

Missoula County Airport Authority Regular Board Meeting

DATE: Tuesday, September 30, 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
 - Meghan Maloney re Aircraft Noise and request for late night curfew
- Review and approve the minutes of the Regular Board meeting dated August 26, 2025 [Pg 3](#)
- Approval of Claims for Payment – Will Parnell [Pg 9](#)
- Financial Report – Will Parnell [Pg 13](#)
- Director's Report – Brian Ellestad [Pg 23](#)
- Legal Report – Juniper Davis
- Committee Updates –
 - Business Development Committee: No Activity
 - Contract and Lease Committee: No Activity
 - Executive Committee: September 30, 2025
 - Facility and Operations Committee: No Activity
 - Finance Committee: No Activity
 - General Aviation Committee: No Activity
 - Legislative Committee: No Activity
 - Marketing Committee: No Activity

Unfinished Business

- Notice of Postponement of Intent to Adopt Updates to Primary Guidance Documents – Tim Damrow

New Business/Action Items

- Aviation Operator and Lessee Application, Blackfoot Aviation of Montana – Dan Neuman [Pg 26](#)
- Deicing Agreement with Allegiant Air – Andrew Bailey [Pg 53](#)
- Public Safety Department Vehicle Purchase – Justin Shaffer [Pg 60](#)
- Purchase of Public Safety Department Body and Vehicle Cameras – Justin Shaffer [Pg 70](#)
- Aircraft Rescue Fire Fighting (ARFF) Fire Trainer – Justin Shaffer [Pg 83](#)
- CLOSED SESSION: Airport Director Annual Evaluation – Juniper Davis and Nikki Munro
- Airport Director Compensation - Juniper Davis and Nikki Munro [Pg 85](#)

Information/Discussion Item(s)

- Next Board Meeting October 28, 2025, at 1:30 pm

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

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Or call in (audio only)

[+1 332-249-0710](tel:+13322490710), 857565796# United States, New York City

Phone Conference ID: 857 565 796#

MISSOULA COUNTY AIRPORT AUTHORITY
Regular Board Meeting
August 26, 2025
1:30 pm, Johnson Bell Conference Room

THOSE PRESENT

BOARD: Chair Deb Poteet
Vice Chair Pat Boyle
Secretary/Treasurer Adriane Beck
Commissioner Winton Kemmis
Commissioner Matthew Doucette

STAFF: Director Brian Ellestad
Deputy Director Tim Damrow
Director of Finance and Administration Will Parnell
Legal Counsel Juniper Davis
Business Development Manager Dan Neuman
Public Safety Chief Justin Shaffer
Director of Maintenance Nate Cole
Building Maintenance Supervisor AJ Bemrose
Federal Compliance Manager Jesse Johnson
IT Manager Dylan O'Leary
Accounting Clerk Brianna Brewer
Administrative Assistant Kathi Fritz

OTHERS: Gary Matson, Runway 25 Hangars
Martin Kidston, Missoula Current

Chair Deb Poteet 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 Deb Poteet asked if there were any changes to the agenda. There were none.

Motion: Secretary Adriane Beck moved to approve the agenda.

Second: Commissioner Winton Kemmis

Vote: Motion Passed Unanimously

PUBLIC COMMENT PERIOD

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

MINUTES

Chair Deb Poteet asked if anyone had questions, edits, or public comments regarding the minutes for the Regular Board Meeting dated July 29, 2025. There were none.

Motion: Commissioner Winton Kemmis moved to approve the minutes of the Regular Board Meeting dated July 29, 2025.

Second: Vice Chair Pat Boyle

Vote: Motion Passed Unanimously

Chair Deb Poteet asked if anyone had questions, edits, or public comments regarding the minutes for the Facility and Operations Committee Meeting dated August 13, 2025. There were none.

Motion: Commissioner Winton Kemmis moved to approve the minutes of the Facility and Operations Committee Meeting dated August 13, 2025.

Second: Secretary/Treasurer Adriane Beck

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 July 2025, the airport incurred approximately \$2.6 million in project expenses; of the \$2.6 million in project expenses approximately \$1.6 million was submitted to the FAA for reimbursement. The remaining project expenses will be paid with reserves and/or debt.

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

Motion: Vice Chair Pat Boyle moved to approve the Claims for Payment

Second: Vice Chair Adriane Beck

Vote: Motion Passed Unanimously

FINANCIAL REPORT

Director of Finance and Administration Will Parnell presented the Financial Report for the month of July, 2025, which is included in the Board packet.

Will reminded the Board that the Fiscal Year 2025 audit is underway and offered the Board the opportunity to ask the auditors any questions.

Chair Deb Poteet asked if there were any Board questions or public comments regarding the Financial Report. There were no questions or comments.

Motion: Vice Chair Pat Boyle moved to approve the Financial Report

Second: Commissioner Winton Kemmis

Vote: Motion Passed Unanimously

DIRECTOR'S REPORT

Airport Director Brian Ellestad presented his report to the Board. Brian reported that July 2025 was an all time record month for the Airport with approximately 140,000 passengers arriving and departing.

Brian reminded the Board and the public that the Airport's large runway repaving project is underway, with the full runway shutdown starting September 2nd. Helicopters will continue to fly at the airport, but other aircraft will relocate for the closure. Early work is underway in order to complete the project including the creation of a "displaced threshold", which essentially shortens the runway while it is still in use, but allows for crews to begin their work in the closure area.

Brian also shared that on a typical summer day the airport will see approximately 200 fire operation aircraft in and out of the airport, but the day after our recent lightening storm the airport saw over 327 in a single day.

Deputy Director Tim Damrow told the Board that Phase 2 of the east concourse expansion is officially complete. Phase 3 is nearing completion and should be open in mid-September. The final work on the first floor, including bathrooms, will finish up a little later, possibly in October.

Chair Deb Poteet asked if there were any Board questions or public comments for Brian or Tim. There were no questions or comments.

LEGAL REPORT

Legal Counsel Juniper Davis informed the board that there are no current RFPs in the works and only a small handful of agreements, which are on the Board's August agenda.

Juniper moved on to update the Board on some lawsuits in other states that deal with the aviation sector and new federal legal requirements. These updates included a case out of the U.S. District Court in Washington called King County v. Turner and a case out of the U.S. District Court in Rhode Island called California v.

Department of Transportation. In both cases the court ruled in favor of the plaintiffs and against the new federal requirements, but the courts' decisions were limited to the plaintiffs in the case. Juniper also gave the Board an update on the lawsuit related to TSA's Aviation Workers Screening. None of the recent court decisions have an impact on the Airport at this time, but the outcomes are important to track for future decision making.

COMMITTEE UPDATES

Chair Deb Poteet notified the Board that there was an Executive Committee meeting on August 26, 2025, to discuss the Board agenda and packet.

NEW BUSINESS

Notice of Intent to Adopt Updates to Primary Guidance Documents

Business Development Manager Dan Neuman explained to the Board that staff have been working on the large undertaking of rewriting the Primary Guiding Documents for the Airport. The draft is posted on the agenda, on our website and provided to the Board via email. It is the intent of staff to ask the Board to approve the documents at the September 2025 meeting. Any questions or comments before that date can be directed to Dan.

Chair Deb Poteet asked if there were any Board questions or public comments regarding the Primary Guiding Documents. There were no additional questions or comments.

Capital Improvement Plan

Director of Finance and Administration Will Parnell discussed the CIP with the Board and explained that the plan will set out the Airport's five-year plan for investing in the Airport. The CIP is a requirement of the FAA and must be submitted for their review. The CIP includes three major projects: completing the East Concourse, runway rehabilitation, and taxiway design and construction. Will further explained that after the projects with federal assistance, the airport has approximately \$500,000 to \$1,000,000 for non-federal Airport projects.

Chair Deb Poteet asked if there were any additional Board questions or public comments regarding the CIP. Will clarified information in the spreadsheet in the Board packet.

Motion: Vice Chair Pat Boyle moved to approve the capital improvement plan

Second: Commissioner Winton Kemmis

Vote: Motion Passed Unanimously

Window Cleaning Service Agreement with Z Water Solutions

Building Maintenance Supervisor AJ Bemrose explained that the Airport's custodial contractor previously subcontracted window cleaning services. The Airport is now directly contracting window cleaning services. After receiving and reviewing bids, Z Water Solutions came in with the best pricing and services. The three-year contract is for \$43,000 in year one and no more than a 5% increase in years two and three.

Chair Deb Poteet asked if there were any additional Board questions or public comments regarding the window cleaning agreement. There were no additional questions or comments.

Motion: Secretary/Treasurer Adriane Beck moved to approve a contract with Z Water Solutions in the amount of \$43,000 for Terminal window cleaning services.

Second: Vice Chair Pat Boyle

Vote: Motion Passed Unanimously

Allocation of Discretionary Funding to Runway Rehabilitation Project

Airport Director Brian Ellestad explained that the Airport recently received approval from the FAA to use up to \$1.5 million in additional discretionary funding to help fund the runway rehabilitation project. The local match is approximately \$65,000.

Chair Deb Poteet asked if there were any additional Board questions or public comments regarding the discretionary funding award. There were no additional questions or comments.

Motion: Commissioner Winton Kemmis moved to pre-authorize staff to accept a fiscal year-end discretionary grant and associated match for the runway 12-30 project, in an amount not to exceed \$1.5M.

Second: Secretary/Treasurer Adriane Beck

Vote: Motion Passed Unanimously

4955 Aviation Way Lease with Avis-Budget Car Rental

Director of Finance and Administration Will Parnell stated that MCAA owns property at 4955 Aviation Way which contains a commercial office space and maintenance shop that is currently unoccupied. MCAA advertised the property in December 2025 and January 2025 and did not receive any interest to lease the property. MCAA thereafter released a limited offering to the three existing on-airport rental car companies.

Avis Budget Car Rental presented the highest monthly lease rate of \$5,000 with a proposed lease term of approximately five years commencing on September 1, 2025. Avis Budget Car Rental intends to use the property, its offices, shop, and parking for their Missoula operations. Avis Budget Car Rentals is still undergoing their environmental review so approval today would be contingent on that outcome of that review, so long as there are no significant changes from the contract presented to the Board today.

Chair Deb Poteet asked if there were any additional Board questions or public comments regarding the lease. There were no additional questions or comments.

Motion: Vice Chair Pat Boyle moved to authorize the Airport Director to sign the lease agreement for 4955 Aviation Way for a term of four years and 10 months to Avis Budget Car Rental, contingent on no significant changes after the environmental review.

Second: Commissioner Winton Kemmis

Vote: Motion Passed Unanimously

Chair Deb Poteet noted that the next Board meeting will be held on September 30, 2025, at 1:30 p.m.

Meeting Adjourned.

Missoula County Airport Authority
Check Register by Account Name
08/01/2025 - 08/31/2025

Account Name	Total
Badging / Compliance Contracts	\$ 7,245.00
Building General R&M	828.97
Contracted Maintenance	550.62
Custodial Services	43,785.00
Custodial Supplies	3,527.37
Disposal Expense	279.98
Electric Maintenance	161.82
Electricity/Gas Expense	37,085.43
Employee Screening	4,800.00
Employee Training Expense	716.40
Equipment	37,218.00
Flight Ice	540.00
GASB 96 Subscription Asset(s)	7,220.00
Insurance Settlement	36,070.58
Jet Bridge R&M	9,885.08
Landside Maintenance	317.00
Marketing	14,432.26
Mechanical/Supplies	2,587.85
Memberships	650.00
Office Supplies	95.43
On-demand IT Support	240.00
Petroleum Products Expense	6,399.11
Phone Charges	2,570.34
Prepaid Insurance	387,342.00
Recurring IT Support Subscripti	2,640.74
Rent Car R&M	4,777.00
Rental Car Fuel	76,100.06
Safety Supplies/Equipment	64.14
Snow & Ice Removal	10,168.11
Staff Engagement	150.00
Tools/Equipment	613.43
TPA – EE benefits and Payroll	1,622.50
Travel Expense	1,465.74
Uniform Expense	1,174.17
USFS Hangar R&M	654.77
Vehicle R&M	2,808.13
Water Expense	2,855.56
Grand Total	\$ 709,642.59

Missoula County Airport Authority
Check Register by Vendor Name
08/01/2025 - 08/31/2025

Vendor Name	Total	
AAAE	\$ 7,245.00	
AAAE FEDERAL AFFAIRS MEMBERSHIP	650.00	
AERO SPECIALTIES, INC.	37,218.00	
AILEVON PACIFIC AVIATION CONSULTING, LLC	3,250.00	
APPLIED INDUSTRIAL TECH	466.69	
Arthur J. Gallagher Risk Management Services, LLC	72,367.00	
BFS Group LLC	334.24	
BIG BEAR SIGN CO	385.00	
Black Knight Security and Investigations	4,800.00	
BLACKFOOT COMMUNICATIONS	1,646.36	
BROWN'S SEPTIC	300.00	
CHS MOUNTAIN WEST CO-OP	82,421.47	
CINCINNATI INSURANCE COMPANIES c	351,045.58	
City of Missoula	2,855.56	
Corporate Traditions, INC.	150.00	*New Vendor - gift card vendor for staff appreciation
DAMROW, TIM	500.74	
DONALDSON BROS.	9,741.23	
Eastgate Rental & Party	371.96	
EGBERT, ABIGAIL	125.00	
EXACT IMAGE	300.25	
FIRST CALL	2,697.74	
GELDERSMA, AUGUSTUS	120.00	
GRAINGER	448.49	
GreatAmerica Financial Services	183.00	
GRIZZLY DISPOSAL	279.98	
HIDAY, ALEX	296.00	
HILLYARD INC	3,527.37	
Ink Shed Merch	200.00	
INLAND TRUCK PARTS	177.45	
JOHNSTONE SUPPLY	232.55	
Matthew Ives	128.00	
MISSOULA TEXTILE, INC	550.62	
MONTANA ACE HARDWARE	17.99	
MOUNTAIN SUPPLY	1,102.35	
MURDOCHS	798.92	
NAPA	1,551.64	
NORCO INDUSTRIAL	896.85	
NORTHWESTERN ENERGY	37,085.43	
OFFICE SOLUTIONS & SERVICES	95.43	
Oshkosh AeroTech, LLC	8,594.60	
POMP'S TIRE-MISSOULA	264.14	
QUOTIENT GROUP	10,810.30	
RDO EQUIPMENT CO.	59.28	
REDTAIL COMMUNICATIONS INC.	104.00	
RISE VISION INC	7,220.00	
RISING FAST v	42,950.00	
ROCKY MOUNTAIN BLUE LINE CONSULTING LLC	716.40	
Rocky Mountain Dirt Work	426.88	*New Vendor - sand/rock slinger
SHAFFER, JUSTIN	296.00	

Missoula County Airport Authority
Check Register by Vendor Name
08/01/2025 - 08/31/2025

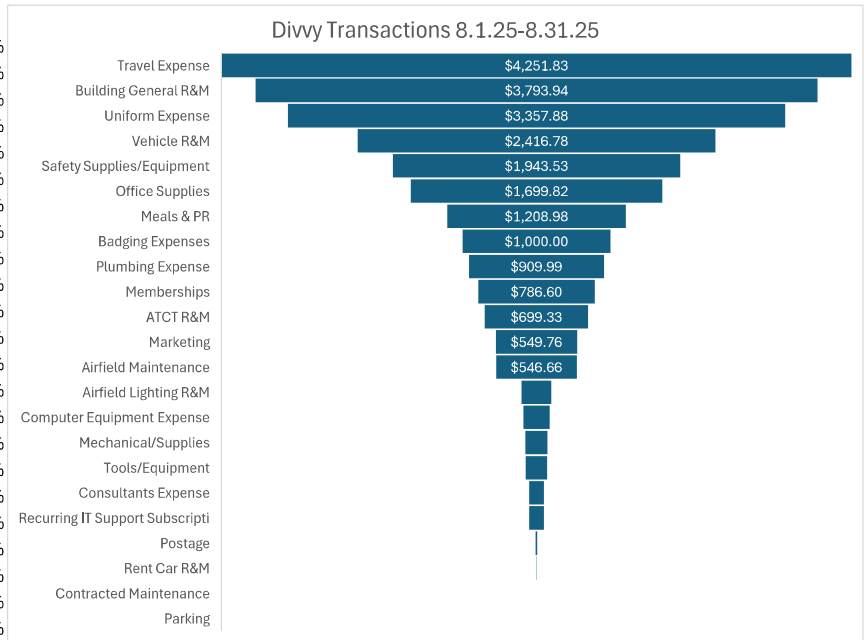
SPECTRUM WINDOW CLEANING	835.00
THERMAL SUPPLY	2,966.12
THOMAS PLUMBING	191.20
UKG	1,622.50
ULINE	658.30
VERIZON	923.98
VW ICE INC	540.00
WAYNE DALTON	3,900.00

Grand Total	\$ 709,642.59
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*New Vendors

Corporate Traditions, INC.
Rocky Mountain Dirk Work

Category name	Total	Percent of spend
Travel Expense	\$4,251.83	17.67%
Building General R&M	\$3,793.94	15.77%
Uniform Expense	\$3,357.88	13.96%
Vehicle R&M	\$2,416.78	10.04%
Safety Supplies/Equipment	\$1,943.53	8.08%
Office Supplies	\$1,699.82	7.07%
Meals & PR	\$1,208.98	5.03%
Badging Expenses	\$1,000.00	4.16%
Plumbing Expense	\$909.99	3.78%
Memberships	\$786.60	3.27%
ATCT R&M	\$699.33	2.91%
Marketing	\$549.76	2.29%
Airfield Maintenance	\$546.66	2.27%
Airfield Lighting R&M	\$201.92	0.84%
Computer Equipment Expense	\$175.98	0.73%
Mechanical/Supplies	\$151.82	0.63%
Tools/Equipment	\$144.77	0.60%
Consultants Expense	\$100.34	0.42%
Recurring IT Support Subscripti	\$100.19	0.42%
Postage	\$11.96	0.05%
Rent Car R&M	\$4.94	0.02%
Contracted Maintenance	\$2.99	0.01%
Parking	\$1.00	0.00%



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 August 31, accounts receivable consisted of the following:

Trade	\$ 1,728,448
Advertising	45,595
Ground Handling	488,060
Grants	2,557,278
Advance Contract Refund	<u>50,842</u>
	<u>\$ 4,870,222</u>

A summary of construction in progress for the east concourse is as follows:

	Balance July 1, 2025	Additions	Balance August 31, 2025
Construction in progress, east concourse:			
Phase 2	50,527,612	1,029,253	51,556,865
Phase 3	<u>5,734,921</u>	<u>2,397,429</u>	<u>8,132,350</u>
Total construction in progress east concourse	<u>56,262,533</u>	<u>3,426,682</u>	<u>59,689,215</u>
	Less related debt, series 2022		<u>(29,999,780)</u>
	Net investment in capital asset		<u>\$ 29,689,435</u>

Revenue and Expenses as a % of the Annual Budget

Revenues and expenses are currently 26.16% and 16.18% of the annual operating budget, respectively.

Cash Flow

MCAA had positive cash flows from operating, capital and related financing, noncapital financing, and investing activities.

Long-term Debt

No activity reported during the month of August 2025.

Missoula County Airport Authority
Balance Sheet Prev Year Comparison
As of August 31, 2025

	Aug 31, 25	Aug 31, 24
ASSETS		
Current Assets		
Checking/Savings		
10100 · Petty Cash	300.00	300.00
10500 · General Checking Acct	4,234,704.04	3,640,641.29
10511 · Project Checking Acct	5,000.00	1,736,661.15
10550 · USFS Account	160,528.35	160,384.13
10560 · Debt Service Account	332.00	331.76
10580 · CFC Account	322,096.56	321,807.13
10590 · STIP Terminal Reserve	26,540.37	25,356.15
10600 · STIP	963,735.63	920,733.99
10604 · Money Market Accounts	10,381,985.88	1,608,722.43
10700 · Payroll Checking	285,109.21	272,915.00
1071 · Bill.com Money In Clearing	32,306.81	2,657.16
10710 · Flex - FIB	9,733.06	7,684.20
1072 · Bill.com Money Out Clearing	7,907.68	-2,397.70
10750 · PFC Cash at US BANK	2,524,484.06	1,421,288.95
Total Checking/Savings	18,954,763.65	10,117,085.64
Accounts Receivable	5,219,172.28	2,952,637.18
Other Current Assets		
10900 · AvSec Fingerprinting Account	1,767.25	1,497.75
11500 · Pre-Paid Expenses	164,192.46	137,737.73
11600 · Prepaid Insurance	322,785.00	230,405.53
11810 · ST Lease Recble GASB 87	213,875.48	1,590,049.01
11820 · Interest Recble GASB 87	3,071.44	9,696.62
26200 · Faber Loan	100,000.00	100,000.00
Total Other Current Assets	805,691.63	2,069,386.64
Total Current Assets	24,979,627.56	15,139,109.46
Fixed Assets		
13000 · Land	11,617,234.48	11,617,234.48
13100 · Land Improvements	18,040,105.37	16,368,644.98
13200 · Buildings- Terminal	69,087,568.09	69,087,568.09
13300 · Buildings- Ops & Fire	6,661,600.73	6,184,039.07
13450 · Buildings - Other	11,643,143.81	11,643,143.81
13500 · Runways/Taxiways/Apron	80,361,231.98	80,361,231.98
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	4,372,665.73	3,762,686.70
14100 · Furniture & Fixtures	1,591,801.03	1,591,801.03
14300 · Vehicles	10,416,056.28	7,736,133.08
14400 · Studies	1,925,406.96	1,925,406.96
14500 · Allowance for Depreciation	-112,602,755.87	-104,400,311.28
19400 · Construction in Progress	65,300,079.51	39,605,942.67
Total Fixed Assets	179,228,003.27	156,297,386.74
Other Assets		
11830 · LT Lease Recble GASB 87	1,001,493.05	737,143.17
19610 · Deferred Pension Outflows	802,612.27	978,352.15
19800 · LT Loan - Faber	143,635.74	683,893.98
19901 · GASB 96 Subscription Asset(s)	299,661.15	367,183.34
Total Other Assets	2,247,402.21	2,766,572.64
TOTAL ASSETS	206,455,033.04	174,203,068.84

Missoula County Airport Authority
Balance Sheet Prev Year Comparison
As of August 31, 2025

	Aug 31, 25	Aug 31, 24
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
20500 · Accounts Payable	553,740.38	677,991.02
20505 · Accounts Payable- Projects	5,567,888.24	4,385,742.85
Total Accounts Payable	6,121,628.62	5,063,733.87
Credit Cards	9,455.43	27,624.70
Other Current Liabilities		
20800 · Current Portion of L/T Debt	565,472.93	548,541.91
20805 · GASB 96 Short-term Subscription	80,567.12	70,730.08
20810 · GASB 96 Accrued Interest Liab.	1,981.11	6,226.79
20900 · Fed W/h Payable	341.30	341.30
21130 · Misc Deductions Payable	-184.32	-184.32
21300 · Valic Payable	-100.00	-100.00
21600 · Accrued Vacation/Sick Payable	780,362.72	709,202.72
21930 · FSB Notes Interest Payable	291,127.35	173,226.86
22140 · Advertising Deferred Revenue	52,213.34	25,000.00
24000 · Payroll Liabilities	-5,109.46	74,386.99
Total Other Current Liabilities	1,766,672.09	1,607,372.33
Total Current Liabilities	7,897,756.14	6,698,730.90
Long Term Liabilities		
20502 · 2022 Note	29,999,779.74	11,521,279.74
25030 · 2019 Note A	13,316,800.00	13,316,800.00
25035 · 2019 Note B	2,229,136.94	2,781,778.88
25600 · Current Portion L/T Debt 2019B	-565,472.93	-548,541.91
25805 · A/P Retainage Long-Term	1,880,813.61	1,103,465.79
25809 · GASB 96 Long-term Subscription	118,555.15	177,277.17
26010 · Pension Liability sum		
19900 · OPEB liability	255,663.00	255,663.00
26000 · PERS Pension Liability	4,056,716.00	4,150,997.00
Total 26010 · Pension Liability sum	4,312,379.00	4,406,660.00
26110 · Deferred Pension Inflows	141,660.00	199,506.00
26300 · Dererred Lease Inflow GASB 87	1,137,376.30	2,125,301.62
Total Long Term Liabilities	52,571,027.81	35,083,527.29
Total Liabilities	60,468,783.95	41,782,258.19
Equity		
29500 · Unreserved	92,904,579.34	92,904,579.34
29510 · Reserved	2,322,955.79	2,322,955.79
32000 · Retained Earnings	45,688,282.20	34,960,569.29
Net Income	5,070,431.76	2,232,706.23
Total Equity	145,986,249.09	132,420,810.65
TOTAL LIABILITIES & EQUITY	206,455,033.04	174,203,068.84

Missoula County Airport Authority
Profit & Loss YTD Comparison
August 2025

	Aug 25	Aug 24
Ordinary Income/Expense		
Income		
30100 - Signatory Landing Fees	102,224.02	76,538.09
30200 - Non Sig Landing Fees	11,961.32	30,703.51
30210 - Cargo Landing Fees	4,308.24	5,377.13
30300 - Non-Based Landing Fees	82,230.10	36,677.04
30400 - Signatory Rent	59,300.56	41,875.63
30420 - Non-Sig Use Fees	17,042.15	41,822.00
30430 - Signatory Use Fee	121,590.00	93,266.80
30500 - Equipment/Space/Services	150.00	400.00
30507 - Advertising Income	20,726.33	17,558.00
30509 - Ground Handling	123,702.80	94,157.15
30600 - FBO Rentals	23,199.41	22,291.17
30800 - Fuel Flowage Fees	15,605.35	9,993.59
30900 - Fuel Farm Leases	716.05	379.67
31000 - Coffee Concession	1,145.22	1,218.94
31100 - Restaurant	30,420.11	23,629.51
31110 - Liquor Concessions	19,076.99	18,901.50
31300 - Rental Car %	429,322.95	473,561.51
31400 - Rent Car Rent	41,569.27	15,179.80
31600 - Rent Car Fuel	68,102.10	65,951.64
31900 - USFS Hangar Rent	28,333.33	20,826.51
32100 - Gift Shop Faber	45,809.23	42,524.50
32200 - Travel Agency	0.00	439.31
32300 - Terminal Rent	833.33	0.00
32400 - Parking Lot	445,689.00	412,649.95
32800 - Ag Land Leases	2,247.50	2,996.67
32900 - Non-Aeronautical Ground Rent	28,098.95	30,892.75
32910 - Aeronautical Ground Rent	8,635.90	7,685.06
33000 - Vending	5,051.54	4,180.33
33800 - Off Airport Rent Cars	24,432.09	12,906.29
34000 - Utilities Reimbursement	4,985.94	2,689.14
34200 - Miscellaneous Income	1,070.01	1,789.40
34300 - Ground Transport	34,769.92	27,494.00
42700 - Drain Pumping Fee	0.00	260.00
81403 - TSA Checkpoint OTA	1,231.66	1,231.66
85100 - Badging Fees Collected	2,944.00	1,564.00
Total Income	1,806,525.37	1,639,612.25
Gross Profit	1,806,525.37	1,639,612.25

Missoula County Airport Authority
Profit & Loss YTD Comparison
August 2025

	Aug 25	Aug 24
Expense		
32401 - Parking Management Fee	7,666.67	8,583.33
32402 - Parking Hourly Wages	33,459.75	31,343.00
32403 - Parking Credit Card Processing	12,891.31	11,620.80
32404 - Parking Adjustments	-375.00	-375.00
40100 - Wages	375,015.70	332,841.24
40330 - Overtime Wages	5,688.82	10,070.34
40600 - Fringe Benefits Expense	133,394.33	120,689.76
40800 - Legal Services	620.20	1,907.27
41200 - Insurance Expense	32,278.50	23,040.55
41300 - Accounting Expense	1,077.76	984.83
41400 - Phone Charges	9,563.55	3,393.13
41800 - Communication R&M	2,263.00	29.20
42000 - Office Supplies	3,077.47	3,492.35
42100 - Computer Equipment Expense	175.98	24,859.67
42200 - Electricity/Gas Expense	40,079.49	45,701.18
42400 - Water Expense	7,645.80	8,384.42
42500 - Sewer Expense	4,286.61	2,466.88
42600 - Disposal Expense	3,553.58	2,690.58
43000 - Petroleum Products Expense	3,858.61	3,820.55
43400 - Vehicle R&M	7,652.65	3,830.51
43800 - Tools/Equipment	2,806.64	12,432.58
44100 - Custodial Services	47,130.00	45,660.00
44200 - Contracted Maintenance	29,566.84	12,929.36
44302 - Jet Bridge R&M	188.37	838.11
44400 - Electric Maintenance	19.64	1,983.70
44600 - Plumbing Expense	909.99	170.63
44800 - Mechanical/Supplies	289.37	125.07
45000 - Building General R&M	4,202.53	1,314.66
45104 - Rent Car R&M	-3,534.69	4,227.07
45105 - ATCT R&M	699.33	21.86
45106 - USFS Hangar R&M	412.55	0.00
45107 - BHS Parts and MX	128.21	1,349.25
45108 - QTA Spare Parts	3,066.00	0.00
45203 - Airfield Maintenance	635.94	1,742.55
45400 - Landside Maintenance	24.00	0.00
45600 - Airfield Lighting R&M	201.92	0.00
45800 - Snow & Ice Removal	0.00	14,824.38
46000 - Custodial Supplies	10,999.57	7,539.01
46400 - Uniform Expense	4,112.94	5,550.37
46600 - Employee Training Expense	1,716.00	7,000.97
46800 - Travel Expense	5,139.35	14,812.16
47000 - Memberships	1,570.25	2,150.26
47200 - Safety Supplies/Equipment	1,885.58	3,003.27
47400 - Meals & PR	1,328.98	2,131.96
47501 - Marketing	6,005.05	30,899.83
47600 - Consultants Expense	515.34	5,360.28
47605 - Landing Fee Commission Expense	8,475.62	6,509.21
49100 - Fingerprint/STA Charges	-150.00	0.00
49202 - Badging Expenses	1,905.18	1,013.99
49203 - Badging / Compliance Contracts	0.00	2,075.00
49204 - Employee Screening	4,800.00	1,746.86
49205 - Annual IT Support Subscriptions	0.00	2,094.75
49206 - On-demand IT Support	160.00	2,046.67
49207 - Recurring IT Support Subscripti	2,869.62	2,727.58
49208 - Rental Car Fuel	67,372.38	66,603.40
49209 - ISS CCURE/accesscontrol/camera	736.32	0.00
49300 - Parking	1.00	271.00
80600 - Miscellaneous Expense	0.48	0.00
80611 - BANK Charges	-47.26	-15.28
80625 - TPA - EE benefits and Payroll	3,271.90	3,680.00
80650 - Finance Charges	262.02	148.72
80810 - Bad Debt - non based	857.12	0.00
89610 - Misc.- ATCT	0.00	215.00
Total Expense	894,408.86	904,558.82
Net Ordinary Income	912,116.51	735,053.43
Other Income/Expense		
Other Income		
31500 - CFCs	217,781.00	220,192.00
70200 - Interest Income-Unrestricted	25,038.88	7,547.97
70400 - Project Restricted Interest	43.85	35.43
80550 - Insurance Settlement	0.00	62,746.00
89000 - Airport Improvement Grants	2,435,731.86	75,623.30
89500 - PFC Contributions	195,779.09	205,951.51
Total 89010 - Federal Programs	2,631,510.95	281,574.81
Total Other Income	2,874,374.68	572,096.21
Other Expense		
80140 - Note 2019A Interest Expense	44,530.41	44,530.41
80145 - Note 2019 B Interest Expense	5,714.59	7,131.67
80150 - Note 2022 Interest Expense	97,544.55	36,237.00
80300 - Depreciation	786,548.29	670,504.11
Total Other Expense	934,337.84	758,403.19
Net Other Income	1,940,036.84	-186,306.98
Net Income	2,852,153.35	548,746.45

Missoula County Airport Authority
Profit & Loss Budget Performance
August 2025

Ordinary Income/Expense	Aug 25	Budget	Jul - Aug 25	YTD Budget	Annual Budget	YTD % of Annual Budget
Income						
30100 - Signatory Landing Fees	102,224	88,569	210,767	180,735	845,217	24.94%
30200 - Non Sig Landing Fees	11,961	15,311	27,992	36,551	105,953	26.42%
30210 - Cargo Landing Fees	4,308	6,576	8,769	14,669	82,950	10.57%
30300 - Non-Based Landing Fees	82,230	31,177	118,919	53,926	184,797	64.35%
30400 - Signatory Rent	59,301	53,480	114,163	106,961	658,350	17.34%
30420 - Non-Sig Use Fees	17,042	22,294	38,896	53,430	153,211	25.39%
30430 - Signatory Use Fee	121,590	109,283	254,724	219,690	1,005,044	25.34%
30500 - Equipment/Space/Services	150		700		-	
30507 - Advertising Income	20,726	16,533	53,017	35,594	225,000	23.56%
30509 - Ground Handling	123,703	115,167	294,443	291,949	1,212,371	24.29%
30600 - FBO Rentals	23,199	22,917	46,399	45,833	275,000	16.87%
30800 - Fuel Flowage Fees	15,605	11,885	29,053	35,071	105,000	27.67%
30900 - Fuel Farm Leases	716	375	1,432	750	4,500	31.82%
31000 - Coffee Concession	1,145	1,228	2,408	2,458	12,000	20.07%
31100 - Restaurant	30,420	20,676	64,889	44,394	198,000	32.77%
31110 - Liquor Concessions	19,077	18,431	36,951	37,211	158,000	23.39%
31300 - Rental Car %	429,323	461,147	988,131	999,411	2,400,000	41.17%
31400 - Rent Car Rent	41,569	38,750	85,043	77,500	465,000	18.29%
31600 - Rent Car Fuel	68,102	66,775	116,655	112,244	440,000	26.51%
31900 - USFS Hangar Rent	28,333	28,335	49,160	56,648	340,000	14.46%
32100 - Gift Shop Faber	45,809	41,144	93,592	88,469	334,000	28.02%
32300 - Terminal Rent	833		1,667		-	
32400 - Parking Lot	445,689	356,394	880,371	684,560	4,360,000	20.19%
32800 - Ag Land Leases	2,248	3,289	4,495	6,578	37,000	12.15%
32900 - Non-Aeronautical Ground Rent	28,099	29,355	56,198	58,710	345,000	16.29%
32910 - Aeronautical Ground Rent	8,636	7,972	25,120	23,865	125,000	20.10%
33000 - Vending	5,052	3,609	10,288	8,236	30,000	34.29%
33800 - Off Airport Rent Cars	24,432	19,238	58,010	40,038	80,000	72.51%
34000 - Utilities Reimbursement	4,986	1,728	12,966	3,712	35,000	37.05%
34200 - Miscellaneous Income	1,070	335	2,321	5,605	30,000	7.74%
34300 - Ground Transport	34,770	25,838	79,071	62,496	155,000	51.01%
34500 - Glycol Disposal	0	0	0	0	0	-
42700 - Drain Pumping Fee	0	0	0	0	0	-
81403 - TSA Checkpoint OTA	1,232	1,250	2,463	2,500	15,000	16.42%
85100 - Badging Fees Collected	2,944	793	5,394	3,157	10,000	53.94%
Total Income	1,806,524	1,619,854	3,774,467	3,392,951	14,426,393	26.16%
Gross Profit	1,806,524	1,619,854	3,774,467	3,392,951	14,426,393	26.16%

Missoula County Airport Authority
Profit & Loss Budget Performance
August 2025

	Aug 25	Budget	Jul - Aug 25	YTD Budget	Annual Budget	YTD % of Annual Budget
Expense						
32401 - Parking Management Fee	7,667		15,333			-
32402 - Parking Hourly Wages	33,460		68,600			-
32403 - Parking Credit Card Processing	12,891		25,401			-
32404 - Parking Adjustments	(375)		(750)			-
40100 - Wages	375,016	362,218	650,643	646,462	4,776,247	13.62%
40330 - Overtime Wages	5,689	6,230	11,136	12,182	70,000	15.91%
40600 - Fringe Benefits Expense	133,394	135,331	234,759	272,837	1,829,032	12.84%
40800 - Legal Services	620	10,883	620	10,883	30,000	2.07%
41200 - Insurance Expense	32,279	28,879	64,557	29,976	325,000	19.86%
41300 - Accounting Expense	1,078	1,200	1,083	2,399	105,000	1.03%
41400 - Phone Charges	9,564	4,410	12,721	8,805	53,640	23.72%
41800 - Communication R&M	2,263	102	2,263	370	21,400	10.57%
42000 - Office Supplies	3,077	2,334	6,198	6,577	35,750	17.34%
42100 - Computer Equipment Expense	176	10,137	3,651	18,280	47,400	7.70%
42200 - Electricity/Gas Expense	40,079	61,456	88,152	110,660	765,000	11.52%
42400 - Water Expense	7,646	10,054	17,125	20,501	85,000	20.15%
42500 - Sewer Expense	4,287	3,909	8,573	6,947	51,800	16.55%
42600 - Disposal Expense	3,554	3,304	7,546	7,475	40,000	18.87%
42800 - Disposal-Industrial	0	83	97	374	6,475	1.50%
43000 - Petroleum Products Expense	3,859	4,477	10,306	11,303	105,036	9.81%
43400 - Vehicle R&M	7,653	4,476	10,520	11,080	103,511	10.16%
43600 - Equipment Rental	0	0	0	0	2,000	0.00%
43800 - Tools/Equipment	2,807	22,033	6,677	29,786	78,867	8.47%
44000 - Landscaping Expense	0	0	0	610	10,000	0.00%
44100 - Custodial Services	47,130	52,870	93,995	99,701	580,000	16.21%
44200 - Contracted Maintenance	29,567	10,566	101,365	69,369	157,625	64.31%
44302 - Jet Bridge R&M	188	874	5,186	917	15,000	34.57%
44400 - Electric Maintenance	20	2,666	267	4,673	12,000	2.23%
44600 - Plumbing Expense	910	214	1,010	458	12,000	8.42%
44800 - Mechanical/Supplies	289	166	4,210	325	15,000	28.07%
45000 - Building General R&M	4,203	922	8,979	2,852	25,000	35.92%
45104 - Rent Car R&M	(3,535)	1,243	12,674	2,034	15,000	84.49%
45105 - ATCT R&M	699	17	8,250	434	5,000	165.00%
45106 - USFS Hangar R&M	413	0	640	228	5,000	12.80%
45107 - BHS Parts and MX	128	5,403	166	5,403	75,000	0.22%
45108 - QTA Spare Parts	3,066	0	32,472	32,000	32,000	101.48%
45203 - Airfield Maintenance	636	2,191	2,326	2,593	55,000	4.23%
45400 - Landside Maintenance	24	0	744	367	21,500	3.46%
45600 - Airfield Lighting R&M	202	0	202	899	15,900	1.27%
45703 - Fog Abatement	0	0	0	0	3,240	0.00%
45800 - Snow & Ice Removal	0	19,321	427	19,321	280,515	0.15%
46000 - Custodial Supplies	11,000	7,260	19,265	16,219	80,000	24.08%
46400 - Uniform Expense	4,113	6,758	6,007	11,506	66,113	9.09%
46600 - Employee Training Expense	1,716	11,676	4,771	20,346	132,097	3.61%
46800 - Travel Expense	5,139	18,218	10,672	25,202	140,911	7.57%
47000 - Memberships	1,570	2,112	2,687	4,758	57,600	4.66%
47200 - Safety Supplies/Equipment	1,886	3,215	2,713	4,609	32,525	8.34%
47303 - Wildlife Mitigation	0	0	0	0	8,000	0.00%
47400 - Meals & PR	1,329	3,982	2,078	9,135	56,500	3.68%
47501 - Marketing	6,005	27,326	41,625	45,892	185,000	22.50%
47600 - Consultants Expense	515	2,186	725	3,052	7,750	9.35%
47605 - Landing Fee Commission Expense	8,476	7,600	14,404	9,880	38,000	37.91%
47707 - Display Expenses	0	208	18	417	2,500	0.72%
47717 - VIC Expenses	0	125	0	250	1,500	0.00%
49100 - Fingerprint/STA Charges	(150)		(150)			-
49202 - Badging Expenses	1,905	500	2,905	1,000	6,000	48.42%
49203 - Badging / Compliance Contracts	0	1,792	7,245	3,583	21,500	33.70%
49204 - Employee Screening	4,800	0	9,600	0	50,000	19.20%
49205 - Annual IT Support Subscriptions	0	2,199	32,284	10,580	53,410	60.45%
49206 - On-demand IT Support	160	3,292	925	15,010	51,000	1.81%
49207 - Recurring IT Support Subscripti	2,870	3,009	5,581	5,983	38,112	14.64%
49208 - Rental Car Fuel	67,372	60,872	155,402	132,032	415,000	37.45%
49209 - ISS CCURE/accesscontrol/camera	736	4,590	736	9,180	55,080	1.34%
49300 - Parking	1	1,942	1	1,942	7,500	0.01%
49600 - Flight Ice	0	720	540	1,440	6,000	9.00%
80600 - Miscellaneous Expense	0	0	3	0	600	0.50%
80611 - BANK Charges	(47)	0	3,287	0	0	-
80625 - TPA - EE benefits and Payroll	3,272	4,178	3,272	4,178	30,000	10.91%
80650 - Finance Charges	262		639			-
80810 - Bad Debt - non based	857		857			-
Total Expense	894,411	941,729	1,846,216	1,785,275	11,408,636	16.18%
Net Ordinary Income	912,113	678,125	1,928,251	1,607,676	3,017,757	63.90%
Net Income	912,113	678,125	1,928,251	1,607,676	3,017,757	

MISSOULA COUNTY AIRPORT AUTHORITY
STATEMENT OF CASH FLOW
For the Month Ended August 31, 2025

	<u>31-Aug</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Cash received from customers	\$ 1,698,952
Cash paid to suppliers	(756,413)
Cash paid to employees and employee benefits	(598,448)
Net cash flows from operating activities	<u>344,091</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Payments for capital assets	(1,313,694)
Federal contributions	2,188,221
Subsequent collections of capital contributions	8,312
Net cash flows from capital and related financing activities	<u>882,839</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Customer facility charges	217,781
Passenger facility charges	195,779
Net cash flows from noncapital financing activities	<u>413,560</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Interest and investment revenue	25,082
Net cash flows from investing activities	<u>25,082</u>
Net change in cash and investments	1,665,572
Cash and investments, beginning of August, 2025	<u>17,289,192</u>
Cash and investments, end of August, 2025	<u>\$ 18,954,764</u>

	<u>31-Aug</u>
RECONCILIATION OF INCOME FROM OPERATIONS TO NET CASH FLOWS FROM OPERATING ACTIVITIES	
Income from operations	\$ <u>912,116</u>
Adjustments to reconcile loss from operations to net cash flows from operating activities:	
Change in receivables and other assets	(101,439)
Change in prepaid expenses	38,142
Change in unearned revenue, advance payment, and deferred inflows	(8,357)
Change in accounts payable and accrued expenses	(496,371)
Total adjustments	<u>(568,025)</u>
Net cash flows from operating activities	<u>\$ 344,091</u>

MISSOULA COUNTY AIRPORT AUTHORITY
OPERATING REVENUES & OPERATING EXPENSES
For the Period Ended August 31, 2025 and 2024

	July - Aug 25	July - Aug 24	\$ DIFF.	% DIFF.	July - Aug 25 % of Gross	July - Aug 24 % of Gross	Change
Passenger Airline Aeronautical Revenue:							
Passenger airline landing fees (signatory & non-signatory), net air incentives	\$ 238,759	\$ 229,480	\$ 9,278	4%	6%	7%	0%
Terminal arrival fees, rents, net air incentives	407,783	371,476	36,306	10%	11%	11%	0%
Total	646,541	600,957	45,585	8%	17%	17%	0%
Non-Passenger Aeronautical Revenue:							
Landing Fees from Cargo	8,769	11,996	(3,227)	-27%	0%	0%	0%
Landing Fees GA, Military & USFS	118,919	63,439	55,481	87%	3%	2%	1%
FBO revenue; contract or sponsor-operated	47,831	45,342	2,489	5%	1%	1%	0%
Cargo and hangar rentals (USFS hangar & aeronautical ground rent)	74,280	64,643	9,637	15%	2%	2%	0%
Fuel sales and fuel flowage fees	145,708	140,352	5,356	4%	4%	4%	0%
Security Reimbursements from Fed govt.	2,463	2,463	-	0%	0%	0%	0%
Other non-passenger operating revenue (ground handling)	294,443	238,690	55,753	23%	8%	7%	1%
Total	692,414	566,924	125,490	22%	18%	16%	2%
Non-Aeronautical Revenue:							
Land and non-terminal facility leases and revenues (ag lease & non-aeronautical ground rent)	61,393	68,179	(6,786)	-10%	2%	2%	0%
Terminal-food and beverage	104,249	91,334	12,915	14%	3%	3%	0%
Terminal-retail stores & duty free	93,592	91,438	2,154	2%	2%	3%	0%
Terminal-services and other (advertising, vending, other)	63,304	48,219	15,085	31%	2%	1%	0%
Rental cars-excludes customer facility charges	1,131,183	1,083,537	47,647	4%	30%	31%	-1%
Parking	880,371	797,278	83,093	10%	23%	23%	0%
Other (flight crew parking, badging, utilities reimbursement, other)	22,347	42,472	(20,125)	-47%	1%	1%	-1%
Ground transportation	79,071	66,500	12,570	19%	2%	2%	0%
Total	2,435,511	2,288,958	146,553	6%	65%	66%	-2%
Total Operating Revenue	\$ 3,774,466	\$ 3,456,839	\$ 317,627	9%	100%	100%	
Operating Expenses							
Personnel compensation and benefits	\$ 896,538	\$ 830,321	\$ 66,216	8%	48.56%	51.21%	-3%
Communications and utilities	134,951	117,156	17,795	15%	7.31%	7.23%	0%
Supplies and materials	308,655	290,655	18,000	6%	16.72%	17.93%	-1%
Contractual services	441,517	359,411	82,106	23%	23.91%	22.17%	2%
Insurance, claims and settlements	64,557	23,916	40,641	170%	3.50%	1.47%	2%
Total Operating Expenses	\$ 1,846,218	\$ 1,621,460	\$ 224,758	14%	100%	100%	
Net Operating Income	\$ 1,928,248	\$ 1,835,379	\$ 92,869				

MISSOULA COUNTY AIRPORT AUTHORITY
 LONG-TERM DEBT
 For the Month Ended August 31, 2025

FY2026	Balance June 30, 2025	Proceeds from Borrowing	Payments	Balance August 31, 2025
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	2,368,955	-	(139,818)	2,229,137
****Note payable to First Security Bank of Missoula - series 2022	29,999,780	-	-	29,999,780
	<u>\$ 45,685,535</u>	<u>\$ -</u>	<u>\$ (139,818)</u>	<u>\$ 45,545,717</u>

Note payable activity for the month ended August 31, 2025:	Amount
Proceeds from Borrowing	\$ -
Payments	\$ -

Current estimated debt service payment; payable October 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	140,692	17,144	157,836
***Note payable to First Security Bank of Missoula - series 2022	-	292,634	292,634
	<u>\$ 140,692</u>	<u>\$ 443,369</u>	<u>\$ 584,061</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.*



Director's Report September 26, 2025

Director's Statement: August enplanements ended with an increase of 2.2% as compared to August of 2024, our streak continues with this being our 19th month in a row with monthly increases and the 16th month in a row exceeding the monthly record for the previous year. Across the United States August ended with an increase of 1.8% increase over 2024 so we continue to surpass national numbers. We will need to restart our streak in October as we lost a week in September due to runway construction.

FAA recently sent out FY 2024 enplanement numbers, MSO jumped back into Small Hub status. The major change for us is that our funding match becomes 10% instead of 5% to any federal grant we receive. Glad we have our runway project behind us!

Barring any last-minute deals in the coming days, the U.S. government will have a lapse in appropriations at midnight on **Wednesday, October 1**. Here's what we know:

There is little to no legislative time remaining before October 1. As of now, the Senate returns on Monday, and the House is not scheduled to go into session until Wednesday. The latest reporting suggests the House may not come back at all next week.

- Leaders of the two parties are not even talking or negotiating. Earlier in the week, Senate Minority Leader Chuck Schumer (D-NY) and House Minority Leader Hakeem Jeffries (D-NY) were slated to meet with President Trump. At the urging of House Speaker Mike Johnson (R-LA) and Senate Majority Leader John Thune (R-SD), the White House canceled that meeting.

Republicans believe they have done their part to avert this shutdown. Last week, the House passed a 'clean CR' (Continuing Resolution) to keep government funded through November 21. The Senate did not advance that measure nor a Democratic version.

Democrats are currently unified in holding to their demands: The Democrats' hard line is negotiating on extending enhanced healthcare subsidies, rolling back Medicaid reductions enacted this summer under the *One Big Beautiful Bill Act*, and reversing some of the appropriations cuts made by the Trump administration.

- Republicans have been trying to exert pressure on Democrats to fold. Earlier this week, the White House's Office of Management and Budget issued a memo indicating further, permanent reductions-in-force to programs and agencies if a shutdown happens.

Bottom line: No talking; no negotiations; no movement on either side. The government is all but certain to shut down on October 1.

What does it mean for airports?

While each federal agency has developed contingency plans, it is uncertain how much discretion agency and department leaders will have in this shutdown.

- DOT/FAA: [Plan here](#), originally compiled during averted shutdown in March. Generally, air traffic controllers are *excepted* staff (essential and must show up for work without pay). Certain staff, such as those that process airport grant and PFC approvals, are *exempt* from a shutdown because their funding comes outside of the annual appropriations process (i.e. Airport and Airway Trust Fund).
- DHS: [Plan here](#), originally compiled during averted shutdown in March. Most TSA and CBP staff who work at airports are exempted or excepted and must report to work without pay.

In the early stages of a shutdown, airports and the public may not see noticeable impacts. However, if this shutdown is lengthy, impacts may become more noticeable over time.

Board Agenda:

- Deicing Agreement with Allegiant Air-renew of our annual agreement
- Public Safety Truck Purchase-new vehicle purchase
- Aviation Operator and Lessee Application, Blackfoot Aviation of Montana-existing hangar sale, approval of an application.
- Purchase of Public Safety Department Body and Vehicle Cameras, amendment of PSO body and fleet camera vendor contract.
- Fire Trainer rental agreement, our tri-annual disaster drill is upcoming this unit allows us to do on site fire training.

Misc: Runway construction was a success, great work by Schellinger Construction and all their sub-contractors. Great teamwork throughout the week and weeks leading up to our runway closure. We had over 300 people working daily, it was a lot to choreograph. Going forward we still have night work to do, finish grading along the edges and runway grooving which will happen overnight in October.

Besides the runway work our staff was busy with multiple projects during our shutdown period. Our staff completed multiple items, including active shooting training, lots and lots of parking lot painting, checkpoint reconfiguration and new signage. Our heated front sidewalk is complete, so we opened up our front drive lane which makes it much easier to navigate the terminal. The missing front glass was installed on the front of the building. Phase 3 gate

phasing wall has been taken down, so the B concourse looks much neater. Lots of deep cleaning and multiple other items, great job by all! We continue to work on the first level bathrooms and future airline operation space work will continue into the fall.

TSA has informed us that they will be installing a second AIT (advanced imaging technology-or also known as full body scanner) in our checkpoint that will make our fourth lane more efficient.

Audit season is underway, onsite auditors were here the week of September 8th which kept Will and all very busy!

We hosted this year's General Aviation BBQ on Sunday September 14th; Tim and I think our hamburgers were probably our best to date! Lots of complements!

Tim and I attended our state's annual Montana Rendezvous up in Kalispell this past week. We met with a total of 10 airlines—great meetings, nothing but positive comments. Hope to get additional frequencies on several routes next summer.

We will host another school tour; Dixon elementary school was out here on September 26th and again on October 3rd.

Will and I will be traveling to Colorado Springs, CO the week of October 6th to attend our region's annual AAAE Chapter conference. Both of us were on this year's conference planning committee as we will be hosting next year's event. Destination Missoula is also attending to help us promote next year's conference.

I was invited to participate in a County Commissioner podcast, that will be recorded this coming Monday for distribution at a later date.

Nikki and Juniper will be attending this month's Board meeting remote as they will be traveling to Bozeman to attend an Arbitration and Labor Relations conference.

Kathi, Brianna and Nikki are working on our Board Holiday Party—right now please mark your calendar for Monday evening December 1st.

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: September 30, 2025

1. **TITLE:** Approve Aviation Operator and Lessee Application, Blackfoot Aviation of Montana. **ACTION ITEM**
2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM
3. **TIME REQUIRED:** 5 Minutes
4. **BACKGROUND INFORMATION:** Blackfoot Aviation of Montana is in the process of purchasing the hangar in the LZ Condo complex that currently houses Ace Aviation, an aircraft maintenance business. Blackfoot Aviation plans on continuing to perform aircraft maintenance in that hangar. The services provided are defined and regulated under Federal Aviation Regulation part 91 for General Aviation Operators. This includes annual inspections, 100-hour inspections, altimeter and static systems inspections, transponder inspections and emergency locator transmitter inspections. It does not include maintenance performed under Part 145 which is much more comprehensive and requires significantly larger facilities, manpower and oversight.

MCAA's Primary Guiding Documents (PGD) contain minimum standards for commercial operators at the airport. In order for Blackfoot Aviation to operate at the airport, the PGD require the submission and review of an application which will be reviewed in light of the airport's minimum standards. Under the PGD, Blackfoot Aviation is considered a "SASO", which stands for Specialized Aviation Service Operator and is generally a commercial business providing a single or a few specific aviation-related services rather than the full range of services offered by a typical Fixed Base Operator (FBO). Our current minimum standards SASOs do not distinguish between Part 91 and 145 operations.

Blackfoot Aviation is seeking a variance in the hangar size, Part 145 designation and operational hours contained in our current minimum standards document due to the much smaller and more restrictive nature of their business model.
5. **BUDGET INFORMATION:**
Amount Required:
Budget Amount:
6. **SUPPLEMENTAL AGENDA INFORMATION:**
7. **RECOMMENDED MOTION:** Move to approve the application and variance requests for Blackfoot Aviation of Montana as presented.
8. **PREPARED BY:** Dan F. Neuman - Manager of Business Development
9. **COMMITTEE REVIEW:** N/A



Missoula County Airport Authority
5225 W Broadway Street
Missoula, MT 59808
(406) 728-4381

Aviation Operator and Lessee Application

DRAFT

Missoula County Airport Authority

Missoula Montana Airport (MSO)

Date Published:



OVERVIEW

To help the Missoula County Airport Authority (Authority) make an informed decision, Applicant shall complete all relevant and applicable sections of this Operator Application and/or Aviation Lessee (Application) and submit this Application (along with any additional information, data, and/or documentation pertinent to the Applicant and/or the Aviation Commercial or Non-commercial Aeronautical Activity) to the Authority.

Please note the following:

- Applicant shall complete all relevant and applicable sections of this Application to the best of the Applicant's ability and include all pertinent information, data, and/or documentation in or with the Application.
- Commercial Applicants are expected to complete all sections of this Application.
- Non-Commercial Applicants are **NOT** expected to complete the sections of this Application which are identified as "Commercial Applicant Only".
- If any section or question is not applicable, the Applicant shall indicate N/A in the appropriate field.
- Upon completion, the Application must be signed in ink by the Applicant or an authorized representative of the Applicant.
- In case of a conflict between words and numerals, the words, unless obviously incorrect, shall govern.
- Supplemental tables, charts, diagrams, graphics, photographs, and other exhibits may be attached to the Application as necessary.

Following review of the completed and submitted Application by the Authority, the Authority may request that the Applicant complete the Supplemental Information Request Form.

SECTION I – GENERAL INFORMATION

1. Applicant's Information

A. Applicant's legal name: Kendon R Campbell

Indicate Applicant's legal name exactly as it would appear in any legally binding document.

B. Business or trade name: Blackfoot Aviation of MT LLC

If different from Applicant's legal name.

C. Primary office (and contact information):

Name: Kendon Campbell

Title: President

Address: 5243 Trumpeter Ct

City: Missoula State: MT Zip: 59808

Telephone: (206) 799-4351 Facsimile: () -

Email Address: KendonC@campbellautogroup.com

D. Proposed or existing on-airport address (if different):

Address: 4198 Corporate Way 3

City: Missoula State: MT Zip: 59808

E. Applicant's authorized representative (if different from primary)

Identify Applicant's authorized representative (for notices and communications).

Name: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: () - Facsimile: () -

Email Address: _____

F. Type of Applicant:

☒ Lessee ☐ Sublessee ☐ Temporary

G. Type of entity (check one):

☐ Sole Proprietor (complete and submit Attachment I-1-G-1)

☐ Partnership (complete and submit Attachment I-1-G-2)

☐ Corporation (complete and submit Attachment I-1-G-3)

☒ Limited Liability Company (complete and submit Attachment I-1-G-4)

☐ Other (please identify) _____

H. Type of request (check one):

☒ New Application ☐ Assignment ☐ Change in Majority Ownership

I. Type of activities to be conducted (check all that apply):

SECTION I – GENERAL INFORMATION

- | | |
|--|---|
| <input type="checkbox"/> Fixed Base Operator | <input type="checkbox"/> Aircraft Rental |
| <input checked="" type="checkbox"/> Aircraft Maintenance and Repair | <input type="checkbox"/> Flight Training |
| <input type="checkbox"/> Avionics/Instruments Maintenance and Repair | <input type="checkbox"/> Aircraft Sales |
| <input type="checkbox"/> Aircraft Management | <input type="checkbox"/> Aircraft Storage |
| <input type="checkbox"/> Aircraft Charter | |
| <input type="checkbox"/> Other Commercial Aeronautical Activity
(please describe) _____ | |
| <input type="checkbox"/> Non-Commercial Aeronautical Activity
(please describe) _____ | |
| <input type="checkbox"/> Non-Aeronautical Activity
(please describe) _____ | |

2. Applicant's Legal Statements

Please answer the following questions as applicable to the Applicant (the entity) and the Applicant's partners (if partnership), members (if limited liability company), or directors, officers, and major shareholders (if corporation). A major shareholder is an individual or entity owning more than 33% of the outstanding common or preferred stock.

- A. Has the Applicant ever been convicted of a felony? *If yes, please give date, place, and nature of conviction(s) on a separate sheet and identify it as Attachment I-2-A.*
☐ YES ☒ NO
- B. Has the Applicant ever been convicted of a crime involving fraud, theft, or dishonesty? *If yes, please give date, place, and nature of conviction(s) on a separate sheet and identify it as Attachment I-2-B.*
☐ YES ☒ NO
- C. Over the last 10 years (or longer, if significant), has the Applicant (or any entity the Applicant has held an ownership interest in) been convicted of violating any Legal Requirement related to, associated with, or that involved the proposed activities, or any other activities normally occurring at or associated with an airport? *If yes, please give date, place, and nature of violation(s) on a separate sheet and identify it as Attachment I-2-C.*
☐ YES ☒ NO
- D. Have any restrictions ever been placed on the Applicant (or any entity the Applicant has held an ownership interest in) by any governmental agency related to, associated with, or that involved the proposed activities, or any other activities normally occurring at or associated with an airport? *If yes, please give date, place, and nature of the restriction(s) on a separate sheet and identify it as Attachment I-2-D.*
☐ YES ☒ NO
- E. Over the last 10 years (or longer, if significant), has the Applicant had any past or pending judicial, regulatory, or administrative proceedings, investigations, arbitrations, mediations, claims, judgments, liens, or litigation against the Applicant (or any entity the Applicant has held or currently holds an ownership interest in)? *If yes, please give date, place, and nature of the action(s) on a separate sheet and identify it as Attachment I-2-E.*
☐ YES ☒ NO
- F. Has the Applicant (or any entity the Applicant has held or currently holds an ownership interest in) been involved with, been declared bankrupt, filed a petition in any bankruptcy court, filed for protection from creditors in bankruptcy court, or had involuntary proceedings filed in bankruptcy court? *If yes, please give date, place, and nature of proceeding(s) on a separate sheet and identify it as Attachment I-2-F.*
☐ YES ☒ NO

SECTION I – GENERAL INFORMATION

- G. Has any lease, use, or operating agreement for airport land and/or Improvements or General Aviation Commercial Aviation Activities held by Applicant (or any entity the Applicant has held or currently holds an ownership interest in) ever been placed in default, cancelled, or terminated (prior to scheduled expiration)? *If yes, please give date, place, and nature of the default, cancellation, or termination on a separate sheet and identify it as **Attachment I-2-G**.*
☐ YES ☒ NO
- H. Has the Applicant (or any entity the Applicant has held or currently holds an ownership interest in) ever had a bond or surety canceled or forfeited? *If yes, please give name of the bonding/surety company, name and address of principal on bond/surety and reason(s) for such cancellation or forfeiture on a separate sheet and identify it as **Attachment I-2-H**.*
☐ YES ☒ NO
- I. Does any member of the Authority (its governing body, employees, or outside advisors) or any federal, state, or local elected or public official or staff member have any direct or indirect financial interest in the Applicant or the Applicant's proposed operations? *If yes, please provide the name(s) of such individual(s) and describe the relationship(s) on a separate sheet and identify it as **Attachment I-2-I**.*
☐ YES ☒ NO
- J. If the Applicant is owned, controlled, or licensed (in whole or part) by another entity (person, partnership, limited liability company, or corporation), provide the name of the entity on a separate sheet and identify it as **Attachment I-2-J**.
☒ N/A
- K. Identify any agreements or contracts (existing, proposed, or currently being negotiated) with related parties (entities) pertaining to the proposed activity on a separate sheet and identify it as **Attachment I-2-K**.
☒ N/A
- L. Identify any joint ventures, partnerships, or affiliate agreements or contracts (existing, proposed, or currently being negotiated) with other parties (entities) pertaining to the proposed activity on a separate sheet and identify it as **Attachment I-2-L**.
☒ N/A
- M. If the Applicant has used or currently uses trade names or has done or currently does business under other names (fictitious or otherwise), provide the names of those entities on a separate sheet and identify it as **Attachment I-2-M**.
☒ N/A
- N. Provide a list of past (over the last 10 years) or pending insured or uninsured claims against the Applicant (or any entity the Applicant has held or currently holds an ownership interest in) on a separate sheet and identify it as **Attachment I-2-N**. *Please give date, place, and nature of the claim(s) and whether or not (and to what extent) insurance and/or reserves have been maintained by the Applicant to cover the claim(s).*
☒ N/A

3. Applicant's Qualifications and Experience (Commercial Applicant Only)

Please answer the following questions as applicable to the Applicant (the entity) and the Applicant's partners (if partnership), members (if limited liability company), and directors, officers, and major shareholders (if corporation).

- A. Identify the number of years of experience Applicant has in the activities to be conducted (as identified by the Applicant in Section I-1-I).

<input type="checkbox"/> Fixed Base Operator	<input type="checkbox"/> Aircraft Rental
<input type="checkbox"/> Aircraft Maintenance and Repair	<input type="checkbox"/> Flight Training
<input type="checkbox"/> Avionics/Instruments Maintenance and Repair	<input type="checkbox"/> Aircraft Sales



SECTION I – GENERAL INFORMATION

- ☐ Aircraft Management ☐ Aircraft Storage
- ☐ Aircraft Charter
- ☐ Other Commercial Aeronautical Activity

B. Identify all aviation businesses owned and/or operated by the Applicant (past and present):

1. Identify the name and location of the aviation business (airport, city, and state), the type of aviation business owned and/or operated by the Applicant and provide contact information for the airport manager on a separate sheet and identify it as **Attachment I-3-B-1**.

4. Applicant's Statement

The undersigned Applicant understands and states, under penalty of perjury, that:

Applicant is fully qualified, experienced, capable, and competent to lease land and/or Improvements at the Missoula Montana Airport (Airport) and engage in the activities to be conducted at the Airport and is fully aware and understands all the requirements associated with doing so.

Applicant is fully aware of and understands the conditions or circumstances which exist in the aviation industry, the community, the marketplace, and at the Airport.

Applicant understands that any entity desiring to engage in Activities at the Airport must fully comply with the Airport's Primary Management and Compliance Documents.

Applicant has provided all the information, data, and documentation requested by the Authority and it is true, accurate, and complete. Applicant acknowledges and fully understands that all of the information, data, and documentation submitted by the Applicant and all of the warranties and representations made by the Applicant including, but not limited to, those pertaining to the Applicant's qualifications, experience, capabilities, and competencies will be relied on by the Authority.

Applicant acknowledges and understands that the Authority has the right to request additional or supplemental information, data, documentation or clarification, in any area, from Applicant.

Applicant acknowledges and fully understands that the Authority has the right to conduct any inquiries or investigations the Authority considers appropriate with respect to, but not limited to, the qualifications, experience, capabilities, competence, or the reputation of Applicant and/or any or all the information, data, or documentation submitted by Applicant. Applicant authorizes the release of all information, data, or documentation sought by the Authority in such inquiry or investigation.

Applicant or any party directly related to or associated with the Applicant (e.g., Applicant's friends, families, outside advisors, vendors, suppliers, agents, or other representatives) have not and will not contact, either on an individual or collective basis, the Authority (its employees or outside advisors) or any federal, state, or local elected or public officials or staff members regarding this application unless prior written approval has been obtained from the Authority.

Applicant is responsible for all costs and expenses incurred by the Applicant in connection with the Application. Applicant fully understands that all information, data, and any other documentation submitted or provided by the Applicant shall become the property of the Authority and shall not be returned to the Applicant.



SECTION I – GENERAL INFORMATION

By affixing my authorized signature, I, hereby certify that I am the President (title) and the duly authorized representative of Blackfoot Aviation (Applicant's name). I possess the legal authority to make this statement on behalf of Applicant and I do solemnly declare and affirm under penalty of perjury that I fully understand, accept, agree to, and will comply fully with the terms, conditions, and provisions of this Application and this statement.

Applicant:

[Signature]
Signature

Name: Kendon Campbell

Title: President

Applicant Name: Blackfoot Aviation

Witnessed:

[Signature]
Signature

Name: Monika Fernandez

Title: OFFICE MANAGER

Entity Name: Campbell Kia of Missoula



SECTION I – GENERAL INFORMATION

5. Applicant's Affidavit

Affiant, Annika Wells, of the municipality of Missoula, in the County of Missoula, and the State of Montana, of full age, being first duly sworn according to law on my oath, deposes and says that:

1. Affiant states that this Application is genuine; that it is not a sham or collusive in any way; that it (and all the information, data, and documentation provided in conjunction with it) is true, accurate, and complete; and that it is not made in the interest of or on the behalf of any entity not named or disclosed herein.
2. Affiant does hereby state that neither the Applicant nor any of Applicant's officers, partners, owners, shareholders, agents, representatives, employees, or parties in interest, has, in any manner conspired, colluded, connived, or agreed, directly or indirectly, with any person, firm, corporation, or other applicant or potential applicant to unfairly compete or compromise, in any way, the application process and the Applicant has not paid or agreed to pay, directly or indirectly, any person, partnership, company, association, organization, corporation, or any other applicant or any potential applicant and has not paid any money or provided any other valuable consideration to any party for providing assistance in seeking acceptance of the Application or attempting to seek acceptance of the Application or fix the proposed terms, conditions, or provisions of this Application or any other application of any other Applicant, and hereby states that no such money or other reward will be hereinafter paid.
3. Affiant further states that the Applicant (or any partner, member, director, officer, shareholder, agent, representative, or employee of the Applicant) or any parties holding an ownership interest in the Applicant has not recommended or suggested to the Authority or any of its officers, agents, representatives, employees, or parties in interest, any of the terms, conditions, or provisions not set forth in this Application, except at a meeting open to all interested Applicants, of which proper notice was given.
4. Affiant further states that the Applicant (or any partner, member, director, officer, shareholder, agent, representative, or employee of the Applicant) or any parties holding an ownership interest in the Applicant is not a member of the Authority (its employees or outside advisors) nor a federal, state, or local elected or public official or staff member or is a related party except as noted herein below:

Affiant:

Annika Wells

Signature

Name: Annika Wells

Title: Notary Public

Entity Name: Campbell Kia of Missoula

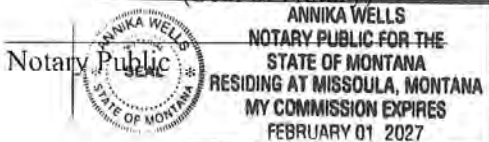
2/1/27

Commission Expires

Subscribed and sworn to before me

This 18th day of September 2025

(Seal of Notary)



SECTION II - LAND AND/OR IMPROVEMENTS

1. Proposed Property

- A. Identify the proposed property on the Airport Layout Plan/Aerial Photograph – attach and identify as **Attachment II-1-A.**
- B. Provide a preliminary drawing identifying the land and existing Improvement(s) Applicant desires to lease – attach and identify as **Attachment II-1-B.**
- C. Describe the existing Improvement(s) Applicant desires to lease.
 1. Include terminal building; hangar, office, shop, storage space; apron (including tiedowns), and/or vehicle parking space; and any other improvements.

2. Proposed Improvements

If Applicant intends to make Improvements to the proposed property (including improving, enhancing, or renovating existing Improvements and/or developing new Improvements), provide a description of (and preliminary specifications for) the proposed Improvements (by major component). If necessary, attach a separate sheet and identify it as **Attachment II-2-A.** Provide an estimate of the cost of the proposed improvements or other capital investment.

SECTION III – BUSINESS PLAN (COMMERCIAL APPLICATIONS ONLY)

Applicants must address each element completely and accurately and furnish any required information, data, and/or documentation. The Executive Summary shall be typewritten and if bound, it shall be bound on the long side of the paper.

1. Executive Summary

The Executive Summary shall, at a minimum, outline the following elements of the business plan:

- A. Name of the Applicant.
- B. A summary of the range, level, and quality of products, services, and facilities proposed to be provided by the Applicant.
- C. The qualifications, experience, capabilities, and competencies of the Applicant as it relates specifically to the proposed activities.
 1. A summary of the products, services, and facilities currently being provided by Applicant.
- D. A summary of the compensation (rents, fees, and other charges) proposed to be paid to the Authority.
- E. A summary of the capital investment in aircraft, vehicles, and equipment proposed to be made (and why needed).
- F. For Applicant's desiring to lease and/or developing Airport land, must provide a summary of:
 1. The land and Improvements proposed to be leased from the Authority.
 2. The lease term (proposed commencement date, base term, and renewal options).
 3. The capital investment proposed to be made in leasehold and/or Airport Improvements (and why needed), the cost of the proposed Improvements, the amortization period for the proposed Improvements, the source of funding for the proposed Improvements, and the schedule for the development and completion of the proposed Improvements.
- G. A statement explaining why the Authority should allow the Applicant to conduct the activity at the Airport.
- H. Signature (in ink) by a representative authorized to make commitments and/or enter into agreements on behalf of the Applicant.

2. Additional Information

The Applicant may include any supplemental information, data, and/or documentation which may be useful in helping the Authority evaluate the qualifications and experience of the Applicant.



ATTACHMENT I-1-G-1 SOLE PROPRIETOR

The Applicant warrants the following:

If a SOLE PROPRIETOR, please complete the following:

- A. The undersigned is an individual doing business under the name of _____ in the municipality of _____, in the County of _____ in the State of _____.
- B. Date operations began: _____
- C. Is the Sole Proprietorship qualified to do business in the State of Montana?

☐ YES ☐ NO
- 1. Please provide financial statements for the last complete year of the business. If Applicant is proposing a non-commercial use, please provide tax return for the last year. Personal identifiers may be redacted (social security number, etc.)



ATTACHMENT I-1-G-2 PARTNERSHIP

The Applicant warrants the following:

If a PARTNERSHIP, please complete the following:

- A. The undersigned is an individual doing business under the name of _____ in the municipality of _____, in the County of _____ in the State of _____.
- B. Describe type of partnership (check one)
- ☐ General Partnership ☐ Joint Venture
- ☐ Limited Partnership ☐ Other (identify): _____
- C. Date Partnership was formed: _____
- D. Is the Partnership qualified to do business in the State of Montana?
- ☐ YES ☐ NO
1. Please provide evidence that business is registered in the State of Montana or registered to do business in the State of Montana.
2. Please provide financial statements for the last complete year of business for the partnership.
- E. Has the partnership been recorded? (If yes, please indicate where and when?)
- ☐ Yes _____ ☐ No
- F. The following is a complete and accurate list of names of the partners – if necessary, attach a separate sheet and identify it as **Attachment I-1-G-2-F**.

Name/Title	Business Address	City	State	Zip

The Applicant warrants the following:

If a CORPORATION, please complete the following:

A. The undersigned is a duly authorized officer acting as _____ (title) of _____ (Applicant Company name) a corporation organized on _____ (date) and existing under the laws of the State of _____.

B. Is the corporation in good standing? (If yes, attach a current copy of the certificate of good standing and identify it as **Attachment I-1-G-3-B**)

☐ YES ☐ NO

C. Is the corporation qualified to do business in the State of Montana?

☐ YES ☐ NO

1. Please provide evidence that business is registered in the State of Montana or registered to do business in the State of Montana.

D. Please provide financial statements for the last complete year of business.

E. The corporation is: (check one)

☐ Public ☐ Private

1. If a publicly traded corporation, how and where is the stock traded?

F. The following is a complete and accurate list of officers, directors, and major shareholders (having an ownership interest of 33% or more) of the corporation – if necessary, attach a separate sheet and identify it as **Attachment I-1-G-3-E**.

(NOTE: If the corporation is listed on the New York or American Stock Exchange and its last annual statement and report is submitted herewith, the names of shareholders need not be listed on this form)

Name/Title	Business Address	City	State	Zip

G. The following officer is duly authorized to sign the Application submitted on behalf of the corporation – attach a copy of the bylaws or corporation resolution authorizing this officer and identify it as **Attachment 1-1-G-3-F**.



ATTACHMENT I-1-G-4 LIMITED LIABILITY COMPANY

The Applicant warrants the following:

If a LIMITED LIABILITY COMPANY, please complete the following:

A. The undersigned is a duly authorized officer acting as President (title) of Blackfoot Aviation (Applicant Company name), a limited liability company organized on 9/10/2025 (date) and existing under the laws of the State of Montana.

B. Is the limited liability company in good standing? (If yes, attach a current copy of the certificate of good standing and identify it as **Attachment I-1-G-4-B**)

☒ YES ☐ NO

C. Is the limited liability company qualified to do business in the State of Montana?

☒ YES ☐ NO

I. Please provide evidence that business is registered in the State of Montana or registered to do business in the State of Montana.

D. Please provide financial statements for the last complete year of business.

E. The following is a complete and accurate list of members of the limited liability company – attach separate sheet identified as **Attachment I-1-G-4-D** if preferred or necessary.

Name/Title	Business Address	City	State	Zip
Kendon Campbell	5243 Trumpeter Ct	Missoula	MT	59808
Craig Campbell				
Weston Campbell				

F. The following members are duly authorized to execute agreements on behalf of the limited liability company – attach a copy of articles of organization and operating agreement authorizing these members and identify it as **Attachment I-1-G-4-E**.

Name/Title	Business Address	City	State	Zip
Kendon Campbell	5243 Trumpeter Ct	Missoula	MT	59808
Craig Campbell				

Dan Neuman

From: Kendon Campbell <KendonC@campbellautogroup.com>
Sent: Friday, September 12, 2025 5:08 PM
To: Dan Neuman
Cc: Craig Campbell
Subject: EXTERNAL:Primary Guiding Documents Concerns for Business - Blackfoot Aviation of MT LLC

[THIS MESSAGE ORIGINATED FROM OUTSIDE OUR ORGANIZATION - DON'T CLICK LINKS OR ATTACHMENTS UNLESS YOU'RE SURE THE CONTENT IS SAFE]

Dan,

Thank you and the team again for taking the time to meet with me this morning.

I have pretty much finished reviewing the MSO PGDs and have highlighted my concerns below. No big concerns from the rules and regulations, lease rates and charges policy, or development guidelines drafts.

Preface: I have confirmed the hangar we would be operating out of is 4,111 sq ft with a 16ft tall x 60 ft wide door.

Location: 4198 Corporate Way 3, Missoula, MT 59808

Potential dilemmas from current PGD draft:

1. Minimum Standards; Hangar Regulation:

Hangars – Hangars identified throughout these Minimum Standards shall meet the following minimum and door width (in feet) requirements (for the type of aircraft being serviced), unless otherwise stipulated in these Minimum Standards.

	Door Height	Door Width
Single-engine piston	12	45
Multi-engine piston	16	60
Turboprop	18	80
Turbojet	28	100
Helicopter	12	45

Hangar door heights and door widths may be less if the hangars are single structures not less than 6,000 square feet subdivided and configured (although each unit shall not be less than 1,000 square feet) to accommodate bays for storage of single-engine piston aircraft.

Self-Service Maintenance – The following minimum standards are for Operators engaged in maintenance on aircraft owned, leased, and/or operated by (under the full and exclusive control of) the Operator. If the Operator provides Aircraft Maintenance on other aircraft, the Operator shall comply with the minimum standards for an Aircraft Maintenance Operator (see Section 4 of these Minimum Standards).

Leased Premises (square feet)	Standard	Notes
Maintenance area	360	Shall include dedicated space for employee work areas, shop areas, and storage for aircraft parts and Equipment.

Missoula Montana Airport, Minimum Standards, Date Published

2. Minimum Standards; Self Service Maintenance

Self-Service Maintenance – The following minimum standards are for Operators engaged in maintenance on aircraft owned, leased, and/or operated by (under the full and exclusive control of) Operator provides Aircraft Maintenance on other aircraft, Operator shall comply with the minimum standards for Aircraft Maintenance Operator (see Section 4 of these Minimum Standards).

Leased Premises (square feet)	Standard	Notes
Maintenance area	360	Shall include dedicated space for employee areas, shop areas, and storage for aircraft parts and Equipment.

Missoula Montana Airport, Minimum Standards, Date Published



GENERAL REQUIREMENTS

Leased Premises (square feet)	Standard	Notes
Hangar	7,500	Shall be at least equal to the square footage stipulated or large enough to accommodate the largest aircraft maintained by the Operator, whichever is greater.

3. **Minimum Standards; 2.12 Insurance:** (This may not be an issue, but I can imagine premiums may skyrocket with this clause. Would be curious to see if these provisions are currently in place for other like business on airport ground)

2.12. Insurance

Operator shall procure, maintain, and pay all premiums throughout the term of Agreement for the insurances coverages and limits required by Legal Requirements and set forth in Attachment A (Minimum Insurance Requirements) of these Minimum Standards for Operator's Activities.

Missoula Montana Airport, Minimum Standards, Date Published



GENERAL REQUIREMENTS

- The insurance company underwriting the required policies shall be authorized to write such insurances in the State of Montana (with a Best rating of A or above) or be approved in writing by the Authority.
- When coverages or limits set forth in Attachment A (Minimum Insurance Requirements) are not commercially available, appropriate replacement coverages or limits must be approved in writing by the Authority at least 30 calendar days before Operator is scheduled to commence Activities.
- The Authority reserves the right to require more, or different types of insurance coverage based on individual risks or exposures associated with Operator's Activities.

All insurance policies, which Operator is required to carry and keep in full force and effect, shall be endorsed to contain, the following provisions.

- "MISSOULA COUNTY AIRPORT AUTHORITY and/or, individually and collectively its representatives, officers, officials, employees, agents, and volunteers are to be covered and insured with respect to: liability arising out of activities performed by or on behalf of entity; or owned, leased, occupied, or used by entity; or vehicles, equipment, or aircraft owned, leased, borrowed, or operated by entity. Such insurance shall provide primary coverage and shall not be a contribution from any insurance or self-insurance carried by agent or the MISSOULA COUNTY AIRPORT AUTHORITY."

4. Minimum Standards; Part 4 Aircraft Maintenance Operator. Our facility does not meet minimums, we are not going to be an FAA Repair Station as defined by 14 CFR Part 145, and I do not want to commit to 8 hour days / 5 days a week indefinitely.

4. AIRCRAFT MAINTENANCE OPERATOR (SASO)

4.1. Introduction

An Aircraft Maintenance Operator is engaged in providing Aircraft Maintenance for aircraft other owned, leased, and/or operated by (under the full and exclusive control of) Operator.

In addition to the General Requirements set forth in Section 2 of these Minimum Standards, Operator shall comply with the following minimum standards set forth in this Section.

4.2. Leased Premises

Operator shall have adequate land and Improvements to accommodate all Activities of Operator and a Sublessee's Activities, but not less than the following based on the type of aircraft, which are not cumulative.

Leased Premises (square feet)	SE Piston	ME Piston	Turboprop	Turbojet
Contiguous land (Lessee only)	21,780	21,780	21,780	21,780
Customer, Administrative, and Maintenance area	Administrative area shall include dedicated space for employee offices, work areas, and storage. Maintenance area shall include dedicated space for employee work areas, shop areas, and storage of aircraft parts, accessories, related components, and Equipment.			
As a Lessee / Sublessee	1,200 / 700	1,600 / 1,100	2,000 / 1,500	2,000 / 1,500
Customer area	Customer area is a subset of the Customer, Administrative, and Maintenance area and shall include space for lounge and restrooms.			
As a Lessee	500	500	500	500
As a Sublessee	Must have immediate access to a customer lounge and restrooms.			
Hangar	Shall be at least equal to the following square footage for the service (as identified above) or large enough to accommodate General Aviation aircraft being serviced, whichever is greater.			
As a Lessee or Sublessee	3,600	6,400	10,000	10,000

4.3. Licenses and Certification

The Operator shall be certified by the FAA as a Repair Station (as defined by 14 CFR Part 145).

4.4. Employees

Operator shall employ the number of Employees as required by the entity's director of maintenance operations.

4.5. Equipment

Operator shall have necessary Equipment for the performance of services being provided in accordance with manufacturer's specifications and as defined by 14 CFR Part 145.

4.6. Hours

Operator shall be open, and services shall be available to meet reasonable demands of customers for these services but not less than the following hours:

Blackfoot Aviation of MT LLC

Missoula Montana Airport Application

Date: 9/18/2025

Executive Summary & Request for Variance

Blackfoot Aviation is a small repair shop that operates under Inspector Authorization airworthiness as defined under CFR part 65 and part 91. This repair business will target general aviation aircraft in and around KMSO needing annuals, oil changes, 100-hour inspections and other like repairs.

Blackfoot Aviation will purchase an EAST LZ Hangar (3) and operate a purely aviation-related business out of that location. Given the nature of GA's consistent need for repair, the difficulty finding availability at larger repair stations on the field, and the current availability at neighboring airports, we see major potential for a successful full time business model. Blackfoot Aviation will not only bring GA pilots a friendly maintenance and repair solution but also seek ways to positively advance the GA community in and around the airport through events, outreach and volunteer opportunities. Currently there will be two full-time mechanics working. As demand is projected to increase, we will staff accordingly to maximize profitability and customer satisfaction. Blackfoot Aviation will be managed by Kendon Campbell, part owner, with experience in automotive repair management. The maintenance lead will be Joe Featherly, current owner/operator of Ace Aviation and IA.

Blackfoot Aviation has reviewed the drafted Primary Guiding Documents, specifically the minimum standards and is asking for a variance for their business model with justification for each variance.

1. Hangar Minimums for Repair.

- a. We ask that Blackfoot Aviation be allowed to service aircraft on the field that easily fit inside of the operational Hangar, and is not restricted by newly proposed square footage and door requirements. The hangar is 4,111 sq feet, with a 16 ft x 60 ft door. Blackfoot Aviation would not risk attempting to service a plane too large, nor does our scope of business cater to large jets that would not fit.

2. FAA Part 145 Designation

- a. We ask that Blackfoot Aviation be allowed to operate under FAA part 65 and 91 standards that allow for certified A&P and IA to perform maintenance items and sign off on work completed and return to airworthiness. While part 145 designation may be in the company's future, our nature and size of business does not warrant that level of structure. We would be joining multiple other repair companies currently operating on the field without that designation.

3. Operational Hours

- a. Finally, we ask that we have flexibility on the 8 hour days / 5 days a week operational hour requirement to accommodate for unforeseen circumstances such as sick or absent employees, lack of work, repair to improvements, etc. While we will be planning to be open 7:30 – 5pm M-F and want to capture as much business as possible, we don't want to be in violation if something changes temporarily.

Thank you for considering our application. I can assure you we would do everything within our power to be good tenants and conduct our business in a way that honorably reflects the mission of KMSO.

Sincerely,



Kendon Campbell

President, Blackfoot Aviation

Dan Neuman

From: Dan Neuman
Sent: Friday, September 19, 2025 3:43 PM
To: 'Kendon Campbell'
Subject: RE: EXTERNAL:RE: Missing Information

Hey Kendon,

Thanks for the quick response. I will forward your responses on to the rest of the team!

Dan

From: Kendon Campbell <KendonC@campbellautogroup.com>
Sent: Friday, September 19, 2025 2:49 PM
To: Dan Neuman <dneuman@flymissoula.com>
Subject: EXTERNAL:RE: Missing Information

[THIS MESSAGE ORIGINATED FROM OUTSIDE OUR ORGANIZATION - DON'T CLICK LINKS OR ATTACHMENTS UNLESS YOU'RE SURE THE CONTENT IS SAFE]

Thanks Dan. Let me know if the below suffices.

- Application Section I, Subsection 3: Applicant's Qualifications and Experience
 - While I don't have any specific aeronautical qualifications other than being a pilot and owner/operator of a 1959 Cessna 182b, I do have extensive experience in automotive parts and service operations. I ran a VW service department in Seattle for 3 years and am the current General Manager at Campbell Kia of Missoula where I over see a business doing \$20+ million in revenue annually. Additionally, I do have two employees hired with extensive aviation business/mechanical experience. The first is Joe Featherly, who previously owned the hangar and business we are taking over. He has been in operation for multiple years. He will be with us full-time as our company IA and director of maintenance. We have also hired a young man named Jake Culver who has been with Bitterroot Aviation as a certified A&P mechanic for 4 years. We will continue to employee highly qualified individuals to work for Blackfoot Aviation.
- Application Section II. Subsection 1: Proposed Property
 - The proposed property is 4198 Corporate Way Hangar #3 in the EAST LZ HANGAR complex. 4,111 sq ft with a 16ftx60ft door
- Application Section III: Business Plan
 - I don't have a formal business plan but essentially:

Blackfoot Aviation is a small repair shop that operates under Inspector Authorization airworthiness as defined under CFR part 65 and part 91. This repair business will target general aviation aircraft in and around KMSO needing annuals, oil changes, 100-hour inspections and other like repairs.

Blackfoot Aviation will purchase an EAST LZ Hangar (3) and operate a purely aviation-related business out of that location. Given the nature of GA's consistent need for repair, the difficulty finding availability at larger repair stations on the field, and the current availability at neighboring airports, we see major potential for a successful full time business model. Blackfoot Aviation will not only bring GA pilots a friendly maintenance and repair solution but also seek ways to positively advance the GA community in and around the airport through events, outreach and volunteer opportunities. Currently there will be two full-time mechanics working. As demand is projected to increase, we will staff accordingly to maximize profitability and customer satisfaction. Blackfoot Aviation will be managed by Kendon Campbell, part owner, with experience in automotive repair management. The maintenance lead will be Joe Featherly, current owner/operator of Ace Aviation and IA.

If Blackfoot Aviation books 2 annuals per week, at 22 hours billed per annual, and a shop rate of \$195 per hour that is = 44 billable hours x \$195 = \$8,580 - \$40 per hour flat rate mechanic (\$40 x 44 labor hours = \$1760 in labor cost) = \$6820 or 79% gross.

- General info: applicant name, business entity, contact information, type of activities/uses
 - Kendon Campbell, Blackfoot Aviation, www.blackfootavi.com/ (206)7994351 / kendonc@campbellautogroup.com / General Aviation Maintenance
- Specific standard for which variance is requested and description of how the activities/uses relate to those standards
 - Hangar/Door dimension requirements to work on types of aircraft. The hangar is 4,111 square feet and can easily fit multi engine/turbo prop planes. The door is 16 feet high and 60 feet wide.
 - Part 145 requirement – Blackfoot Aviation will not be part 145 certified
 - Hours of operation – While Blackfoot Aviation plans to be open 8 hours a day 5 days a week, we ask to have flexibility in the event we cannot meet that standard
- Justification: why is it necessary, how will the operation meet safety and service standards, what alternatives were considered, would a variance result in competitive advantage or exclusive rights?
 - It is necessary from a cost and availability standpoint. There is currently no other place available on the airport to introduce this business model. Additionally, we are essentially purchasing an already approved operation and making it more airport friendly (less road traffic and getting rid of automotive business). The operation will meet the same safety and service standards whether we have 20 feet of clearance from a wing tip or 50 feet. Due to the preexisting nature of what we are asking for, there would be no competitive advantage or exclusive rights – our

competition at the airport are already operating under the very variances we are asking for!

We are not asking for anything that would not have been approved prior or has not been approved before. In fact, if you deny this variance request, I would anticipate trouble holding your current lessees to the same standards we are being denied for.

- Compliance: will the operation comply with all other applicable airport rules and FAA regulations, can the operator comply with insurance requirements, describe any potential impacts on airport operations, safety, or other tenants, and are there any mitigating measures proposed?
 - Yes, we can comply with everything else. The insurance will have the required policy measures and there are no new safety or negatives impacts I can see at this time.
- Supporting documents: site plan or layout of proposed facility, certifications or licenses (e.g., A&P mechanic), proof of insurance, etc.
 - I have not bound the insurance docs yet as I am waiting for approval. At the time of approval, I would be happy to present both hires credentials (IA &AP) as well as bank accounts and capital figures. We are not making any improvements, so the facility is literally the Ace Aviation hangar 3 at the end of the East LZ hangar that Todd built..

Kendon Campbell
Phone: 406-303-3142
Email: kendonc@campbellautogroup.com

From: Dan Neuman <dneuman@flymissoula.com>
Sent: Friday, September 19, 2025 2:13 PM
To: Kendon Campbell <KendonC@campbellautogroup.com>
Subject: Missing Information

Missing information (he doesn't need to re-submit, but rather just provide what is missing):

- Application Section I, Subsection 3: Applicant's Qualifications and Experience
 - Application Section II. Subsection 1: Proposed Property
 - Application Section III: Business Plan
-
- General info: applicant name, business entity, contact information, type of activities/uses
 - Specific standard for which variance is requested and description of how the activities/uses relate to those standards
 - Justification: why is it necessary, how will the operation meet safety and service standards, what alternatives were considered, would a variance result in competitive advantage or exclusive rights?

- Compliance: will the operation comply with all other applicable airport rules and FAA regulations, can the operator comply with insurance requirements, describe any potential impacts on airport operations, safety, or other tenants, and are there any mitigating measures proposed?
- Supporting documents: site plan or layout of proposed facility, certifications or licenses (e.g., A&P mechanic), proof of insurance, etc.

Dan F. Neuman



Dan F. Neuman

Manager of Business Development
Missoula Montana Airport
C – 406.370.3393 | P – 406.532.8741
www.flymissoula.com

Sorry to spring this all on you. We can extend closing dates if needed but do have employees expecting to start 10/1/25.

I will stay tuned,

Kendon Campbell

Campbell Auto Group

Phone: 406-303-3142

Email: kendonc@campbellautogroup.com

www.campbellautogroup.com



Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: September 30, 2025

1. **TITLE:** Allegiant Air Deicing Contract Approval

Review, discussion, and possible approval of Allegiant Air Deicing Contract

ACTION ITEM

2. **AGENDA CATEGORY:** (Please highlight)

UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM

3. **TIME REQUIRED:** 2 Minutes

4. **BACKGROUND INFORMATION:** The Ground Handling division of the Airport provides contract aircraft deicing services for Allegiant. For the 2025-2026 deicing season, the Ground Handling Department will assess the same fees for deicing services as the prior season. Type I glycol will be sold to Allegiant at \$20.50 per gallon. Type IV glycol will be sold to Allegiant at \$24.50 per gallon. A per event truck charge of \$85.00 will be assessed as well.

5. **BUDGET INFORMATION:** Amount Required: N/A
Budget amount available: N/A

6. **SUPPLEMENTAL AGENDA INFORMATION:** Attachment B.MSO.DI.09

7. **RECOMMENDED MOTION:** Move to approve the Airport Services General Terms Agreement with Allegiant Air.

8. **PREPARED BY:** Andrew Bailey

9. **COMMITTEE REVIEW:** None



ATTACHMENT B.MSO.DI.09
to AGREEMENT for AIRPORT SERVICES
GENERAL TERMS AGREEMENT

1201 North Town Center Dr.
Las Vegas, NV 89144
Phone 702.851.7300
Fax 702.851.7301
www.allegiantair.com

This ATTACHMENT B.MSO.DI.09 dated September 03, 2025, together with the GENERAL TERMS AGREEMENT (the "GTA") dated November 5, 2014, between:

Allegiant Air, LLC ("Allegiant" and/or "Carrier")
having its principal office at: 1201 N. Town Center Drive Las Vegas, Nevada 89144

and...
Missoula County Airport Authority ("Service Provider")
having its principal office at: 5225 Highway 10 West, Missoula, MT 59808

form an AGREEMENT for AIRPORT SERVICES ("Agreement") at:

Missoula Montana Airport (MSO)

and this Attachment (including the terms of the GTA as applicable to the services described herein)

is effective from: October 1, 2025, and continue in full force and effect for a period of twelve consecutive months and thereafter shall be automatically renewed annually, without notice, until terminated by either party pursuant to the terms Agreement.

And replaced: ATTACHMENT B.MSO.DI.08

This Attachment B.MSO.DI.09 ("Attachment") contains, in Paragraph 1 "Handling Services" below, the listing of services to be provided under this Agreement. For the convenience of the parties, such list was copied (and uses the numbering taken) from the Standard Ground Handling Agreement of January 2023 as published by the International Air Transport Association (the "SGHA"); provided, however, to the extent that this Agreement indicates for any item in such listing below - "intentionally omitted" or "*" – such item deviates from the SGHA listing (i) in the case of "intentionally omitted" indicating that the item is not applicable to this Agreement, and (ii) in the case of "*", indicating that such task is not part of the SGHA but is particular to this Agreement. It is not intent, and it is not the agreement of the parties that the SGHA is a part of, or is incorporated by reference into, this Agreement.

Definitions: the following terms used throughout this Agreement shall have the following definitions:

"Deicing" – Deicing is a one-step process by which contaminants (snow, frost, ice, or slush) (frozen contamination) are removed from all critical surfaces of the aircraft by use of heated aircraft deicing fluid to provide clean surfaces. Deicing fluids are mixtures of heated water and the most current AMS/SAE 1424 specification Type I fluid with a freeze point buffer of 18°F (10°C) below the outside air temperature.

"Anti-icing" Anti-Icing is a two-step process. The aircraft must first be deiced (step one), then a second application of fluid is applied to provide extended protection against the adherence or formation of ice, snow, slush, or frost on treated surfaces of an aircraft. Anti-icing fluid is undiluted, unheated (most current) AMS/SAE 1428 specification Type IV fluids with a freeze point minimum buffer of 13° F (7° C) below the outside air temperature.

"DAPM" means the Allegiant Air Deicing/Anti-Icing Program Manual.

"SAFE" Manual means Allegiant Safety Manual

“Services” means the services to be provided by Service Provider pursuant to the terms of this Agreement.

Paragraph 1	Handling Services
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Section 3.16 Deicing/Anti-Icing Services and Snow/Ice Removal

- 3.16.1 *Remove contamination such as slush, ice, rime or similar from aircraft without using deicing/anti-icing fluid
 - 3.16.2 Perform contamination check and inform flight crew or the Carriers representative of results
 - 3.16.3 ... Intentionally omitted
 - 3.16.4 a) Provide
b) Arrange for
Deicing/anti-icing-equipment
 - 3.16.5 Provide deicing/anti-icing fluids
 - 3.16.6 *Remove contamination from aircraft using deicing fluid. The deicing fluid must pass a pre-use fluid check with refractometer prior to use
 - 3.16.7 *Apply anti-icing fluid to aircraft. The deicing fluid must pass a pre-use fluid check with refractometer prior to use

 - 3.16.8 Supervise performance of deicing/anti-icing operations
 - 3.16.9 *Perform the post deicing/anti-icing check, any aircraft type specific checks, if required, and submit the applicable information to the flight crew
 - 3.16.10 Complete documentation and provide to Allegiant’s representative as agreed
 - 3.16.11 * Provide management and inventory control of glycol
 - 3.16.12 *Perform the following in accordance with Allegiant standards and DPAM
 - a) Documentation
 - b) Reporting
 - c) Training
-
- Allegiant will review its cold weather procedures with the Service Provider, and agrees to participate with the Service Provider in the training of its personnel, if deemed necessary, and further agrees that the Services will be performed under the supervision of Allegiant's authorized representatives.
 - Service Provider agrees to provide the Services in strict accordance with Allegiant’s Deicing/Anti-Icing Program Manual (DAPM), SAFE Manual, Stations Operations Manual and standard industry practices (if Allegiant manuals or FAA requirements do not address the same), all FAA requirements, and the terms set forth in this Attachment.
 - Service Provider’s facilities, books and records shall be open for inspection and examination by Carrier or its designated representatives, including audit and inspection, at all reasonable times in order for Carrier to assure itself of Service Provider’s compliance with these procedures, practices, and requirements.
 - Unless otherwise advised by Carrier, Service Provider shall furnish all personnel, material, equipment, and supplies required to the Services hereunder, including servicing vehicle and driver, deicing/anti-icing equipment and operator, and Glycol. Nothing contained herein shall preclude Service Provider from obtaining any vehicle, Glycol, or other equipment necessary for the performance of Services hereunder from any other person or entity. In the event that Service Provider is required to obtain equipment or supplies from a third party in order to perform requested Services, Service Provider shall inform the Carrier prior to performing such Services.

- After the completion of each deicing/anti-icing service, the Service Provider will provide Allegiant's Authorized Representatives with a copy of the Allegiant Daily Deicing/Anti-Icing Event Log (C632) or approved alternate form confirming the performance of deicing/anti-icing services in accordance with Allegiant's instructions and providing the total number of gallons of deicing/anti-icing product dispensed on each aircraft. Allegiant's Authorized Representatives will cross certify that the service was performed to Allegiant's satisfaction and the quantity of glycol documented was used for deicing/anti-icing purposes. The Allegiant Air representative will keep a copy for its record.
- The Service Provider will need to pass a successful audit by Carrier's QA Team, be trained according to the training requirements outlined in the Carrier's DAPM, and have access to Carrier's DAPM and perform procedures as prescribed by the DAPM. Service Provider must adhere to all Carrier policies and procedures outlined in the DAPM; failure to do so may result in monetary penalties against Service Provider, as outlined in Paragraph 6.
- Carrier will provide Service Provider with the necessary training advisable in order to qualify Service Providers personnel to perform Services for Carrier's aircraft or to comply with Carrier's FAA approved deicing/anti-icing Program for A319/A320 & B737 aircraft type.
- Deicing/Anti-icing Services shall be performed at the request of the Carrier. Carrier personnel shall coordinate such requests and up-to-the-minute flight departure information with Service Provider personnel to enable Service Provider to provide such services as soon as practicable prior to the departure of the Carrier's aircraft.
- Service Provider shall retain training records for its personnel in accordance with applicable federal, state, and local law and Carrier requirements and shall retain such records for a period of two (2) years after the termination of this Agreement. Carrier may request to inspect such records at any time.
- Carrier will provide Service Provider Carrier's flight Schedule and any flight schedule changes on regular basis.
- If at any time the Service Provider cannot perform/provide deicing/anti-icing services (inoperable equipment, depleted fluid, qualified staffing, etc.) the Service provider must immediately notify the local Allegiant station representative and send an email to deice.program@allegiantair.com. Early and timely notification can mitigate the potential for operational delays and or cancellations.

Paragraph 2 Personnel

- 2.01 The personnel which are necessary to perform all functions associated with this agreement shall be provided in accordance with the following list:

Extraordinary Personnel Expenses

Employee Badging and Parking.....	Service Provider
Employee Uniforms.....	Service Provider
Employee Personal Protection Equipment (PPE).....	Service Provider
Employee Drug and Alcohol Testing Program (Approved by FAA).....	Service provider
Station Training (Turnover for Initial, Recurrent, Supplemental).....	Service Provider
OSHA Training and Courses.....	Service Provider

Deicing Fluid Refractometer (recommend annual calibration) Service Provider

Paragraph 3 Facilities and Deicing/Anti-Icing Equipment

3.01 The facilities which are necessary to perform all functions associated with this agreement for deicing services, shall be arranged by in accordance with the following list:

Facilities (as well as associated maintenance and operating expenses)

Glycol Fluid..... Service Provider

3.02 Ground Service Equipment (as well as associated maintenance, operations, and fuel expenses)

Deicing Truck(s)..... Service Provider

3.03 Service Provider will ensure that all of the following items are complied with, and the equipment must meet the following requirements:

- The size and design of the deicing/anti-icing equipment should be such that it is adequate to de-ice the A319/A320 & B737 aircraft. The boom nozzle and the operator cabin must reach high enough to view all flight control surfaces from the top (30 feet).
- To optimize the snow and ice removal effect, the fluid system of the deicing/anti-icing equipment should be designed for spraying heated fluid. Minimum Type I fluid temperature is 60 degrees C (140 degrees F) as it leaves the nozzle during application and should never be applied above 82 degrees C (180 degrees F).
- The deicing vehicles must be free of discrepancies which could affect the safety of the deicing/anti-icing operations (i.e., tires, windows, lights, and free of leaks)
- Service Provider is responsible for OSHA approved safety equipment harness & lanyard.
- The operator must have an operational two-way communication system between driver and the basket. The aircraft Captain should also be advised of the deicing operation during and after deicing operation.
- Appropriate nozzle must be installed for Type I and Type IV as prescribed by equipment manufacturer.
- All equipment must be maintained in accordance with the respective manufacturers and Allegiant Airlines preventative maintenance program and schedule.
- All the following must be accomplished and submitted to Allegiant deicing program manager prior to 15 Oct.
 - Preseason assessment packet
 - Passing Fluid/Nozzle test results
 - Equipment functional per the DAPM
 - Sufficient level of qualified/trained operators for planned flight schedule
 - Calibrated functional refractometer

Paragraph 4 Leased Equipment

...Intentionally Omitted

Paragraph 5 Charges

5.01 For a single deicing/anti-icing event, the Service Provider shall provide the services at the following rate:

Deicing – Type I..... \$20.50/gallon

Deicing – Type IV..... \$24.50/gallon

Deicing Event – Truck Fee..... \$85.00/Event

- Pricing does not include any airport and/or third-party charges. Payment arrangements shall be made accordingly
- Pricing subject to change upon 30-day advance notice if pricing of Glycol increases mid-season. Pricing can only be increased with the consent of Carrier.
- No extra charges shall apply for services provided at night, on Saturdays or Sundays and statutory holidays.
- Any applicable airport, city, state and/or local fees and taxes with respect to the services rendered to the Carrier will be re-charged at cost. Any fees and taxes will be separately recorded in the Service Provider's invoices.
- Service Provider is identified as the "Primary" deicing service provider for Carrier. If service provider cannot perform the deicing Services in accordance with this Agreement and an alternate company is used to perform deicing services by request of the Service Provider, the Service Provider will be responsible for paying any additional charges, or fees, above and beyond what is agreed to in this Agreement. The Carrier's Deicing Program Manager will evaluate each instance on a case-by-case basis to determine the cause of Service Provider's failure to perform the Services, potential reimbursement and if such failure to perform the services was necessitated due to the negligence of the Service Provider.

Paragraph 6 Penalties

6.01 Service Provider agrees to perform the Services outlined in Paragraph 1 in compliance with Carrier's DAPM, and in accordance with any other notes in this Agreement. Should it be found that a service provider is not in compliance, Allegiant will review the non-compliance to determine appropriate action through one of the following:

Service Provider Failure Notice

- Issued by Allegiant, generally after a first occurrence, which will document a failure and will require the Service Provider to create a mitigation plan to prevent the failure from reoccurring.

Deicing Compliance Penalty

- Monetary penalty that assessed at 5% of the deice event invoice. This will be issued as a credit to Allegiant by the Service Provider and in the event of a repeat finding after the first Service Provider Failure Notice.

- Prior to any issued monetary penalty, an interview will be held with the Service Provider to review the compliance failure.

All actions listed above are issued at the discretion of Allegiant on a case-by-case basis. It is the intention of Allegiant to continuously work with its service providers to ensure deice operations remain compliant. Section 6.01 serves to document methods of action that Allegiant will utilize should it be found that failures are intentional, repetitive, or result in a monetary fine by the Federal Aviation Administration.

Paragraph 7 Notices

- 7.01 Any notice or communication required or permitted to be given hereunder shall be deemed to have been duly given if sent by Certified Mail return receipt requested, by Federal Express or similar delivery service, or by facsimile with positive answerback, addressed to the respective parties as follows:

If to Allegiant:

Manager, Airport Contracts
Allegiant Air, LLC
1201 N Town Center Dr.
Las Vegas, NV 89144
Phone: 702-830-8461
Fax: 702-851-7653
E-mail: airportcontractsteam@allegiantair.com

If to the Service Provider:

Andrew Bailey, Manager, Ground Handling
Missoula County Airport Authority
5225 Highway 10 West
Missoula, MT 59808
Phone: 406-532-8690
Fax: 406-541-4867
E-mail: abailey@flymissoula.com

Signed for and on behalf of

Allegiant Air, LLC

by _____
Royden Wenger

its _____
Director, Procurement

date _____

Signature: _____

Signed for and on behalf of

Missoula County Airport Authority

by _____

its _____

date _____

Signature: _____

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: September 30, 2025

1. **TITLE:** Public Safety Department Vehicle Purchase

Review, discussion, and possible approval to purchase and equip a PSO response vehicle
ACTION ITEM.
2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM
3. **TIME REQUIRED:** 5 Minutes
4. **BACKGROUND INFORMATION:** MCAA's Procurement Policy, approved by the Board in November 2019, permits staff to procure goods through cooperative purchasing groups, such as Sourcewell. The Public Safety Department was approved to purchase a new Police Vehicle and related equipment in the FY26 Capital Equipment Budget. The vehicle to be purchased is a 2025 Ford F-150 Police Responder and would be purchased through Sourcewell (National Auto Fleet Group). Staff will then procure the remaining items from various vendors to outfit the vehicle with lights, equipment, signage, etc. This will replace our 2016 Silverado Police Vehicle.
5. **BUDGET INFORMATION:** Amount Required: \$70,000
Budget amount available: \$70,000 (Capital Equipment Budget)
6. **SUPPLEMENTAL AGENDA INFORMATION:** National Auto Fleet Group Quote
7. **RECOMMENDED MOTION:** Move to approve the purchase of a police responder and related equipment in an amount not to exceed \$70,000.
8. **PREPARED BY:** Tim Damrow, Deputy Director



National Auto Fleet Group

A Division of Chevrolet of Watsonville

490 Auto Center Drive, Watsonville, CA 95076
(855) 289-6572 • (831) 480-8497 Fax
Fleet@NationalAutoFleetGroup.com

8/14/2025

Quote ID: **40266**

Order Cut Off Date: **8/19/2025**

Justin Shaffer
Missoula Montana Airport
Public Safety

5225 US Highway 10 West

Missoula, Montana, 59808

Dear Justin Shaffer,

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration.

One (1) New/Unused (2025 Ford F-150 Police Responder (W1P) XL 4WD SuperCrew 5.5' Box 145" WB,) and delivered to your specified location, each for

	One Unit (MSRP)	One Unit	Total % Savings	Total Savings
Contract Price	\$57,015.00	\$55,489.26	2.676 %	\$1,525.74
3 Additional Key(s)		\$900.00		
Tax (0.0000 %)		\$0.00		
Tire fee		\$0.00		
Total		\$56,389.26		

- per the attached specifications.

This vehicle(s) is available under the **Sourcewell Contract 091521-NAF** . Please reference this Contract number on all purchase orders to National Auto Fleet Group. Payment terms are Net 20 days after receipt of vehicle.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,

Jesse Cooper
Account Manager
Email: Fleet@NationalAutoFleetGroup.com
Office: (855) 289-6572
Fax: (831) 480-8497



Purchase Order Instructions & Resources

Once units are scheduled by OEM, no cancellations are accepted

In order to finalize your purchase please submit this purchase packet to your governing body for a purchase order approval and submit your purchase order in the following way:

Email: Fleet@NationalAutoFleetGroup.com

Fax: (831) 480-8497

Mail: National Auto Fleet Group

490 Auto Center Drive

Watsonville, CA 95076

We will send a courtesy confirmation for your order and a W-9 if needed.

Additional Resources

Learn how to track your vehicle: www.NAFGETA.com

Use the upfitter of your choice: www.NAFGpartner.com

Vehicle Status: ETA@NationalAutoFleetGroup.com

General Inquiries: Fleet@NationalAutoFleetGroup.com

For general questions or assistance please contact our main office at:

1-855-289-6572

Vehicle Configuration Options

ENGINE	
Code	Description
998	Engine: 3.5L V6 EcoBoost, (STD)
TRANSMISSION	
Code	Description
44G	Transmission: Electronic 10-Speed Automatic, (STD)
PRIMARY PAINT	
Code	Description
YZ	Oxford White
SEAT TYPE	
Code	Description
PB	Black, HD Police-Grade Cloth 40/Blank/40 Front-Seats, -inc: reduced bolsters, 8-way power driver/manual passenger, built-in steel intrusion plates in both front-seatbacks, center-section deleted (restraint control module cover provided) and vinyl rear bench
ADDITIONAL EQUIPMENT	
Code	Description
67T	Integrated Trailer Brake Controller
54R	Power Glass Heated Sideview Mirrors, -inc: manual folding, turn signal and black skull caps
924	Rear Window Fixed Privacy Glass w/Defroster
18B	Black Platform Running Boards
153	Front License Plate Bracket, -inc: Standard in states where required by law, optional to all others
595	Fog Lamps
59E	Driver Only LED Bulb Spot Lamp (Unity)
62J	Keyed Alike - 1111x, -inc: Note: These are inner-milled keys, unique to F-150 Police Responder and not compatible w/Police Interceptor Utility
61P	8-Way Power Passenger Seat
67P	Remote Keyless-Entry Key Fob w/o Key Pad, -inc: Less PATS, 4-key fobs and perimeter anti-theft alarm, Note: Available w/Keyed Alike, However, key fobs are not fobbed alike when ordered w/Keyed Alike
17R	Rear-Door Controls Inoperable, -inc: For locks, handles and windows, Note: Can manually remove window or door disable plate w/special tool, Locks/windows operable from driver's door switches
OPTION PACKAGE	

Code	Description
150A	Equipment Group 150A

2025 Fleet/Non-Retail Ford F-150 Police Responder XL 4WD SuperCrew 5.5' Box 145" WB

WINDOW STICKER

2025 Ford F-150 Police Responder XL 4WD SuperCrew 5.5' Box 145" WB		
CODE	MODEL	MSRP
W1P	2025 Ford F-150 Police Responder XL 4WD SuperCrew 5.5' Box 145" WB	\$52,350.00
	OPTIONS	
998	Engine: 3.5L V6 EcoBoost, (STD)	\$0.00
44G	Transmission: Electronic 10-Speed Automatic, (STD)	\$0.00
YZ	Oxford White	\$0.00
PB	Black, HD Police-Grade Cloth 40/Blank/40 Front-Seats, -inc: reduced bolsters, 8-way power driver/manual passenger, built-in steel intrusion plates in both front-seatbacks, center-section deleted (restraint control module cover provided) and vinyl rear bench	\$0.00
67T	Integrated Trailer Brake Controller	\$280.00
54R	Power Glass Heated Sideview Mirrors, -inc: manual folding, turn signal and black skull caps	\$405.00
924	Rear Window Fixed Privacy Glass w/Defroster	\$100.00
18B	Black Platform Running Boards	\$255.00
153	Front License Plate Bracket, -inc: Standard in states where required by law, optional to all others	\$0.00
595	Fog Lamps	\$145.00
59E	Driver Only LED Bulb Spot Lamp (Unity)	\$405.00
62J	Keyed Alike - 1111x, -inc: Note: These are inner-milled keys, unique to F-150 Police Responder and not compatible w/Police Interceptor Utility	\$50.00
61P	8-Way Power Passenger Seat	\$300.00
67P	Remote Keyless-Entry Key Fob w/o Key Pad, -inc: Less PATS, 4-key fobs and perimeter anti-theft alarm, Note: Available w/Keyed Alike, However, key fobs are not fobbed alike when ordered w/Keyed Alike	\$350.00
17R	Rear-Door Controls Inoperable, -inc: For locks, handles and windows, Note: Can manually remove window or door disable plate w/special tool, Locks/windows operable from driver's door switches	\$180.00
150A	Equipment Group 150A	\$0.00
Please note selected options override standard equipment		

SUBTOTAL	\$54,820.00
Advert/ Adjustments	\$0.00
Manufacturer Destination Charge	\$2,195.00
TOTAL PRICE	\$57,015.00
Est City: 17 (2024) MPG	
Est Highway: 23 (2024) MPG	
Est Highway Cruising Range: 598.00 mi	

Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

Notes

Standard Equipment

MECHANICAL

Engine: 3.5L V6 EcoBoost -inc: 120-MPH top speed (STD)
Transmission: Electronic 10-Speed Automatic -inc: selectable drive modes: normal/tow-haul/snow-wet/EcoSelect/sport and SelectShift automatic w/progressive range select (STD)

ADDITIONAL EQUIPMENT

50 State Emissions System
Electronic Transfer Case
Automatic Full-Time Four-Wheel Drive
Driver Selectable Rear Locking Differential
Electronic Locking w/3.31 Axle Ratio
80-Amp/Hr 800CCA Maintenance-Free Battery w/Run Down Protection
HD 240 Amp Alternator
Class IV Towing Equipment -inc: Hitch and Trailer Sway Control
Trailer Wiring Harness
3 Skid Plates
Police/Fire
1965# Maximum Payload
GVWR: 7,075 lbs Payload Package
HD Gas-Pressurized Shock Absorbers
Front HD Anti-Roll Bar
Off-Road Suspension
Electric Power-Assist Speed-Sensing Steering
26 Gal. Fuel Tank
Single Stainless Steel Exhaust
Auto Locking Hubs
Double Wishbone Front Suspension w/Coil Springs
Solid Axle Rear Suspension w/Leaf Springs
4-Wheel Disc Brakes w/4-Wheel ABS, Front And Rear Vented Discs, Brake Assist, Hill Descent Control, Hill Hold Control and Electric Parking Brake
Regular Box Style
Wheels: 18" Steel
Tires: LT265/70R18 BSW A/T
Steel Spare Wheel
Full-Size Spare Tire Stored Underbody w/Crankdown
Black Front Bumper w/Black Rub Strip/Fascia Accent and 2 Tow Hooks
Black Rear Step Bumper

Black Side Windows Trim
Black Door Handles
Black Power Side Mirrors w/Manual Folding
Fixed Rear Window
Light Tinted Glass
Variable Intermittent Wipers
Aluminum Panels
Black Grille
Tailgate Rear Cargo Access
Tailgate/Rear Door Lock Included w/Power Door Locks
Ford Co-Pilot360 - Autolamp Auto On/Off Reflector Led Low/High Beam Daytime Running Lights Preference Setting Headlamps w/Delay-Off
Cargo Lamp w/High Mount Stop Light
Radio w/Seek-Scan, Speed Compensated Volume Control and Radio Data System
Radio: AM/FM Stereo w/6 Speakers
SYNC 4 -inc: 12" LCD capacitive touchscreen w/swipe capability, AppLink w/App catalog, 911 Assist, Apple CarPlay and Android Auto compatibility, digital owners manual and conversational voice command recognition
Fixed Antenna
2 LCD Monitors In The Front
Driver Seat
Passenger Seat
60-40 Folding Split-Bench Front Facing Fold-Up Cushion Rear Seat
Manual Tilt/Telescoping Steering Column
Gauges -inc: Speedometer, Odometer, Voltmeter, Oil Pressure, Engine Coolant Temp, Tachometer, Transmission Fluid Temp, Engine Hour Meter and Trip Odometer
Power Rear Windows
FordPass Connect 5G Mobile Hotspot Internet Access
Front Cupholder
Rear Cupholder
Compass
Cruise Control w/Steering Wheel Controls
Manual Air Conditioning
HVAC -inc: Underseat Ducts
Glove Box
HD Police-Grade Cloth 40/Blank/40 Front-Seats -inc: reduced bolsters, 8-way power driver/manual passenger, built-in steel intrusion plates in both front-seatbacks, center-section deleted (restraint control module cover provided) and vinyl rear bench
Interior Trim -inc: Cabback Insulator and Chrome Interior Accents
Full Cloth Headliner
Urethane Gear Shifter Material
Day-Night Rearview Mirror

Passenger Visor Vanity Mirror
Mini Overhead Console w/Storage and 2 12V DC Power Outlets
Fade-To-Off Interior Lighting
Full Vinyl/Rubber Floor Covering
Cab Mounted Cargo Lights
Fleet Telematics Modem Tracker System
Instrument Panel Bin, Dashboard Storage, Interior Concealed Storage, Driver / Passenger And Rear Door Bins
Power 1st Row Windows w/Driver And Passenger 1-Touch Up/Down
Delayed Accessory Power
Power Door Locks w/Autolock Feature
Redundant Digital Speedometer
Outside Temp Gauge
Analog Appearance
Seats w/Cloth Back Material
Manual Adjustable Front Head Restraints and Manual Adjustable Rear Head Restraints
Perimeter Alarm
2 12V DC Power Outlets
Air Filtration
AdvanceTrac w/Roll Stability Control Electronic Stability Control (ESC) And Roll Stability Control (RSC)
ABS And Driveline Traction Control
Side Impact Beams
Dual Stage Driver And Passenger Seat-Mounted Side Airbags
Reverse Sensing System Rear Parking Sensors
BLIS with Trailer Tow Coverage Blind Spot
Automatic Emergency Braking
Ford Co-Pilot360 - Reverse Brake Assist
Ford Co-Pilot360 - Lane-Keeping Assist Lane Keeping Assist
Ford Co-Pilot360 - Lane-Keeping Assist Lane Departure Warning
Collision Mitigation-Front
Tire Specific Low Tire Pressure Warning
Dual Stage Driver And Passenger Front Airbags
Safety Canopy System Curtain 1st And 2nd Row Airbags
Airbag Occupancy Sensor
Rear Child Safety Locks
Outboard Front Lap And Shoulder Safety Belts -inc: Rear Center 3 Point, Height Adjusters and Pretensioners
Ford Co-Pilot360 - Reverse Camera Back-Up Camera

**Missoula County Airport Authority
Agenda Action Sheet**

Meeting Date: September 30, 2025

1. **TITLE:** Purchase of Axon Body and Vehicle Cameras

ACTION ITEM

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

3. **TIME REQUIRED:** 5 Minutes

4. **BACKGROUND INFORMATION:** MCAA's Procurement Policy, approved by the Missoula County Airport Board in November 2019, permits staff to procure goods through cooperative purchasing groups, such as (Sourcewell). In July 2024, the MCAA Board approved an initial purchase of two Axon Body and one Vehicle camera for two new officers. The Public Safety Department evaluated the functionality of the equipment and is requesting to switch our remaining cameras to AXON. The existing Motorola/Watchguard camera system is due for a major upgrade if we continue with that system. This purchase covers cameras for our remaining 11 officers and three additional vehicles. This is a four-year agreement to coincide with the end date of the existing five-year agreement previously executed with Axon. The total Sourcewell purchase price for all cameras is \$57,662.75 with annual payments of \$14,415.70 made over a 4-year period.

5. **BUDGET INFORMATION:** Amount Required: \$57,662.75 total cost over 4-year period.
Budget amount available: \$14,415.70/yearly (Budgeted FY26)

6. **SUPPLEMENTAL AGENDA INFORMATION:**

7. **RECOMMENDED MOTION:** Move to approve the purchase of additional Axon cameras not to exceed the amount of \$57,662.75

8. **PREPARED BY:** Justin Shaffer

9. **COMMITTEE REVIEW:** None.



Axon Enterprise, Inc.
17800 N 85th St
Scottsdale, Arizona 85255
United States
VAT: 86-0741227
Domestic:(800) 978-2737
International: +1.800.978.2737

Q-755535-45926SB

Issued: 09/26/2025

Quote Expiration: 09/30/2025

Estimated Contract Start Date: 12/01/2025

Account Number: 129972

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Missoula Airport Police Dept. - MT 5225 W Broadway St Missoula, MT 59808-9385 USA	Missoula Airport Police Dept. - MT 5100-5199 US HIGHWAY 10 W MISSOULA MT 59808-9362 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Spencer Brachman Phone: Email: sbrachman@axon.com Fax:	Justin Shaffer Phone: 4063700325 Email: jjshaffer@flymissoula.com Fax:

Quote Summary

Program Length	47 Months
TOTAL COST	\$23,399.42
ESTIMATED TOTAL W/ TAX	\$23,399.42

Discount Summary

Average Savings Per Year	\$8,156.08
TOTAL SAVINGS	\$31,944.66

Payment Summary

Date	Subtotal	Tax	Total
Nov 2025	\$5,849.84	\$0.00	\$5,849.84
Nov 2026	\$5,849.86	\$0.00	\$5,849.86
Nov 2027	\$5,849.86	\$0.00	\$5,849.86
Nov 2028	\$5,849.86	\$0.00	\$5,849.86
Total	\$23,399.42	\$0.00	\$23,399.42

Quote Unbundled Price:\$55,350.02

Quote List Price:\$26,894.34

Quote Subtotal:\$23,399.42

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
B00047	BUNDLE - AXON BODY CAMERA STARTER BUNDLE	11	47	\$107.06	\$52.02	\$45.26	\$23,399.42	\$0.00	\$23,399.42
Total							\$23,399.42	\$0.00	\$23,399.42

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	11	1	11/01/2025
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	100206	AXON BODY 4 - 8 BAY DOCK	2	1	11/01/2025
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	13	1	11/01/2025
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	11507	AXON BODY - MOUNT - RAPIDLOCK SINGLE MOLLE	13	1	11/01/2025
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	2	1	11/01/2025
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	2	1	11/01/2025
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	73309	AXON BODY - TAP REFRESH 1 - CAMERA	11	1	05/01/2028
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	73689	AXON BODY - TAP REFRESH 1 - DOCK MULTI BAY	2	1	05/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	11	12/01/2025	10/31/2029
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	11	12/01/2025	10/31/2029

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	80464	AXON BODY - TAP WARRANTY - CAMERA	11	11/01/2026	10/31/2029
BUNDLE - AXON BODY CAMERA STARTER BUNDLE	80465	AXON BODY - TAP WARRANTY - MULTI BAY DOCK	2	11/01/2026	10/31/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	5225 W Broadway St	Missoula	MT	59808-9385	USA

Payment Details

Nov 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	B00047	BUNDLE - AXON BODY CAMERA STARTER BUNDLE	11	\$5,849.84	\$0.00	\$5,849.84
Total				\$5,849.84	\$0.00	\$5,849.84
Nov 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	B00047	BUNDLE - AXON BODY CAMERA STARTER BUNDLE	11	\$5,849.86	\$0.00	\$5,849.86
Total				\$5,849.86	\$0.00	\$5,849.86
Nov 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	B00047	BUNDLE - AXON BODY CAMERA STARTER BUNDLE	11	\$5,849.86	\$0.00	\$5,849.86
Total				\$5,849.86	\$0.00	\$5,849.86
Nov 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	B00047	BUNDLE - AXON BODY CAMERA STARTER BUNDLE	11	\$5,849.86	\$0.00	\$5,849.86
Total				\$5,849.86	\$0.00	\$5,849.86

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Contract Sourcwell #101223-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature

Date Signed

9/26/2025





Axon Enterprise, Inc.
17800 N 85th St
Scottsdale, Arizona 85255
United States
VAT: 86-0741227
Domestic:(800) 978-2737
International: +1.800.978.2737

Q-755537-45926SB

Issued: 09/26/2025

Quote Expiration: 09/30/2025

Estimated Contract Start Date: 12/01/2025

Account Number: 129972

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Missoula Airport Police Dept. - MT 5225 W Broadway St Missoula, MT 59808-9385 USA	Missoula Airport Police Dept. - MT 5100-5199 US HIGHWAY 10 W MISSOULA MT 59808-9362 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Spencer Brachman Phone: Email: sbrachman@axon.com Fax:	Justin Shaffer Phone: 4063700325 Email: jishaffer@flymissoula.com Fax:

Quote Summary

Program Length	47 Months
TOTAL COST	\$34,263.33
ESTIMATED TOTAL W/ TAX	\$34,263.33

Discount Summary

Average Savings Per Year	\$5,128.30
TOTAL SAVINGS	\$20,085.84

Payment Summary

Date	Subtotal	Tax	Total
Nov 2025	\$8,565.84	\$0.00	\$8,565.84
Nov 2026	\$8,565.83	\$0.00	\$8,565.83
Nov 2027	\$8,565.83	\$0.00	\$8,565.83
Nov 2028	\$8,565.83	\$0.00	\$8,565.83
Total	\$34,263.33	\$0.00	\$34,263.33

Quote Unbundled Price:\$54,345.96

Quote List Price:\$39,987.93

Quote Subtotal:\$34,263.33

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	39	1		\$108.00	\$108.00	\$4,212.00	\$0.00	\$4,212.00
Fleet3A	Fleet 3 Advanced	3	47	\$355.56	\$253.73	\$213.13	\$30,051.33	\$0.00	\$30,051.33
Total							\$34,263.33	\$0.00	\$34,263.33

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Advanced	101675	AXON FLEET - ERICSSON CRADLEPOINT R980-5GD-A+5YR NETCLOUD	3	1	11/01/2025
Fleet 3 Advanced	101924	AXON FLEET - TAOGLAS ANT - 7-IN-1 4CELL 2WIFI 1GNSS INT	3	1	11/01/2025
Fleet 3 Advanced	70112	AXON SIGNAL - VEHICLE	3	1	11/01/2025
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	3	1	11/01/2025
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	3	1	10/31/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	3	12/01/2025	10/31/2029
Fleet 3 Advanced	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	3	12/01/2025	10/31/2029
Fleet 3 Advanced	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	3	12/01/2025	10/31/2029
Fleet 3 Advanced	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	6	12/01/2025	10/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	100738	AXON FLEET 3 - SIM INSERTION - VZW 4FF	3
Fleet 3 Advanced	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	3

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	3	11/01/2026	10/31/2029
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	3	11/01/2026	10/31/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	5225 W Broadway St	Missoula	MT	59808-9385	USA

Payment Details

Nov 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	39	\$1,053.00	\$0.00	\$1,053.00
Year 1	Fleet3A	Fleet 3 Advanced	3	\$7,512.84	\$0.00	\$7,512.84
Total				\$8,565.84	\$0.00	\$8,565.84
Nov 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	39	\$1,053.00	\$0.00	\$1,053.00
Year 2	Fleet3A	Fleet 3 Advanced	3	\$7,512.83	\$0.00	\$7,512.83
Total				\$8,565.83	\$0.00	\$8,565.83
Nov 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	39	\$1,053.00	\$0.00	\$1,053.00
Year 3	Fleet3A	Fleet 3 Advanced	3	\$7,512.83	\$0.00	\$7,512.83
Total				\$8,565.83	\$0.00	\$8,565.83
Nov 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	39	\$1,053.00	\$0.00	\$1,053.00
Year 4	Fleet3A	Fleet 3 Advanced	3	\$7,512.83	\$0.00	\$7,512.83
Total				\$8,565.83	\$0.00	\$8,565.83

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Contract Sourcwell #101223-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature

Date Signed

9/26/2025



**Missoula County Airport Authority
Agenda Action Sheet**

Meeting Date: September 30, 2025

1. **TITLE:** Aircraft Rescue Fire Fighting (ARFF) Fire Trainer

Review, discussion, and possible approval of contract with 139 Fire for use of an Aircraft Rescue Fire Fighting (ARFF) fire trainer **ACTION ITEM**

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

3. **TIME REQUIRED:** 5 Minutes

4. **BACKGROUND INFORMATION:** To satisfy FAA requirements, every three years the Missoula Montana Airport is required to host a full-scale exercise simulating an aircraft disaster at the airport. These drills incorporate a mutual aid response from multiple first response agencies per the Airport Emergency Plan (AEP). Upon completion of the drill, the airport and responding agencies will conduct a debrief to evaluate the response and discuss whether modifications to procedures are required.

In addition to participating in the full-scale exercise, the airport is also required to provide annual live fire training for Public Safety. Typically, this training is provided offsite (Dallas or Helena) with large costs associated for travel and shift coverage. As part of the 2020 and 2023 full scale exercises, the airport incorporated a “Fire Trainer” or “Burn Prop” provided by 139 Fire to simulate an aircraft fire. This trainer increases the realism and overall participation of the drill as first responders are dealing with an aircraft-like structure, can be drilled on multiple scenarios and run multiple cycles through the trainer. By utilizing an on-site fire trainer, staff are also able to use our own fire equipment and vehicles, and staff do not need to travel out of state in 2025 for training.

5. **BUDGET INFORMATION:** Amount Required: \$25,595
Budget amount available: \$25,595

6. **SUPPLEMENTAL AGENDA INFORMATION:** 139 Fire Quote for Equipment Lease

7. **RECOMMENDED MOTION:** Move to accept the quote from 139 Fire to lease an Aircraft Rescue Fire Fighting Fire Trainer in the amount of \$25,595

8. **PREPARED BY:** Tim Damrow

9. **COMMITTEE REVIEW:** None.



Quote/Contract

From: Mobile Fire LLC (DBA: 139 Fire)
P.O. Box 364
Carlton, MN 55718
(218) 341-7902

CONTRACT #: 2451
DATE: 05/29/2025

TO: MISSOULA AIRPORT
5225 W. Broadway St.
Missoula, MT 59808

For: FAA PART 139 Classroom & Live Burn

DESCRIPTION	AMOUNT
<p>Provide live fire equipment to meet all requirements outlined in FAR Part 139 Live Fire ARFF training.</p> <p>Training will consist of FAA Classroom Course & Daily Live Burns to meet FAR 139 requirements. AHJ (authority having jurisdiction) to provide ARFF Trucks, Water Suppression, and propane refills.</p> <p>Training dates: April 28 – May 2, 2026.</p> <p>Live Fire Certificates will be issued upon completion to each individual student and a FAA Approved Daily Training Reports issued to AHJ.</p>	<p>FAR Part 139 Annual Live Fire Training:</p> <p>\$25,595.00 (plus propane)</p>
TOTAL:	\$25,595.00

If you have any questions concerning this Quote, contact: Regen Place (406) 579-2809 owner@139fire.com

Signature: _____ Date: _____
Chief Justin Shaffer, Fire Chief, Missoula Montana Airport

Signature:  Date: 05/29/2025
Regen Place, Owner, 139 Fire

Missoula County Airport Authority

Agenda Action Sheet

Meeting Date: September 30, 2025

1. **TITLE:** Airport Director Compensation
Review and discussion of Airport Director Compensation

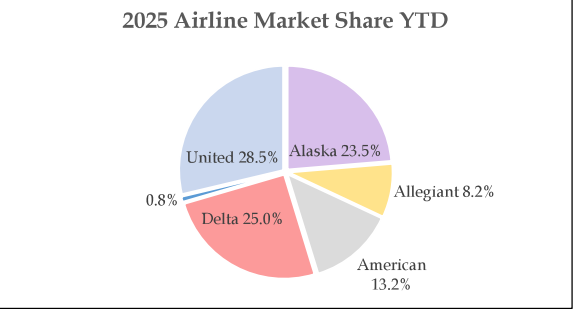
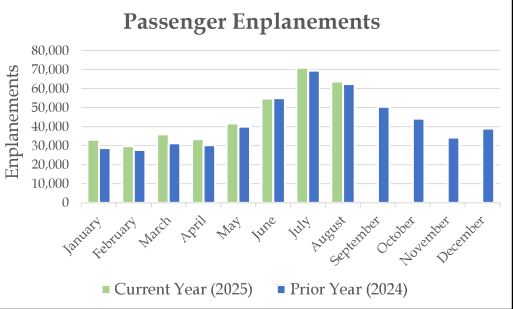
ACTION ITEM
2. **AGENDA CATEGORY:** (Please highlight)
UNFINISHED BUSINESS **NEW BUSINESS** COMMITTEE REPORTS
INFORMATION/DISCUSSION ITEM
3. **TIME REQUIRED:** 5 Minutes
4. **BACKGROUND INFORMATION:** Brian Ellestad was appointed as Acting Airport Director effective March 15, 2021, and hired as Airport Director on September 6, 2021. Staff programmed a 3% raise for Brian in the Fiscal Year 2026 budget. Staff recommend an effective date of September 29, 2025, as this is the first day of the pay period
5. **BUDGET INFORMATION:** Amount required: TBD
Budget amount available: \$6,410
6. **SUPPLEMENTAL AGENDA INFORMATION:** Board performance evaluations.
7. **RECOMMENDED MOTION:** Move to increase the Airport Director's base wage ___%, effective September 29, 2025.
8. **PREPARED BY:** Nikki Munro
9. **COMMITTEE REVIEW:** None

Summary

- Strong enplanement growth with relatively flat seat capacity, +3.9% Y/Y in August
- Record total passengers in August (63,677)
- July 2025 was busiest month on record for the airport

Air Service Highlights

- Seasonal routes began suspension mid-August
- United continues to lead Delta for MSO market share
- Please reach out with any comments or changes to improve our report going forward!



Tower Operations	Ops Type	January	February	March	April	May	June	July	August	September	October	November	December	Total	Y/Y	
	Air Carrier	657	588	699	696	746	1084	1219	1205	0	0	0	0	6,894	5%	
	Air Taxi	367	357	404	459	518	584	633	567	0	0	0	0	3,889	-12%	
	GA	797	674	1175	1629	2033	2135	2852	3209	0	0	0	0	14,504	16%	
	Military	17	68	44	71	12	49	19	28	0	0	0	0	308	-36%	
	Civil	574	739	887	1029	908	765	897	645	0	0	0	0	6,444	-15%	
	Total	2025	2,412	2,426	3,209	3,884	4,217	4,617	5,620	5,654	0	0	0	0	32,039	2%
		2024	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	
Enplaned Passengers	Airlines	January	February	March	April	May	June	July	August	September	October	November	December	Total	Y/Y	
	Alaska	8,761	7,894	9,112	8,891	11,092	12,051	13,973	13,611	0	0	0	0	85,385	26%	
	Allegiant	2,857	2,676	4,422	2,961	3,241	4,249	5,283	4,114	0	0	0	0	29,803	3%	
	American	2,523	1,851	2,122	1,993	3,931	9,761	14,675	11,133	0	0	0	0	47,989	7%	
	Delta	9,033	8,450	9,990	9,996	11,276	12,691	15,352	14,116	0	0	0	0	90,904	1%	
	Frontier	0	0	0	0	66	1,008	1,026	764	0	0	0	0	2,864		
	Sun Country	0	0	0	0	0	218	1,091	899	0	0	0	0	2,208		
	United	9,531	8,907	10,276	9,540	12,036	14,821	19,397	19,040	0	0	0	0	103,548	4%	
	Charters	274	0	153	0	64	0	0	0	0	0	0	0	491	-65%	
	Total	2025	32,979	29,778	36,075	33,381	41,706	54,799	70,797	63,677	0	0	0	0	363,192	5%
		2024	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	
	LF	2025	79.1%	81.0%	84.1%	78.8%	79.3%	74.1%	83.5%	81.7%					80.2%	
	2024	89.8%	87.0%	84.4%	80.7%	75.1%	71.7%	82.6%	84.2%	87.7%	83.4%	80.3%	86.6%	82.1%		
Deplaned Passengers	Airlines	January	February	March	April	May	June	July	August	September	October	November	December	Total	Y/Y	
	Alaska	8,446	8,079	9,478	9,402	11,420	12,924	13,798	13,253	0	0	0	0	86,800	25%	
	Allegiant	2,822	2,477	4,287	3,304	3,515	5,054	5,323	3,935	0	0	0	0	30,717	5%	
	American	2,276	1,809	2,075	1,770	4,266	10,821	14,417	10,211	0	0	0	0	47,645	8%	
	Delta	8,286	8,171	9,773	9,759	11,460	13,570	14,524	12,947	0	0	0	0	88,490	0%	
	Frontier	0	0	0	0	111	1,017	1,119	663	0	0	0	0	2,910		
	Sun Country	0	0	0	0	0	281	1,099	747	0	0	0	0	2,127		
	United	9,397	9,075	10,013	10,120	12,984	16,157	19,527	17,889	0	0	0	0	105,162	5%	
	Charters	0	0	153	0	64	0	0	0	0	0	0	0	217	-85%	
	Total	2025	31,227	29,611	35,779	34,355	43,820	59,824	69,807	59,645	0	0	0	0	364,068	5%
		2024	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	
	Total Pax	2025	64,206	59,389	71,854	67,736	85,526	114,623	140,604	123,322	0	0	0	0	727,260	5%
	2024	55,815	54,713	62,833	60,659	82,746	114,435	136,723	122,906	97,763	86,409	68,284	78,070	1,021,356		
T12M			870,274													
Legend:																

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