstore. At the

Experience

Secaucus Transfer Station Faber offers several branded fast food selections including Dunkin Donuts.

From the traditional news/gift store, 'Miami New Now' to Specialty Retail. Faber has the knowledge and skill to develop the right concession program for the passengers. Faber has also expanded into the hospitality field. We currently operate twenty-one pub locations in addition to a three level sports themed bar location in Chicago Union Station that opened in 2013.

Faber's conservative growth philosophy is to select the right locations, ensure each store is economically viable and fulfills the needs of the traveler. Dedication to our four main business fundamentals - Experience & Stability, Customer Focus, Performance & Creativity and Flexibility are what helps us turn ideas into reality.

Our Mission Statement: *We strive to provide our customers with products and services of excellent quality and value that will enable us to achieve the highest level of customer satisfaction, growth, and stability.*

**5 STAR SERVICE
EVERY TIME**

Key Staff - Strengths & Experience

For over 176 years, Faber, Coe & Gregg has been providing exceptional service and products for people away from home. This is made possible through our Faber team - a highly dedicated and passionate group of individuals aligned with our four main business fundamentals - Experience & Stability, Customer Focus, Performance & Creativity, and Flexibility.

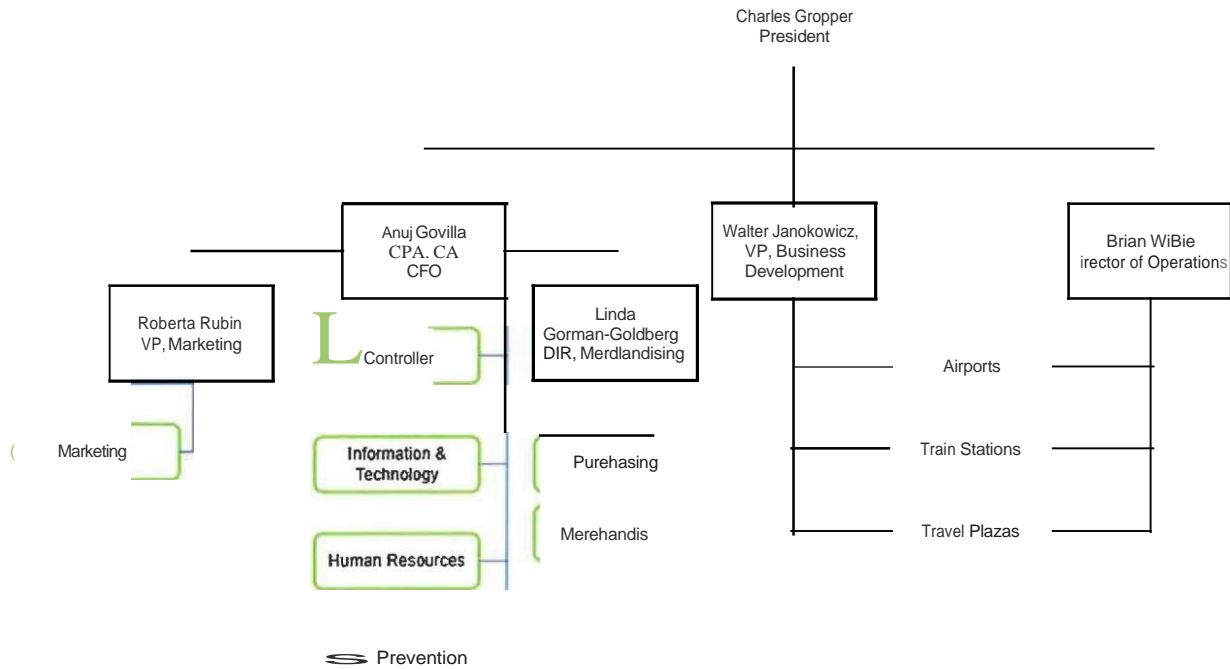
Corporate Support

It is the goal of Faber's Home Office to support, not only our team members at the store level, but to also partner with the train station administration. We are active participants in the operation of our stores. Our employees are instrumental to our success. Each location is visited by their District Manager bi-weekly and visited by VP Operations at least quarterly. Our team in the Home Office knows store level associates by name and support from our IT department, Buyers and Human Resources is always available.

We know our airport administrators and make a point to reach out whenever we are on site. Our belief is that by building trust and strong relationships we can be more effective in exceeding the expectations of our guests.

The members of our Executive team are committed to involvement in the communities in which we do business, through membership in the Chamber of Commerce to participation in fundraising for local charities and community development activities.

Experience



Corporate Personnel - Resumes/ Bios

"Representing a lifetime history of careers devoted to the retail industry."

CHARLES GROPPER / President

Charles joined Faber as General Counsel & Director of Leasing in 1982. In this capacity, Charles oversaw the execution and management of all contracts. He was instrumental in the development of the growth in airports, hotels, thruways, and rail stations. In 2001 Charles was promoted to President of Faber, Coe & Gregg, where he has initiated numerous strategic programs that have positioned the company for aggressive growth over the next several years. Charles earned a Bachelor of Arts degree from the University of Pennsylvania and an MBA from New York University. In addition, Charles obtained a J.D. degree from the New England School of Law.

Experience

ANUJ (BOBBY) GOVILLA - Chief Financial Officer

As Chief Financial Officer, Mr. Govilla, is responsible for all the company's financial functions, including accounting, financial reporting, audit, treasury, taxation, and corporate finance. He also oversees and manages all Human Resources, Information Technology, and Loss Prevention. His experience spans more than 30 years of varied experience in financial management, business leadership, and corporate strategy. He is a Certified Public Accountant with diversified experience in Public Accounting and large volume retail organizations. Prior to joining Faber in 2022, Mr. Govilla served as a Vice President of Finance of Century 21 Department Stores, Inc., an off-price retailer. Before that, from 2010 to 2015, he served as a Global Accounting Director of Gilt Group Inc., an e-commerce company. From 2005 to 2010, he served as Chief Financial Officer of WebNotions, Inc., a global e-commerce company.

ROBERTA RUBIN/ Vice President Marketing

joined the company initially as one of their leading executives in 1999. During her forty-year career, Roberta has focused exclusively on the retail segment with the past 28 years focusing in travel and non-traditional retail channels.

At Faber, Roberta guides the strategic direction of the company by overseeing product selection, expansion efforts and in-store marketing. Specifically, she manages a team that is responsible for growing store sales, improving gross margin, selecting all merchandise suppliers, optimizing product assortment, controlling inventory costs, and coordinating category management. In addition, Roberta provides leadership in helping to guide Faber's growth by providing her expertise on store design, fixture selection, and merchandise layout/signage. As part of her marketing responsibilities, Roberta manages the company's digital marketing efforts, including social media content and channels.

Roberta has a diverse retail background including apparel, shoes, jewelry, and wine/liquor. She has worked for companies ranging in volume from \$30 million dollars to well over a billion annually. Prior to her current position, Roberta was a Merchandise Manager with Benjamin Books, a 47-store chain of airport bookstores and newsstands acquired by WHSmith. Before Benjamin, Roberta was a Merchandise Manager for Eastern Lobby, a chain of 160 newsstands throughout North America.

Roberta is a Cum Laude graduate of Rutgers University with a Bachelor of Science in Marketing and holds a degree from the Fashion Institute of Technology (FIT). She has been honored for her philanthropic efforts by the Friendship Circle, an organization helping children with disabilities.

WALTER JANOKOWICZ / Vice President. Business Development

Faber has experienced broadened business opportunities and concept development with attention to new markets. Walter Janokowicz has used his experience in specialized business development for twelve years at Faber, this impact first as Vice President of Operations and more recently as Vice President of Business Development. Walter has championed Faber's

Experience

efforts in creating and implementing expansion into specialty transportation markets. Walter has twenty-five years of impressive expertise and skills in retail growth and marketing in the travel sector. Walter's interest in all aspects of the business, including real estate allows him to apply his broad range of knowledge at FABER. Mr. Janokowicz holds both a Bachelor of Science degree in Marketing from Elmhurst College and an MBA from Aurora University.

LINDA GORMAN-GOLDBERG - Director of Merchandising

Linda Joined Faber in 2016 and was recently promoted to Director of Merchandising in 2023. During her time with Faber, she has focused her direction on the sales of the traveler. Those businesses include Travel Accessories, Souvenirs & Apparel, and so much more. Before being named Director of Merchandising in March 2023, Linda has been fulfilling the needs of our travel customers when she started with Faber in 2016. Prior to Faber, Linda spent over 25 years with Toys R Us brands, Including Babies R Us, Kids R Us and Toys R Us, buying a wide variety of products. She also spent a portion of her tenure at Toys R Us in the Finance area doing Planning and Allocation. Linda prides herself on the strong relationships she has made with the vendor community, using those relationships to grow sales, improve gross profits, and help keep Faber at the forefront of the travel business.

Brian Willie/ Director of Operations

Joining Faber in 2024, Brian oversees all operational relations including maintaining and exceeding budgets, sales and profitability, menu creation, recipe compliance and enhancement, securing purveyors, and providing leadership for the continued development offield management. Brian is a strong believer in creating an environment that empowers teamwork with integrity and respect while acknowledging accountability and fostering the power of positive thinking/ownership and building interpersonal relations. Brian has over 15 years of extensive and successful experience in Food & Beverage Operations in the areas of divisional management, franchisee and franchise owner interfacing, training strategies and programs, management recruitment and budgeting only to name a few. Prior to joining Faber, Brian was a Director of Operations at Amazon Logistics as well as Senior Regional Director of Operations for SSP America, where he oversaw the Northeast.

It takes more than attractive stores to make an airport concession a First-Class success!

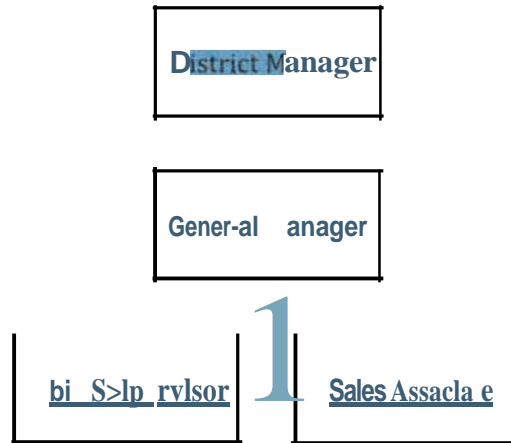
It requires on-going commitment to details and a clear understanding of what motivates consumers that help turn travelers into "Shoppers". Faber realizes that passengers visit the airport for primarily one purpose - to get from one destination to another, as stress free and enjoyable as possible. We accomplish this by paying attention to details - no matter how small. We start with our most valuable asset, our associates...

Staffing Plan- Airport Staff

Faber prides itself on maintaining a streamlined and efficient structure; however, we are committed to ensuring that each store is adequately staffed to service our customers. The corporate staff represents a lifetime history of careers devoted to the retail industry. The management team is comprised of experienced operations and merchandising personnel

Experience

drawn from our extensive network of existing shops.



General Manager

Under minimal direction, following the Faber vision, the General Manager oversees and controls daily operations on a profitable basis. Maintains close landlord and customer relations. Supervises the activities of unit management and oversees supervision of associates. This person has the expertise and experience to effectively manage the retail operation including inventory control, human resources, and customer service. The General Manager is aware of the diverse needs of our airport customers and will exceed their expectations. The Store Manager will promptly and effectively communicate with the staff and Faber's corporate office, concerning all operational and performance issues.

Shift Supervisor/ Keyholder

The Shift Supervisors will primarily be responsible for the hands-on requirements of the shop's day-to-day operations. They will supervise the sales team, alternate with the staff for lunch and refreshment breaks, open and close the store, audit cash registers, and approve customer refunds and voids. Supervisors will be the first in line to ensure the store is well maintained, attractively merchandised, and fully stocked.



Experience

Sales Associate

The Sales Team is the backbone of the store's successful operation. All personnel recruited for this position will have a background in sales and customer service. Every Sales Associate is thoroughly trained in Faber's 5-Star Service program, cash handling, and product knowledge.

District Manager

Each Faber operation reports to a seasoned District Manager. The District Manager of each operation has the autonomy make the necessary day-to-day decisions that ensure the operations' success. However, when needed, they know there is a dedicated support system available to address questions and challenges that occasionally confront each operation.

Presence of Management

Management is present during all business hours. We realize that back office or other non-selling functions can detract from the optimum level of customer service we provide. The management staff completes all paperwork, cash reconciliation and other information gathering functions in a non-selling area. The management team is actively involved on the sales floor. This allows us to closely monitor all personnel and store operations, thus enabling Faber to provide superior customer service.

Current Vending Services Locations

- Bismarck, ND (BIS) Airport
- Punta Gorda, FI (PDG)
- Daytona Beach, FI (DAB)
- Charleston, WW (CRW) Airport
- Secaucus Junction Train Station Secaucus, NJ
- Newark Penn Station - Newark New Jersey
- Metro Park Train Station - Iselin New Jersey
- Charleston, WV (CRW) Airport
- Gulfport, MS (GPT) Airport



MCAA Request for Proposal

Response Form

Missoula County Airport Authority, Missoula, Montana

This form must be completed in full. Indicate "N/A" where appropriate. If additional room is needed for a response attach an additional sheet of paper.

I. Contact Information

Information about the person(s) responding to this RFP. This should be the same person(s) who will be the point of contact for MCAA to reach out to in regard to this RFP.

A. Contact Name Wally Janokowicz

B. Contact Role in the Business Vice President

C. Contact Phone Number 201-401-8388

D. Contact Fax 201-330-9560

E. Contact E-Mail Address wjanokowicz@faber-intl.com

11. Business Information

Information about the business which the contact is responding to the RFP on behalf of.

A. Business Name Faber Coe & Gregg of Florida, Inc.

B. Doing Business As Faber

C. Business Type Concessionaire

D. Business Mailing Address

Address Line 1:	<u>550 Meadowlands Parkway</u>
Address Line 2 :	
City:	<u>Secaucus</u>
State/Province:	<u>NJ</u>
ZIP Code:	<u>07094</u>
Country:	<u>United States</u>



Missoula County Airport Authority
5225 Broadway St West
Missoula, MT 59808
(406) 728-4381

E. Business Phone Number **201-330-1515**

F. Business Fax **201-330-9560**

G. Business E-Mail Address **wjanokowicz@faber-intl.com**

H. Business Registration State **Florida**

I. Business Registration Date **01/04/1961**

J. Business registered in the state of Montana? **Yes**

K. Business Owner/Stakeholder(s) **Faber Coe & Gregg, Inc.**

III. Business History

Describe a brief history of the Business entity. Note any changes in the Business's name and ownership structure and any other dbas under which the company has been doing business. Please indicate airport experience if any.

Business History
Please see attached -

Airports:

Bismarck

Peoria

Gulfport

Destin

Punta Gorda

Miami

Daytona Beach

Wilmington, NC

Charleston WV

Bradley

Missoula



Missoula County Airport Authority
5225 Broadway St West
Missoula, MT 59808
(406) 728-4381

4. Has Business defaulted on a loan or a contract or performance agreement for the delivery of services/product at an airport or other facility? Yes/ o

N/A

5. For owners of a closely held corporation: Attach a personal financial statement current within three (3) months from date of submittal. N/A

6. Attach a list of any judgments against Business or any litigation pending against the Business and describe circumstances. Also list any judgments against Business which have been satisfied within the last five (5) years and explain. N/A

7. Attach a list of any outstanding tax liens against the Business with an explain of each. N/A

8. Business shall supply information as to whether any of its officers and/or principals have been convicted of a felony or whether the Business is currently involved in legal proceedings regarding its performance or delivery of its services to a vendor/service provider, property owner, airport owner or its agent or other party. If it is, it shall supply a brief narrative describing the situation. N/A

V. Conditions of Proposal Submission

Submission of Proposal constitutes a firm offer to the Authority and may be accepted by the Authority at any time prior to 120 days after the submission deadline.

VI. Acknowledgment of the Proposal Required

This Proposal is being submitted in response to a specific Request For Proposal/Qualification supplied to the Business by an authorized representative of the Missoula County Airport Authority.



Missoula County Airport Authority
5225 Broadway St West
Missoula, MT 59808
(406) 728-4381

Defined terms below shall have the meanings given them in the Request for Proposal.

The undersigned having:

- 1. Carefully examined the RFP document.
2. Become familiar with all terms and conditions specified in the RFP document.
3. Completed answers to all forms and responded fully to the RFP document requests for information.

represents and warrants to the Authority as follows:

- 1. The undersigned person(s) are authorized representatives of the Business.
2. All information submitted by the Business in the proposal package is complete, accurate, and truthful.

(Note: If Business is a joint venture, all joint venture partners must sign; if Business is a corporation, at least Business's president and secretary must sign.)

Signatures

Signatory 1

Signature: Anuj Govilla, Signatory Title: CFO, Date: 1/16/23

Signatory 2

Signature: _____, Signatory Title: _____, Date: _____

Signatory 3

Signature: _____, Signatory Title: _____, Date: _____

Attested By

Secretary

Signature: _____, Signatory Title: _____, Date: _____

AB40/528

Designer Series
Snack Merchandiser



This 40 select snack vendor gives you maximum selection for the even the largest vending locations. Equipped with the latest in electronic controls, money back vend sensing technology, 6 fully adjustable shelves, and stunning Designer series styling, this vendor is one of the most versatile and profitable snack machines available.

- **40 selections of chips, candy, and pastries**
- **Attractive styling features**
- **Pull-out, tilt trays for easy loading**
- **Adjustable flex trays can fit many shapes of products**
- **Electronic pricing**
- **Electronic coin changer and bill acceptor**
- **Class leading energy saving features including LED lighting**
- **Full sales & accounting features**
- **Credit/Debit card reader ready**
- **iVend® guaranteed delivery**
- **Americans With Disabilities Act (ADA) Ready**

Vendina.com

Serving The Vending Industry Since 1931

From the WORLD'S LARGEST manufacturer
of individually owned vending equipment

AB40/528

Designer Series
Snack Merchandiser



Std. Configuration



Shown in standard black.

Features

- Large LED credit display
- Attractive Designer Series styling bezel with point of sale window
- Standard peripheral opening for additional payment or POS systems
- Large keypad with Braille identification
- LED Lighting
- Americans With Disabilities Act (ADA) Ready
- MOB support for all industry standard devices including cash, coin, debit and credit systems
- DEX data output support
- Full featured controller with sales and accounting:
 - Electronic pricing by selection, row or machine
 - Free vend and Combo vend modes
 - Flexible space to selection setting
 - Time of day discounting
 - Time of day shutdown modes for energy savings and secured vend times
 - Programmable coupon and token values
 - Coin and bill rejection rate counts
 - Accountability display by selection, row or machine
 - Talker device support for sight impaired



Back lighted point of sale window for advertising and specials.



Credit/Debit & mobile reader options.



Re-configure trays to almost any package size in the field with no need for tools.



Large and easy to read selection buttons with Braille identification.



iVend® Guaranteed Delivery System

Keeps customers satisfied and reduces service calls for misloaded product.



Dispenses All Brand Name Products

Keep your customers happy by with all their favorite chips, crackers, cookies, candy & confections.



Premium Currency Acceptors
Includes standard electronic coin acceptor and \$1, \$5, \$10 & \$20 bill acceptor (Set for \$1 & \$5)



Door-In-Cabinet Design
Adds security and rigidity to an already solid package.

AB40/528 Designer Series	
Selections	40 items standard
Capacity	528 Items (210 Snack & Pastry/ 318 Candy & Confections)
Selection Pricing	Individual from \$0 to \$9,999.99
Payment Systems	Premium Electronic Coin Acceptor; \$1, \$5, \$10 & \$20 Bill Acceptor (Set for \$1 & \$5)
Electrical Requirements	Domestic: 115VAC/60Hz, 1.2AMPS International: 230 VAC/50Hz, 0.6 AMPS
Dimensions	Height 72" (183 cm) Width 41.1" (104.4 cm) Depth 34.75" (88.3 cm)
Shipping Weight	*516 lbs. (234 kg) *Varies with configuration & options.
Standard Features	Designer Series Styling Package, GVC2 Controller, LED Lighting, iVend® Delivery Sensor System, Braille Keypad
Options	Silver Door Styling, Credit/Debit card Reader
<p>NOTE: Models with coils can be easily changed as required for vending different size products. Coils and dividers as well as individual tray price scrolls are available from our parts division Vendnet for an additional cost.</p>	

In order to bring you the best products possible, we continue to improve product design and performance and as such specifications are subject to change without notice. The manufacturer makes no warranties or representations in compliance with applicable laws and regulations. The manufacturer expressly disclaims responsibility for compliance with any laws and affirmatively requires any buyer to make an independent analysis of the fitness and legal basis of any use or application of the subject unit.

vendina.com

Serving The Vending Industry Since 1931

c@us
LISTED

Tel. 1-800-548-1982

Fax. 515-274-5180

8040 University Blvd
Des Moines, IA 50325

LISTEN



MarketOne Combo 42Select
Glass Front Can, Bottle & Food
 72" x 41.2"W x 38"D,
 *Ship Weight 811 lbs
 42 Selections
 Capacity: 280 Items
 (118 Food & 162 Drinks)
 Card reader available



MarketOne Combo 38 Select
Glass Front Can, Bottle & Snack
 72" X 41.2"W X 38"0,
 ..Ship Weight 811 lbs
 38 Selections
 Capacity: 376 Items
 (100 snacks, 168 Candy & 108 Drinks)
 Card reader available



MarketOne Elevator 36Select
Glass Front can and Bottle Beverages
 72" x 41.1rw x aa-o,
 **Ship Weight 831 lbs
 36 selections
 Capacity: 216 Beverages
 Card reader available



MarketOne Combo 27 Select
Glass Front Can, Bottle and Food
 72" x 29.5"W x 38"D,
 *Ship Weight 691 lbs
 27 Selections
 Capacity: 178 Items
 (70 Food & 108 Drinks)
 Card reader available



Express Combo Refreshment Center
Snack & Beverage
 74.5" X 34.75"W X 31.3"0,
 *ShipWeight621 lbs
 29SeMions
 Capacity: 225 Snack/ 150 Beverage
 card reader available



AB10/500
Bottle & Can Vendor
 72" x 31.75"W, 36.5"0
 *SNP We ht671 lbs, 10 selections
 Capacity: 500-12oz cans/ 240-20 oz
 standardvindsizesinounces,
 12, 16.9,20&24
 (Optional kit needed for 250ml
 Energy Drink cans)
 Card reader available



AB Frozen Food Merchandiser
 72" x 29.5"W x 38"0,
 *Ship Weight 680 lbs
 Selections: 28 Frozen
 capacity: 320 Items
Vends frozen foods & demtrts
 Card reader available



Comer Cafe Hot Beverage Merchandiser
 72" x 28"W x 28"0
 *Ship Weight 361 lbs
 (to)72differentselections,
 487-7 oz Ct(s) or 384-12 oz cups
 Card reader available



3549 Table Top
Snack Merchandiser
 33.5"W x 27"D,
 *ShipWeight1531bs
 14 selections, 150 item capacity



AB23
Snack Merchandiser
 72" x 29.3"1W x 34.75"0,
 *Ship Woght431 lbs
 23 selections, 378 item capacity
 Card reader available



AB32
Snack Merchandiser
 72" X 35.2"W X 34.75"□
 *Ship Weight 481 lbs
 32 selections, 474 item capacity
 CE1'dreaderavaHable



AB40
Snack Merchandiser
 72" x 41.1"W x 34.75"0,
 *Sh Woght 516 lbs
 40 selections, 630 item capacity
 card reader available



MarketOne Snack 5W
Snack Merchandiser
 72"x41"Wx35.2"D
 *Sh Weight 564 lbs
 Up to 65 Selections, 528 Item capacity
 (210 Snack-Pastiy/318 Candy)
 Card reader available



MarketOne Snack 6W
Snack Merchandiser
 72" X 46" W X 35.2"0
 *ShipWeight1626lbs
 Up to 71 Selections, 633 Item Capacity (6 Flex Steel Trays)
 (252 Snack-Pastiy/381 Candy)
 Up to 83 Items, 773 ItemCapacthf (7 Rex. Steel Trays)
 (296 Snack.Past./477 candy)
 Card reader available



Cafecture Controlled Coffee Pod Merchandiser
 17.6" X 26.3"Wx 23.8"D,
 *Ship Weight 137 lbs
 16 selections, 256 item capacity
 (16perselection)

*Weightsmay14rybasdoocnl ationsando tions.

Vending

Faber has access to the entire vending machine lineup from vending.com (please see attached list). Typically, we would install a bank of machines to include Coke, Pepsi, Water/Snapple and snack machine if the footprint is large enough. Otherwise, we will adjust the placement accordingly. All machines will be able to accept cash and with the Greenlite Cashless software that is installed all major credit cards, debit cards and mobile payment forms of payments will be accepted. All transactions are secure and PCI compliant. All machines will have an air card installed so no internet connection is necessary. All we need is the power.

§ft DD h:tes sf@.alt ujr:



Accept Credit & Debit Cards

Supports multiple cards including Visa® Credit & Debit, MasterCard® Credit & Debit, Discover® & American Express®

Accept Mobile Payments



Apple Pay, Google Pay, and major brand contactless cards.

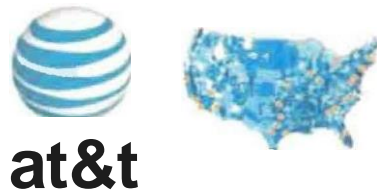
Vending

6 **Totally Secure**

All transactions meet current payment card industry data security standard compliance. No card data is stored.

Nationwide Network

Most comprehensive coverage available using the AT&T LTE data networks.



Customers can be confident in a safe purchase.

www.greenlitevending.com

24/7 Anywhere Management



Accessible 24/7. You'll always have the latest version. You can use your computer, tablet or smart phone to keep tabs on your machines



Vending



Replenish Made Easy

Cantaloupe software is installed on each machine that will allow us from a laptop or cell phone monitor sales performance and generate fill reports. So the staff can fill a cart with what the actual product the machine needs to replenish. The staff can walk a cart full of what product the machine needs and walk back the cart empty. Cantaloupe and Greenlite make it easier for consumers to buy and businesses to sell with one, unified platform for cashless acceptance, consumer engagement, and business optimization. Beside the technology, our management will monitor the vending machines during their daily airport walk through.

What can Cantaloupe Do?

Eliminated the guess work from scheduling.

Say goodbye to wasted trips to full machines. Now you can see when machines need service, and skip the ones that don't.

- Quickly pick your daily route based on how empty your machines are.
- Prioritize machines are the most depleted to be serviced first.
- Improve your service quality while spending less time in the field.

See what product you need before you go.

Start pre-picking product to restock by machines or pick from your truck and only make one trip to each machine.

- Only make one trip to restock each machine.
- Utilize your sales data to start pre-picking machine restocks.
- Maximize your machines' sales potential by knowing your best-selling products.

Stay on top of issues with real-time alerts.

Vending

Be the first to know when product is running low, or when machines have a coin or bill jam.

- Receive proactive bill and coin jam alerts, and power failure warnings.
- Manage machine issues before your customers see them.
- Get notified when product coils drop near empty.

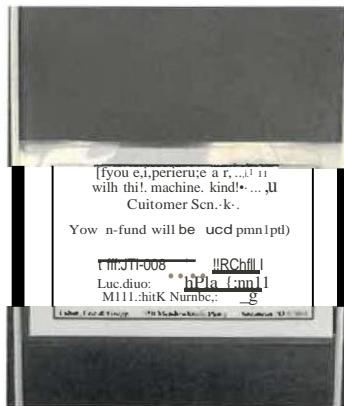
Your business goes with you anywhere - with Seed Mobile.

Stay organized by tracking your route on-the-go, and easily updating new inventory levels right in the app.

- Daily route stops automatically populate in the app.
- See how much product is needed in each machine.
- Inventory machines faster with no paperwork required.
- Automatically syncs with Cashless+ to update your new inventory levels.

Customer Service

Faber identifies all locations of all individual vending machines. If there is ever a Customer Service issues directions for the customer are placed on all machines with our 800-phone number to call for a quick and easy resolution.



Vending

Maintenance and Repairs.

Cash is reconciled and collected weekly to ensure there is always sufficient amount of cash to make change for the customer. If there is any major breakdown vending.com has a vast nationwide repair network so any breakdown and down time will be minimal. The machines are made in the USA so there is a large warehouse of parts on hand in their warehouse in Iowa.

National Network of Factory Trained Technicians



Rent

Percentage Rent- 25%

Faber offers a percentage rent of 25% on all vending sales. If awarded, we ask for the vending service be added to our existing Food and Beverage lease for the new terminal.

A new category named Vending will be added to our monthly reconciliation report to report vending sales.

Offering

Faber does not have an exclusive national relationship with any bottler. The travelers at MSO will enjoy Coke, Pepsi, and Snapple product to maximize beverage sales. The customers will be able to enjoy their favorite 20 oz carbonated beverage, energy drink or water. The price range will be between \$3.50-\$6.00.

Also, a variety of sweet, salty, healthy and meal substitutes will be available. Price range between \$3.00 - \$16.00.

We can also add Health & Beauty and electronic products into the proposed machines if the demand warrants.

Other machines are those dispensing selling coffee/ hot drinks ice cream and other frozen treats. In addition, machines vending freshly made sandwiches and salads are also available.

Greenlite and Cantaloupe will allow us to monitor sales to the individual sku level to allow us to identify product movement. All slow-moving items can be easily identified and can be replaced. Faber has a professional buying department that will identify sales trends so we can ride the sales trend with the latest and greatest products. Product cost is closely monitored by our merchandising department and at the store level. If a price increase is identified the increase can easily be programed in the machine at the store level.

Snacking has increased in the last 12 months. The big question is what are the most popular snacks for vending? 10 most popular vending snacks in the USA.



Offering

#1-M&M's

It is no surprise that M&Ms continue to be the most popular vending snack in the United States. Most people enjoy M&M's because they are a convenient snack that you can enjoy while on the go, and they come in a variety of sizes, colors, and flavors. M&M's have been around since 1941 and we do not see their popularity ending any time soon, especially since just about everyone enjoys M&M's. From peanut M&Ms to M&M's minis and every flavor in between, this treat is one of the most iconic snacks out there on the market.

#2 - Reese's Peanut Butter Cups

Another iconic vending snack that most people know and enjoy is Reese's Peanut Butter Cups. Reese's peanut butter cups offer the perfect combination of peanut butter and chocolate that always make this vending snack a top snack.

that most people look for when they approach a vending machine.

#3- Doritos

On to the chips! And it's a chip that almost everyone knows and loves, Doritos. Since the 1960s, Doritos have been a favorite snack chip in the United States because they come in a wide variety of flavors, including the now-iconic nacho cheese, and cool ranch flavors. Doritos can be described as one of the most ideal snacks, and comfort foods, especially their one-ounce size bags, because it is just enough chips to compliment any meal or provide a tasty snack.

#4 - Lay's Classic Potato Chips

When most snack food fans think of potato chips, Lays will almost always be at the top of their list because they are a classic potato chip that always delivers the 'salty goodness' that consumers are looking for in a chip.

#5 - Hershey's Chocolate Bar

Hershey's chocolate bar has been a part of the snack food world for over 100 years, and for good reason, each bar offers enough delicious chocolate to satisfy a consumer's chocolate cravings. What's great about Hershey's is that the company didn't just stop at their chocolate bar, they also make Hershey's Kisses and Hershey's mini chocolate bars.

#6 - Oreo Cookies

Oreos have been a staple of most vending snacks for decades now because each Oreo offers the perfect amount of cream between two tasty cookies. Over the years, Oreo has widely expanded its cookie line, and you can now find them in a wide variety of sizes and flavors.

#7 - Planters Peanuts

Like Doritos, Oreo's, and the other vending snacks that we've written about in this article, Planters Peanuts deserves an honorable mention on our list because they've been a much-loved peanut snack since 1906. Planter's peanuts always deliver the right amount of saltiness that snack food fans are craving and since many snack food fans are health conscious these days, Planters Peanuts also deliver a healthy dose of protein too.

Offering

#8 - Fritos Corn Chips

Fritos are another favorite chip that we just had to add to our list of the 10 most popular vending snacks in the USA. These chips always offer a predictable crunch and salty flavor that we love plus they pair perfectly with most meals too!

#9-Cheetos

Who doesn't enjoy having their fingers covered with cheese dust, right? Anytime you enjoy a bag of Cheetos, licking the cheese dust off your fingers is part of the fun that comes with eating this iconic snack food.

#10 - KitKat

Rounding out our list of the 10 most popular vending snacks in the United States are KitKats, the delicious candy bar that has been a part of the snack food world since 1935. Anytime you open a pack of KitKats you can expect a predictable crunch and the satisfaction of being able to break them apart to share with a friend.

Other top selling items in addition to the standard 20 oz carbonated and water drinks to include:

- | | |
|------------|---------------|
| Juices | Energy Drinks |
| Ice Coffee | Teas |
| Gatorade | Vitamin Water |

Snacks to include besides candy:

- | | |
|------------|--------------|
| Chips | Notes |
| Cookies | Kind Bars |
| Cliff Bars | Protein Bars |
| Gum | |

Healthy Options



Hot Drinks

- Coffee
- Latte
- Cappuccino

Health & Beauty

- Antacids
- Cold Remedy
- Aspirin

Electronics

- Charging Blocks
- Charging Cords

Ice Cream & frozen treats.

Non Discrimination



Please find the attached non- discrimination policy that is part of our employee handbook. Mr. Anuj Govilla (bgovilla@faber-intl.com) is our CFO handles the ACDBE reporting. Ms. Nancy Ortiz (nortiz@faber-intl.com) our Human Resource Manager will handle anything related to HR.

Wally Janokowicz

From: Nancy Ortiz
Sent: Monday, October 11, 2021 10:16 AM
To: Wally Janokowicz
Subject: Handbook

Hello Wally,

Please let me know if this helps you.

OUR PHILOSOPHY

Providing "equal employment opportunity" is one of the most important personnel policies of the Company. Our goal is to do all that we realistically can to provide genuine equal employment opportunity, in every sense of the term, to applicants and employees in all phases of our operation.

It is the policy of Faber that there shall be no discrimination with respect to employment, or any of the terms and conditions of employment, because of an individual's race, creed, religion, color, national origin, ancestry, age, sex, disability, genetic information, veteran's status, or any other characteristic protected under applicable federal, state or local laws. Faber will make a reasonable accommodation to known physical or mental limitations of a qualified applicant or associate with a disability unless the accommodation would impose an undue hardship on our operation. Any associate who believes he or she may require such accommodation should contact Human Resources.

Associates with questions or concerns about any type of discrimination in the workplace are encouraged to bring these issues to the attention of the Human Resources Manager at (844) 377-0056, option 3. Associates can raise legitimate concerns in good faith and can participate in any investigation in accordance with this policy with no fear of retaliation. Anyone found to be engaging in any type of unlawful discrimination will be subject to disciplinary action up to and including termination. Associates with any questions may also call their Manager, District Manager, Vice President of Operations, or the President.

Faber is dedicated to ensuring that all personnel decisions are in accordance with these principles of equal employment opportunity. Equal employment opportunity is not only a legal principle, it is a moral commitment as well.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

7/10/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(les) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER The Hamilton Group, LLC 3 Wing Drive Cedar Knolls NJ 07927	W,.,,I:
	miNENo, Extl: 973-292-2292 / IA/C Nol: 973-292-2443
	DRESS:
	INSURER(\$ AFFORDING COVERAGE)
	NAIC#
INSURED Faber Coe & Gregg of Florida, Inc. 550 Meadowlands Pari-way Secaucus NJ 07094-1815	INSURER A: Federal Insurance Co. 20281
	INSURER B: Chubb Insurance Co. of NJ 41386
	INSURER C: Crum & Forster Specialty Ins. 44520
	INSURERD:
	INSURERE:
	INSURERF:

COVERAGES

CERTIFICATE NUMBER: 793351383

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

LTR	TYPE OF INSURANCE	ADDL INSO	SUBR WVD	POLICY NUMBER	(MM/DD/YYYY)	(MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: POLICY LJ1 & LOC OTHER:	y	y	36059008	6/30/2024	6/30/2025	EACH OCCURRENCE \$1,000,000 g' (li\$E\$ YE rP.nce) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$1,000,000 Liquor Liability \$1,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	y	y	73628824	6/30/2024	6/30/2025	(Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE \$ \$
B C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESSUAB OCCUR CLAIMS-MADE OED <input checked="" type="checkbox"/> RETENTIONS \$ 10 mn	y	y	78196871 SE0-131064	6/30/2024 6/30/2024	6/30/2025 6/30/2025	EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000 Excess Follow FOITI \$ \$10 xis \$10M
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N \$/: "rci" 1; PERATIONS below		N/A	71765029	11/30/2023	11/30/2024	<input checked="" type="checkbox"/> STATUTE <input checked="" type="checkbox"/> E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS/ LOCATIONS/ VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

RE: Store #1283-#1286- Food and Beverage Concession

Certificate Holder is added as an Additional Insured under the General Liability policy above, with respects to work performed by the Named Insured for the referenced project as required by written contract.

CERTIFICATE HOLDER

CANCELLATION

MCAA Missoula International Airport
 5225 Highway 10 West
 Missoula MT 59808

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

//

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: January 28, 2025

1. **TITLE:** Review, discussion, and possible approval of purchase of a set of towable Air Stairs. **ACTION ITEM**
2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM
3. **TIME REQUIRED:** 5 Minutes
4. **BACKGROUND INFORMATION:** The Airport currently owns several sets of boarding ramps, but none of them are sufficient for servicing Aircraft with a sill height over 11 feet. On occasion the Airport receives either charters or diversions with Aircraft that exceed this limit. The proposed set of stairs will be capable of deplaning Aircraft with a sill height of up to a 18.5 feet. This includes Aircraft such as: A300, A310, A320, A321, A330, A340, B747, B757, B767, B777 and B787. Purchase is a budgeted capital expenditure although it does slightly exceed the budgeted amount.
5. **BUDGET INFORMATION:**
Amount Required: \$37,218
Amount Budgeted: \$35,000
6. **SUPPLEMENTAL AGENDA INFORMATION:** Quotes from 4 GSE providers.
7. **RECOMMENDED MOTION:** Move to approve the purchase of AERO Specialties 2830 Passenger Stairway for \$37,218.
8. **PREPARED BY:** Dan F. Neuman **PRESENTED BY:** Andrew Bailey
9. **COMMITTEE REVIEW:** None



11175 W. Emerald Street
 Boise, ID 83713
 United States of America
 +1 208-378-9888
 +1 208 378-9889
 sales@aerospecialties.com
www.aerospecialties.com



Quote Number: AS1Q28371

Date of Quote: 12-31-2024

Quote Valid Through: Jan 30, 2025

Sold To:

Missoula County Airport

Dan Neuman
 11911 Windemere Drive
 Missoula, MT 59804
 USA

Ship To:

Missoula County Airport Authority

Dan Neuman
 11911 Windemere Drive
 Missoula, MT 59804
 USA

Your Sales Rep:

Tony Cale

GSE Sales Manager
 Phone: +1 208-378-9888
 Email: tonyc@aerospecialties.com

Ship Via

IBD


Incoterms

Payment Terms

Prepay

Reference

Thank you for your interest in AERO Specialties. Attached is the quote along with additional information requested. We appreciate the opportunity to earn your business. If you have any questions please let me know.

Part#	Description	Lead Time	Qty	List Price	Unit Price	Ext Price
2001104	STAIRS, PAX, WIDE BODY	12 weeks ARO		\$34,118.00	\$34,118.00	\$34,118.00
	 <p>AERO Specialties 2830 Passenger Stairway. Services various passenger door sill heights of 134" to 223". (Aircraft such as: A300, A310, A320, A321, A330, A340, B747, B757, B767, B777, B787 MD11, MD10, L1011). Platform capacity 1000 lbs, stairway capacity 3500 lbs, folding tow bar w / 3" diameter eye. Adjustable platform height using hand pump. Battery powered LED lighting system with adjustable timer, on-board battery charger, battery level indicator, stabilizer jacks, sliding handrails, non-marring soft rubber bumpers. Shipping Dimensions: 390" x 101" x 120"; 4,500 lbs.</p>					
FREIGHT	Shipping EXW: Boise, ID. Rates available upon request.					
	FREIGHT rates are currently very volatile. As such AERO Specialties cannot honor quoted freight rates. All freight will be charged at actual freight rate at time of shipment.					

Part#	Description	Lead Time	Qty	List Price	Unit Price	Ext. Price
-------	-------------	-----------	-----	------------	------------	------------

Totals

<p>FOR UNITED STATES CUSTOMERS ONLY:</p> <p>Due to laws concerning sales tax collection in the USA's various states, AERO Specialties will now collect sales tax from all customers that are not tax-exempt. The state/county's sales tax will be charged at the time of invoicing. Please provide your exemption documentation or relevant information during order placement if you are a reseller or a tax-exempt customer.</p>	Subtotal	\$34,118.00
		\$0.00
	Estimated Tax	\$0.00
	Shipping	\$3,100.00
	Grand Total	\$37,218.00

Lead times are quoted in business days and subject to change.	Deposit Required	\$0.00
--	-------------------------	---------------

BEWARE OF CYBER FRAUD!
Before wiring any funds, call the AERO Specialties representative at a number you know is valid to confirm the instructions and be wary of any request to change wire instructions you have already received.

We greatly appreciate and value your business and want to ensure transparency in all aspects of our customer relations. Starting on January 1, 2025, we will be implementing a small card processing fee for all credit card transactions on orders valued at \$5,000.00 USD and above. This fee is necessary due to the rising costs associated with card processing.

Quotation Notes and Acceptance

the equipment on this quotation, sign below and return:

Acceptance Date: _____

Print Name: _____

Signature: _____



Date: January 08, 2025

Rep: Mary

Our Ref: Quote--StinarPS813BE-- Missoula County--250108

Company: Missoula County Airport Authority	Attn: Dan Neuman
Phone: 4063703393	E-mail: dneuman@flymissoula.com

Item/Description	Quantity	Total
Passenger Stairs	1	\$34,900.00
<p>Towable Passenger Stairs, Refurbished Condition</p> <p>Stinar, Model PS-813-B/E</p> <p>FIT AIRCRAFT: ERJ-190, ERJ-195, A-220, A-250, A-319, A-320, A-321, A-330, A-340, B-727, B-737, B-747, B-757, B-767, B-777, MD- 11, TU-154, and TU-154B</p> <ul style="list-style-type: none"> ▪ Solid construction with outstanding stability. ▪ Hydraulic-operated stairs ▪ 24-volt DC Motor ▪ 2 x Batteries with Solar charger ▪ Night lighting system included. ▪ Stairs Weight Capacity: 100 lbs./Sq. ft. ▪ Platform Dimensions: Wide 72" & Deep 84" ▪ Platform height: Min 94", Max 228" ▪ Dimensions: L=297", W=99", H=146" ▪ Weight: 6,000 lbs. <p>Option: Refurbished Condition; Add <u>Included</u></p> <ul style="list-style-type: none"> ❖ Refurbished to Jetall standards. ❖ Painted one colour. ❖ Operational, maintenance, and parts manuals. <p>This exhaustive process brings the unit back to the manufacturer's specifications.</p>		
<p>A similar unit in Refurbished Condition</p>    		

Subtotal	\$34,900.00
Tax	As applicable
Freight	\$4,900.00
Total Due	\$39,800.00

Conditions:	Validity of this quote is 30 days and is subject to the Terms and Conditions posted on our website
	Delivery: 15-20 days from receipt of deposit
	Deposit of 50% required to confirm order; balance due prior to shipping of unit 95
	Product remains property of Jetall until paid in full. Product is offered subject to prior sale



E-mail: sales@gserus.com | Office: 905-795-1520 | Fax: 888-456-8653

Quote To:	
Company	Fly Missoula
Name	Dan Neuman
Contact	(406) 532-8741

Quote Info	
Ref	StinarPS813Be-MT
Expires	08 February '25
Sales Rep	Tony Joseph

Quantity	Item #	Description	Price/unit	Net Total
1	Stinar PS 813B/E	Passenger Stairs	US \$36,000.00	US \$36,000.00

Stinar Passenger Stairs

Model PS-813-B/E

Condition: Refurbished 2024 November

- Engineered to service a wide range of aircraft with door sill heights between 94 and 228 in
- 4 hydraulically operated stabilizers at the corners of the unit to keep it locked and in place
- Night lighting system included.
- Fully refurbished 2024 November
- Corrosion resistant aluminum, powder coated heavy duty steel frame construction
- Painted White
- Step Dimensions: 48" x 12" x 7.75"
- Platform Length 83"
- Platform Width 72"
- Dimensions: L=317", W=99", H=146"
- Weight: 6,250 lbs.

Split deck

trailer recommended for transport



Subtotal	US \$36,000.00
Tax	As applicable
Freight	\$4,400.00
Total Due	US \$40,400.00

Terms:	
	Deposit of 50% required to confirm order, balance due prior to shipping of unit.
	Product remains property of GSERUS until paid in full. Product offered is subject to prior sale.
	Validity of this quote is 30 days. Sale is subject to conditions of sale on our website.
	Delivery 3weeks from receipt of deposit.

Habenchtraiet, Ross, Tyler Inc., also doing business as GSERUS.

Diverse Supply, Inc.
 PO Box 10997
 St. Petersburg, FL 33733 US
 (888) 802-3651
 sales@diversesupply.net
 www.platformsandladders.com



**PLATFORMS
 AND LADDERS**

Sales Order

ADDRESS

Dan Nueman
 Missoula Montana Airport (406)
 532-8741
 5225 West Broadway
 Missoula, MT 59808

SHIP TO

Dan Nueman
 Missoula Montana Airport
 (406) 532-8741
 5225 W BROADWAY ST
 MISSOULA, MT 59808-9385
 US

SALES ORDER # 11896

DATE 01/07/2025

EXPIRATION DATE 01/31/2025

SHIP VIA

Truck

ESTIMATED SHIP DATE

10-12 weeks

SALES REP

Linda Heape

ACTIVITY	QTY	PRICE	AMOUNT
Aircraft Maintenance		38,250.00	38,250.00
Towable Passenger Stair [DS-15F2830] 134" to 223" H x 76" L x 50" W platform; 48" W steps; 1000 lb platform capacity; 3500 lb stairway capacity; Galvanized steps and platforms; Swivel platform bumper adjusts +/- 5 degrees; Adjustable platform height using hand pump; Modesty panels on all steps and platform handrails; Battery powered LED lighting system with adjustable timer; Onboard battery charger; Battery level indicator; Stabilizer jacks; Sliding handrails to clear aircraft door; Non-marring soft rubber bumpers; "Group 24" deep cycle battery; Equipped with towbar - folding with 3" dia. Eye			
For following Aircrafts: •A300 •A320 •A321 •A310 •A330 •A340 •A350 •A380 (Main Cabin Only) •B747 •B757 •B767 •B777 •B787 •MD10 • MD11 •L1011			
Shipping		4,841.93	4,841.93
Shipping to limited access location in zip code 159808			
Sales Tax		0.00	0.00
Sales Tax calculated by AvaTax on Tue Jan 7 10:59:43 UTC 2025			
Option/Notes		0.00	0.00
I will need your exemption certificate to remove sales taxes			

Custom/Special (SP) orders require minimum 50% deposit and are non-cancellable, non-returnable & non-refundable. Prices for both custom and off the shelf products may be subject to change prior to us

SUBTOTAL 43,091.93
TAX 0.00

accepting the customer's order.

TOTAL

\$43,091.93

FREIGHT DELIVERY INSTRUCTIONS: Freight should be inspected while delivery is taking place. If damage/missing items are discovered, notate delivery receipt, take photos of damage or refuse delivery. Once delivery is accepted, that product then belongs to the customer free & clear. Customer will be responsible for all costs associated with return freight, repair costs and/or missing items should damage/missing items be discovered after delivery. Be sure to read delivery receipt thoroughly & confirm number of packages shown on delivery receipt matches number of packages received. Be sure the receiving dept./person receiving order is aware of these procedures.

This sale is subject to Diverse Supply's Terms & Conditions
www.platformsandladders.com/terms

Accepted By

Accepted Date

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: January 28, 2025

1. **TITLE:** Task Order No. 68 to the Master Agreement for Professional Engineering Services with Morrison-Maierle.

Review, discussion and possible approval of Task Order No. 68 to the Master Agreement for Professional Engineering Services with Morrison-Maierle. This Task Order will be for Final Design of the Air Traffic Control Tower Upgrades Project and matters related thereto. **ACTION ITEM**

2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM

3. **TIME REQUIRED:** 10 Minutes

4. **BACKGROUND INFORMATION:** The Air Traffic Control Tower (ATCT) went into operation in March, 2013. However, there are several items of the ATCT that have either outlived their useful life or are in need of repair. A federal grant (up to \$900,000) has already been programmed through the FAA that would fund the design and construction of the upgrades. This includes replacing the existing elevator, upgrading the boiler controls system, upgrading lighting to LED fixtures, upgrading terminations of communication fiber, and other miscellaneous repairs and refreshing of the building. This also includes the purchase and installation of new navigational equipment that the air traffic controllers use to communicate with aircraft.

This project will be delivered through an alternative delivery method similar to the one utilized for the new terminal. A General Contractor, Construction Manager (GC/CM) is concurrently being solicited to work alongside Morrison-Maierle on this project.

This Task Order is for design only and will be taken through bidding services. Design is anticipated to begin immediately following Board Approval and will progress until bid opening and a recommendation of award in May 2025.

5. **BUDGET INFORMATION:** Amount Required: \$32,500.00 (federally funded)
AIP Funds: \$29,250 (MSO Share: \$3,250)
6. **SUPPLEMENTAL AGENDA INFORMATION:** Task Order No. 68 Scope and Fee.
7. **RECOMMENDED MOTION:** Move to Approve Task Order No. 68 with Morrison-Maierle in the amount of \$32,500.
8. **PREPARED BY:** Brian Ellestad, Airport Director
9. **COMMITTEE REVIEW:** None.

TASK ORDER-68

For Master Agreement for Engineering Services Between OWNER, Missoula County Airport Authority and the ENGINEER, Morrison-Maierle

Task Order

This Task Order is issued under the Master Agreement for Professional Engineering Services between OWNER, Missoula County Airport Authority (MCAA) and ENGINEER, Morrison-Maierle (M-M) dated June 29, 2021, the terms of which are incorporated herein by reference.

SPECIFIC PROJECT DATA

TITLE: AIR TRAFFIC CONTROL TOWER UPGRADES - FINAL DESIGN

- I. **Objective:** To design a bid package for multiple upgrades to the Air Traffic Control Tower (ATCT) through an alternative delivery process (General Contractor/Construction Manager- GC/CM). This includes replacing the existing elevator, upgrades to the boiler control system, replacing lighting to LED, new terminations of communication fiber, miscellaneous repair and refresh of the building, plus the purchase and installation of new equipment for the ATCT. Morrison-Maierle shall prepare construction documents and assist with bidding process. The project will consist of multiple bidding schedules, and possibly multiple bidding windows to maximize schedules and budgets for the Airport.

Bidding Services: This Task Order assumes that this project will begin advertising for bid in mid to late May 2025. Morrison-Maierle will work with the GC/CM and MCAA to place the necessary advertisements and schedule the pre-bid and bid meetings. Morrison-Maierle will also complete a review of bids with the GC/CM and perform value engineering as necessary.

Construction Management Services: TBD

Deliverables: At the completion of this Task Order, the ENGINEER will deliver the following documents to the OWNER for review:

- Final Plans and Specifications for bidding purposes
- Recommendation of Award for construction

SECTION 1 - ENGINEER'S RESPONSIBILITY: Applicable paragraphs of Section 1 of the Master Agreement for Engineering Services are hereby incorporated for the following services:

A. Project Management Services

1. Develop project scope and fee for Task Order.
2. Communicate project progress, design issues, scheduling and construction project scope, bidding dates and miscellaneous project requirements with the OWNER, GC/CM, FAA-Helena and the ATCT. The following are estimated communication points used to properly manage the project:
 - Kick Off Meeting
 - Internal Design Team Meetings (bi-weekly)
 - GC/CM Progress Meetings (bi-weekly)
 - OWNER Milestone Meetings (2 meetings)
 - Coordination with OWNER, FAA and ATCT
3. Coordinate, prepare and submit the following project documents on behalf of the OWNER:
 - FAA Grant Application
 - Environmental Documentation (CAT-EX)
 - Design Report

- Evaluate project eligibility with the FM on equipment installations
 - Monthly Invoicing and RFR Paperwork
4. Complete internal quality assurance reviews.

B. Preliminary Design

1. Review existing conditions for elevator and HVAC, electrical and communication systems within the facility for use in future design, capacity, and construction connections.
2. Develop a removal and installation plan with GC/CM that will have the least impact on ATCT operations. Itemize and quantify each scope of work item.
3. Develop a preliminary equipment list with ATCT personnel. Evaluate eligibility of equipment with the FM, and procurement/installation procedures. Coordinate with GC/CM on removal and installation plan, as well as the need to extend/route power for equipment. Itemize each piece of equipment for bidding purposes.
4. Develop preliminary construction phasing plan that will be least impactful to the Airport's operations. Determine staging area location and size, and construction site access.
5. Coordinate with GC/CM on budget development and value engineering reviews.
6. Develop and submit a Design Report based on preliminary design findings and estimated budget.
7. Prepare a simplified Construction Safety and Phasing Plan (CSPP) to address specific impacts of construction activities on Airport Operations.
8. Complete Quality Assurance reviews of the project plans as necessary through Preliminary Design.

C. Final Design

1. Finalize the removal and installation plan for (at a minimum) replacement of the elevator, boiler system upgrades, upgrades in the lighting system to **LED**, new terminations for communication fiber, new roof hatch access, new window shades for the cab glass and other finding from preliminary design phase. Itemize and quantify each scope of work item.
2. Finalize the removal and installation plan for the new equipment being procured and installed. Itemize and quantify work items for each scope of work.
3. Finalize construction phasing plan.
4. Finalize construction budget.
5. Prepare final plans and specifications for OWNER and GC/CM review.
6. Complete Quality Assurance reviews of the project plans as necessary through Final Design.

D. Bidding Process

This project is assumed to be bid as one project but with multiple bidding packages and construction schedules.

1. Prepare Invitation to Bid and Bidders List.
2. Deliver electronic copy of plans, specifications, and contract to the OWNER and GC/CM for

distribution to subcontractors, suppliers, and manufacturers.

3. Conduct Pre-Bid Conference to discuss Airport operational safety during construction, Airport security requirements, project construction schedule, and FAA construction specifications with prospective subcontractors, suppliers and manufacturers.
4. Respond to bidder inquiries during the advertisement period; coordinate all design team responses and prepare addendums to Plans and Specifications as required. Two addendums are anticipated.
5. Attend bid opening and tabulate bids.
6. Coordinate bid tabulations with the GC/CM and Design Team, cross reference all bid results with design elements, analyze validity of bids and identify any additional value engineering items.
7. Review bid proposals for DBE participation and Buy American compliance.
8. Assist GC/CM in compiling a Guaranteed Maximum Price for the bid package, make recommendation of award to the OWNER.

SECTION 2 - OWNER'S RESPONSIBILITY: All paragraphs of Section 2 of the Master Agreement for Engineering Services are hereby incorporated by reference.

SECTION 3 - TIMES OF PERFORMANCE: Applicable paragraphs of Section 3 of the Master Agreement for Engineering Services are hereby incorporated for the following services:

<u>Milestone</u>	<u>Completion Date</u>
A. Project Kickoff	Mid February, 2025
B. Preliminary Design	March, 2025
C. Final Submittal Plans/Specs	April, 2025
F. Bid Advertisement	May, 2025
G. Bid Opening	Late May, 2025
I. Bid Award	May 27, 2025

SECTION 4 - PAYMENT TO ENGINEER: Applicable paragraphs of Section 4 of the Master Agreement for Engineering Services are hereby incorporated for the following services:

- A. The approved and audited overhead rate in effect for this Task Order is **74.51%**.
- B. The services identified under this Task Order will be paid by method of Lump Sum {LS}. Total compensation for this Task Order is estimated to be:

	<u>Labor</u>	<u>Expense</u>	<u>Total</u>
Final Design Services	\$29,545	\$2,955	\$32,500

SECTION 5 - GENERAL PROVISIONS: All paragraphs in Section 5 of the Master Agreement for Engineering Services are incorporated by reference.

SECTION 6 - CONSULTANTS: None

SECTION 7 - OTHER MODIFICATIONS TO MASTER AGREEMENT: None

SECTION 8 - ATTACHMENTS: None

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: January 28, 2025

1. **TITLE:** Purchase of Air Traffic Control (ATC) Tower Equipment

Review, discussion, and possible approval to purchase ATC recording equipment.
ACTION ITEM.
2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM
3. **TIME REQUIRED:** 5 Minutes
4. **BACKGROUND INFORMATION:** The air traffic control tower (ATC) at the Missoula Montana Airport is operated under an agreement with SERCO-N.A. Under this agreement, FAA Tech Ops is responsible for general upkeep and maintenance of the equipment and MCAA for replacing equipment as required at the tower facility. Late last year, staff were notified of an issue with the audio recording equipment located at the air traffic control tower that is limiting access to recordings. Through consultation with local FAA Tech Ops personnel, it was determined that the current equipment is no longer serviceable and in need of replacement. Due to the highly specific nature of the equipment, staff solicited equipment recommendations from the FAA Tech Ops Team and utilized MCAA approved sole-source procurement procedures. Staff are recommending the purchase and installation of a Stancil Audio Recorder from Robinson Aviation Inc. (RVA).
5. **BUDGET INFORMATION:** Amount Budgeted: Unbudgeted, Reserves
6. **SUPPLEMENTAL AGENDA INFORMATION:** Robinson Aviation Quote and Product Guide
7. **RECOMMENDED MOTION:** Move to approve purchase and installation of audio recording equipment from RVA in the amount not to exceed \$25,842.96.
8. **PREPARED BY:** Tim Damrow, Deputy Director



Robinson Aviation (RVA), Inc.

1601 NW Expressway, Ste 850
Oklahoma City, OK 73118
(405) 840-3771

www.rvamc.com

Missoula Montana Airport

Stancil Audio Recorder

ORIGINAL

December 5, 2024

Rob Jodsaas - Big Sky SSC Coordinator

Non-disclosure and Confidentiality Notice

This document contains confidential information concerning Robinson Aviation (RVA), Inc's products, services, project approach methodologies, applicable past-performances, and/or pricing data. You are permitted to view and retain this document provided that you disclose no part of the information contained herein to any outside agent or employee, except those agents and employees directly charged with reviewing this information. These employees should be instructed and agree not to disclose this information for any purposes beyond the terms stipulated in the agreement of your company or agency with Robinson Aviation (RVA), Inc.



RVA

ROBINSON AVIATION, INC.

Robinson Aviation (RVA), Inc. is pleased to offer the following estimate for replacing the current ATIS recorder with a 12 channel Stancil recorder. This quote is valid for 60 days.

MSO recorder replacment and installation			
Contract Type 'Firm Fixed Price			
Technician "Kevin Withers			
Manufacturer	Item	Quantity	Total Cost
FedEx/RVA	Shipping of test equipment	2	
Stancil	"Recorder, 12-channel, remote client, remote alarm	1	
	Equipment Subtotal		"\$ 18,270.00
	Applicable Tax		0% "\$ -
	Subtotal		"\$ 18,270.00
	RVA Labor Subtotal		,\$ 4,500.00
	RVA Travel and Per Diem Subtotal		,\$ 3,072.96
	Total		"\$ 25,842.96

If we can offer any additional information please do not hesitate to contact me at (405) 659-2426, or via email at Nathan.Bourgeois@rvainc.com.

Sincerely,

Nathan Bourgeois
Division Manager, Aviation Services

Extreme Configuration



Configuration for a 4U 19" rack mountable recorder with dual power and dual drives.
(Revision 14).

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Welcome to Stancil Corporation

Stancil's only business has been to design and manufacture logging recorders. While the Company traces its origins to 1946, we have roots in the sound industry reaching back into the 20's. The company was founded by William V. Stancil and as 'The First Family of Voice Recorders' its current President is Sharon Stancil Custer, who carries on the family tradition.

The Stancil Logging Recorders have met your requirements since 1946. The latest products have been designed to meet the NG9-1-1 environment, privacy requirements, as well as providing a fully rich experience to ensure your organization meets its required quality of service. Not only have our products been integrated into the major VOiP, ROIP, P25 Trunked Radio Systems as well as the traditional circuitry (analog, digital handsets, E1 and T1), but our User Interface can provide a Geolocation View of your calls. By using Industry Standard Hardware, we provide a seamless integration with your existing storage requirements.

Stancil is committed to ensuring you many years of trouble-free technical support. Every Stancil Logging Recorder is built to the highest technical standards, and our dedication to quality and service extends well beyond your system's warranty period. Quality and total customer satisfaction are among our highest priorities. We understand the critical mission your recording system is required to perform.

Stancil Logging Recorder is a recording solution for the OEM market. It is sold to integrators wishing to include a recording solution into their overall product. You will quickly inherit a recording solution from a company which has been in this market for over seventy years.

Stancil Corporation recognizes the complexity of providing a complete quality audio/video solution and therefore has formed alliances with other companies. You will benefit from these alliances and leverage your core competencies with our expertise.

Stancil Corporation has performed custom development for many OEM and sub-contractors that sell to federal law enforcement agencies, military intelligence services, special task forces, state and local law enforcement, and friendly foreign intelligence organizations. Not only does Stancil have the resource but also the corporate philosophy to ensure your solution has an inbuilt recording option.

Getting Help

As you would expect, Stancil Corporation provides you with plenty of help on every aspect of working with their Logger. In addition to this very comprehensive manual, which is really a complete book on how to install the Stancil Logger, you can contact our Technical Support desk at 1-800-782-6245. Please visit our web page at <http://www.stancilcorp.com> for further information.

How to Buy

You can buy Logging solutions through resellers, Government Contracts (E.G. GSA, CMAS) or directly from Stancil. Please contact us through one of the following ways and we will be happy to help you with your requirements.

Stancil Corporation home page:
<http://www.stancilcorp.com/contactus.html>

Email support:
info@stancilcorp.com

Mail and fax:
Stancil Corporation
8931 Research Drive
Irvine
CA 92618
Tel: +1 714 546 2002
Fax: +1 714 546 2092

Hours of Operation

Our regular business hours are 8.30am to 4.30pm PST. Naturally we have extended support for customers which have purchased one of our extended service plans.

End User License Agreement

Stancil End User License Agreement can be found in the document titled "Stancil Corporation EULA.pdf".

Warranty

Stancil Corporation hardware products are warranted against defects in material and workmanship for a period of one year if promptly returned to Stancil Corporation. The warranty shall commence from the date of shipment from Stancil Corporation. Stancil Corporation will, at its option, either repair or replace products that prove to be defective. The customer shall pay all shipping charges for products shipped to and from Stancil Corporation for warranty service.

The above warranties shall not apply to defects or damage resulting from:

1. Improper or inadequate maintenance by the user
2. Buyer/user supplied software or interfacing
3. Unauthorized modification or misuse
4. Operation outside the environmental specifications of the product
5. Improper installation
6. Lightning or other electrical discharge
7. Fresh or salt water immersion or spray
8. Normal wear and tear on consumable parts

Introduction

This document has been produced by Stancil Corporation detailing the "Commercial *Off The Shelf*" (COTS) hardware which is used to manufacture the Extreme Stancil Logging Recorder. Stancil Corporation has evaluated many configuration options and is delighted to recommend the solution provided in this document. Please note, all the performance figures have been taken from the manufacturers' websites and have not been independently verified by Stancil Corporation. While every effort has been made, Stancil Corporation reserves the right to change the configuration without notice.

Extreme

This section describes the standard hardware and software configuration for the "Extreme SLR" recording System.

Hardware

Shown below is the hardware configuration which is included in all systems.

Component	Manufacturer	Model Number
Motherboard	SuperMicro	X13SAE
TPM Model	SuperMicro	TPM-9670V
Processor	Intel	Intel® Core™ i7-12700 Processor 12th Gen LGA1700
Memory	Crucial by Micron	2 x 16GB DDR5-4800 UDIMM CT16G48C40U5 (Total of 32G)
Hard Drive	Western Digital	Western Digital Black WD6003FZBX 256mb Cache Version
Removable Media Drive	LG	GH24 DVD Writer
SD Card Reader	Various	Dependent upon availability.
Chassis	Anova	RMC4S
Power Supply	Sure Star	R4S-500G1V2 Redundant Power@ Dual 500 Watt

The SD card reader and front panel must be powered from the motherboard.

Software

Shown below is the software configuration which is included in all systems. Additional copies of the Stancil clients are available at the time of the order or at a later date.

Component	Manufacturer	Model Number
Operating System	Microsoft	Windows 11 Professional 64bit
Client Services	Stancil	Stancil Client Services
Storage Services	Stancil	Stancil Storage Services
Management Services	Stancil	Stancil Management Services
Administration Client	Stancil	Stancil Administrator Client
Player Client	Stancil	Stancil Player Client
Repeat Client	Stancil	Stancil Repeat Client
Reports Client	Stancil	Stancil Reports Client
Status Client	Stancil	Stancil Status Client

Options

This section describes the hardware and software options for the "Extreme SLR" Recording System. The following section is broken down into 2 main sections, Software and Hardware.

Software Options

The software is broken down into 3 sections

- Operating System - Upgrade to Windows Server 2022 64bit.
- Server Software Options -Additional Stancil Recording Server Software.
- Client Software Options - Additional Stancil Clients.

Operating System

The system can support Windows Server 2022 64bit RC2.

Server Software Options

The system can record 96 channels combined of Active, Multicast and VOiP Recording channels. The maximum number of analog channels is 48. The total number of workstation console feeds is limited to 16 each.

Component	Manufacturer	Model Number
Active Recording Services	Stancil	Stancil Active Recording Services
Multicast Recording Services	Stancil	Stancil Multicast Recording Services
VOiP Recording Services	Stancil	Stancil VOiP Recording Services
Screen Recording Services	Stancil	Stancil Screen Recording Services
Video Recording Services	Stancil	Stancil Video Recording Services
CTI Services	Stancil	Stancil CTI Services
Web Server	Stancil	Web Server Services for Web playback

Client Software Options

Shown below are software options which can be purchased at the time of order or at a later date.

Component	Manufacturer	Model Number
Player Client	Stancil	Stancil Player Client
Record on Request Client	Stancil	Stancil Record on Request Client
Map Player Client	Stancil	Stancil Configuration Client
Repeat Client	Stancil	Stancil Repeat Client
Reports Client	Stancil	Stancil Reports Client
Scenario Client	Stancil	Stancil Scenario Client
Status Client	Stancil	Stancil Status Client
Video Client	Stancil	Stancil Video Client
Personal Credit Card (PCI)	Stancil	Stancil Personal Credit Card Client

Hardware Options

The software is broken down into 2 sections

- Recording Cards - The hardware recording cards supported by SLR.
- Additional Cards - Additional cards supported by SLR.

Recording Cards

The physical number of hardware channels is limited to 96. However, this number can decrease upon the following conditions:

- An IRIG installation will use a PCI slot.
- A recording contact closure card will use a PCI slot.
- On an upgrade, the system will only support one PCI channel card.

Component	Manufacturer	Model Number
Analog Voice Channels	Synway	ATP-24A/PCI or ATP-24A/PCle
Digital Voice Channels	Synway	DST-24B/PCI or DST-24B/PCle
T1 / E1 High Impedance	Synway	DP, DTP-30C/PCI or DTP-30C/PCle

Additional Cards

Shown below are the additional cards which are supported by SLR.

Component	Manufacturer	Model Number
IRIG	Spectracom	TRO-PCI-U-2
Contact Closure (Recording)	JS Automation	DIO-3248
Contact Closure (Alarms)	Stancil	Stancil Contact Closure Module

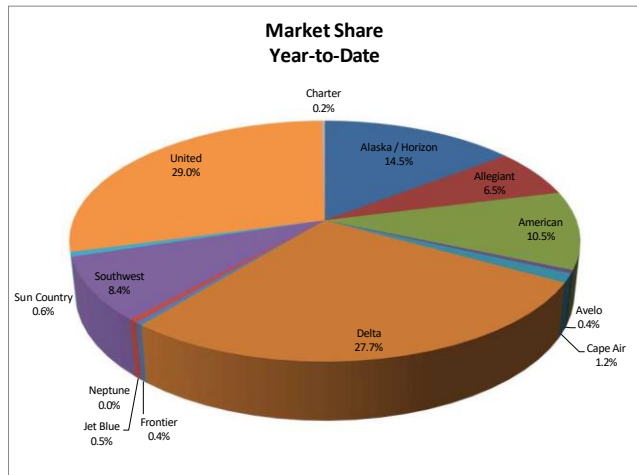
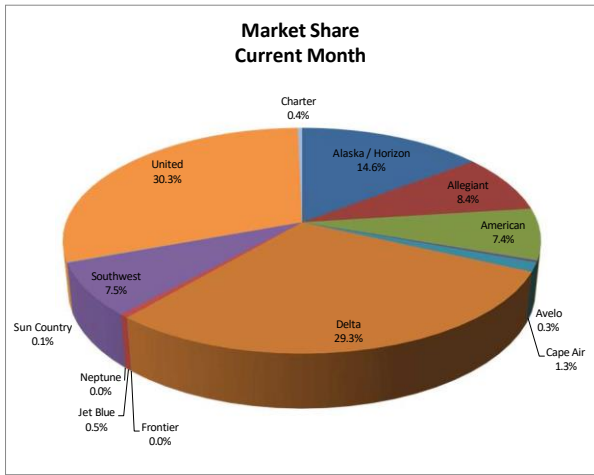
State of Montana Airline Enplanements

December 2024

	Alaska / Horizon	Allegiant	American	Avelo	Cape Air	Delta	Frontier	Jet Blue	Neptune	Southwest	Sun Country	United	Charter	Total	Tower Operations
Billings	5,796	5,765	5,517		1,488	10,622						11,885		41,073	7,233
Bozeman	10,537	3,118	8,680			25,064		1,237		17,633		28,260	534	95,069	9,200
Butte						1,661								1,661	
Glasgow					243									243	
Glendive					196									196	
Great Falls	2,123	2,947				6,925					171	4,779		16,945	
Havre					258									258	
Helena	1,947					3,513						2,861		8,321	3,497
Kalispell	4,311	2,980		626		10,572								38,489	2,633
Missoula	9,411	4,765	3,012			10,231						11,073	287	38,779	2,606
Sidney					589									589	
Wolf Point					263									263	
Yellowstone															
Total	34,125	19,575	17,209	626	3,037	68,588	-	1,237	-	17,633	171	70,714	821	233,736	25,169
Market Share %	14.6%	8.4%	7.4%	0.3%	1.3%	29.3%	0.0%	0.5%	0.0%	7.5%	0.1%	30.3%	0.4%		

Year-to-Date

	Alaska / Horizon	Allegiant	American	Avelo	Cape Air	Delta	Frontier	Jet Blue	Neptune	Southwest	Sun Country	United	Charter	Total	Tower Operations
Billings	71,516	53,917	57,487	-	17,656	132,953	-	-	-	-	2,126	142,072	-	477,727	103,198
Bozeman*	150,266	51,858	144,524	3,707	-	312,486	-	16,612	-	265,765	8,038	365,826	2,379	1,321,461	120,578
Butte	-	-	-	-	-	15,914	-	-	-	-	-	-	-	15,914	-
Glasgow	-	-	-	-	2,970	-	-	-	-	-	-	-	-	2,970	-
Glendive	-	-	-	-	2,137	-	-	-	-	-	-	-	-	2,137	-
Great Falls	28,816	21,586	2,498	-	-	77,170	-	-	-	-	475	60,296	-	190,841	23,395
Havre	-	-	-	-	3,095	-	-	-	-	-	-	-	-	3,095	-
Helena	27,034	-	-	-	-	41,194	-	-	-	-	-	32,825	-	101,053	44,519
Kalispell	71,523	34,247	62,827	10,327	-	151,275	-	-	-	-	6,296	164,319	-	500,874	40,590
Missoula*	108,693	42,908	62,076	-	1,410	133,588	11,539	-	-	-	2,536	147,032	2,754	532,536	45,864
Sidney	-	-	-	-	7,336	-	-	-	-	-	-	-	-	7,336	-
Wolf Point	-	-	-	-	3,183	-	-	-	-	-	-	-	-	3,183	-
Yellowstone	-	-	-	-	-	8,363	-	-	-	-	-	1,121	-	9,484	-
Total	457,848	204,516	329,412	14,034	37,787	872,943	11,539	16,612	-	265,765	18,471	933,491	5,133	3,148,551	378,144
Market Share %	14.5%	6.5%	10.5%	0.4%	1.2%	27.7%	0.4%	0.5%	0.0%	8.4%	0.6%	29.0%	0.2%		



**State of Montana
Air Carrier/Commuter Flights and Passengers
2024**

STATE TOTAL

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	203,399	194,565	397,964	397,964	204,314	197,734	402,048	402,048	0.4%	1.6%	110%	110%
FEB	194,183	200,352	394,535	792,499	207,007	207,880	414,887	816,935	6.6%	3.8%	52%	31%
MAR	228,758	222,850	451,608	1,244,107	238,312	236,727	475,039	1,291,974	4.2%	6.2%	52%	38%
APR	180,103	178,744	358,847	1,602,954	188,191	187,090	375,281	1,667,255	4.5%	4.7%	46%	40%
MAY	202,071	213,418	415,489	2,018,443	227,333	245,200	472,533	2,139,788	12.5%	14.9%	137%	60%
JUN	277,543	297,282	574,825	2,593,268	324,165	348,726	672,891	2,812,679	16.8%	17.3%	171%	85%
JUL	346,671	346,339	693,010	3,286,278	394,259	391,877	786,136	3,598,615	13.7%	13.1%	134%	95%
AUG	338,235	324,297	662,532	3,948,810	383,216	373,551	756,767	4,355,382	13.3%	15.2%	141%	103%
SEP	279,186	264,719	543,905	4,492,715	305,636	287,314	592,950	4,948,532	9.5%	8.5%	90%	101%
OCT	232,823	217,160	449,983	4,942,698	248,953	234,094	483,047	5,431,579	6.9%	7.8%	73%	93%
NOV	185,523	183,629	369,152	5,311,850	193,429	188,651	382,080	5,813,659	4.3%	2.7%	35%	94%
DEC	208,189	219,095	427,284	5,739,134	233,736	250,463	484,199	6,297,858	12.3%	14.3%	133%	97%
	2,876,684	2,862,450			3,148,551	3,149,387						

BILLINGS

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	30,579	29,130	59,709	59,709	31,699	30,440	62,139	62,139	3.7%	4.5%	41%	41%
FEB	25,699	30,369	56,068	115,777	31,361	31,261	62,622	124,761	22.0%	2.9%	111%	78%
MAR	34,812	35,542	70,354	186,131	34,553	35,797	70,350	195,111	-0.7%	0.7%	0%	46%
APR	32,066	33,072	65,138	251,269	33,499	35,010	68,509	263,620	4.5%	5.9%	52%	45%
MAY	34,285	35,627	69,912	321,181	39,439	40,040	79,479	343,099	15.0%	12.4%	137%	68%
JUN	35,859	37,207	73,066	394,247	44,513	46,500	91,013	434,112	24.1%	25.0%	246%	101%
JUL	41,749	41,631	83,380	477,627	51,473	50,200	101,673	535,785	23.3%	20.6%	249%	132%
AUG	40,237	39,716	79,953	557,580	49,131	49,131	98,262	634,047	22.1%	23.7%	229%	137%
SEP	34,937	33,833	68,770	626,350	41,308	40,505	81,813	715,860	18.2%	19.7%	190%	143%
OCT	37,704	37,208	74,912	701,262	41,579	40,642	82,221	798,081	10.3%	9.2%	93%	133%
NOV	34,677	34,141	68,818	770,080	38,099	37,269	75,368	873,449	9.9%	9.2%	95%	134%
DEC	35,110	35,694	70,804	840,884	41,073	41,490	82,563	956,012	17.0%	16.2%	166%	137%
	417,714	423,170			477,727	476,285						

BOZEMAN

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	91,699	90,610	182,309	182,309	92,478	91,761	184,239	184,239	0.8%	1.3%	111%	111%
FEB	93,190	94,850	188,040	370,349	95,331	96,984	192,315	376,554	2.3%	2.2%	23%	117%
MAR	108,022	104,062	212,084	582,433	114,816	111,908	226,724	603,278	6.3%	7.5%	63%	38%
APR	74,215	70,743	144,958	727,391	75,996	72,438	148,434	751,712	2.4%	2.4%	24%	33%
MAY	83,166	90,085	173,251	900,642	90,588	99,513	190,101	941,813	8.9%	10.5%	97%	46%
JUN	119,193	129,299	248,492	1,149,134	138,014	147,708	285,722	1,227,535	15.8%	14.2%	150%	68%
JUL	142,930	143,233	286,163	1,435,297	161,496	161,236	322,732	1,550,267	13.0%	12.6%	128%	80%
AUG	142,631	138,813	281,444	1,716,741	159,823	154,456	314,279	1,864,546	12.1%	11.3%	111%	86%
SEP	120,127	114,462	234,589	1,951,330	128,698	121,075	249,773	2,114,313	7.1%	5.8%	65%	84%
OCT	96,367	88,793	185,160	2,136,490	98,676	90,874	189,550	2,303,869	2.4%	2.3%	24%	78%
NOV	71,048	71,157	142,205	2,278,695	70,482	67,262	137,744	2,441,613	-0.8%	-5.5%	-31%	71%
DEC	88,978	96,303	185,281	2,463,976	95,063	106,031	201,094	2,642,707	6.8%	10.1%	85%	73%
	1,231,566	1,232,410			1,321,461	1,321,246						

BUTTE

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	1,104	1,167	2,271	2,271	1,202	1,079	2,281	2,281	8.9%	-7.5%	04%	04%
FEB	882	939	1,821	4,092	1,078	1,101	2,179	4,460	22.2%	17.3%	197%	90%
MAR	1,420	1,439	2,859	6,951	1,396	1,350	2,746	7,206	-1.7%	-6.2%	-40%	37%
APR	1,095	1,250	2,345	9,296	1,033	1,087	2,120	9,326	-5.7%	-13.0%	-96%	0%
MAY	1,239	1,424	2,663	11,959	1,379	1,638	3,017	12,343	11.3%	15.0%	133%	32%
JUN	1,344	1,638	2,982	14,941	1,310	1,370	2,680	15,023	-2.5%	-16.4%	-101%	0%
JUL	1,684	1,606	3,290	18,231	1,548	1,488	3,036	18,059	-8.1%	-7.3%	-77%	-9%
AUG	1,365	1,328	2,693	20,924	1,433	1,481	2,914	20,973	5.0%	11.5%	82%	0%
SEP	1,257	1,285	2,542	23,466	1,313	1,231	2,544	23,517	4.5%	-4.2%	01%	0%
OCT	1,448	1,421	2,869	26,335	1,253	1,222	2,475	25,992	-13.5%	-14.0%	-137%	-13%
NOV	1,632	1,570	3,202	29,537	1,308	1,212	2,520	28,512	-19.9%	-22.8%	-213%	-33%
DEC	1,525	1,439	2,964	32,501	1,661	1,627	3,288	31,800	8.9%	13.1%	109%	-22%
	15,995	16,506			15,914	15,886						

**State of Montana
Air Carrier/Commuter Flights and Passengers
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GLASGOW

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	192	173	365	365	162	152	314	314	-15.6%	-12.1%	-14.0%	-14.0%
FEB	175	150	325	690	203	200	403	717	16.0%	33.3%	24.0%	33.3%
MAR	167	141	308	998	249	241	490	1,207	49.1%	70.9%	59.1%	20.9%
APR	232	236	468	1,466	218	206	424	1,631	-6.0%	-12.7%	-9.4%	11.3%
MAY	246	229	475	1,941	237	246	483	2,114	-3.7%	7.4%	1.7%	8.9%
JUN	281	274	555	2,496	263	226	489	2,603	-6.4%	-17.5%	-11.9%	4.3%
JUL	310	288	598	3,094	310	288	598	3,201	0.0%	0.0%	0.0%	3.5%
AUG	309	305	614	3,708	319	309	628	3,829	3.2%	1.3%	2.3%	3.3%
SEP	240	226	466	4,174	228	225	453	4,282	-5.0%	-0.4%	-2.8%	2.6%
OCT	239	225	464	4,638	265	253	518	4,800	10.9%	12.4%	11.6%	3.5%
NOV	248	236	484	5,122	273	257	530	5,330	10.1%	8.9%	9.5%	4.1%
DEC	245	247	492	5,614	243	244	487	5,817	-0.8%	-1.2%	-1.0%	3.6%
	2,884	2,730			2,970	2,847						

GLENDEVE

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	139	163	302	302	148	169	317	317	6.5%	3.7%	5.0%	5.0%
FEB	146	122	268	570	162	149	311	628	11.0%	22.1%	16.0%	16.0%
MAR	148	172	320	890	176	168	344	972	18.9%	-2.3%	7.5%	9.2%
APR	164	145	309	1,199	178	198	376	1,348	8.5%	36.6%	21.7%	12.4%
MAY	186	159	345	1,544	177	169	346	1,694	-4.8%	6.3%	0.3%	9.7%
JUN	199	182	381	1,925	173	155	328	2,022	-13.1%	-14.8%	-13.9%	5.0%
JUL	190	204	394	2,319	218	199	417	2,439	14.7%	-2.5%	5.8%	5.2%
AUG	239	227	466	2,785	189	149	338	2,777	-20.9%	-34.4%	-27.5%	-0.3%
SEP	151	143	294	3,079	146	134	280	3,057	-3.3%	-6.3%	-4.8%	-0.7%
OCT	205	155	360	3,439	182	157	339	3,396	-11.2%	1.3%	-5.9%	-1.3%
NOV	223	200	423	3,862	192	181	373	3,769	-13.9%	-9.5%	-11.8%	-2.4%
DEC	203	173	376	4,238	196	190	386	4,155	-3.4%	9.8%	-2.7%	-2.6%
	2,193	2,045			2,137	2,016						

GREAT FALLS

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	12,209	11,627	23,836	23,836	13,304	12,947	26,251	26,251	9.0%	11.4%	10.1%	10.1%
FEB	11,409	11,365	22,774	46,610	13,298	13,129	26,427	52,678	16.6%	15.5%	16.0%	13.0%
MAR	14,180	14,050	28,230	74,840	14,940	14,949	29,889	82,567	5.4%	6.4%	5.9%	10.3%
APR	13,466	14,070	27,536	102,376	14,068	14,675	28,743	111,310	4.5%	4.3%	4.4%	8.7%
MAY	14,098	14,743	28,841	131,217	15,329	15,910	31,239	142,549	8.7%	7.9%	8.3%	8.6%
JUN	15,765	16,663	32,428	163,645	17,749	18,444	36,193	178,742	12.6%	10.7%	11.6%	9.2%
JUL	18,965	19,240	38,205	201,850	18,817	18,924	37,741	216,488	-0.8%	-1.6%	-1.2%	7.2%
AUG	18,407	17,785	36,192	238,042	18,826	18,182	37,008	253,491	2.3%	2.2%	2.3%	6.5%
SEP	16,214	15,819	32,033	270,075	16,584	15,690	32,274	285,765	2.3%	-0.8%	0.8%	5.8%
OCT	16,970	14,334	31,304	301,379	15,965	15,473	31,438	317,203	-5.9%	7.9%	0.4%	5.3%
NOV	14,311	14,167	28,478	329,857	15,016	14,860	29,876	347,079	4.9%	4.9%	4.9%	5.2%
DEC	15,141	16,162	31,303	361,160	16,945	16,850	33,795	380,874	11.9%	4.3%	8.0%	5.5%
	183,135	180,025			190,841	190,033						

HAVRE

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	183	181	364	364	212	204	416	416	15.8%	12.7%	14.3%	14.3%
FEB	225	226	451	815	207	228	435	851	-8.0%	0.9%	-3.5%	4.4%
MAR	257	224	481	1,296	248	262	510	1,361	-3.5%	17.0%	6.0%	5.0%
APR	249	238	487	1,783	269	232	501	1,862	8.0%	-2.5%	2.9%	4.4%
MAY	261	225	486	2,269	260	244	504	2,366	-0.4%	8.4%	3.7%	4.9%
JUN	256	230	486	2,755	268	247	515	2,881	4.7%	7.4%	6.0%	4.6%
JUL	270	256	526	3,281	276	284	560	3,441	2.2%	10.9%	6.5%	4.9%
AUG	282	274	556	3,837	279	265	544	3,985	-1.1%	-3.3%	-2.2%	3.9%
SEP	217	211	428	4,265	257	218	475	4,460	18.4%	3.3%	11.0%	4.6%
OCT	265	248	513	4,778	283	270	553	5,013	6.8%	8.9%	7.8%	4.9%
NOV	254	258	512	5,290	278	244	522	5,535	9.4%	-5.4%	2.0%	4.6%
DEC	245	249	494	5,784	258	251	509	6,044	5.3%	0.8%	3.0%	4.5%
	2,364	2,320			3,095	2,949						

**State of Montana
Air Carrier/Commuter Flights and Passengers
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HELENA

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	6,485	6,139	12,624	12,624	7,511	7,224	14,735	14,735	15.8%	17.7%	16.7%	16.7%
FEB	5,911	5,901	11,812	24,436	7,246	7,173	14,419	29,154	22.6%	21.6%	22.1%	19.3%
MAR	6,904	6,882	13,786	38,222	7,889	7,836	15,725	44,879	14.3%	13.9%	14.1%	17.4%
APR	6,436	6,541	12,977	51,199	7,656	7,729	15,385	60,264	19.0%	18.2%	18.6%	17.7%
MAY	6,678	7,321	13,999	65,198	8,693	9,295	17,988	78,252	30.2%	27.0%	28.5%	20.0%
JUN	7,861	8,255	16,116	81,314	9,286	9,390	18,676	96,928	18.1%	13.7%	15.9%	18.2%
JUL	8,305	8,154	16,459	97,773	9,666	9,364	19,030	115,958	16.4%	14.8%	15.6%	18.6%
AUG	8,566	8,379	16,945	114,718	9,702	9,350	19,052	135,010	13.3%	11.6%	12.4%	17.7%
SEP	8,151	7,725	15,876	130,594	8,656	8,204	16,860	151,870	6.2%	6.2%	6.2%	16.3%
OCT	8,224	8,036	16,260	146,854	8,739	8,510	17,249	169,119	6.3%	5.9%	6.1%	15.2%
NOV	7,750	7,591	15,341	162,195	7,688	7,506	15,194	184,313	-0.8%	-1.1%	-1.0%	13.6%
DEC	8,152	8,066	16,218	178,413	8,321	8,271	16,592	200,905	2.1%	2.5%	2.3%	12.6%
	89,423	88,890			101,053	99,852						

KALISPELL

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	30,846	27,315	58,161	58,161	28,157	25,967	54,124	54,124	-8.7%	-4.9%	-6.9%	-6.9%
FEB	28,310	27,967	56,277	114,438	29,524	29,820	59,344	113,468	4.3%	6.6%	5.4%	-0.8%
MAR	30,880	28,580	59,460	173,898	31,868	31,978	63,846	177,314	3.2%	11.9%	7.4%	2.0%
APR	22,261	22,812	45,073	218,971	24,196	24,230	48,426	225,740	8.7%	6.2%	7.4%	3.1%
MAY	27,256	27,397	54,653	273,624	29,182	33,541	62,723	288,463	7.1%	22.4%	14.8%	5.4%
JUN	46,846	49,791	96,637	370,261	54,879	62,161	117,040	405,503	17.1%	24.8%	21.1%	9.5%
JUL	68,504	68,229	136,733	506,994	77,864	79,166	157,030	562,533	13.7%	16.0%	14.8%	11.0%
AUG	67,432	61,505	128,937	635,931	78,001	76,419	154,420	716,953	15.7%	24.2%	19.8%	12.7%
SEP	50,545	46,385	96,930	732,861	55,386	50,191	105,577	822,530	9.6%	8.2%	8.9%	12.2%
OCT	31,113	27,949	59,062	791,923	36,466	33,185	69,651	892,181	17.2%	18.7%	17.9%	12.7%
NOV	24,075	23,617	47,692	839,615	24,946	25,080	50,026	942,207	3.6%	6.2%	4.9%	12.2%
DEC	25,633	28,624	54,257	893,872	30,345	35,716	66,061	1,008,268	18.4%	24.8%	21.8%	12.6%
	453,701	440,171			500,814	507,454						

MISSOULA

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	29,251	27,338	56,589	56,589	28,761	27,054	55,815	55,815	-1.7%	-1.0%	-1.4%	-11.4%
FEB	27,468	27,778	55,246	111,835	27,709	27,004	54,713	110,528	0.9%	-2.8%	-1.6%	-11.2%
MAR	30,928	30,782	61,710	173,545	31,282	31,551	62,833	173,381	1.1%	2.5%	1.8%	-0.1%
APR	29,035	28,712	57,747	231,292	30,213	30,446	60,659	234,020	4.1%	6.0%	5.0%	11.2%
MAY	33,114	34,608	67,722	299,014	40,352	42,740	83,092	317,112	21.9%	23.5%	22.7%	6.1%
JUN	47,254	50,955	98,209	387,228	54,943	59,492	114,435	431,547	16.3%	16.8%	16.5%	8.6%
JUL	60,553	60,176	120,729	517,952	69,259	67,464	136,723	588,270	14.4%	12.1%	13.2%	9.7%
AUG	55,720	53,114	108,834	626,786	62,300	60,606	122,906	691,176	11.8%	14.1%	12.9%	10.3%
SEP	44,774	42,099	86,873	713,659	50,472	47,291	97,763	788,939	12.7%	12.3%	12.5%	10.5%
OCT	38,808	37,485	76,293	789,952	44,174	42,235	86,409	875,348	13.8%	12.7%	13.3%	10.8%
NOV	30,335	29,800	60,135	850,087	34,292	33,992	68,284	943,632	13.0%	14.1%	13.6%	11.0%
DEC	31,921	31,190	63,111	913,198	38,779	38,990	77,769	1,021,401	21.5%	25.0%	23.2%	11.8%
	459,181	454,037			512,538	508,885						

SIDNEY

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	525	510	1,035	1,035	480	543	1,023	1,023	-8.6%	6.5%	-1.2%	-11.2%
FEB	568	517	1,085	2,120	636	589	1,225	2,248	12.0%	13.9%	12.9%	6.0%
MAR	752	700	1,452	3,572	637	635	1,272	3,520	-15.3%	-9.3%	-12.4%	-11.5%
APR	610	658	1,268	4,840	580	590	1,170	4,690	-4.9%	-10.3%	-7.7%	-3.1%
MAY	696	635	1,331	6,171	578	533	1,111	5,801	-17.0%	-16.1%	-16.5%	-6.0%
JUN	734	680	1,414	7,585	616	638	1,254	7,055	-16.1%	-6.2%	-11.3%	-7.0%
JUL	722	744	1,466	9,051	685	698	1,383	8,438	-5.1%	-6.2%	-5.7%	-6.8%
AUG	711	680	1,391	10,442	695	638	1,333	9,771	-2.3%	-6.2%	-4.2%	-6.4%
SEP	653	631	1,284	11,726	580	582	1,162	10,933	-11.2%	-7.8%	-9.3%	-6.8%
OCT	667	666	1,333	13,059	649	653	1,302	12,235	-2.7%	-2.0%	-2.3%	-6.3%
NOV	662	617	1,279	14,338	611	562	1,173	13,408	-7.7%	-8.9%	-8.3%	-6.5%
DEC	747	652	1,399	15,737	589	574	1,163	14,571	-21.2%	-12.0%	-16.9%	-7.4%
	8,047	7,690			7,336	7,235						

State of Montana
Air Carrier/Commuter Flights and Passengers
2024

WOLF POINT

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN	187	212	399	399	200	194	394	394	7.0%	-8.5%	-11.3%	-11.3%
FEB	200	168	368	767	252	242	494	888	26.0%	44.0%	34.2%	15.8%
MAR	288	276	564	1,331	258	252	510	1,398	-10.4%	-8.7%	-9.8%	5.0%
APR	274	267	541	1,672	285	249	534	1,932	4.0%	-6.7%	-1.3%	3.2%
MAY	287	269	556	2,428	287	263	550	2,482	0.0%	-2.2%	-1.1%	2.2%
JUN	192	194	386	2,814	253	241	494	2,976	31.8%	24.2%	28.0%	5.6%
JUL	305	287	592	3,406	308	283	591	3,567	1.0%	-1.4%	-0.2%	4.7%
AUG	316	330	646	4,052	310	270	580	4,147	-1.9%	-18.2%	-18.2%	2.3%
SEP	245	245	490	4,542	245	234	479	4,626	0.0%	-4.5%	-2.2%	1.6%
OCT	275	251	526	5,068	278	264	542	5,168	1.1%	5.2%	3.0%	2.6%
NOV	308	275	583	5,651	244	226	470	5,638	-20.8%	-17.8%	-19.4%	-0.2%
DEC	289	296	585	6,236	263	229	492	6,130	-9.0%	-22.6%	-15.9%	-1.7%
	3,166	3,070			3,183	2,947						

*** YELLOWSTONE**

	2023 Passengers				2024 Passengers				%2023 VS 2024			
	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE	ON	OFF	TOTAL	YEAR-TO-DATE
JAN												
FEB												
MAR												
APR												
MAY	559	696	1,255	1,255	832	1,068	1,900	1,900	48.8%	53.4%	51.4%	51.4%
JUN	1,759	1,914	3,673	4,928	1,898	2,154	4,052	5,982	7.9%	12.5%	10.3%	20.8%
JUL	2,184	2,291	4,475	9,403	2,339	2,283	4,622	10,574	7.1%	-0.3%	3.3%	12.5%
AUG	2,020	1,841	3,861	13,264	2,208	2,295	4,503	15,077	9.3%	24.7%	16.6%	13.7%
SEP	1,675	1,655	3,330	16,594	1,763	1,734	3,497	18,574	5.3%	4.8%	5.0%	11.9%
OCT	538	389	927	17,521	444	356	800	19,374	-17.5%	-8.5%	-13.7%	10.6%
NOV												
DEC												
	8,785	8,786			9,464	9,890						

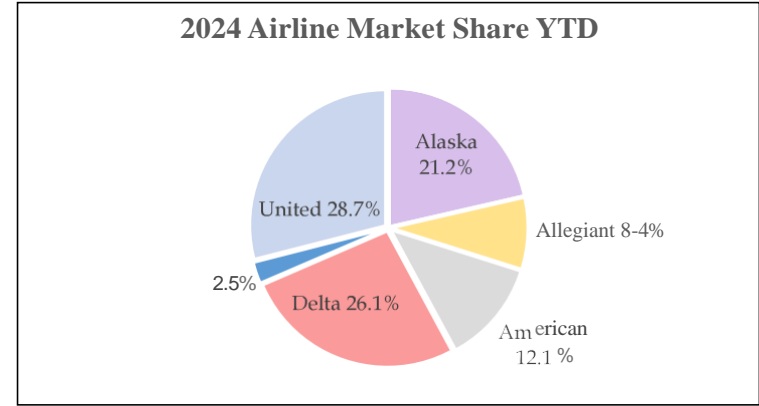
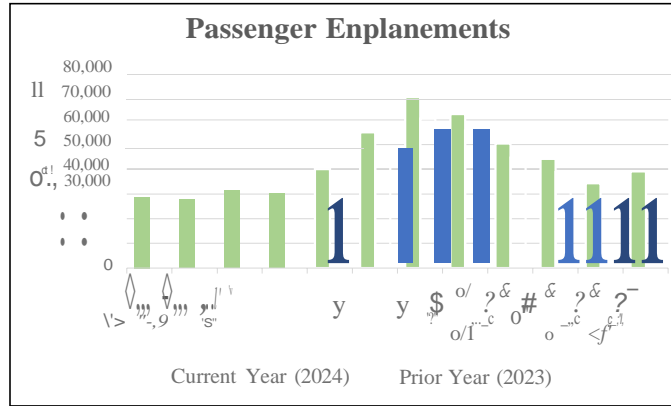
* The Yellowstone Airport is a seasonal airport. May - October 2024

Summary

- Strong enplanement growth with added seat capacity, up 21.5% Y/Y in December
- Record enplanements in December (39,080)
- MSO surpassed IM total passengers in 2024
- First time in airport history

Air Service Highlights

- December seat growth exceeding 28% Y/Y
- United continues to lead Delta for MSO market share
- Please reach out with any comments or changes to improve our report going forward!



Ops Type	January	February	March	April	May	June	July	August	September	October	November	December	Total	IM	
Air Carrier	586	547	622	603	785	1094	1248	1104	842	751	702	724	9,608	11%	
Air Taxi	325	400	405	420	477	680	901	792	609	609	468	439	6,525	20%	
GA	658	789	1369	1487	1522	1622	2483	2533	1826	1691	854	769	17,603	1%	
Military	86	14	136	57	40	40	56	56	34	158	22	23	722	-40%	
Civil	798	983	1171	992	899	1176	587	983	859	1305	902	651	11,306	13%	
Total	2,453	2,733	3,703	3,559	3,723	4,612	5,275	5,468	4,170	4,514	2,948	2,606	45,764	7%	
	2023	2,617	2,594	3,106	2,974	3,874	3,834	5,308	4,790	4,019	3,869	3,024	2,672	42,681	

Airlines	January	February	March	April	May	June	July	August	September	October	November	December	Total	IM	
Alaska	5,557	5,833	6,737	6,976	9,140	10,108	12,016	11,459	10,822	11,155	9,479	9,411	108,693	40%	
Allegiant	2,677	2,621	3,169	2,388	3,752	4,974	5,772	3,722	2,576	3,587	2,905	4,765	42,908	-11%	
American	2,844	2,043	2,125	2,014	3,629	9,403	13,277	9,383	7,104	5,091	2,151	3,012	62,076	4%	
Delta	9,058	8,780	10,230	10,068	10,649	12,819	13,693	14,543	13,298	10,743	9,476	10,532	133,889	1%	
Frontier	0	0	0	0	1,999	2,518	2,954	2,511	1,410	1,035	191	0	12,618		
Sun Country	0	0	0	0	0	188	1,292	1,056	0	0	0	0	2,536		
United	7,446	8,432	8,922	8,767	10,852	14,933	20,255	19,494	14,870	12,284	9,704	11,073	147,032	6%	
Charters	1,179	0	99	0	0	0	0	132	392	279	386	287	2,754	89%	
Total	28,761	27,709	31,282	30,213	40,021	54,943	69,259	62,300	50,472	44,174	34,292	39,080	512,506	12%	
	2023	29,251	27,468	30,928	29,035	33,114	47,254	60,553	55,720	44,774	38,808	30,335	31,921	459,161	

LF	2024	2023
2024	89.8%	81.9%
2023	87.0%	80.1%
	84.4%	84.9%
	80.7%	87.8%
	75.1%	86.4%
	71.7%	80.4%
	82.6%	87.6%
	84.2%	84.3%
	87.7%	89.4%
	83.4%	91.2%
	80.3%	90.4%
	86.6%	89.8%
	82.1%	86.1%

Airlines	January	February	March	April	May	June	July	August	September	October	November	December	Total	IM	
Alaska	5,502	6,045	7,096	7,186	9,519	10,653	11,821	11,702	10,576	10,740	9,398	9,651	109,889	41%	
Allegiant	2,328	2,454	3,115	2,586	4,027	5,698	5,416	3,671	2,596	3,485	2,978	4,752	43,106	-10%	
American	2,329	1,861	1,960	1,901	3,712	10,649	12,970	8,799	6,445	4,519	1,952	2,873	59,970	4%	
Delta	8,628	8,429	10,197	9,722	10,974	13,327	13,109	14,008	11,641	9,897	9,214	10,401	129,547	3%	
Frontier	0	0	0	0	2,330	2,780	2,432	1,477	1,110	218	0	0	13,203		
Sun Country	0	0	0	0	0	321	1,345	889	0	0	0	0	2,555		
United	7,088	8,215	9,084	9,051	12,163	16,064	19,882	18,973	14,164	12,205	9,846	11,026	147,761	6%	
Charters	1,179	0	99	0	0	0	65	132	392	279	386	287	2,819	91%	
Total	27,054	27,004	31,551	30,446	42,725	59,492	67,464	60,606	47,291	42,235	33,992	38,990	508,850	12%	
	2023	27,338	27,778	30,782	28,712	34,608	50,955	60,176	53,114	42,099	37,485	29,800	31,190	454,037	

Prota I Pax	2024	2023
2024	55,815	56,589
2023	54,713	55,246
	62,833	61,710
	60,659	57,747
	82,746	67,722
	114,435	98,209
	136,723	120,729
	122,906	108,834
	97,763	86,873
	86,409	76,293
	68,284	60,135
	78,070	63,111
	1,021,351	913,191
T12M	857,207	

Legend:
 LF - Load Factor
 T12M - Previous 12 Months
 Y/Y - Year Over Year
 Pax - Passengers