ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

November 21, 2024

AGENDA

General:

1. **Chairman's Remarks**
2. **Approval of Minutes**

   Regular Meeting – October 15, 2024
3. **Communications and Report of Chief Executive Officer**

Reports:

4. **Chief Operating Officer**
5. **Chief Financial Officer**
6. **Project Development**
7. **Counsel**
8. **Concessions/Ambassador Program**
9. **Public Affairs**

Action Items:

10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

10.1 Lease: Lease No. L-1217: 22 Jetway Drive – Office Space with CommuteAir, LLC d/b/a CommuteAir

10.2 Service Contract: Contract No. SC-1201 HVAC Services BPI Piping, Inc. & Eckert Mechanical

10.3 Purchase Order: 2024 Dulevo 850 Sweeper Guthrie Sales & Service

10.4 Purchase Order: Purchase of one (1) 2024 Chevrolet Tahoe 4WD G & H Auto Group DBA Mohawk Chevrolet, 639 State Route 67 Ballston Spa, NY 12020-3707

10.5 Purchase Order: Contract No. 1204 Deicing Products for Runways, Taxiways & Ramps Nachurs Alpine Solutions for Items #2 & #4 New Deal Deicing for Item #3

10.6 Contract No. SC-1203 - Plumbing Services BPI Piping, Inc. & Eckert Mechanical

10.7 Purchase Order: Contract No. SC-1212: Cable & Telecommunication Technician Adirondack Cabling, Inc.

10.8 Issue Purchase Order for Purchase and Installation of Siemens APOGEE Migration, HVAC Control software for the Terminal.

10.9 Issue Purchase Order for Geothermal Test Bore and Thermal Conductivity Test to Aztech Geothermal, LLC.

10.10 Service Contract: Authorization of CY 25 United States Department of Agriculture (USDA) Wildlife Hazard Mitigation Services contract

11. Authorization of Change Orders

11.1 Authorization for Change Order #1 to Construction Contract 1145-GC for Million Air Roof to Titan Roofing, Inc.

12. Authorization of Federal and State Grants - None

13. Informational Only

14. Adoption of Budget 2025 in the amount of $191,387,342 (includes $117,188,206 of Contributed Capital) and authorization to transfer $102,354 from the Authority to the Albany County Airport Authority OPEB Trust.

Old Business:

New Business:

Executive Session - Attorney-Client Privilege Matters

ES-1 – Matter Involving a Particular Individual(s)

ES-2 – Matter Involving a Particular Corporation(s)

AGENDA ITEM NO. 1

Chairman's Remarks

AGENDA ITEM NO. 2

Approval of Minutes

Minutes of the Regular Meeting of the Albany County Airport Authority

October 15, 2024

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on Monday October 15, 2024 @ 9:00 a.m. in the third floor conference room at the Albany International Airport by Chairman Samuel A. Fresina with the following present:

MEMBERS PRESENT

Samuel A. Fresina
Kevin R. Hicks, Sr.
Steven H. Heider
Thomas A. Nardacci
Sari M. O'Connor
Janet M. Thayer

MEMBERS ABSENT

John-Raphael Pichardo

STAFF

Peter F. Stuto, Acting Chief Executive Officer
John A. O'Donnell, Chief Operating Officer
Christine C. Quinn
Michael F. Zonsius
Connor Haskin
Liz Charland
Margaret Herrmann
John LaClair
Matt Mokey
Helen Chadderdon
Jenn Munger
Kathy Greenwood

ATTENDEES

Dennis A. Feeney, Majority Leader
Todd Pennington, Airport Manager, AvPorts
Carmiena Brooks, Assistant Airport Manager, AvPorts
Steven Smith, Communications Director, AvPorts
Katie Mahoney, Parking Manager, AvPorts
Kevin Hehir, Building Maintenance Manager
Ray Camilli, AvPorts
Jim O'Brien, AvPorts Operations
Jeff Lovell, Managing Director Park Strategies, LLC
Brian King, Manager Million Air
Kevin Butterfield, Albany County Communications
Michael Lalli, Albany County

John DelBalso, CHA
Andrew Mangini, The Martin Group
Chief Dorsey AvPorts
Arturo Garcia, AvPorts
Andrew King, AvPorts
Jorge Roberts, AvPorts
Steve Hughes, Times Union
Rich Amadon, CHA

Chair Fresina noted that there was a quorum.

General:

1. **Chairman's Remarks**

2. **Approval of Minutes**

Ms. O'Connor moved to approve the minutes of A September 16, 2024 meeting. The motion was adopted unanimously.

Management Reports:

3. **Communications and Report of Chief Executive Officer**

Mr. Stuto presented a Communications and Chief Executive Officer's Report for the month of October 2024 – (Power Point attached.)

4. **Chief Operating Officer**

Mr. O'Donnell presented the Chief Operating Officer's report for the month of October 2024 – (Power Point attached.)

- Terminal Road Access Improvement
- Terminal Expansion and Concourse A – Schedule Review

Ms. Greenwood presented on the following:

- Children Plan Area Art Presentation – Kathy Greenwood
- Furniture Presentation – Kathy Greenwood

5. **Chief Financial Officer Report**

Mr. Zonsius presented the Financial Report for the month of October 2024. (Power Point attached.)

6. **Project Development**

Mr. LaClair presented the Project Development report for the month of October 2024.

(Power Point attached.)

7. Counsel

8. Concessions/Ambassador Program

Ms. Chadderdon presented the Concessions/Ambassador report for the month of October 2024.

9. Public Affairs

Mr. Smith presented a Public Affairs report for the month of October 2024. (Power Point attached.)

10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

10.1 Approve Operating Permit with PrimeFlight Aviation Services, Inc. to provide Deicing Services to American Airlines, Inc.

Mr. Zonsius recommended authorization to enter into an Operating Permit with PrimeFlight Aviation Services, Inc. to provide Deicing Services to American Airlines, Inc. He advised PrimeFlight Aviation Services, Inc. has contracted with American Airlines, Inc. (American), to provide deicing services to American at Albany International Airport. The operating permit will expire at the earliest of December 31, 2026, PrimeFlight's agreement with American or American's agreement with the Authority. The agreement may also be extended beginning the first day of January 2027. The permit requires payment to the Authority of five (5) percent of all PrimeFlight's gross revenue generated from American at the Airport along with other appropriate terms and conditions that include but are not limited to insurance, indemnification, contract assignment, and reporting obligations under the Agreement.

Mr. Heider moved to authorize the Authority to enter into an Operating Permit with PrimeFlight Aviation Services, Inc. to provide Deicing Services to American Airlines, Inc. The motion was adopted unanimously.

10.2 Authorization for an Amendment to the Airport Management Services Agreement between the Albany County Airport Authority and Avports ALB, LLC Contract No. 22-1120-AM

Ms. Quinn recommended authorization to approve an Amendment to the Airport Management Services Agreement between the Albany County Airport Authority and Avports ALB, LLC Contract No. 22-1120-AM . She advised the authorization is requested for an Amendment to the Airport Management Services Agreement between the Albany County Airport Authority and AvPorts ALB LLC. The Agreement currently provides that the Authority shall give Contractor at least sixty (60) days' notice that it does not wish to exercise the First Extension Term prior to the expiration of the initial term (December 31, 2024). The amendment will provide that the end of the Initial Term is extended from December 31, 2024 until September 30, 2025. The AUTHORITY shall

provide notice on or before June 30, 2025 of its intent not to renew the CONTRACT. From the date of execution of this Amendment the parties shall negotiate in good faith the terms of a Performance Management Framework.

Mr. Hicks moved to authorize an Amendment to the Airport Management Services Agreement between the Albany County Airport Authority and Avports ALB, LLC Contract No. 22-1120-AM The motion was adopted unanimously.

10.3 Authorization to make purchases using State of New York Contracts for Road Salt NYS State Contract Number Award: 23358 Contract Period Sep 20, 2024 – August 31, 2025 American Rock Salt LLC

Mr. Zonsious recommended authorization Authorization to make purchases using State of New York Contracts for Road Salt NYS State Contract Number Award: 23358 Contract Period Sep 20, 2024 – August 31, 2025 American Rock Salt LLC in the amount of $59,850 per year ($59.85/ton at estimated 1,000 tons). He advised New York State Office of General Services Procurement Services has conducted bidding for the above-mentioned contract. The awarded vendor has agreed to offer the Airport the same terms and conditions of these contracts. Contract pricing to the Airport Authority from the awarded NYS vendor on an annual basis.

Mr. Nardacci moved to approve purchases using State of New York Contracts for Road Salt NYS State Contract Number Award: 23358 Contract Period Sep 20, 2024 – August 31, 2025 American Rock Salt LLC The motion was adopted unanimously.

10.4 Award Amendment #1 to Contract: No. 1153-I Construction Inspection services for Pre-TSA Terminal Expansion with Creighton Manning Engineering, LLP.

Mr. LaClair recommended authorization to award Amendment #1 to Professional Service Contract No. 1153-I Construction Inspection For Pre-TSA Terminal Expansion with Creighton Manning Engineering, LLP. in the amount of $374,275.74. He advised Authorization is requested to amend the Professional Services Contract 1153-I Construction Inspection Services programmed for the Pre-TSA Terminal Expansion and A-Concourse Rehabilitation in the amount of $374,275.74 to Creighton Manning Engineering, LLP of Albany, N.Y. This contract is for Construction Inspection (C.I.) for the project. The work will include onsite Construction Inspection of the structural steel installation, concrete slab installation, all ductwork installation, all special inspections required by NYS Code and weekly SWPPP reports to NYS DEC for the A-Concourse project.

Ms. O'Connor moved to approve the award of Amendment #1 to Professional Service Contract No. 1153-I Construction Inspection for Pre-TSA Terminal Expansion with Creighton Manning Engineering, LLP. in the amount of $374,275.74. The motion was adopted unanimously.

10.5 Purchase Order: Authorization for a Purchase Order (P.O.) to Greenman-Petersen, Inc. for Testing and Access escort.

Mr. LaClair recommended authorization to Award Authorization for a Purchase Order (P.O.) to Greenman-Petersen, Inc. for Testing and Access escort in the Not To Exceed amount of $75,000.

He advised Greenman-Petersen,Inc. (GPI) was already contracted to provide engineering inspections, both mechanical and electrical for project 21-1013 M, E & R (done previously). Before Collett (mech.) and Kasselman (elect.) were able to acquire all the new equipment and mobilize, the FAA changed their requirements for access to their facility, which left both contractors unable to access the building unescorted. GPI had several people that were badged before the requirement change for the roofing project done last year. GPI was asked to provide access escort for both contractors to expedite the project since they would also be doing the final testing and certification. Work was performed days, nights and weekends. ACAA is working with the FAA to be reimbursed for this additional cost.

Mr. Hicks moved to approve the award of Purchase Order (P.O.) to Greenman-Petersen, Inc. for Testing and Access escort in the Not To Exceed amount of $75,000. The motion was adopted unanimously.

10.6 Purchase Order: Authorization for a Purchase Order (P.O.) to Schnell Contracting Limited, LLC. For Emergency Caulk repairs for the North and South Garages.

Mr. LaClair recommended authorization to award Authorization a Purchase Order (P.O.) to Schnell Contracting Limited, LLC for Emergency Caulk repairs for the North and South Garages in the amount of $99,300. He advised the Purchase Order is for removal and replacement of sealant between T-beam joints to prevent water and sediment from passing through the joints on the top floor and damaging vehicles parked on the fourth floor. Previously this year a tri-annual inspection was performed Ryan Biggs Engineering which noted failed caulk joints. Unistress Precasting was contacted to look at the South garage and they referred ACAA to Schnell Contracting a company the recommended to make repairs. Schnell's proposal is to make the immediately needed repairs before winter sets in. Two other local contractors were called but neither could commit to getting the work done before winter. All work is quoted comparably to previous work done on the North Garage.

Mr. Heider moved to approve the award of a Purchase Order (P.O.) to Schnell Contracting Limited, LLC for Emergency Caulk repairs for the North and South Garages in the amount of $99,300. The motion was adopted unanimously.

10.7 Approval to enter into Contract No. S-1205 for Insurance Brokerage Services with Risk Strategies.

Mr. Zonsius recommended authorization to enter into Contract No. S-1205 for Insurance Brokerage Services with Risk Strategies in the amount of $60,000. He advised this is a one-year contract for Insurance Brokerage Services with Risk Strategies with the option to renew for two (2) additional one (1) year periods. The ACAA released a Request for Qualifications (RFQ) for Insurance Brokerage Services on September 5, 2024. A total of four (4) responses were received on September 26, 2024. A committee reviewed each of the responses and scored the same based on the criteria outlined in the RFQ with Risk Strategies receiving the highest score.

Ms. O'Connor moved to approve the Contract No. S-1205 for Insurance Brokerage Services with Risk Strategies in the amount of $60,000. The motion was adopted unanimously.

11 Authorization of Change Orders - None

11.1 Change Order 10: Authorization to Award Contract Change Order No. 10 to Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC.

Mr. LaClair recommended authorization to approve Change Order 10 to Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC. in the amount of $35,927.00. He advised Change Order No. 10 for Contract No. 21-1082-GC for the Pre-TSA Terminal Expansion is due to the discovery of additional staging needs discovered as demolition and construction progresses. Items such as two additional egress plans, additional fireproofing, a slab modification and additional column shoring to allow for foundation work valued at $273,508. Additionally there are several credits included in this Change Order valued at $237,581, all of which are associated with expenses the Contractor is reimbursing ACAA for. The credits are due to a micropile being driven through the Terminal septic line.
Mr. Heider moved to approve Change Order 10 to Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC. in the amount of $35,927.00. The motion was adopted unanimously.

12. Authorization of Federal and State Grants - None

13. Informational Only – None

14. 2024 Master Plan Adoption: Request for Board Adoption of the 2024 Airport Master Plan Update. TABLED

Mr. Nardacci moved to table the Request for Board Adoption of the 2024 Airport Master Plan Update The motion was adopted unanimously.

Old Business: None

New Business: None

Executive Session - Attorney-Client Privilege Matters

Chair Fresina made motion to go into executive session at 10:40 a.m. to discuss:

ES-1 – Employment history of a particular Individual(s).

ES-2 – Matter Involving a Particular Corporation(s).

There being no action taken on ES-1 or ES-2 and no further business, the meeting was adjourned at 12:38 p.m.

ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

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12. Authorization of Federal and State Grants

13. Informational Only – None

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Old Business:

New Business:

Executive Session - Attorney-Client Privilege Matters

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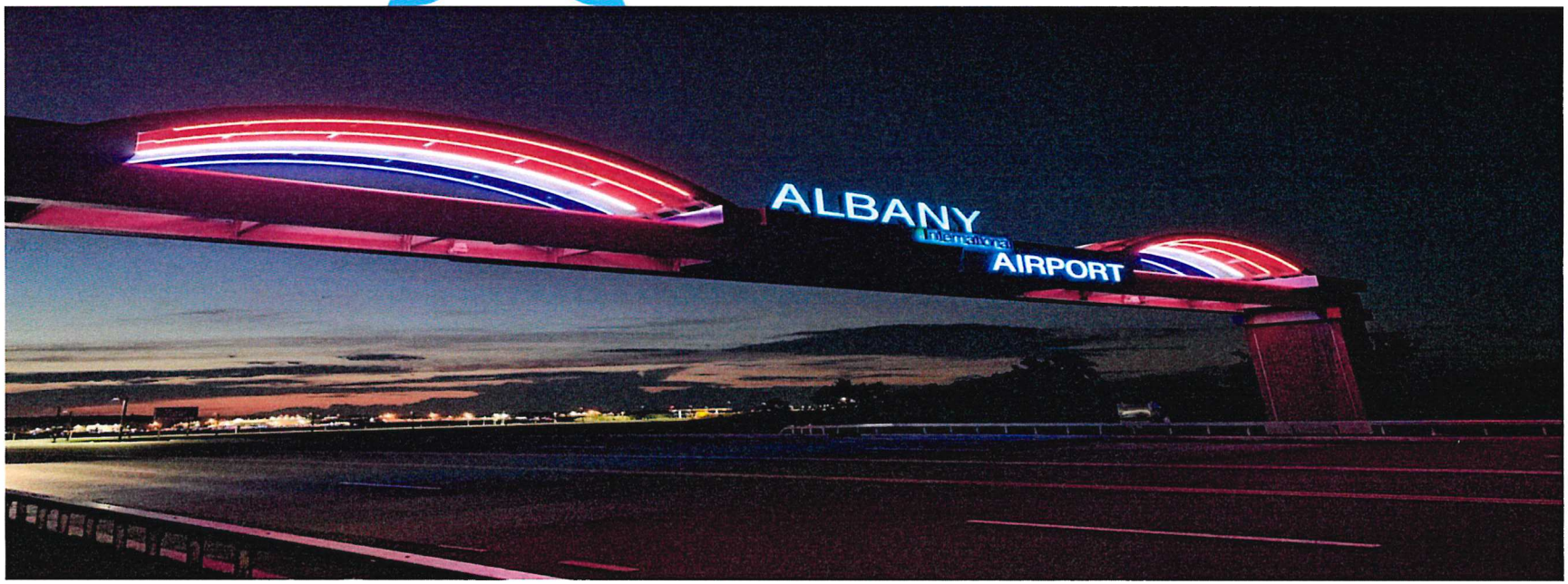
ES-2 - Matter Involving a Particular Corporation(s)

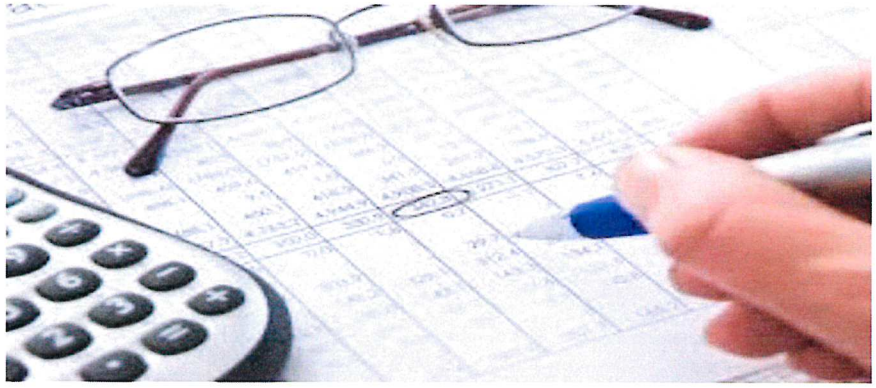
ALBANY
INTERNATIONAL AIRPORT



October 2024

ALBANY
INTERNATIONAL AIRPORT

CEO Report



COO Report

ALBANY
INTERNATIONAL AIRPORT

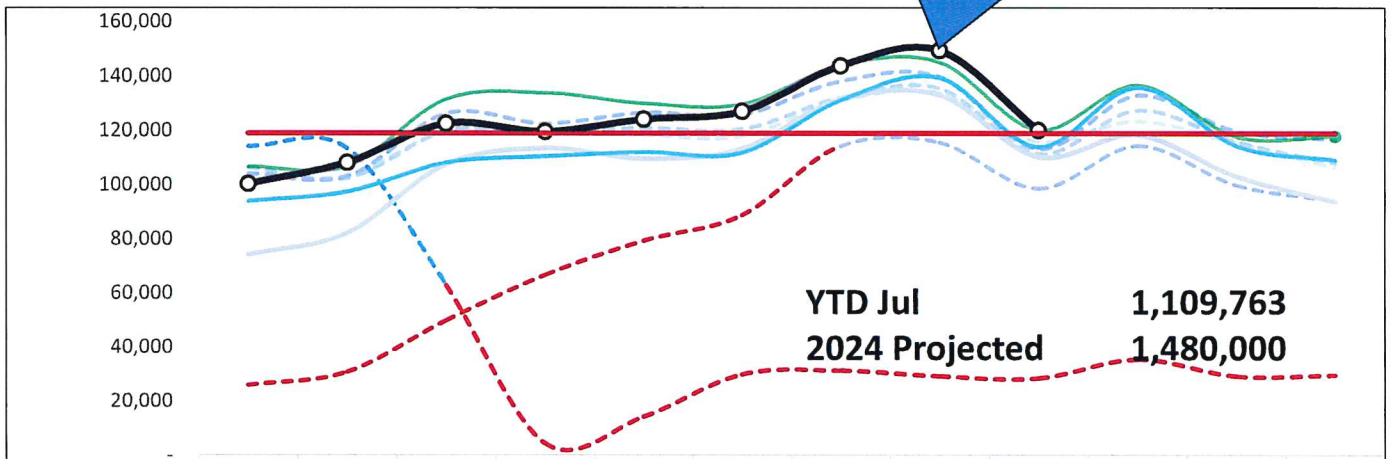
FINANCIAL REPORT

August 2024

October 15, 2024

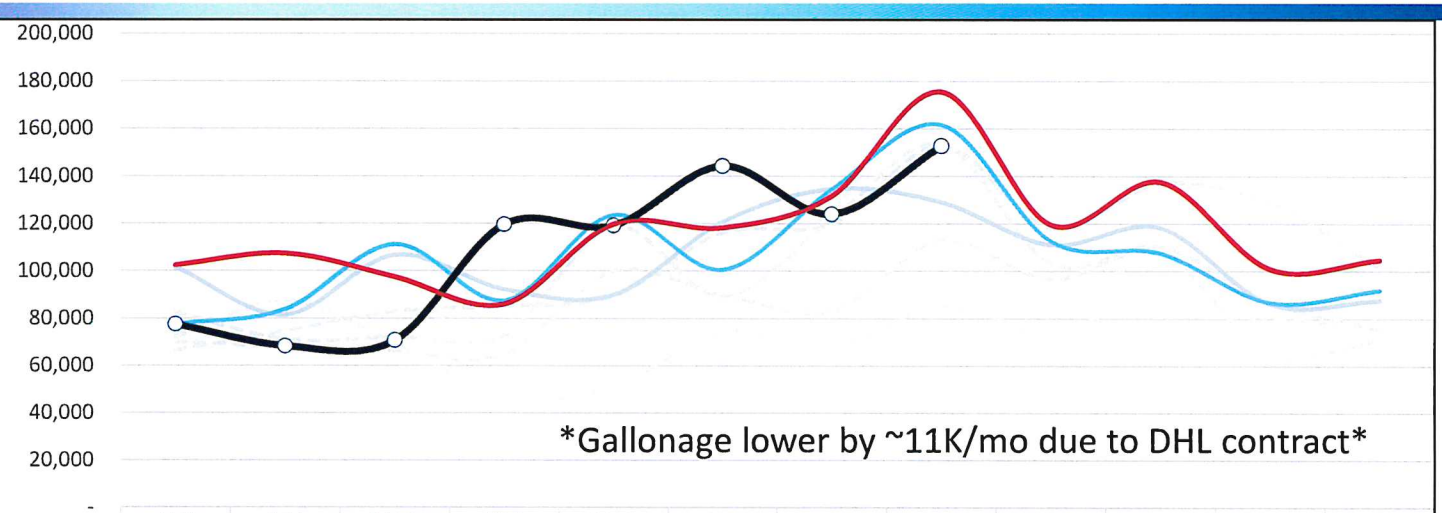
Monthly Enplanements

August Enplanements 149,279, highest month since Jul 2005



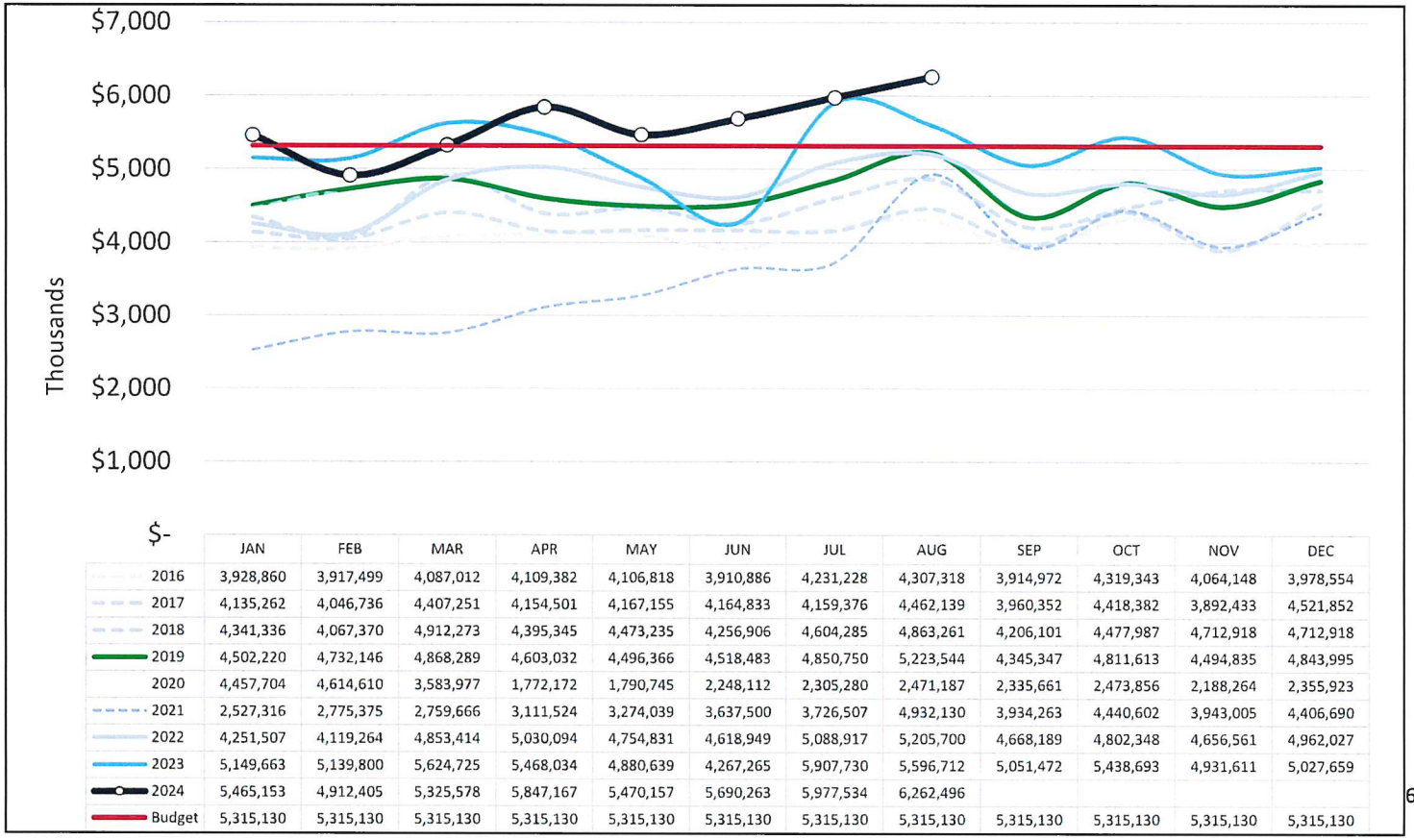
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual
2016	102,325	103,214	119,403	119,362	118,293	117,743	130,930	133,612	115,752	123,374	115,220	106,206	1,405,434
2017	106,168	102,255	119,677	119,423	120,665	120,316	131,916	135,306	111,208	127,281	115,758	107,862	1,417,835
2018	104,011	102,852	126,052	122,342	126,345	125,618	137,983	139,520	113,139	132,723	119,639	116,482	1,466,706
2019	106,622	106,760	131,398	133,722	129,868	129,585	143,957	144,967	120,058	136,558	117,662	117,812	1,518,969
2020	114,119	113,232	62,622	4,147	13,968	29,752	31,092	29,022	28,257	35,274	29,089	29,455	520,029
2021	25,665	30,538	49,504	66,433	79,125	88,614	114,106	115,469	98,456	114,335	99,723	93,971	975,939
2022	74,020	82,020	107,454	113,430	109,543	113,139	131,337	132,892	110,178	118,321	102,991	93,607	1,288,932
2023	93,882	97,311	108,087	110,378	111,996	111,736	131,035	139,302	113,844	135,785	114,293	108,990	1,376,639
2024	100,258	108,129	122,407	119,477	123,993	126,907	143,652	149,279	120,000				12 Mon 1,473,059
Budget 23	118,750	118,750	118,750	118,750	118,750	118,750	118,750	118,750	118,750	118,750	118,750	118,750	

Monthly Jet A FBO only (gallons)



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual
2017	70,070	67,820	66,129	65,069	99,920	89,950	83,365	113,131	96,413	107,989	65,483	70,963	996,302
2018	82,592	71,125	72,099	72,863	118,650	89,409	122,091	153,689	103,321	110,506	86,915	75,434	1,158,694
2019	83,336	98,665	87,742	72,253	92,728	105,222	125,728	180,994	88,182	108,828	77,083	96,319	1,217,080
2020	72,189	87,512	69,687	46,970	51,077	74,327	67,735	85,275	74,544	89,867	80,361	77,368	876,912
2021	66,418	74,760	83,068	85,089	89,502	116,254	119,897	153,167	118,495	137,138	129,076	101,518	1,274,382
2022	101,518	81,452	106,673	92,246	89,933	120,788	134,622	129,189	111,081	118,321	86,245	87,713	1,259,781
2023	77,542	83,838	111,179	87,510	123,625	100,510	134,510	161,565	112,720	107,592	86,800	92,030	1,279,421
2024	77,587	68,356	70,733	119,675	119,234	144,352	124,174	152,887					
Proj 2021	-												
Budget	102,177	107,232	97,391	85,903	119,626	118,144	131,528	175,401	119,556	137,511	100,868	104,664	

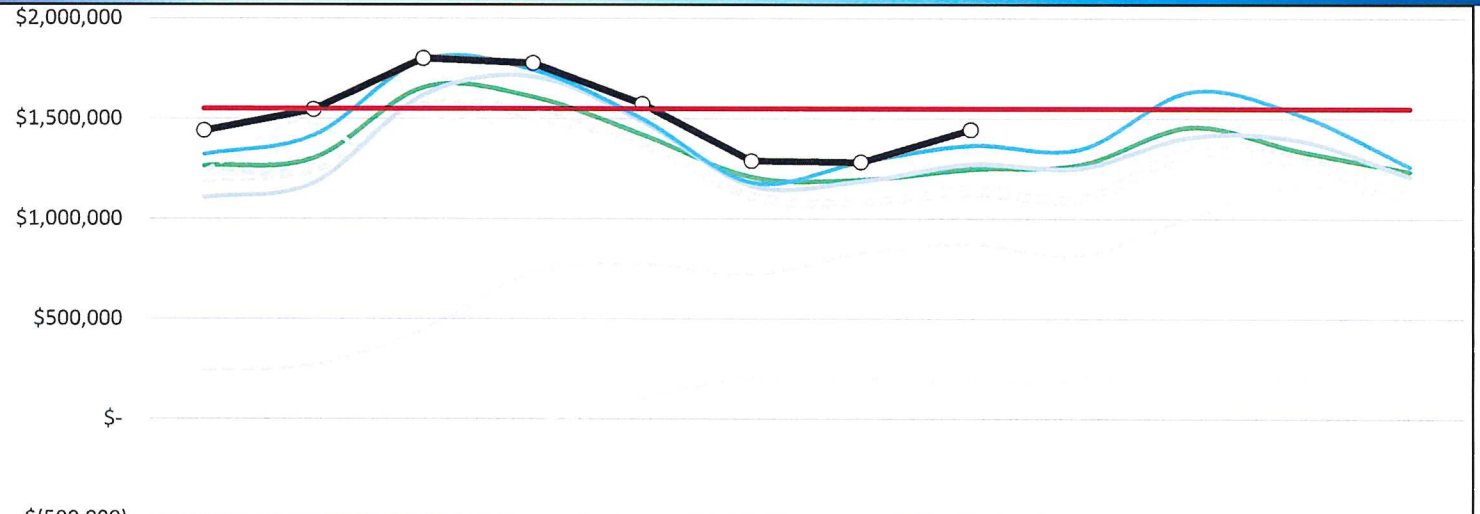
Operating Revenue (including FBO)



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual
2016	3,928,860	3,917,499	4,087,012	4,109,382	4,106,818	3,910,886	4,231,228	4,307,318	3,914,972	4,319,343	4,064,148	3,978,554	48,876,020
2017	4,135,262	4,046,736	4,407,251	4,154,501	4,167,155	4,164,833	4,159,376	4,462,139	3,960,352	4,418,382	3,892,433	4,521,852	50,490,272
2018	4,341,336	4,067,370	4,912,273	4,395,345	4,473,235	4,256,906	4,604,285	4,863,261	4,206,101	4,477,987	4,712,918	4,712,918	54,023,935
2019	4,502,220	4,732,146	4,868,289	4,603,032	4,496,366	4,518,483	4,850,750	5,223,544	4,345,347	4,811,613	4,494,835	4,843,995	56,290,620
2020	4,457,704	4,614,610	3,583,977	1,772,172	1,790,745	2,248,112	2,305,280	2,471,187	2,335,661	2,473,856	2,188,264	2,355,923	32,597,491
2021	2,527,316	2,775,375	2,759,666	3,111,524	3,274,039	3,637,500	3,726,507	4,932,130	3,934,263	4,440,602	3,943,005	4,406,690	43,468,617
2022	4,251,507	4,119,264	4,853,414	5,030,094	4,754,831	4,618,949	5,088,917	5,205,700	4,668,189	4,802,348	4,656,561	4,962,027	57,011,801
2023	5,149,663	5,139,800	5,624,725	5,468,034	4,880,639	4,267,265	5,907,730	5,596,712	5,051,472	5,438,693	4,931,611	5,027,659	62,484,003
2024	5,465,153	4,912,405	5,325,578	5,847,167	5,470,157	5,690,263	5,977,534	6,262,496					64,664,600*
Budget	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	5,315,130	

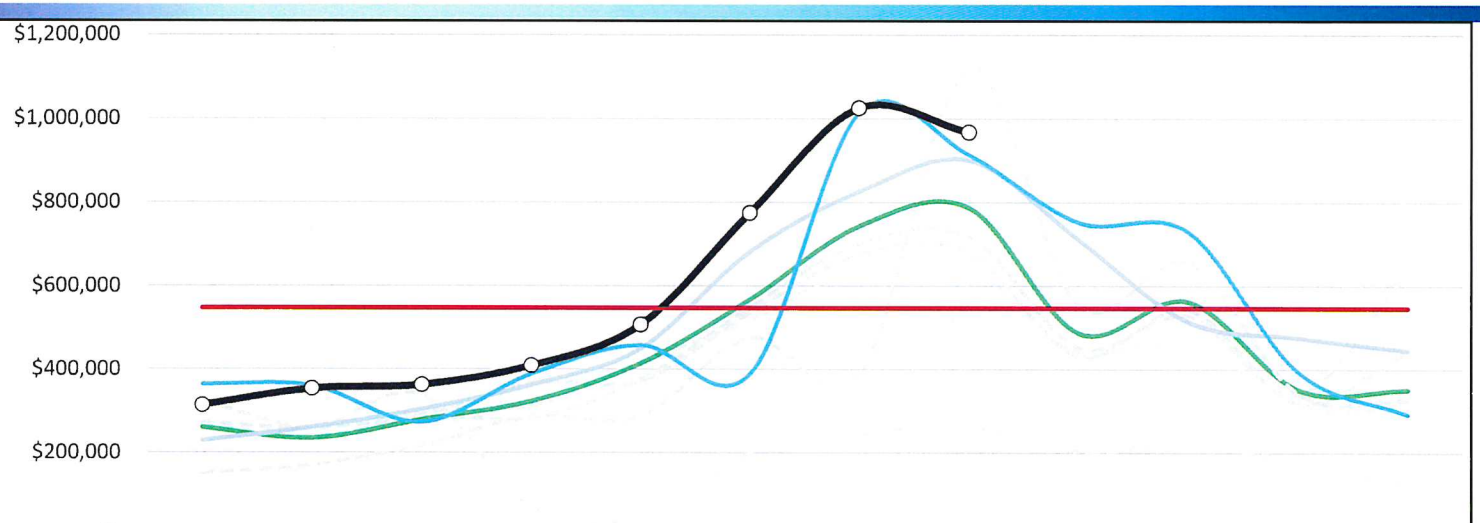
* 12 month running total

Parking Revenues



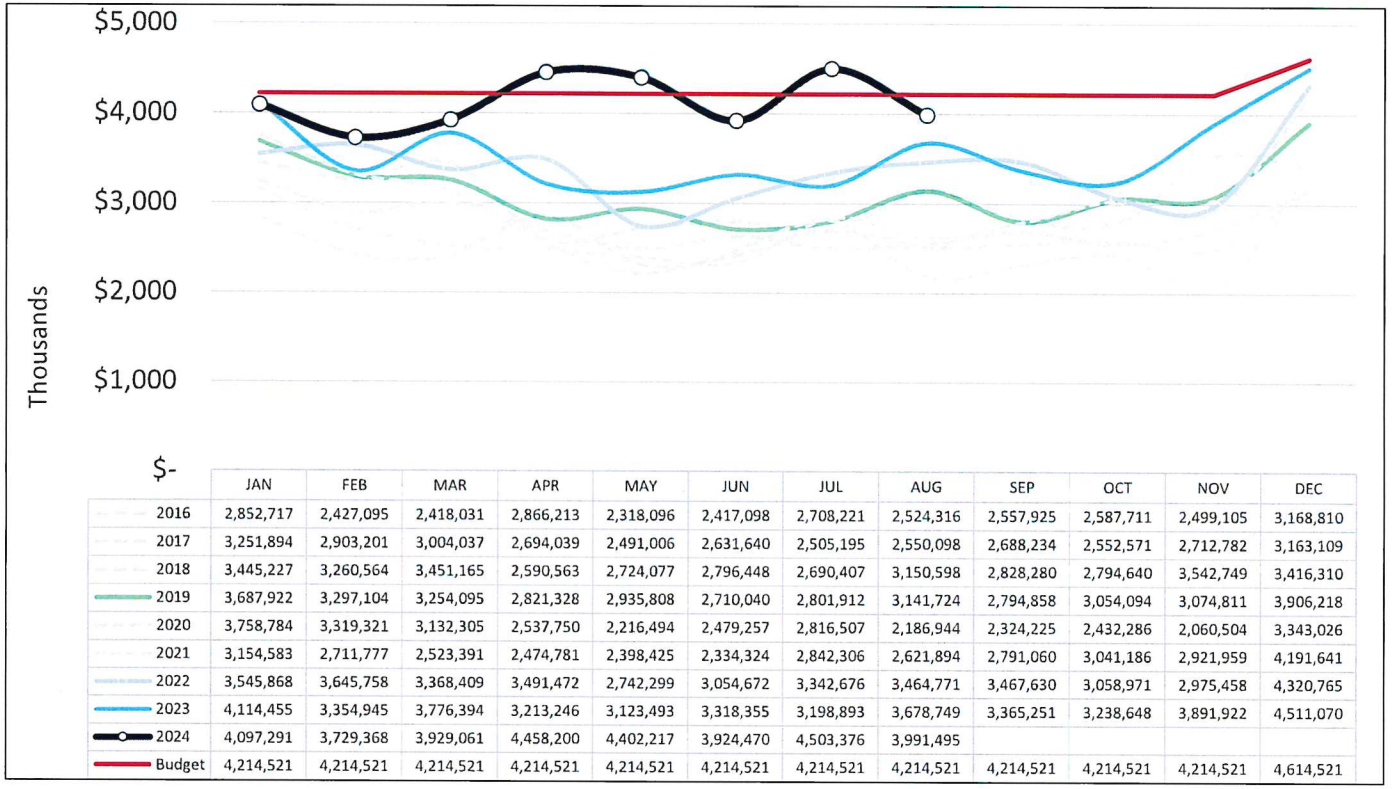
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	1,251,157	1,252,974	1,483,942	1,448,003	1,368,243	1,062,483	1,084,016	1,098,795	1,153,538	1,289,717	1,275,778	1,077,172
2017	1,253,994	1,231,400	1,579,940	1,494,454	1,367,073	1,097,637	1,069,465	1,119,021	1,087,763	1,306,254	1,260,212	1,086,862
2018	1,187,234	1,240,107	1,573,909	1,550,270	1,355,801	1,127,465	1,100,992	1,165,221	1,120,791	1,351,867	1,309,864	1,128,118
2019	1,265,319	1,302,557	1,656,051	1,608,196	1,420,082	1,208,053	1,194,833	1,248,281	1,270,368	1,458,493	1,338,185	1,236,546
2020	1,238,945	1,476,724	970,088	49,208	108,532	216,384	207,428	183,468	205,066	248,343	218,210	196,129
2021	243,899	273,281	448,028	734,264	775,125	724,170	829,544	875,957	818,413	1,009,819	1,172,360	1,099,528
2022	1,107,013	1,178,698	1,618,229	1,709,396	1,485,500	1,163,464	1,186,548	1,272,073	1,251,942	1,408,507	1,391,579	1,210,192
2023	1,322,373	1,417,408	1,792,537	1,742,150	1,498,490	1,181,265	1,282,893	1,366,395	1,348,009	1,634,432	1,519,954	1,260,584
2024	1,440,686	1,545,281	1,801,007	1,777,274	1,573,315	1,288,536	1,282,893	1,445,321				
Budget	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451	1,549,451

Rental Car Revenues



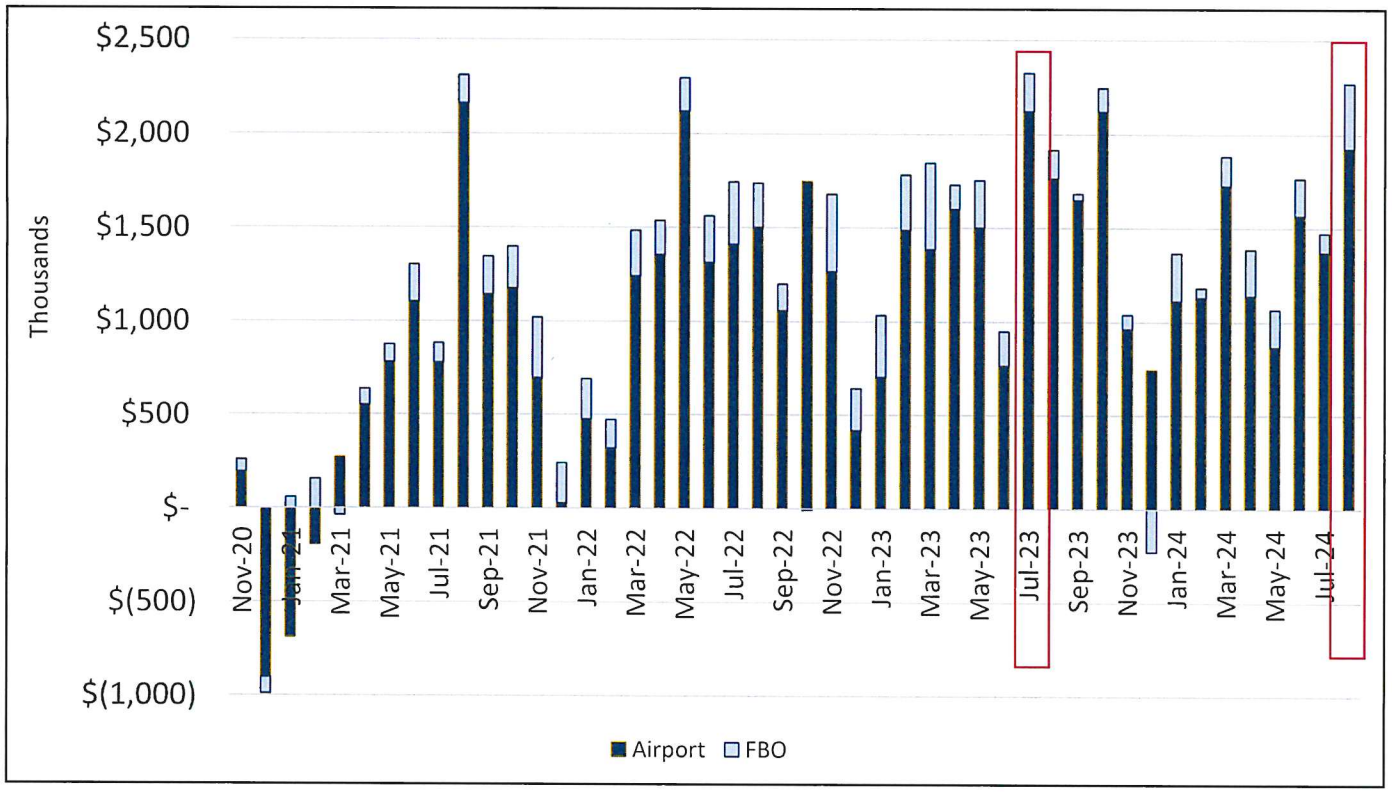
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2016	266,937	257,685	300,109	313,441	417,415	519,434	643,591	641,016	442,626	466,292	317,659	302,378
2017	272,148	260,143	290,861	367,474	372,001	535,614	676,015	682,139	431,164	542,785	320,507	443,245
2018	264,171	237,661	285,366	283,954	376,547	548,616	701,508	719,174	453,260	527,512	341,539	635,166
2019	260,760	235,043	279,342	323,843	415,226	568,049	743,512	787,444	487,478	563,138	352,419	352,196
2020	322,705	263,016	339,243	71,176	45,003	199,070	244,886	264,911	204,791	217,619	180,193	118,958
2021	150,950	170,919	218,086	288,451	288,978	475,784	389,213	1,122,777	554,298	657,569	342,621	325,610
2022	228,505	260,344	303,810	362,214	450,415	681,973	825,892	900,652	710,474	514,003	476,091	445,771
2023	364,291	360,457	273,430	389,213	457,999	389,213	1,014,574	914,171	752,222	729,687	394,933	292,610
2024	314,287	353,714	362,932	409,237	507,229	774,751	1,025,334	967,926				
Budget	546,250	546,250	546,250	546,250	546,250	546,250	546,250	546,250	546,250	546,250	546,250	546,250

Operating Expense (including FBO)

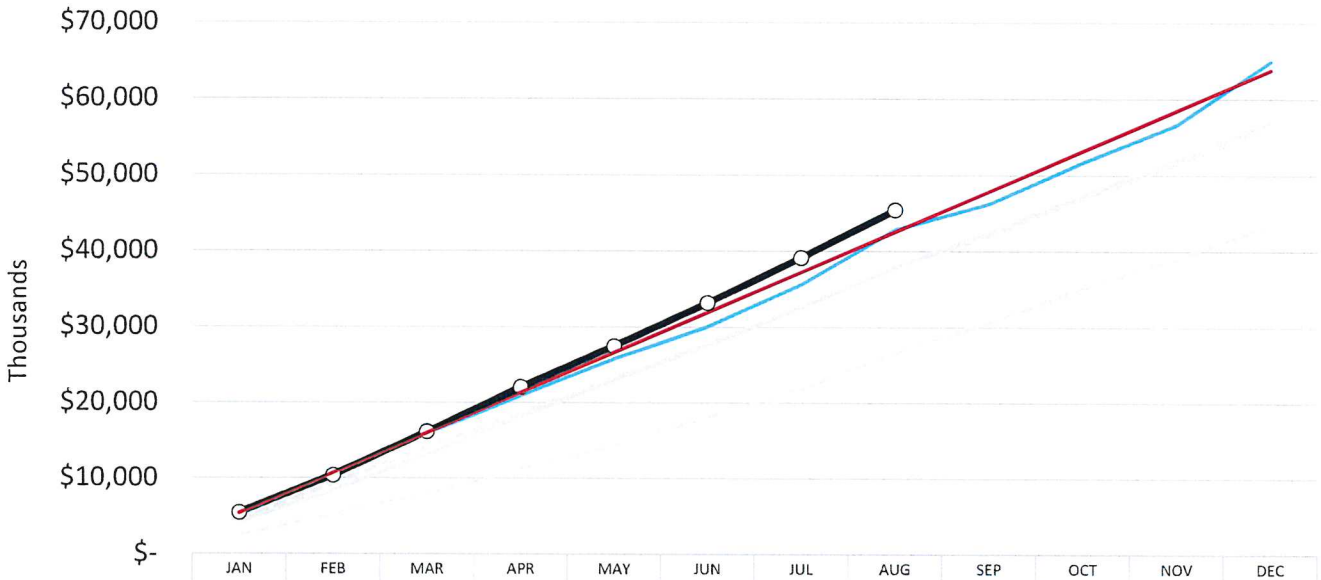


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual
2016	2,852,717	2,427,095	2,418,031	2,866,213	2,318,096	2,417,098	2,708,221	2,524,316	2,557,925	2,587,711	2,499,105	3,168,810	31,345,338
2017	3,251,894	2,903,201	3,004,037	2,694,039	2,491,006	2,631,640	2,505,195	2,550,098	2,688,234	2,552,571	2,712,782	3,163,109	33,147,806
2018	3,445,227	3,260,564	3,451,165	2,590,563	2,724,077	2,796,448	2,690,407	3,150,598	2,828,280	2,794,640	3,542,749	3,416,310	36,691,028
2019	3,687,922	3,297,104	3,254,095	2,821,328	2,935,808	2,710,040	2,801,912	3,141,724	2,794,858	3,054,094	3,074,811	3,906,218	37,479,914
2020	3,758,784	3,319,321	3,132,305	2,537,750	2,216,494	2,479,257	2,816,507	2,186,944	2,324,225	2,432,286	2,060,504	3,343,026	32,607,403
2021	3,154,583	2,711,777	2,523,391	2,474,781	2,398,425	2,334,324	2,842,306	2,621,894	2,791,060	3,041,186	2,921,959	4,191,641	34,007,327
2022	3,545,868	3,645,758	3,368,409	3,491,472	2,742,299	3,054,672	3,342,676	3,464,771	3,467,630	3,058,971	2,975,458	4,320,765	40,478,749
2023	4,114,455	3,354,945	3,776,394	3,213,246	3,123,493	3,318,355	3,198,893	3,678,749	3,365,251	3,238,648	3,891,922	4,511,070	42,785,421
2024	4,097,291	3,729,368	3,929,061	4,458,200	4,402,217	3,924,470	4,503,376	3,991,495					46,425,140*
Budget	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,214,521	4,614,521	

Operating Net Profit, Airport and FBO

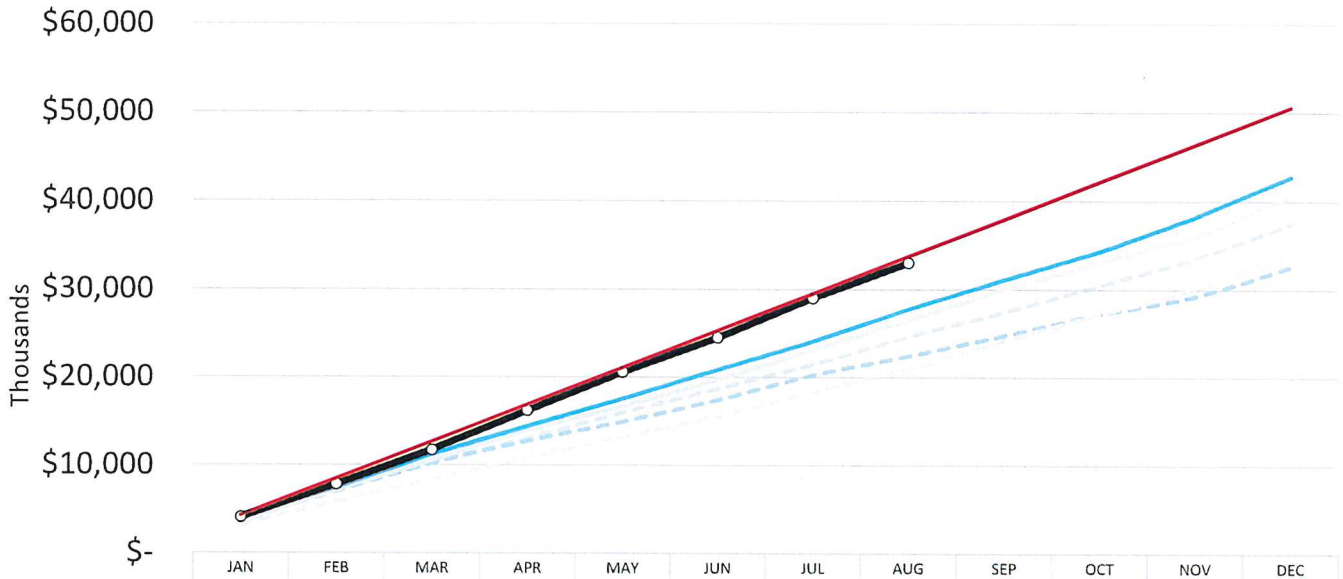


YTD Operating Revenue (excluding CARES) vs. YTD Budget (including FBO)



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2019	4,502,220	9,234,366	14,102,65	18,705,68	23,202,05	27,720,53	32,571,28	37,794,83	42,140,17	46,951,79	51,446,62	56,290,62
2020	4,457,704	9,072,314	12,656,29	14,428,46	16,219,20	18,467,32	20,772,60	23,243,78	25,579,44	28,053,30	30,241,56	32,597,49
2021	2,527,316	5,302,691	8,062,357	11,173,88	14,447,92	18,085,42	21,811,92	26,744,05	30,678,32	35,118,92	39,061,92	43,495,37
2022	4,251,507	8,330,953	13,184,36	18,214,46	22,969,29	27,588,24	32,677,15	37,882,85	42,551,04	47,353,39	52,009,95	56,971,98
2023	5,149,663	10,362,29	15,987,02	20,932,36	25,813,00	30,080,26	35,604,32	42,831,53	46,252,51	51,691,20	56,622,81	64,929,06
2024	5,465,153	10,377,55	16,191,73	22,038,90	27,509,05	33,199,32	39,176,85	45,439,35				
Budget	5,315,130	10,630,26	15,945,39	21,260,52	26,575,65	31,890,78	37,205,91	42,521,04	47,836,17	53,151,30	58,466,43	63,781,56

YTD Operating Expense vs. YTD Budget (including FBO)



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2019	3,687,922	6,985,026	10,239,121	13,060,449	15,996,257	18,706,297	21,508,209	24,649,933	27,444,791	30,498,885	33,573,696	37,479,914
2020	3,758,784	7,078,105	10,210,410	12,748,160	14,964,654	17,443,911	20,260,418	22,447,362	24,771,587	27,203,873	29,264,377	32,607,403
2021	3,154,583	5,866,360	8,389,751	10,864,532	13,262,957	15,597,281	18,394,464	21,016,358	24,184,241	27,225,426	30,147,389	34,339,030
2022	3,545,868	7,191,623	10,560,033	14,051,498	16,685,933	19,740,606	23,083,281	26,548,055	30,015,685	33,074,656	36,050,114	40,628,453
2023	4,114,455	7,469,402	11,245,796	14,456,352	17,579,841	20,898,195	24,097,089	27,775,835	31,141,086	34,333,609	38,225,531	42,736,599
2024	4,097,291	7,826,657	11,755,737	16,213,920	20,616,136	24,540,607	29,041,983	33,035,476				
Budget	4,214,521	8,429,042	12,643,563	16,858,084	21,072,605	25,287,126	29,501,647	33,716,168	37,930,689	42,145,210	46,359,731	50,574,252

Line of Credit Draws

DRAWS		
LOC Draw 24-01	Mar 08	$ 984,381.73
LOC Draw 24-02	Mar 08	761,816.97
LOC Draw 24-03	Mar 20	959,655.24
LOC Draw 24-04	May 9	2,152,308.12
LOC Draw 24-05	May 9	1,285,737.86
LOC Draw 24-06	Jun 14	2,586,897.15
LOC Draw 24-07	Jun 14	2,337,750.23
LOC Draw 24-08	Aug 22	4,055,372.75
		15,123,920.05

REIMBURSEMENTS		
LOC Draw 24-02	Apr 2	761,816.97
LOC Draw 24-03	Apr 9	959,655.24
LOC Draw 24-04	Jul 1	2,152,308.12
LOC Draw 24-05	Jul 1	1,285,737.86
LOC Draw 24-01	Aug 12	984,381.73
LOC Draw 24-06/07	Oct 02	4,924,647.39
LOC Draw 24-08	Oct 11	4,055,372.75
		15,123,920.05
Outstanding Balance		$ 0.00

Other

- May 22, PFC Application #6 Airline Consultation Meeting
- Aug 02, Public Notice (30 days)
- Oct 11, PFC Application #6 Approved by FAA

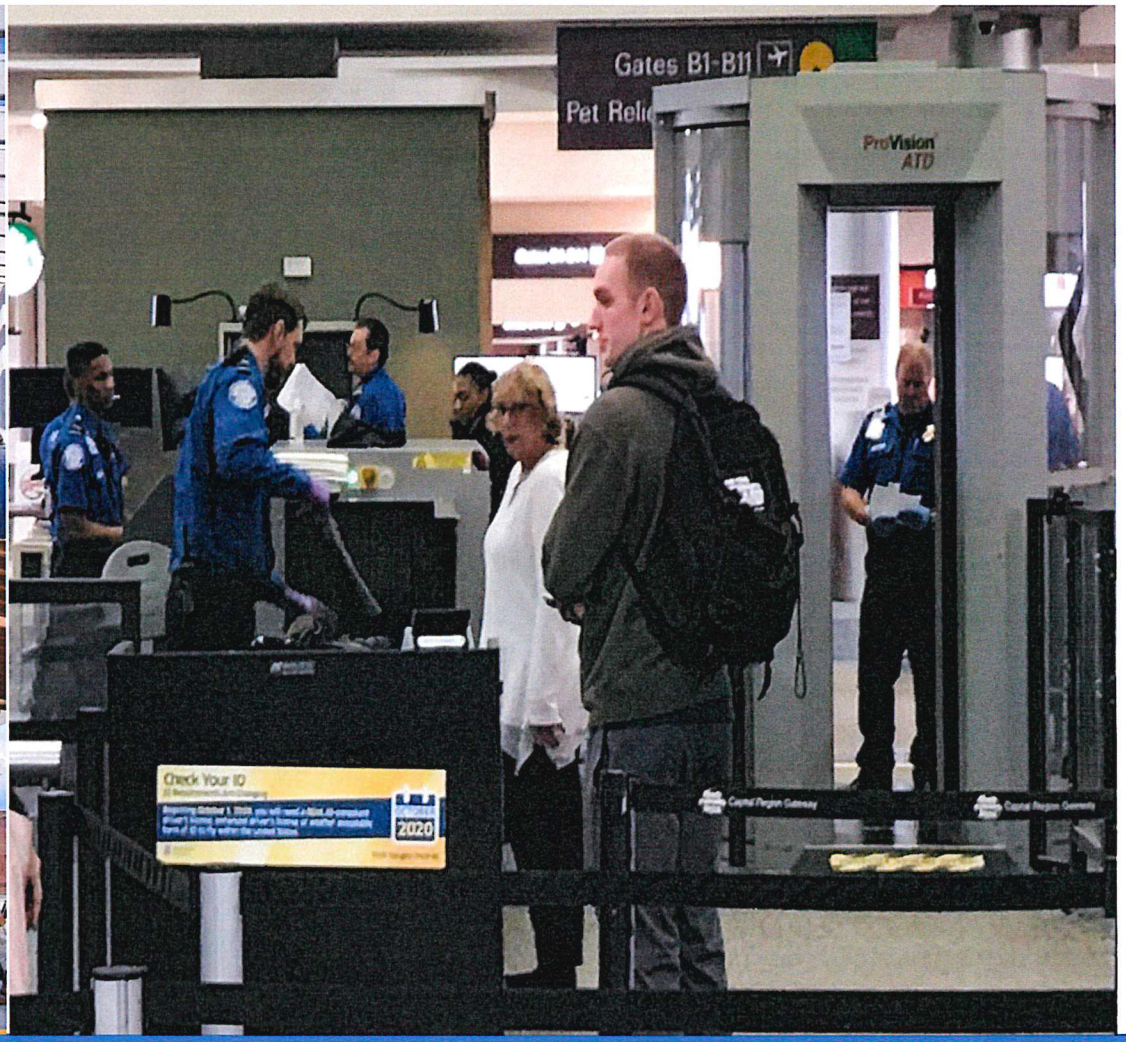
- May 22, ALB Use & Lease Kickoff Meeting w Signatory Airlines held.
- Jun 27, ALB Use & Lease Second Meeting
- Jul 25, ALB Use & Lease Third Meeting
- Aug 26, ALB Use & Lease Fourth Meeting
- Sep 23, ALB Use & Lease Fifth Meeting
- Oct 16, ALB Use & Lease Sixth Meeting

- Budget 2025 in process
- First Draft Presented to Finance Committee, Sep 1
- Third Draft Presented to Board, Oct 14
- Finance Committee Approval - ??? Or Nov 13
- Board Approval – Nov 18.

Thank You

ALBANY
INTERNATIONAL AIRPORT

Project Development



Terminal & Checkpoint Expansion

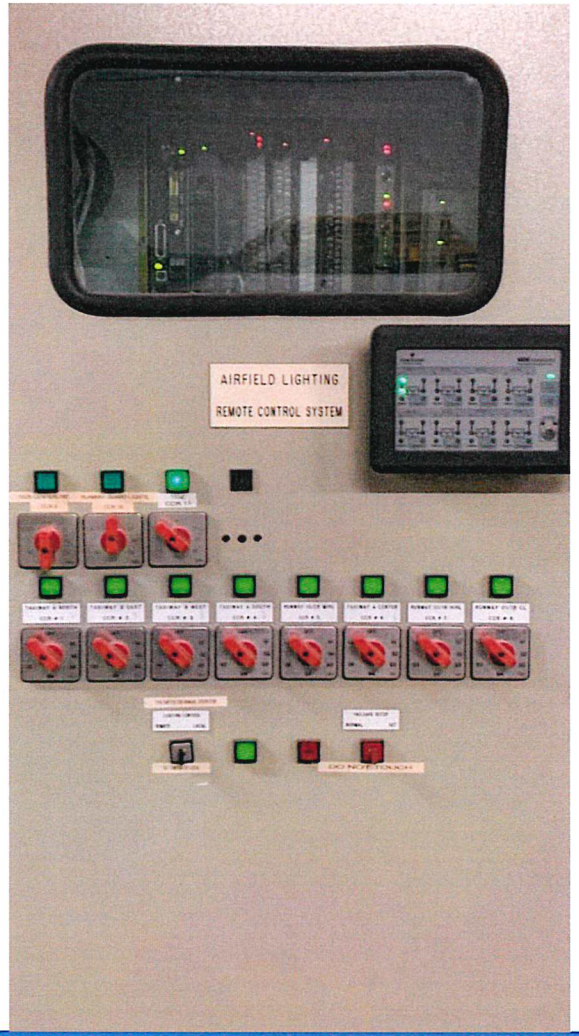
Concourse A Rehabilitation

Replacement of Boarding Bridges A-6 & B-6

Runway 01-19 Pavement Rehab and Lighting Upgrade

Air Traffic Control Tower

Main Elevator Terminal Replacement



Airfield Lighting Controls

MALSR Lights

ALBANY
INTERNATIONAL AIRPORT

Communications Update

Steven A. Smith
Director of Communications

Traditional Media

- Business Review Cover Story
- ARFF Drill
- Hurricanes Helene and Milton
- Denmark Students
- Uncommon Grounds
- Construction (Phases)
- Southwest – Nashville (BNA)
- Avelo to USA (Nov. 7)

Southwest adding new non-stop flight out of Albany

Gift this Article

Uncommon Grounds to open new coffee shop at Albany International Airport

Also opening in Delmar, N Greenbush, and Empire State Plaza

By **Rick Karlin**, *Staff Writer*

Sep 25, 2024

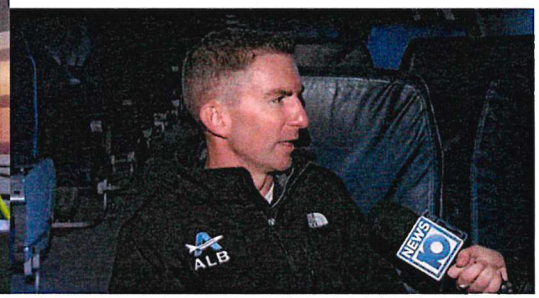
Gift Article

Students from Denmark tour Albany airport's construction

Courtney Ward 3 days ago

FAA tests Albany International Airport in emergency preparedness drill

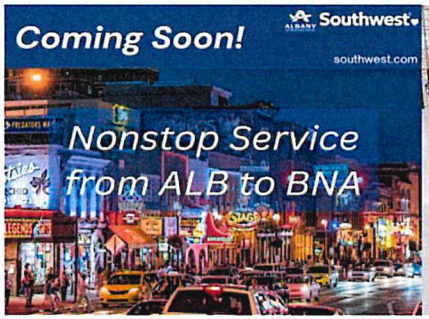
Ireland Walker 2 weeks ago

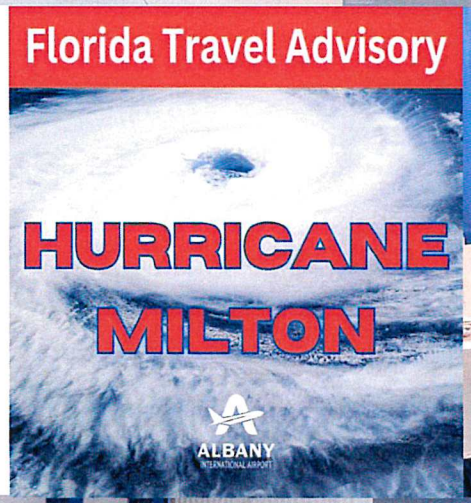


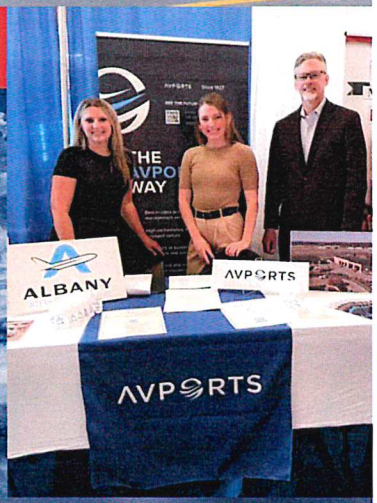
Social Media

- Heather Penney
- Special Liveries
- USAF Birthday
- Las Vegas Promo
- ARFF Drill
- Concourse A Rehab
- Uncommon Grounds
- ATC Meeting
- National NY Day
- Hurricanes Milton/Helene
- ALB-BNA
- KC-135

- HVCC Visit
- Construction Updates
- Denmark Student Visit
- Leatherstocking Honor Flight
- Career Fair
- J.F. Oberlin University Students
- U.S. Navy

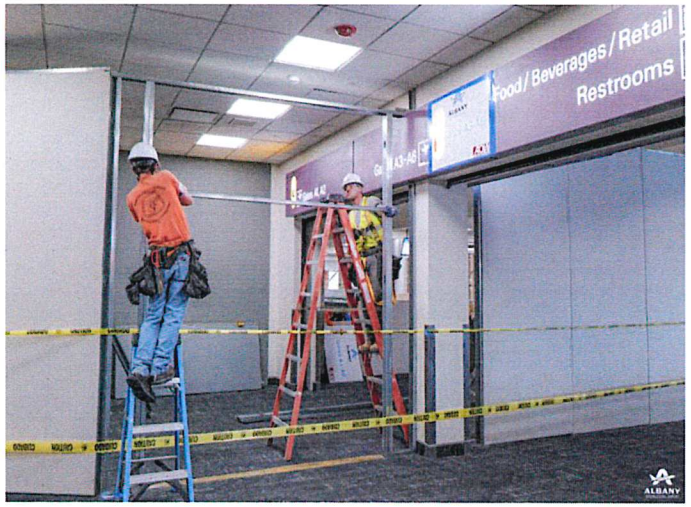






Construction Updates

- Consistent Messaging
  - Access to Terminal
  - Drop-Off/Pick-Up
  - Parking Garage Access
  - Driving Lanes
  - Sidewalk Closures
  - Vestibules
  - Signage
  - Info Desk
  - Video with Updates
  - News Coverage
  - Concourse A Update



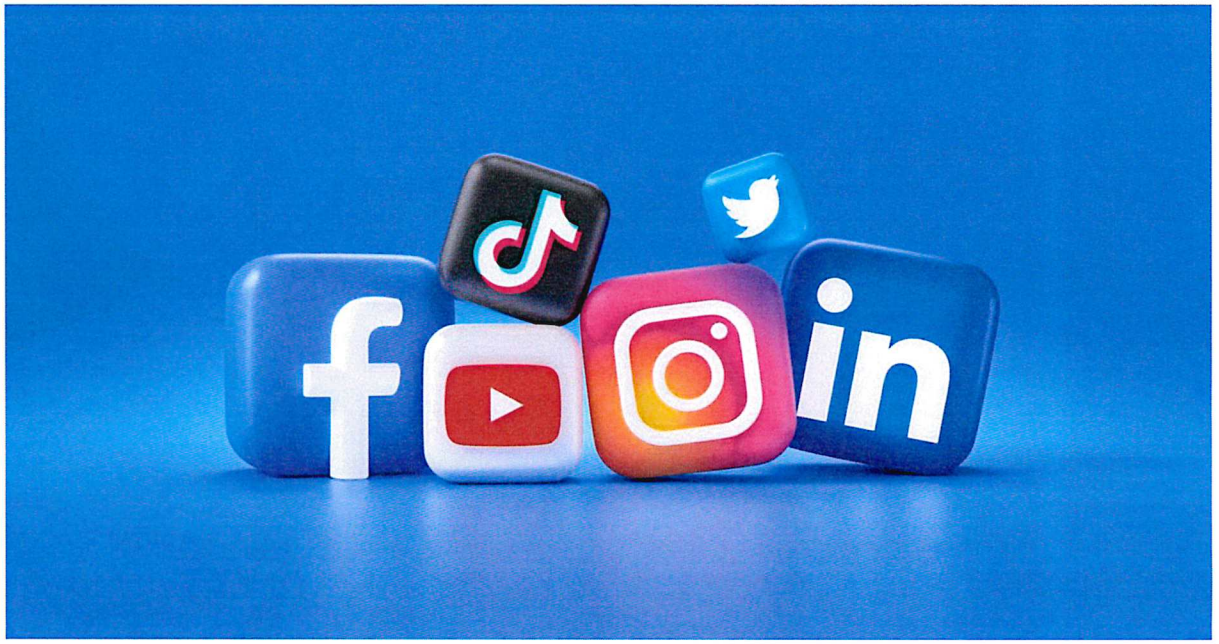
Social Media Insights

Facebook – 90 Days:

- Reach – 1.3M
- Posts - 96
- Engagement – 267.9K

Instagram – 90 Days:

- Reach – 11,046
- Posts - 93
- Engagement – 1,141

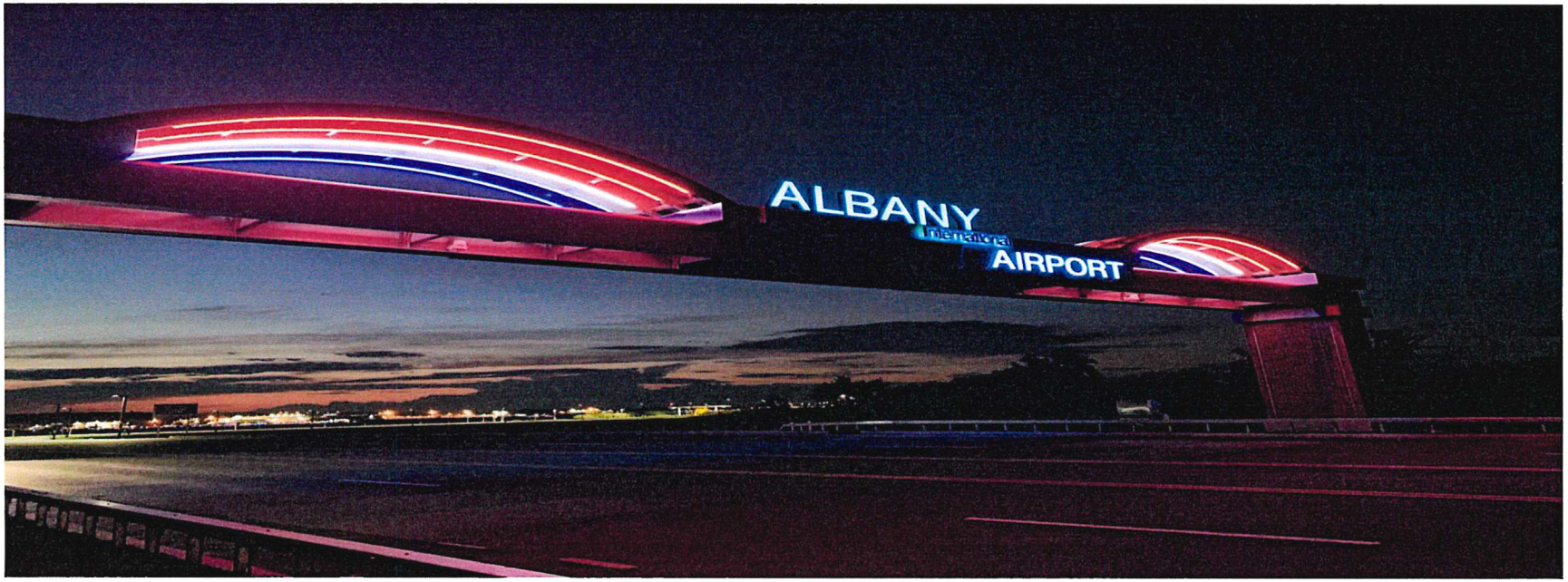


Website

- Updates to Terminal Expansion Page
- Concourse A Landing Page
- News Releases Added to Newsroom

- www.albanyairport.com/construction
- https://www.albanyairport.com/concourse-rehabilitation-project

ALBANY
INTERNATIONAL AIRPORT



October 2024

updated SEPT. 27, 2024

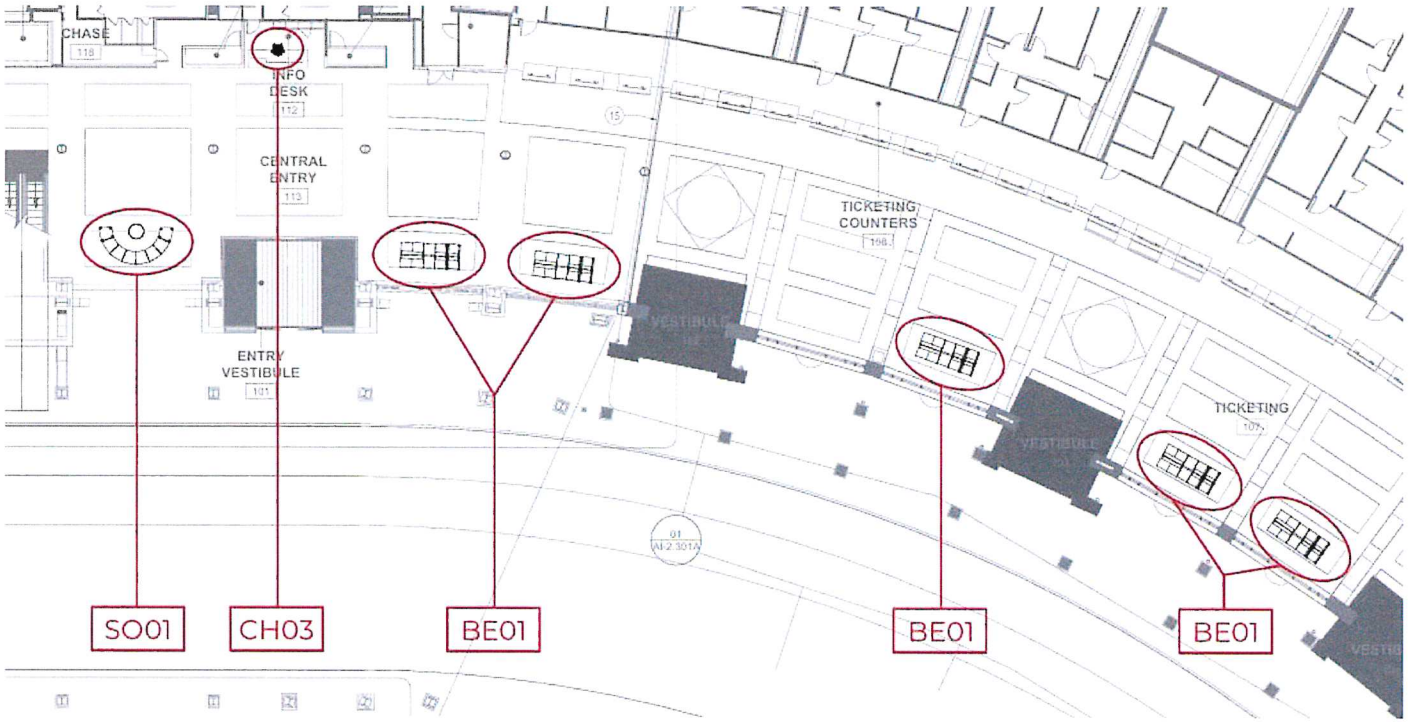
QUALITY
OFFICE
ENVIRONMENTS

ALBANY AIRPORT

FURNITURE OVERVIEW

EXPANSION TERMINAL

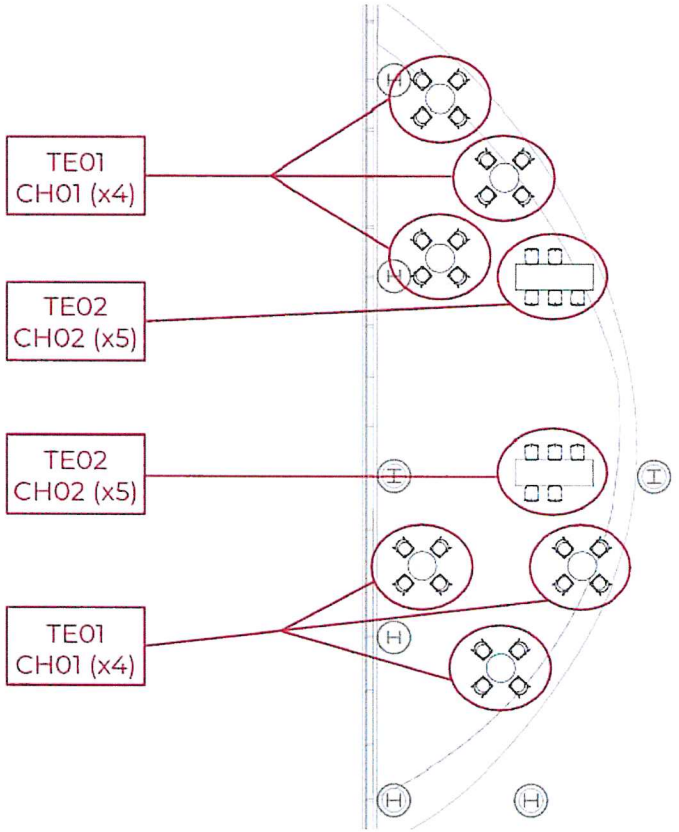
TICKETING


CHASE
118
INFO DESK
112
CENTRAL ENTRY
113
ENTRY VESTIBULE
101
TICKETING COUNTERS
108
TICKETING
107
SO01
CH03
BE01
BE01
BE01

Ticketing

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

PRE-TSA



Pre-TSA

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Pre-TSA

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

GS01

Nextrac - TSA Screens

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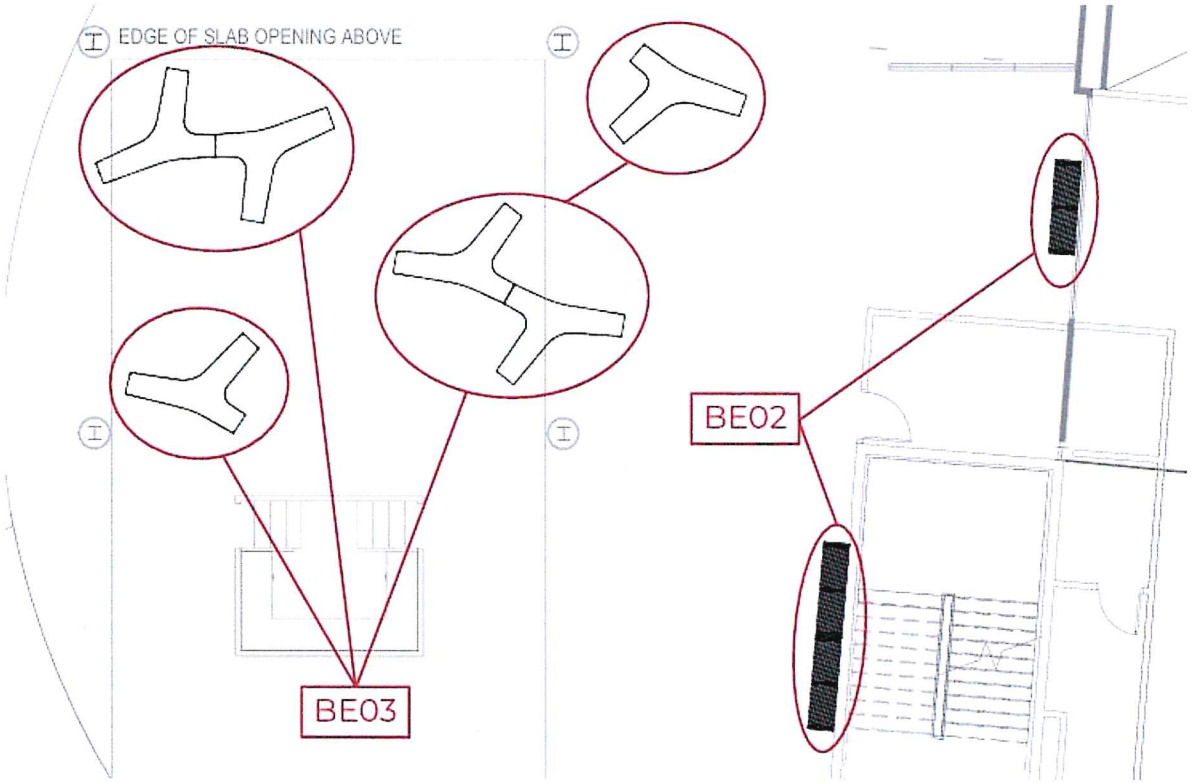
POST-TSA



Post-TSA

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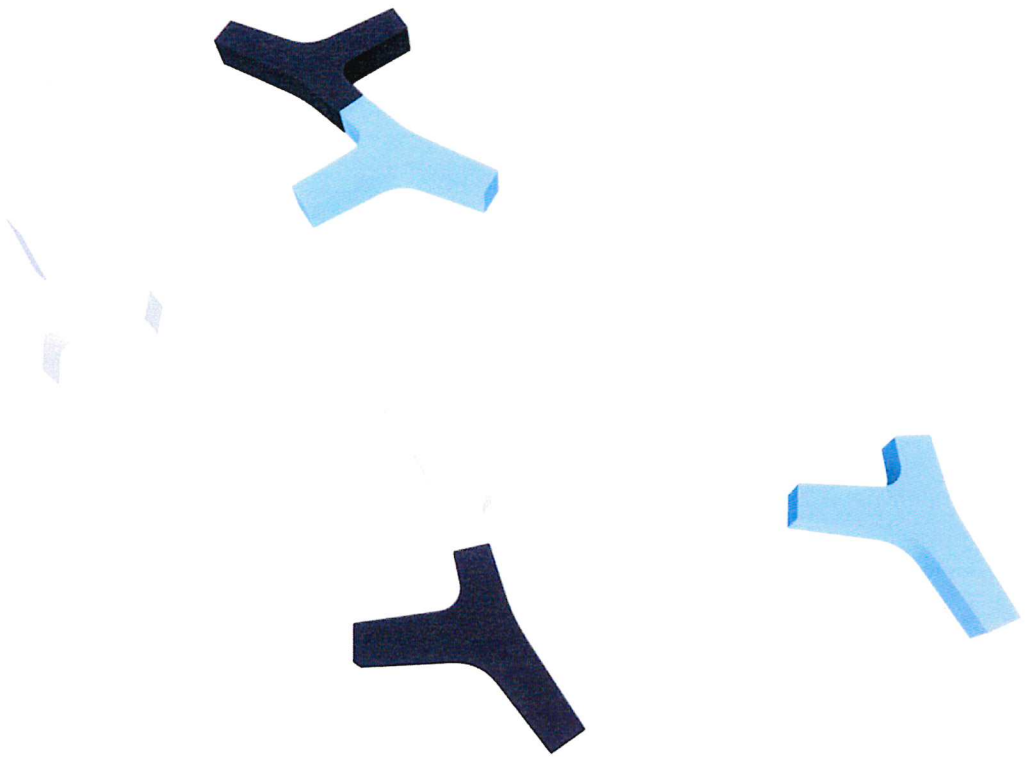
Post-TSA



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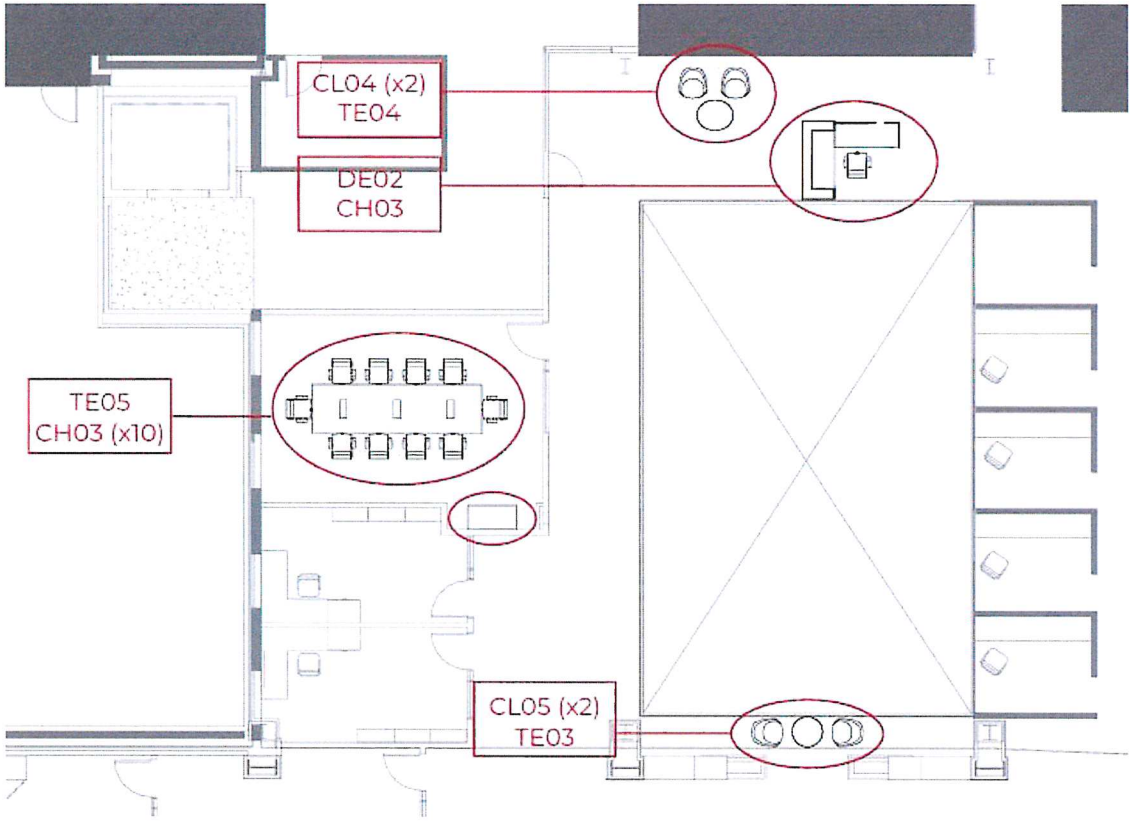
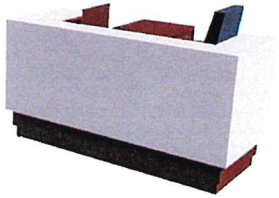
ADMIN LOUNGE



Admin Lounge

Reception



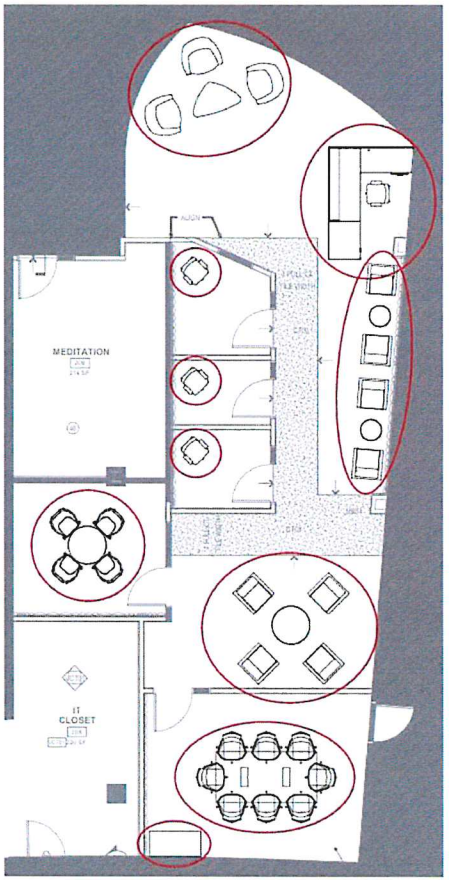
Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

Admin Lounge

Conference Room and Lounge

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

TRAVELER'S LOUNGE

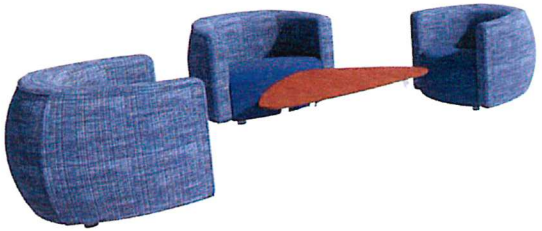


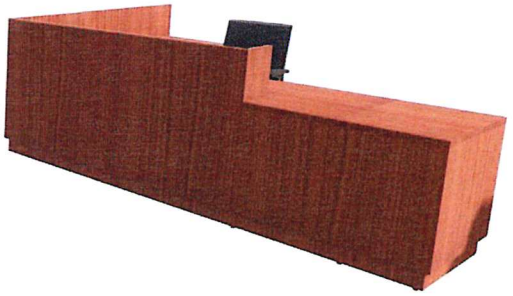
Traveler's Lounge

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

Traveler's Lounge

Reception





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Traveler's Lounge

Lounge

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

Traveler's Lounge

Conference Rooms

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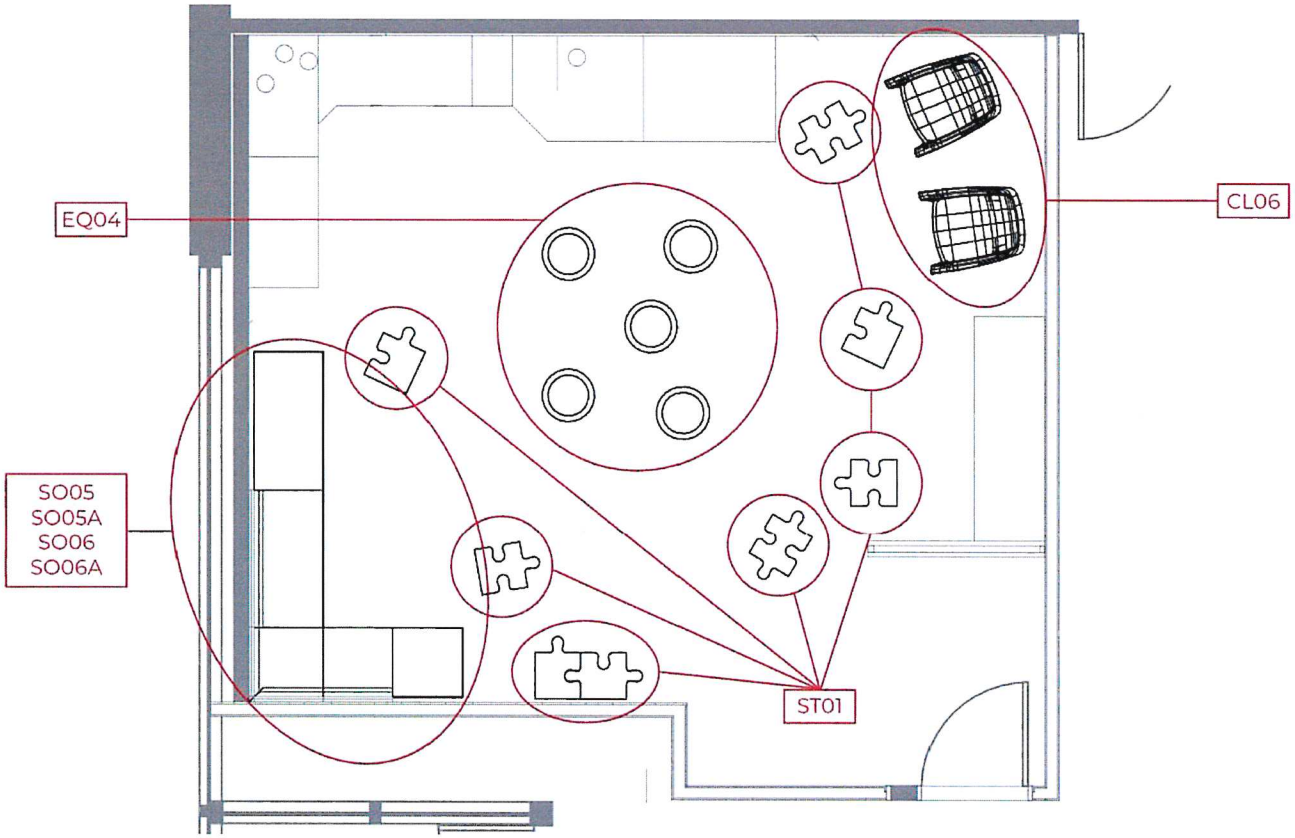
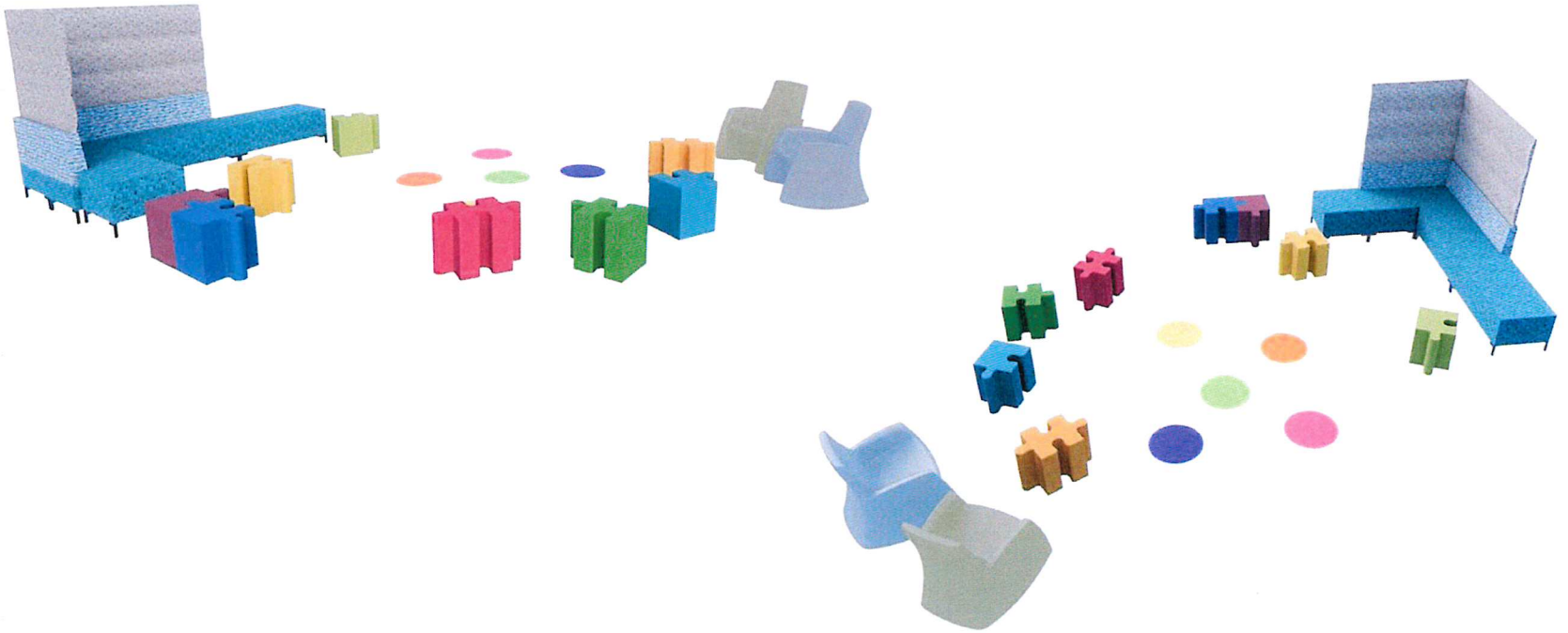
SENSORY ROOM



Sensory Room



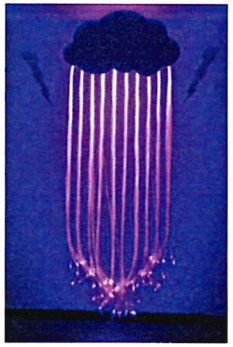
Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

EQ01

Playlearn - Bubble Tube

EQ02

Autism Products - Iris Fiber Optic Raincloud



EQ03

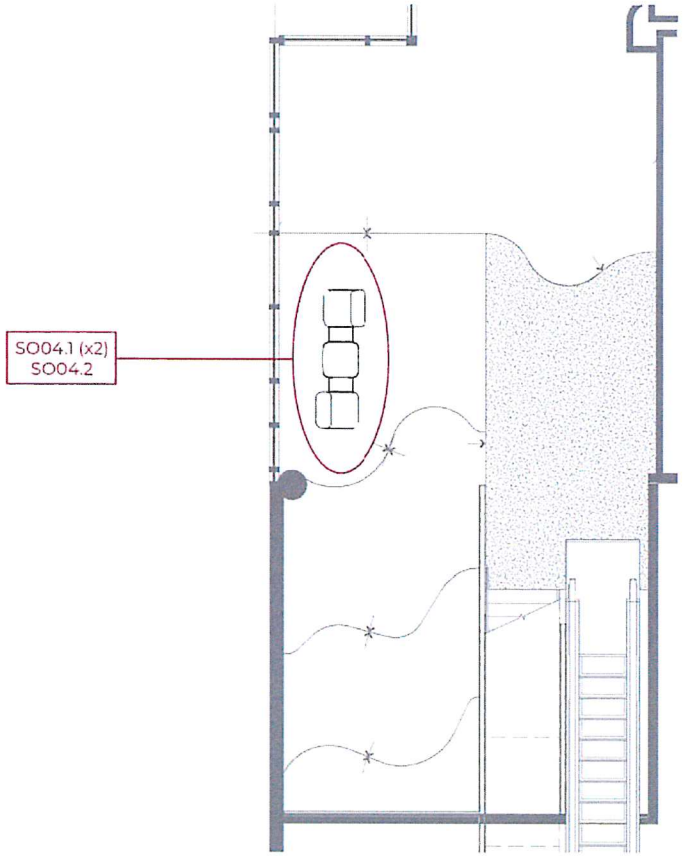
Special Needs Toys - Kinetic Wonderwall

EQ04

Special Needs Toys – Interactive Dance Floor Tiles

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accu racy of finishes, please refer to physical samples.

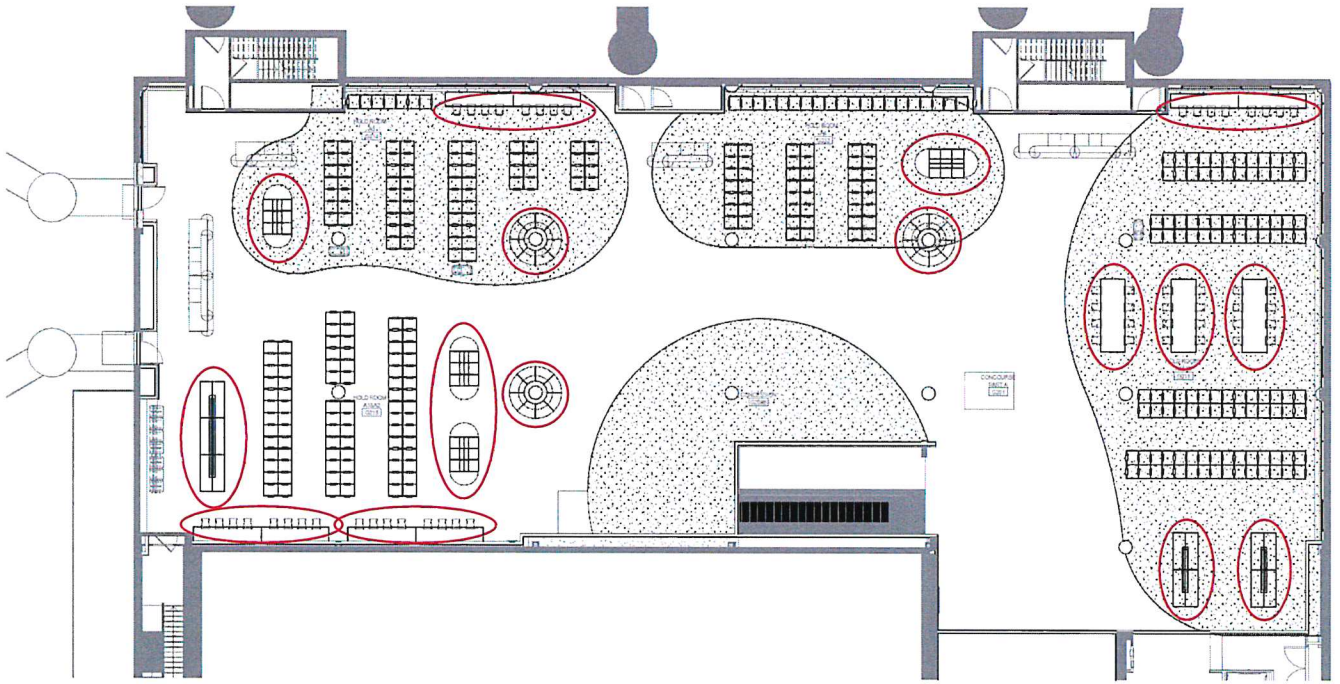
KIDS ZONE



Kids Zone

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

TERMINAL A



SUGGESTED FLOORPLAN

Please Note: Renderings are for conceptual purposes only. Actual colors and textures may differ from final products. For accuracy of finishes, please refer to physical samples.

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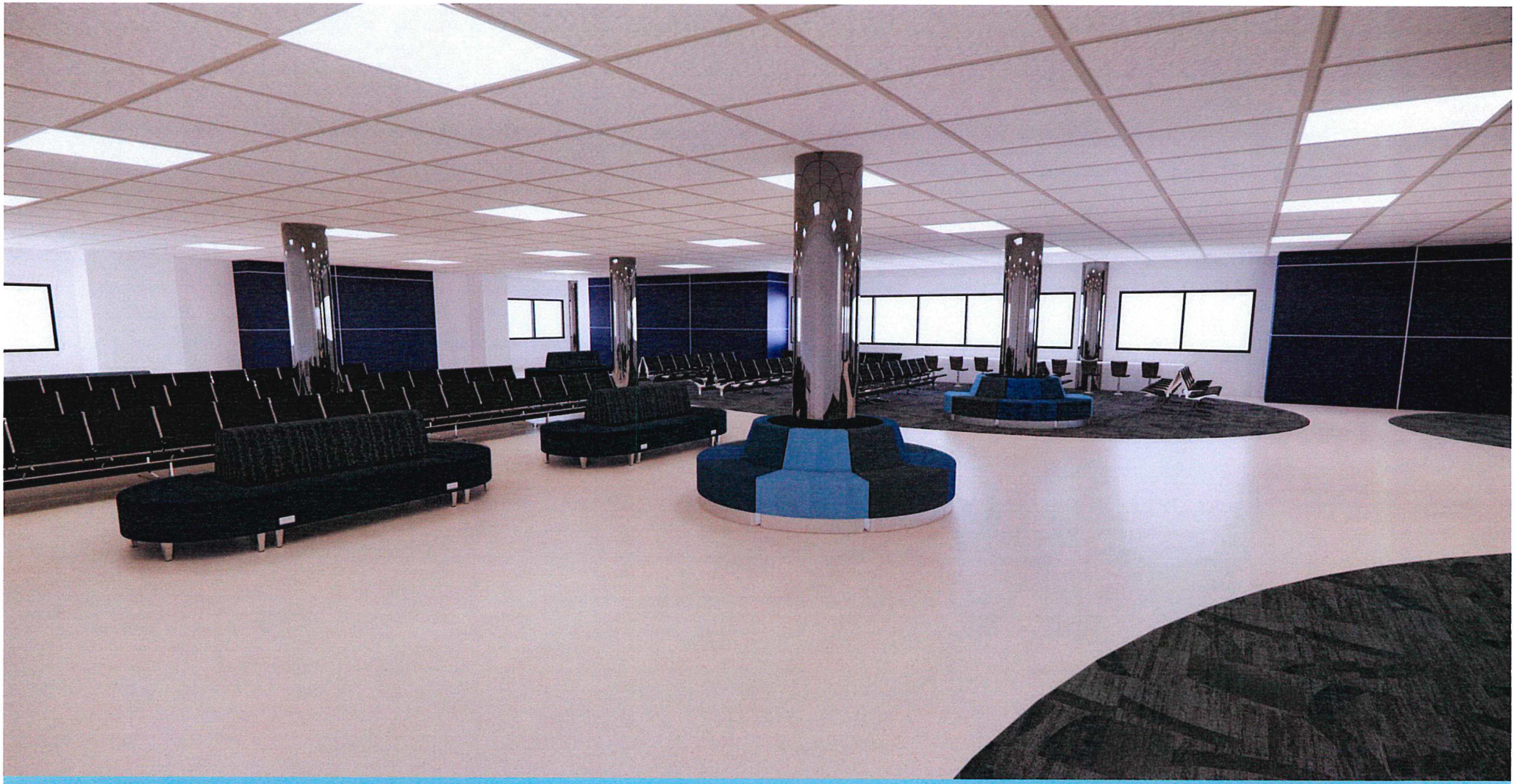

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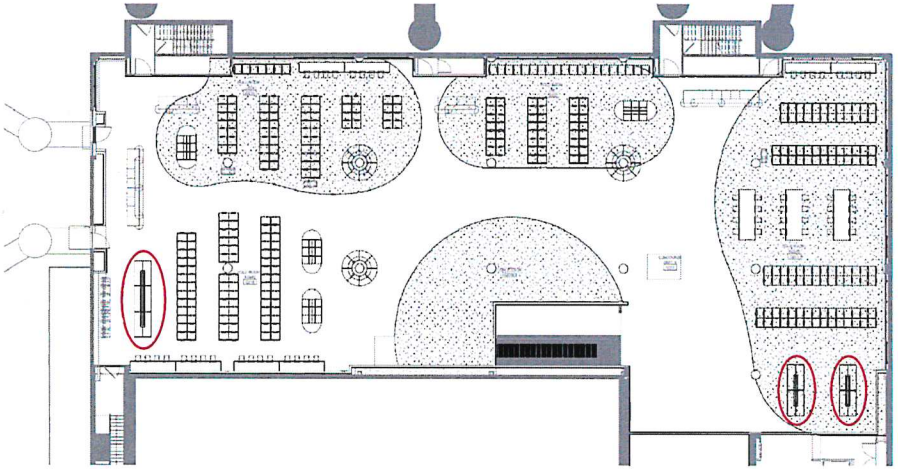
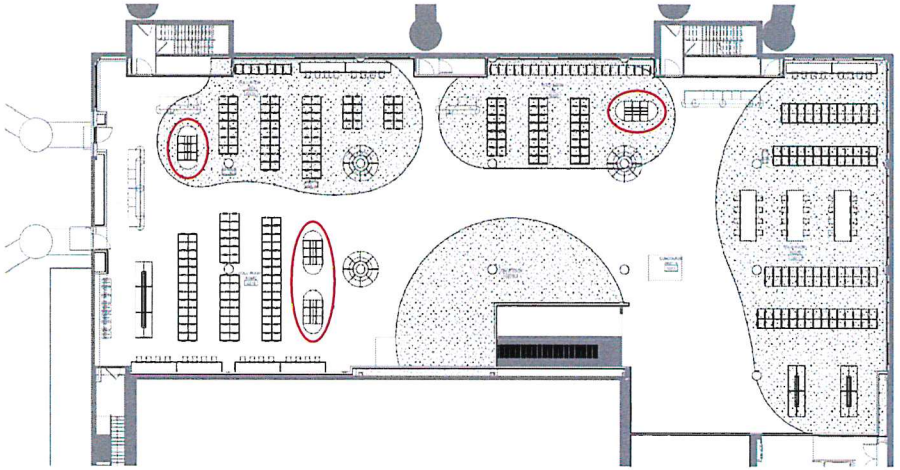
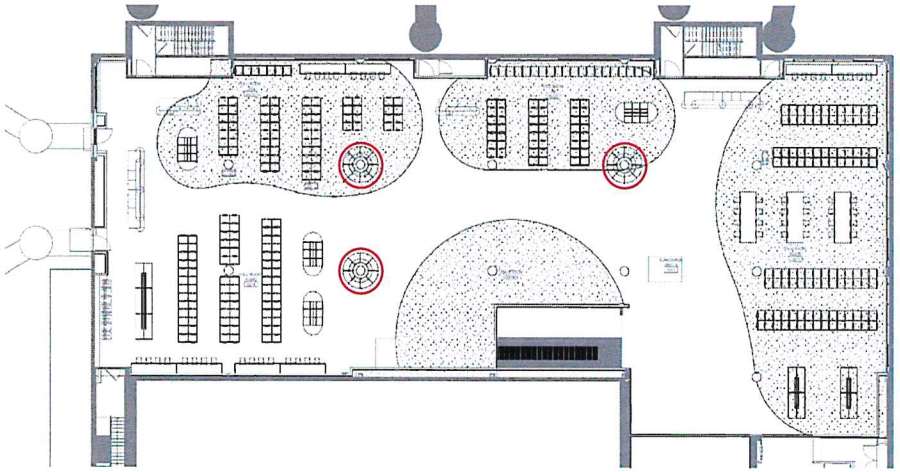
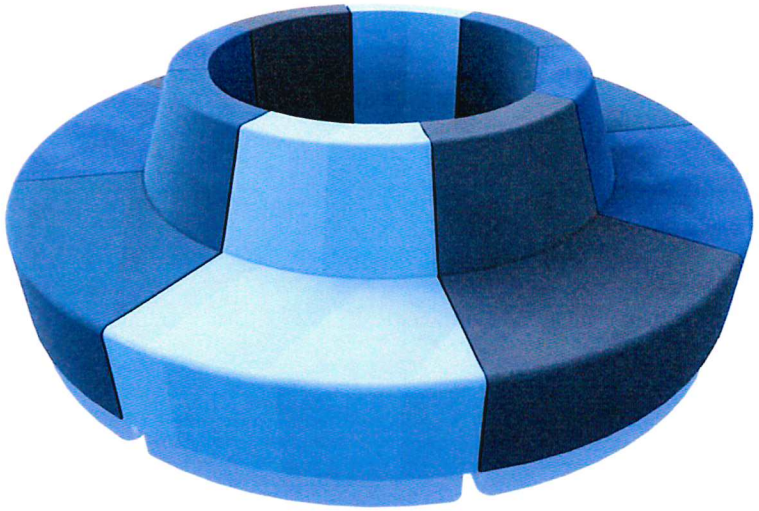
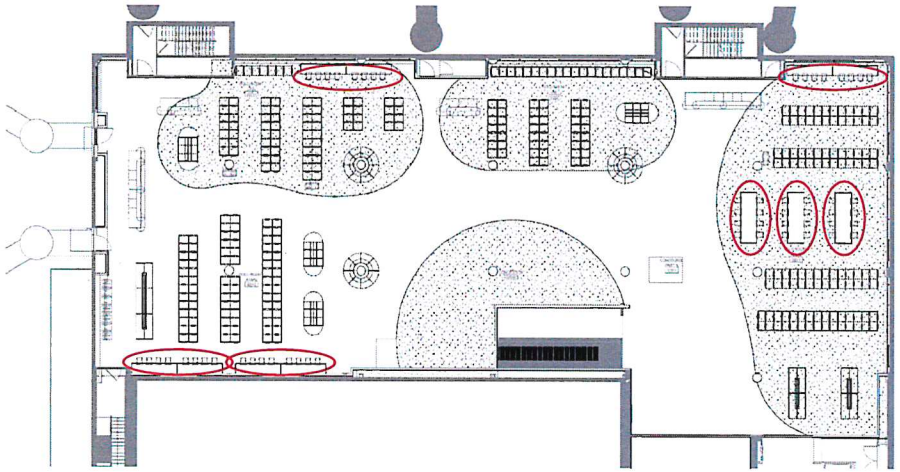


JSI – BESPACE MODULAR LOUNGE







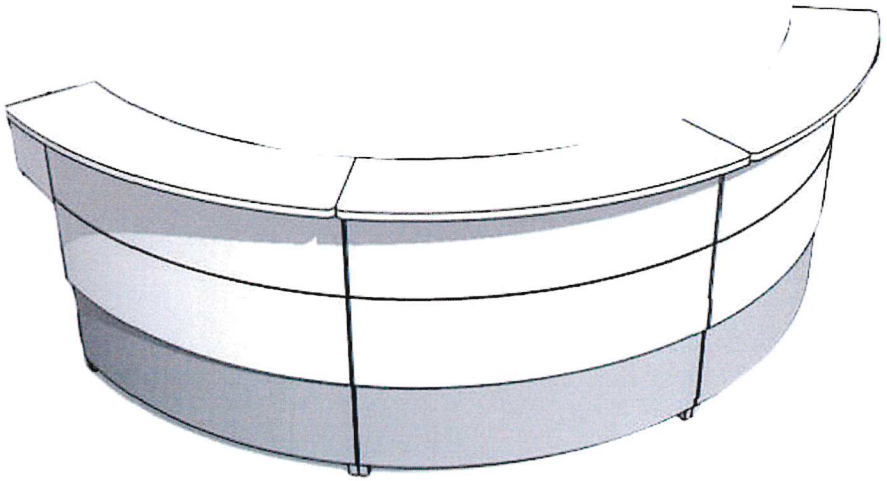


ERG – BARRI BENTON FULL BACK CHAIR & STOOL

EST-1 CHAIRS TO BE REUPHOLSTERED *SELECT FINISH*

Post-TSA

Ambassador's Desk



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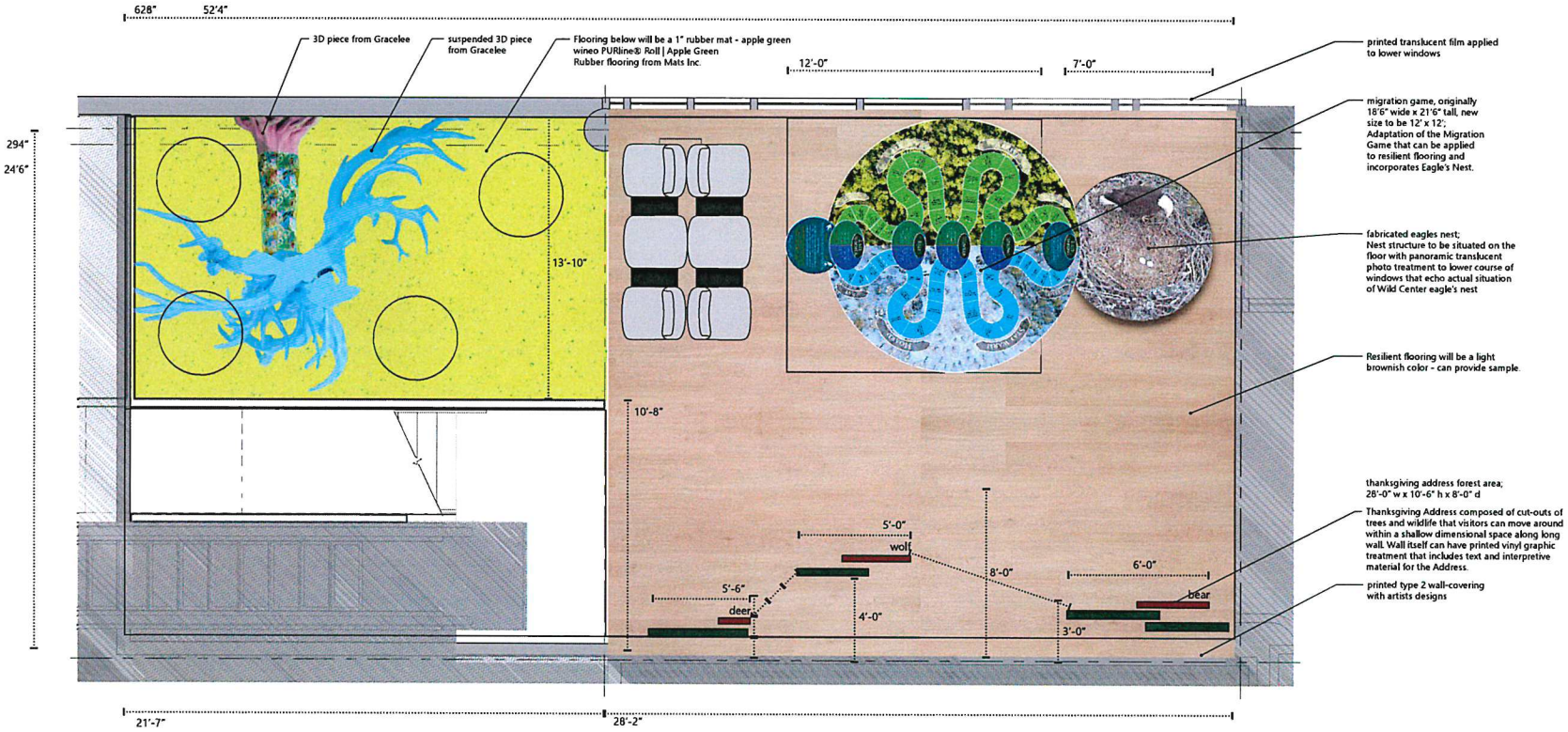


LEVEL 1 PLAN
3/16" = 1'-0"

ALBANY INTERNATIONAL AIRPORT

Albany International Airport
Concourse B - Children's Play Area
Environmental Graphics Package

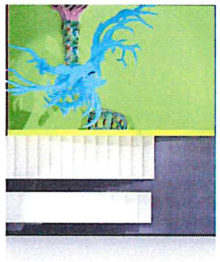
- approved
- approved as noted
- rejected

initials

0 1' 2' 3' 4' 5' 6' 7' 8'
3/16" = 1'-0"

children's play area concept design package

date: 10.14.2024 sheet no.: **EX-1**



GRACELEE 3D VIEWS

ALBANY INTERNATIONAL AIRPORT

Albany International Airport
Concourse B - Children's Play Area
Environmental Graphics Package

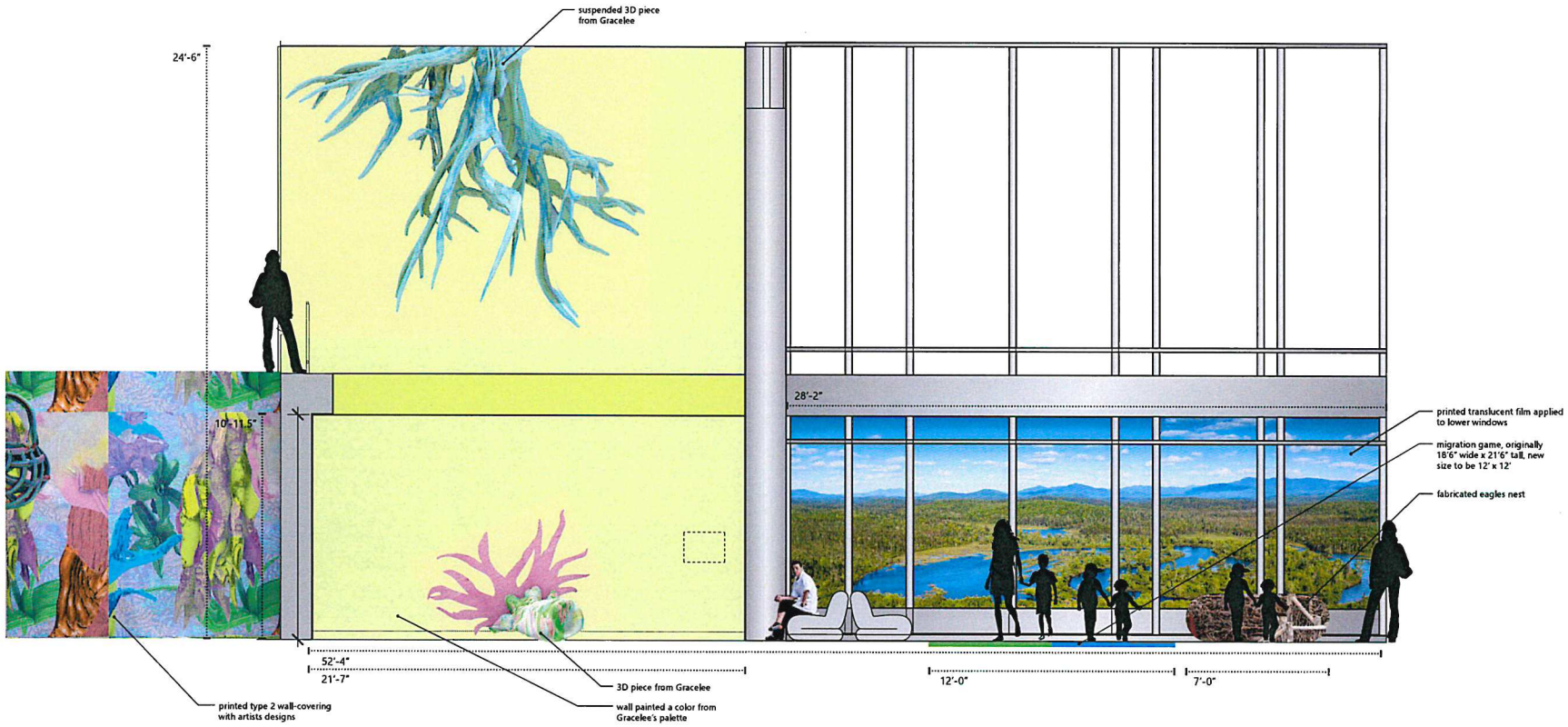
- ☐ approved
- ☐ approved as noted
- ☐ rejected

initials ☐

0 1' 2' 3' 4' 5' 6' 7' 8'
3/16" = 1'-0"

children's play area
concept design package

date: 10.14.2024 sheet no.: **EX-2**



SOUTH ELEVATION
3/16" = 1'-0"

ALBANY INTERNATIONAL AIRPORT

Albany International Airport
Concourse B - Children's Play Area
Environmental Graphics Package

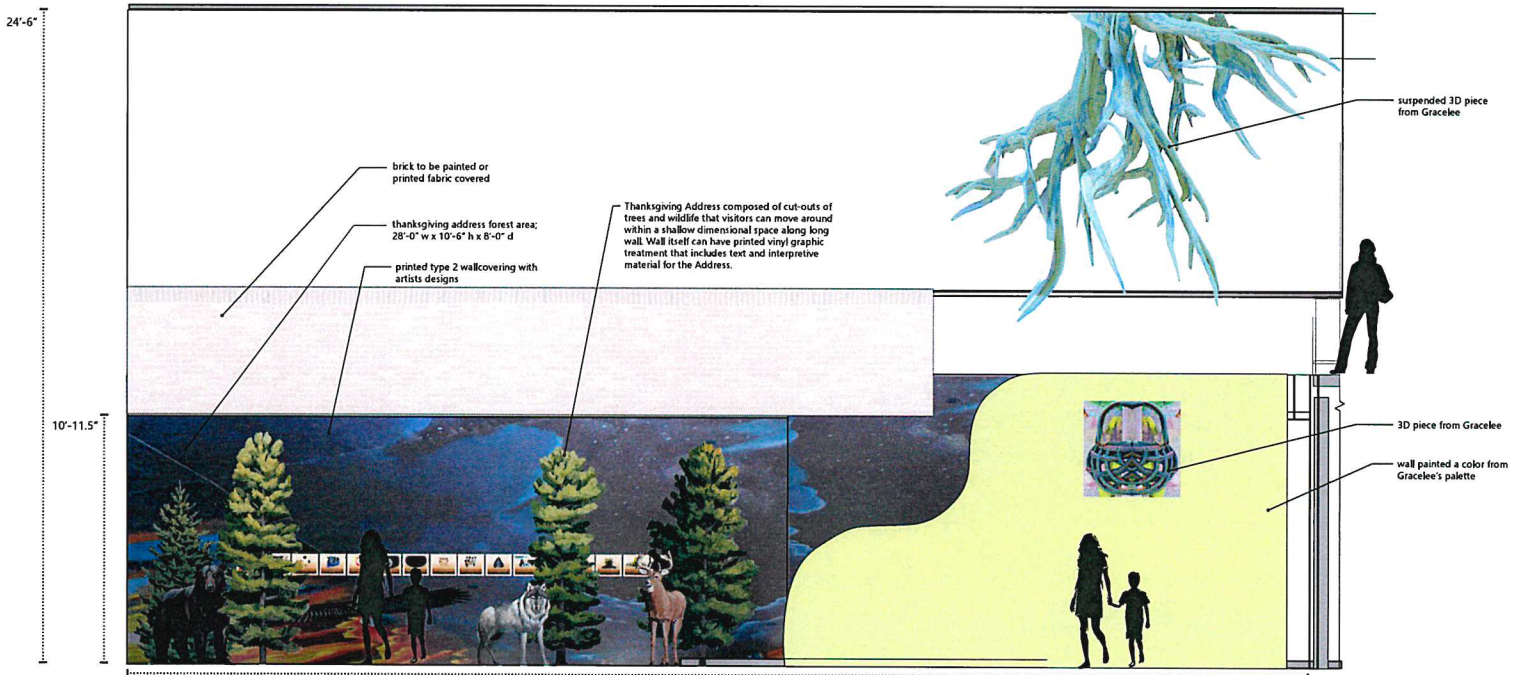
- ☐ approved
- ☐ approved as noted
- ☐ rejected

initials ☐

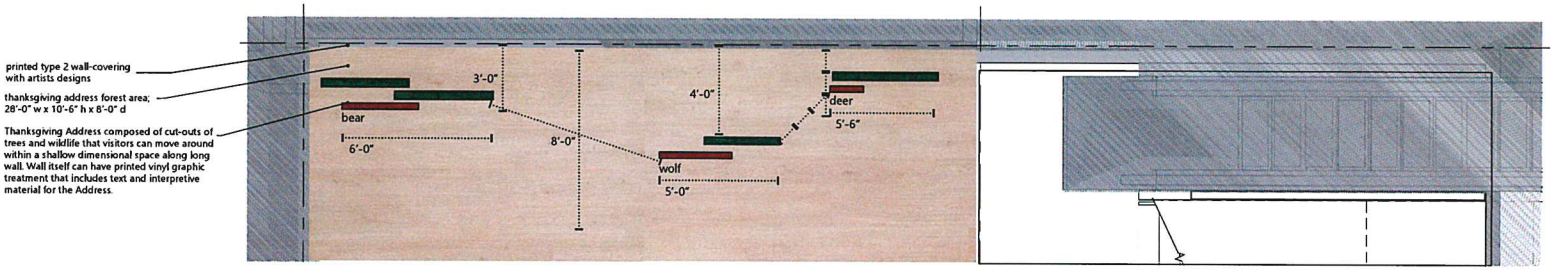
0 1' 2' 3' 4' 5' 6' 7' 8'
3/16" = 1'-0"

children's play area concept design package

date: 10.14.2024 sheet no.: **EX-3**



NORTH ELEVATION
3/16" = 1'-0"



LEVEL 1 PLAN
3/16" = 1'-0"

ALBANY INTERNATIONAL AIRPORT

Albany International Airport
Concourse B - Children's Play Area
Environmental Graphics Package

- ☐ approved
- ☐ approved as noted
- ☐ rejected

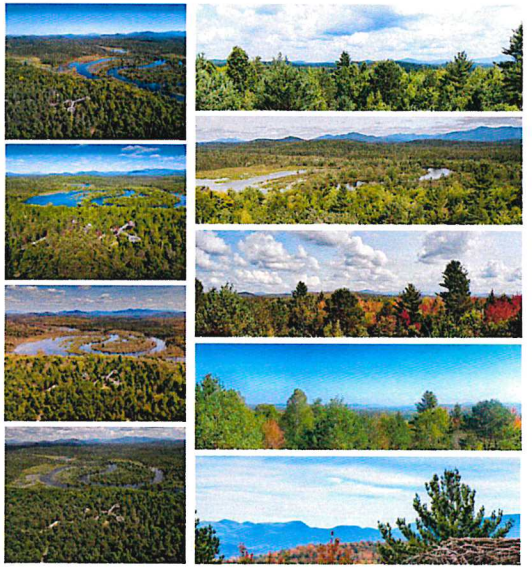
initials ☐

0 1' 2' 3' 4' 5' 6' 7' 8'
3/16" = 1'-0"

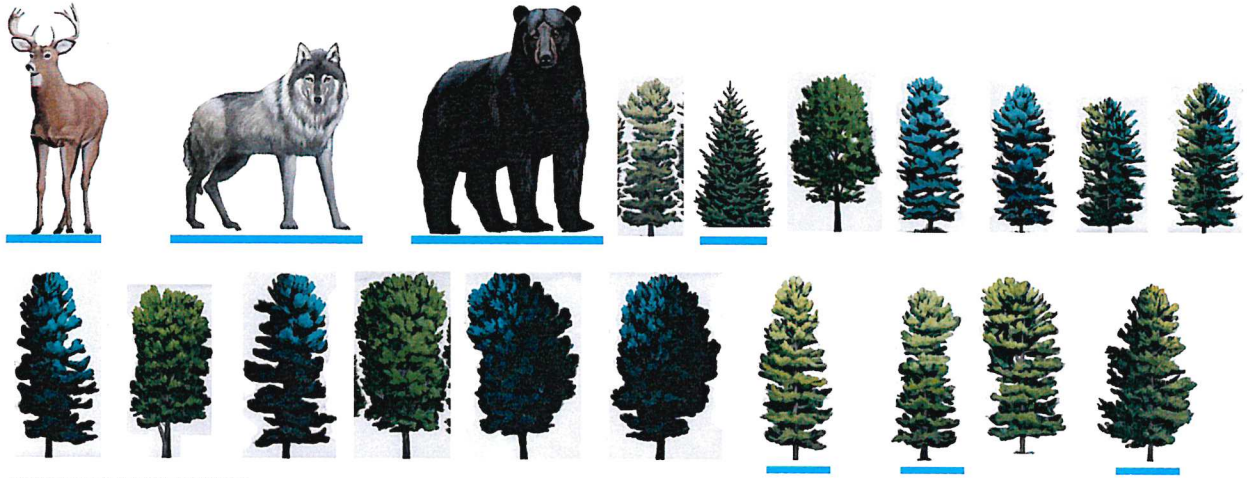
children's play area concept design package

date: 10.14.2024 sheet no.: **EX-4**

BENCH SEATING OPTIONS



VIEW FROM WILD WALK EAGLES NEST OPTIONS



DAVID FADDEN ARTWORK OPTIONS

ALBANY INTERNATIONAL AIRPORT

Albany International Airport
Concourse B - Children's Play Area
Environmental Graphics Package

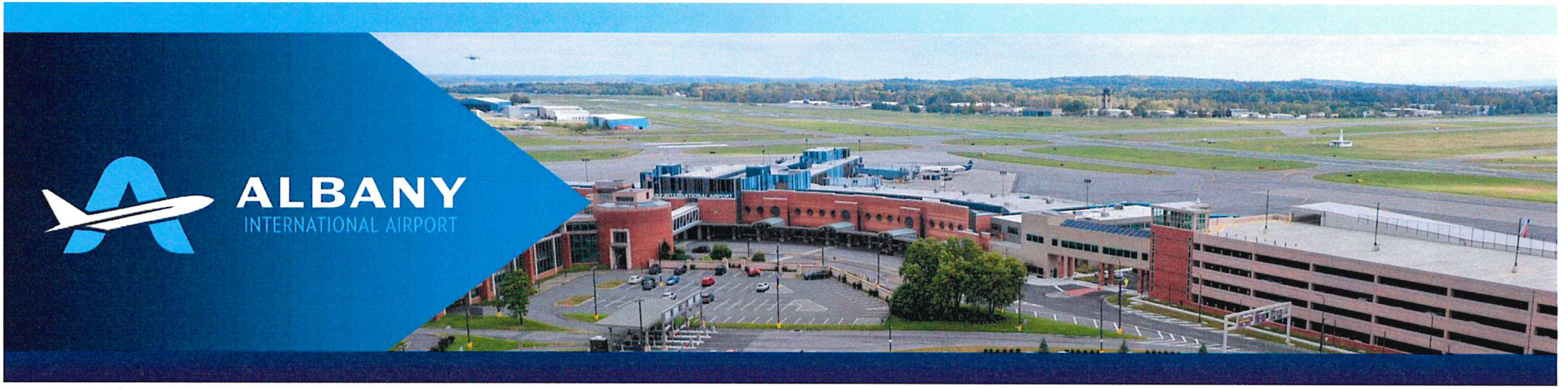
- ☐ approved
- ☐ approved as noted
- ☐ rejected

initials ☐

0 1' 2' 3' 4' 5' 6' 7' 8'
3/16" = 1'-0"

children's play area
concept design package

date: 10.14.2024 sheet no.: **EX-5**



Airport Master Plan Update

ACAA Board Meeting

October 15th, 2024

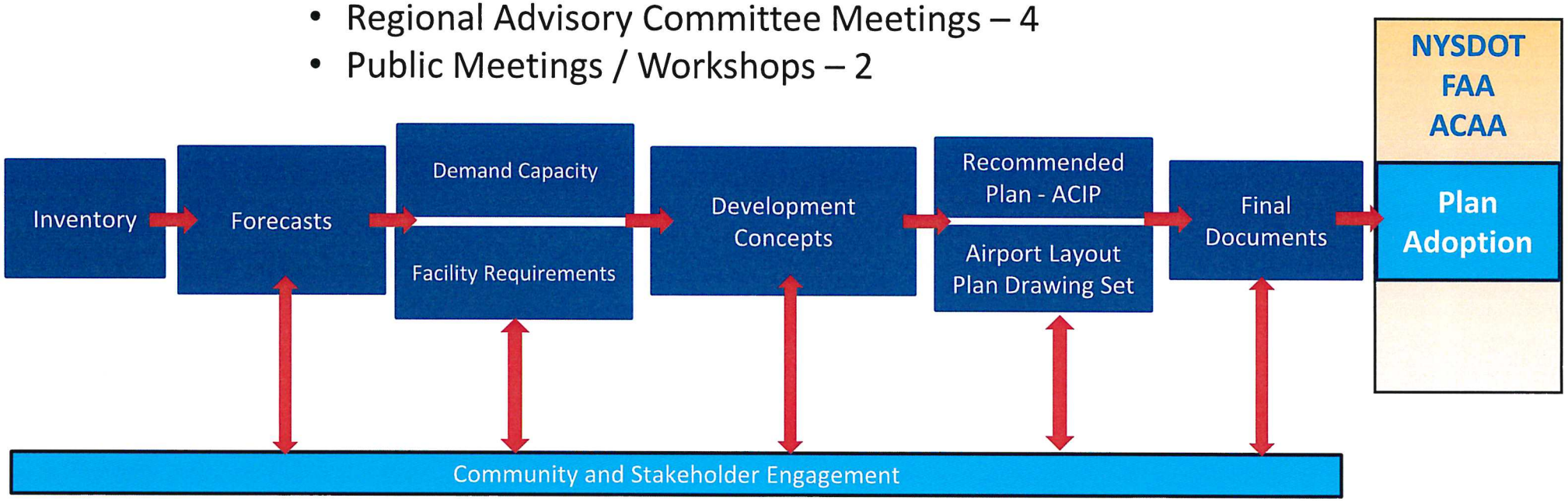
www.ALB-Master-Plan.com

CHA

ALBANY INTERNATIONAL AIRPORT

Master Plan Process / Status

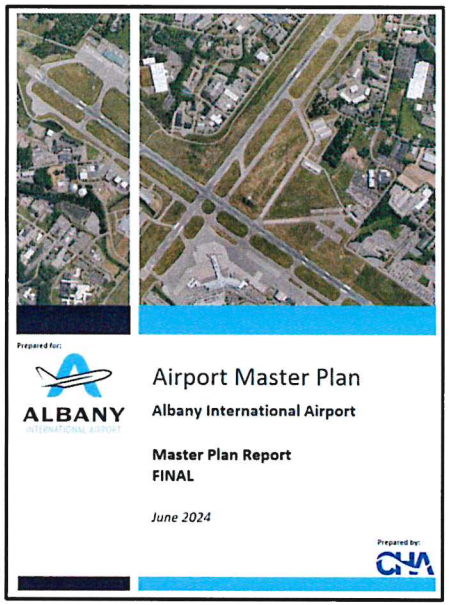
- Technical Advisory Committee Meetings – 4
- Regional Advisory Committee Meetings – 4
- Public Meetings / Workshops – 2

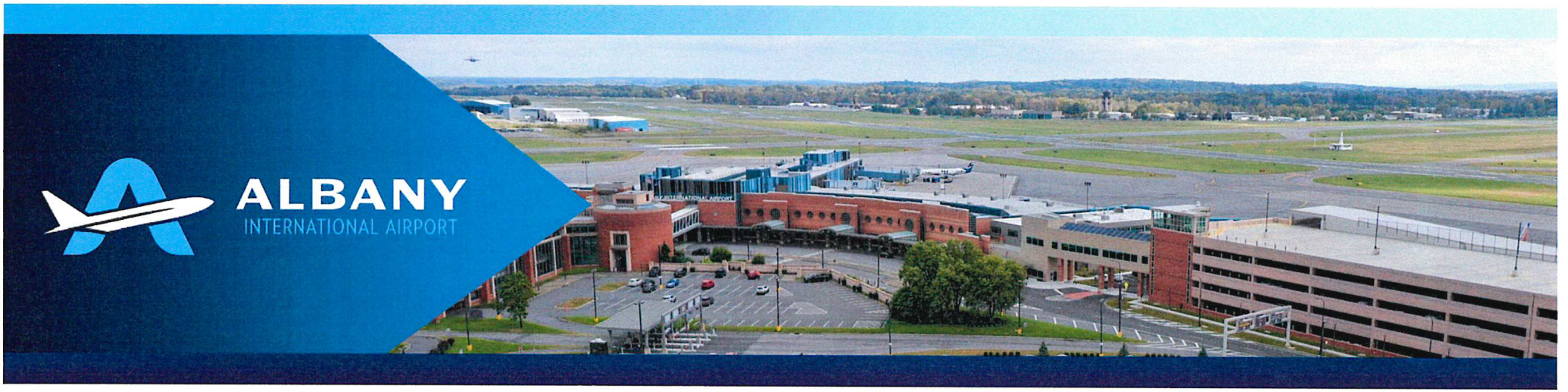


CHA

Master Plan Status

- Airport Master Plan Report – **Completed/Approved**
- Airport Layout Plan (ALP) Drawing Set – **Completed/Approved**





Study Recommendations

CHA

ALBANY INTERNATIONAL AIRPORT

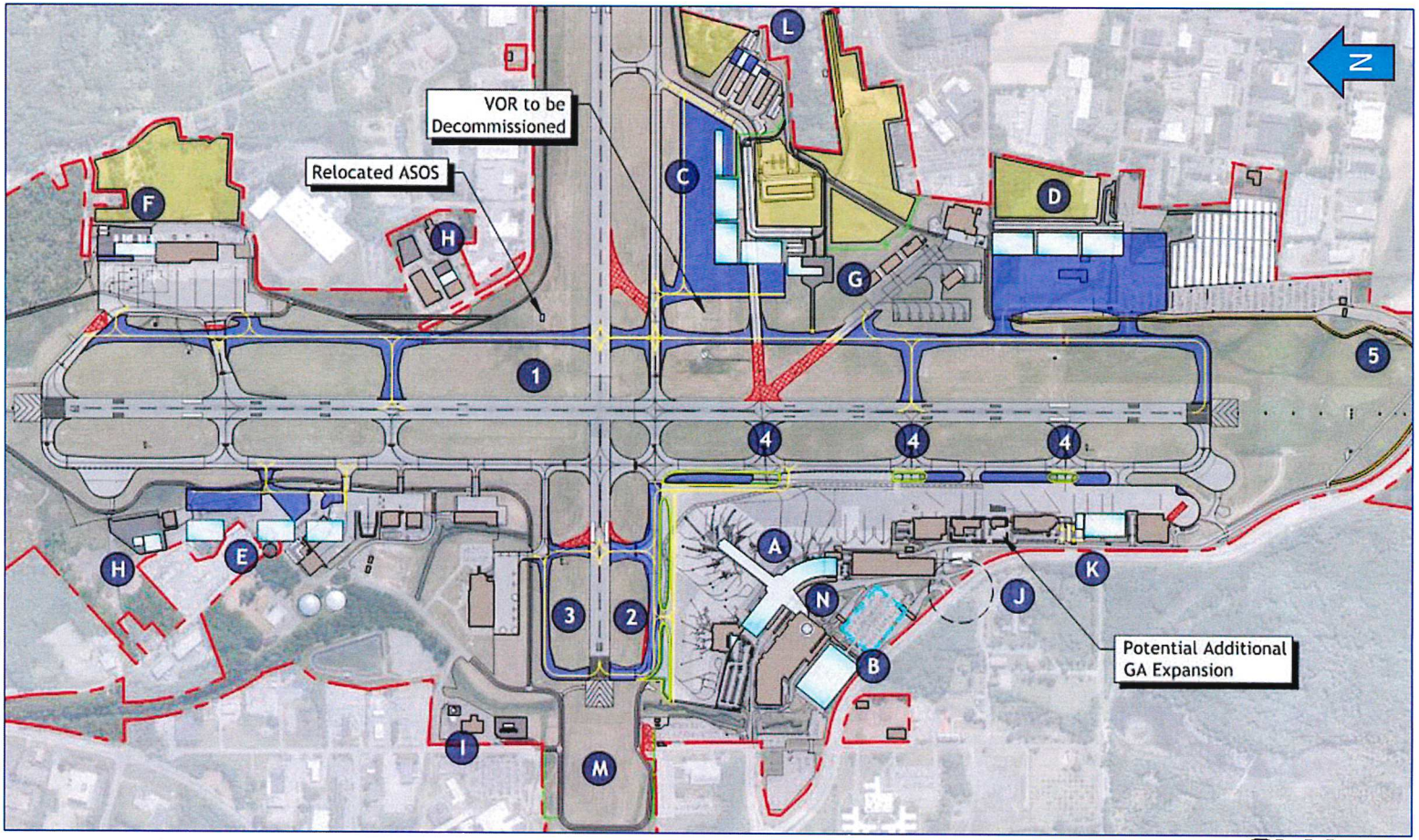
Recommended Plan

Landside Development

A. Expand Terminal
B. Improve Parking and Curbside Access
C. Business Aviation 1
D. Business Aviation 2
E. Expand MRO Facility
F. Expand Cargo Facility
G. Relocate ARFF Station
H. Expand SRE Maintenance Facility
I. Increase Fuel Farm Capacity
J. Potential Entrance Road Improvements
K. Expand FBO Facility
L. Expand Existing T-Hangars
M. Improve Runway Safety Surface
N. Install eVTOL Vertiport

Airfield Development

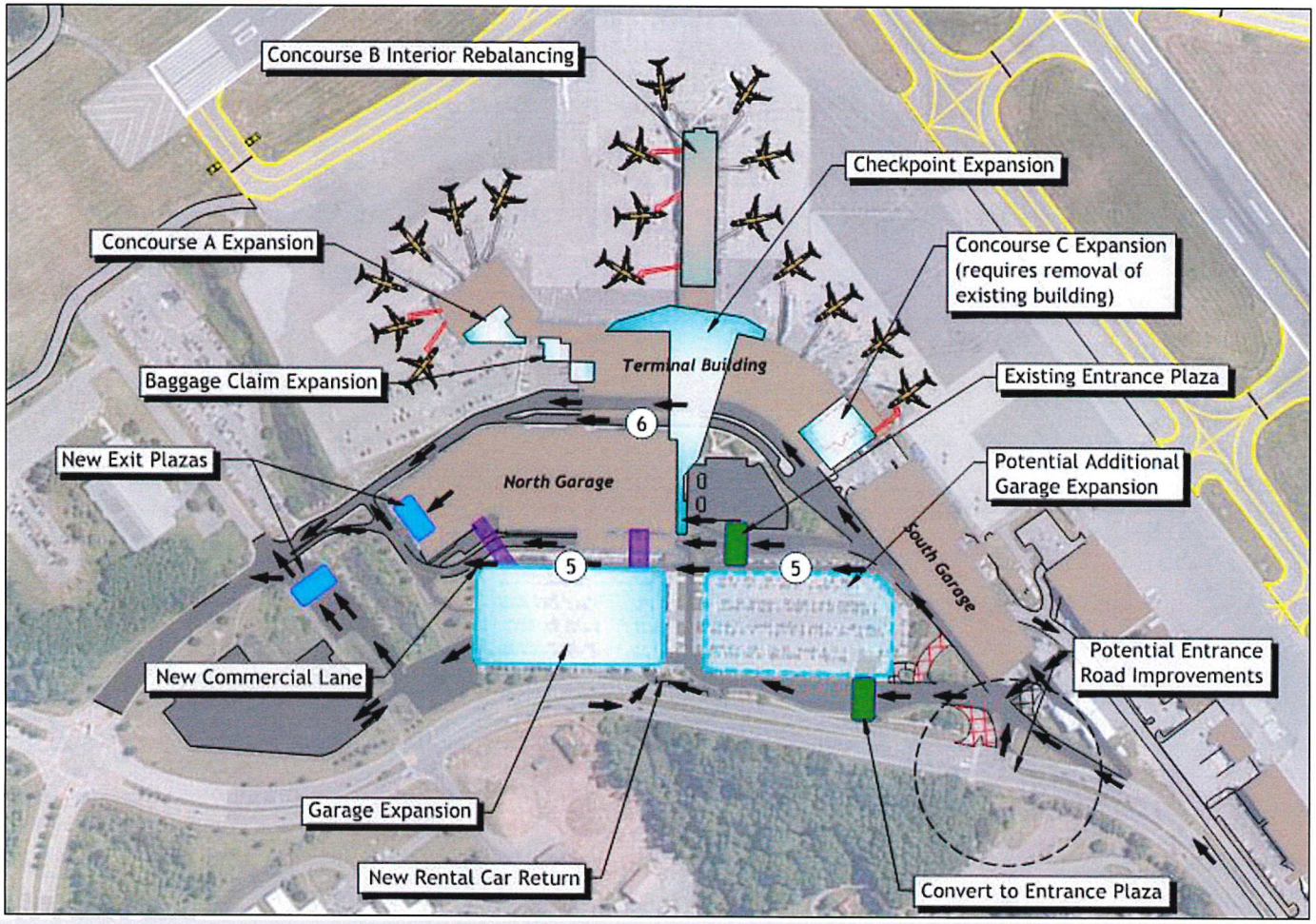
1. Parallel Taxiway
2. Realign Taxiway 'C'
3. Extend Taxiway 'P'
4. Remove Direct Apron-to-Runway Access
5. Extend South Service Road



CHA

ALBANY INTERNATIONAL AIRPORT

Terminal Complex Recommendations



Terminal Building:

- Expand Security Checkpoint
- Expand Concourse A Holdroom
- Rebalance Concourse B
- Expand Concourse C

Roadway/Parking:

- Expand Garage
- Create New Commercial Lane
- Reconfigure Traffic Flow
- Improve Airport Entrance Road

CHA

Plan Implementation

CHA

ALBANY INTERNATIONAL AIRPORT

Implementation – Where Do We Go From Here

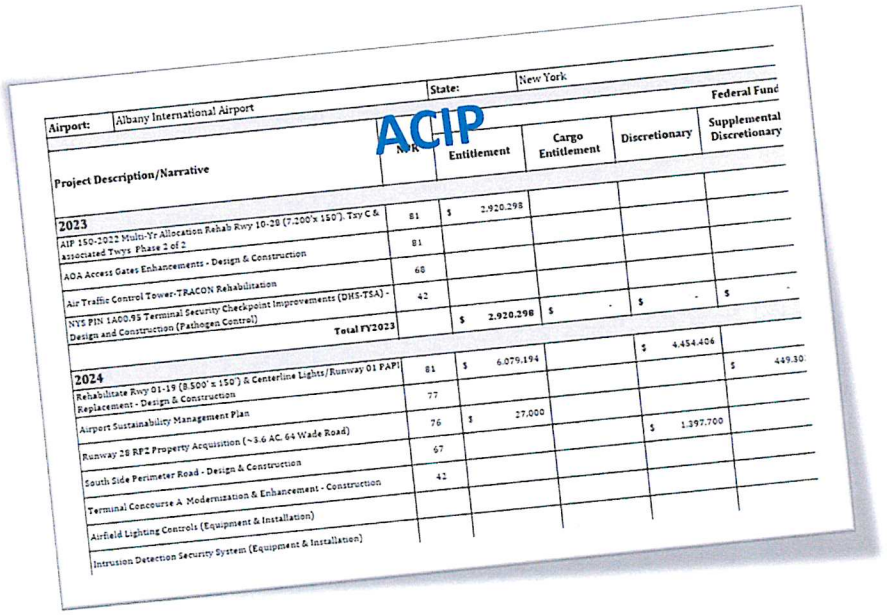
- Forecast Years Vs Planning Activity Levels (**PAL**)
- Planning Approach:
  - Master Plan accommodates all foreseeable needs
  - Implementation is limited to documented needs
- Master Plan complete, but ALB planning will continue
  - Sustainability Management Plan
  - Master Drainage Study
  - Detailed Project Evaluations and Environmental Reviews will Continue throughout planning period

PAL	Year	Enplanements
1	2026	1,700,000
2	2031	1,840,000
3	2036	1,980,000
4	2041	2,100,000

ALBANY INTERNATIONAL AIRPORT

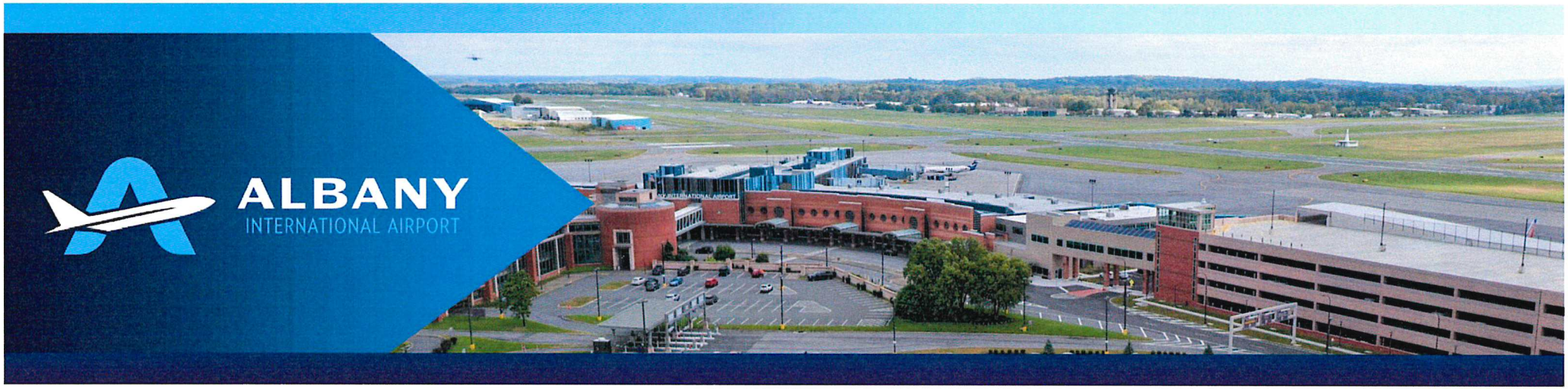
Implementation – Continuous Planning

- Recommendations incorporated into the **5-year ACIP**
  - Updated Annually in Coordination with FAA
  - Projects based on priorities
  - Considers available FAA and Airport funding
  - Maintenance & New Facilities
- Periodic ALP Changes – as needed



- Final documents: www.ALB-Master-Plan.com

CHA



Questions & Discussion

& Thank You…

CHA

AGENDA ITEM NO. 3

Communications and

Report of Chief Executive Officer

AGENDA ITEM NO. 4

Chief Operating Officer

AGENDA ITEM NO. 5

Chief Financial Officer

ALBANY
INTERNATIONAL AIRPORT

Monthly Financial Report

September 2024

(dated October 24, 2024)

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- Summary of Revenues, Expenses and Net Results 5
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- FBO Summary of Revenues, Expenses and Net Results 7
- Notes to Financial Statements 8

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Schedule of Scheduled Passenger Airline Services 11
Schedule of Positions by Entity 12
Schedule of Positions by Department 13
Schedule of RFP/B Solicitations 14

October 24, 2024

ACAA Members
Peter Stuto, Esq.

INTRODUCTION

Changes in Enplanement, Cargo and Operations are shown below:

	2024 Current Year versus			
	2024 Month Budget	2023 Month Actual	2023 YTD	2023 Prev. 12 Mo.
Enplanements	7.0%	11.6%	10.2%	11.0%
Cargo	(13.1)	(4.7)	(8.3)	(5.9)
Operations	19.3	22.7	3.8	2.9

	Month	
	Se23	Se24
Destination Airports	19	22
Scheduled Monthly Flight	1,202	1,386
Average Daily Flights	40.0	46.2
Pax Lift (Pax Seats)	135,091	154,601
Enplanements	113,844	127,013

FINANCIAL INFORMATION

Cash Position – Unrestricted (Operating)

The Airport continues to maintain a strong cash position. The Statements of Net Position provided on Page 4 reports unrestricted cash of $37,101,339 and equates to approximately 11.00 months of operating reserves (Notes to Financial Statements #2, Page 8).

Cash Position – Restricted

Restricted cash available for capital purposes is as follows:

Projects - Capital	$ 47,809
Projects – PFC	11,128,843
Projects – CFC	482,342
Projects – Concession Imprv.	749,317
Projects – Other	217,721
	$12,626,032

Accounts Receivable

The Accounts Receivable balance is approximately 13.33 of average day total operating revenues.

Equity – YTD Earnings

The Summary of Revenues, Expenses and Net results is provided on Page 5. The Airport recorded a change in net position for the month and year-to-date shown as follows:

	Month	**YTD**
Airport Operating	$ 1,873,092	$ 12,717,013
FBO Profit	270,190	1,830,142
	2,143,282	14,547,155
Other Rev/Exp (d.ser.)	(305,943)	(2,434,463)
Capital Contributions	1,837,339	11,896,498
Airline Incnt. Payts.	(41,064)	(334,819)
	1,490,332	9,127,216
	$ 3,633,614	**$23,674,371***

*Please note, depreciation is not recorded on the monthly financial statements.

Airport Operating Revenues

Monthly operating revenues increased approximately $615K from the same month the prior year. YTD operating revenues increased approximately $5,072K over the same time period the prior year.

Airport Operating Expenses

Monthly operating expenses were approximately $2,885K and $2,491K for 2024 and 2023, respectively. YTD operating expenses were $28,952K and $23,535K for 2024 and 2023, respectively.

AIRPORT OPERATING BUDGET

Monthly airport operating revenues were favorable to budget by approximately $517K, due in large part to Passenger Airline Landing and Terminal Space Rental fees. Monthly airport operating expenses compared to budget were favorable by approximately $424K.

YTD airport operating revenues were favorable to budget by approximately $3,500K. YTD airport operating expense were favorable by approximately $821K.

MILLION AIR FBO OPERATIONS

Revenues derived from the sale of JetA and AvGas fuels is the largest contributor of FBO revenue. Below are the fuel sold in gallons for both JetA and AvGas:

	2024 Current Year versus			
	2024 Budget	2023 Month	2023 YTD	2023 Prev. 12 Mo.
JetA (gals)	1.1%	4.7%	0.2%	(0.3%)
AvGas (gals)	107.6	53.7	19.0	14.3

FBO Summary of Revenues, Expenses and Net results are shown on Page 7.

The FBO had operating profits of approximately $270K and $1,830K, for the month and year-to-date, respectively, both favorable as compared to the budget.

Monthly FBO operating revenues were unfavorable to budget by approximately $100K. Monthly FBO COGS (cost of goods sold-fuel) compared to budget were favorable by approximately $140K. Monthly FBO operating expenses compared to budget were favorable by approximately $29K.

YTD FBO operating revenues were unfavorable to budget by approximately $165K, due to deicing services. YTD FBO COGS (cost of goods sold-fuel) compared to budget were favorable by approximately $336K. YTD FBO operating expenses compared to budget were unfavorable by approximately $150K.

PASSENGER AIRLINE SCHEDULES

Weekly Passenger Airline schedule flight changes over the past months are as follows:

		Begin	+	-	End
Jan22	(week#22-04)	243	27	(27)	243
Jun22	(week#22-26)	288	22	(14)	300
Jul22	(week#22-31)	300	27	(6)	321
Aug22	(week#22-35)	321	7	(18)	310
Sep22	(week#22-39)	310	-	(40)	270
Oct22	(week#22-44)	270	13	(6)	277
Nov22	(week#22-48)	277	4	(38)	243
Dec22	(week#22-52)	243	26	(4)	265
Jan23	(week#23-04)	265	19	(15)	269
Feb23	(week#2308)	269	36	(3)	302
Mar23	(week#2312)	302	8	(13)	297
Apr23	(week#2316)	297	12	(9)	300
May23	(week#2321)	300	6	(16)	290
Jun23	(week#2325)	290	16	(28)	278
Jul23	(week#2330)	278	28	-	306
Aug23	(week#2334)	306	2	(9)	299
Sep23	(week#2338)	299	12	(25)	286
Oct23	(week#2343)	286	25	(14)	297
Nov23	(week#2347)	297	2	(41)	258
Dec23	(week#2352)	258	10	(11)	257
Jan24	(week#2404)	257	27	(17)	267
Feb24	(week#2408)	267	27	(7)	287
Mar24	(week#2412)	287	16	(18)	285
Apr24	(week#2417)	285	15	(12)	288
May24	(week#2421)	288	12	(7)	293
Jun24	(week#2426)	293	41	(6)	328
Jul24	(week#2430)	328	1	(1)	328
Aug24	(week#2434)	328	17	(6)	339
Sep24	(week#2439)	339	5	(16)	328
Oct24	(week#2443)	328	22	(7)	343
Nov24	(week#2447)	343	20	(45)	318

PROJECTIONS

2024 and 2025 enplanement projections are as follows:

	2024	**2025**
Jan 2024	1,425,000	1,460,000
Feb2024	1,425,000	1,460,000
Mar 2024	1,425,000	1,460,000
Apr 2024	1,435,000	1,460,000
May2024	1,435,000	1,460,000
Jun 2024	1,445,000	1,460,000
Jul 2024	1,455,000	1,470,000
Aug 2024	1,460,000	1,490,000
Sep 2024	1,470,000	1,490,000
Oct 2024		
Nov 2024		
Dec2024		

BOND RATINGS

Apr21	Moody's	A3	Stable
Jul23	Moody's	A2	Stable
Mar20	S&P Global Ratings	A-	Negative
Apr21	S&P Global Ratings	A-	Stable
Aug22	S&P Global Ratings	A	Stable
Aug24	S&P Global Ratings	A+	Stable
	Fitch	Not Rated	

FULL TIME FILLED POSITIONS

Workforce consists of the following Full-Time Filled positions:

	Begin	+	-	End
Thru Week 23-02	181	-	(2)	179
Thru Week 23-06	179	-	-	181
Thru Week 23-10	181	4	(1)	184
Thru Week 23-18	184	13	(11)	186
Thru Week 23-22	186	5	(3)	188
Thru Week 23-33	188	2	(5)	185
Thru Week 23-36	185	5	(5)	185
Thru Week 23-41	185	6	(4)	187
Thru Week 23-46	187	5	(3)	189
Thru Week 23-50	189	6	4	191
Thru Week 24-03	191	7	7	191
Thru Week 24-07	191	7	2	196
Thru Week 24-11	196	2	4	194
Thru Week 24-15	194	3	1	196
Thru Week 24-20	196	5	3	198
Thru Week 24-24	198	9	8	199
Thru Week 24-28	199	3	3	199
Thru Week 24-33	199	2	5	196
Thru Week 24-37	196	5	3	198
Thru Week 24-41	198	6	-	204

(1) 4 position adjustment

*adjustment

COMPARISON WITH NATIONAL

Comparison of enplanement and cargo levels with the North American (NAM) amounts as provided by ACI-NA are as follows:

Enplanements

	Month YOY%		YTD YOY%		12YE YOY%	
	NAM	ALB	NAM	ALB	NAM	ALB
Jan22	90.6	188.4	90.6	188.4	104.6	137.3
May22	31.8	38.4	59.9	93.6	101.2	161.5
Jun22	18.1	21.7	49.6	43.3	82.2	136.7
Jul22	7.8	15.1	40.3	61.0	65.5	107.1
Aug22	12.4	15.1	35.6	51.7	54.5	83.7
Sep22	18.5	10.6	33.4	31.4	47.4	21.8
Oct22	13.8	4.9	30.9	39.8	40.0	53.1
Nov22	8.4	3.3	28.5	35.7	32.8	41.6
Dec22	5.8	(0.4)	26.2	32.2	26.2	32.2
Jan23	26.8		26.8		23.8	
Feb23	17.5	15.7	22.6	18.4	20.6	18.9
Mar23	9.7	0.6	17.5	13.6	17.0	17.0
Apr23	7.1	(2.7)	14.4	8.7	14.1	12.1
May23	7.1	2.2	12.7	7.2	12.2	9.5
Jun23	7.7	(1.2)	11.8	5.6	11.4	7.2
Jul23	7.8	(0.2)	11.2	4.6	11.4	5.7
Aug23	7.7	4.8	10.7	4.6	11.0	4.7
Sep23	5.7	3.3	10.2	4.5	10.0	3.9
Oct23	7.3	11.7	10.0	5.2	9.5	4.6
Nov23	7.0	11.0	9.7	5.9	9.4	5.5
Dec23	8.5	16.4	9.7	6.7	9.7	6.7
Jan24	3.5	6.8	3.5	6.8	8.1	5.5
Feb24	7.1	11.1	5.1	9.0	7.4	5.1
Mar24	4.6	13.2	5.0	10.5	6.9	6.2
Apr24	4.0	8.2	4.8	9.9	6.7	7.1
May24	5.6	10.7	5.1	10.1	6.6	7.8
Jun24	5.9	13.6	5.2	10.7	6.4	9.1
Jul24	4.2	8.8	5.1	9.5	6.0	10.0

Cargo (tons)

	Month YOY%		YTD YOY%		12YE YOY%	
	NAM	ALB	NAM	ALB	NAM	ALB
Jan22	(7.3)	(14.3)	(7.3)	(14.3)	4.1	3.3
Apr22	(6.7)	(24.2)	(3.3)	(12.8)	0.5	(4.6)
May22	(6.3)	(18.7)	(3.9)	(14.1)	(0.4)	(7.1)
Jun22	(3.1)	(6.8)	(3.7)	(14.6)	(0.8)	(7.8)
Jul22	(5.5)	(14.5)	(4.0)	(13.0)	(1.3)	(9.1)
Aug22	(1.1)	(0.1)	(3.7)	(11.5)	(1.7)	(9.0)
Sep22	(2.5)	(2.3)	(3.5)	(11.7)	(2.3)	(9.5)
Oct22	(5.7)	(5.6)	(3.9)	(10.0)	(2.8)	(8.3)
Nov22	(3.4)	(0.8)	(3.8)	(9.2)	(3.4)	(8.4)
Dec22	(9.2)	(3.0)	(4.2)	(8.5)	(4.2)	(8.5)
Jan23	(7.7)	(7.7)	(7.7)	(7.7)	(4.2)	(8.0)
Feb23	(6.7)	(10.3)	(7.5)	(9.4)	(5.0)	(9.4)
Mar23	(8.5)	(2.0)	(7.9)	(6.2)	(5.8)	(8.1)
Apr23	(11.0)	(2.4)	(8.7)	(5.2)	(6.0)	(6.1)
May23	(2.5)	4.6	(7.5)	(3.2)	(5.7)	(4.1)
Jun23	(6.6)	(1.5)	(7.3)	(2.9)	(6.0)	(3.7)
Jul23	(11.5)	(5.4)	(7.9)	(3.3)	(6.3)	(2.9)
Aug23	(3.1)	21.8	(7.3)	0.1	(6.6)	(1.0)
Sep23	(8.5)	(8.3)	(7.4)	(0.9)	(7.1)	(1.5)
Oct23	(7.7)	1.9	(7.5)	(0.6)	(7.2)	(0.9)
Nov23	(5.5)	4.2	(7.4)	(0.1)	(7.6)	(0.5)
Dec23	(7.1)	(4.4)	(7.3)	(0.6)	(7.3)	(0.6)
Jan24	(2.0)	(9.1)_	(2.0)	(9.1)	(6.9)	(0.7)
Feb24	3.3	6.5	1.0	(1.6)	(6.1)	6.9
Mar24	(5.9)	(11.8)	(1.7)	(5.0)	(5.8)	(0.3)
Apr24	2.4	(7.4)	(0..7)	(5.6)	(4.8)	(0.7)
May24	5.2	(0.8)	0.6	(4.6)	(4.2)	(1.1)
Jun24	(5.0)	(16.2)	(0.3)	(6.7)	(3.9)	(2.4)
Jul24	6.7	0.5	0.7	(6.1)	(2.6)	(2.0)

Albany County Airport Authority
Statements of Net Position

	Unaudited September 30, 2023	Unaudited September 30, 2024
ASSETS		
CURRENT ASSETS		
Unrestricted Assets		
Cash and cash equivalents	$17,928,797	$12,742,259
Development Fund	21,147,965	24,359,080
Accounts Receivable - net	799,364	2,330,399
Lease Receivable	2,567,186	2,722,345
Prepaid Expenses	1,116,589	894,923
Total Unrestricted Assets	43,559,901	43,049,006
Restricted Assets		
Operating and Renewal Reserves	8,350,026	9,303,539
CFC Funds	463,315	482,343
Capital Funds	5,121,491	7,520,264
PFC Funds	9,959,695	11,734,745
Revenue Bond Funds	13,817,486	14,161,642
FAA Restricted Funds	210,082	218,582
Concession Improvement Funds	720,518	749,317
Total Restricted Assets	38,642,613	44,170,432
Total Current Assets	82,202,514	87,219,438
NON-CURRENT ASSETS		
Capital Assets	281,139,428	297,116,249
Lease Receivable	18,404,031	16,969,066
Prepaid Expenses	194,232	178,797
Total Non-Current Assets	299,737,691	314,264,112
Total Assets	381,940,205	401,483,550
DEFERRED OUTFLOWS OF RESOURCES		
Refunding	959,399	638,650
OPEB Expenses	1,025,989	906,998
Pension Expenses	1,048,107	1,063,610
Total Deferred Outflows of Resources	3,033,495	2,609,258
TOTAL ASSETS AND DEFERRED OUTFLOWS	384,973,700	404,092,808
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Payable from Unrestriced Assets	3,147,760	3,472,509
Payable from Restricted Assets	15,340,914	26,521,340
Total Current Liabilities	18,488,674	29,993,849
NON-CURRENT LIABILITIES		
Bonds and other debt obligations	59,817,198	51,326,409
Net OPEB Liability	6,188,080	6,512,224
Net Pension Liability - proportionate share	(108,772)	1,286,736
Total Non-Current Liabilities	65,896,506	59,125,369
Total Liabilities	84,385,180	89,119,218
DEFERRED INFLOWS OF RESOURCES		
Concession Improvement Funds	879,701	1,018,109
OPEB Expenses	1,275,576	766,596
Pension Expenses	1,246,137	75,313
Leases	20,221,742	18,721,114
Total Deferred Inflows of Resources	23,623,156	20,581,132
NET POSITION		
Invested in Capital Assets, net of Related Debt	211,257,606	225,024,664
Restricted	33,605,203	38,303,600
Unrestricted	32,102,555	31,064,194
Net Position	276,965,364	294,392,458
TOTAL LIABILITES, DEFERRED INFLOWS AND NET POSITION	$ 384,973,700	$ 404,092,808

Albany County Airport Authority
2024 Summary of Revenues, Expenses and Net Results
For the nine months ended September 30, 2024

	Current Month			Year to Date		
	2024 Budget	2023 Actual	2024 Actual	2024 Budget	2023 Actual	2024 Actual
AIRPORT OPERATING REVENUES						
Airline	$ 1,289,836	$ 1,264,974	$ 1,712,470	$ 11,608,528	$ 11,641,517	$ 14,789,082
Non-Airline	2,951,175	2,877,471	3,045,163	26,560,573	24,955,923	26,880,212
Total Revenues	4,241,011	4,142,445	4,757,633	38,169,101	36,597,440	41,669,294
AIRPORT OPERATING EXPENSES						
Personal Services	1,073,882	975,494	943,716	9,664,939	7,976,153	9,385,841
Employee Benefits	561,368	444,330	462,248	5,052,314	4,002,774	4,340,468
Utilities & Communications	277,108	134,211	93,810	2,493,976	1,940,019	1,691,490
Purchased Services	644,465	429,492	830,164	5,800,182	4,317,485	7,474,236
Material & Supplies	483,710	362,231	331,358	4,353,394	3,579,280	3,989,569
Office	91,116	59,807	42,610	820,041	563,277	633,465
Administration	100,155	85,638	180,635	901,392	857,792	1,140,096
Non-Capital Equipment	76,304	0	0	686,738	298,557	297,116
Total Expenses	3,308,108	2,491,203	2,884,541	29,772,976	23,535,337	28,952,281
AIRPORT OPERATING RESULTS	932,903	1,651,242	1,873,092	8,396,125	13,062,103	12,717,013
FBO OPERATING RESULTS	201,040	34,979	270,190	1,809,360	2,049,323	1,830,142
TOTAL OPERATING RESULTS	1,133,943	1,686,221	2,143,282	10,205,485	15,111,426	14,547,155
OTHER REVENUES (EXPENSES)						
Interest Earnings	66,667	175,809	223,974	600,003	1,269,021	2,069,491
Passenger Facility Charges	303,456	303,456	303,456	2,731,104	2,731,104	2,731,104
ACAA Debt Service	(827,785)	(835,222)	(827,785)	(7,450,065)	(7,516,998)	(7,450,065)
Line of Credit Interest	(66,667)	-	(36,288)	(600,003)	-	(144,490)
Grant Income	11,558	11,400	-	104,025	5,030,107	50,996
Grant Expense	-	-	-	-	1,282,040	-
Insurance Recoveries	-	-	-	-	335,000	32,201
Improvement Charges	30,700	30,700	30,700	276,300	276,300	276,300
Total Other Revenues(Expenses)	(482,071)	(313,857)	(305,943)	(4,338,636)	3,406,574	(2,434,463)
INCOME/(LOSS) BEFORE CAPITAL CONTRIBUTIONS	**651,872**	**1,372,364**	**1,837,339**	**5,866,849**	**18,518,000**	**12,112,692**
AIRLINE INCENTIVES	(33,333)	(17,515)	(41,064)	(299,997)	(222,156)	(334,819)
CAPITAL CONTRIBUTIONS	-	-	226,499	-	6,800,101	11,896,498
INCREASE (DECREASE) IN NET POSITION	$ 618,539	$ 1,354,849	$ 2,022,774	$ 5,566,852	25,095,945	23,674,371
NET POSITION, BEGINNING OF PERIOD					251,869,419	270,718,087
NET POSITION, END OF PERIOD					$ 276,965,364	$ 294,392,458
RECONCIATION TO AIRLINE FUNDS REMAINING:						
NET RESULTS BEFORE RESERVES	651,872	1,372,364	1,837,339	5,866,849	18,518,000	12,112,692
Less: Capital Improvements	(332,701)	(287,060)	(332,701)	(2,994,308)	(2,583,537)	(2,994,308)
Less: Reserve Requirements	(107,545)	(71,443)	(107,545)	(967,904)	(642,985)	(967,904)
NET RESULTS	211,626	1,013,862	1,397,093	1,904,637	15,291,478	8,150,480
Revenue Sharing:						
Transfer to/from Airlines (50%)	105,813	506,931	698,547	952,319	7,645,739	4,075,240
Authority Share (50%)	105,813	506,931	698,547	952,319	7,645,739	4,075,240
Less: Airline Incentives	(33,333)	(17,515)	(41,064)	(299,997)	(222,156)	(334,819)
Net Authority Share	$ 72,480	$ 489,416	$ 657,483	$ 652,322	$ 7,423,583	$ 3,740,421

Albany County Airport Authority
Operating Revenues
For the nine months ended September 30, 2024

	Current Month			Year to Date		
	2024 Budget	2023 Actual	2024 Actual	2024 Budget	2023 Actual	2024 Actual
AIRLINE REVENUES						
COMMERCIAL						
Landing Fees-Signatory	$ 646,841	$ 527,799	$ 803,886	$ 5,821,570	$ 4,745,045	$ 6,610,755
Landing Fees-Non Signatory	7,030	0	0	63,270	0	0
Airline Apron Fees	82,544	69,361	78,609	742,893	624,246	682,257
Glycol Disposal Fee	25,120	0	0	226,077	232,118	227,695
CARGO						
Landing Fees-Signatory	0	53,370	69,463	0	460,755	636,534
Landing Fees-Non Signatory	0	2,613	0	0	68,268	3,612
TERMINAL						
Loading Bridges	73,556	59,389	73,556	662,004	534,505	634,395
Space Rental	453,996	552,108	686,497	4,085,965	4,968,976	5,989,138
Non-Signatory Per Turn Fee	750	333	459	6,750	7,604	4,695
TOTAL AIRLINE REVENUES	1,289,836	1,264,974	1,712,470	11,608,528	11,641,517	14,789,082
NON-AIRLINE REVENUES						
AIRFIELD						
Tenant Maintenance	2,500	2,081	1,680	22,500	28,841	46,447
Total Airfield	2,500	2,081	1,680	22,500	28,841	46,447
TERMINAL						
Utility Reimbursement	2,000	3,795	3,651	18,000	28,092	27,684
Tenant Maintenance	1,713	0	0	15,419	4,150	26,820
Space Rent - Non Airline	13,011	18,851	16,410	117,101	170,268	148,273
Space Rent - Fixed Non Airline	48,329	47,130	47,130	434,961	424,166	424,166
Food & Beverage	121,125	105,495	124,291	1,090,125	979,357	1,107,146
Retail	90,250	78,978	85,975	812,250	772,525	759,285
Advertising	0	0	0	0	0	(4,300)
ATM	1,167	75	1,222	10,500	13,975	10,916
Operating Permits	29,256	28,758	28,121	263,304	260,394	287,432
Vending Machines	1,601	1,788	1,084	14,406	14,973	10,712
Baggage Cart Rentals	1,167	1,311	1,118	10,500	11,980	12,511
Total Terminal	309,619	286,182	309,000	2,786,567	2,679,880	2,810,644
GROUND TRANSPORTATION						
Parking	1,549,451	1,348,009	1,496,753	13,945,057	12,951,570	13,650,439
Rental Cars	546,250	752,222	690,450	4,916,250	4,915,570	5,405,861
Access Fees	16,714	9,090	10,000	150,424	130,855	131,066
TNCs	28,000	31,411	35,465	252,000	260,370	281,166
Garage Space Rent	7,187	6,911	7,188	64,686	62,200	64,688
Garage Kiosk Rent	1,800	1,800	1,800	16,200	16,200	16,200
Total Ground Transportation	2,149,402	2,149,443	2,241,656	19,344,618	18,336,765	19,549,420
OTHER AIRPORT						
Telephone System - Tenants	4,261	4,453	3,855	38,345	39,487	38,289
Building Rental	6,638	6,594	6,415	59,745	84,224	57,420
Control Tower Rental	66,210	64,595	65,887	595,893	581,358	592,985
Air Cargo Facility	91,667	42,689	109,615	825,000	387,001	986,661
State Executive Hangar	103,924	103,924	103,924	935,312	935,312	935,312
T Hangars	15,530	11,391	12,150	139,770	118,874	126,764
Tie Downs	132	132	136	1,190	1,909	1,225
Industrial Park	52,614	48,731	50,689	473,524	422,789	456,518
Land Rental	36,993	40,844	33,270	332,933	369,665	310,022
Eclipse Hangar	0	26,157	0	0	235,413	0
Hangar Rental	76,675	48,633	76,776	690,078	440,731	688,707
Antenna Space Rental	9,373	6,827	6,934	84,355	61,442	62,404
Internet and Cable Access	442	55	55	3,975	3,095	1,995
Fingerprinting	2,083	3,363	5,671	18,750	27,205	34,974
Tenant Maintenance	167	0	0	1,500	574	0
Purchasing Proposals	0	0	0	0	150	0
Ebay/Scrap/Equipment Sales	417	2,442	1,876	3,750	4,321	10,057
Utility Reimbursement	13,750	7,176	11,472	123,750	133,909	113,089
Reimb of Property Taxes	2,113	23,465	0	19,018	50,284	39,244
Other	6,667	(1,707)	4,101	60,000	12,694	18,034
Total Other Airport	489,654	439,765	492,826	4,406,888	3,910,438	4,473,701
TOTAL NON AIRLINE REVENUES	2,951,175	2,877,471	3,045,163	26,560,573	24,955,923	26,880,212
TOTAL REVENUES	$ 4,241,011	$ 4,142,446	$ 4,757,633	$ 38,169,101	$ 36,597,440	$ 41,669,294

Albany County Airport Authority
FBO Results
For the nine months ended September 30, 2024

	Current Month			Year to Date		
	2024 Budget	2023 Actual	2024 Actual	2024 Budget	2023 Actual	2024 Actual
REVENUES						
Retail Fuel						
Jet A Fuel Sales	$ 620,833	$ 599,545	$ 557,234	$ 5,587,500	$ 4,868,149	$ 4,967,382
AvGas Fuel Sales	35,363	50,164	56,520	318,263	342,000	379,256
Commercial AvGas Fuel Sales	1,667	3,823	10,248	15,000	15,847	21,436
Auto & Diesel Fuel Sales	24,583	12,466	11,301	221,250	175,488	180,755
Retail Fuel Sales	682,446	665,998	635,303	6,142,013	5,401,485	5,548,829
Into Plane Fees	67,500	57,340	66,735	607,500	555,335	568,715
Fuel Farm Fees	76,375	68,522	88,256	687,375	646,595	753,772
General Aviation Landing Fees	28,333	31,039	54,882	255,000	301,984	403,849
Aircraft Parking Fees	45,833	47,996	68,330	412,500	462,151	496,501
Deicing Services	124,954	0	0	1,124,588	1,887,685	1,222,118
FBO Properties	37,428	24,692	33,253	336,848	259,397	286,682
FBO Services	11,250	13,440	27,718	101,250	140,440	221,700
TOTAL REVENUES	1,074,119	909,027	974,477	9,667,073	9,655,071	9,502,167
COST OF SALES						
Fuel Costs - Jet A	311,667	331,187	252,556	2,805,000	2,661,173	2,577,844
Fuel Discounts - Jet A	25,000	18,800	18,836	225,000	135,365	149,810
Fuel Costs - SAF	0	0	0	0	0	0
Fuel Costs - AvGas	26,738	38,665	48,582	240,638	263,177	289,300
Fuel Discounts - AvGas	0	1,092	1,226	0	8,655	9,245
Fuel Costs - Commercial AvGas	1,250	3,284	1,739	11,250	13,348	11,393
Fuel Costs - Auto & Diesel	18,500	9,958	15,143	166,500	138,375	146,551
Total Fuel Costs	383,154	402,985	338,082	3,448,388	3,220,094	3,184,143
Deicing Costs - Type I & IV	94,442	0	0	849,981	1,211,712	750,185
Customs Garbage, Oil & Other	167	3,525	0	1,500	25,374	29,422
Total Cost of Sales	477,763	406,510	338,082	4,299,868	4,457,180	3,963,751
Net Operating	596,356	502,517	636,395	5,367,204	5,197,892	5,538,416
OPERATING EXPENSES BY CATEGORY						
Personal Services						
Salaries	150,710	129,544	157,423	1,356,393	1,195,766	1,484,277
Overtime	20,669	21,150	21,481	186,019	192,198	180,916
Total Personal Services	171,379	150,693	178,904	1,542,412	1,387,964	1,665,194
Employee Benefits	67,067	68,502	30,962	603,601	422,637	405,711
Utilities & Communications	8,507	6,341	6,660	76,566	91,724	74,135
Purchased Services	57,568	60,232	48,904	518,114	379,439	516,328
Materials & Supplies						
Buildings	11,117	4,401	8,743	100,055	88,740	66,370
Grounds	3,167	0	1,225	28,500	8,796	8,990
Vehicles	38,099	90,615	52,578	342,893	421,875	520,844
Total Materials & Supplies	52,383	95,017	62,547	471,448	519,410	596,204
Admistrative Expenses	28,870	29,549	38,229	259,826	273,940	336,341
Non-Capital Equipment	9,542	57,205	0	85,879	73,455	114,361
TOTAL EXPENSES	395,316	467,538	366,205	3,557,845	3,148,569	3,708,274
FBO Net Direct Cost	$ 201,040	$ 34,979	$ 270,190	$ 1,809,360	$ 2,049,323	$ 1,830,142

Notes to Financial Statements

1. Accounting Basis

This financial information is presented for the purposes of comparing budget to actual results and for indicating generally how revenues and expenses have compared to budgeted revenues and expenses through on a monthly basis. The financial information presented herewith is prepared on the Albany County Airport Authority's budgetary basis of accounting.

This report includes preliminary operating and performance statistics, and financial forecasts based upon the budgetary basis of accounting estimates that involve uncertainties that could result in actual financial results differing materially from preliminary estimates.

2. Cash Reserves

2024 Operating Budget - Airport	$40,097,302
2024 Operating Budget – FBO	10,476,951
	$50,574,253
Monthly Operating Outflow	($50,574,253/12)
	$4,214,521

Months Operating Reserves Unrestricted
$37,101,399/$4,214,521 ~ 8.80 months

Months Operating and Renewal Reserves
$9,303,539/$4,214,521 ~ 2.20 months

	Unrest.	Restr	Total
Jan22	6.51	2.0	8.51
May	6.95	2.0	8.95
Jun	6.93	2.0	8.93
Jul	7.26	2.0	9.26
Aug	7.65	2.0	9.65
Sep	8.03	2.0	10.03
Oct	8.26	2.0	10.26
Nov	8.23	2.0	10.23
Dec	7.94	2.0	9.94
Jan23	6.85	2.1	8.95
Feb23	7.19	2.1	9.29
Mar23	7.49	2.1	9.59
Apr23	7.36	2.16	9.52
May23	8.03	2.16	10.19
Jun23	8.44	2.16	10.60
Jul23	8.92	2.17	11.09
Aug23	9.63	2.17	11.80
Sep23	10.22	2.18	12.40
Oct23	10.41	2.19	12.60
Nov23	10.61	2.19	12.80
Dec23	11.19	2.34	13.53
Jan24	8.40	2.13	10.53
Feb24	8.36	2.14	10.50
Mar24	8.53	2.15	10.68
Apr24	8.67	2.16	10.83
May24	8.22	2.17	10.39
Jun24	8.21	2.18	10.39
Jul24	6.87	2.18	9.05
Aug24	6.92	2.19	9.11
Sep24	8.80	2.20	11.00

3. Accounts Receivable

The amount of accounts receivables, shown as days of average annual (2023 Budget) daily revenues, is as follows:

$63,781,565 / 365 = $174,744
$2,330,399 / $174,744 = 13.33

Jan22	14.98
Jan23	6.96
Aug	0.68
Sep	5.00
Oct	10.58
Nov	2.74
Dec	1.10
Jan24	13.50
Feb	13.57
Mar	15.58
Apr	14.37
May	26.09
Jun	7.34
Jul	6.88
Aug	12.82
Sep	13.33

4. Capital Assets

The following are capital expenditures that are greater than $50,000 and have a useful life greater than one year:

	Collected
Land	$ 48,899,432
Buildings	247,884,827
Equipment	21,685,447
Improvements	295,695,571
	614,165,277
Accumulated Depreciation	(358,738,428)
	255,426,849
Construction In Progress	
CIP – Terminal Connector	29,255,553
CIP – Other	12,433,848
	41,689,401
	$297,116,250

5. FAA AIP Funding

The following are grant amounts awarded to the Authority. Revenue is recognized when expenses are submitted for reimbursement, not when they are awarded.

	Awarded	Collected	
AIP141-M.Plan	$ 751,154	$ 644,551	
AIP143-CARES	15,277,876	15,277,876	C
AIP144-CHRSSA[3]	5,093,917	5,093,917	C
AIP145-CHRSSA[2]	320,510	320,510	C
AIP146-Taxi A	6,256,890	6,256,890	C
AIP147-Snow Equi	1,537,634	954,635	
AIP148-ARPA	12,113,224	-	
AIP149-Con Relief	1,282,039	1,282,039	C
AIP150-Taxi C	7,144,824	6,430,342	
AIP151-B #303 CT	2,000,000	958,885	
AIP152-Conc A	10,600,000	-	
AIP153-Rwy 1/19	9,326,858	-	
Jobs Act of 21[1]	28,551,945	-	

[1] Bipartisan Infrastructure Law, annual appropriation $5,568,244, award pending.

6. Line of Credit Draws

	Paid		Reimbursed
LOC24-01	Mar 8, 24	$984,381.73	Aug12,2024
LOC24-02	Mar 8, 24	761,816.97	Apr 02, 2024
LOC24-03	Mar 20, 24	959,955.24	Apr 09, 2024
LOC24-04	May 9, 24	2,152,308.12	Jul 01, 2024
LOC24-05	May 9, 24	1,285,737.86	Jul 01, 2024
LOC24-06	Jun 14, 24	2,586,897.15	Oct 02, 2024
LOC24-07	Jun,14, 24	2,337,750.23	Oct 02, 2024
LOC24-08	Aug 22, 24	4,055,372.75	Oct 11, 2024

Amount outstanding at Oct 23, 2024: $0.00

7 Days Cash on Hand

Dec 2023	$51,761,984	373 days
Jan 2024	44,401,003	320
Feb 2024	44,293,925	319
Mar 2024	45,047,164	325
Apr 2024	45,677,031	329
Jun 2024	43,820,778	316
Jul 2024	38,188,392	275
Aug 2024	38,436,116	277
Sep 2024	46,404,875	334
Goal		400 days

8 Airport Development Fund Balance

Feb 2024	$24,413,858	
Mar 2024	25,188,748	
Apr 2024	27,110,625	
May 2024	26,595,047	
Jun 2024	25,283,714	
Jul 2024	24,908,947	
Aug 2024	25,283,714	
Sep 2024	24,359,080	
Previous Draws	$2,530,000	
Draw 240814	650,000	
Draw 240927	100,000	
Total Due to ADev	$3,280,000	Recd 10/16
Oct 23, 2024	$27,639,079	

9 Airline Incentives (Month)

Month	YTD
$41,064	$334,819

Albany International Airport
Statistics
For the nine months period ending September 30, 2024

	Current Month			Year to Date			12 Month Running	
	Budget	2023	2024	Budget	2023	2024	2023	2024
Total Enplanements	118,750	113,844	127,013	1,068,750	1,017,571	1,121,115	1,334,087	1,480,183
	7.0%		11.6%			10.2%		11.0%
Operations								
Passenger	2,491	2,406	2,760	22,418	22,279	23,522	29,439	30,964
Cargo	230	204	120	2,070	2,048	1,266	2,954	1,962
Charter, Corporate & Diversi	363	376	435	3,263	3,352	3,545	4,505	4,518
General Aviation	1,283	1,301	1,866	11,550	11,203	11,772	14,600	15,216
Military	167	122	228	1,500	1,466	1,778	2,108	2,485
Total Operations	4,533	4,409	5,409	40,801	40,348	41,883	53,606	55,145
	19.3%		22.7%			3.8%		2.9%
Landed Weight (000)	125,000	126,249	152,710	1,125,000	1,135,025	1,246,420	1,491,009	1,642,577
	22.2%		21.0%			9.8%		10.2%
Cargo/Mail & Express	1,788	1,630	1,554	16,088	15,029	13,782	20,947	19,703
	-13.1%		-4.7%			-8.3%		-5.9%
Jet A Gallons	116,667	112,720	117,983	1,050,000	993,199	994,981	1,285,478	1,281,203
	1.1%		4.7%			0.2%		-0.3%
AvGas Gallons	5,750	7,767	11,937	51,750	55,224	65,718	72,613	82,965
	107.6%		53.7%			19.0%		14.3%
Deicing Consortium	5,417	-	-	48,750	42,745	49,880	62,999	67,757
Deicing sprayed/retail	7,000	-	-	63,000	61,312	51,582	85,306	65,917
Parking Revenue	$ 1,549,451	$ 1,348,009	$ 1,496,753	$ 13,945,058	$ 12,951,570	$ 13,650,439	$ 16,961,848	$ 18,065,409
Revenue per enplanement	$ 13.05	$ 11.84	$ 11.78	$ 13.05	$ 12.73	$ 12.18	$ 12.71	$ 12.20
Transactions		45,580	51,639		425,152	460,609	561,404	607,438
Average transaction		$ 29.57	$ 28.98		$ 30.46	$ 29.64	$ 30.21	$ 29.74
Concession Sales								
Rental Cars		$ 6,098,030	$ 6,904,425		$ 49,159,856	$ 54,059,454	$ 63,380,865	$ 68,934,724
Revenue per enplanement		$ 53.56	$ 54.36		$ 48.31	$ 48.22	$ 47.51	$ 46.57
Food and Beverage		$ 868,388	$ 1,020,549		$ 7,965,266	$ 9,172,561	$ 10,355,182	$ 11,763,848
Revenue per enplanement		$ 7.63	$ 8.03		$ 7.83	$ 8.18	$ 7.76	$ 7.95
Retail		$ 394,891	$ 429,873		$ 3,676,224	$ 3,794,663	$ 4,727,429	$ 4,973,265
Revenue per enplanement		$ 3.47	$ 3.38		$ 3.61	$ 3.38	$ 3.54	$ 3.36

SCHEDULED AIRLINE PASSENGER SERVICE

	Airlines	Non-Stop Destination Airports	Non-Stop Destination Cities[1]	Scheduled Flights	Average Flights per Day	Monthly Seats Available	Monthly Landed Weight (lbs.)	Enplane.	Projected Load Factor
Jan2022	7	18	13	1,066	34.4	111,340	107,337,992	74,020	66.5%
Jan2023	6	19	13	1,140	36.8	120,608	116,740,592	93,882	77.8
Nov23	6	20	15	1,172	39.1	134,799	133,262,258	114,293	84.8
Dec23	6	21	15	1,203	38.8	137,828	138,198,004	108,990	79.1
Jan24	6	20	14	1,154	37.2	129,460	131,096,230	102,258	79.0
Feb24	6	20	15	1,132	39.0	127,626	127,492,938	108,129	84.7
Mar24	6	22	16	1,249	40.3	141,947	141,120,946	122,407	86.2
Apr24	6	20	14	1,252	40.3	137,834	134,432,308	119,477	86.6
May24	6	20	14	1,295	41.7	145,241	140,610,190	123,993	85.3
Jun24	7	20	16	1,375	45.8	154,158	145,611,146	126,907	82.3
Jul24	7	20	16	1,439	46.4	162,511	154,323,352	143,652	88.4
Aug24	7	23	17	1,459	47.1	163,229	161,600,470	149,279	91.5
Sep24	7	22	17	1,386	46.2	154,601	157,161,810	127,013	82.2
Oct24	7	23	17	1,356	45.2	147,581	140,570,538	131,347	89.0E
Nov24	7	25	18	1,298	43.3	145,432	140,061,732	123,326	84.8E

[1] Six (6) cities may be served by two or more airports; Chicago (ORD/MDW), New York (EWR/LGA) Orlando (MCO/SFB), Tampa (TPA/PIE/PGD), and Washington DC (DCA/IAD), Charlotte, NC (CLT/JQF).

Weekly schedule flight changes are as follows:

				Week #39-2024	+	(-)	Week #43-2024	Year-To-Date (net) Week #04-2024	+	(-)	Week #43-2024	#04-2023
1	ATL	Atlanta, GA		20	1	-	21	20	3	(2)	21	20
2	BDL	Hartford, CT		-	-	-	-	-	-	-	-	-
3	BWI	Baltimore, MD		33	-	(4)	29	30	5	(6)	29	26
4	MDW	Chicago-Midway		13	1	-	14	10	10	(6)	14	12
5	ORD	Chicago-O'Hare		45	-	(6)	39	24	28	(13)	39	25
6	CLT	Charlotte, NC		27	-	(6)	21	21	9	(9)	21	20
7	JQF	Charlotte/Cond, NC	B11/24	-	2	-	2	-	2	-	2	-
8	DFW	Dallas/FT Worth, TX		7	-	(2)	5	**7**	-	(2)	5	-
9	DEN	Denver, CO		7	-	(2)	5	-	7	(2)	5	-
10	DTW	Detroit, MI		27	1	-	28	21	7	-	28	-
11	FLL	Fort Lauderdale, FL		5	4	-	9	7	6	(4)	9	6
12	RSW	Fort Myers, FL		-	-	-	-	-	1	(1)	-	-
13	LAS	Las Vegas, NV	B8/24	3	2	-	5	-	6	(1)	5	-
14	MIA	Miami, FL (seasonal)	B11/24	-	1	-	1	1	1	(1)	1	1
15	MSP	Minneapolis, MN		-	-	-	-	-	-	-	-	-
16	MYR	Myrtle Beach, SC		2	-	-	2	-	3	(1)	2	
17	BNA	Nashville, TN		2	-	-	2	2	-	-	2	3
18	EWR	Newark, NJ		21	-	(7)	14	20	7	(13)	14	14
19	LGA	New York, LaGuardia		13	-	-	13	13	1	(1)	13	24
20	MCO	Orlando, FL		19	8	-	27	20	17	(10)	27	15
21	SFB	Orlando/Sanford, FL	E8/24	2	-	-	2	2	6	(6)	2	2
22	PHL	Philadelphia, PA		28	-	(8)	20	18	20	(18)	20	20
23	RDU	Raleigh-Durham, NC	B5/24	2	-	-	2	-	2	-	2	-
24	PGD	Tampa/Punta Gorda, FL		3	-	(1)	2	2	6	(6)	2	2
25	TPA	Tampa, FL		7	-	(2)	5	7	6	(8)	5	2
26	PIE	Tampa/St. Pete, FL (S)	E8/24	2	-	-	2	2	3	(3)	2	2
27	DCA	Washington DC-Reagan		27	-	(7)	20	20	7	(7)	20	26
28	IAD	Washington DC-Dulles		28	-	-	28	20	12	(4)	28	21
				343	**20**	**(45)**	**318**	**267**	**175**	**(124)**	**318**	**269**

Week 44 2024

Full Time Positions

	Budget Full Time	Budget Part Time	Budget Total	Filled Full Time	Vacant Full Time
AvPORTS					
Jan22	165	15	180	132	33
Jan23	175	16	193	129	46
Thru Week 24-07	192	10	202	142	50
Thru Week 24-11	192	10	202	140	52
Thru Week 24-15	192	10	202	142	50
Thru Week 24-20	192	10	202	145	47
Thru Week 24-24	192	10	202	144	48
Thru Week 24-28	192	10	202	146	46
Thru Week 24-33	192	10	202	144	48
Thru Week 24-37	192	10	202	144	48
Thru Week 24-41	192	10	202	148	44
FBO					
Jan22	33	-	33	25	8
Jan23	36	2	38	30	7
Thru Week 24-07	36	2	38	34	2
Thru Week 24-11	36	2	38	34	2
Thru Week 24-15	36	2	38	34	2
Thru Week 24-20	36	2	38	33	3
Thru Week 24-24	36	2	38	35	1
Thru Week 24-29	36	2	38	33	3
Thru Week 24-33	36	2	38	32	4
Thru Week 24-37	36	2	38	34	2
Thru Week 24-41	36	2	38	36	-
ACAA					
Jan22	20	3	23	20	-
Jan23	20	3	23	20	-
Thru Week 24-07	20	3	23	20	-
Thru Week 24-11	20	3	23	20	-
Thru Week 24-15	20	3	23	20	-
Thru Week 24-24	20	3	23	20	-
Thru Week 24-28	20	3	23	20	-
Thru Week 24-33	20	3	23	20	-
Thru Week 24-37	20	3	23	20	-
Thru Week 24-417	20	3	23	20	-
Total					
Jan22	218	18	236	177	41
Jan23	231	21	252	179	53
Thru Week 24-03	230	20	250	191	39
Thru Week 24-07	248	15	263	196	52
Thru Week 24-11	248	15	263	194	54
Thru Week 24-15	248	15	263	196	52
Thru Week 24-20	248	15	263	198	50
Thru Week 24-24	248	15	263	199	49
Thru Week 24-28	248	15	263	199	49
Thru Week 24-33	248	15	263	196	52
Thru Week 24-37	248	15	263	198	50
Thru Week 24-41	248	15	263	204	44

Week 44 2024

Full Time Positions

	Budget Full Time	Budget Part Time[1]	Budget Total	Filled Full Time	Vacant Full Time	
10 Airfield (a)	29	2	31	20 (0 LOA)	9	
20 Terminal-Custodial(b)	30	1	31	24 (2 LOA)	6	
20 Terminal-Facilities(b)	11	1	12	10 (0 LOA)	1	
21 Loading Bridge(b)	3	-	3	3 (0 LOA)	-	
30 Parking (b)	22	5	27	16 (2 LOA)	6	
30 Parking – Shuttle (b)	12	1	13	11 (0 LOA)	1	1
32 Landside	-	-	-	-	-	
41 Operations (b)	38	-	38	20 (0 LOA)	18	3
42 ARFF (c)	25	-	25	24 (1 LOA)	1	
43 Security	3	-	3	2	1	
50 Vehicle Maint. (a)	12	-	12	11	1	
59 Airport Mgmt.	7	-	7	7	-	
60 FBO Comm.	11	-	11	11	-	
61 FBO GA	21	2	23	21	-	1
69 FBO Admin (added)	4	-	4	4	-	1
71 ACAA	20	3	23	20	-	
	248	15	263	204	44	

[1] Does not include seasonal.

	Balance	Hire	Vacated	Balance
May 2022	169	7	3	173
June	173	4	2	175
July	175	-	2	174
Aug	174	8	1	181
Sep	181	5	3	183
Oct	183	-	2	181
Thru week 50	181	2	2	181
Thru week 23-02	181	-	2	179
Thru week 23-06	179	-	-	181
Thru week 23-10	181	4	1	184
Thru week 23-18	184	13	11	186
Thru week 23-22	186	5	3	188
Thru week 23-33	188	2	5	185
Thru week 23-36	185	5	5	185
Thru week 23-41	185	6	4	187
Thru week 23-46	187	5	3	189
Thru week 23-46	189	6	4	191
Thru week 24-03	191	7	7	191
Thru week 24-07	191	7	2	196
Thru week 24-11	196	2	4	194
Thru week 24-15	194	3	1	196
Thru week 24-20	196	5	3	198
Thru week 24-24	198	9	8	199
Thru week 24-28	199	3	3	199
Thru week 24-33	199	2	5	196
Thru week 24-37	196	5	3	198
Thru week 24-41	198	6	-	204

(a) CSEA 12/31/2026
(b) SMART 10/31/2023
(c) IAFF 03/31/2023

RFB/P/Qs Schedule

		Bid Notice	Pre Meeting	Bid Opening	
Competed					
~~21-1082~~	~~Structural & Interior for Terminal Expansion~~	~~Aug 15~~	~~Aug 29~~	~~Oct 11~~	
~~23-1160~~	~~Sweeper Replacement Brushes~~	~~Aug 24~~	~~na~~	~~Sep 26~~	
~~23-1161GC~~	~~Wade Road Tree Removal~~	~~Aug 31~~	~~Sep 14~~	~~Sep 21~~	
~~23-1163GC~~	~~Airfield Lighting Control and Monitoring System~~	~~Sep 21~~	~~Oct 10~~	~~Nov 07~~	
~~21-1082-TSA~~	~~TSA Equipment Location~~	~~Nov 9~~	~~Nov 18~~	~~Dec 18~~	
~~23~~	~~Line of Credit~~	~~Dec 04~~	~~na~~	~~Jan 09~~	
~~23-~~	~~RFQ - Aviation Legal Services~~	~~Jan 18 & 25~~		~~Feb 15~~	
~~24-~~	~~RFQ – Energy Broker Services~~	~~Feb 22~~		~~Mar 28~~	
~~24-~~	~~RFB - Janitorial Supplies~~	~~Feb 15~~		~~Mar 14~~	
~~24-~~	~~RFB – Concourse A - 1127-GC~~	~~April 18~~		~~May 29~~	
~~24-~~	~~RFB- Runway 01-19 Rehabilitation~~	~~May 16~~		~~Jun 20~~	
~~24~~	~~RFB - NYS Vehicle Market Place, 2024 Pickup Truck~~	~~Jul 23~~		~~Aug 02~~	
~~24-E1194~~	~~RFB-SRE Equipment~~	~~Jul 11~~		~~Aug 01~~	
~~24-1188~~	~~RFP – Design AND Fabricate Display Cases (ARPa)~~	~~Jun 18~~		~~Jul 25~~	~~UNDER $50K~~
~~24-S195~~	~~RFP – Feasibility Study for Rental Car Facility~~	~~Jul 18~~		~~Aug 22~~	
~~24-1165GC~~	~~RFB - Passenger Boarding Bridge Replacement A6&B6~~	~~Jul 18~~		~~Aug 22~~	
~~24-1199-F~~	~~RFB – Aviation Fuel Supplier~~	~~Aug 01~~		~~Aug 29~~	
~~24-0730~~	~~RFB – Aircraft Deicing Product (Glycol)~~	~~Jul 30~~		~~Aug23~~	
~~24-1177BCS~~	~~RFB - Credit Card Charge Services~~	~~Aug 15~~		~~Sep 05~~	
~~24-S1205~~	~~RFQ – Insurance Brokerage Services~~	~~Sep 5~~		~~Sep 26~~	
~~24-S1206~~	~~RFP – Airport Traffic Signal Upgrade Design Services~~	~~Sep 12~~		~~Oct 03~~	

Planned / Pending

		NOTICE DATE	OPENING DATE
24-	RFB - Fuel Farm Fire Suppression System (no bids)		NO BIDS
24-	RFP – Shuttle Bus Detailing Services	Pending	
24-SE1201	RFP – On-call HVAC Services	Sep 12	Oct 22
24-1204	RFB – Deicing Product for Airfield Pavement Surfaces	Sep 12	Oct 17
24-SE1203	RFP – On-call Plumbing Services	Sep 19	Oct 24
24-SC1211	RFQ – Compliance Audit Services	Sep 26	Oct 24
24-SC1212	RFP – Cable and Telecommunications Technician	Oct 03	Oct 31
24-SC1214	RFP – Security Guard Services	Oct 22	Nov 12

AGENDA ITEM NO. 6

Project Development

AGENDA ITEM NO. 7

Counsel

AGENDA ITEM NO. 8

Concessions/Ambassador Program

Thursday, November 21, 2024

Concessions & Ambassador Program Report

Minority Percentages in the Concessions Workforce

Date	Min/Total	HMSHost	OHM	Paradies	Dunkin
October 2023	87/134=65%	34/60=57%	38/43=78%	11/24=46%	4/7-57%
November 2023	76/118=65%	33/56=59%	28/33=85%	12/23=52%	3/6=50%
December 2023	82/124=66%	35/58=60%	30/36=83%	14/24=58%	3/6=50%
January 2024	83/131=63%	35/58=60%	31/40=77%	14/26=54%	3/7=43%
February 2024	83/128=65%	34/60=57%	32/37=86%	13/25=52%	4/6=67%
March 2024	91/136=67%	39/65=60%	34/41= 90%	15/24=62%	3/6=50%
April 2024	89/138=64%	37/65=57%	38/42=90%	10/25=40%	4/6=67%
May 2024	89/137=65%	39/63=62%	35/43=81%	12/25=48%	3/6=50%
June 2024	81/131=62%	36/62=58%	31/40=77%	10/22=45%	4/7=57%
July 2024	84/134=63%	39/63=62%	31/41=75%	9/22=41%	5/8=62%
August 2024	80/127=63%	35/60=58%	29/36=80%	12/25=48%	4/6=67%
September 2024	79/127=62%	34/63=54%	31/36=86%	10/22=45%	4/6=67%
October 2024	76/131=58%	33/66=50%	30/36=83%	11/23=47%	2/6=33%

2024

Month	Concession Revenue	Enplanements	Revenue Per enplanement
January	$1,103,915	100,258	$11.00/enp
February	$1,173,876	108,129	$10.85/enp
March	$1,426,460	122,407	$11.65/enp
April	$1,389,312	119,477	$11.63/enp
May	$1,426,573	123,993	$11.50/enp
June	$1,485,891	126,907	$12.00/enp
July	$1,722,346	143,652	$11.99/enp
August	$1,778,657	149,279	$11.91/enp.
Sept	$1,450,422	127,013	$11.42/enp
Oct			

Concessions

Annual Inspections with the Albany County Health Department occurred on Tuesday, October 1, 2024. The inspections resulted in a ratings score of Excellent for all locations.

Ambassador Program

2024 Totals

Tours

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
0	0	1	2	4	2	1	0	0	1			11

Canines

3128	4536	4977	5539	4945	5345	5603	4167	3634	5196			47,070

Ambassador Hours

745	749	815	865	941	711	774	780	825	792			7,997

Guests Served

6257	4804	7471	7032	9049	7646	8462	6408	7766	9115			74,010

Ambassador Shifts

240	258	280	269	340	156	285	285	327	322			2,762

Business Center

137	119	150	161	167	162	199	214	175	217			1,701

AGENDA ITEM NO. 9

Public Affairs

AGENDA ITEM NO. 10

Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

AGENDA ITEM NO. 10.1

Lease: Lease No. L-1217: 22 Jetway Drive – Office Space with CommuteAir, LLC d/b/a CommuteAir

AGENDA ITEM NO: 10.1
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Administration/ Legal*

Contact Person: *Peter F. Stuto, Acting Chief Executive Officer*
Christine C. Quinn, Authority Counsel

PURPOSE OF REQUEST:

Lease: *Lease No. L-1217: 22 Jetway Drive – Office Space with CommuteAir, LLC d/b/a CommuteAir*

CONTRACT AMOUNT:

$4,038 per month ($48,456 per year) plus a utility charge subject to a three (3%) annual adjustment

BUDGET INFORMATION:

Anticipated in Current Budget: Yes___ No_✓__ NA__✓__

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal _____ State _____ Airport _____ NA__✓___

JUSTIFICATION:

CommuteAir is an affiliate airline operating at this Airport and providing service as United Express for United Airlines. CommuteAir has requested to lease the office space at 22 Jetway Drive as it currently exists. The lease is for five years at the initial rate of $4,038 per month ($48,456 per year) plus a utility charge subject to a three (3%) annual adjustment.

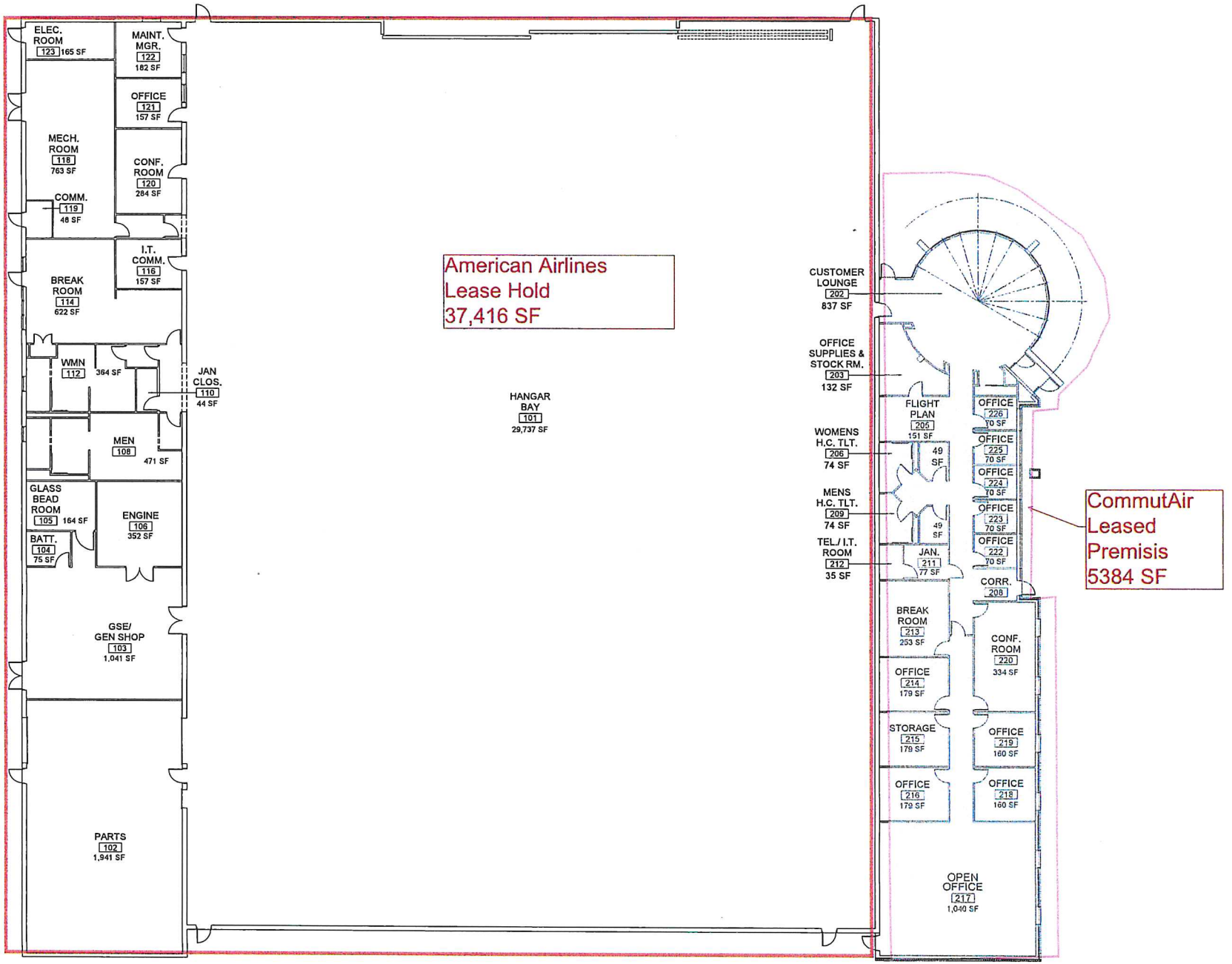
CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES__✓___ NA_____

BACK-UP MATERIAL:

1) *Locator Map*
2) *Draft Lease*


ELEC. ROOM 123 165 SF
MAINT. MGR. 122 182 SF
OFFICE 121 157 SF
MECH. ROOM 118 763 SF
CONF. ROOM 120 284 SF
COMM. 119 48 SF
I.T. COMM. 116 157 SF
BREAK ROOM 114 622 SF
WMN 112 364 SF
JAN CLOS. 110 44 SF
MEN 108 471 SF
GLASS BEAD ROOM 105 164 SF
ENGINE 106 352 SF
BATT. 104 75 SF
GSE/ GEN SHOP 103 1,041 SF
PARTS 102 1,941 SF
American Airlines
Lease Hold
37,416 SF
HANGAR BAY 101 29,737 SF
CUSTOMER LOUNGE 202 837 SF
OFFICE SUPPLIES & STOCK RM. 203 132 SF
WOMENS H.C. TLT. 206 74 SF
MENS H.C. TLT. 209 74 SF
TEL./ I.T. ROOM 212 35 SF
FLIGHT PLAN 206 151 SF
49 SF
49 SF
JAN. 211 77 SF
OFFICE 226 70 SF
OFFICE 225 70 SF
OFFICE 224 70 SF
OFFICE 223 70 SF
OFFICE 222 70 SF
CORR. 208
BREAK ROOM 213 253 SF
CONF. ROOM 220 334 SF
OFFICE 214 179 SF
STORAGE 215 179 SF
OFFICE 219 160 SF
OFFICE 216 179 SF
OFFICE 218 160 SF
OPEN OFFICE 217 1,040 SF
CommutAir
Leased
Premisis
5384 SF

OFFICE LEASE AGREEMENT

BETWEEN

COMMUTEAIR, LLC

D/B/A COMMUTEAIR

AND

ALBANY COUNTY AIRPORT AUTHORITY

CONTRACT NO: L-1217

5,384 +/- OFFICE SPACE AT 22 JETWAY DRIVE

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AGREEMENT

THIS AGREEMENT (**the "Agreement"**) made and entered into and effective as of the _____ day of _____ 20___, between the ALBANY COUNTY AIRPORT AUTHORITY (the "AUTHORITY") , having offices at the Albany International Airport, 737 Albany Shaker Road, Suite 300, Albany, NY, 12211 and COMMUTEAIR LLC D/B/A COMMUTEAIR (the "TENANT"), organized and existing under the laws of the State of Delaware, licensed to do business in the State of New York, having an office at 24950 Country Club Blvd, Suite 200 North Olmsted, OH 44070.

RECITALS

A. WHEREAS, the County of Albany (the "County") is the owner of the Albany International Airport (the "Airport"), located in the Town of Colonie, County of Albany, State of New York; and,

B. WHEREAS, the AUTHORITY, a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Albany County Airport Authority Act enacted by Chapter 686 of the laws of 1993 and set forth in Title 32 of the New York Public Authorities Law; and,

C. WHEREAS, the County and the AUTHORITY have entered into a lease agreement (the "Airport Lease Agreement") effective as of May 16, 1996, for a term expiring December 31, 2049, whereby the AUTHORITY has the exclusive right to operate, maintain and improve the Airport and do anything else permitted by law, subject only to the restrictions and conditions stated in such Airport Lease Agreement and in accordance with applicable law; and,

D. WHEREAS, the AUTHORITY is entitled to reasonably regulate the business of any company that desires to provide any aeronautical services at the Airport in accordance with the Minimum Standards Requirements adopted by the AUTHORITY on February 3, 2003 as such requirements may be amended from time to time by the AUTHORITY; and,

E. WHEREAS, the use of the Airport facilities by a provider of maintenance and repair services imposes additional costs on the operations and maintenance of the Airport for which the AUTHORITY is entitled to establish and collect fees as it may deem necessary or desirable and such fees shall at all times in the judgment of the AUTHORITY be sufficient to maintain the operations of the AUTHORITY on a self-sustaining basis; and,

F. WHEREAS, the TENANT desires to lease office space at the Airport and is requesting permission to have access to the Airport as provided for in this Agreement.

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AGREEMENT

NOW, THEREFORE, for and in consideration of the mutual covenants and promises contained herein, Authority and Tenant agree as follows:

1. **DEFINITIONS**

"Acts or Omissions" means as defined in Section 11.1.

"Affiliate" of any specified Person means (i) any entity controlling, controlled by, or under common control with the Person (an "Affiliated Entity"); or (ii) any entity resulting from the merger or consolidation of or with the Person or an Affiliated Entity; (iii) any person or entity that acquires all (or substantially all) of the assets of the Person or an Affiliated Entity; or (iv) any successor of the Person or an Affiliated Entity by reason of public offering, reorganization, dissolution, or sale of stock, membership, or partnership interests or assets.

"Aircraft Operations Area" or "AOA" includes the areas of the Airport to which authorized aircraft have access, including, but not limited to, taxiways, runways, and refueling areas. The AOA is depicted in **Exhibit A**.

"Building" means the building or buildings located or to be located on the Premises from time to time.

"Building Equipment" means all fixtures incorporated in the Premises owned by AUTHORITY or TENANT and used, useful, or necessary to operate the Building as such (including boilers; compactors; compressors; conduits; ducts; elevators; engines; equipment; escalators; fittings; heating, ventilating and air conditioning systems; machinery; and pipes) as opposed to operating any business in the Building.

"Common Area" means the A/C taxi lanes, common use apron areas, pedestrian sidewalks, truckways, tug roads, delivery areas, vehicle parking areas, stairs and elevators not contained in leased areas, public restrooms and comfort stations, if any, and all other areas or improvements at the Airport which may be provided by AUTHORITY from time to time for the convenience and use of the TENANT and their respective agents, employees, customers, invitees, and other licensees of AUTHORITY.

"Effective Date" means January 1, 2025.

"Equipment Lien" means any security interest, financing lease, personal property lien, conditional sales agreement, chattel mortgage, security agreement, title retention arrangement or any similar arrangement (including any related financing statement) for Tenant's acquisition or leasing of any FF&E used in the Premises that is leased, purchased under conditional sale or installment sale arrangements, encumbered by a security interest, or used under a license, provided that each Equipment Lien encumbers or otherwise relates only to the FF&E for which such secured party provides bona fide purchase-money financing or a bona fide equipment lease, after the Effective Date. A leasehold mortgage is not an Equipment Lien.

"Event of Default" means as defined in Section 17.

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"Environmental Law" means and includes all applicable federal, state, and local Laws currently in effect or which may come into effect during the Term of this Lease, as may be amended from time to time, and all implementing regulations, orders, and applicable federal or applicable state court decisions interpreting, relating to, regulating or imposing liability (including, but not limited to, response, removal, remediation and damage costs) or standards of conduct or performance relating to industrial hygiene, occupational health and/or safety conditions, environmental conditions, or exposure to, contamination by, or clean-up of, any and all Hazardous Materials, including without limitation, all applicable federal or state super lien or environmental clean-up statutes and any regulations, policies, permits or approvals promulgated or issued thereunder.

"Expiration Date" means the date when this Lease terminates or expires in accordance with its terms, whether on the scheduled expiration date, by AUTHORITY's exercise of remedies for an Event of Default, or otherwise.

"FAA" means the Federal Aviation Administration.

"FF&E" means all movable furniture, furnishings, equipment, and personal property of TENANT or anyone claiming through TENANT (excluding Building Equipment) that may be removed without material damage to the Premises and without adversely affecting: (a) the structural integrity of the Premises; (b) any electrical, plumbing, mechanical, or other system in the Premises; (c) the present or future operation of any such system; or (d) the present or future provision of any utility service to the Premises. FF&E includes items such as factory equipment, furniture, movable equipment, telephone, telecommunications and facsimile transmission equipment, point of sale equipment, televisions, radios, network racks, and computer systems and peripherals.

"Government" means each and every governmental agency, Authority, bureau, department, quasi-governmental body, or other entity or instrumentality having or claiming jurisdiction over the Premises (or any activity this Lease allows), including the United States government, the State and County governments, AUTHORITY, and their subdivisions and municipalities, and all other applicable governmental agencies, authorities, and subdivisions thereof. "Government" shall also include any planning commission, board of standards and appeals, department of buildings, city council, zoning board of appeals, or similar body having or claiming jurisdiction over the Premises or any activities on or at the Premises.

"Hazardous Materials" means any and all substances, products, by-products, waste, 1,4 dioxane, and per-and polyfluoroalkyl substances ("PFAS"), or other materials of any nature or kind whatsoever which (a) are or become listed or regulated under any Environmental Laws; (b) give rise to liability under any Environmental Laws or any statutory or common law theory based on negligence, trespass, intentional tort, nuisance, strict or absolute liability or under applicable reported decisions of state or federal court; or (c) which may be hazardous or harmful to the air, water, soil or environment or affect industrial hygiene, occupational health or safety, including without limitation, petroleum and/or asbestos materials, products, by-products, or waste.

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"Laws" means all present or future federal, state, county and municipal laws, ordinances, rules, requirements, orders, proclamations, directives, building codes, and regulations of any Government affecting the Premises, this Lease, or any construction in any way.

"Monetary Default" means as defined in Section 17.

"Person" means any association, corporation, Government, individual, joint venture, joint-stock company, limited liability company, partnership, trust, unincorporated organization, or other entity of any kind.

"Premises" means as described in Article 3 and depicted on Exhibit A.

"Real Estate Taxes" means all general and special real estate taxes (including taxes on FF&E, sales taxes, use taxes, privilege taxes, and the like), assessments, municipal water and sewer rents, rates and charges, excises, levies, license and permit fees, fines, penalties, privilege taxes in Albany County and other Government charges and any interest or costs with respect thereto, general and special, ordinary and extraordinary, foreseen and unforeseen, of any kind and nature whatsoever that at any time before or during the Term and applicable to the Term or any part of it may be assessed, levied, imposed upon, or become due and payable out of or in respect of, or charged with respect to or become a lien on, the Premises, or any FF&E, Building Equipment or other facility used in the operation thereof, or the rent or income received therefrom, or any use or occupancy thereof.

"Rent" means as defined in Section 4.

"Term" means as defined in Section 2.1.

"TSA" means the Transportation Security Administration.

2. TERM OF AGREEMENT

2.1 Term. The term of this Agreement (the "Term") shall be for the period commencing January 1, 2025 and ending December 31, 2029. The AUTHORITY and the TENANT agree that the term of this Agreement may be extended for two (2) one (1) year periods at the written request of the TENANT, and with the written approval of the AUTHORITY.

2.2 Termination. Either party may effectively terminate this LEASE, with or without cause; by furnishing, the opposite party ninety (90) days advance written notice. The date specified in such notice, the "Date of Termination".

2.3 Holding Over -- In the event TENANT shall, after expiration of the Term or other termination of this lease , hold over and continue to occupy the Premises (as hereinafter defined), such holding over shall not be deemed to operate as a renewal or extension of this LEASE but shall only create a month-to-month extension on all the same terms, conditions and covenants, including the payment of Rent and Fees and other contained herein. No conduct of the AUTHORITY shall be deemed to constitute a waiver by the AUTHORITY of its right of re-entry, nor shall the receipt of rent or any part thereof or any act in apparent

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affirmance of the continued tenancy operate as a waiver of the AUTHORITY's right to terminate the TENANT's use and occupancy of the Premises by eviction action or otherwise.

3. PREMISES

3.1 Lease Area. The AUTHORITY in consideration of the rents, terms, covenants, conditions and agreements contained herein, hereby demises and lets to the TENANT, and the TENANT hereby accepts, the use of such real property depicted in Exhibit "A" (the "Leased Area" or "Premises"). The Lease Area is 5,384 +/- SF are in a portion of 22 Jetway Drive at the Airport. The AUTHORITY and the TENANT agree that the initial Leased Area set forth in Exhibit "A" may be revised periodically at the request of the TENANT and with the written approval of the AUTHORITY. The AREA set forth Exhibit "A" may be substituted for an equivalent space of equal size and value in other locations at the Airport acceptable to the TENANT. The AUTHORITY makes no representations or warranties respecting the condition of the Lease Areas and the TENANT accepts the same "as is".

A 37,416 sf area of Building 119 at 22 Jetway Drive is leased to American Airlines as depicted in "Exhibit A". This 37,416 sf area is comprised of a hangar bay and office space for mechanic repair operations. At such time that the AUTHORITY is on notice that the above stated area will become vacant, the AUTHORITY shall notify TENANT and the parties may negotiate a lease of the above stated area.

3.2 Ancillary Rights. The AUTHORITY grants the TENANT the following rights:

3.2.1 The right in common with others of ingress and egress to the Premises subject to all Airport Rules and Regulations over the Airport service roads and airfield for TENANT, its employees, contractors and subcontractors, suppliers of goods and materials, furnishes of service agents, guests, patrons, sub-operators and invitees; and

3.2.2 The right in common with others to use the common areas of the Airport and appurtenances thereto, such as the airfield, ramps, and parking lots, and any additions thereto which may be designated by AUTHORITY for common use, together with the facilities, equipment, improvements and services which have been or may hereafter be provided at the Airport for common use.

Notwithstanding the foregoing rights, the AUTHORITY shall maintain the right to: (1) implement and periodically update reasonable Rules and Regulations governing these rights; and (2) modify these rights to, in the AUTHORITY's sole discretion, facilitate future development of the Airport provided that no such modification shall interfere materially with TENANT's use and enjoyment of the Premises. If the AUTHORITY desires to modify these rights, it will also attempt to accommodate the TENANT's operations on the Premises.

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3.3 Reservation of Rights by the AUTHORITY. The AUTHORITY, for the benefit of itself, its agents, employees, contractors and invitees, expressly reserves and excepts from the Premises and the rights granted under this Agreement, the following:

3.3.1 The right of flight for the passage of aircraft above the Premises, together with the right to cause such noise, vibrations and disturbances as may be inherent in the operation of an airport and of aircraft now known or hereafter used;

3.3.2 The right to inspect the Premises at any time and the right to enter upon the Premises at any time, for any purpose necessary, incidental to, or connected with any matter related to the exercise of its governmental functions, or as may be required in the operation, maintenance or development of the Airport, or to determine whether the TENANT has complied or is complying with the terms and conditions of this Agreement, or as may be permitted in connection with the enforcement of the AUTHORITY's rights as set forth in this Agreement; provided, however, that except in emergency circumstances or in situations where inspections must necessarily be undertaken during other than normal business hours, such inspections will occur only after reasonable notice to the TENANT, during regular business hours to the extent reasonably feasible, and in such manner as to minimize interference with the TENANT's business, operations and personnel;

3.3.3 The right and easement to install, maintain, repair, replace, or remove and replace water or sewer pipes, electrical lines, gas pipes, or any other utilities or services at the Airport or on the Premises along with the right to enter the Premises in order to accomplish such actions as are related to this right at all times; and

3.3.4 All easements, if any, shown in Exhibit "A" and all other current or future, temporary or permanent easements necessitated in the AUTHORITY's sole discretion for its construction program and/or any local, state or interstate highway relocation or construction program.

4. RENT

4.1 Rent. In consideration of TENANT's right to use and occupy the Premises, TENANT shall pay monthly a fixed rent ("Rent") equal to the following:

January 1, 2025 - December 31, 2025	$48,456.00 ($9.00/sqft * 5,384 sqft)
January 1, 2026 - December 31, 2026	$49,909.68 ($9.27/sqft * 5,384 sqft)
January 1, 2027 - December 31, 2027	$51,406.97 ($9.55/sqft * 5,384 sqft)
January 1, 2028 - December 31, 2028	$52,949.18 ($9.83/sqft * 5,384 sqft)
January 1, 2029 - December 31, 2029	$54,537.65 ($10.13/sqft * 5,384 sqft)

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4.2 Payment. The Rent shall be paid monthly on the first (1st) day of each month preceding the TENANT's occupancy of the Premises.

All payments shall be made at or sent to:

Albany County Airport AUTHORITY Attn: Account Receivable Administration Bldg., Suite 204 Albany, New York, 12211-1057

4.3 No Offsets. Except as expressly set forth herein, TENANT shall pay all Rent without offset, defense, claim, counterclaim, reduction, or deduction of any kind whatsoever.

4.4 Delinquent Rent. There shall be added to all sums due AUTHORITY and unpaid, an interest charge of one and one-half (1-1/2%) percent per month. No interest shall be charged upon any account until payment is ten (10) days overdue but such interest, when assessed thereafter, shall be computed from the due date.

4.5 Utilities.

4.5.1 Throughout the Term of this Agreement, TENANT shall pay the AUTHORITY all Rents and other charges for all electricity and water utilities consumed on the Premises. Stated utility usage and demand charges for the Premises shall be measured by meters paid for by TENANT at its sole cost and expense. In the case of multiple operators, usage will be allocated based on square footage occupied.

4.5.2 AUTHORITY shall not be liable or responsible for any uncontrollable unavailability, failure, stoppage, interruption or shortage of any utilities or other services, except when primarily caused by AUTHORITY.

4.5.3 Any special telephone or other communication services, if requested, shall be TENANT's responsibility. All equipment will be furnished by the AUTHORITY and the costs thereof and any usage charges shall be payable to the AUTHORITY within thirty (30) days of billing by the AUTHORITY.

5. **USE**

5.1 Permitted Uses. TENANT shall have the right to use and maintain the Premises as office space.

5.2 Prohibited Uses. Other than use as office space, no other goods or services may be provided, expanded or conducted by TENANT without the prior written consent of the AUTHORITY, which consent shall not unreasonably withheld or delayed. Without limiting the generality of such prohibition, the following uses are specifically prohibited unless prior written consent of the AUTHORITY is secured:

5.2.1 Sale of alcoholic beverages;

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5.2.2 Maintenance for hire or sale of non-aviation products or services;

5.2.3 Any use prohibited by law or regulation;

5.2.4 Except the fees and charges specifically provided for in this Lease, TENANT shall not collect any fees or charges from parties utilizing the Airport or the Premises. If TENANT violates this provision, AUTHORITY, in addition to all other remedies, shall be entitled to one hundred percent (100%) of all such fees and charges collected, and the same shall be payable immediately

5.3 Prohibition of Commercial Activity. TENANT shall not conduct any business on any or all of the Leased Premises that is open to the public generally and that is in direct competition with tenants, lessees or concessionaires of the AUTHORITY, except with consent of the AUTHORITY other than a flight school or maintenance, repair and overhaul (MRO) operation. By way of example but not by way of limitation, there shall not be conducted on the Lease Premises:

5.3.1 Commercial or rental activities including but not limited to, a restaurant, cafe or dining business or facility (other than snack or coffee bar for the sole use of TENANT'S employees, students, pilots, mechanics or business invitees using the Leased Premises) that is open to the public generally.

5.3.2 The renting or leasing of any automobiles in connection with the operation of an automobile rental business or the parking of automobiles for rental or "car-sharing" purposes;

5.3.3 The providing of any fee-paid or free public parking facilities other than for TENANT's employees, students, contractors, vendors or service providers (parking in areas other than those designated on the Leased Premises by TENANT for such purpose is strictly prohibited);

5.3.4 The use of any portion of the Leased Premises for residential purposes, except for temporary sleeping quarters for aircraft personnel (e.g., pilot or mechanic) using the Leased Premises;

5.3.5 Other than temporary trailers and structures in connection with construction of the Project, TENANT shall not place other temporary or mobile-type structures on the Leased Premises or Airport without the AUTHORITY's advance written consent; and

5.3.6 Activities, other than activities authorized in Section 3.1 above and with respect to TENANT's Affiliates and air carriers certificated under 14 CFR 121 and 129, that are reasonably determined by the AUTHORITY, in it's sole discretion, to be activities that would be in direct competition with the business performed at the Airport by other tenants, lessees or concessionaires of the AUTHORITY who have the right to perform such

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business pursuant to an agreement between the AUTHORITY and such tenant, lessee or concessionaire.

5.4 TENANT'S Representative. TENANT shall appoint a local representative who shall have the authority to make day-to-day decisions and shall be responsible for coordinating activities with AUTHORITY. The name, address and telephone number of the local representative shall be submitted to AUTHORITY simultaneously with the execution of this Agreement, and AUTHORITY is to be notified of any change in the local representative.

5.5 Exclusive Control. TENANT shall have exclusive control, possession, occupancy, use, and management of the Premises, subject to the terms hereof, and preferential rights to the aircraft parking apron for airside access to the Premises, including limited adjacent areas, as shown on Exhibit A.

5.6 Signage. No sign shall be installed or maintained by TENANT (other than signs not visible from the exterior of a building) except in compliance with the AUTHORITY's requirements for location and use of signs at the Airport. Prior to installation, TENANT must obtain written approval from AUTHORITY which approval shall not be unreasonably withheld or delayed.

5.7 Access. AUTHORITY and its agents, employees, suppliers, contractors, consultants and representatives, and invitees shall have the right to enter, access, ingress, and egress upon the Premises for the purposes of: (a) confirming the performance by TENANT of all of TENANT'S obligations under this Lease; (b) doing any other act which AUTHORITY may be obligated or have the right to perform under this Lease; and (c) for any other lawful purpose. AUTHORITY has the right to enter the Premises at all times without notice in the event of an emergency or for the purpose of making emergency repairs. Under other circumstances, AUTHORITY will make reasonable efforts to give notice of AUTHORITY's intended entry to TENANT at least forty-eight (48) hours in advance of entry. AUTHORITY shall conduct its activities on the Premises in a manner that will minimize interference with TENANT'S Permitted Use. The AUTHORITY shall have the right to use any and all means which AUTHORITY may deem reasonable to open doors or windows in an emergency in order to obtain entry into any Building located on the Premises.

5.8 TENANT'S Access. Other than as set forth herein, TENANT will have exclusive rights of ingress to and egress from the Premises for TENANT and its employees, agents, customers, vendors, suppliers and other invitees, except as provided herein. In addition, TENANT shall have non-exclusive and non-discriminatory access rights to and from the Premises via the adjacent ramps, taxiways, runways and landside access roads in compliance with all Laws, including AUTHORITY's Rules & Regulations. TENANT will have the right to use all other current and future ramps and apron space at the Airport on a fair and non-discriminatory basis in accordance with AUTHORITY's Rules and Regulations. AUTHORITY may, in cooperation with TENANT, at any time, temporarily or permanently close,

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consent to or request the closing of any roadway or other right of way for such access, ingress or egress, so long as a means of access, ingress and egress reasonably equivalent to that formerly provided, and not materially adverse to TENANT's continued use and enjoyment of Premises, is substituted therefore and is concurrently made available therewith. TENANT understands and agrees that there may be inconveniences caused by construction or renovations, and TENANT hereby releases and discharges AUTHORITY from any and all claims, demands or causes of action which TENANT now or at any time hereafter may have against AUTHORITY arising or alleged to arise out of the closing of any right of way or other area used as such whether within or without Airport, so long as AUTHORITY makes available a means of free access, ingress and egress reasonably equivalent to that existing prior to each such modification, if any.

5.9 Cooperation with Airport Development Activities. TENANT understands and agrees that AUTHORITY is pursuing development activities in connection with the airport redevelopment program that may affect the Premises and other areas at the Airport. TENANT agrees to work cooperatively and in good faith with AUTHORITY and all other operators or participants in AUTHORITY's development activities to minimize any disruptions and provide successful services under this Lease.

6. COMPLIANCE

6.1 Generally. TENANT shall, during the Term and at TENANT's expense, in all material respects: (a) comply with all Laws, including the AUTHORITY's Rules and Regulations; and (b) procure and comply with all permits and approvals required by Law.

6.2 Copies of Notices. AUTHORITY and TENANT shall give the other a copy of any notice each may receive regarding the Premises or any Real Estate Taxes (including any bill or statement), and any notice of nonrenewal or threatened nonrenewal of any Approval that each may receive from any Government, utility company, insurance carrier, or insurance rating bureau.

7. MAINTENANCE

7.1 Condition of Premises. TENANT takes the Premises "as is," and AUTHORITY shall have no obligation with respect to the delivery of the Premises or the condition thereof as of the Effective Date. TENANT acknowledges that it is leasing the Premises after a full and complete examination, including without limitation, subsurface conditions, existing structures thereon, the presence of any Hazardous Materials located on the Premises prior to the Effective Date, and Laws affecting the Premises, and TENANT accepts the same in the same condition in which they or any part thereof are as of the Effective Date, and (except as otherwise expressly provided in this Lease) assumes all risks in connection therewith, without any representation or warranty, express or implied, in fact or by Law, on the part of AUTHORITY and without recourse to AUTHORITY. Notwithstanding the

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foregoing, TENANT shall not be responsible for any Hazardous Materials (a) in existence at the Premises prior to the Effective Date; or (b) which are associated with a known release by a third-party, other than an Affiliate, after the Effective Date; except, in either case, if and to the extent that TENANT is responsible to investigate or remediate such Hazardous Materials pursuant to Section 10.

7.2 Maintenance. The AUTHORITY at its own cost and expense, shall keep the interior and exterior, structural including doors, and non-structural portions of the Premises, including the plumbing, life-safety and fire suppression, heating, electrical and lighting, air conditioning, and other systems in connection therewith, and all other parts of the Premises in good order and condition and will make all necessary repairs thereto, ordinary and extraordinary, foreseen and unforeseen, and will make all necessary replacements thereto of like quality when beyond repair, unless such repairs are necessitated by the negligence or willful misconduct of TENANT.

7.3 Cleaning. TENANT shall be responsible for all interior cleaning, custodial and janitorial services within the Premises. In addition, TENANT shall keep the interior portions of the Premises in an orderly, neat and clean condition and in good repair, and shall remove all dirt and trash therefrom. TENANT shall provide or cause to be provided a complete and proper arrangement for the adequate sanitary handling and disposal, away from Airport, of all trash, garbage, and other refuse caused as a result of the operations conducted on Premises. TENANT shall keep Premises, at all times, free and clear of wastepaper, trash, rubbish, debris, discarded plastic, graffiti, or anything unsightly or detrimental to health or likely to create a fire hazard or conducive to deterioration to remain on any part of Premises.

7.4 Maintenance of FF&E. TENANT shall keep all FF&E utilized at the Airport in good condition, order, and repair at all times and shall maintain, repair and replace all FF&E at its sole cost and expense. Should damage occur to FF&E, repair or replacement shall be made by TENANT. All FF&E which becomes damaged so as not to present a good appearance or which become incapable of being kept in good working order shall be removed and replaced by TENANT.

7.5 Snow Removal. Snow removal for automotive parking and building areas including sidewalks and pedestrian walkway shall be the responsibility of AUTHORITY.

7.6 Security of the Premises. TENANT shall, at its sole cost and expense, take such measures as may be necessary to keep the Premises secure and safe at all times. AUTHORITY is responsible for maintenance of AOA and SIDA access points and fencing as well as compliance with TSA and Government security mandates.

7.7 Work by Qualified Personnel. TENANT agrees that all maintenance-type services to be performed hereunder shall be accomplished by qualified personnel, or where regulated by Law, a properly licensed contractor. All such maintenance, repairs

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and replacements shall be of a quality equal to the original in materials and workmanship.

7.8 Construction.

7.8.1 Construction Requirements. TENANT shall not erect any structures, make any Improvements or modifications, or do any other construction work on the Premises, or alter, modify, or make additions, Improvements, or repairs (except emergency repairs) to, or replacements of any infrastructure now existing or built, or install any fixtures (other than trade fixtures removable without permanent injury to the Premises or Improvements thereon) without the prior written approval of AUTHORITY which may be given or withheld in the AUTHORITY's sole discretion. If permitted to perform any construction, TENANT shall perform any construction in accordance applicable Laws and any tenant design standards as set forth by the AUTHORITY, unless otherwise provided in this Lease, and subject to any other condition specified by the AUTHORITY.

7.8.2 Excavations. If an excavation is made or authorized by AUTHORITY upon land adjacent to the Premises, then TENANT shall afford AUTHORITY a license to enter the area of the Premises immediately adjacent to such excavation area in accordance with TENANT's reasonable instructions, to perform such work as AUTHORITY shall reasonably deem necessary or desirable, and as TENANT shall reasonably approve, provided that AUTHORITY agrees to preserve and protect the Premises from injury or damage and will promptly restore the Premises to the same or better condition prior to such injury or damage. TENANT shall not, because of any excavation or work described in this paragraph, have any claim against AUTHORITY in its capacity as such for damages, indemnity, or suspension, diminution, abatement, or reduction of Rent or other amounts under this Lease.

8. PROHIBITED LIENS

8.1 TENANT'S Covenant. If a lien which is any mechanic's, vendor's, laborer's, or material supplier's statutory lien or other similar lien (each, a "Prohibited Lien") arising from work, labor, services, equipment, or materials supplied, or claimed to have been supplied, to TENANT (or anyone claiming through TENANT), but only if such lien attaches (or may attach upon termination of this Lease) to the Airport, but excluding an Equipment Lien, is filed then TENANT shall, within forty-five (45) days after receiving notice from AUTHORITY of such filing (but in any case within fifteen (15) days after AUTHORITY Notifies TENANT of commencement of foreclosure proceedings), cause such Prohibited Lien to be paid, discharged, bonded, or cleared from title. If AUTHORITY receives notice of any such filing, then AUTHORITY shall promptly notify TENANT.

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8.2 Protection of AUTHORITY. Notice is hereby given that AUTHORITY shall not be liable for any labor or materials furnished or to be furnished to TENANT upon credit.

8.3 Equipment Liens. If TENANT enters into any Equipment Lien, then TENANT shall: (a) not file (or cause or permit to be filed) such Equipment Lien as a lien against the Premises or any part of the Premises (except the FF&E); and (b) cause to be inserted in the documents for such Equipment Lien a provision to the following effect: Notwithstanding anything to the contrary herein, this chattel mortgage, conditional sales agreement, title retention agreement, or security agreement shall not create or be filed as a lien against the Airport.

9. HAZARDOUS MATERIALS

9.1 Hazardous Materials.

9.1.1 Standards of Operation – Disposal, Use and Storage of Hazardous Materials. The release or discharge of Hazardous Materials at the Airport is strictly prohibited. Storage and use of Hazardous Materials on the Airport is prohibited, except that TENANT may store and use Hazardous Materials on the Premises in a safe and prudent manner and in accordance with the requirements of all applicable Environmental Laws and the customary industry management practices applicable to facilities similar to TENANT's at airports in the United States of similar size and operations as the Airport, but only for those kinds and quantities of Hazardous Materials that are normally used in conducting the activities permitted under this Lease. TENANT shall provide AUTHORITY with a copy of any application for an Approval, if required, for use or storage of Hazardous Materials on the Premises from any regulatory agency responsible for enforcement of Environmental Laws and shall also provide a copy of any permit received from such agency. This Lease does not authorize the TENANT to store and use Hazardous Materials at the Airport other than the Premises. AUTHORITY will cooperate with TENANT, at no cost to AUTHORITY, to obtain or comply with any licenses, permits, or other governmental permissions required in connection with TENANT's use of Hazardous Material in compliance with this Section 10.1.1, provided that AUTHORITY has a reasonable opportunity to review copies of any documentation related to such license, permit, or other governmental permission to ensure accuracy and compliance with operations obligations at the Airport.

9.1.2 Liability. TENANT shall be solely and fully responsible and liable for:

a. Storage, use or disposal of Hazardous Materials on the Premises or the Airport by TENANT, TENANT's officers, agents, employees, contractors, permittees or invitees; or

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b. Any Hazardous Material release or discharge which is caused by or results from the activities of TENANT, TENANT's officers, agents, employees, contractors, permittees or invitees on the Premises or the Airport.

9.1.3 Prevention of Release or Discharge. TENANT shall take reasonable precautions to prevent its activities from causing any Hazardous Material release or discharge to occur on the Premises or the Airport and shall take all reasonable precautions to prevent any release or discharge into soil or groundwater or any unlawful release into AUTHORITY's sanitary or storm drains and sewers at the Airport.

9.1.4 Obligation to Investigate and Remediate. TENANT, at TENANT's sole cost and expense, shall promptly investigate and remediate, in accordance with requirements of all applicable Environmental Laws, any release or discharge or threat of release or discharge of Hazardous Materials on the Premises unless TENANT reasonably demonstrates that the Hazardous Materials were not discharged or released by TENANT or caused or resulting from activities of TENANT, TENANT's officers, agents, employees, contractors, permittees or invitees, including but not limited to any release or discharge or threat of release or discharge into soil or groundwater which was caused from the activities of TENANT, TENANT's officers, agents, employees, contractors, permittees or invitees but excluding the disposal of Hazardous Materials through AUTHORITY's sewerage system so long as such disposal complies with all applicable Environmental Laws. For avoidance of doubt, TENANT's obligation to remediate Hazardous Materials shall be limited as set forth in the preceding sentence and TENANT shall have no responsibility or liability for the removal, monitoring, mitigation, and/or remediation of any Hazardous Materials present in the soil or groundwater underneath the Premises to the extent TENANT can reasonably demonstrate that such Hazardous Materials (i) existed prior to TENANT's occupancy of the Premises, or were initially released from a source off the Premises and migrated to the soil and groundwater underneath the Premises, and neither the initial release, nor the subsequent migration or expansion were caused by TENANT, or (ii) were released or discharged by AUTHORITY or caused or resulted from activities of AUTHORITY, AUTHORITY officers, agents, employees, contractors, permittees or invitees.

9.1.5 AUTHORITY's Right to Investigation and Remediation. In addition to all other rights and remedies of AUTHORITY hereunder, if TENANT does not promptly commence investigation of any such release or discharge or threat of release or discharge or does not diligently pursue appropriate remedial activities as required by applicable Environmental Laws for which TENANT is responsible under this Lease, AUTHORITY, in its discretion, may pay to have same investigated and remediated as required by applicable Environmental Laws, and TENANT shall reimburse

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AUTHORITY for its share of the reasonable and documented costs within sixty (60) days of AUTHORITY's demand for payment. Notwithstanding the foregoing, AUTHORITY shall be entitled to reimbursement only if it first gives written notice to TENANT of its intention to commence investigation and/or remediation prior to such commencement and TENANT either does not commence diligent pursuit or remedial activities within sixty (60) days of the notification (or earlier if so required under any applicable Environmental Laws or orders issued under Environmental Laws), or does not maintain such diligent pursuit; except such notice period is not required to the extent AUTHORITY determines that a delay in investigation or remediation might present an immediate threat to public health or safety, or the environment.

9.1.6 Environmental Indemnification.

a. TENANT shall defend, indemnify and hold AUTHORITY harmless from and against all loss, damage, liability, and expense (including, without limitation, the reasonable and necessary costs of any cleanup and remediation of Hazardous Materials as required by applicable Environmental Laws or which may be necessary to redevelop the contaminated Airport property) which AUTHORITY may sustain as a result of storage, use, disposal, or release of Hazardous Materials on the Premises or the Airport by TENANT, TENANT's officers, agents, employees, contractors, or permittees or invitees, including, but not limited to, any release or discharge into soil or groundwater or AUTHORITY's sanitary or storm drains and sewers at the Airport or elsewhere, which is caused by or results from the activities of TENANT, TENANT's officers, agents, employees, contractors, or permittees or invitees, or any breach of the requirements under this Article 10 by any TENANT, or TENANT's officers, agents, employees, contractors, or permittees or invitees.

b. AUTHORITY shall defend, indemnify, and hold TENANT harmless from and against all costs associated with Hazardous Materials for which TENANT is not responsible because TENANT has presented sufficient evidence that such Hazardous Materials (a) existed prior to TENANT's occupancy of the Premises, (b) were initially released from a source off the Premises and migrated to the soil and groundwater underneath the Premises, and neither the initial release, nor the subsequent migration or expansion were caused by TENANT, or (c) were released or discharged by AUTHORITY or caused or resulted from activities of AUTHORITY, AUTHORITY officers, agents, employees, contractors, permittees or invitees for which TENANT is not responsible in accordance with Section 10.1.4.

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By way of clarification, these indemnities cover any losses relating to Environmental Laws or Hazardous Materials releases as opposed to the indemnities in Article 11.

9.1.7 Release of Hazardous Materials Claims Against AUTHORITY. TENANT hereby acknowledges that termination of this Lease is its sole remedy with respect to Hazardous Materials that are discovered in, on, or under the Premises that TENANT is not obligated to remediate (as set forth in Section 10.1.4above) and TENANT hereby discharges AUTHORITY from any and all claims, actions, causes of action, demands, rights, damages, costs, including but not limited to loss of use, lost profits, or expenses, which TENANT may now have, or which may hereafter accrue on account of or in any way growing out of all known and unknown, foreseen and unforeseen bodily and personal injuries and property damage, and the consequences thereof resulting or arising out of the presence or cleanup of any Hazardous Material on the Premises or the Airport, or relating to AUTHORITY's failure to remediate Hazardous Materials (if so required in accordance with applicable Environmental Laws) for which TENANT is not obligated to remediate, provided, however, this release shall not apply to any claims arising out of or related to (a) AUTHORITY's obligation to indemnify TENANT as set forth in Section 10.1.6 above, or (b) the release of Hazardous Materials by AUTHORITY or its officers, agents, employees, contractors, permittees, or invitees affecting the Premises in violation of Environmental Laws.

9.1.8 Remediation by AUTHORITY. If, during the Term, TENANT performs a sufficient investigation to reasonably conclude that any Hazardous Materials are located in, under, on, or about the Premises in violation of Environmental Laws and such were located there prior to the Effective Date (as set forth in Section 10.1.4), then TENANT shall promptly notify AUTHORITY and present data related to TENANT's investigation. Within thirty (30) days after receipt of the notice by AUTHORITY, AUTHORITY shall, at its sole cost, diligently conduct its own investigation and determine whether TENANT has presented sufficient evidence or whether further investigation is needed. If AUTHORITY concludes TENANT's evidence is sufficient, or performs an additional investigation and determines monitoring, mitigation, and remediation is necessary, then AUTHORITY will commence to remove, monitor, mitigate, and/or remediate such Hazardous Materials to the extent required by Environmental Laws within sixty (60) days after such determination and thereafter diligently prosecute such activities to completion. If AUTHORITY fails to perform its obligations under Section 10.1.8, TENANT shall have the right to terminate this Lease upon written notice to AUTHORITY. TENANT shall reasonably comply with any AUTHORITY investigation or remediation required by Environmental Laws.

9.1.9 Records and Inspections.

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a. If TENANT makes any written disclosure, or provides any report, to any Government agency concerning the release of Hazardous Materials at the Airport, TENANT shall concurrently also provide a copy of such disclosure or report to AUTHORITY.

b. TENANT shall promptly deliver a copy to AUTHORITY of all notices that TENANT receives from any Government agency or third party concerning a claim or a notice of violation regarding Hazardous Materials at the Airport.

c. TENANT shall maintain, during the term of this Lease and for a period of not less than three (3) years after the expiration or termination of this Lease, or for any longer period of time required by any applicable Law, regulation, policy, order or decree, separate and accurate records, as required by applicable Environmental Laws, pertaining to the use, handling and disposal of any Hazardous Material(s) by TENANT, TENANT's officers, agents, employees, contractors, permittees or invitees on or from the Airport.

d. Upon request by AUTHORITY, TENANT shall furnish AUTHORITY with copies of such records that TENANT is required to maintain pursuant to this Lease or applicable Laws, above.

e. After the expiration of three (3) years following the termination of this Lease, TENANT may destroy the records pertaining to the use, handling, disposal, release or discharge of any Hazardous Materials by TENANT, TENANT's officers, agents, employees, contractors, permittees or invitees on or from the Airport unless TENANT is otherwise reasonably directed by AUTHORITY or otherwise required by applicable Laws.

f. AUTHORITY shall have the right, under the terms hereof (and at AUTHORITY's sole expense, except when any release or discharge of Hazardous Materials or threat of release or discharge of Hazardous Materials is caused by TENANT or TENANT's officers, agents, employees, contractors, permittees or invitees), to enter the Premises during the Term hereof to conduct periodic environmental inspections. Prior to conducting environmental testing, AUTHORITY shall provide seven (7) days' written notice to TENANT concerning the planned testing procedures and locations. However, in an emergency, no written notice shall be required prior to accessing the Premises for any necessary environmental response activities, including environmental testing needed in response to the emergency. AUTHORITY shall endeavor to conduct each inspection or test in the presence of TENANT's representative and in a manner that does not unreasonably interfere with TENANT's operations.

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9.1.10 No Third-Party Beneficiaries. Nothing contained in this Article 10 should be construed as conferring any benefit on any person not a party to this Lease, nor as creating any right in any person not a party to this Lease to enforcement of any obligation created under this Lease.

9.1.11 TENANT Obligations Upon Termination. Prior to vacating the Premises, and in addition to all other requirements under this Lease and without limiting TENANT's indemnification obligations under Article 11, TENANT shall:

a. Remove any Hazardous Materials placed or stored on the Premises during the Term by TENANT or because of TENANT's use or occupancy of the Premises during the Term in compliance with all applicable Environmental Laws.

b. With respect only to a release of Hazardous Materials on the Premises not removed pursuant to prior paragraph (a) and for which TENANT is responsible for remediation in accordance with Section 10.1.4, TENANT shall promptly investigate and remediate any such release in accordance with the requirements of all applicable Environmental Laws and permits. If TENANT's remediation will leave Hazardous Materials in the soil or groundwater at the Airport prior to completion of the remediation, TENANT shall obtain AUTHORITY's written determination, in AUTHORITY's reasonable discretion, that such Hazardous Materials will not unreasonably interfere with any reuse of the Premises for an industrial or commercial use such as the Permitted Use. If AUTHORITY does not make such a determination, TENANT will perform the remedial activities necessary to avoid interference with future reuse of the Premises in accordance with the foregoing remediation for reuse. In the event TENANT fails to perform Tenants' remediation obligation, AUTHORITY may conduct such reasonable investigation and/or remediation after providing TENANT with a written notice thirty (30) days in advance and TENANT does not diligently commence and pursue such actions. If AUTHORITY incurs such costs, AUTHORITY may invoice reasonable and documented costs to TENANT.

9.1.12 Survival of Obligations. TENANT's and AUTHORITY's obligations under Article 10 shall survive the expiration or earlier revocation or suspension of this Lease.

9.2 Stormwater.

9.2.1 Notwithstanding any other provisions or terms of this Lease, TENANT acknowledges that certain properties within the Airport, or on AUTHORITY-owned land, are subject to federal and state stormwater rules and regulations. TENANT agrees to observe and abide by such

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stormwater rules and regulations as may be applicable to the Premises and TENANT's uses thereof.

9.2.2 TENANT acknowledges that any stormwater discharge permit issued to AUTHORITY may name TENANT as a co-permittee, but only to the extent that (a) such permit relates only to the Premises and not any other portions of the Airport or other land owned by AUTHORITY, (b) TENANT has been provided an opportunity to engage in the development of the permit terms, including an opportunity to be involved in discussions between AUTHORITY and the permitting agency including those that may occur prior to the draft permit being issued, and (c) AUTHORITY cooperates with TENANT in developing cost effective measures and/or permit conditions that take into account operational impacts. AUTHORITY and TENANT both acknowledge that cooperation is necessary to ensure compliance with any stormwater discharge permit terms and conditions, as well as to ensure safety and to minimize cost of compliance. TENANT acknowledges further that it may be necessary to undertake such actions to minimize the exposure of stormwater to "significant materials" generated, stored, handled or otherwise used by TENANT, as such term may be defined by applicable stormwater rules and regulations, by implementing and maintaining "best management practices" as that term may be defined in applicable stormwater rules and regulations.

9.2.3 AUTHORITY will provide TENANT with written notice of any stormwater discharge permit requirements applicable to TENANT and with which TENANT may be obligated to comply from time-to-time, including but not limited to: certification of non-stormwater discharges; collection of stormwater samples specific to that TENANT's operations; preparation of stormwater pollution prevention or similar plans; implementation of best management practices; and maintenance of necessary records. Such written notice shall include applicable deadlines. TENANT agrees that within thirty (30) days of receipt of such written notice, or a shorter time as required under the circumstances, it shall notify AUTHORITY in writing if it disputes any of the stormwater permit requirements it is being directed to undertake. If TENANT does not provide such timely notice, TENANT will be deemed to assent to undertake such stormwater permit requirements applicable to TENANT's operations. In that event, TENANT agrees to undertake, at its sole expense, unless otherwise agreed to in writing between AUTHORITY and TENANT, those stormwater permit requirements that specifically apply to TENANT's operations and can reasonably be complied with by a single tenant (as opposed to requiring broader cooperation and expense among several parties) for which it has received written notice from AUTHORITY, and TENANT agrees that it will hold harmless and indemnify AUTHORITY for any violations or non-compliance with any such permit requirements

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10. INDEMNIFICATION; LIABILITY OF AUTHORITY

10.1 Obligation to Indemnify. Except to the extent caused by the gross negligence, or willful misconduct of AUTHORITY, TENANT shall, at its sole cost and expense and to the maximum extent permitted by law, indemnify, defend and hold AUTHORITY and its officers, board members, departments, representatives, AUTHORITY's authorized representative(s), agents, employees, Affiliates, successors and assigns harmless from and against all losses, claims, demands, suits, actions, legal or administrative proceedings, damages, costs, charges and causes of action of every kind or character whatsoever, including, but not limited to, reasonable attorneys' and consultants' fees and other legal costs such as those for paralegal, investigative, legal support services and the actual costs incurred for expert witness testimony, (collectively "Claims") directly or indirectly arising from Claims occasioned by TENANT's use of the Premises, including but not limited to Claims directly or indirectly arising from, related to or connected with, in whole or in part: any act, omission, fraud, wrongful or reckless conduct, fault or negligence by TENANT or its officers, directors, agents, or employees; violation by TENANT or TENANT's officers, directors, or agents of any copyright, trademark or patent or Law; nonpayment to any of TENANT's subcontractors or suppliers of any tier; and, any other act, omission, fault or negligence, whether active or passive, of TENANT or anyone acting under its direction or control or on its behalf in connection with or incidental to the performance of this Lease (collectively "Acts or Omissions"). This indemnification obligation includes any penalties or fines assessed by the FAA or TSA. The AUTHORITY and TENANT agree that this provision shall not require TENANT to indemnify, defend and save AUTHORITY harmless from AUTHORITY's, gross negligence, or willful misconduct, if any.

This Section 11.1does not apply to Environmental Law or Hazardous Materials releases, which shall be subject to the indemnity provisions in Article 10.

10.2 TENANT's Obligation to Defend. Except to the extent caused by the gross negligence, or willful misconduct of AUTHORITY, TENANT shall, at its sole cost and expense, defend AUTHORITY and its officers, board members, departments, representatives, authorized representative(s), agents and employees, Affiliates, successors and assigns from and against all Claims that are directly or indirectly based, in whole or in part, upon the allegation or assertions, express or implied, that TENANT, or its officers, directors, agents, subcontractors or suppliers of any tier, or any of their employees, agents or persons under their direction or control, committed any Acts or Omissions, regardless of whether such allegations or assertions are true and whether or not TENANT, or its officers, directors, agents, subcontractors or suppliers of any tier, or any of their employees, agents or persons under their direction or control, are ultimately found liable for such Acts or Omissions.

10.3 AUTHORITY's Obligation to Tender Claim. TENANT's duty to defend shall arise upon AUTHORITY's tender of defense to TENANT in writing. Upon receipt of AUTHORITY's tender of defense, if TENANT does not promptly accept the

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defense and thereafter duly and diligently defend AUTHORITY and its officers, board members, departments, representatives, authorized representative(s), agents and employees, Affiliates, successors and assigns as provided herein, then TENANT shall pay and be liable for the reasonable costs, expenses and attorney fees incurred after the tender of defense by AUTHORITY and its officers, board members, departments, representatives, authorized representative(s), agents and employees, Affiliates, successors and assigns, in defending against the Claims and enforcing this provision.

10.4 Validity of Obligations. The parties intend that the indemnity and defense provisions in this Article 11 shall be interpreted to be enforceable to the fullest extent permitted by Law, but nothing herein shall be interpreted in any manner to violate public policy.

10.5 Contractor Indemnities. TENANT's agreements with its contractors conducting work on the Premises shall provide in writing (in a form acceptable to AUTHORITY) that each subcontractor shall, jointly and severally with TENANT, indemnify and defend AUTHORITY, and AUTHORITY's officers, board members, departments, representatives, authorized representative(s), agents and employees, Affiliates, successors and assigns, from any alleged wrongful acts, wrongful omissions, or negligence of the subcontractor, and its officers, directors, agents, subcontractors or suppliers of any tier, and their employees, agents or persons under their direction or control, to at least the same degree as TENANT is bound to indemnify, defend and hold AUTHORITY harmless from and against such alleged acts. Nothing in this Lease shall prevent TENANT from making a claim against its subcontractors for contribution at Law or pursuing contribution or indemnification from its subcontractors pursuant to the terms and conditions of the subcontracts between TENANT and its subcontractors.

10.6 Indemnification Procedures. Wherever this Lease requires any indemnitor to indemnify any indemnitee:

10.6.1 Prompt Notice. Indemnitee shall promptly notify indemnitor of any claim. To the extent, and only to the extent, that indemnitee fails to give prompt notice and such failure materially prejudices indemnitor, indemnitor shall be relieved of its indemnity obligations for such claim.

10.6.2 Cooperation. Indemnitee shall reasonably cooperate with indemnitor's defense, provided indemnitor reimburses indemnitee's actual reasonable out of pocket expenses (including legal costs) of such cooperation.

10.6.3 Settlement. Indemnitor may, with indemnitee's consent, not to be unreasonably withheld, settle the claim.

10.6.4 Insurance Proceeds. Indemnitor's obligations shall be reduced by net insurance proceeds indemnitee actually receives for the matter giving rise to indemnification

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11. INSURANCE

11.1 TENANT to Insure. Throughout the Term of this Agreement, TENANT shall maintain or cause to be maintained with insurance companies with a Best's Rating of "A" or better and licensed to do business in the State of New York, such insurance as the AUTHORITY reasonably directs, including but not limited to, the following: Commercial general liability insurance insuring against claims for personal and bodily injury, death or property damage occurring in, on or about the Premises, with a combined single limit for each occurrence of not less than Ten Million Dollars ($10,000,000). Such liability insurance shall contain a broad form endorsement and, without limitation, coverage for Premises and operations, collapse, explosion and underground hazard, products/completed operations, blanket contractual liability insurance specifically covering, but not limited to, the contractual obligations assumed by TENANT pursuant to this Agreement broad form property damage, personal injury (employee exclusion deleted), independent contractors, owner's protective liability coverage, employees as additional insureds and cross liability coverage.

11.1.2 Comprehensive automobile liability insurance insuring against liability arising from the maintenance and use of all owned, non-owned, hired, leased and rented trucks, automobiles and other vehicles of the TENANT for bodily injury, death or property damage, with a combined single limit for each occurrence of not less than One Million Dollars ($1,000,000).

11.1.3 Pollution and environmental liability insurance insuring against any solid, liquid, gaseous or thermal irritant or contaminant, including smoke, vapor, soot, fumes, acids, alkalis, chemicals and waste used by the TENANT on the Airport, with a policy limit of at least Five Million ($5,000,000) Dollars.

11.1.4 Workers' compensation or qualified self-insurance as approved by the State of New York and employer's liability insurance as may be required under applicable laws covering persons employed in connection with the occupancy, use, or operation of the Premises.

11.1.5 Such additional coverage or other insurance in amounts as is customary for protection against claims, liabilities and losses arising out of or connected with the TENANT's operation on the Premises.

11.1.6 With respect to the insurance listed in Section 12.1.1, 12.1.2., and 12.1.3. above, AUTHORITY, County of Albany, and the AUTHORITY'S airport operator shall be named as additional insureds, as their interests may appear. All losses shall be initially adjusted by TENANT, but no final settlement amounts of greater than $1 Million shall be made without the review and approval of AUTHORITY. All the foregoing policies shall be provided on an "occurrence" basis and not on a "claims made" basis. TENANT shall deliver certificates of insurance with respect to such policies to AUTHORITY upon execution of this Agreement, which

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certificates shall provide that the coverage may not be canceled or materially changed without at least thirty (30) days (ten (10) days for cancellation due to non-payment of premium, seven (7) days or such lesser period as may be customary for War and Allied Perils coverage) prior written notice to AUTHORITY (with language requiring that the insurer only endeavor to give notice and releasing the insurer from any liability or obligation for failure to give such notice deleted). Not less than thirty (30) days prior to the expiration of such policies, TENANT shall deliver to AUTHORITY evidence that such policies are being renewed or replaced in accordance with all of the provisions of this Article.

11.1.7 At least ten (10) days prior to the date on which the foregoing insurance must be in effect, TENANT shall furnish AUTHORITY with a certificate of insurance satisfactory to AUTHORITY, evidencing the foregoing insurance, naming AUTHORITY as an additional insured and providing that coverage may not be canceled or materially changed without sixty (60) days prior written notice to AUTHORITY (with language requiring that the insurer only endeavor to give notice and releasing the insurer from any liability or obligation for failure to give such notice deleted). Not less than thirty (30) days prior to the expiration of such policies, TENANT shall deliver to AUTHORITY evidence that such policies are being renewed or replaced, in accordance with all of this provisions of this Article.

11.1.8 TENANT shall not do, or suffer to be done, any act, matter or thing whereby, or in consequence whereof, the policy or policies of insurance shall become voided or suspended, or which unreasonably increases the risk or hazard of fire in or on the Premises.

11.1.9 TENANT shall not permit separate insurance to be carried which relates to the Premises and is concurrent in form or contributing, in the event of loss, with that required to be maintained under this Agreement, or increase or permit to be increased the amounts of any than existing insurance relating to the Premises by securing an additional policy or additional policies, without including the applicable parties required in this section as insured parties. TENANT shall immediately notify AUTHORITY whenever such separate insurance is obtained and deliver to AUTHORITY certified copies or duplicate originals of such policies (as required in this Article and in accordance with the procedures set forth herein) and certificates evidencing the same.

11.1.10 The insurance requirements set forth in this Article shall not be construed to modify, limit or reduce the indemnification obligations of TENANT in this Agreement or to limit TENANT's liability under this Agreement to the proceeds of or premiums due upon the policies of insurance required to be maintained by TENANT under this Agreement.

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11.1.11 The requirements of this Article may be satisfied through a blanket program of insurance, provided that all requirements of this Article are satisfied and that such blanket insurance specifies the amount of insurance allocated to the Premises.

11.1.12 If TENANT neglects or refuses to obtain any of the insurance required by this Agreement, the AUTHORITY may at its election and in addition to AUTHORITY's other remedies on account of such default, procure the same and TENANT shall pay the cost thereof upon demand by AUTHORITY.

11.1.13 TENANT hereby releases the AUTHORITY and County, their agents and employees, to the extent of TENANT's coverage under the insurance policies which are required to be maintained by TENANT under this Agreement (or more, if greater insurance coverage is actually carried or if TENANT breaches its obligation to maintain insurance required by this Agreement, to the extent of coverage which TENANT would have had in the absence of such breach) and the deductible thereunder, from any and all liability, for any loss or damage which may be inflicted upon the Premises, notwithstanding that such loss or damage shall have arisen out of the negligent or other tortuous act or omission of AUTHORITY, its agents or employees. TENANT shall cause its insurers to include in their respective policies a clause to the effect that such release shall not affect the said policy or the right of the insured to recover thereunder.

12. LOSSES AND LOSS PROCEEDS

12.1 Notice. If either party becomes aware of any damage or destruction of any kind or nature, ordinary or extraordinary, foreseen or unforeseen, affecting any or all Improvements, whether or not insured or insurable ("Casualty"), then such party shall promptly notify the other.

12.2 Immaterial Loss. If less than thirty percent (30%) of the square footage of the Premises (including the Improvements thereon) are damaged by a Casualty, then such damage is deemed an "Immaterial Loss" and TENANT shall, at its own cost and expense, promptly repair, replace, and rebuild the Premises and the Improvements, at least to the extent of the value and as nearly as practicable to the character of Improvements existing immediately prior to such occurrence, and in accordance with the procedures for AUTHORITY's advance review and approval of plans, etc. TENANT shall not be obligated to repair replace, and rebuild the Premises and the Improvements, under the terms of this Section 13.2, unless the need for repair is caused by TENANT's Acts or Omission.

12.3 Substantial Casualty. If thirty percent (30%) or more of the square footage of the Premises (including the Improvements thereon) are damaged by a Casualty, then such damage is deemed a "Substantial Casualty" and TENANT will have the option within a period of thirty (30) days of the date of such Casualty to elect to terminate

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the Lease by giving AUTHORITY written notice thereof. If TENANT elects to terminate the lease, then TENANT shall demolish any remaining improvements to the site and return the Premises to a substantially similar condition prior to the Effective Date. Adjustment of Claims; Use of Property Insurance Proceeds. Unless TENANT has validly elected to terminate the Lease due to a Substantial Casualty, TENANT shall have the sole right and Authority to adjust any insurance claim. Property insurance proceeds shall be disbursed: (a) in the case of an Immaterial Loss, to TENANT, to be held in trust to be applied first for restoration; and (b) in the case of any other Casualty, to TENANT if TENANT elects to terminate the Lease, to be used for the sole purpose of demolition and restoration of the site to a substantially similar condition prior to the Effective Date. If TENANT does not elect to terminate the Lease, TENANT shall use any insurance proceeds for the sole purpose of restoring the Premises to the same or substantially similar condition as immediately prior to the Substantial Casualty as set forth in Section 13.2 above.

13. AUTHORITY'S TRANSFERS AND RELATED RIGHTS

13.1 Utility Easements. AUTHORITY reserves to itself the right, and the right to grant to others in the future, nonexclusive utility easements (including easements for construction, maintenance, repair, replacement and reconstruction) over, under, through, across or on the Premises in locations that will not unreasonably interfere with TENANT's use thereof. AUTHORITY also reserves to itself, and the right to grant to others in the future, nonexclusive easements for purposes of access to adjacent Airport property or other property adjacent to the Premises in which AUTHORITY has rights over, under, through, across or on the Premises in locations that will not unreasonably interfere with TENANT's use thereof. TENANT shall not be obligated to maintain or repair facilities constructed by or on behalf of others under Authority granted to them by AUTHORITY and located on the Premises, unless the need for repair is caused by TENANT's negligence or other wrongful conduct. Any interference from such easements shall be temporary, and all work on the Premises shall proceed expeditiously. TENANT shall be given reasonable notice before commencement of any work on the Premises. Such work shall not result in the closure of any business on the Premises. In the event the installation or maintenance of such future utility lines in such easements causes any damage to the Premises, or any portion thereof, including but not limited to pavement, curbs and sidewalks, the same shall be repaired by AUTHORITY at its expense, if not so repaired by the party installing and maintaining the line.

13.2 AUTHORITY's Operational Rights. AUTHORITY shall have the right, upon prior written consent from TENANT, which shall not be unreasonably withheld, conditioned, or delayed, to access the Premises, in locations that will not unreasonably interfere with TENANT's use thereof, to install items necessary for the operation of the Airport as well as the provision of safety and security for the Airport or as required by Law. TENANT shall not be obligated to maintain or repair facilities or equipment constructed or installed under the terms of this Section 14.2, unless the need for repair is caused by TENANT's Acts or Omission.

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13.3 Relocation of Premises. Upon at least twenty-four (24) months' prior Notice to the TENANT, AUTHORITY shall have the right to relocate, at AUTHORITY's expense, all of TENANT's facilities located on the Premises and the Improvements constructed thereon at AUTHORITY's sole cost and expense, including, but not limited to moving and disconnecting and reconnecting all machinery and equipment, and reconstructing the Improvements constructed on the Premises, but excluding lost opportunity costs, business interruption costs, and other consequential or indirect costs related to said relocation. In the event that any machinery or equipment cannot be reasonably moved, (a) TENANT shall identify such equipment at the time of installation and provide a list of said equipment certified by an officer of the TENANT, subject to AUTHORITY's reasonable review and approval, (b) AUTHORITY and TENANT shall use diligent and good faith efforts to agree upon the value of the same and a ten (10) year straight line depreciation schedule for the same at the time of installation, (c) the list of equipment, values, and depreciation schedule shall become incorporated hereto and become part hereof this Lease, and (d), AUTHORITY shall reimburse TENANT for the depreciated value of the same at the time of any such relocation minus any remaining scrap value. The AUTHORITY shall relocate the Premises and the Improvements constructed thereon to another comparable location at the Airport which adequately supports the TENANT's aircraft's exterior height, wingspan, and weight both inside the Premises and on exterior ramps and aprons. in which event the "Premises" shall be revised to include the new location of such relocated facilities and not to include the former location(s), as appropriate. Except as otherwise agreed between the parties, the Improvements to be constructed by AUTHORITY on the relocated Premises, as well as the Building and Premises will be of equal or better quality and utility. The AUTHORITY agrees to use all reasonable efforts to minimize interference with TENANT's operations at the Premises in connection with any such relocation.

14. TENANT'S TRANSFERS; SUBLEASES

14.1 Subleases. TENANT may not enter into any sublease, without AUTHORITY's consent, which consent shall not be unreasonably withheld in the case of subleases to affiliates of TENANT or United Airlines, but which may be granted or withheld in AUTHORITY's sole discretion otherwise. No sublease shall affect any obligations of TENANT or rights of AUTHORITY under this Lease, all of which shall continue in full force and effect notwithstanding any sublease. Any sublease shall expire no later than one hour before the Expiration Date. The fact that any Subtenant causes any Event of Default shall not relieve TENANT of TENANT's obligation to cure it. TENANT shall take all steps reasonable and necessary to prevent any such Event of Default. TENANT shall notify AUTHORITY and provide written evidence of any such sublease within thirty (30) days following the date of the sublease.

14.2 Conditions to Effectiveness of Certain Transactions. No assignment of this Lease or sublease of (substantially) the entire Premises shall be effective or have any

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validity unless and until such assignment or sublease otherwise complies with this Lease and AUTHORITY has received:

a. In the case of an assignment, an executed counterpart of the assignment and an assumption of this Lease by the assignee, in recordable form, effective as of the date of assignment;

b. In the case of a sublease of all or substantially all the Premises, a copy of the executed sublease complying with this Lease; and

c. Notice of the assignee or subtenant.

15. QUIET ENJOYMENT; TITLE.

15.1 Quiet Enjoyment. So long as this Lease has not been terminated, and TENANT is not in default under this Lease, AUTHORITY covenants that TENANT shall and may peaceably and quietly have, hold, and enjoy the Premises for the Term, subject to the terms of this Lease, without molestation, hindrance, or disturbance by or from AUTHORITY or anyone claiming by or through AUTHORITY or having title to the Premises paramount to AUTHORITY, and free of any encumbrance created or suffered by AUTHORITY.

15.2 Access and Inspection. Notwithstanding anything to the contrary in this Lease, AUTHORITY and its agents, representatives, and designees may enter the Premises upon reasonable notice during regular business hours, to: (a) ascertain whether TENANT is complying with this Lease; (b) cure Events of Default; (c) inspect the Premises and any construction; (d) perform such tests, borings, and other analyses as AUTHORITY determines may be necessary or appropriate relating to (non)compliance with any Laws or possible Hazardous Materials discharge; or (e) during the final year of the Term, to show the Premises to a prospective transferee or fee mortgagee. In entering the Premises, AUTHORITY and its designees shall not unreasonably interfere with operations on the Premises and shall comply with TENANT's reasonable instructions.

15.3 Title. Notwithstanding anything to the contrary in this Lease, all Improvements, Building Equipment, and FF&E located in, on, or at the Premises or otherwise constituting part of the Premises shall during the Term be owned by, and belong to, TENANT. All benefits and burdens of ownership of the foregoing, including title, depreciation, tax credits, and all other tax items, shall be and remain in TENANT during the Term. Upon termination of this Lease prior to full Term for any reason, title to and ownership of all Improvements constructed or installed by TENANT on the Premises, including without limitation the Improvements, shall vest in AUTHORITY. Title to TENANT's trade equipment shall not vest in AUTHORITY unless TENANT fails to remove all trade equipment or other personal property from the Premises within thirty (30) days from such termination. In the event this Lease continues through the full Term hereof, then upon

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termination, title to all Improvements including without limitation the Improvements, except trade equipment, shall vest in AUTHORITY.

16. EVENTS OF DEFAULT; REMEDIES

16.1 Event of Default. An "Event of Default" means the occurrence of any one or more of the following:

16.2 Monetary Default. If TENANT fails to pay any Rent or other money due (including Real Estate Taxes and insurance premiums) when and as this Lease requires ("Monetary Default") and continues for ten (10) days after receipt of written notice from AUTHORITY (which notice shall be in lieu of, and not in addition to, any applicable statutory notice requirements which require a shorter notice period).

16.3 Prohibited Liens. If TENANT fails to comply with any obligation regarding Prohibited Liens and does not remedy such failure within thirty (30) days after notice from AUTHORITY.

16.4 Bankruptcy or Insolvency. If TENANT ceases to do business as a going concern, ceases to pay its debts as they become due or admits in writing that it is unable to pay its debts as they become due, or becomes subject to any bankruptcy proceeding (except an involuntary bankruptcy proceeding dismissed within one hundred eighty (180) days after commencement), or a custodian or trustee is appointed to take possession of, or an attachment, execution or other judicial seizure is made with respect to, substantially all of TENANT's assets or TENANT's interest in this Lease (unless such appointment, attachment, execution, or other seizure was involuntary and is contested with diligence and continuity and vacated and discharged within 180 days).

16.5 Commercial Activity. If TENANT conducts Commercial Activity as defined in Section 6.3.

16.6 Nonmonetary Default. If TENANT fails to comply with any affirmative or negative covenant or obligation in this Lease, except a Monetary Default; or breaches any representation or warranty (as of the date made or deemed made), and TENANT does not cure it within thirty (30) days after notice from AUTHORITY, or, if the nature of the default is such that is cannot with due diligence be cured within thirty (30) days, TENANT fails to (a) advise AUTHORITY of TENANT's intention to take all reasonable steps to cure such Nonmonetary Default; (b) duly commence such cure within such period and then diligently prosecute such cure to completion; and (c) complete such cure within a reasonable time under the circumstances (not necessarily limited to 30 days).

16.7 Remedies. If an Event of Default occurs, then AUTHORITY shall, at AUTHORITY's option, have any or all of the following remedies, all cumulative (so exercise of one remedy shall not preclude exercise of another remedy), in addition to such other remedies as may be available at law or in equity or under any other terms of this Lease. The AUTHORITY's remedies include:

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16.7.1 Termination. The AUTHORITY may terminate this Lease upon thirty (30) days' prior written notice, and upon expiration of such 30-day period this Lease shall terminate and such date shall be the Expiration Date, and TENANT shall surrender possession to AUTHORITY; provided that, if TENANT cures such Event of Default to AUTHORITY's reasonable satisfaction within thirty (30) days (or if such Event of Default cannot be reasonably cured within thirty (30) days, commences such cure) following delivery of such written notice of termination, then such termination will be null and void and this Lease shall remain in effect and continue in accordance with its terms.

16.7.2 Taking Possession. The AUTHORITY may elect not to terminate this Lease and continue to enforce its remedies under this Lease including, without limitation, the right to institute a summary dispossession proceeding in accordance with state Law and/or sue for and collect Rent and other charges payable under this Lease as they become due and payable. If AUTHORITY succeeds in its summary dispossession proceeding, AUTHORITY shall be obligated to use commercially reasonable efforts to mitigate its damages and relet the Premises on commercially reasonable terms and conditions. For the purpose of such reletting, AUTHORITY is authorized to make any repairs and alterations to the Premises as AUTHORITY deems reasonably necessary or desirable. If the Premises are not relet, then TENANT will pay to AUTHORITY as damages a sum equal to the amount of the Rent payable under this Lease for such period, plus the cost of recovering possession of the Premises (including reasonable attorneys' fees and court costs). If the Premises are relet and the sum realized from such reletting will not satisfy the Rent payable under this Lease, then TENANT will pay any such deficiency within thirty (30) days of demand from AUTHORITY. Notwithstanding any such reletting without termination, AUTHORITY may at any time thereafter elect in writing to terminate this Lease for such previous Event of Default.

16.7.3 Receipt of Moneys. No receipt of money by AUTHORITY from TENANT after termination of this Lease, or after the giving of any notice of termination of this Lease, shall reinstate, continue, or extend this Lease or affect any notice theretofore given to TENANT, or waive AUTHORITY's right to enforce payment of any Rent payable or later falling due, or AUTHORITY's right to recover possession by proper remedy, except as this Lease expressly states otherwise, it being agreed that after service of notice to terminate this Lease, AUTHORITY may demand, receive, and collect any moneys due or thereafter falling due without in any manner affecting such notice, proceeding, order, suit or judgment, all such moneys collected being deemed payments on account of use and occupation or, at AUTHORITY's election, on account of TENANT's liability.

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16.7.4 No Waiver. No failure by AUTHORITY to insist upon strict performance of any covenant, agreement, term, or condition of this Lease or to exercise any right or remedy upon an Event of Default, and no acceptance of full or partial Rent during continuance of any such Event of Default, shall waive any such Event of Default or such covenant, agreement, term, or condition. No covenant, agreement, term, or condition of this Lease to be performed or complied with by TENANT, and no Event of Default, shall be modified except by a written instrument executed by AUTHORITY. No waiver of any Event of Default shall modify this Lease. Each and every covenant, agreement, term, and condition of this Lease shall continue in full force and effect with respect to any other then-existing or subsequent Event of Default of such covenant, agreement, term or condition of this Lease.

16.7.5 Damages. The AUTHORITY may recover from TENANT all damages AUTHORITY incurs by reason of TENANT's Default, including reasonable costs of recovering possession, reletting the Premises, and any and all other damages legally recoverable by AUTHORITY, and reimbursement of AUTHORITY's out of pocket costs, including attorney and consultant fees, and fees for dishonored checks.

16.7.6 Injunction of Breaches. AUTHORITY may obtain a court order enjoining TENANT from continuing any Event of Default or from committing any threatened Event of Default. TENANT specifically and expressly acknowledges that damages may not constitute an adequate remedy for any nonmonetary default.

16.7.7 Continue Lease. The AUTHORITY may, at AUTHORITY's option, maintain TENANT's right to possession. In that case, this Lease shall continue, and AUTHORITY may continue to enforce it, including the right to collect Rent when due and any remedies for nonpayment.

16.7.8 Restoration Funds. Upon any termination of this Lease, to the extent that AUTHORITY holds any insurance proceeds, they shall be applied solely as AUTHORITY directs, including as a payment toward any sums then payable to AUTHORITY.

16.7.9 Survival. No termination of this Lease and no taking possession of or reletting the Premises shall relieve TENANT of its liabilities and obligations hereunder, all of which shall survive such expiration, termination, repossession, or reletting, but subject to any limitations on personal liability or recourse in this Lease.

16.7.10 Multiple Suits. The AUTHORITY may sue to recover damages, or sum(s) equal to any installment(s) of Rent payable by TENANT, from time to time at AUTHORITY's election. Nothing in this Lease requires AUTHORITY to await the date when this Lease or the Term would have expired absent an Event of Default and a resulting termination of this Lease.

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16.8 TENANT's Late Payments; Late Charges. If TENANT fails to make any payment to AUTHORITY required under this Lease within ten (10) days after such payment is first due and payable, then in addition to any other remedies of AUTHORITY, and without reducing or adversely affecting any of AUTHORITY's other rights and remedies, TENANT shall pay AUTHORITY interest rate of 18% on such late payment, beginning on the date such payment was first due and payable and continuing until the date when TENANT actually makes such payment.

16.9 AUTHORITY's Right to Cure. If TENANT at any time fails to make any payment or take any action this Lease requires, then AUTHORITY, after thirty (30) days' notice to TENANT, or in an emergency with such notice (if any) as is reasonably practicable under the circumstances, and without waiving or releasing TENANT from any obligation or Event of Default and without waiving AUTHORITY's right to take such action as this Lease may permit as a result of such Event of Default, may (but need not) make such payment or take such action. TENANT shall reimburse AUTHORITY for an amount equal to one hundred ten percent (110%) of all reasonable sums paid, and reasonable costs and expenses (including legal costs) incurred, by AUTHORITY in exercising its cure.

16.10 Accord and Satisfaction; Partial Payments. No payment by TENANT or receipt by AUTHORITY of a lesser amount than the amount owed under this Lease shall be deemed to be other than a part payment on account by TENANT. Any endorsement or statement on any check or letter accompanying any check or payment of Rent, Common Area Expenses or other money due under this Lease shall not be deemed an accord or satisfaction. AUTHORITY may accept any such check or payment without prejudice to AUTHORITY's right to recover the balance of such Rent or pursue any other remedy.

16.11 TENANT's Rights to Terminate.

16.11.1 Termination Rights. The occurrence of any of the following events shall give TENANT the right to terminate this Lease as described in Section 17.7.2:

a. Any court of competent jurisdiction issues an injunction that materially restricts the use of the Airport for airport purposes and that is not dismissed within thirty (30) days, or such additional period of time as is reasonably necessary to dismiss such injunction if AUTHORITY has diligently contested such injunction in good faith through appropriate proceedings; or

b. The United States of America or any authorized agency thereof or any other Governmental authority having jurisdiction over the Airport shall assume the operation, control or use of the Airport facilities, or any substantial part thereof in such a manner as to restrict for a period of ninety (90) days or more of TENANT's operations hereunder; or

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c. Any person initiates any condemnation proceeding for the condemnation or taking of the Premises, the Building or the Improvements, or any portion thereof.

16.11.2 TENANT's Remedies. Upon the occurrence of any of the events in 17.1.7.1 and at any time thereafter so long as such condition continues, TENANT may, as its sole remedy, give AUTHORITY notice of its intention to terminate this Lease on the date specified in the notice, which date shall not be earlier than thirty (30) days after the notice is given. TENANT shall remain liable for all Rent accrued hereunder to the date such termination becomes effective and for all other sums then owed by TENANT hereunder.

17. END OF TERM

17.1 Title to Improvements. All Improvements shall become AUTHORITY's property; (b) TENANT shall deliver to AUTHORITY possession of the Premises, in the condition this Lease requires, subject to any loss that this Lease does not require TENANT to restore; (c) TENANT shall surrender any right, title, or interest in and to the Premises and deliver such evidence and confirmation thereof as AUTHORITY reasonably requires; (d) TENANT shall deliver the Premises free and clear of all: (i) subleases, except any previously approved by AUTHORITY and (ii) liens except liens that the AUTHORITY or any of its agents caused; (e) TENANT shall assign to AUTHORITY, without recourse, and give AUTHORITY copies or originals of, all assignable licenses, permits, contracts, warranties, and guarantees then in effect for the Premises; (f) the parties shall adjust for Real Estate Taxes and all other expenses and income of the Premises and any prepaid Rent and shall make such payments as shall be appropriate on account of such adjustment in the same manner as for a sale of the Premises (but any sums otherwise payable to TENANT shall first be applied to cure any Event of Default); and (g) TENANT shall assign to AUTHORITY, and AUTHORITY shall reimburse TENANT for, all utility and other service provider deposits for the Premises.

17.2 Removal of FF&E. Notwithstanding anything to the contrary in this paragraph, TENANT shall remove from the Premises any FF&E and TENANT must do so within thirty (30) days after the Expiration Date. TENANT shall repair any material damage from any such removal. During such 30-day period:

17.2.1 TENANT may enter the Premises for such purposes only, without being deemed a holdover;

17.2.2 AUTHORITY shall have no obligation to preserve or protect such FF&E or Building Equipment; and

17.2.3 In entering the Premises, TENANT shall comply with AUTHORITY's reasonable instructions.

18. NOTICES

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All notices shall be in writing and addressed to AUTHORITY or TENANT respectively. Either party may change its address by notice in compliance with this Lease. Notice of such a change shall be effective only upon receipt. Any party giving notice may request the recipient to acknowledge receipt of such notice. The recipient shall promptly comply with any such request, but failure to do so shall not limit the effectiveness of any notice.

Notice will be sufficient if delivered to the following notice addresses by hand delivery directly to the named individual or title, by express U.S. mail postage prepaid, by email or by overnight delivery service for which delivery receipt is required.

To AUTHORITY:
Albany County Airport AUTHORITY
Albany International Airport
737 Albany Shaker Road, Suite 300
Albany, New York 12211-1057
ATTN: Chief Executive Officer

Email: mzonsius@albanyairport.com

To the TENANT:

Email:Notices@commuteair.com
CommuteAir LLC
d/b/a/ CommuteAir 24950 Country Club Blvd. – Suite 200
North Olmsted, OH 44070
Attention: CFO

19. ADDITIONAL DELIVERIES; THIRD PARTIES

19.1 Estoppel Certificates. No more than once per calendar year, TENANT may request that AUTHORITY execute, acknowledge, and deliver to TENANT (or directly to a designated third party) an estoppel certificate in substantially the form provided in Exhibit B.

19.2 Further Assurances. Each party shall execute and deliver such further documents, and perform such further acts, as may be reasonably necessary to achieve the parties' intent in entering into this Lease.

19.3 Amendment. Any amendment of this Lease must be in writing signed by both parties.

19.4 Successors and Assigns. This Lease shall bind and benefit AUTHORITY and TENANT and their successors and assigns, but this shall not limit or supersede any transfer restrictions.

19.5 No Third-Party Beneficiaries. Nothing in this Lease confers on any Person except AUTHORITY and TENANT any right to insist upon, or to enforce against

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AUTHORITY or TENANT, the performance or observance by either party of its obligations under this Lease.

20. MISCELLANEOUS

20.1 Performance Under Protest. If a dispute arises about performance of any obligation under this Lease, the party against which such obligation is asserted shall have the right to perform it under protest, which shall not be regarded as voluntary performance. A party that has performed under protest may institute appropriate proceedings to recover any amount paid or the reasonable cost of otherwise complying with any such obligation, with interest at the prime rate published in the money rates section of the Wall Street Journal.

20.2 Survival. All rights and obligations that by their nature are to be performed after any termination of this Lease shall survive any such termination.

20.3 Force Majeure. Neither AUTHORITY nor TENANT shall be liable in any manner for any failure or delay in the performance or fulfillment of any of its duties or obligations hereunder, other than TENANT's payment of Rent or Common Area Expenses, to the extent resulting from any cause or circumstance beyond its reasonable control or reasonable ability to remedy, including, but not limited to, acts of God, federal or state Laws or restrictions, war, war-like conditions, hostilities, mobilization, blockades, embargo or other transportation delay, detention, revolution, riot, looting, strike, lockout or other labor disputes, shortages of labor, inability to secure fuel, materials, supplies or power or because of shortages thereof, epidemic, fire or flood. In connection therewith, it reserves the right to allocate its resources as it, in its sole discretion, deems fair and equitable. Either party shall have a reasonable amount of time after such cause or circumstance described above is remedied to perform the obligations of the party under this Lease.

20.4 Waiver of Consequential Damages. Notwithstanding anything to the contrary, neither AUTHORITY nor TENANT will be liable to the other for consequential damages, such as lost profits or interruption of either party's business, except that this sentence will not apply to damages resulting from TENANT's holdover. Any liability of AUTHORITY under this Lease will be limited solely to its interest in the Airport and to the rents and proceeds therefrom (including insurance proceeds), and in no event will any recourse be had to any other property or assets of AUTHORITY.

20.5 Counterparts. This Lease may be executed electronically and in counterparts, all of which shall constitute one complete document for the purposes hereof.

20.6 Delivery of Drafts. Neither party shall be bound by this Lease unless and until such party shall have executed and delivered at least one counterpart of this Lease. The submission of draft(s) or comment(s) on drafts shall bind neither party in any way. Such draft(s) and comment(s) shall not be considered in interpreting this Lease.

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20.7 Entire Agreement. This Lease contains all terms, covenants, and conditions about the Premises. The parties have no other understandings or agreements, oral or written, about the Premises or TENANT's use or occupancy of, or any interest of TENANT in, the Premises.

20.8 Governing Law. This Lease, its interpretation and performance, the relationship between the parties, and any disputes arising from or relating to any of the foregoing, shall be governed, construed, interpreted, and regulated under the laws of the State of New York, without regard to principles of conflict of laws. The Parties explicitly agree that the Supreme Court, State of New York, County of Albany, or the United States District Court, Northern District of New York shall be the forum for any actions brought under this Lease.

20.9 Partial Invalidity. If any term or provision of this Lease or its application to any party or circumstance shall to any extent be invalid or unenforceable, then the remainder of this Lease, or the application of such term or provision to persons or circumstances except those as to which it is invalid or unenforceable, shall not be affected by such invalidity. All remaining provisions of this Lease shall be valid and be enforced to the fullest extent that the Laws allow.

20.10 Principles of Interpretation. No inference in favor of or against any party shall be drawn from the fact that such party has drafted any part of this Lease. The parties have both participated substantially in its negotiation, drafting, and revision, with advice from counsel and other advisers. A term defined in the singular may be used in the plural, and vice versa, all in accordance with ordinary principles of English grammar, which also govern all other language in this Lease. The words "include" and "including" shall be construed to be followed by the words: "without limitation." Each of these terms shall be interpreted as if followed by the words "(or any part of it)" except where the context clearly requires otherwise: Building Equipment; FF&E; Airport; Improvements; Premises; and any other similar collective noun. Every reference to any document, including this Lease, refers to such document as modified from time to time (except, at AUTHORITY's option, any modification that violates this Lease), and includes all exhibits, schedules, and riders to such document.

21. FEDERAL PROVISIONS

21.1 Subordination. This Lease and all provisions hereof are subject and subordinate to the terms and conditions of any existing or future agreement entered into between AUTHORITY and the United States of America for the improvement or operation and maintenance of the Airport, the execution of which has been or may be required as a condition precedent to the transfer of federal rights or property to AUTHORITY for airport purposes, or the expenditure of federal funds for the improvements or development of the Airport. TENANT shall abide by the requirements of agreements entered into between AUTHORITY and the United States and shall consent to amendments and modifications of this Lease as required

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by such agreements or if required as a condition of AUTHORITY's entry into such agreements.

21.2 Right of Flight. It will be a condition of this Lease, that AUTHORITY reserves unto itself, its successors and assigns, for the use and benefit of the public, a right of flight for the passage of aircraft in the airspace above the surface of the real property herein described, together with the right to cause in said airspace such noise as may be inherent in the operation of aircraft, now known or hereafter used, for navigation of or flight in the said airspace, and for use of said airspace for landing on, taking off from or operating on Airport.

21.3 Non-Interference. TENANT, by entering into this Lease agrees for itself, its successors, and assigns that it will not do or permit to be done by its officers, agents, employees, contractors or invitees, any act or omission that could reasonably be expected to interfere with the landing and taking off of aircraft from the Airport or otherwise constitute a hazard, or unreasonably interfere with the conduct of business by an air carrier, tenant or contractor of AUTHORITY, or unreasonably interfere with the performance of their duties by the staff of AUTHORITY or by the staff of FAA, TSA or any other agency of the U.S. Government, or of the contractors thereof. In the event this covenant is breached, AUTHORITY reserves the right, in addition to any other rights or remedies under this Lease or in law or equity, to enter upon the Premises and cause the abatement of such interference at the expense of TENANT.

21.4 General Civil Rights Provisions. TENANT agrees to comply with pertinent statutes, Executive Orders, and such rules as identified in Title VI List of Pertinent Nondiscrimination Acts and Authorities to ensure that no person shall, on the grounds of race, color, national origin (including limited English proficiency), creed, sex (including sexual orientation and gender identity), age, or disability be excluded from participating in any activity conducted with or benefiting from Federal assistance. This provision is in addition to that required by Title VI of the Civil Rights Act of 1964. If TENANT transfers its obligation to another, the transferee is obligated in the same manner as TENANT. The above provision obligates TENANT for the period during which the Premises are leased, used or possessed by TENANT and the Airport remains obligated to the Federal Aviation Administration.

21.5 Nondiscrimination Provisions. During the performance of this Lease and to the extent applicable, TENANT, for itself, its assignees, and successors in interest agrees as follows:

21.6 Compliance with Regulations. TENANT will comply with the Title VI List of Pertinent Nondiscrimination Acts and Authorities, as they may be amended from time to time, which are herein incorporated by reference and made a part of this Lease.

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21.7 Nondiscrimination. TENANT, with regard to the work performed by it during the Lease, will not discriminate on the grounds of race, color, national origin (including limited English proficiency), creed, sex (including sexual orientation and gender identity), age, or disability in the selection and retention of subcontractors, including procurements of materials and leases of equipment. TENANT will not participate directly or indirectly in the discrimination prohibited by the Nondiscrimination Acts and Authorities, including employment practices when the agreement covers any activity, project, or program set forth in Appendix B of 49 CFR part 21.

21.8 Solicitations for Subcontracts, including Procurements of Materials and Equipment. In all solicitations, either by competitive bidding, or negotiation made by TENANT for work to be performed under a subcontract, including procurements of materials, or leases of equipment, each potential subcontractor or supplier will be notified by TENANT of TENANT's obligations under this Lease and the Nondiscrimination Acts and Authorities on the grounds of race, color, or national origin.

21.9 Information and Reports. TENANT will provide all reasonably requested information and reports required by the Title VI List of Pertinent Nondiscrimination Acts and Authorities and will permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by AUTHORITY or the FAA to be pertinent to ascertain compliance with such Nondiscrimination Acts and Authorities and instructions. Where any information required of TENANT is in the exclusive possession of another who fails or refuses to furnish the information, TENANT will so certify to AUTHORITY or the FAA, as appropriate, and will set forth what efforts it has made to obtain the information.

21.10 Sanctions for Noncompliance. In the event of a TENANT's noncompliance with the nondiscrimination provisions of this contract, AUTHORITY will impose such contract sanctions as it or the Federal Aviation Administration may determine to be appropriate, including, but not limited to:

21.10.1 Withholding payments to the TENANT under the contract until the TENANT complies; and/or

21.10.2 Cancelling, terminating, or suspending a contract, in whole or in part.

21.11 Incorporation of Provisions. TENANT will include the provisions of paragraphs 22.5.1through 22.5.6 in every subcontract, including procurements of materials and leases of equipment, unless exempt by the Acts, the Title VI List of Pertinent Nondiscrimination Acts and Authorities, and directives issued pursuant thereto. TENANT will take action with respect to any subcontract or procurement as AUTHORITY or the Federal Aviation Administration may direct as a means of enforcing such provisions including sanctions for noncompliance. Provided, that if TENANT becomes involved in, or is threatened with litigation by a subcontractor, or supplier because of such direction, TENANT may request the

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AUTHORITY to enter into any litigation to protect the interests of AUTHORITY. In addition, TENANT may request the United States to enter into the litigation to protect the interests of the United States.

21.12 Transfer of Real Property Acquired or Improved Under the Airport Improvement Program. TENANT for itself and its heirs, personal representatives, successors in interest, and assigns, as a part of the consideration hereof, does hereby covenant and agree as a covenant running with the land that in the event facilities are constructed, maintained, or otherwise operated on the property described in this Lease for a purpose for which a Federal Aviation Administration activity, facility, or program is extended or for another purpose involving the provision of similar services or benefits, TENANT will maintain and operate such facilities and services in compliance with all requirements imposed by the Nondiscrimination Acts and Regulations listed in the Title VI List of Pertinent Nondiscrimination Acts and Authorities (as may be amended) such that no person on the grounds of race, color, or national origin, will be excluded from participation in, denied the benefits of, or be otherwise subjected to discrimination in the use of said facilities.

21.13 Title VI List of Pertinent Nondiscrimination Acts and Authorities. During the performance of this Lease, TENANT, for itself, assignees, and successors-in-interest agrees to comply with the following nondiscrimination statutes and authorities (collectively, the "Title VI List of Pertinent Nondiscrimination Acts and Authorities"); including but not limited to:

a. Title VI of the Civil Rights Act of 1964 (42 USC § 2000d et seq., 78 stat. 252) (prohibits discrimination on the basis of race, color, national origin);

b. 49 CFR part 21 (Non-discrimination in Federally-assisted programs of the Department of Transportation—Effectuation of Title VI of the Civil Rights Act of 1964);

c. The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, (42 USC § 4601) (prohibits unfair treatment of persons displaced or whose property has been acquired because of Federal or Federal-aid programs and projects);

d. Section 504 of the Rehabilitation Act of 1973 (29 USC § 794 et seq.), as amended (prohibits discrimination on the basis of disability); and 49 CFR part 27;

e. The Age Discrimination Act of 1975, as amended (42 USC § 6101 et seq.) (prohibits discrimination on the basis of age);

f. Airport and Airway Improvement Act of 1982 (49 USC § 471, Section 47123), as amended (prohibits discrimination based on race, creed, color, national origin, or sex);

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g. The Civil Rights Restoration Act of 1987 (PL 100-209) (broadened the scope, coverage and applicability of Title VI of the Civil Rights Act of 1964, the Age Discrimination Act of 1975 and Section 504 of the Rehabilitation Act of 1973, by expanding the definition of the terms "programs or activities" to include all of the programs or activities of the Federal-aid recipients, sub-recipients and contractors, whether such programs or activities are federally funded or not);

h. Titles II and III of the Americans with Disabilities Act of 1990, which prohibit discrimination on the basis of disability in the operation of public entities, public and private transportation systems, places of public accommodation, and certain testing entities (42 USC §§ 12131 – 12189) as implemented by U.S. Department of Transportation regulations at 49 CFR parts 37 and 38;

i. The Federal Aviation Administration's Nondiscrimination statute (49 USC § 47123) (prohibits discrimination on the basis of race, color, national origin, and sex);

j. Executive Order 12898, Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations, which ensures nondiscrimination against minority populations by discouraging programs, policies, and activities with disproportionately high and adverse human health or environmental effects on minority and low-income populations;

k. Executive Order 13166, Improving Access to Services for Persons with Limited English Proficiency, and resulting agency guidance, national origin discrimination includes discrimination because of limited English proficiency (LEP). To ensure compliance with Title VI, TENANT must take reasonable steps to ensure that LEP persons have meaningful access to your programs (70 Fed. Reg. at 74087 to 74100);

l. Title IX of the Education Amendments of 1972, as amended, which prohibits TENANT from discriminating because of sex in education programs or activities (20 USC 1681 et seq).

21.14 Equal Opportunity Clause. During the performance of this contract, TENANT agrees as follows:

21.14.1 TENANT will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual orientation, gender identity, or national origin. TENANT will take affirmative action to ensure that applicants are employed, and that employees are treated during employment, without regard to their race, color, religion, sex, sexual orientation, gender identity, or national origin. Such action shall include, but not be limited to, the following: employment, upgrading, demotion, or

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transfer; recruitment or recruitment advertising; layoff, or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. TENANT agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.

21.14.2 TENANT will, in all solicitations or advertisements for employees placed by or on behalf of TENANT, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin.

21.14.3 TENANT will not discharge or in any other manner discriminate against any employee or applicant for employment because such employee or applicant has inquired about, discussed, or disclosed the compensation of the employee or applicant or another employee or applicant. This provision shall not apply to instances in which an employee who has access to the compensation information of other employees or applicants as a part of such employee's essential job functions discloses the compensation of such other employees or applicants to individuals who do not otherwise have access to such information, unless such disclosure is in response to a formal complaint or charge, in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or is consistent with the contractor's legal duty to furnish information.

21.14.4 TENANT will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or workers' representative of the TENANT's commitments under Section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

21.14.5 TENANT will comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.

21.14.6 TENANT will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations, and orders.

21.14.7 In the event of TENANT's noncompliance with the nondiscrimination clauses of this contract or with any such rules, regulations, or orders, this contract may be canceled, terminated, or suspended in whole or in part and TENANT may be declared ineligible for further Government contracts in

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accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.

21.14.8 TENANT will include the provisions of paragraphs 22.7.1through 22.7.7 in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or vendor. TENANT will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions, including sanctions for noncompliance; provided, however, that in the event TENANT becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction, TENANT may request the United States to enter into such litigation to protect the interests of the United States.

21.15 Remedies. In the event of a breach of any of the nondiscriminatory covenants pursuant to Part 21 of the Regulations of the Office of the Secretary of Transportation, as amended, AUTHORITY shall have the right to terminate this Lease and to re enter and repossess Premises and hold the same as if said Lease had never been made or issued.

21.16 Exclusive Rights. Nothing contained in this Lease shall be deemed to grant to TENANT any exclusive right or privilege within the meaning of 49 U.S.C. § 40103(e) or any other Law, except that, subject to the terms and provisions of this Lease, TENANT shall have the right to exclusive possession of the Premises under this Lease. The AUTHORITY reserves the right to allow others to provide the same or similar operations as the Permitted Uses at the Airport.

21.17 Americans with Disabilities Act ("ADA"). TENANT acknowledges that, pursuant to the Americans with Disabilities Act, 42 U.S.C. Sections 12101 et seq. and applicable New York law concerning public access for persons with disabilities, as amended and supplemented (ADA) and the Air Carrier Access Act, 49 U.S.C. Section 41705, as amended and supplemented (ACAA), to the extent applicable to TENANT, programs, services and other activities provided by a public entity to the public, whether directly or through a contractor, must be accessible to the disabled public. To the extent the ADA or the ACAA is so applicable: (a) TENANT shall provide the services specified in this Lease in a manner that complies with the ADA or the ACAA, as applicable, and any and all other applicable federal, State and local disability rights legislation; (b) TENANT agrees not to discriminate against disabled persons in the provision of services, benefits or activities provided under this TENANT; and (c) TENANT further agrees that any violation of this prohibition on the part of TENANT, its employees, agents or assigns shall constitute a material breach of this Lease.

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21.18 Right to Develop Airport. The AUTHORITY reserves the right to further develop or improve the Airport as it sees fit, regardless of the desires or view of TENANT and without interference or hindrance.

21.19 Federal Government's Emergency Clause. All provisions of this Lease shall be subordinate to the rights of the United States of America to operate the Airport or any part thereof during time of war or national emergency. Such rights shall supersede any provisions of this Lease inconsistent with the operations of the Airport by the United States of America.

21.20 FAA Airport Protection. TENANT understands and agrees that AUTHORITY reserves the right of flight for the passage of aircraft above the surface of Premises hereunder in accordance with Federal Aviation Administration criteria, and such right of flight shall include the right to cause in such airspace such noises as may be inherent to the operation of aircraft now known or hereafter used for navigation of or flight in the air; and that AUTHORITY reserves the right to use said airspace for landing at, taking off from or operating aircraft on or over said Airport.

22. AVIATION OPERATIONS

22.1 Release. TENANT releases AUTHORITY from any present or future liability whatsoever and covenants not to sue AUTHORITY for damages or any other relief based directly or indirectly upon noise, light, vibrations, smoke, air currents, electronic or other emissions or flight (including overflight of the Premises) occurring as a result of aviation or airport or airport-related operations at or otherwise associated with the Airport, said release and covenant to include, but not be limited to claims (known or unknown) for damages for physical or emotional injuries, discomfort, inconvenience, property damage, death, interference with use and enjoyment of property, nuisance, or inverse condemnation or for injunctive or other extraordinary or equitable relief. It is further agreed that AUTHORITY shall have no duty to avoid or mitigate such damages by, without limitation, setting aside or condemning buffer lands, rerouting air traffic, erecting sound or other barriers, establishing curfews, noise or other regulations, relocating airport facilities or operations or taking other measures, except to the extent, if any, that such actions are validly required by Government Authority.

22.2 Easement Reservation. The AUTHORITY reserves from the Premises an easement for flight of aircraft in or adjacent to the airspace above the Premises and for the existence and imposition over, on and upon said parcel of noise, light, vibrations, smoke, air currents, electronic or other emissions, discomfort, inconvenience, interference with use and enjoyment, and any consequent reduction in market value which may occur directly or indirectly as a result of aviation, airport or airport related operations at or otherwise associated with use of the Airport. TENANT accepts the Premises subject to the risks and activities hereinabove described.

22.3 14 C.F.R. Part 77, Obstructions in Navigable Airspace. TENANT agrees to comply with the applicable notification and review requirements covered in 14 CFR Part

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77 of the Federal Aviation Regulations, in the event future construction is planned for the Premises covered by this Lease, or in the event of any planned modification or alteration of any present or future Building or structure situated on the Premises. TENANT, by accepting this Lease, expressly agrees for itself, its successors, and assigns that it will not erect nor permit the erection of any structure or object nor permit the growth of any tree on the Premises or any other obstruction, that exceeds the height requirements contained in 14 CFR Part 77 or amendments thereto, or interferes with the runway and/or taxiway "line of sight" of the Airport's control tower. In the event the aforesaid covenants are breached, AUTHORITY reserves the right to enter upon the Premises covered by this Lease and to remove the offending structure or object or cut the offending tree, all of which shall be at the expense of TENANT.

23. AIRPORT SECURITY

23.1 TSA; Airport Security. TENANT acknowledges that security is of primary importance at the Airport, and that security requirements are likely to change during the term of this Lease. TENANT shall at all times comply with all Laws, including, without limitation, 49 CFR Part 1542 "Airport Security" or any amendment or successor thereto, and TENANT will work cooperatively with AUTHORITY in connection with the same. TENANT understands and agrees that the same may impact TENANT's business operations and costs. TENANT further agrees that it shall be liable for the payment of any civil penalties assessed against AUTHORITY or TENANT relating to security breaches it caused, and shall be solely and fully responsible for any and all breaches of security and the consequences thereof resulting from the negligence or intentional Acts or Omissions of its officers, employees, representatives, agents, servants, subtenants, consultants, contractors, successors, assigns and suppliers.

23.2 Aircraft Operating Area.

23.2.1 Access to Aircraft Operations Area. Tenant shall have access to the Airport's AOA provided such access is obtained in accordance with all applicable federal and Authority security procedures. Movement of all persons into and from the AOA shall be cleared in accordance with federal and Airport rules and regulations. Tenant shall be responsible for the proper opening and closing of security gates and/or doors permitting access to the AOA.

23.2.2 Vehicle Operations within the AOA. Vehicles owned or operated by Tenant and allowed within the AOA must be utilized in accordance with federal and Airport regulations and all applicable Laws.

23.3 Maintenance. Tenant shall provide and maintain adequate security within and around the Premises and shall be responsible for monitoring the use of the Premises and preventing unauthorized access to or use of the same. Tenant shall take any action that may be required by applicable Law to ensure compliance with those

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requirements promulgated by the Authority acting in its regulatory capacity and by the United States Transportation Security Administration and Department of Homeland Security or other federal or state governmental agencies having jurisdiction relative to airport security. Tenant shall also take any and all actions that may be required to ensure compliance with all airport standards and directives and any reasonable requirement of Authority's Airport Public Safety and Security Manager or other authorized Authority representative. Tenant shall reimburse Authority the amount of any civil penalty or fine that may be assessed against Authority by any Government agency for a violation of security rules or regulations which violation is caused by Tenant's failure to comply with security rules, regulations and other applicable security requirements.

23.4 Noncompliance. If Authority is deemed to be in noncompliance with any Laws governing access to secure areas of the Airport including the areas of the airfield, and said noncompliance is the result of the Acts or Omissions of Tenant or of any of Tenant's employees, agents, or contractors or subcontractors, and such noncompliance results in a civil penalty action against Authority, then in addition to any rights and remedies that Authority may have on account of such default of Tenant, Tenant agrees to reimburse Authority for all expenses, including reasonable attorney fees incurred by Authority in defending against the civil penalty action and for any civil penalty or settlement amount paid by Authority as a result of the civil penalty action. Authority shall give Tenant reasonable notice of any allegation, investigation, or proposed or actual civil penalty sought for such noncompliance to the extent possible and Tenant may participate in such matter

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IN WITNESS WHEREOF, the parties hereto have caused this instrument to be executed as of the date first above mentioned.

ALBANY COUNTY AIRPORT AUTHORITY

By:_____
Samuel A. Fresina, Chairman
Or,
Peter F. Stuto, Esq., Acting Chief Executive Officer

COMMUTEAIR LLC., d/b/a COMMUTEAIR
COMMUTEAIR

By:_____
Rick Hoefling
President & CEO

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STATE OF NEW YORK)
) ss.:
COUNTY OF ALBANY)

On the _____ day of _____, 20__, before me personally appeared SAMUEL A. FRESINA, to me known, to be the person who executed the above instrument, who, being duly sworn, did depose and say that he resides in the County of Albany, that he is the Chairman of the Albany County Airport Authority, the public benefit corporation described in, and which executed the foregoing instrument in the name of the Albany County Airport Authority pursuant to a resolution adopted by the Albany County Airport Authority on November 21, 2024; and that he signed his name thereto by like authorization.

_____
Notary Public

STATE OF NEW YORK)
) ss.:
COUNTY OF ALBANY)

On the _____ day of _____, 20__, before me personally appeared PETER F. STUTO, ESQ., to me known, to be the person who executed the above instrument, who, being duly sworn, did depose and say that he resides in the County of Albany, that he is the Acting Chief Executive Officer of the Albany County Airport Authority, the public benefit corporation described in, and which executed the foregoing instrument in the name of the Albany County Airport Authority pursuant to a resolution adopted by the Albany County Airport Authority on November 21, 2024; and that he signed his name thereto by like authorization.

_____
Notary Public

STATE OF)
) ss:
COUNTY OF)

On this _____ day of _____, 20__ before me personally came _____ _____, to me known, who being by me duly sworn, did depose and say that he/she resides in _____County, that he/she is the _____ of _____ _____, the LLC described in, and which executed the within instrument; and that he/she signed his/her name thereto by order of the LLC.

_____
Notary Public

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EXHIBIT "A"

LEASED PREMISES
(See Attached Drawing)

1. Premises "A" – Building #119 22 Jetway Drive (5,384 square feet)

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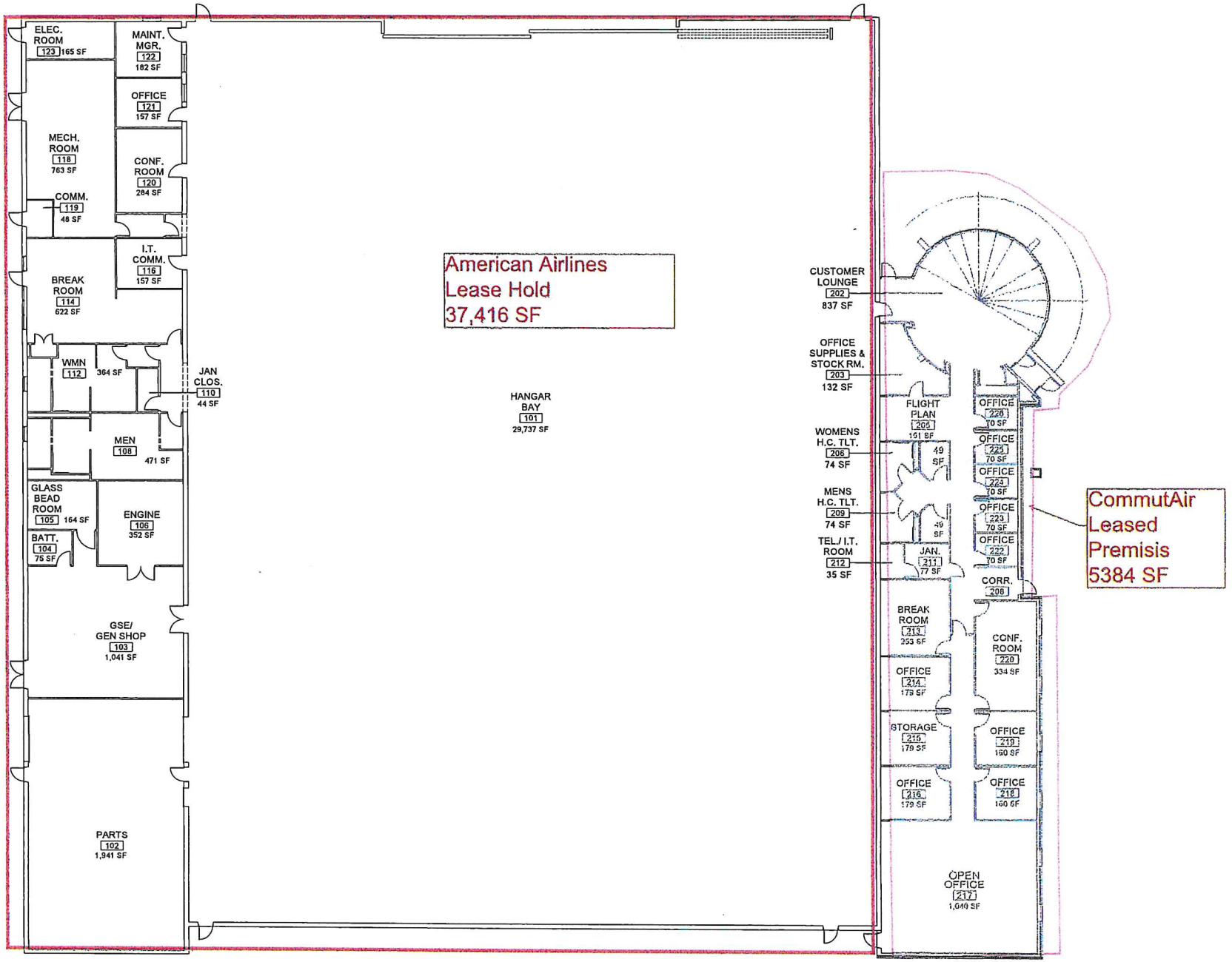
ELEC. ROOM 123 165 SF
MAINT. MGR. 122 182 SF
OFFICE 121 157 SF
MECH. ROOM 118 763 SF
CONF. ROOM 120 284 SF
COMM. 119 48 SF
I.T. COMM. 116 157 SF
BREAK ROOM 114 622 SF
WMN 112 364 SF
JAN CLOS. 110 44 SF
MEN 108 471 SF
GLASS BEAD ROOM 105 164 SF
ENGINE 106 352 SF
BATT. 104 75 SF
GSE/ GEN SHOP 103 1,041 SF
PARTS 102 1,941 SF
American Airlines
Lease Hold
37,416 SF
HANGAR BAY 101 29,737 SF
CUSTOMER LOUNGE 202 837 SF
OFFICE SUPPLIES & STOCK RM. 203 132 SF
WOMENS H.C. TLT. 206 74 SF
MENS H.C. TLT. 209 74 SF
TEL./ I.T. ROOM 212 35 SF
FLIGHT PLAN 205 151 SF
49 SF
49 SF
JAN. 211 77 SF
OFFICE 226 70 SF
OFFICE 225 70 SF
OFFICE 224 70 SF
OFFICE 223 70 SF
OFFICE 222 70 SF
CORR. 208
BREAK ROOM 213 253 SF
CONF. ROOM 220 334 SF
OFFICE 214 179 SF
STORAGE 215 179 SF
OFFICE 219 160 SF
OFFICE 216 179 SF
OFFICE 218 160 SF
OPEN OFFICE 217 1,040 SF
CommutAir
Leased
Premisis
5384 SF

EXHIBIT "B"

AUTHORITY FUNDED IMPROVEMENTS

1. AUTHORITY will be responsible for disassemble, pack, move and reassemble CommuteAir's Furniture, Fixtures, and Equipment from Building 117 to Building 119 at the AUTHORITY's sole Cost.

2. TENANT requests paint and patching of damaged walls in Building 119.

3. TENANT requests a detailed deep cleaning of lease area in Building 119 prior to move-in.

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EXHIBIT "C"

TENANT TERMINAL PARKING

1. AUTHORITY will provide TENANT two dedicated parking spots located in proximity to the Terminal as designated by the AUTHORITY.

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AGENDA ITEM NO. 10.2

Service Contract:
Contract No. SC-1201
HVAC Services
BPI Piping, Inc. &
Eckert Mechanical

AGENDA ITEM NO: 10.2
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

Contact Person: *Margaret Herrmann, Chief Accountant*

PURPOSE OF REQUEST:

Service Contract: *Contract No. SC-1201*
HVAC Services
BPI Piping, Inc. & Eckert Mechanical

CONTRACT AMOUNT:

Contract Amount: *$75,000 (Estimated Total Contract Cost – There is No Fixed Total Contract Amount)*

BUDGET INFORMATION:

Anticipated in Current Budget: Yes √ No

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal **State** **Airport** *100%*
Funding Source: Airport Operating Budget

JUSTIFICATION:

The Airport relies upon the services of an independent contractor to provide technical and support services as requested and directed by the Airport Heating, Ventilating, and Air Conditioning (HVAC Mechanic). The Authority received four proposals. The RFP stated two (2) contractors would be awarded this contract to avoid project delays if one contractor is not readily available. Requested work will be alternated between the two contractors at the discretion of the Airport Authority Representative. Based upon an evaluation of the services offered and the fees proposed, a request is made to award a one year contract with four additional one year terms to the two contractors receiving the highest evaluation score; BPI Piping and Eckert Mechanical.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: Yes √ NA

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **Yes √ NA**

AGENDA ITEM NO: 10.2
MEETING DATE: November 21, 2024

BACK-UP MATERIAL:

Please refer to the attached certified proposal spreadsheet, evaluation score summary and proposals submitted by BPI Piping and Eckert Mechanical.

Contract #SC-1201

HVAC Services

Company Name	Eckert Mechanical LLC	Savignano Construction Services	BPI Piping	RMB Mechanical

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I, Bobbi Matthews, certify that this proposal acknowledgment is a true copy of the submittals received for the proposal (RFP) above.

Albany Airport Authority Purchasing Department

Bobbi Matthews

Bobbi Matthews,
Purchasing Agent

Sworn to before me this 25th day of October 2024.

Jennifer A. Munger

Notary Public

JENNIFER A. MUNGER
Notary Public, State of New York
No. 01MU6246332
Qualified in Schenectady County
Commission Expires Aug. 08, 2027

Evaluation Summary for Contract # SC-1201/HVAC Services

Highest Possible Score: 400

RMB Mechanical:	368
BPI Piping:	384
Eckert Mechanical:	386
Savignano:	346

The two proposals receiving the highest evaluation score are BPI Piping & Eckert Mechanical.

Bobbi Matthews
Purchasing Agent

Phone: **(518) 242-2213**
Fax: **(518) 242-2640**
Email: **BMatthews@albanyairport.com**
AlbanyAirport.com

BPI PIPING

COMMERCIAL & INDUSTRIAL MECHANICAL CONTRACTORS

October 21st , 2024

To: Albany International Airport
RE: HVAC Service Contract # SC-1201
Attn: Sourcing Director

We herewith submit our Bid for "HVAC SERVICE CONTRACT SC-1201". BPI's submitted bid package includes the following documents.

- Cover Page
- Cover Letter
  - Executive Summary
  - Experience, organizational chart
  - Service plan outline
- Proposal Acknowledgement
- Non-Collusion
- Offeror Discloser of Prior Non-Responsibility Determinations
- Insurance Affidavit and Relevant Insurance Documentation with Notarial Jurat and Balance sheet
- Company Statement
- Workforce Composition
- References for existing Maintenance Contracts
  - Regeneron Pharmaceuticals
  - Shenendehowa Schools
  - Albany International Airport
  - Hudson Valley Community College
- Addenda Acknowledgement
- Proposal Submittal Form
- Local 7 Safety Training Course Breakdown
  (*All BPI field personnel are members of Local 7 and are in the process of or have completed a five year apprenticeship program)

Sincerely,

Joe T. Burniche

BPI PIPING
95 Hudson River Rd.
Waterford, NY 12188
joetb@bpipiping.com

95 Hudson River Road
Waterford, NY 12188
Phone: (518) 238-2383 / Fax: 233-0123

Albany County Airport Authority
Plumbing Service Contract # SC-1203
Attn: Sourcing Director

October 21st, 2024

I would like to take this opportunity to introduce BPI Piping, Inc. and BPI Mechanical Service, Inc. Our companies are comprised of a heavy commercial and industrial mechanical contracting company, BPI Piping, Inc., and an HVAC service/maintenance and installation company, BPI Mechanical Service, Inc.

BPI Piping was started in 1998 by Joseph R. Burniche, a licensed plumber, who concentrated on primarily small to medium sized projects. The company has since grown to become one of the Capital Region's premier mechanical contracting firms. Working on numerous state and local government facilities, pharmaceutical manufacturing plants, Colleges, Elementary and High schools, municipalities and light to heavy commercial establishments, BPI Piping, Inc., continues to grow. As an enhancement, BPI Piping expanded its offerings and started BPI Mechanical Service to help our clients with their mechanical HVAC service needs. BPI is led by Joseph R Burniche and Joseph T Burniche with an office team of 15 and 70+ field HVAC techs, plumbers, pipefitters, and Welders.

Direct personal contact information for Albany Airport authority

President
Joseph R Burniche
Office 518-238-2383
Cell 518-378-5944
Fax 518-233-0123
joeb@bpipiping.com

Vice President
Joseph T Burniche
Office 518-238-2383
Cell 518-857-3119
Fax 518-233-0123
joetb@bpipiping.com

Superintendent
Pete LeClair
Office 518-238-2383
Cell 518-378-3004
Fax 518-233-0123
petel@bpipiping.com

BPI Piping and BPI Mechanical Service are proud to be signatory contractors to the Plumbers and Steamfitters Locals 7 and 773. All Local 7 and 773 members are well-trained and complete a rigorous (5) year apprenticeship program. With many continuing education classes, you are assured that our well-trained journeymen and apprentices are performing the critical work that makes up the mechanical contracting service industry.

BURNICHE PIPING, INC/BPI PIPING, INC.

Joe T. Burniche
BPI PIPING
95 Hudson River Rd.
Waterford, NY 12188
joetb@bpipiping.com
O-(518)238-2383
C-(518)857-3119
F-(518)233-0123

Albany Airport
Key Employees

Joseph R. Burniche
President
joeb@bpipiping.com

Joseph T. Burniche
V.P | joetb@bpipiping.com

Pete LeClair
Superintendent
petel@bpipiping.com

Pete has 40+ years of managing commercial and industrial mechanical installation & maintenance. 15 years experience years managing service and maintenance contracts at Albany Airport. Pete oversees the fab shop ensuring our customers get custom made parts on time.

Kyle Moran
Superintendent
kylem@bpipiping.com

Kyle has 15 years of commercial, industrial, and process piping experience. Including experience managing service and maintenance of shops located inside of Albany Airport. Oversaw renovations of shops currently existing in Albany Airport.

Jill Baran
Assistant Controller
jillb@bpipiping.com

Jill has been at BPI for 6 years. Jill oversees our accounts payable and account receivable departments. She is well versed in AIA payments and ensuring all payments go out on time.

Jessica Dwyer
Accounts Receivable
jessd@bpipiping.com

Jessica thoroughly reviews our billing invoices and makes sure they go out in a timely manner in the format preferred by Albany Airport.

James Brand
Foreman
jimmy@bpipiping.com

Jimmy has 10 years experience running jobs at Albany Airport. Jimmy continuously runs jobs safely and on time.

Liz Mentiply
Accounts Payable
lizm@bpipiping.com

Liz receives and enters all invoices so they can be reviewed and paid promptly.

Journeymen/Apprentices

We have ~70 people working in the field. Each employee brings strengths to the job. We ensure that the journeymen and apprentices that are working at Albany Airport have the skills, work ethic, and credentials to do the best job.

At BPI safety is our number one priority.
Each of our field employees are members of Local 7. They have all completed OSHA safety training, man lift, ladder, and various other safety trainings. Safety is a never-ending job, and our crews are continuously growing to ensure the safest and high quality completed jobs.

BPI PIPING

95 Hudson River Road
Waterford NY 12188
p- 518.238.2383
f- 518.233.0123

BPI PIPING

95 Hudson River Road
Waterford, NY 12188
Phone: (518) 238-2383 / Fax: 233-0123

1. Project Overview

- **Project Name:** HVAC and Plumbing Installation/Repair
- **Location:** Albany Airport
- **Project Manager:** Pete LeClair/Kyle Moran
- **Start Date:** 11/01/2024
- **End Date:** 10/31/2029

2. Scope of Work

A. HVAC Services

- **System Design and Layout:**
    - Assess building layout and requirements.
    - Design ductwork and air distribution system.
- **Equipment Installation & Repair:**
    - Install/Repair HVAC units (e.g., furnaces, air conditioners, heat pumps) upon request of Albany Airport Representatives.
    - Make repairs and adjustments per Albany Airport Representatives.
    - Set up thermostats and control systems.
    - Advise about parts and/or Order Parts per request of Albany Airport Representatives.
    - Promptly respond to emergency calls regarding break downs/equipment malfunctions.
    - Preform other duties within our working knowledge as requested by Albany Airport Representatives.
- **System Testing and Commissioning:**
    - Perform preventive maintenance
        - Check refrigerant levels and system performance.
        - Conduct final system check and calibration.
- **HVAC Personnel**
    - All BPI Piping Employees sent to work at the airport will be competent in working on the following:

- Belts
- Filters
- Coil Cleaning
- Greasing *pumps, motors, Louver Linkage, etc.*
- Pan (condensate) Cleaning
- Drain (condensate) Cleaning
- Valves & Actuators
- Alignments
- VAV Flushing
- Fin Tube Cleaning & Cover Alignment

B. Plumbing Services

- **System Design and Planning:**
  - Assess plumbing requirements (water supply, drainage).
  - Design layout for piping and fixtures.
- **Installation/Repair of Plumbing Systems:**
  - Install/Repair water supply lines (copper, PVC, etc.).
  - Install/Repair drainage and vent systems.
  - Install fixtures (sinks, toilets, showers).
- **Testing and Inspections:**
  - Conduct pressure tests on water lines.
  - Ensure proper drainage and venting.
  - Schedule inspection with local authorities.
- **Plumbing Personnel**
  - BPI Piping will furnish an expert plumber as requested by the Albany International Airport.
  - All Journeymen sent to work at Albany International Airport will be proficient in:
    - Working on underground pipes

        - Snaking and Water Jetting all plumbing lines
        - Pipe Repairs
    - All HVAC Personnel will have all necessary training and experience for the work being completed.

3. Timeline

- **Planning and Preparation**
    - Albany Airport requests work.
    - Foreman or Superintendent walks job, makes a material list.
    - Pricing proposed.
- **HVAC Installation**
    - Install/repair ductwork and insulation - subcontractor
    - Install HVAC units and control systems.
- **Plumbing Installation**
    - Install supply and drainage lines.
    - Install fixtures and perform inspections.
- **Testing and Final Adjustments**
    - Conduct final system tests for HVAC and plumbing.
    - Address any issues or adjustments needed.

4. Resources Required

- **Personnel:**
    - HVAC Technicians : Depends on Job
    - Plumbers: Depends on Job
    - Project Manager: Depends on Job
- **Tools and Equipment:**
    - HVAC tools (e.g., gauges, wrenches).
    - Plumbing tools (e.g., pipe cutters, soldering equipment).
    - Safety gear (gloves, goggles, hard hats).

- All plumbing personnel will have appropriate training/licensing/certifications for the work being performed.

5. Safety Protocols

- Conduct safety meetings before starting work.
- Guarantee work being performed will not hinder the safety and welfare of all Albany International Airport staff and passengers.
- Ensure day to day work does not jeopardize continued operation of the Airport
  - *In the event that a localized water shut down needs to occur we will plan accordingly with the appropriate Albany International Airport Staff.*
- Ensure all workers wear appropriate personal protective equipment (PPE).
- Follow local codes and regulations for HVAC and plumbing installations.
- Implement measures for working at heights or in confined spaces.

6. Quality Assurance

- Inspect that HVAC systems are operational upon request of Albany Airport.
- Record and report any malfunctions or possible malfunctions.
- Document all hours worked at Albany Airport.
- Document all work completed.
- Schedule interim inspections with local authorities.
- Collect feedback from technicians and clients for improvements.

7. Communication Plan

- When appropriate provide project updates to the Airport Authority Building Maintenance Supervisor.
- Forman will complete briefings with the on-site team.
- Establish a communication channel (e.g., group chat, email) for real-time updates.

BURNICHE PIPING, INC/BPI PIPING, INC.

EXHIBIT D: DOCUMENTS REQUIRED TO BE SUBMITTED WITH PROPOSAL

A. **Proposal Acknowledgment Form**

B. **Non-Collusion Affidavit**

C. **Offerer Disclosure of Prior Non-Responsibility Determinations**

D. **Obtained Proposal Affidavit**

E. **Proposal Bond**

F. **Insurance Affidavit**

G. **Company Statement for:**

1. **Corporation**
2. **Partnership**
3. **All Proposals**

H. **Work Force Composition**

I. **References**

J. **Proposal Submittal Form**

Exhibit D: Proposal A

PROPOSAL ACKNOWLEDGMENT FORM

The proposers acknowledge that he/she has carefully examined the RFP, the attached Agreement draft and the proposed location/s for his/her proposed operation/s.

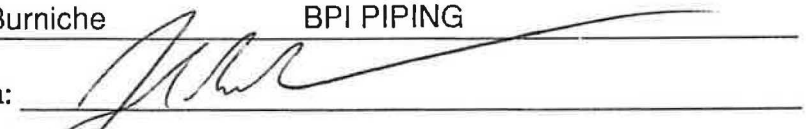
The proposer warrants that if proposal is accepted, he/she will contract with the Albany County Albany Authority the form of an Agreement substantially in the form attached and comply with the requirements of the RFP and the executed Agreement. Proposer agrees to deliver an executed Agreement to the Albany County Airport Authority within fourteen (14) calendar days of receiving the tendered Agreement from the Authority.

I, the undersigned, guarantee our proposal meets or exceeds specifications contained in the RFP document. Any exceptions are described in detail and all requested information has been submitted as requested.

I affirm that I have read and understand all the provisions and conditions as set forth in this RFP. Our firm will comply with all provisions and conditions as specified, unless specifically noted as an exception with our Proposal.

I also affirm that I am duly authorized to execute the Agreement contemplated herein; that this company, corporation, firm, partnership, or individual has not prepared this Proposal in collusion with any other proposer and that the contents of this proposal as to rent, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other proposer or to any other person/s engaged in this type of business prior to the official opening of the proposal.

Name of Proposer: Joseph Burniche BPI PIPING

Signature of Authorized Person: 

Title: Vice President

Business Address of Proposer: 95 Hudson River Rd Waterford NY 12188

Business Phone Number: 518-238-2383

Date: October 21st 2024

Subscribed and sworn to before me this 21st day of October, 20 24.

Exhibit D: Proposal B

NON-COLLUSION AFFIDAVIT

Authorized officer: Bidder's proposal containing statements, letters, etc., shall be signed in the proposal by a duly authorized officer of the company whose signature is binding on the proposal.

The undersigned offers and agrees to furnish all of the items/services upon which qualifications are stated in the accompanying proposal. The period of acceptance of this proposal will be 45 calendar days from the date of the bid opening. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by proponent).

STATE OF New York COUNTY OF Saratoga

BEFORE ME, the undersigned authority, a Notary Public in and for the State of New York on this day personally appeared Joseph T Burniche who after being by me duly sworn did depose and say: I, Elizabeth S Mentiplyam a duly authorized officer of/agent for BPI Piping Inc and have been duly authorized to execute the foregoing on behalf of the said .

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this proposal. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of services/commodities offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this proposal, each proponent and each person signing on behalf of any proponent certifies and in the case of a joint proposal each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this proposal have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other proponent or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the proponent and will not knowingly be disclosed by the proponent prior to the opening, directly or indirectly to any other proponent or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other

person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Proponent: Burniche Piping /BPI PIPING

95 Hudson River Rd Waterford NY 12188

Telephone and Fax Numbers: PH: 518-238-2383 Fax: 518-233-0123

By: _____ Name & Title Joseph T Burniche Vice President

Signature

SUBSCRIBED AND SWORN to before me by the above-named on this 21st day of October 2024.

Elizabeth S Mentiply

Notary Public in and for the State of NY

ELIZABETH S MENTIPLY
STATE OF NEW YORK
NOTARY PUBLIC
Qualified in Rensselaer County
MY COMMISSION EXPIRES 12-28-2027

Exhibit D: Proposal C

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Burniche Piping DBA BPI PIPING

Address: 95 Hudson River Rd Waterford NY 12188

Name and Title of Person Submitting this Form: Joseph T Burniche Vice President

Contract Procurement Number: 518-238-2383 Office 518-857-3119 Cell

Date: October 21st 2024

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

(No) Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

(No) Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: October 21st 2024

Signature

Name: Joseph T Burniche

Title: Vice President

Exhibit D:Proposal D

OBTAINED REQUEST FOR BID AFFIDAVIT

I, being an authorized representative of the named organization / company, certify that I obtained the request for bid documents from the Albany County Airport Authority Purchasing Office or Bid Net Direct. I understand that no bid shall be considered unless the organization making this bid has first obtained a copy of this Request for Bid from the Albany County Airport Authority Purchasing Office or Bid Net Direct.

BPE

Signature Agent

Print or Type Name: Joseph T Burniche

Address 95 Hudson River Rd

Waterford NY 12188

Phone: Office 518-238-2383 Cell # 518-857-3119

SUBSCRIBED AND SWORN to before me by the above named on this 21st day of October, 2024

Elizabeth S Montpetit

Notary Public in and for
State of New York

Exhibit D: Proposal E

PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, BPI Piping, Inc. as Principal, and Westfield Insurance Company as Surety, a corporation chartered and existing under the laws of the State of Ohio, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany International Airport Authority, as Owner in the sum of $ 2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany International Airport, New York, to which payment well and truly made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Proposal, attached hereto and hereby made a part hereof to enter into a contract in writing, for the performance of services at the Albany International Airport, Plumbing Services - Contract No. SC-1203

NOW, THEREFORE,

A. If said Proposal shall be rejected, or in the alternate;

B. If said Proposal shall be accepted and the Principal shall, within fourteen (14) calendar days after receipt of written notification from the Authority of the Notice of Award, execute and deliver such contract and shall furnish sufficient and satisfactory bonds for his faithful performance of said contract, and for the payment of all amounts in connection therewith, and shall in all other respects perform the agreement created by the acceptance of said Proposal, then this obligation shall be void; otherwise the same shall remain in force and effect, it being express expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Proposal; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

Exhibit D: Proposal E

PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, BPI Piping, Inc. as Principal, and Westfield Insurance Company as Surety, a corporation chartered and existing under the laws of the State of Ohio, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany International Airport Authority, as Owner in the sum of $ 2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany International Airport, New York, to which payment well and truly made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Proposal, attached hereto and hereby made a part hereof to enter into a contract in writing, for the performance of services at the Albany International Airport, HVAC Services - Contract No. SC-1201

NOW, THEREFORE,

A. If said Proposal shall be rejected, or in the alternate;

B. If said Proposal shall be accepted and the Principal shall, within fourteen (14) calendar days after receipt of written notification from the Authority of the Notice of Award, execute and deliver such contract and shall furnish sufficient and satisfactory bonds for his faithful performance of said contract, and for the payment of all amounts in connection therewith, and shall in all other respects perform the agreement created by the acceptance of said Proposal, then this obligation shall be void; otherwise the same shall remain in force and effect, it being express expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Proposal; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

Signed, this 21st day of October, 2024.

BPI Piping, Inc.	Westfield Insurance Company
Principal	Surety
By	By Jaclyn M. Kelly, Attorney-In-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, _____, certify that I am the Secretary of the Corporation named as Principal in the within bond; that _____, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

_____

(Corporate Seal)

Exhibit D: Proposal F

INSURANCE REQUIREMENT AFFIDAVIT

To be completed by appropriate insurance agent:

I, the undersigned agent, certify that the insurance requirements contained in this proposal document have been reviewed by me with the below identified offerer. If the below identified offerer is awarded this contract by Albany County Airport Authority, I will be able, within ten (10 days after offerer is notified of such award, to furnish a valid insurance certificate to the Airport meeting all of the requirements contained in this contract.

Agent: _____ Signature

Marshall+Sterling Upstate Inc
Agent

Name of Insurance Carriers: Selective Insurance Company

Address of Agency: 25 Mohawk Ave., Scotia, NY 12302

Phone Number Where
Agent May Be Contacted: (518) 384-1100 ext 1390

Offerer's Name (Print or Type) Burniche Piping Inc

SUBSCRIBED AND SWORN to before me by the above named on this 17th day of October, 2024.

Laurie W. Gibson
Notary Public in and for
State of New York

LAURIE W. GIBSON
Notary Public-State of New York
No. 4945994
Qualified in Saratoga County
Commission Expires January 27, 2027

Signed, this 21st day of October, 2024.

BPI Piping, Inc.	Westfield Insurance Company
Principal	Surety
By Joseph T Burniche Vice President	By Jaclyn M. Kelly, Attorney-In-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, Elizabeth S Mentiply, certify that I am the Secretary of the Corporation named as Principal in the within bond; that Joseph T Burniche, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

Elizabeth S Mentiply

(Corporate Seal)

ELIZABETH S MENTIPLY
STATE OF NEW YORK
NOTARY PUBLIC
Qualified in Rensselaer County
MY COMMISSION EXPIRES 12-29-2027

Exhibit D: Proposal G-1

CORPORATION STATEMENT

IF A CORPORATION, answer the following:

1. When incorporated?

   1998

2. Where incorporated?

   Waterford NY 12188

3. Is the corporation authorized to do business in New York?

   X Yes _____ No

   If New York is not state of incorporation:

   A. Address of the registered office in New York:

   B. Name of registered agent in New York at such office:

   C. Attach Certificate of Authority to transact business in New York.

4. The Corporation is held: _____ Publicly X Privately

5. Furnish the name, title, and address of each officer, director, and shareholders of the corporation's issued stock:

Officer's Name	Address	Position	%
Joseph R Burniche	12 Roberts Rd Waterford NY	President	51%
Joseph T Burniche	151 Turner Rd Troy NY	Vice President	49%

Director's Name	Address	Principal Business Affiliation Other Than Proposer's Directorship
N/A		

Principal Shareholders	Address	Percentage Ownership
NA		

N/A

Exhibit D: Proposal G-2

PARTNERSHIP STATEMENT

IF A PARTNERSHIP, answer the following:

1. Date of Organization? _____

2. General Partnership _____ Limited Partnership _____

3. Partnership Agreement Recorded? _____ Yes _____ No

   Date: _____

   Book: _____

   Page: _____

   County: _____

4. Has the Partnership done business in New York?

   Yes _____ No _____ When?_____

5. Name, address, and partnership share of each general or limited partner:

	Name	Address	Percent Of Share	General Limited Partner
1.				
2.				
3.				
4.				

Exhibit D: Proposal G-3

ALL PROPOSALS - FINANCIAL INFORMATION

A. Financial Statements

Proponents shall attached a Balance Sheet and Income Statement prepared in accordance with Generally Accepted Accounting Principles (GAAP) for the most current year-to-date period, together with a copy of the Proponent's most recent fiscal year Financial Statements, audited and certified by an Independent Certified Public Accountant, including the auditor's opinion thereon. To Be Provided once Awarded Contract

B. Surety Information

1. Have you, or any entity you have had an ownership interest in, ever had a bond or surety canceled or forfeited? Yes ( ) No (X)

2. If Yes, state the name of the bonding company, date, amount of the bond and the reason for such cancellation or forfeiture

_____
_____
_____
_____

C. Bankruptcy Information

1. Have you, or any entity you have had an ownership interest in, ever filed a petition for bankruptcy, or been declared bankrupt? Yes ( ) No (X)

2. If Yes, state the name of the entity, date, amount of the filed or declared bankruptcy

_____
_____
_____
_____

D. County of Albany and any Affiliated Entity

1. Have you ever entered into an agreement with the County of Albany or any affiliated entity? Yes (X) No ( )

2. If Yes, identify the agreement(s), its purpose, and its term.
Albany airport plumbing contract, Albany county Nursing home Rehab,
Albany County Storage Facility.

3. Have you ever been sent a default notice concerning any such agreement(s)?

Yes ( ) No (X) If Yes, please explain

_____

_____

_____

Exhibit D: Proposal H

WORK FORCE COMPOSITION

Burniche Piping Inc.	DBA BPI PIPING		518-238-2383
Name of Firm			**Phone Number**
95 Hudson River Rd	Waterford	NY	12188
Address	**City**	**State**	**Zip Code**

Joseph T Burniche Vice President

Name & Title of Authorized Executive

Full Time Employees	Total # of Employees	White	American Indian	Black	Hispanic	Other (*)
	Male / Female	M/F	M/F	M/F	M/F	M/F
Admin & Manager	2	2/F				
Professional	10	9M-1F				
Technical	50	47M-1F			1M	1M
Sales Workers	2	1M-1F				
Office Workers	8	3M-5F				
Semiskilled Workers						
Unskilled Workers						
Apprentices	5	5M				
Seasonal Temporary Part Time	1	1F				
TOTAL	77	75M-8F			1M	1M

***Use Additional Sheets To Identify The Ethnicity Of Employees Identified In This Category.**

Remarks: * Middle Eastern

Exhibit D: Proposal I

REFERENCES

List three (3) companies or governmental agencies where like or similar services have been provided within the last three years:

1. **Company Name:** HVCC Community Collage

   Address: 80 Vandenburgh Ave | Troy | NY | 12180
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Jeff Herrington **Title:** Facility Engineer

   Phone: 518-479-9773 **Fax:** N/A

2. **Company Name:** Shenendehowa Central Schools

   Address: 970 Route 146 Clifton Park | NY | 12065
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Barbara Salecker **Title:** Director of Operations

   Phone: 518-881-0600 **Fax:** N/A

3. **Company Name:** Regeneron

   Address: 81 Columbia turnpike | Rensselaer | NY | 12144
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Martin Dollard **Title:** Vice President of Facilities

   Phone: 518-605-6322 **Fax:** N/A

EXHIBIT D: Proposal F

PROPOSAL SUBMITTAL FORM

Exhibit C contains the minimum requirements and are intended to govern, in general, the performance requirements and the type of services desired. Please check "yes" or "no" if you can meet these specifications.

The bidder can meet or exceed required specifications as required in EXHIBIT C?

☒ YES ☐ NO

Proposer has all vehicles to be used in this contract available for inspection.

☒ YES ☐ NO

All drivers have a valid New York State Drivers License.

☒ YES ☐ NO

All drivers will complete their security clearance by the Airport Operations Office prior to issuance of the contract.

☒ YES ☐ NO

Proposed Rate:

****Prevailing Wage MUST be Paid. Certified payrolls must be submitted with all invoicing.**

One (1) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: $112.30 **Per Hour** **Year 2:** $115.80 **Per Hour**

Year 3: $119.30 **Per Hour** **Year 4:** $122.80 **Per Hour**

Year 5: $126.30 **Per Hour**

Weekend / Holiday Call In:

	Saturday	Sunday/Call in	
Year 1:	$145.42	$178.55	**Per Hour**
Year 2:	$148.92	$182.05	**Per Hour**
Year 3:	$152.42	$185.55	**Per Hour**
Year 4:	$155.92	$189.05	**Per Hour**
Year 5:	$159.42	$192.55	**Per Hour**

Emergency Call In:

Year 1: $178.55 **Per Hour** **Year 2:** $182.05 **Per Hour**

Year 3: $185.55 **Per Hour** **Year 4:** $189.05 **Per Hour**

Year 5: $192.55 **Per Hour**

Two (2) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: $220.00 **Per Hour** **Year 2:** $228.10 **Per Hour**

Year 3: $235.20 **Per Hour** **Year 4:** $242.30 **Per Hour**

Year 5: $249.40 **Per Hour**

Weekend / Holiday Call In:

	Saturday	Sunday/Call in	
Year 1:	$305.06	$390.12	**Per Hour**
Year 2:	$316.86	$405.61	**Per Hour**
Year 3:	$327.18	$419.17	**Per Hour**
Year 4:	$337.51	$432.72	**Per Hour**
Year 5:	$347.84	$446.29	**Per Hour**

Emergency Call In:

Year 1: $390.12 **Per Hour** **Year 2:** $405.61 **Per Hour**

Year 3: $419.17 **Per Hour** **Year 4:** $432.72 **Per Hour**

Year 5: $446.29 **Per Hour**

VEHICLE DELIVERY OF PARTS

Hourly Rate for Use of Delivery Vehicle if requested by the Authority (if applicable):

Year 1: $50.00 **Per Hour** **Year 2:** $55.00 **Per Hour**

Year 3: $60.00 **Per Hour** **Year 4:** $65.00 **Per Hour**

Year 5: $70.00 **Per Hour**

Contact Information:

Name of Contact Person: Joseph T Burniche

Phone Number (s): (518) 238-2383

(518) 857-3119

Fax Number: (518) 233-0123

LOCAL 7 APPRENTICE TRAINING CLASS OVERVIEW

Math, Science, Safety and Heritage

This class provides the apprentices with the fundamentals that they will need to be successful throughout their apprenticeship and career.

- Basic math review
- Formulas for related mathematics in the pipe trades
- Pipe measurements
- Metric Measurements
- Instruments used for the layout of piping systems
- Properties of water
- Laws of hydraulics and pneumatics as they are related to piping systems
- Basic principles of mechanics to tools of the pipe trades
- Metals used in the piping industry
- Corrosion and its effect on piping materials, etc.
- Overview of the opportunities provided in a pipe trades career
- Responsibilities and attitudes required for success
- History of the United Associaton and Local 7

Blueprint Reading and Drawing Introduction to:

- Basic Drawing Tools
- Measuring Tools
- Lettering Skills: Three-view, Plan View and Elevation View Drawings
- Graphic Symbols for Pipe Fittings and Valves
- Interpretation of Technical Diagrams; Piping Drawings
- Interpretation of Building Plans and Building Specifications
- Advanced plan reading
- Working sketches, the development of sleeve and coordinated drawings
- An introduction to computer aided drafting (CAD)

Rigging

This class gives apprentices the information necessary to protect themselves and their fellow workers against injury while handling the materials and equipment they work with every day.

- Fiber rope
- Knots and hitches
- Wire rope
- Slings
- Helicopter hoisting
- Cranes and crane signals
- Hoisting and jacking equipment
- Rigging hardware
- Determining load weights

Introduction to Welding

All phases of welding are covered in this class beginning with oxyacetylene and oxy-fuel cutting and welding progressing through:

- Shielded metal-arc welding test procedures
- Tools
- Equipment
- Types of rod
- Weld positions
- Proper gaps
- Bevels
- The various types of lap and butt joints
- Qualification tests are based on the requirements of Section IX, ASME pressure vessel code

Plumbing Class and Shop

This class introduces fundamental aspects of the Plumbing and Pipefitting industry in a classroom and hands on shop setting.

- Drainage
- Water supply
- Pipes, valves and fixtures
- Backflow prevention
- Rough ins
- Pipe sizing
- State Plumbing and Public Health Code

Heating Class and Shop

- Technical aspects of design and installation of several types of hydronic systems
- Installation of high-efficiency heating and cooling systems
- low and high temperature
- Radiant heat
- Solar hot water heating systems
- Installing steam piping and accessories
- How to troubleshoot all types of steam systems
- Identifies even those systems, vapor, vacuum, etc. which are no longer installed, but how those still in use can be brought up to today's standards

Additional Training:

- Plumbing
- Pipefitting
- HVAC
- Medical Gas
- Osha 10 and Osha 30
- Orbital Welding
- Tube Bending
- Advanced Welding
- Cleanroom Safety and Protocol
- UA Star Certification

18 Avis Drive, Latham, NY 12110
P: (518) 785-9808 | F: (518) 785-9855 | E: info@ualocal7.org | www.ualocal7.org

ORIGINAL

EXHIBIT D: DOCUMENTS REQUIRED TO BE SUBMITTED WITH PROPOSAL

A. Proposal Acknowledgment Form

B. Non-Collusion Affidavit

C. Offerer Disclosure of Prior Non-Responsibility Determinations

D. Obtained Proposal Affidavit

E. Proposal Bond

F. Insurance Affidavit

G. Company Statement for:

1. **Corporation**
2. **Partnership**
3. **All Proposals**

H. Work Force Composition

I. References

J. Proposal Submittal Form

Exhibit D: Proposal A

PROPOSAL ACKNOWLEDGMENT FORM

The proposers acknowledge that he/she has carefully examined the RFP, the attached Agreement draft and the proposed location/s for his/her proposed operation/s.

The proposer warrants that if proposal is accepted, he/she will contract with the Albany County Albany Authority the form of an Agreement substantially in the form attached and comply with the requirements of the RFP and the executed Agreement. Proposer agrees to deliver an executed Agreement to the Albany County Airport Authority within fourteen (14) calendar days of receiving the tendered Agreement from the Authority.

I, the undersigned, guarantee our proposal meets or exceeds specifications contained in the RFP document. Any exceptions are described in detail and all requested information has been submitted as requested.

I affirm that I have read and understand all the provisions and conditions as set forth in this RFP. Our firm will comply with all provisions and conditions as specified, unless specifically noted as an exception with our Proposal.

I also affirm that I am duly authorized to execute the Agreement contemplated herein; that this company, corporation, firm, partnership, or individual has not prepared this Proposal in collusion with any other proposer and that the contents of this proposal as to rent, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other proposer or to any other person/s engaged in this type of business prior to the official opening of the proposal.

Name of Proposer: Eckert Mechanical, LLC

Signature of Authorized Person: Russell Eckert

Title: President

Business Address of Proposer: 1062 Central Avenue, Albany, NY 12205

Business Phone Number: (518) 459-4116

Date: 10/22/2024

Subscribed and sworn to before me this 22nd day of October, 2024.

Nicole C. Trimble

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

Exhibit D: Proposal B

NON-COLLUSION AFFIDAVIT

Authorized officer: Bidder's proposal containing statements, letters, etc., shall be signed in the proposal by a duly authorized officer of the company whose signature is binding on the proposal.

The undersigned offers and agrees to furnish all of the items/services upon which qualifications are stated in the accompanying proposal. The period of acceptance of this proposal will be 60 calendar days from the date of the bid opening. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by proponent).

STATE OF New York COUNTY OF Albany

BEFORE ME, the undersigned authority, a Notary Public in and for the State of New York on this day personally appeared Russell Lincoln who after being by me duly sworn did depose and say: I, Russell Lincoln am a duly authorized officer of/agent for Eckert Mechanical, LLCand have been duly authorized to execute the foregoing on behalf of the said .

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this proposal. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of services/commodities offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this proposal, each proponent and each person signing on behalf of any proponent certifies and in the case of a joint proposal each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this proposal have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other proponent or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the proponent and will not knowingly be disclosed by the proponent prior to the opening, directly or indirectly to any other proponent or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other

person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Proponent: Eckert Mechanical, LLC

1062 Central Avenue, Albany, NY 12205

Telephone and Fax Numbers: P (518) 459-4116, F (518) 459-1208

By: _____ Name & Title Russell Lincoln, President
Signature

SUBSCRIBED AND SWORN to before me by the above-named on this
22nd day of October 2024 .

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

_____
Notary Public in and for the State of NY

Exhibit D: Proposal C

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Eckert Mechanical, LLC

Address: 1062 Central Avenue

Albany, NY 12205

Name and Title of Person Submitting this Form: _____

Russell Lincoln, President

Contract Procurement Number: SC-1201

Date: 10/22/2024

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

No Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: 10/22/2024

Signature

Name: Russell Lincoln

Title: President

Exhibit D:Proposal D

OBTAINED REQUEST FOR BID AFFIDAVIT

I, being an authorized representative of the named organization / company, certify that I obtained the request for bid documents from the Albany County Airport Authority Purchasing Office or Bid Net Direct. I understand that no bid shall be considered unless the organization making this bid has first obtained a copy of this Request for Bid from the Albany County Airport Authority Purchasing Office or Bid Net Direct.

Russell Lincoln — President

Signature — Agent

Print or Type Name: Russell Lincoln

Address: 1062 Central Avenue

Albany, NY 12205

Phone: (518) 459-4116

SUBSCRIBED AND SWORN to before me by the above named on this 22nd day of October, 2024.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

Notary Public in and for
State of New York

Exhibit D: Proposal E

PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, ECKERT MECHANICAL, LLC* as Principal, and WESTERN SURETY COMPANY** as Surety, a corporation chartered and existing under the laws of the State of South Dakota, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany International Airport Authority, as Owner in the sum of $2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany International Airport, New York, to which payment well and truly made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Proposal, attached hereto and hereby made a part hereof to enter into a contract in writing, for the performance of services at the Albany International Airport,

NOW, THEREFORE,

A. If said Proposal shall be rejected, or in the alternate;

B. If said Proposal shall be accepted and the Principal shall, within fourteen (14) calendar days after receipt of written notification from the Authority of the Notice of Award, execute and deliver such contract and shall furnish sufficient and satisfactory bonds for his faithful performance of said contract, and for the payment of all amounts in connection therewith, and shall in all other respects perform the agreement created by the acceptance of said Proposal, then this obligation shall be void; otherwise the same shall remain in force and effect, it being express expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Proposal; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

*1062 Central Avenue, Albany, New York 12205

**151 N. Franklin Street, 17th Floor, Chicago, Illinois 60606

Signed, this 21st day of October, 2024.

ECKERT MECHANICAL, LLC	WESTERN SURETY COMPANY
Principal	Surety
By	By Bradley E Byer- Attorney-in-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, Russell Lincoln, certify that I am the Secretary of the Corporation named as Principal in the within bond; that Russell Lincoln, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

Russell Lincoln

(Corporate Seal)

INDIVIDUAL ACKNOWLEDGEMENT

State of)
)
County of)

On the _____ day of _____ ,20 ____ , before me personally came

_____ , to me known and know to me to be the Individual described in and who executed the foregoing instrument, and he acknowledged to me that he executed the same.

_____
Notary Public

LLC ACKNOWLEDGMENT

State of New York)
)
County of Albany)

On the 21 day of October in the year **2024**, before me personally came Russell Lincoln to me known, who, being by me duly sworn, did depose and say that (s)he reside(s) in Lake George, NY; that (s)he is the President of the **Eckert Mechanical LLC** the LLC described in and which executed the above instrument.

Notary Public
NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

SURETY ACKNOWLEDGEMENT

State of New York)
)
County of)

On the **21st** day of **October** in the year **2024**, before me personally came **Bradley E. Byer,** to me known, who, being by me duly sworn, did depose and say that he reside(s) in **Albany County, New York**; that he is the **Attorney-in-Fact** of **Western Surety Company** the corporation described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by authority of the board of directors of said corporation, and that he signed his name thereto by like authority.

_____
Notary Public

Exhibit D: Proposal F

INSURANCE REQUIREMENT AFFIDAVIT

To be completed by appropriate insurance agent:

I, the undersigned agent, certify that the insurance requirements contained in this proposal document have been reviewed by me with the below identified offerer. If the below identified offerer is awarded this contract by Albany County Airport Authority, I will be able, within ten (10 days after offerer is notified of such award, to furnish a valid insurance certificate to the Airport meeting all of the requirements contained in this contract.

Agent: _____ USI Insurance Services
Signature Agent

Name of Insurance Carriers: USI Insurance Services

Address of Agency: 3 Lear Jet Lane, SUite 104

Latham, NY 12110

Phone Number Where
Agent May Be Contacted: (518) 514-3622

Offerer's Name (Print or Type) [illegible]

SUBSCRIBED AND SWORN to before me by the above named on this 22nd day of October, 2024.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

Notary Public in and for
State of New York

Exhibit D: Proposal G-1

CORPORATION STATEMENT

IF A CORPORATION, answer the following:

1. When incorporated?

   12/29/2009

2. Where incorporated?

   Albany, New York

3. Is the corporation authorized to do business in New York?

   X Yes _____ No

   If New York is not state of incorporation:

   A. Address of the registered office in New York:

   B. Name of registered agent in New York at such office:

   C. Attach Certificate of Authority to transact business in New York.

4. The Corporation is held: _____ Publicly X Privately

5. Furnish the name, title, and address of each officer, director, and shareholders of the corporation's issued stock:

Officer's Name	**Address**	**Position**	**%**
Russell Lincoln	1937 Bay Road Lake George, NY 12845	President/Owner	100%

Director's Name	Address	Principal Business Affiliation Other Than Proposer's Directorship
N/A		

Principal Shareholders	Address	Percentage Ownership
n/a		

Exhibit D: Proposal G-2 N/A

PARTNERSHIP STATEMENT

IF A PARTNERSHIP, answer the following:

1. Date of Organization? _____

2. General Partnership _____ Limited Partnership _____

3. Partnership Agreement Recorded? _____ Yes _____ No

   Date: _____

   Book: _____

   Page: _____

   County: _____

4. Has the Partnership done business in New York?

   Yes _____ No _____ When?_____

5. Name, address, and partnership share of each general or limited partner:

Name	Address	Percent Of Share	General Limited Partner
1.			
2.			
3.			
4.			

Exhibit D: Proposal G-3

ALL PROPOSALS - FINANCIAL INFORMATION

A. Financial Statements

Proponents shall attached a Balance Sheet and Income Statement prepared in accordance with Generally Accepted Accounting Principles (GAAP) for the most current year-to-date period, together with a copy of the Proponent's most recent fiscal year Financial Statements, audited and certified by an Independent Certified Public Accountant, including the auditor's opinion thereon.

B. Surety Information

1. Have you, or any entity you have had an ownership interest in, ever had a bond or surety canceled or forfeited? Yes ( ) No (X)

2. If Yes, state the name of the bonding company, date, amount of the bond and the reason for such cancellation or forfeiture

_____

_____

_____

_____

C. Bankruptcy Information

1. Have you, or any entity you have had an ownership interest in, ever filed a petition for bankruptcy, or been declared bankrupt? Yes ( ) No (X)

2. If Yes, state the name of the entity, date, amount of the filed or declared bankruptcy

_____

_____

_____

_____

D. County of Albany and any Affiliated Entity

1. Have you ever entered into an agreement with the County of Albany or any affiliated entity? Yes (X) No ( )

2. If Yes, identify the agreement(s), its purpose, and its term.
CONSTRUCTION AND SERVICE CONTRACTS

_____

3. Have you ever been sent a default notice concerning any such agreement(s)?

Yes ( ) No (X) If Yes, please explain

_____

_____

_____

Exhibit D: Proposal H

WORK FORCE COMPOSITION

Eckert Mechanical, LLC			(518) 459-4116
Name of Firm			**Phone Number**
1062 Central Avenue	Albany	New York	12205
Address	**City**	**State**	**Zip Code**

Russell Lincoln, President
Name & Title of Authorized Executive

Full Time Employees	Total # of Employees	White	American Indian	Black	Hispanic	Other (*)
	Male / Female	M/F	M/F	M/F	M/F	M/F
Admin & Manager	11 3	7/2			/1	
Professional	1 / —	1/0				
Technical	—	0				
Sales Workers	—	0				
Office Workers	—					
Semiskilled Workers	21 / —	20/			1/—	
Unskilled Workers	2 / —	2/				
Apprentices	3 / —					
Seasonal Temporary Part Time	— —					
TOTAL	28 / 3					

***Use Additional Sheets To Identify The Ethnicity Of Employees Identified In This Category.**

Remarks: 28 W MALES / 1 HISPANIC F & M

2 W F OFFICE

Please see the attached reference sheet

Exhibit D: Proposal I

REFERENCES

List three (3) companies or governmental agencies where like or similar services have been provided within the last three years:

1. **Company Name:** _____

   Address: _____
   Street/P.O. Box City State Zip Code

   Contact Person: _____ **Title:** _____

   Phone: _____ **Fax:** _____

2. **Company Name:** _____

   Address: _____
   Street/P.O. Box City State Zip Code

   Contact Person: _____ **Title:** _____

   Phone: _____ **Fax:** _____

3. **Company Name:** _____

   Address: _____
   Street/P.O. Box City State Zip Code

   Contact Person: _____ **Title:** _____

   Phone: _____ **Fax:** _____

EXHIBIT D: Proposal F

PROPOSAL SUBMITTAL FORM

Exhibit C contains the minimum requirements and are intended to govern, in general, the performance requirements and the type of services desired. Please check "yes" or "no" if you can meet these specifications.

The bidder can meet or exceed required specifications as required in EXHIBIT C?

☒ YES **☐ NO**

Proposer has all vehicles to be used in this contract available for inspection.

☒ YES **☐ NO**

All drivers have a valid New York State Drivers License.

☒ YES **☐ NO**

All drivers will complete their security clearance by the Airport Operations Office prior to issuance of the contract.

☒ YES **☐ NO**

Proposed Rate:

****Prevailing Wage MUST be Paid. Certified payrolls must be submitted with all invoicing.**

One (1) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: 110.00 **Per Hour** **Year 2:** 112.75 **Per Hour**

Year 3: 115.75 **Per Hour** **Year 4:** 118.46 **Per Hour**

Year 5: 121.42 **Per Hour**

Weekend / Holiday Call In:

Year 1: 138.00 **Per Hour** **Year 2:** 141.50 **Per Hour**

Year 3: 145.00 **Per Hour** **Year 4:** 149.00 **Per Hour**

Year 5: 153.00 **Per Hour**

Emergency Call In:

Year 1: 155.00 **Per Hour** **Year 2:** 158.00 **Per Hour**

Year 3: 162.00 **Per Hour** **Year 4:** 167.00 **Per Hour**

Year 5: 171.00 **Per Hour**

Two (2) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: 220.00 **Per Hour** **Year 2:** 225.00 **Per Hour**

Year 3: 231.00 **Per Hour** **Year 4:** 236.00 **Per Hour**

Year 5: 243.00 **Per Hour**

Weekend / Holiday Call In:

Year 1: 276.60 **Per Hour** **Year 2:** 283.00 **Per Hour**

Year 3: 289.00 **Per Hour** **Year 4:** 296.00 **Per Hour**

Year 5: 305.00 **Per Hour**

Emergency Call In:

Year 1: 310.00 **Per Hour** **Year 2:** 318.00 **Per Hour**

Year 3: 326.00 **Per Hour** **Year 4:** 334.00 **Per Hour**

Year 5: 343.00 **Per Hour**

VEHICLE DELIVERY OF PARTS

Hourly Rate for Use of Delivery Vehicle if requested by the Authority (if applicable):

Year 1: 6.50 **Per Hour** **Year 2:** 6.75 **Per Hour**

Year 3: 7.00 **Per Hour** **Year 4:** 7.25 **Per Hour**

Year 5: 7.50 **Per Hour**

Contact Information:

Name of Contact Person: Russell Lincoln, President

Phone Number (s): (518) 459-4116

(518) 937-4282

Fax Number: (518) 459-1208

ECKERT
MECHANICAL, LLC

1062 Central Avenue Albany, NY 12205
Phone: 518.459.4116 Fax: 518.459.1208

Service References

Firm Name: RICE BUILDING 1871, LLC

Person of Contact: Luther Tai

Address: 38 Launcelot Lane Basking Ridge, NJ 07920

Phone Number: (914) 412-6104

Description: Preventive Maintenance & Repair Services for Plumbing/HVAC and Refrigeration Equipment

Firm Name: Town of Colonie

Person of Contact: Michele Matuszek

Address: 347 Old Niskayuna Rd. Latham, NY 12110

Phone Number: (518) 783-2794

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

Firm Name: Norry Realty

Person of Contact: Gary Guenther

Address: 833 Broadway Albany, NY 12207

Phone Number: (518) 782-8677

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

ECKERT
MECHANICAL, LLC

1062 Central Avenue Albany, NY 12205
Phone: 518.459.4116 Fax: 518.459.1208

Firm Name: Capital District DDSO

Person of Contact: John Mclear

Address: 500 Balltown Rd. Niskayuna, NY 12304

Phone Number: (518) 703-4111

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

Firm Name: Town of Charlton

Person of Contact: Marshall Heritage

Address: 758 Charlton Road, Charlton, NY 12013

Phone Number: (518) 857-3431

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

AGENDA ITEM NO. 10.3

Purchase Order:
2024 Dulevo 850 Sweeper
Guthrie Sales & Service

AGENDA ITEM NO: 10.3
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

Contact Person: *Margaret Herrmann, Chief Accountant*

PURPOSE OF REQUEST:

Purchase Order: *2024 Dulevo 850 Sweeper*
Guthrie Sales & Service

CONTRACT AMOUNT:

Total Contract Amount: *$130,904.73*

BUDGET INFORMATION:

Anticipated in Current Budget: Yes √ No NA

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal _____ State_____ Airport *100%* NA _____
Funding Source: Airport *Capital Budget*

JUSTIFICATION:

Authorization is requested to purchase a new sweeper, Dulevo 850 Tier 4, from Guthrie Sales & Service to be used in the South Parking Garage. This sweeper is being purchased under Sourcewell Contract # 093021-FAY.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES √ NA

BACK-UP MATERIAL:

Price Proposal received from Guthrie Sales & Service

Guthrie Sales & Service

Sourcewell Awarded Contract

FAYAT ENVIRONMENTAL SOLUTIONS

DULEVO FAYAT GROUP

FESA 2024 Dulevo 850 Sourcewell Price List 03/01/2024 V1

Dealer Name	Guthrie Sales & Service	**Sourcewell Discount**	5%
Customer Name	Albany International Airport	**Order Number**	
Customer Physical Address	130 Sicker Road	**Quotation Date**	10/30/24
City, State, Zipcode	Latham, NY 12110	**Sourcewell Contract #**	093021-FAY
Contact Person	Chris Pasquini		
Contact Title	Assistant Maintenance Manager		
Contact Email Address	cpasquini@albanyairport.com		
Contact Phone Number	(518) 242-2379		
Customer Sourcewell Number	Pending		

SWEEPER 850 TIER 4

QTY	Code	Description	Sourcewell List Price Ea	Sourcewell Total List Price
1	**06202850YE**	**SWEEPER 850 Tier 4**	$ 114,885.00	$ 114,885.00
1	850YE.11.08	Reverse of brushes rotation and suction inlet lifting system with switch from the cabin	$ 816.50	$ 816.50
0	850YE.11.04	Front brush inclination adjustment from the cab	$ 2,541.50	$ -
0	850YE.09.25	1.1 yd^3 stainless steel container	$ 2,829.00	$ -
1	850YE.02.07	Washing system with gun and reel **(without 09.12/1)**	$ 4,761.00	$ 4,761.00
1	850YE.02.11	Water recycling system	$ 1,127.00	$ 1,127.00
0	850YE.13.24	Reflecting stripes	$ 287.50	$ -
0	850YE.21.18	Hydraulic oil low level gauge	$ 207.00	$ -
0	850YE.21.10	Acoustic reverse signal **(self leveling)**	$ 322.00	$ -
1	850YE.06.11	Pneumatic sprung seat	$ 966.00	$ 966.00
1	850YE.06.17	Electrically controlled and heated mirrors	$ 1,035.00	$ 1,035.00
0	850YE.06.27	Darkened windshields **(without approval)**	$ 1,506.50	$ -
0	850YE.12.07	Lights on the suction inlet	$ 816.50	$ -
0	850YE.13.16	Lights for left hand drive	$ 414.00	$ -
1	850YE.21.02	Radio with USB and Bluetooth	$ 644.00	$ 644.00
0	850YE.21.04	Camera on the suction inlet	$ 667.00	$ -
1	850YE.03.02	Suction unit with hose Ø 3,9 In – Length 118 In	$ 2,001.00	$ 2,001.00
1	850YE.03.08	Water kit for suction hose **(with 03.02)**	$ 414.00	$ 414.00
0	850YE.07.01	Spare tire (not on board)	$ 678.50	$ -
0	850YE.07.05	Hydraulic Jack	$ 402.50	$ -
0	850YE.13.10	Customized painting **(chassis excluded)**	$ 1,391.50	$ -
1	850YE.50.10	Wax film for sea freight	$ 391.00	$ 391.00
1	850YE.21.19	**DULEVO TELEMATIC (Subscription included in the warranty period)**	$ 2,875.00	$ 2,875.00
1	850YE.16.02	PPL side brush **STANDARD**	$ -	$ -
0	850YE.16.04	PPL/STEEL side brush	$ 57.50	$ -
0	850YE.13.03	**Extension up to the 2nd year of warranty or 2600 hours** (1 year more than standard conditions)	$ 2,063.10	$ -
0	850YE.13.06	**Extension up to the 3rd year of warranty or 3900 hours** (2 years more than standard conditions)	$ 5,740.80	$ -

Subtotal:	$ 129,915.50
Sourcewell Discount:	$ (6,495.78)
Optional Additional Dealer Discount:	$ -
Dulevo 850 Subtotal:	$ 123,419.73

ADDITIONAL NON SOURCEWELL ITEMS

0	Code	Description	Net Price Ea	Total Net
0	NS.1			$ -
0	NS.2			$ -
0	NS.3			$ -
0	NS.4			$ -
0	NS.5			$ -
0	NS.6			$ -
0	NS.7			$ -
0	NS.8			$ -
0	NS.9			$ -
0	NS.10			$ -
0	NS.11			$ -

Guthrie Sales & Service

Sourcewell Awarded Contract

FAYAT ENVIRONMENTAL SOLUTIONS

DULEVO FAYAT GROUP

0	NS.12			$ -
0	NS.13			$ -
0	NS.14			$ -
0	NS.15			$ -
0	NS.16			$ -
0	NS.17			$ -
0	NS.18			$ -
0	NS.19			$ -
0	NS.20			$ -

We are pleased to offer this quotation for a Dulevo Model 850 with the options listing above per the terms and conditions of the Sourcewell Contract Number 093021-FAY and the additional terms sheet attached.

Dulevo 850 Subtotal:	**$ 123,419.73**
Total Non Sourcewell Items:	**$ -**
Training:	Included
Dealer Prep:	Included
Freight:	$ 7,485.00
Total Sourcewell Price:	**$ 130,904.73**

Very Truly Yours,
Meg Ryan
President
megr@guthriewny.com
(716) 713-3690

For Acceptance:

Signed: _____ _____

Chris Pasquini
Assistant Maintenance Manager

Meg Ryan
President

Date: _____ _____

AGENDA ITEM NO. 10.4

Purchase Order: Purchase of one (1) 2024 Chevrolet Tahoe 4WD
G & H Auto Group DBA
Mohawk Chevrolet
639 State Route 67
Ballston Spa, NY 12020-3707

AGENDA ITEM NO: 10.4
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

Contact Person: *Margaret Herrmann, Chief Accountant*

PURPOSE OF REQUEST:

Purchase Order: *Purchase of one (1) 2024 Chevrolet Tahoe 4WD*
G & H Auto Group DBA Mohawk Chevrolet
639 State Route 67
Ballston Spa, NY 12020-3707

CONTRACT AMOUNT:

Total Contract Amount: ***$52,736.10***

BUDGET INFORMATION:

Anticipated in Current Budget: Yes √ No NA

FISCAL IMPACT – FUNDING * (Dollars or Percentages)

Federal _____ State____ Airport *100%* NA _____
Funding Source: Airport Capital Budget

JUSTIFICATION:

One (1) Chevrolet Tahoe 4WD 4 Dr Commercial vehicle will be used by the Assistant Fire Chief. A bid was issued using the NYS OGS Vehicle Marketplace (Bid # 24-1101). Three submittals were received. Mohawk Chevrolet was the lowest bid received. The Airport Vehicle Maintenance Supervisor has reviewed their submittal and recommends award to Mohawk Chevrolet. This vehicle is in stock and available for delivery once approved. A purchase order will be issued.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES √ NA____

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **YES √ NA____**

BACK-UP MATERIAL: ***Vehicle specifications, Bid Summary, and Bid Submittal.***

OGS Vehicle Marketplace #24-1101

Mohawk Chevrolet	$52,736.10
Joe Basil Chevrolet	$53,630.53
Van Bortel Ford	No Bid

Vehicle Minimum Specifications

2024 Chevy Tahoe 4WD 4dr Commercial

GVWR, 7500 lbs.

Engine: 5.3L, Ecotec3, V8

Commercial Preferred Equipment

Calibration, Front (only)Park Assist Disable

Keyless Remote Panic Button & Exterior Lights / Horn disable

Surveillance Mode Interior Lighting

Taillamp flasher, Red/White , Taillamp flasher Red/Red

Seats, Front: Cloth & second row vinyl

Lighting, Red & White front Auxiliary Dome

Identified for Special Service Vehicle

Wiring. Grille Lamps & Siren Speakers

Wiring. Hon & Siren Circuit

Flasher System, headlamp & Taillamp, DRL Compatible with control wire

Seat DELETE; Third Row Passenger,

Key, Unique

Seats, Front 40/20/40 Split Bench

Jet Black, Cloth Seat Trim

Lock Control, Driver Side Auto door Lock disable

Remote Start

Color: Summit WHITE

Alternator, 250 Amps

Audio system; Chevrolet Infotainment 3 system, 8" diagonal HD Color Touchscreen

Transmission, 10 Speed Automatic

1FL Safety Package

Wheels, 18" x 8.5" / Bright Silver Painted Aluminum

Battery, 850 Cold Cranking amps with 95 amp hour rating

Battery, Auxiliary, 760 Cold Cranking Amps with 70 Amp hour rating

Tires: 265/65R18SL, All Season, Black wall

Skid Plate, Front

Full Size Spare

Wiring Provision, for outside mirrors & Cargo Side Mirrors

Lane Keep Assist, Following Distance Indicator, Forward Collision Alert

Capless Fuel Fill

Speedometer Calibration

Automatic Emergency Braking

Ground Wires, Blunt Cut Cargo Area

Seat Belts, 3 Point, All Seating position

Recovery hooks, 2 front, frame mounted. Black

Power Supply, 100-amp, auxiliary batter, rear electrical center

Theft deterrent system, vehicle, PASS Key III

Suspension Package, Premium Smooth Ride

License Plate front mounting package

Delivery: 130 Sicker Road

Latham, NY 12211

Part A: Mini-Bid and Contractor Information

1.0	Mini-Bid Questions	Contractor Response
1.1	**Mini-Bid Reference Number** (e.g. 12345; see the *Mini-Bid Request*)	**OGS 23166 - 24-1101**
1.2	**Is the Mini-Bid for Vehicle(s) to be purchased or leased by the Authorized User?** *[click on yellow box and use drop-down menu]*	**Purchased**
1.3	**Are Vehicle(s) Built to Specifications being offered in response to the Mini-Bid?** *[click on yellow box and use drop-down menu]*	**No, Part B of this form has been left blank.**
1.4	**Are Pre-Existing Inventory Vehicle(s) being offered in response to the Mini-Bid?** *[click on yellow box and use drop-down menu]*	**Yes, Part C of this form has been completed.**
2.0	**Contractor Information**	
2.1	Full Legal Business Name, including DBA if applicable	G AND H AUTO GROUP DBA MOHAWK CHEVROLET
2.2	OGS Contract Number (e.g., PC12345)	PC69382
2.3	Federal Employer Identification Number / FEIN (e.g. 14-1234567)	84-2182145
2.4	NYS Vendor ID Number (e.g., 1000012345)	1100242414
3.0	**Primary Contact Information**	
3.1	Contact Name	ROGER KALLOP
3.2	Contact Email	RKALLOP@MOHAWKCHEVROLET.COM
3.3	Contact Phone (1)	5183715400
3.4	Contact Phone (2)	5187019261
4.0	**Secondary Contact Information**	
4.1	Contact Name	DYLAN HARADEN
4.2	Contact Email	DHARADEN@MOHAWKCHEVROLET.COM
4.3	Contact Phone (1)	5189344367
4.4	Contact Phone (2)	

Part B: Vehicle(s) Built to Specifications offered for Mini-Bid

1.0	General Questions (Built to Spec)	Contractor Response
1.1	Does the Vehicle offered meet all Authorized User Specifications for the requested Vehicle? *[Note: General specifications, and an "Additional Vehicle Specifications Document(s)" are included with each Mini-Bid Request]*	
1.2	Enter the estimated number of days after receipt of a Purchase Order, or other ordering document, that the delivery will be made.	
1.3	Enter the Final Order Due Date for the Vehicle offered for the Mini-Bid, or "TBA" if the date has not been announced by the manufacturer.	
2.0	**Vehicle Offered (Built to Spec)**	
2.1	Model Year (e.g., 2023, 2024)	
2.2	Make (e.g., Ford, Chevrolet, Dodge)	
2.3	Model (e.g., Taurus, Tahoe, Grand Caravan), and Trim Level (e.g., SE, LE, XL)	
2.4	Model Code (the OEM code used to identify a particular subset of a Vehicle Model)	
2.5	Drive Type *[click on yellow box and use drop-down menu]*	
	If the offered Drive Type is not included in the drop-down menu, enter it here	
2.6	Fuel Type *[click on yellow box and use drop-down menu]*	
	If the offered Fuel Type is not included in the drop-down menu, enter it here	
2.7	Enter the vendor business name(s) of the Aftermarket Components Provider(s), if applicable. If not applicable, enter "N/A".	

3.0	Additional Information (Built to Spec)	
3.1	If applicable, enter any deviations from the Authorized User Specifications, or other additional information applicable to this Mini-Bid. Bidders are strongly encouraged to submit proposed deviations to the Authorized User by email prior to the Mini-Bid Response Due Date, so that they may be given due consideration prior to the submission of Bids. Do not enter information about Options or Aftermarket Components available for the Vehicle offered, unless it has been included in the Authorized User Specifications. If not applicable, enter "N/A".	

4.0	Vehicle Price Worksheet (Built to Spec)	Price
4.1	**NYS Base MSRP**	
4.2	**NYS Discount** *[Type a number only (e.g., 5.5); Do not type a percentage sign (%) after the number; For 5.5% type 5.5, not 0.055].*	
4.3	**NYS Base Price** *[Automatically calculated: NYS Base MSRP minus NYS Discount]*	**$0.00**
4.4	**NYS Aftermarket Components Price** *[If there are no Aftermarket Components, leave blank]*	
4.5	**NYS Price for the Vehicle** *[Automatically calculated: NYS Base Price plus NYS Aftermarket Component Price]*	**$0.00**
4.6	**Number of Vehicles** *[This quantity must match the Number of Vehicles specified by the Authorized User in the Mini-Bid Request]*	
4.7	**Total Price for Mini-Bid** *[Automatically calculated: NYS Price for the Vehicle multiplied by Total Number of Vehicles]*	**Enter Pricing**

Part C: Pre-Existing Inventory Vehicle(s) offered for Mini-Bid

1.0	General Questions (Pre-Existing)	Contractor Response
1.1	Do the Vehicle(s) offered meet all Authorized User Specifications for the requested Vehicle? *[click on yellow box and use drop-down menu]* *(Note: General specifications, and an "Additional Vehicle Specifications Document" are included with each Mini-Bid Request. A Vehicle offered that does not meet all Authorized User Specifications may be deemed non-responsive and may be rejected).*	No, deviations are identified in Section C-2 of this form.

◀ PULL THIS STRIP TO EXPOSE ADHESIVE

CHEVROLET

2024 TAHOE 4WD SPECIAL SERVICE

EXTERIOR: SUMMIT WHITE
INTERIOR: JET BLACK

ENGINE, 5.3L ECOTEC3 V8
TRANSMISSION, 10-SPEED AUTO

Visit us at www.chevy.com

STANDARD EQUIPMENT

ITEMS FEATURED BELOW ARE INCLUDED AT NO EXTRA CHARGE IN THE STANDARD VEHICLE PRICE SHOWN

OWNER BENEFITS

- 3 YEAR/36,000 MILE* BUMPER-TO-BUMPER LIMITED WARRANTY
- 5 YEAR/60,000 MILE* POWERTRAIN LIMITED WARRANTY, ROADSIDE ASSISTANCE & COURTESY TRANSPORTATION
- FIRST MAINTENANCE VISIT *WHICHEVER COMES FIRST SEE CHEVROLET.COM OR DEALER FOR TERMS, DETAILS & LIMITS

PERFORMANCE & MECHANICAL

- MECHANICAL LIMITED SLIP DIFFERENTIAL
- FRONT SKID PLATE
- ELECTRONIC PRECISION SHIFT
- TRAILERING EQUIPMENT
- AIR CLEANER, HIGH CAPACITY

CONNECTIVITY & TECHNOLOGY

- CHEVROLET INFOTAINMENT 3 8" DIAG COLOR TOUCHSCREEN ADDITIONAL FEATURES FOR COMPATIBLE PHONES INCLUDE : BLUETOOTH AUDIO STREAMING, VOICE COMMAND PASSTHROUGH TO PHONE, WIRELESS ANDROID AUTO AND WIRELESS APPLE CARPLAY CAPABLE
- 2 POWER OUTLETS, 120 VOLT
- KEYLESS OPEN INCLUDING EXT. RANGE REMOTE KEYLESS ENTRY
- KEYLESS START
- 3 YEARS REMOTE ACCESS PLAN; ONSTAR & WI-FI DATA CAPABLE SEE ONSTAR.COM FOR TERMS

INTERIOR

- AIR CONDITIONING, TRI ZONE AUTO CLIMATE CONTROL
- SEATS, FRONT 40/20/40 SPLIT BENCH (DELETES CENTER CONSOLE/USB DATA PORTS)
- SEATS, SECOND ROW 60/40 SPLIT FOLDING BENCH
- FLOOR COVERING, RUBBERIZED-VINYL

EXTERIOR

- HEADLAMPS, LED
- POWER DUAL OUTSIDE MIRRORS, HEATED
- FRONT WINDSHIELD WIPERS, RAIN SENSING

SAFETY & SECURITY

- HD REAR VISION CAMERA
- THEFT DETERRENT SYSTEM, UNAUTHORIZED ENTRY
- FRONT AND REAR PARK ASSIST

MANUFACTURER'S SUGGESTED RETAIL PRICE

STANDARD VEHICLE PRICE	**$52,750.00**

OPTIONS & PRICING

OPTIONS INSTALLED BY THE MANUFACTURER (MAY REPLACE STANDARD EQUIPMENT SHOWN)

20" MACHINED ALUMINUM WHEELS (REPLACES STD/OPT WHEELS)	800.00
SAFETY PACKAGE:	395.00
• FORWARD COLLISION ALERT	
• LANE KEEP ASSIST W/ LANE DEPARTURE WARNING	
• FOLLOWING DISTANCE INDICATOR	
• FRONT PEDESTRIAN BRAKING	
• AUTOMATIC EMERGENCY BRAKING	
MAX TRAILERING PACKAGE:	350.00
• TRANSFER CASE 2-SPEED	
• EXTRA CAPACITY COOLING SYSTEM	
• TRAILER BRAKE CONTROLLER	
REMOTE VEHICLE STARTER SYSTEM	300.00
TIRES, ALL-TERRAIN, BLACKWALL	100.00
WIRING, GRILLE LAMPS/SPEAKERS	92.00
REMOTE KEYLESS ENTRY FLT PKG	75.00
WIRING, HORN/SIRENS CIRCUIT	55.00
FRONT RECOVERY HOOKS	50.00
HEADLAMPS, DAYTIME RUNNING LAMPS AND AUTOMATIC HEADLAMP CONTROL DELETE	50.00
RETAIL LOCKING CALIBRATION	INC.
TOTAL OPTIONS	$2,267.00
TOTAL VEHICLE & OPTIONS	$55,017.00
DESTINATION CHARGE	1,995.00
TOTAL VEHICLE PRICE*	**$57,012.00**

EPA DOT Fuel Economy and Environment

Gasoline Vehicle

TAHOE 4WD

Fuel Economy

16 MPG

combined city/hwy

14 city

18 highway

Standard SUVs range from 11 to 100 MPG. The best vehicle rates 140 MPGe.

6.2 gallons per 100 miles

You **spend $7,250** more in fuel costs over 5 years compared to the average new vehicle.

G I W

Annual fuel cost $3,400

Fuel Economy & Greenhouse Gas Rating (tailpipe only): 3 (1 – 10 Best)

Smog Rating (tailpipe only): 6 (1 – 10 Best)

This vehicle emits 566 grams CO_2 per mile. The best emits 0 grams per mile (tailpipe only). Producing and distributing fuel also create emissions; learn more at fueleconomy.gov.

Actual results will vary for many reasons, including driving conditions and how you drive and maintain your vehicle. The average new vehicle gets 28 MPG and costs $9,750 to fuel over 5 years. Cost estimates are based on 15,000 miles per year at $3.60 per gallon. MPGe is miles per gasoline gallon equivalent. Vehicle emissions are a significant cause of climate change and smog.

fueleconomy.gov
Calculate personalized estimates and compare vehicles

Smartphone QR Code™

GOVERNMENT 5-STAR SAFETY RATINGS

Overall Vehicle Score ★★★★

Based on the combined ratings of frontal, side and rollover.
Should ONLY be compared to other vehicles of similar size and weight.

Frontal Crash — Driver ★★★★★ / Passenger ★★★★

Based on the risk of injury in a frontal impact.
Should ONLY be compared to other vehicles of similar size and weight.

Side Crash — Front seat ★★★★★ / Rear seat ★★★★★

Based on the risk of injury in a side impact.

Rollover ★★★

Based on the risk of rollover in a single-vehicle crash.

Star ratings range from 1 to 5 stars (★★★★★) with 5 being the highest.
Source: National Highway Traffic Safety Administration (NHTSA)
www.safercar.gov or 1-888-327-4236

Equipped with the safety and security of OnStar.

Visit onstar.com for details.

onstar.com/privacy

PARTS CONTENT INFORMATION

FOR VEHICLES IN THIS CARLINE:
U.S./CANADIAN PARTS CONTENT: 37%
MAJOR SOURCES OF FOREIGN PARTS CONTENT: MEXICO 36%

NOTE: PARTS CONTENT DOES NOT INCLUDE FINAL ASSEMBLY, DISTRIBUTION, OR OTHER NON-PARTS COSTS.

FOR THIS VEHICLE:
FINAL ASSEMBLY POINT:
ARLINGTON, TX U.S.A.
COUNTRY OF ORIGIN:
ENGINE: UNITED STATES
TRANSMISSION: UNITED STATES

This label has been applied pursuant to Federal law – Do not remove prior to delivery to the ultimate purchaser. *Includes Manufacturer's Recommended Pre-Delivery Service. Does not include dealer installed options and accessories not listed above, local taxes or license fees.

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GMLBL_PROD_0043 – 10/23/2023

ORDER NO DPKRK9 SALES CODE C
SALES MODEL CODE CK10706
DEALER NO 33334
FINAL ASSEMBLY:
ARLINGTON, TX U.S.A.

VIN 1GNSKLED4RR333429 REISSUE

DEALER TO WHOM DELIVERED
MOHAWK CHEVROLET
639 STATE ROUTE 67
BALLSTON SPA, NY 12020-3707

Ref. #	Model Year	Make	Model and Trim Level	Model Code	Exterior Color	Interior Color	Seat Fabric	Drive Type	Fuel Type	NYS Base MSRP	NYS Discount	NYS Base Price	NYS Aftermarket Components Price	NYS Price for Vehicle
(Example)	2023	Chevrolet	Traverse	CV14526	Blue Metallic	Dark Titanium	Cloth	FWD	Gasoline	$41,500.00	5.00	$39,425.00	$1,500.00	$40,925.00
001	2024	Chevrolet	Tahoe SSV	CK10706	Summit White	Jet Black	Cloth	4x4	Gasoline	$57,012.00	7.50	$52,736.10	$0.00	$52,736.10
002														
003														
004														
005														
006														
007														
008														
009														
010														
011														
012														
013														
014														
015														

Total Price for Mini-Bid	**$52,736.10**
Total Pre-Existing Vehicles Offered	**1**

AGENDA ITEM NO. 10.5

Purchase Order: Contract No. 1204
Deicing Products for
Runways, Taxiways & Ramps
Nachurs Alpine
Solutions for Items #2 & #4
New Deal Deicing
for Item #3

AGENDA ITEM NO: 10.5
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

Contact Person: *Margaret Herrmann, Chief Accountant*

PURPOSE OF REQUEST:

Purchase Order: *Contract No. 1204*
Deicing Products for Runways, Taxiways & Ramps
Nachurs Alpine Solutions for Items #2 & #4
New Deal Deicing for Item #3

CONTRACT AMOUNT:

PO Amount: *$250,000 (Estimate Annual Contract Costs for Solid & Liquid Deicers*

BUDGET INFORMATION:

Anticipated in Current Budget: Yes √ No___ NA___

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal ___ State ____ Airport *100%*
Funding Source: Airport Operating Budget

JUSTIFICATION:

Authorization is requested for issuance of a Purchase Order for both solid and liquid deicing materials for the deicing of runways, taxiways and ramps. Two bids were received. Nachurs Alpine Solutions was the only bidder for Item #2(Sodium Formate) and Item #4 (Potassium Acetate Base Fluid). New Deal Deicing bid Item # 3 (Sodium Formate/Acetate Blend). There were no bids on Item # 1 (Sodium Acetate Solid Deicer). This product will be priced on an as needed basis if we are in need of this solid deicer.

The liquid deicing fluid must meet FAA SAE-AMS 1435 Generic Fluid Specifications, and the solid deicer must meet FAA SAE-AMS 1431 specifications. Our Airfield Maintenance Supervisor has reviewed the bids received and has given recommendation for award.

This contract is for one(1) year with four (4) one year extensions subject to annual price redetermination request based on changes in material costs. Any price redetermination would require Chief Financial Officer approval.

AGENDA ITEM NO: 10.5
MEETING DATE: November 21, 2024

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES √ NA_____

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **YES √ NA___**

BACK-UP MATERIAL:

Please refer to the attached procurement recommendation memo, bid tabulation, and bid submittals.

Liz Charland

From: Chris Pasquini
Sent: Friday, November 1, 2024 11:02 AM
To: Kathryn Kane
Cc: Bobbi Matthews
Subject: RE: Deicing Product
Attachments: Chris Pasquini.vcf

I would recommend award to the two bids we received

Thanks

Chris Pasquini
Albany International Airport-...
Assistant Maintenance Mana...

(518) 242-2379 Work
CPasquini@albanyairport.com
130 Sicker rd.
Latham, N.Y. 12110
United States of America
http://www.albanyairport.com/

From: Kathryn Kane <KKane@albanyairport.com>
Sent: Thursday, October 17, 2024 2:24 PM
To: Chris Pasquini <cpasquini@albanyairport.com>
Cc: Bobbi Matthews <BMATTHEWS@albanyairport.com>
Subject: Deicing Product

We received two bids for Contract #1204 for Deicing Product. I've attached the bid table and bids that were opened today. If you would like hard copies, I have them in Bobbi's office as well as the samples that were sent. If you would like them given to anyone else, please let me know.

Katie

Katie Kane
Deputy Purchasing Agent

Phone: **(518) 242-2214**
Fax: **(518) 242-2640**
Email: KKane@albanyairport.com
AlbanyAirport.com

MEMORANDUM

TO: Michael Zonsius
Chief Financial Officer

FROM: Katie Kane
Deputy Purchasing Agent

DATE: November 1, 2024

RE: Recommendation of Award Contract # 1204
Deicing Products for Runways, Taxiways and Ramps

On October 17, 2024, two bid submittals were received for deicing products to treat the runways, taxiways and ramps at Albany International Airport. New Deal Deicing and Nachurs Alpine Solutions submitted bids.

Attached is a copy of the bid tabulation showing the pricing received from each bidder. There were a total of four different deicer products that were part of the RFB. The RFB document stated that the liquid deicing fluid must meet FAA SAE-AMS 1435 Generic Fluid Specifications and the solid deicer materials must meet FAA SAE-AMS 1431 specifications.

Nachurs Alpine Solutions was the only bidder for Item # 2 (Sodium Formate) and Item #4 (Potassium Acetate Base Fluid). They were the previous contractor for deicing products at the Airport. New Deal bid Item # 3 (Sodium Formate / Acetate Blend). There were no bids received for Item #1; Sodium Acetate Solid Deicer. Our Airport Airfield Maintenance Department Supervisor, Chris Pasquini has indicated that item # 1 may not be a product we will need and if the need to order this arises, he will obtain pricing on an as needed basis since we did not receive any submittals for Item #1; Sodium Acetate Solid Deicer.

Recommendation is to award this contract to Nachurs Alpine Solutions for Items # 2 and #4 and to New Deal Deicing for Item # 3.

Upon approval, an award letter and purchase order will be issued for this contract and purchases will be made on an as needed basis.

CONTRACT #1204

Deicing Product for Runways, Taxiways and Ramps

Company Name	Berven Industries dba New Deal Deicing	Nachurs Alpine Solutions
Addendums 1		X
Item #1 Sodium Acetate / Price per Pound	NO BID	NO BID
Item #1 / Brand Bid		
Item #2 Sodium Formate / Price per Pound	NO BID	$.76/lb.
Item #2 / Brand Bid		NASI-SF, Icecare, Ecoway
Item #3 Sodium Formate / Acetate Blend / Price per Pound	$.905/lb.	NO BID
Item #3 / Brand Bid	Aeromelt Solid Runway Deicer	
Item #4 Potassium Acetate Base Fluid / Price per Gallon	NO BID	$6.28/gal.
Item #4 / Brand Bid		Alpine RF-11
Acknowledgement	X	X
Offerer Disclosure	X	X
Non-Collusion	X	X
Bid Bond	X	X
References	X	X

I, Katie Kane, certify that this bid tabulation is a true copy of the prices submitted by each bidder for the contract shown above.

Albany Airport Authority Purchasing Department

Katie Kane
Deputy Purchasing Agent

Sworn to before me this 17th day of October 20 24

Jennifer A. Munger
Notary Public

JENNIFER A. MUNGER
Notary Public, State of New York
No. 01MU6246332
Qualified in Schenectady County
Commission Expires Aug. 08, 20 27

ORIGINAL

ALBANY COUNTY AIRPORT AUTHORITY

Albany International Airport
22 Jetway Drive
Albany, NY 12211-1057

ALBANY
INTERNATIONAL AIRPORT

INVITATION FOR BIDS
CONTRACT # 1204

DEICING PRODUCT FOR
RUNWAYS, TAXIWAYS & RAMPS

Issue Date	**September 12, 2024**
Return Date	**October 17, 2024**

ALBANY COUNTY AIRPORT AUTHORITY
ADDENDUM
Number 1

DATE: September 13, 2024

CONTRACT #1204
DEICING PRODUCT FOR RUNWAYS, TAXIWAYS & RAMPS

The following addendum shall be added to the original bid documents.

****

An incomplete document uploaded on Bid Net Direct. The attached document is the ***COMPLETE*** *Request for Bid document.*

NASi
TRANSPORTATION & MINING
The Science of De-Icing®

421 Leader Street • Marion, Ohio 43302
[P] 800.622.4877 x300 [F] 740.223.3874
nasi_cs@nasindustrial.com
www.nasi-tm.com twitter.com/NASindustrial

October 1, 2024

ALBANY COUNTY AIRPORT AUTHORITY
Albany International Airport
22 Jetway Drive
Albany, NY 12211-1057

RE: INVITATION FOR BIDS, CONTRACT # 1204
DEICING PRODUCT FOR RUNWAYS, TAXIWAYS, & RAMPS

Due date: October 17, 2024

Dear Purchasing Agent,

Thank you for this opportunity to present our bid package for above subject ITB. Nachurs Alpine Solutions LLC has a long history and great reputation for supplying high quality deicing products to several airports in the US and Canada.
We will be bidding on Items #2 (sodium formate) and Item #4 (potassium acetate liquid) only. We agree to supply within 48 hours from time of order as we have ample warehousing within a 2-to-4-hour window from the airport.
We look forward to knowing how the bid results turn out and hope to do business with you in the future.

Sincerely,

Karen Engelbrecht

Karen Engelbrecht
Sales Manager
Transportation and Mining
Nachurs Alpine Solutions LLC
Phone 312-316-0866
Email: Kengelbrecht@nasi-tm.com

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October 1, 2024

ALBANY COUNTY AIRPORT AUTHORITY
Albany International Airport
22 Jetway Drive
Albany, NY 12211-1057

RE: INVITATION FOR BIDS, CONTRACT # 1204
DEICING PRODUCT FOR RUNWAYS, TAXIWAYS, & RAMPS

Due date: October 17, 2024

EXECUTIVE SUMMARY

The history of our company, including our core values, business philosophy, and industry longevity related to the supply of runway deicing chemicals are that:

NAS (Nachurs Alpine Solutions) has been a North American specialty chemical. manufacturer since 1946. We have been in the production and supply of runway. deicers since Some of our core values and business philosophy include the 4R's. philosophy:

1. Right Products - Chose the most suitable for your prevailing climate, operating conditions and specific weather events.
2. Right Rate - Whether freezing rain, snow, black ice, etc., apply at rates that ensure optimal performance without waste; thereby minimizing cost and environmental impact.
3. Right Time - Apply anti-icing/de-icing products according to impending weather conditions. A preemptive approach ensures maximum performance and efficiency.
4. Right Place - Make sure the product is placed and stays where you need it. Current technology and practices allow precision application of liquid products. We maintain certification of our products per FAA Advisory Circular 150-5200-30D. to the standard of SAE AMS1435D (liquid deicers) and SAE AMS1431D (solid deicers). We have representation of the SAE G-12 committee with a sponsor for the AMS1435. G-12 meets twice a year and is an international entity maintaining. the specifications for all airport-related deicers.

Our team members have been in the industry more than 20 years and have expert knowledge of applications, meeting specifications, storage & handling, etc.

We have 40% to 50% of the US market share for the liquid runway.
deicer. We have about 60% of the market share for the solid runway deicer.

Licenses and certifications that are both required to be held, and held, by NAS (including third parties and subcontractors that we use) in pursuit of the business contemplated by this IFB.

ISO 9001- We adhere to rigorous quality control measures and repeated laboratory testing throughout. the manufacturing process. Every product shipment meets strict quality assurance standards, and we provide certificates of analysis with every shipment. We adhere to responsible care needs of our customers.

NASI
TRANSPORTATION & MINING
The Science of De-Icing

Sales force.

Corporate-wide we have 6 business units. Depending on the chemical type, each business unit has a varied number of salespeople. Within our department, Industrial Sales, we have a force of 11 in General Industrial, 4 in Energy, and 4 in Transportation and Mining. The latter is the business unit that is in charge of runway deicer sales. We have 81 total sales staff across all 6 business units. More about sales support experience is in the Executive Summary.

*

Dealer network or other distribution methods.

Distribution methods are by having several production and warehouse depots throughout the US and Canada. They are as follows (broken down by product):

RF-11 stocking points	Sodium formate stocking points
Marion, OH – production facility Corydon, OH– production facility Red Oak, IA – production facility New Hamburg, Ontario – production facility Belle Plaine, Saskatchewan – production facility 3rd-party terminals: Astro Chemical – Springfield, MA Key State Ag – New Enterprise, PA Sterling Chemical – Hamtramck, MI Denver & Rock Island Railroad – Denver, CO Volusol – Salt Lake City, UT Harms Ag – Pasco, WA Alaska Railroad – Anchorage, AK Alaska Railroad – Fairbanks, AK Future Transfer – Airdrie, Alberta Future Transfer – Tillsonburg, Ontario Driving Force Decks – Abbotsford, British Columbia Treblay Warehouse – Dartmouth, Nova Scotia	Springfield, MA Kennedyville, MD Scranton, PA Tillsonburg, Ontario Dartmouth, Nova Scotia Caledonia, OH Clarksville, OH St. Louis, MO Elwood, IL Denver, CO Salt Lake City, UT Airdrie, Alberta Tacoma, Washington Anchorage, Alaska
3rd-party terminals:	
Astro Chemical – Springfield, MA Key State Ag – New Enterprise, PA Sterling Chemical – Hamtramck, MI Denver & Rock Island Railroad – Denver, CO Volusol – Salt Lake City, UT	

Harms Ag – Pasco, WA Alaska Railroad – Anchorage, AK Alaska Railroad – Fairbanks, AK Future Transfer – Airdrie, Alberta Future Transfer – Tillsonburg, Ontario Driving Force Decks – Abbotsford, British Columbia Treblay Warehouse – Dartmouth, Nova Scotia	

*

Service force.

All of our sales force is also part of the service force. We also have lab personnel to assist us at each of the 7 plants. In total, we have 162 people as service staff.

*

Describe the ordering process.

Orders will be handled directly with our customer service staff in our corporate office in Marion, Ohio.

Process is: call in to the 800 number. Tell who you are and what you want. If that customer is not in our system, they will be asked to fill-out some basic information (ship to, bill to, special shipping requirements, etc). Customer service lines up a carrier. Customer service notifies customer of ETA. If customer has questions about the product (application rate, training, storage/handling), they will be directed to me. Once the customer's information is in our system, the delivery process begins. Our response time is same-day, usually within a few minutes. Deliveries will vary depending on quantity, but customer service always follows-up with customer to keep them informed of ETA. We are committed to 24/7 service including holidays. We have had to offer incentives to some of our carriers to get them to deliver faster or, if a holiday, to make the delivery.

*

A list of references is given in this IFB and tabbed accordingly.

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA
Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Jessica Cremer
Nachurs Alpine Solutions
421 Leader Strret
Marion, OH 43302

Date: 30-Aug-2023

SMI/REF: 2306-360

Product: **ALPINE RF-11(Lot#: M02232023-078)** *(received 31-Jul-2023)*

Dilution: As received

Testing in accordance with
SAE AIR6130B
CADMIUM PLATE CYCLIC CORROSION TEST (2023-01)

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 9.9 Final pH of solution: 9.7

Replicate	Initial (g)	Final (g)	Weight change (grams)
1	16.0965	16.1017	+ 0.0052
2	16.1331	16.1362	+ 0.0031
3	16.1175	16.1222	+ 0.0047
Average weight change = + 0.0043 g (+ 0.15 mg/cm²) Note: "+" indicates weight gain			

AIR6130B states: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Result Informational

SAE AIR6130B, Cadmium Plate Cyclic Corrosion Test

Cadmium Plate Cyclic Corrosion Test

AMS 1431 Compound, Solid Runway and Taxiway Deicing/Anti-Icing

AMS 1435 Fluid, Generic, Deicing/Anti-Icing Runways and Taxiways

3 Test Specimen Preparation

Substrate: 4130 Steel
Size: 1" x 2" x 0.04" x 0.048" (25.40 mm x 50.80 mm x 1.22 mm)

Finish: Cadmium plating: 0.0005"- 0.0008" inch per side; do not exceed 0.0008 inch maximum plating. (Method: specification ASTM F1111, Section 7, quality specification AMS QQ-P-416 governs.

There shall be no supplementary chromate treatment.

a. Three cadmium plated test specimens shall be used for each fluid to be tested

b. Sample of AMS1435 shall be tested as received from the supplier.

c. Sample of AMS1431 shall be tested in a diluted form – diluted with ASTM D 1193, Type IV, water to 15% by weight solids.

d. Procure soft flexible brushes for test (paintbrush type, 1.5 inches (3.8 cm) wide, with synthetic bristles approx 1.5 inches (3.8 cm) long

4 Environmental Exposure Preparation
Preset humidity chamber to 90° ± 5°F (32°C ± 3°C and 30 ± 5% humidity. Affix plastic ties or other inert material as hangers (hangers shall be made from an inert material that will not react with the sample; plastic, plastic coated metals, monofilament fishing line or stainless steels are acceptable) in the chamber to hold specimens during the environmental exposure period.

5 Test Procedure

a. Measure and record pH of solution to be tested. Record to one decimal place (e.g., pH = 7.3). This value is to be included in the final test report

b. Solvent clean cadmium plated specimens with acetone; wipe gently with an acetone-soaked wiper. Without allowing the acetone to evaporate, gently remove excess acetone with a dry wiper. Allow samples to dry for 10 minutes in a desiccator. Do not accelerate drying of samples with oven drying.

Note: Care should be taken not to touch the cleaned specimens with bare hands; use tweezers, clean gloves or equivalent tool.

c. Weigh and record initial specimen weight in grams. Record all weights throughout the test to the nearest 0.0001 gram. Return specimens to desiccator until Day 3.

Monday	Tuesday	Wednesday	Thursday	Friday
				Friday Start – Day 0
Day 3	Day 4	Day 5	Day 6	Day 7
Day 10	Day 11	Day 12	Day 13	Day 14

d. FRIDAY START - Fill glass containers with solution to be tested, one container for each coupon. See section 3b or 3c for solution being used (consider filling one extra container to have extra conditioned fluid available). Container shall be large enough so the solution completely covers the specimens. Cover the container with loose fitting cover and place filled container into the humidity chamber to environmentally condition the solution for a minimum of 24 hours ± 1 hour before the start of test, up to 72 hours ± 1 hour.

Note: Containers should be covered with loose fitting covers at all times, with or without coupons in solution. If evaporation occurs such that coupons cannot be completely covered in solution, container should be topped off with solution conditioned per section 5.d.

e. Day 3 : Remove the solution container from the humidity chamber and the specimens from the desiccator. Place specimens in container oriented such that the specimens are not resting flush against the bottom or side of the container. Place the container with cover back into the humidity chamber for 24 hours ± 1 hour.

f. Day 4 : After the 24 hour immersion in the solution, remove the specimens, but do not rinse them. Place them into the humidity chamber by hanging for 22.5 hours ± 0.5 hour. Hangers shall be made from an inert material that will not react with the sample (such as plastic, plastic coated metals and stainless steels are acceptable).

g. Day 5 /Day 10 /Day 12 : Remove the specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with the soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container to soak for 90 minutes ± 5 minutes in the humidity chamber. Specimens shall be oriented such that they not resting flush against the bottom or side of the container. After 90 minutes, remove the specimens but do not rinse them. Place them in the humidity chamber by hanging for 22.5 hours ± 0.5 hour, maintaining the specimen in the initial orientation throughout the cycle.

h. Day 6 /Day 11 /Day 13 : Return the specimen to the test solution container to soak for 90 minutes ± 5 minutes in the humidity chamber. Specimens shall be oriented such that it is not resting flush against the bottom or side of the container. After 90 minutes, remove the specimen but do not rinse it. Replace it in the humidity chamber by hanging for 22.5 hours ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

SAE AIR6130B, Cadmium Plate Cyclic Corrosion Test

i. Day 7 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container in the humidity chamber. Specimens shall be oriented such that they are not resting flush against the bottom or side of the container. Specimens shall be left in the test solution container in the humidity chamber from DAY 7 to DAY 10.

j. Day 14 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

k. Measure and record final pH of solution record to one decimal place (e.g., pH = 7.3). This value is to be included in the final test report

l. Report the initial weight of the specimen, the weight after each periodic weighing, and the final weight. Calculate and report the value of the cumulative weight lost from each specimen after each periodic weighing procedure.

Test Data:

pH at start of test: **9.9**
pH at end of test: **9.7**

	REPLICATE #	Weight (g)
INITIAL PANEL WEIGHTS	1	16.0965
	2	16.1331
	3	16.1175

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #1 PANEL WEIGHTS	1	----	16.1039	16.1040
	2	----	16.1391	16.1350
	3	----	16.1257	16.1211

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #2 PANEL WEIGHTS	1	16.1018	16.1030	16.1017
	2	16.1370	16.1373	16.1362
	3	16.1230	16.1233	16.1222

Client: Nachurs Alpine Solutions
Product: **ALPINE RF-11(Lot#: M02232023-078)**
Dilution: As received

Date: 30-Aug-2023
SMI/REF: 2306-360

SAE AIR6130B, Cadmium Plate Cyclic Corrosion Test

TEST DATA (continued)

REPLICATE #1	INITIAL WEIGHT (grams)	WEEK 1 WED (grams)	WEEK 1 FRI (grams)	WEEK 2 MON (grams)	WEEK 2 WED (grams)	WEEK 2 FRI (grams)
	16.0965	16.1039	16.1040	16.1018	16.1030	16.1017
CUMULATIVE WEIGHT CHANGE ("+" Indicates weight gain)	--	+ 0.0074	+ 0.0075	+ 0.0053	+ 0.0065	**+ 0.0052 (FINAL)**

REPLICATE #2	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.1331	16.1391	16.1350	16.1370	16.1373	16.1362
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	+0.0060	+ 0.0019	+ 0.0039	+ 0.0042	**+ 0.0031 (FINAL)**

REPLICATE #3	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.1175	16.1257	16.1211	16.1230	16.1233	16.1222
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	+ 0.0018	+ 0.0036	+ 0.0055	+ 0.0058	**+ 0.0047 (FINAL)**

SUMMARY:

WEIGHT CHANGE	REPLICATE #	Weight Change (g)	Average Weight Change	
	1	**+ 0.0052**	**+ 0.15 mg/cm² (+ 0.0043 g)**	**Informational**
	2	**+ 0.0031**		
	3	**+ 0.0047**		

Note: "+" indicates a weight gain.

AIR6130B: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Respectfully submitted,

Jeff Nottebaum, SMI Inc.
Director

Rae-anne Nottebaum, SMI Inc.
Chemist

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA

Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Jessica Cremer
Nachurs Alpine Solutions
421 Leader Street
Marion, OH 43302

Date: 30-Nov-2022

SMI/REF: 2209-735

Product: **ALPINE RF-11 (M09222022-467) MFG SITE MARION, OH**
(received 23-Sep-2022)

Dilution: As received

Periodic testing in accordance with
AMS 1435D (Revised 2018-11)
LIQUID RUNWAY DEICING/ANTI-ICING PRODUCT

4.2.2 Periodic Tests

3.2.4	Freezing Point	Conforms
3.2.5	Effect on Aircraft Metals	
3.2.5.1	Sandwich Corrosion	Conforms
3.2.5.2	Total Immersion Corrosion	Conforms
3.2.5.3	Low Embrittling Cadmium Plate	Conforms
3.2.5.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.5.4	Hydrogen Embrittlement	Conforms
3.2.5.5	Stress-Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational
3.2.6	Effect on Transparent Plastics	
	MIL-P-25690 (Type C)	Conforms
	MIL-P-83310 (Polycarbonate)	Conforms
3.2.7	Effect on Painted Surfaces	Conforms
3.2.8	Effect on Unpainted Surfaces	Conforms
3.2.9	Rinsibility	Conforms
3.2.10	Effect on Runway Pavements	
3.2.10.1	Runway Concrete Scaling Resistance	Conforms
3.2.10.2	Asphalt Concrete Degradation Resistance	*Not performed by SMI

Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

Respectfully submitted,

Jeff Nottebaum, SMI Inc.
Director

Rae-anne Nottebaum, SMI Inc.
Chemist

4.2.2 Periodic Tests: Freezing point (3.2.4), effect on aircraft metals (3.2.5), effect on transparent plastic (3.2.6), effect on painted surfaces (3.2.7), effect on unpainted surfaces (3.2.8), rinsibility (3.2.9), runway concrete scaling resistance (3.2.10.1) and asphalt concrete degradation resistance (3.2.10.2 Appendix A, valid for deicing/anti-icing products used in Europe) are periodic tests and shall be performed on or just prior to the second anniversary of initial testing and thereafter every four calendar years.

3.2.4 Freezing Point:

3.2.4.1 Freezing point of product diluted 1:1 by weight with ASTM D1193, Type IV, water shall be reported and shall be lower than +6°F (-14.5°C) determined in accordance with ASTM D1177.

Freezing point (1:1 dilution): -15 °C

Result Conforms

3.2.4.2 Shall be reported and shall be within 7°F (4°C) of the preproduction value established in 4.2.3, determined in accordance with ASTM D1177.

Freezing point (1:1 dilution): -15 °C

Result Informational

3.2.5 Effect on Aircraft Metals:

3.2.5.1 Sandwich Corrosion: Specimens, after testing in accordance with ASTM F 1110, shall show a rating not greater (worse) than one.

	2024-T3 Bare Anodized	2024-T3 Alclad	7075-T6 Bare Anodized	7075-T6 Alclad
PRODUCT (AS RECEIVED)	1	1	1	1
CONTROL	1	1	1	1

Result Conforms

3.2.5.2 Total Immersion Corrosion: The product, tested in accordance with ASTM F483 (except that panels of AMS4376 shall be tested for 24 hours), shall neither show evidence of corrosion of panels, nor cause a weight change of any test panel greater than shown in Table 1.

TEST PANEL	WEIGHT CHANGE (mg/cm²/24hrs)	
	ALLOWABLE	RESULTS
AMS 4037 aluminum alloy, anodized as in AMS 2470	0.3	< 0.01
AMS 4041 aluminum alloy	0.3	< 0.01
AMS 4049 aluminum alloy	0.3	+ 0.01
AMS 4376 magnesium alloy, dichromate treated as in AMS 2475 *(tested for 24 hours only)*	0.2	+ 0.01
AMS 4911 titanium alloy	0.1	+ 0.01
AMS 5045 Carbon Steel	0.8	0.01

"+" indicates weight gain

Result Conforms

3.2.5.3 Low-Embrittling Cadmium Plate: Test panels, coated with low-embrittling cadmium plate, shall not show a weight change greater than 0.3 mg/cm² per 24hrs, determined in accordance with ASTM F1111.

As received: 0.01 mg/cm²/24hrs

Result Conforms

3.2.5.3.1 The product shall be tested for cyclic immersion corrosion of cadmium plate in accordance with AIR6130 and the results reported as specified in Section 6 of AIR6130A.

Initial pH of solution: 10.3 **Final pH of solution:** 10.1

	REPLICATE #	Weight (g)		
		Initial	Final	**Weight change**
PANEL WEIGHTS	1	16.2401	16.2408	**+ 0.0007**
	2	16.3413	16.3422	**+ 0.0009**
	3	16.3125	16.3139	**+ 0.0014**
	Average weight change = + 0.0010 g (+ 0.04 mg/cm²) Note: "+" indicates weight gain			

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Result: ***Informational**

See separate report for complete data tables

3.2.5.4 Hydrogen Embrittlement: The product shall be non-embrittling, determined in accordance with ASTM F519, utilizing Type 1a, 1c or 2a specimens cadmium plated in accordance with MIL-STD-870 Class 1 Type I. Type 1a and Type 1c, specimens shall be loaded to 45% of the predetermined notch fracture strength, and Type 2a specimens loaded to 80% of the yield strength. The entire 2a stressed specimen, or just the notched area of the 1a and 1c stressed specimen, shall be immersed continuously in the solution under test for 150 hours at a temperature of 77°F ± 9°F (25°C ± 5°C).

Specimens: Type 1c:
As received: #1: No failures occurred within 150 hours.
#2: No failures occurred within 150 hours.
#3: No failures occurred within 150 hours.
#4: No failures occurred within 150 hours.

Result Conforms

3.2.5.5 Stress-Corrosion Resistance: The product shall not cause cracks in AMS 4911 titanium alloy specimens, determined in accordance with ASTM F945, Method A.
As received: No cracking evident.

Result Conforms

3.2.5.5.1 The product shall be tested in accordance with ASTM F945, Method A using AMS4916 specimens. Report shall detail the effect of the product and the effect of control solution. The results shall be reported for informational purposes only.
As received: Cracking evident.

Result Informational

3.2.6 Effect on Transparent Plastics:

3.2.6.1 The product, at 77°F ± 4°F (25°C ± 2°C), shall not craze, stain, or discolor MIL-PRF-25690 stretched acrylic plastic, determined in accordance with ASTM F484.

Result Conforms

3.2.6.2 The product, at 77°F ± 4°F (25°C ± 2°C), shall not craze, stain, or discolor AMS-P-83310 polycarbonate plastic, determined in accordance with ASTM F484, except that the specimens shall be stressed for 30 minutes ± 2 minutes to an outer fiber stress of 2000 psi (13.8 MPa).

Result Conforms

3.2.7 Effect on Painted Surfaces: The product, at 77°F ± 4°F (25°C ± 2°C), shall neither decrease the paint film hardness by more than two pencil hardness levels nor shall it produce any streaking, discoloration, or blistering of the paint film, determined in accordance with ASTM F502.

Result Conforms

3.2.8 Effect on Unpainted Surfaces: The product, tested in accordance with ASTM F485, shall neither produce streaking nor leave any stains requiring polishing to remove.

Result Conforms

3.2.9 Rinsibility: The product shall be completely rinsible in tap water, determined in accordance with 3.2.9.1

3.2.9.1 A 3 x 8 inch (75 x 200 mm) panel of clear glass shall be cleaned to provide a surface free of waterbreak, dried, and coated with the deicer/anti-icer product by pouring the product over the panel while it is held in a horizontal position. The coated panel shall be inclined at an angle of approximately 45 degrees for 10 minutes ± 0.5 minute, then placed in a horizontal position for 24 hours ± 0.25 hour at room temperature. After the 24 exposure, the panel shall be rinsed in tap water for 5 to 6 minutes, followed by a rinse with ASTM D1193, Type IV, water, allowed to air dry at ambient temperature, and examined for visible traces of deicer/anti-icer product.

Result Conforms

3.2.10 Effect on Runway Pavements

3.2.10.1 Runway Concrete Surface Scaling Resistance: The condition of the runway concrete surface shall have a rating not greater than one for 50 freeze-thaw cycles, determined in accordance with ASTM C672 except that concrete shall:

a. Be air-entrained with an air content as specified in ASTM C 672
b. Have a minimum cement content of 510 lb/yd^3 ± 10 lb/yd^3 (302 kg/m^3 ± 6 kg/m^3)
c. Have a slump, 1.5 inches ± 0.5 inch (38 mm ± 13 mm).

A 25 % by volume solution of the deicer/anti-icing product, as supplied by the manufacturer in commercial concentration, in tap water shall be substituted for calcium chloride. Performing more than one freeze-thaw cycle per day is acceptable.

Rating: 1 Result Conforms

3.2.10.2 Asphalt Concrete Degradation Resistance (Appendix A, valid for deicer/anti-icer products used in Europe)

Result *Not performed by SMI

Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.SMI.

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA
Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Jessica Cremer
Nachurs Alpine Solutions
421 Leader Street
Marion, OH 43302

Date: 30-Nov-2022

SMI/REF: 2209-735

Product: **ALPINE RF-11 (M09222022-467) MFG SITE MARION, OH**
(received 23-Sep-2022)

Dilution: As received

Testing in accordance with
SAE AIR6130A.
CADMIUM PLATE CYCLIC CORROSION TEST (2017-05)

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 10.3 Final pH of solution: 10.1

Replicate	Initial (g)	Final (g)	Weight change (grams)
1	16.2401	16.2408	+ 0.0007
2	16.3413	16.3422	+ 0.0009
3	16.3125	16.3139	+ 0.0014
Average weight change = + 0.0010 g (+ 0.04 mg/cm²) Note: "+" indicates weight gain			

***AIR6130A states:** A runway **deicing** fluid or solid compound tested in accordance with this document **that** exhibits a weight loss of more than **0.3 mg/cm² may cause** undesirable **corrosion effects to airplane equipment and/or airport** equipment.*

Result Informational

Cadmium Plate Cyclic Corrosion Test

AMS 1431 Compound, Solid Runway and Taxiway Deicing/Anti-Icing

AMS 1435 Fluid, Generic, Deicing/Anti-Icing Runways and Taxiways

3 Test Specimen Preparation

Substrate: 4130 Steel

Size: 1" x 2" x 0.04" x 0.048" (25.40 mm x 50.80 mm x 1.22 mm)

Finish: Cadmium plating in accordance with AMS QQ-P-416., Type I Class I, (0.0005"- 0.0008" inch plating per side).

There shall be no supplementary chromate treatment.

a. Three cadmium plated test specimens shall be used for each fluid to be tested

b. Sample of AMS1435 Runway Deicing Fluid shall be tested as received from the supplier.

c. Sample of AMS1431 Runway Deicing Solid Compound shall be tested in a diluted form – diluted with ASTM D 1193, Type IV, water to 15% by weight solids.

d. Procure soft flexible brushes for test (paintbrush type, 1.5 inches (3.8 cm) wide, with synthetic bristles approx 1.5 inches (3.8 cm) long

4 Environmental Exposure Preparation
Preset humidity chamber to 90 ± 5°F and 30 ± 5% humidity. Affix plastic ties or other inert material as hangers (hangers shall be made from an inert material that will not react with the sample; plastic, plastic coated metals, monofilament fishing line or stainless steels are acceptable) in the chamber to hold specimens during the environmental exposure period.

5 Test Procedure

a. Measure and record pH of solution(s) to be tested (record to one decimal place).

b. Solvent clean cadmium plated specimens with acetone; wipe gently with an acetone-soaked wiper. Without allowing the acetone to evaporate, gently remove excess acetone with a dry wiper. Allow samples to dry for 10 minutes in a desiccator. Do not accelerate drying of samples with oven drying.

Note: Care should be taken not to touch the cleaned specimens with bare hands; use tweezers, clean gloves or equivalent tool.

c. Weigh and record initial specimen weight in grams. Record all weights throughout the test to the nearest 0.0001 gram. Return specimens to desiccator until Day 3.

Monday	Tuesday	Wednesday	Thursday	Friday
				Friday Start – Day 0
Day 3	Day 4	Day 5	Day 6	Day 7
Day 10	Day 11	Day 12	Day 13	Day 14

d. FRIDAY START - Fill glass containers with solution to be tested, one container for each coupon. Refer to 3b or 3c for solution being used (consider filling one extra container to have extra conditioned fluid available). Container shall be large enough so the solution completely covers the specimens. Cover the container with loose fitting cover and place filled container into the humidity chamber to environmentally condition the solution for a minimum of 24 ± 1 hours before the start of test, up to 72 ± 1 hours.

e. Day 3 – Remove the solution container from the humidity chamber and the specimens from the desiccator. Place specimens in container oriented such that the specimens are not resting flush against the bottom or side of the container. Place the container with cover back into the humidity chamber for 24 ± 1 hours.

f. Day 4 - After the 24 hour immersion in the solution, remove the specimens, but do not rinse them. Place them into the humidity chamber by hanging for 22.5 ± 0.5 hours. Hangers shall be made from an inert material that will not react with the sample (such as plastic, plastic coated metals and stainless steels are acceptable).

g. Day 5 /Day 10 /Day 12 – Remove the specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with the soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that they not resting flush against the bottom or side of the container. After 90 minutes, remove the specimens but do not rinse them. Place them in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

h. Day 6 /Day 11 /Day 13 - Return the specimen to the test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that it is not resting flush against the bottom or side of the container. After 90 minutes, remove the specimen but do not rinse it. Replace it in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

i. Day 7 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimens surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container in the humidity chamber. Specimens shall be oriented such that they are not resting flush against the bottom or side of the container. Specimens shall be left in the test solution container in the humidity chamber from DAY 7 to DAY 10.

j. Day 14 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

k. Measure and record final pH of solution (record to one decimal place).

l. Report the initial weight of the specimen, the weight after each periodic weighing, and the final weight. Calculate and report the value of the cumulative weight lost from each specimen after each periodic weighing procedure.

Test Data:

pH at start of test: **10.3**
pH at end of test: **10.1**

	REPLICATE #	Weight (g)
INITIAL PANEL WEIGHTS	1	16.2401
	2	16.3413
	3	16.3125

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #1 PANEL WEIGHTS	1	---	16.2428	16.2439
	2	---	16.3421	16.3441
	3	---	16.3121	16.3145

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #2 PANEL WEIGHTS	1	16.2397	16.2402	16.2408
	2	16.3398	16.3399	16.3422
	3	16.3106	16.3095	16.3139

Client: Nachurs Alpine Solutions Date: 30-Nov-2022
Product: **ALPINE RF-11 (M09222022-467) MFG SITE MARION, OH**
Dilution: As received SMI/REF: 2209-735
SAE AIR6130A, Cadmium Plate Cyclic Corrosion Test
TEST DATA (continued)

REPLICATE #1	INITIAL WEIGHT (grams)	WEEK 1 WED (grams)	WEEK 1 FRI (grams)	WEEK 2 MON (grams)	WEEK 2 WED (grams)	WEEK 2 FRI (grams)
	16.2401	16.2428	16.2439	16.2397	16.2402	16.2408
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	+ 0.0027	+ 0.0038	0.0004	+ 0.0001	**+ 0.0007 (FINAL)**

REPLICATE #2	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.3413	16.3421	16.3441	16.3398	16.3399	16.3422
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	+ 0.0008	+ 0.0028	0.0015	0.0014	**+ 0.0009 (FINAL)**

REPLICATE #3	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.3125	16.3121	16.3145	16.3106	16.3095	16.3139
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0004	+ 0.0020	0.0019	0.0030	**+ 0.0014 (FINAL)**

SUMMARY:

	REPLICATE #	Weight Change (g)	Average Weight Change	
WEIGHT CHANGE	1	**+ 0.0007**	**+ 0.04mg/cm^2 (+ 0.0010 g)**	**Informational**
	2	**+ 0.0009**		
	3	**+ 0.0014**		

Note: "+" indicates a weight gain.

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm^2 may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Respectfully submitted,

Jeff Nottebaum, SMI Inc.
Director

Rae-anne Nottebaum, SMI Inc.
Chemist

AMIL

UQAC
Université du Québec à Chicoutimi

2023-07-24

Carla Potts, MBA
Business Manager – Airport Deicing
Nachurs Alpine Solutions
421 Leader St.
Marion, OH 43302

Subject: Confirmation of No Technical Changes to Standards AS6170, AS6172, and AS6211

Dear Carla,

I hope this letter finds you well. I am writing, as Co-chair of the SAE G12 RDP, sponsor of SAE document, to address the technical specifications of the following three standards: AS6170 (published on November 16, 2021), AS6172 (published on October 28, 2021), and AS6211 (published on October 28, 2021).

After careful examination and thorough evaluation, we have determined that there have been no technical changes made to these aforementioned standards since their initial publication dates. As such, we hereby confirm that the products tested following the requirements outlined in these standards do not require re-testing.

Our comprehensive analysis involved a meticulous comparison of the original versions of AS6170, AS6172, and AS6211 against any potential revisions or updates that might have been introduced. We also consulted with subject matter experts within our organization and reached out to relevant external authorities for verification. Based on these evaluations, we can confidently assert that the technical specifications and criteria remain unchanged.

As a result, we assure you that products that have been previously tested in accordance with the original versions of AS6170, AS6172, and AS6211 can continue to be considered compliant without the need for re-testing.

We understand the importance of adherence to industry standards in maintaining the highest level of quality and safety for products and end-users. Our commitment to upholding these standards remains steadfast, and we will continue to monitor any future updates to ensure compliance.

If you have any questions or require further clarification regarding this matter, please do not hesitate to reach out to us. We are more than happy to assist you in any way possible.

Thank you for your attention to this matter, and we look forward to continuing our collaboration in promoting excellence in product quality and safety.

Sincerely,

Jean-Denis Brassard Ing. Ph.D.
Co-Chair of SAE-G12 Runway Deicing Product Committee
Research Professor
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Attn: Jessica Cremer
Nachurs Alpine Solutions
421 Leader Street
Marion, OH 43302

Date: 17-Jan-2019

SMI/REF: 1810-189

Product: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**
(received 16-Oct-2018)

Dilution: As received

Testing in accordance with
SAE AIR6170A
Ice Melting Test Method for Runways and Taxiways
Deicing/Anti-icing Chemicals (2017-02)

3.0 SUMMARY OF TEST METHOD:

3.1 Introduction

The test utilizes a sheet of ice of uniform thickness frozen in a flat circular polystyrene petri dish. After equilibration to the desired temperature, a weighed quantity of the runway deicing/anti-icing chemical is distributed over the surface of the ice sheet. At specified time intervals, generated brines are removed and the mass difference is calculated in order to obtain the mass of melted ice. Test temperatures shall be within 0.5°C (1°F) of the stated values and tests shall be performed within a freezer or cold chamber.

3.2 Significance and Use

This test method provides a means to evaluate and compare the ice melting capabilities of ready-to-use runway deicing/anti-icing chemicals in liquid or solid form over limited, defined time intervals at specified temperatures.

3.5.2 Solid Runway Deicing/Anti-Icing Chemical

The solid runway deicing/anti-icing chemical shall be tested in both "as is" solid and diluted forms, as described in 3.5.2.1 and 3.5.2.2.

3.8 Data Recording and Reporting

The amount of ice melted for the test solutions (or solids) and for the reference control solution shall be recorded for each temperature for the time intervals of 5, 10, and 30 minutes and reported, for example see Table 1 (additional time intervals can be gathered upon request). The test temperature shall be recorded within 0.5°C and reported. The recorded value for each temperature/time observation shall be the average of the three tests. All data are measured in grams (g) and rounded to the nearest hundredth of a gram (0.01 g). The data of the reference control solution shall be presented.

The ice melting capacity is calculated and recorded. The unit is expressed in terms of "grams of ice melted per gram of runway deicing/anti-icing chemical applied". Present the graph of the amount of ice melted as a function of time

Table 1 – ICE MELTING TEST RESULTS

As received:

Runway Deicing/Anti-icing Chemical Identification: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**					
Test Temperature: **-10°C (+14°F)**					
Time (minutes)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	4.52	5.00	4.84	0.97
	5.00	5.10			
	5.00	4.89			
10	5.00	5.56	5.00	5.47	1.09
	5.00	5.25			
	5.00	5.61			
30	5.00	7.10	5.00	7.15	1.43
	5.00	7.22			
	5.00	7.13			

As received:

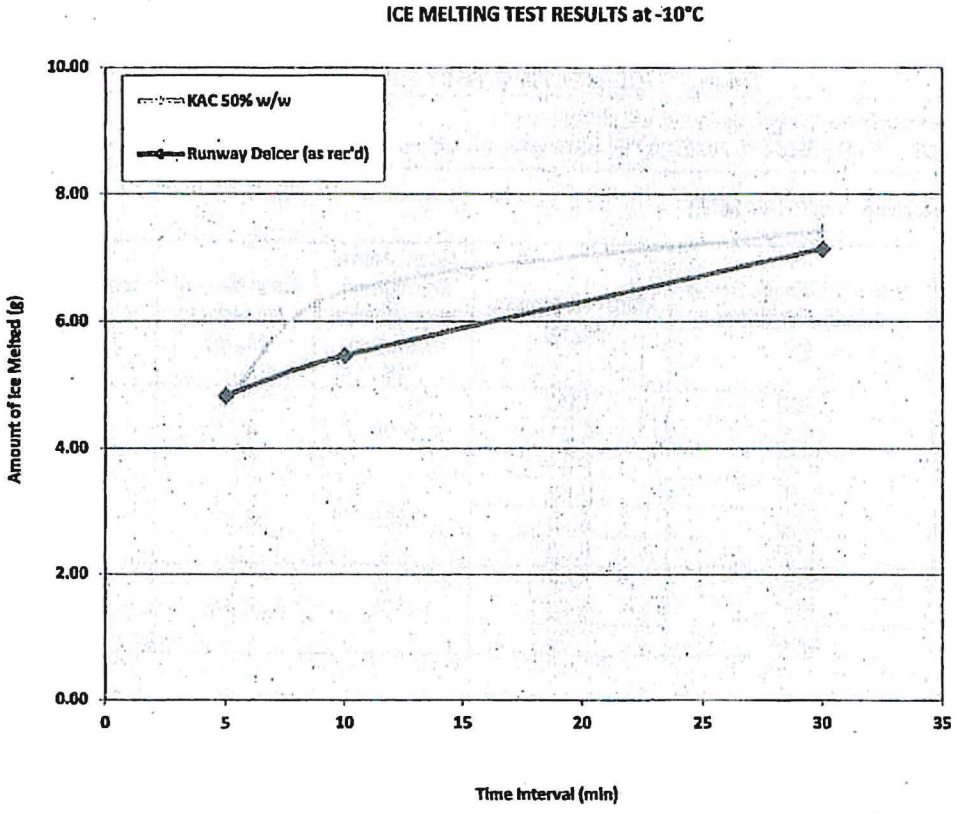
Runway Deicing/Anti-icing Chemical Identification: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**					
Test Temperature: **-2°C (+28°F)**					
Time (minutes)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	7.75	5.00	7.77	1.55
	5.00	7.55			
	5.00	8.02			
10	5.00	9.22	5.00	8.98	1.80
	5.00	8.56			
	5.00	9.15			
30	5.00	9.89	5.00	10.10	2.02
	5.00	10.01			
	5.00	10.40			

(Reference results are included here for comparison purposes)

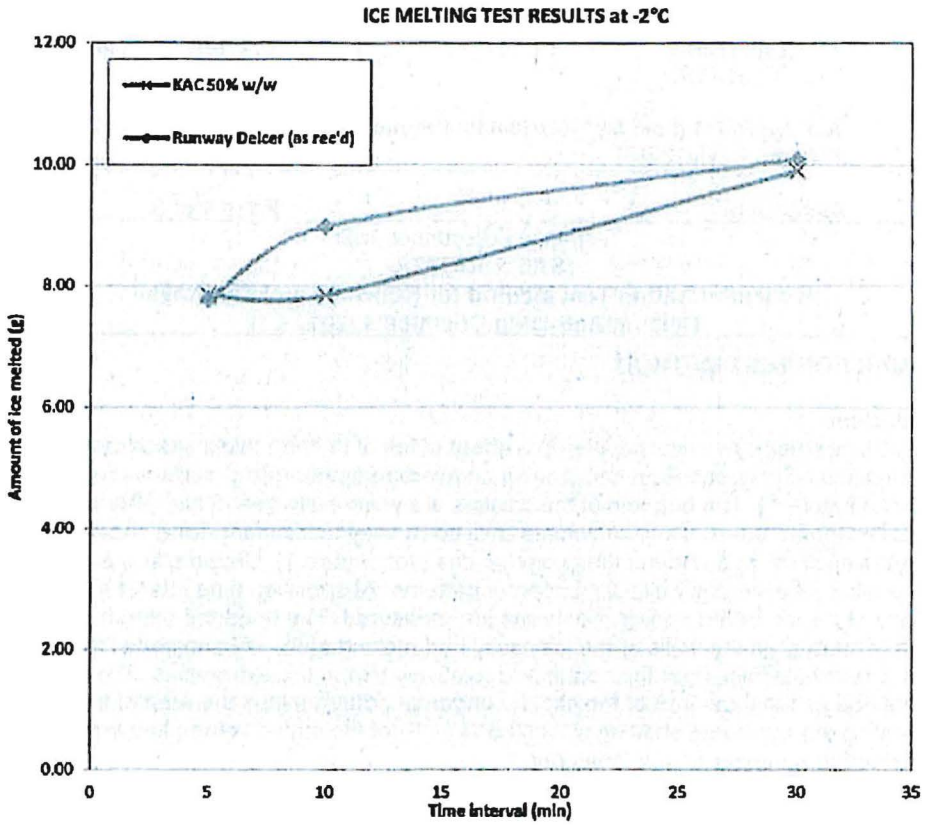
Table 1 – ICE MELTING TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**					
Test Temperature: **-10°C (+14°F)**					
Time (minutes)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.00	4.00	5.00	4.71	0.94
	5.00	4.81			
	5.00	5.31			
10	5.00	6.62	5.00	6.47	1.29
	5.00	6.75			
	5.00	6.05			
30	5.00	7.43	5.00	7.44	1.49
	5.00	6.90			
	5.00	7.99			

Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**					
Test Temperature: **-2°C (+28°F)**					
Time (minutes)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.00	8.11	5.00	7.84	1.57
	5.00	7.49			
	5.00	7.92			
10	5.00	7.57	5.00	7.85	1.57
	5.00	7.59			
	5.00	8.38			
30	5.00	10.41	5.00	9.90	1.98
	5.00	10.53			
	5.00	8.76			


ICE MELTING TEST RESULTS at -10°C
KAC 50% w/w
Runway Deicer (as rec'd)
Amount of Ice Melted (g)
10.00
8.00
6.00
4.00
2.00
0.00
0
5
10
15
20
25
30
35
Time Interval (min)

Client:	Nachurs Alpine Solutions	Date:	17-Jan-2019
Product:	ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH		
Dilution:	As received	SMI/REF:	1810-189
SAE AIR6170A, Ice Melting Test Method		Page 5 of 5	



Respectfully Submitted,

Patricia D. Viani, SMI Inc.

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Miami, Florida 33186-6401 USA

Phone: (305) 971-7047
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Attn:	Jessica Cremer Nachurs Alpine Solutions 421 Leader Street Marion, OH 43302	Date:	17-Jan-2019
		SMI/REF:	1810-189

Product: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**
(received 16-Oct-2018)

Dilution: As received

Testing in accordance with
SAE AIR6172A
Ice Undercutting Test Method for Runways and Taxiways
Deicing/Anti-icing Chemicals (2017-03)

3. SUMMARY OF TEST METHOD

3.1 Introduction
The test utilizes small cylindrical cavities in a sheet of ice of uniform thickness frozen in a flat circular modified polystyrene Petri dish having an average standardized surface roughness of 120 grit (see Figure 1). The bottoms of the cavities are essentially free of ice. After equilibration to the desired temperature, a known volume of dyed runway deicing/anti-icing chemical is placed in the cavities, and undercutting commences (see Figure 1). Undercutting is evidenced by the formation of essentially circular undercut patterns. At specified time intervals, the dimensions of the observed undercut patterns are measured. The undercut pattern reflects the net result of melting on the walls of the ice cavity and melting at the ice/substrate interface. The undercut is relatively thick near the center and relatively thin at the extremities. The undercut area is defined as the total area of the circular undercut pattern minus the area of the original cavity. Testing temperatures shall be within 0.5°C (1°F) of the stated values and tests shall be performed within a freezer or cold chamber.

3.2 Significance and Use
This test method provides a means to evaluate and compare the rate of ice undercutting capabilities of runway deicing/anti-icing chemicals in liquid or solid form at the ice/substrate interface over limited, defined time intervals at specified temperatures.

3.7 Data Recording and Reporting
Circular-shaped ice undercuttings, in millimeters, for the test solutions and for the reference control solution shall be recorded for each temperature for the time intervals of 5, 10, and 30 minutes and reported, for example see Table 1 (data for additional time intervals can be gathered upon request). The data of the reference control solution shall be presented. All data is measured in millimeters (mm) within 0.1 mm. The test temperature shall be recorded within 0.5°C and reported. The recorded value for each temperature/time observation shall be the average of the five cavities where the measurement of each cavity is the two longest perpendicular axial dimensions (vertical and horizontal). The undercut area is defined as the total area of the circular undercut pattern minus the area of the original cavity. The ice undercutting is calculated according to Equations (3,) (4,) and (5). Present the graph of the ice undercutting area (mm^2) as a function of time.

The Ice undercutting area for a given deicer is defined as: $IU=IU_0-A_s$ (Eq.3)
Where:
IU: Ice undercutting area for a given deicer (mm^2)
IU_0: Total area of circular undercut pattern at specified time interval (mm^2)
A_s: Initial area of original cavity (mm^2)

Table 1 – ICE UNDERCUTTING TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH				Test Temperature: -10°C (+14°F)		
Time (minutes)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	7.1	7.22	40.92	7.07	33.85
	2	7.3				
	3	7.1				
	4	7.2				
	5	7.5				
10	1	7.9	8.27	53.82	7.07	46.75
	2	8.5				
	3	8.3				
	4	8.6				
	5	8.2				
30	1	8.8	8.88	61.90	7.07	54.83
	2	9.1				
	3	8.4				
	4	9.2				
	5	8.9				

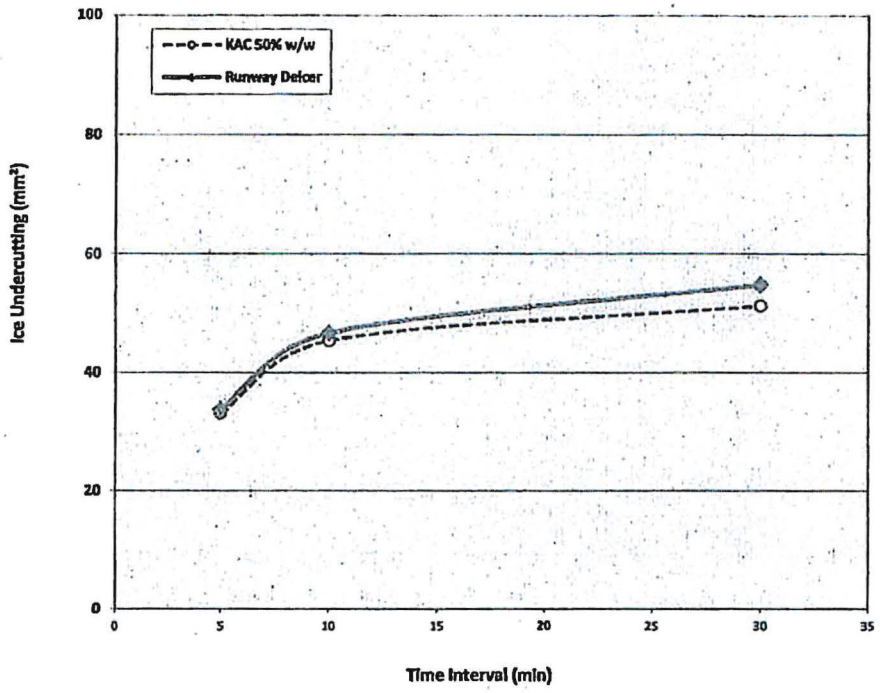
Runway Deicing/Anti-icing Chemical Identification: ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH				Test Temperature: -2°C (+28°F)		
Time (minutes)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	10.1	10.19	81.67	7.07	74.60
	2	10.1				
	3	10.2				
	4	10.4				
	5	10.2				
10	1	12.1	12.16	116.07	7.07	109.00
	2	12.1				
	3	12.0				
	4	12.4				
	5	12.2				
30	1	13.0	13.22	137.19	7.07	130.12
	2	13.1				
	3	13.2				
	4	13.4				
	5	13.3				

Table 1 – ICE UNDERCUTTING TEST RESULTS

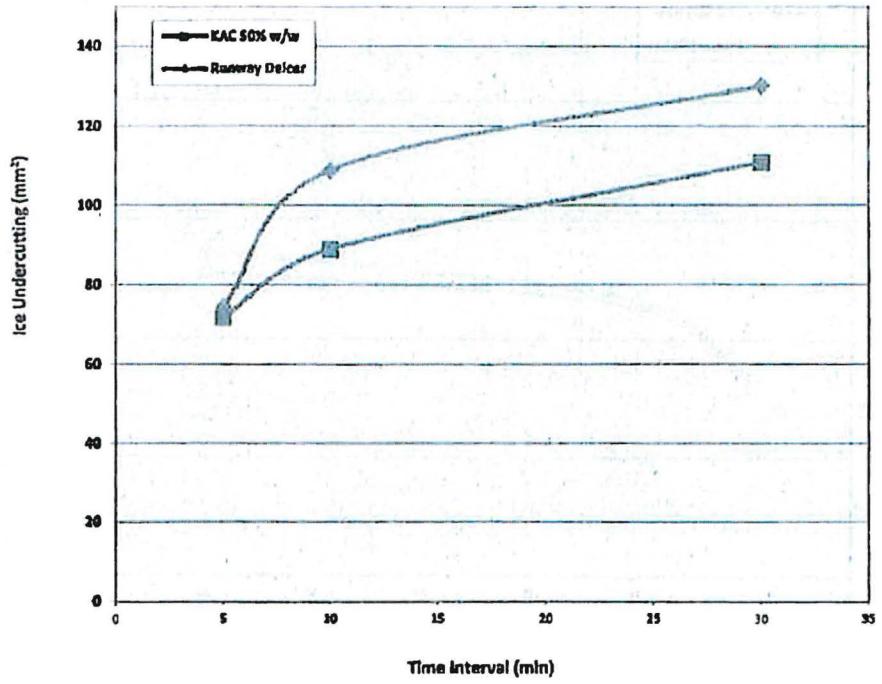
Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**				Test Temperature: **-10°C (+14°F)**		
Time (minutes)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	7.2	7.16	40.26	7.07	33.19
	2	7.2				
	3	6.4				
	4	8.0				
	5	7.0				
10	1	8.5	8.18	52.55	7.07	45.48
	2	8.1				
	3	8.0				
	4	8.5				
	5	7.8				
30	1	8.7	8.62	58.36	7.07	51.29
	2	8.3				
	3	8.5				
	4	9.0				
	5	8.6				

Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**				Test Temperature: **-2°C (+28°F)**		
Time (minutes)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	9.8	10.02	78.85	7.07	71.78
	2	9.7				
	3	10.5				
	4	10.0				
	5	10.1				
10	1	10.7	11.06	96.07	7.07	89.00
	2	10.8				
	3	11.6				
	4	11.2				
	5	11.0				
30	1	12.2	12.26	118.05	7.07	110.98
	2	12.1				
	3	12.7				
	4	12.2				
	5	12.1				

ICE UNDERCUTTING TEST RESULTS at -10°C



ICE UNDERCUTTING TEST RESULTS at -2°C



Respectfully Submitted,

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Attn: Jessica Cremer
Nachurs Alpine Solutions
421 Leader Street
Marion, OH 43302

Date: 17-Jan-2019

SMI/REF: 1810-189

Product: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**
(received 16-Oct-2018)

Dilution: As received

Testing in accordance with
SAE AIR6211A
Ice Penetration Test Method for Runways and Taxiways Deicing/Anti-icing Chemicals (2017-05)

3. SUMMARY OF TEST METHOD

3.1 Introduction

The test utilizes an adapted test support having 4.0 mm (0.16 inch) inside diameter small glass test tubes filled with ice. After equilibration to the desired temperature, a known volume of dyed-liquid runway deicing/anti-icing chemical is discharged onto the ice surface and penetration commences (see Figure 1). At specified time intervals, the length of penetration is measured. Testing temperatures shall be within 0.5°C (1°F) of the stated values and tests shall be performed within a freezer or cold chamber.

3.2 Significance and Use

This test method can be used to evaluate and compare the ice penetrating capabilities of runway deicing/anti-icing chemicals in liquid or solid form over a limited, defined time interval at specified temperatures.

3.7 Data Recording and Reporting

Ice penetration depths, in millimeters, for the test solution and for the reference control shall be recorded and reported. The data at each temperature for the time intervals of 5, 10, and 30 min shall be presented, for example see Table 2 (data for additional time intervals can be gathered upon request). The test temperature shall be recorded within 0.5°C and reported. All data is measured in millimeter (mm) and rounded to the nearest 0.5 mm. The time intervals shall be measured within ±10 seconds. The recorded value for each temperature/time observation shall be the average of the four ice penetration depth values. Present the graph of the ice penetration as a function of time (for example see Figure 5). The data of the reference control solution shall be presented.

Table 1 – ICE PENETRATION TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**						
Test Temperature -10°C (+14°F):						
Time (min)	Ice Penetration Depth M2-M1 (±1.0 mm)					
	Test Tube #1	Test Tube #2	Test Tube #3	Test Tube #4	Average	Standard Deviation
5	2.0 mm	2.0 mm	2.0 mm	2.0 mm	**2.0 mm**	**< 0.5 mm**
10	2.0 mm	2.0 mm	2.5 mm	2.5 mm	**2.5 mm**	**< 0.5 mm**
30	3.0 mm	3.5 mm	3.5 mm	3.5 mm	**3.5 mm**	**< 0.5 mm**

Runway Deicing/Anti-icing Chemical Identification: **ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**						
Test Temperature -2°C (+28°F):						
Time (min)	Ice Penetration Depth M2-M1 (±1.0 mm)					
	Test Tube #1	Test Tube #2	Test Tube #3	Test Tube #4	Average	Standard Deviation
5	4.0 mm	4.0 mm	4.0 mm	4.0 mm	**4.0 mm**	**< 0.5 mm**
10	6.0 mm	6.0 mm	6.0 mm	6.0 mm	**6.0 mm**	**< 0.5 mm**
30	8.0 mm	8.0 mm	8.0 mm	8.0 mm	**8.0 mm**	**< 0.5 mm**

REFERENCE RESULTS

Runway Deicing/Anti-icing Chemical Identification:
REFERENCE: POTASSIUM ACETATE, 50% w/w solution

Test Temperature : **-10°C (+14°F)**

Time (min)	Ice Penetration Depth M2 – M1 (±1.0 mm)					
	Test Tube #1	Test Tube #2	Test Tube #3	Test Tube #4	Average	Standard Deviation
5	2.0 mm	2.0 mm	2.0 mm	2.0 mm	**2.0 mm**	**< 0.5 mm**
10	3.0 mm	3.5 mm	3.5 mm	3.5 mm	**3.5 mm**	**< 0.5 mm**
30	3.5 mm	4.0 mm	3.5 mm	3.5 mm	**3.5 mm**	**< 0.5 mm**

Runway Deicing/Anti-icing Chemical Identification:
REFERENCE: POTASSIUM ACETATE, 50% w/w solution

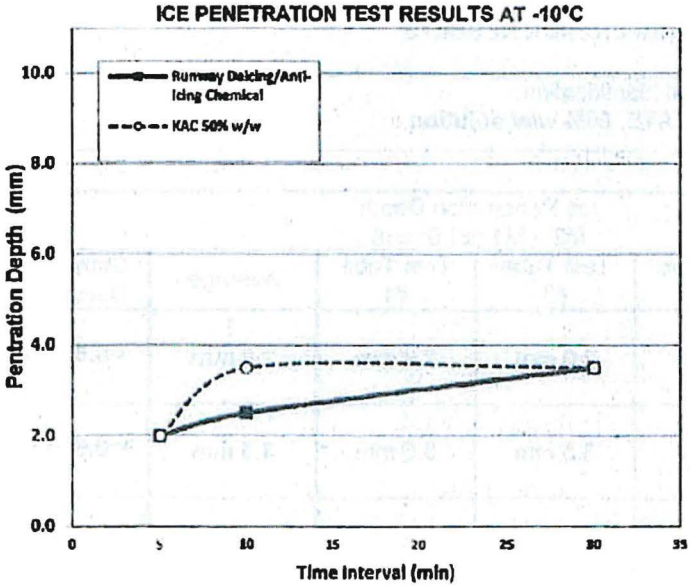
Test Temperature : **-2°C (+28°F)**

Time (min)	Ice Penetration Depth M2 – M1 (±1.0 mm)					
	Test Tube #1	Test Tube #2	Test Tube #3	Test Tube #4	Average	Standard Deviation
5	3.0 mm	3.0 mm	3.0 mm	3.0 mm	**3.0 mm**	**< 0.5 mm**
10	4.5 mm	4.5 mm	4.5 mm	4.5 mm	**4.5 mm**	**< 0.5 mm**
30	10.0 mm	10.0 mm	10.0 mm	10.0 mm	**10.0 mm**	**< 0.5 mm**

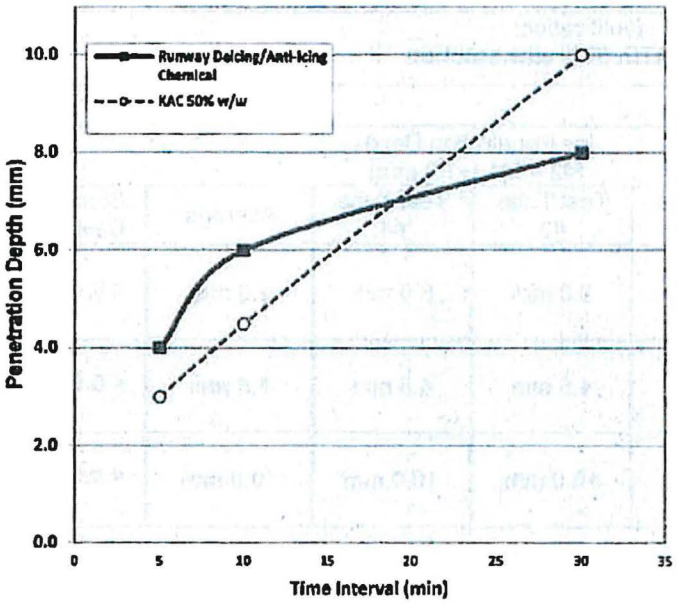
(all data rounded to the nearest 0.5mm)

Client:	Nachurs Alpine Solutions	Date:	17-Jan-2019
Product:	**ALPINE RF-11 (Lot# M07182018-445) Production Site/Facility: Marion, OH**		
Dilution:	As received	SMI/REF:	1810-189
SAE AIR6211A, Ice Penetration Test Method		Page 4 of 4	

ICE PENETRATION TEST RESULTS AT -10°C



ICE PENETRATION TEST RESULTS AT -2°C



Respectfully Submitted,

Patricia D. Viani, SMI Inc.

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Miami, Florida 33186-6401 USA

Phone: (305) 971-7047
Fax. (305) 971-7048

Attn: Jessica Cremer
Nachurs Alpine Solutions
421 Leader Street
Marion, OH 43302

Date: 28-Oct-2020

SMI/REF: 1910-127ss

Product: ALPINE RF-11® Lot M09162019-JC02-1 (Marion, OH)
(received 22-Oct-2019)

Dilution: As received

Storage Stability testing per **AMS 1435D** (Revised 2018-11)
LIQUID RUNWAY DEICING/ANTI-ICING PRODUCT

3.2.11 Storage Stability: The fluid, after storage in accordance with ASTM F 1104, shall not exhibit separation or increase in turbidity compared to unaged fluid. Any increase in turbidity shall be reported, but shall be acceptable if removed by mild agitation.

No evidence of separation or increase in turbidity.

Result Conforms

Respectfully submitted,

Patricia D. Viani, SMI Inc.

Laboratoire international des matériaux antigivre **LIMA AMIL** Anti-icing Materials International Laboratory

RUNWAY AND TAXIWAY DEICING CHEMICALS
SAE AIR6170, AIR6172 and AIR6211

	Location						Reference		
Deicer Name: Alpine RF-11 Manufacturer: NASI	Marion	Belle Plaine	Corydon	New Hamburg	Red Oak	NASI deicer Average	*REF control REF001	*REF control REF002	Comments
Mfg lot #:	B11-40A	B11-40B	B11-40C	B11-40D	B11-40E		n/a	n/a	
Initial conc. (% w/w):	50	50	50	50	50		50	50	
Refractive index at 20°C:	1.3953	1.3949	1.3949	1.3948	1.3953		1.3932	1.3937	
Ice melting -2°C	AIR6170 - Amount of Ice Melted (average of three tests) (g)								
5 minute time interval	6.48 ± 0.17	6.72 ± 0.11	6.12 ± 0.23	6.35 ± 0.37	6.26 ± 0.31	6.38 ± 0.23	6.10 ± 0.95	n/a	Based on Std. Dev. results, the NASi deicer shows similar Ice Melting capacity to the REF001 control solution
10 minute time interval	7.93 ± 0.09	8.82 ± 0.42	8.23 ± 0.15	7.82 ± 0.37	8.28 ± 0.34	8.22 ± 0.39	7.58 ± 0.18		
30 minute time interval	12.03 ± 1.20	13.20 ± 0.28	12.88 ± 0.51	12.66 ± 0.32	13.32 ± 0.89	12.82 ± 0.51	13.42 ± 1.12		
Ice melting -10°C	AIR6170 - Amount of Ice Melted (average of three tests) (g)								
5 minute time interval	3.63 ± 0.14	3.51 ± 0.08	3.56 ± 0.21	3.70 ± 0.03	3.94 ± 0.20	3.67 ± 0.17	3.77 ± 0.17	n/a	Based on Std. Dev. results, the NASi deicer shows similar Ice Melting capacity to the REF001 control solution
10 minute time interval	4.33 ± 0.09	4.50 ± 0.26	4.45 ± 0.12	4.74 ± 0.03	4.88 ± 0.10	4.58 ± 0.22	4.48 ± 0.27		
30 minute time interval	6.01 ± 0.16	6.07 ± 0.12	5.94 ± 0.29	6.03 ± 0.39	6.25 ± 0.08	6.06 ± 0.12	6.06 ± 0.12		
Ice undercutting -2°C	AIR6172 - Ice Undercutting (average of five tests) (mm^2)								
5 minute time interval	49.5 ± 5.5	44.1 ± 3.0	49.4 ± 4.8	47.2 13.9	36.9 ± 14.6	45.4 ± 5.2	50.2 ± 5.7	n/a	Based on Std. Dev. results, the NASi deicer shows similar Ice Undercutting capacity to the REF001 control solution
10 minute time interval	71.7 ± 6.5	66.8 ± 9.5	77.3 ± 10.6	73.0 ± 13.1	72.2 ± 9.5	72.2 ± 3.7	90.9 ± 16.4		
30 minute time interval	133.0 ± 27.1	115.2 ± 30.1	145.1 ± 28.4	130.9 ± 7.8	140.9 ± 11.2	133.0 ± 11.5	136.0 ± 9.9		
Ice undercutting -10°C	AIR6172 - Ice Undercutting (average of five tests) (mm^2)								
5 minute time interval	9.1 ± 7.5	11 9 ± 4.2	3.8 ± 5.3	3.0 ± 1.7	5.7 ± 2.9	6.7 ± 3.7	13.4 ± 2.1	n/a	Based on Std. Dev. results, the NASi deicer shows less Ice Undercutting capacity compared to the REF001 control solution [1]
10 minute time interval	24.2 ± 6.5	20.1 ± 5.5	15.0 ± 8.1	13.4 ± 3.7	16.9 ± 6.1	17.9 ± 4.3	28.0 ± 3.5		
30 minute time interval	30.1 ± 5.7	25.7 ± 3.6	23.0 ± 7.0	23.1 ± 6.3	25.9 ± 5.1	25.6 ± 2.9	36.6 ± 5.9		
Ice penetration -5°C	AIR6211 - Ice Penetration (average of four tests) (mm)								
5 minute time interval	1.0 ± 0.0	1.4 ± 0.3	1.4 ± 0.3	1.4 ± 0.3	1 4 ± 0.3	1.3 ± 0.2		1.0 ± 0.0	Based on Std. Dev. results, the NASi deicer shows better Ice Penetration capacity compared to the REF002 control solution
10 minute time interval	1.9 ± 0.3	2.3 ± 0.3	2.0 ± 0.0	2.1 ± 0.3	2 3 ± 0.3	2.1 ± 0.2	n/a	1.9 ± 0.3	
30 minute time interval	2.8 ± 0.3	3.1 ± 0.3	3.3 ± 0.3	3.4 ± 0.3	3.4 ± 0.3	3.2 ± 0.3		2.9 ± 0.3	
Ice penetration -10°C	AIR6211 - Ice Penetration (average of four tests) (mm)								
5 minute time interval	1.0 ± 0.0	1.0 ± 0.0	1.0 ± 0.0	1.0 ± 0.0	1.0 ± 0.0	1.0 ± 0.0		0.6 ± 0.3	Based on Std. Dev. results, the NASi deicer shows better Ice Penetration capacity compared to the REF002 control solution
10 minute time interval	1.0 ± 0.0	1.0 ± 0.0	1.0 ± 0.0	1.0 ± 0.0	1 0 ± 0.0	1.0 ± 0.0	n/a	1.0 ± 0.0	
30 minute time interval	1.6 ± 0.3	1.8 ± 0.3	1.6 ± 0.3	1.8 ± 0.3	1.6 ± 0.3	1.7 ± 0.3		1.4 ± 0.3	

* Potassium Acetate (Reagent Grade ACS > 99%) Solution

[1] *Inter tests performed at AMIL demonstrated that the average relative Std. Dev. of the REF control solution corresponds to ± 22%*

Test Laboratory: UMA/AMIL, Chicoutimi Quebec
Report ID#: 2011-MT-27 series

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LIMA AMIL Diane Paradis Approved by / Approuvé par 2012/05/23

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Fax: (305) 971-7048

Attn: Greg Bame
Na-Churs Alpine Solutions
421 Leader Street
Marion, OH 43302

Original Report Date: 03-Jan-2011
*Revised Report Date: 23-Nov-2011
SMI/REF: 1011-990
*Revised report to include Storage Stability results

Product: **ALPINE RF-11 (NASi 421 Leader St., Marion, OH)**
(received 22-Nov-2010)

Dilution: As received

AMS 1435B (Revised Sep, 2010)
FLUID, GENERIC, DEICING/ANTI-ICING
Runways and Taxiways

3.1	MATERIAL	
3.1.1	Environmental Information	
3.1.1.1	Biodegradability	Informational
3.1.1.2	Ecological Behavior (LC_{50})	Informational
3.1.1.3	Trace Contaminants	Informational
3.1.2	Appearance	Conforms
3.2	PROPERTIES	
3.2.1	Flash Point	Conforms
3.2.2	Specific Gravity	Informational
3.2.3	pH	Conforms
3.2.4	Freezing Point	Conforms
3.2.5	Effect on Aircraft Metals	
3.2.5.1	Sandwich Corrosion	Conforms
3.2.5.2	Total Immersion Corrosion	Conforms
3.2.5.3	Low Embrittling Cadmium Plate	Conforms
3.2.5.4	Hydrogen Embrittlement	Conforms
3.2.5.5	Stress-Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational
3.2.6	Effect on Transparent Plastics	
	MIL-P-25690 (Type C)	Conforms
	MIL-P-83310 (Polycarbonate)	Conforms
3.2.7	Effect on Painted Surfaces	Conforms
3.2.8	Effect on Unpainted Surfaces	Conforms
3.2.9	Rinsibility	Conforms
3.2.10	Effect on Runway Pavements	
3.2.10.1	Runway Concrete Scaling Resistance	Conforms
3.2.10.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2.11	Storage Stability	Conforms (Nov-2011)
3.2.12	Performance	To be certified by Mfr.
3.2.13	Effect on Carbon-Brake Systems	[2]Not performed by SMI

[1]Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.
[2] This test is not performed by SMI.

Respectfully submitted,

Patricia D. Viani, SMI Inc.

3.1 Material: The composition of the fluid shall be optional with the manufacturer. The fluid may contain additives, such as corrosion inhibitors, urea, formamide, etc, as required to produce a product meeting the requirements of this specification.

3.1.1 Environmental information: The manufacturer of the fluid shall provide not less than the following information:

3.1.1.1 Biodegradability: Fluid shall be tested in accordance with APHA Standard Methods for Examination of Water and Waste Water. The manufacturer shall provide results of bioassays, which shall contain not less than the following information:

3.1.1.1.1 The percent of fluid biodegraded in five days at 20°C (68°F).

BOD: 0.21 kg O_2/kg fluid

Result Informational

3.1.1.1.2 The five day theoretical total oxygen demand (TOD) of the fluid, expressed in kilograms of oxygen per kilograms of fluid.

COD: 0.35 kg O_2/kg fluid

Result Informational

3.1.1.2 Ecological Behavior: A statement of the ecological behavior of the fluid, which shall include aquatic toxicity for the total formulation. The aquatic toxicity data shall be determined in accordance with EPA Methods 40 Code of Federal Regulations (CFR) Part 797.1300 and 797.1400 or OECD Guidelines for Testing of Chemicals (Organization for Economic Cooperation and Development, Methods 202 and 203, updated 1989) using test species required by regulatory agencies for permitted discharges. The LC_{50} concentration, the highest concentration at which 50 % of the test species survive, shall be given in milligrams per liter.

EPA 40 CFR 797.1300 DAPHNID ACUTE TOXICITY TEST

Daphnia magna, static system
48 hour LC_{50}: 2,825 mg/L

EPA 40 CFR 797.1400 FISH ACUTE TOXICITY TEST

Pimephales promelas, static system
96 hour LC_{50}: 2,925 mg/L

Result Informational

3.1.1.3 Trace Contaminants: Report the presence, percentage by weight, of sulfur, halogens, phosphate, nitrate, and heavy metals (lead, chromium, cadmium, and mercury).

Sulfur:	***6 ppm***	***(0.0006 %)***
Halogens:	***14 ppm***	***(0.0014 %)***
Phosphate (P as P_2O_5):	***1137 ppm***	***(0.1137 %)***
Nitrate (as NO_3):	***<2 ppm***	***(<0.0002 %)***
Heavy Metals:		
Lead (Pb):	***<1 ppm***	***(<0.0001 %)***
Chromium (Cr):	***<1 ppm***	***(<0.0001 %)***
Cadmium (Cd):	***<1 ppm***	***(<0.0001 %)***
Mercury (Hg):	***<1 ppm***	***(<0.0001 %)***

Result Informational

3.1.2 Appearance: Fluid, as received by purchaser, shall be homogeneous, uniform in color, and free from skins, lumps, and foreign materials detrimental to usage of the product. If fluid is colored, it shall be blue.

Product is blue in color, uniform and homogeneous; exhibits no precipitate.

Result Conforms

3.2. Physical Properties: The fluid, as supplied by vendor, shall conform to the following requirements: tests shall be performed in accordance with specified tests on the product in concentrated form as delivered by vendor, unless otherwise specified herein.

3.2.1 Flash Point: Shall be reported and shall be not lower than 100°C (212°F), determined in accordance with ASTM D 56 or ASTM D 93. In case of dispute, flash point determined in accordance with ASTM D 56 shall apply.

No flash to 100 °C

Result Conforms

3.2.2 Specific Gravity: Shall be reported and shall be within ± 0.015 of the preproduction value established in 4.2.3 determined in accordance with ASTM D 891.

Specific gravity: 1.282 @ 60/60°F

Result Informational

3.2.3 pH: Shall be 7.0 to 11.5 and within ± 0.5 of the preproduction value established in 4.2.3, determined in accordance with ASTM E 70.

pH: 9.9

Result Conforms

3.2.4 Freezing Point:

3.2.4.1 Freeze point of fluid diluted 1:1 by weight with ASTM D 1193 Type IV water shall be reported and shall be lower than -14.5°C (+6°F) determined in accordance with ASTM D 1177.

Freezing point (1:1 dilution): -16 °C

Result Conforms

3.2.4.2 Shall be reported and shall be within 4°C (7°F) of the preproduction value established in 4.2.3, determined in accordance with ASTM D 1177.

Freezing point (1:1 dilution): -16 °C

Result Informational

3.2.5 Effect on Aircraft Metals:

3.2.5.1 Sandwich Corrosion: Specimens, after testing in accordance with ASTM F 1110, shall not show corrosion worse than control panels run using ASTM D 1193, type IV, water.

	2024-T3 Bare Anodized	2024-T3 Alclad	7075-T6 Bare Anodized	7075-T6 Alclad
PRODUCT	**1**	**1**	**1**	**1**
CONTROL	1	1	1	1

Result Conforms

3.2.5.2 Total Immersion Corrosion: The fluid, tested in accordance with ASTM F 483 except that panels of AMS 4376 shall be tested for 24 hours, shall neither show evidence of corrosion of panels nor cause a weight change of any test panel greater than shown in Table 1:

TEST PANEL	WEIGHT CHANGE (mg/cm²/24hrs)	
	ALLOWABLE	RESULTS
AMS 4037 aluminum alloy, anodized as in AMS 2470	0.3	**0.01**
AMS 4041 aluminum alloy	0.3	**0.01**
AMS 4049 aluminum alloy	0.3	**0.01**
AMS 4376 magnesium alloy, dichromate treated per AMS 2475	0.2	**0.05**
AMS 4911 titanium alloy	0.1	**0.01**
AMS 5045 carbon steel	0.8	**0.01**

Result Conforms

3.2.5.3 Low-Embrittling Cadmium Plate: Test panels, coated with low-embrittling cadmium plate, shall not show a weight change greater than 0.3 mg/cm^2/24hrs, determined in accordance with ASTM F 1111.

As received: 0.05 mg/cm^2/24hrs

Result Conforms

3.2.5.4 Hydrogen Embrittlement: The fluid shall be nonembrittling, determined in accordance with ASTM F 519, Type 1a, 1c, or 2a.

Specimens: Type 1c, cadmium plated per MIL-STD-870.
Test temperature: 20°C (68°F); Load: 45%, immersed for 150 hr duration.

No failures within 150 hours.

Result Conforms

3.2.5.5 Stress-Corrosion Resistance: The fluid shall not cause cracks in AMS 4911 or MAM 4911 titanium alloy specimens, determined in accordance with ASTM F 945, Method A. *(3% salt control: cracking evident)*

As received: No cracking evident.

Result Conforms

3.2.5.5.1 The fluid shall be tested in accordance with ASTM F 945, Method A using AMS 4916 specimens. Report shall detail the effect of the fluid and the effect of control solution. The results shall be reported for informational purposes only. *(100 ppm salt control: cracking evident)*

As received: Cracking evident.

Result Informational

3.2.6 Effect on Transparent Plastics:

3.2.6.1 The fluid, at 25°C ± 2 (77°F ± 4), shall not craze, stain, or discolor MIL-P-25690 stretched acrylic plastic, determined in accordance with ASTM F 484.

Result Conforms

3.2.6.2 The fluid, at 25°C ± 2 (77°F ± 4), shall not craze, stain, or discolor MIL-P-83310 polycarbonate plastic, determined in accordance with ASTM F 484, except that the specimens shall be stressed for 30 minutes ± 2 to an outer fiber stress of 13.8 MPa (2000 psi).

Result Conforms

3.2.7 Effect on Painted Surfaces: The fluid, at 25°C ± 2 (77°F ± 4), shall neither decrease the paint film hardness by more than two pencil hardness levels nor shall it produce any streaking, discoloration, or blistering of the paint film, determined in accordance with ASTM F 502.

Result Conforms

3.2.8 Effect on Unpainted Surfaces: The fluid, tested in accordance with ASTM F 485, shall neither produce streaking nor leave any stains requiring polishing to remove.

Result Conforms

3.2.9 Rinsibility: The fluid shall be completely rinsible in tap water, determined in accordance with 3.2.9.1

3.2.9.1 A 75 x 200 mm panel of clear glass shall be cleaned to provide a surface free of waterbreak, dried, and coated with the deicer/anti-icer fluid by pouring the fluid over the panel while it is held in a horizontal position. The coated panel shall be inclined at an angle of approximately 45 degrees for 10 minutes ± 0.5, then placed in a horizontal position for 24 hours ± 0.25 at room temperature. After the 24 exposure, the panel shall be rinsed in tap water for 5 to 6 minutes, followed by a rinse with ASTM D 1193, Type IV, water, allowed to air dry at ambient temperature, and examined for visible traces of deicer/anti-icer fluid.

Result Conforms

3.2.10 Effect on Runway Pavements

3.2.10.1 Runway Concrete Scaling Resistance: The condition of the runway concrete surface shall have a rating not greater than 1 for 50 freeze-thaw cycles, determined in accordance with ASTM C 672 except that concrete shall:

- ☐ Be air-entrained with an air content as specified in ASTM C 672
- ☐ Have a minimum cement content of 510 pound per cubic yard ± 10 (302 kg/m^3 ± 6)
- ☐ Have a slump, 1.5 inches ± 0.5 (38 mm ± 13)

A 25 % by volume solution of the deicer/anti-icer fluid, as supplied by the manufacturer in commercial concentration, in tap water shall be substituted for calcium chloride. Performing more than one freeze-thaw cycle per day is acceptable.

Rating = 1

Result Conforms

3.2.10.2 Asphalt Concrete Degradation Resistance (Appendix A, valid for deicer/anti-icer products used in Europe)

Result [1]Not performed by SMI

3.2.11 Storage Stability: The fluid, after storage in accordance with ASTM F 1105, shall not exhibit separation or an increase in turbidity compared to unaged fluid. Any increase in turbidity shall be reported, but shall be acceptable if removed by mild agitation.

After 12 months storage in accordance with ASTM F 1105, product did not exhibit separation or turbidity when compared to un-aged fluid. (Completed Nov. 2011)

Result Conforms

3.2.12 Performance: The fluid, used in accordance with manufacturer's recommendation, shall remove accumulated frozen deposits of frost and ice from airport taxiways and runways. Acceptance criteria and method of test shall be agreed upon by purchaser and vendor.

Result To be certified by Mfr.

[1]Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

3.2.13 Effect on Carbon-Brake Systems: **The fluid shall be tested for catalytic oxidation of carbon in accordance with AIR5567 and the results shall be reported as shown in 4.2 of AIR5567. The results shall be reported for informational purposes only.**

Result [2]Not performed by SMI

[2] *This test is not performed by SMI.*

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Attn: Inga Rusu
Eiffel Group SAS France
TOUR CIT
3 rue de l'arrivee
Paris 75015 France

Date: 03-May-2023

SMI/REF: 2302-030

Product: **ECOWAY SF (FY-01)** *(received 06-Feb-2023)*
MANUFACTURER – HUBEI LITAI ECO – TECHNOLOGIES CO., LTD
Chemical parks, Economic development zone
Luotian county, Hubei, 438600 China
TEL: 86 713 5101319 FAX: 86 713 5101319

Dilution: Per specification

AMS 1431E
SOLID RUNWAY DEICING/ANTI-ICING PRODUCT
Periodic Tests

4.2.2 Periodic Tests

3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2.9	Effect on Aircraft Metals:	
	3.2.9.1 Sandwich Corrosion	Conforms
	3.2.9.2 Total Immersion Corrosion	Conforms
	3.2.9.3 Low Embrittling Cadmium Plate	Conforms
	3.2.9.3.1 Cyclic Immersion Corrosion of Cadmium Plate	Informational
	3.2.9.4 Hydrogen Embrittlement	Conforms
	3.2.9.5 Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

Respectfully submitted,

Jeff Nottebaum, SMI Inc.
Director

Rae-anne Nottebaum, SMI Inc.
Chemist

4.2.2 Periodic Tests: Effect on transparent plastics (3.2.5), effect on painted surface (3.2.6), effect on unpainted surfaces (3.2.7), runway concrete scaling resistance (3.2.8.1), asphalt concrete degradation resistance (3.2.8.2, Appendix A, valid for runway deicing/anti-icing products used in Europe) and effect on aircraft metals (3.2.9) are periodic tests and shall be performed on or just prior to the second anniversary of initial testing and thereafter every four calendar years.

3.2.5 Effect on Transparent Plastics:

3.2.5.1 The product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall not craze, stain or discolor Type C stretched acrylic plastic conforming to MIL-P-25690, determined in accordance with ASTM F484

Result Conforms

3.2.5.1 The product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall not craze, stain, or discolor AMS-P-83310 polycarbonate plastic, determined in accordance with ASTM F484, except that the specimens shall be stressed for 30 minutes ± 2 minutes to an outer fiber stress of 2000 psi (13.8 MPa).

Result Conforms

3.2.6 Effect on Painted Surfaces: Product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall neither decrease the paint film hardness by more than two pencil hardness levels nor shall it produce any streaking, discoloration, or blistering of the paint film, determined in accordance with ASTM F502.

Result Conforms

3.2.7 Effect on Unpainted Surfaces: Product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall neither produce streaking nor leave any stains which require polishing to remove, determined in accordance with ASTM F485.

Result Conforms

3.2.8 Effect on Runway Pavements

3.2.8.1 Runway Concrete Surface Scaling Resistance The condition of the runway concrete surface shall have a rating not greater than 1 for 50 freeze-thaw cycles, determined in accordance with ASTM C672, except that concrete shall

a. Be air-entrained with an air content as specified in ASTM C 672.

b. Have a minimum cement content of 510 lb/yd^3 ± 10 lb/yd^3 (302 kg/m^3 ± 6 kg/m^3).

c. Have a slump, 1.5 inches ± 0.5 inches (38 mm ± 13 mm).

A 25% by volume solution of the deicing/anti-icing product as supplied by the manufacturer in commercial concentration in tap water shall be substituted for calcium chloride. Performing more than one freeze-thaw cycle per day is acceptable.

Rating: 1

Result Conforms

3.2.8.2 Asphalt Concrete Degradation Resistance (Appendix A, valid for deicer/anti-icer products used in Europe)

Result [1]Not performed by SMI

[1]Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

3.2.9 Effect on Aircraft Metals: Product, diluted with ASTM D1193, Type IV, water to 5% and 15% by weight solids taking into account water contained in the product, shall meet the following requirements:

3.2.9.1 Sandwich Corrosion: Specimens, after testing in accordance with ASTM F1110, shall not have a rating greater (worse) than 1.

	2024-T3 Bare Anodized	2024-T3 Alclad	7075-T6 Bare Anodized	7075-T6 Alclad
5 percent	**1**	**1**	**1**	**1**
15 percent	**1**	**1**	**1**	**1**
Control	1	1	1	1

Result Conforms

3.2.9.2 Total Immersion Corrosion: The product, tested in accordance with ASTM F483, except that panels shall be AMS4376 tested for 24 hours, shall neither cause corrosion of test panels nor a weight change of any test panel greater than shown in Table I.

Table I

ALLOY	WEIGHT LOSS mg/cm²/24hrs		
	Allowed	5%	15 %
AMS 4037 Aluminum anodized per AMS 2470	0.3	**0.02**	**+ 0.02**
AMS 4041 Aluminum	0.3	**< 0.01**	**< 0.01**
AMS 4049 Aluminum	0.3	**0.01**	**< 0.01**
AMS 4376 Magnesium, dichromate (AMS 2475)	0.2	**0.20**	**+ 0.01**
AMS 4911 Titanium	0.1	**0.01**	**0.01**
AMS 5045 Carbon Steel	0.8	**0.12**	**0.05**

"+" indicates a weight gain

Result Conforms

3.2.9.3 Low-Embrittling Cadmium Plate: Test panels, coated with low-embrittling cadmium plate, shall not show a weight change greater than 0.3 mg/cm² 24 hours, determined in accordance with ASTM F1111.

5%: 0.01 mg/cm²/24hrs
15%: 0.02 mg/cm²/24hrs

Result Conforms

3.2.9.3.1 The product shall be tested for cyclic immersion corrosion of cadmium plate in accordance with AIR6130 and the results reported as specified in Section 6 of AIR6130.

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 9.7 **Final pH of solution:** 9.6

Note: Solution tested = 15% w/w

The weight loss shall be no more than 0.3 mg/cm^2.

	REPLICATE #	Weight (g)		
		Initial	Final	**Weight change**
PANEL WEIGHTS	1	16.4095	16.4087	**0.0008**
	2	16.3813	16.3808	**0.0005**
	3	16.3604	16.3593	**0.0011**
	Average weight change = 0.0008 g (0.03 mg/cm^2) Note: "+" indicates weight gain			

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm^2 may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Result: **Informational**

See separate report for complete data tables

3.2.9.4 Hydrogen Embrittlement: The diluted product shall be non-embrittling, determined in accordance with ASTM F 519, Type 1a, 1c, or 2a specimens, cadmium plated in accordance with MIL-STD-870, Class 1 Type I. Type 1a and Type 1c specimens shall be loaded to 45% of the predetermined notch fracture strength and the 2a specimens loaded to 80% of the yield strength. The entire 2a stressed specimen or just the notched area of the 1a and 1c stressed specimen shall be immersed continuously in the solution under test for 150 hours at a temperature of 77°F ± 9°F (25°C ± 5°C)

Specimens: Four Type 1c, cadmium plated per MIL-STD-870 Class 1 Type I.
Load: 45%, immersed for duration, 150 hours, temperature 25°C ± 5°C.

Type 1c @ 5%: ***No failures occurred within 150 hours.***
Type 1c @ 15%: ***No failures occurred within 150 hours.***

Result Conforms

3.2.9.5 Stress-Corrosion Resistance: The diluted product shall not cause cracks in AMS 4911 titanium alloy specimens, determined in accordance with ASTM F945, Method A.

AMS 4911: ***5%:*** ***No cracking evident.***
15%: ***No cracking evident.***

Result Conforms

3.2.9.5.1 Stress Corrosion Resistance: The diluted product shall be tested in accordance with ASTM F945, Method A using AMS 4916 specimens. The results obtained from AMS 4916 shall be reported for informational purposes only.

AMS 4916: ***5 %:*** ***Cracking evident.***
15%: ***Cracking evident.***

Result Informational

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA
Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Inga Rusu
Eiffel Group SAS France
TOUR CIT
3 rue de l'arrivee
Paris 75015 France

Date: 03-May-2023

SMI/REF: 2302-030

Product: **ECOWAY SF (FY-01)** *(received 06-Feb-2023)*
MANUFACTURER – HUBEI LITAI ECO – TECHNOLOGIES CO., LTD
Chemical parks, Economic development zone
Luotian county, Hubei 438600 China
TEL: 86 713 5101319 FAX: 86 713 5101319

Dilution: 15% w/w

Testing in accordance with
SAE AIR6130A
CADMIUM PLATE CYCLIC CORROSION TEST (2017-05)

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 9.7 Final pH of solution: 9.6

Replicate	Initial (g)	Final (g)	Weight change (grams)
1	16.4095	16.4087	**0.0008**
2	16.3813	16.3808	**0.0005**
3	16.3604	16.3593	**0.0011**
Average weight change = 0.0008 g (0.03 mg/cm²) Note: "+" indicates weight gain			

AIR6130A states: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Result Informational

AMS 1431 Compound, Solid Runway and Taxiway Deicing/Anti-Icing

AMS 1435 Fluid, Generic, Deicing/Anti-Icing Runways and Taxiways

3 Test Specimen Preparation

Substrate: 4130 Steel

Size: 1" x 2" x 0.04" x 0.048" (25.40 mm x 50.80 mm x 1.22 mm)

Finish: Cadmium plating in accordance with AMS QQ-P-416., Type I Class I, (0.0005"- 0.0008" inch plating per side).

There shall be no supplementary chromate treatment.

a. Three cadmium plated test specimens shall be used for each fluid to be tested

b. Sample of AMS1435 Runway Deicing Fluid shall be tested as received from the supplier.

c. Sample of AMS1431 Runway Deicing Solid Compound shall be tested in a diluted form – diluted with ASTM D 1193, Type IV, water to 15% by weight solids.

d. Procure soft flexible brushes for test (paintbrush type, 1.5 inches (3.8 cm) wide, with synthetic bristles approx 1.5 inches (3.8 cm) long

4 Environmental Exposure Preparation
Preset humidity chamber to 90 ± 5°F and 30 ± 5% humidity. Affix plastic ties or other inert material as hangers (hangers shall be made from an inert material that will not react with the sample; plastic, plastic coated metals, monofilament fishing line or stainless steels are acceptable) in the chamber to hold specimens during the environmental exposure period.

5 Test Procedure

a. Measure and record pH of solution(s) to be tested (record to one decimal place).

b. Solvent clean cadmium plated specimens with acetone; wipe gently with an acetone-soaked wiper. Without allowing the acetone to evaporate, gently remove excess acetone with a dry wiper. Allow samples to dry for 10 minutes in a desiccator. Do not accelerate drying of samples with oven drying.

Note: Care should be taken not to touch the cleaned specimens with bare hands; use tweezers, clean gloves or equivalent tool.

c. Weigh and record initial specimen weight in grams. Record all weights throughout the test to the nearest 0.0001 gram. Return specimens to desiccator until Day 3.

Monday	Tuesday	Wednesday	Thursday	Friday
				Friday Start – Day 0
Day 3	Day 4	Day 5	Day 6	Day 7
Day 10	Day 11	Day 12	Day 13	Day 14

d. FRIDAY START - Fill glass containers with solution to be tested, one container for each coupon. Refer to 3b or 3c for solution being used (consider filling one extra container to have extra conditioned fluid available). Container shall be large enough so the solution completely covers the specimens. Cover the container with loose fitting cover and place filled container into the humidity chamber to environmentally condition the solution for a minimum of 24 ± 1 hours before the start of test, up to 72 ± 1 hours.

e. Day 3 – Remove the solution container from the humidity chamber and the specimens from the desiccator. Place specimens in container oriented such that the specimens are not resting flush against the bottom or side of the container. Place the container with cover back into the humidity chamber for 24 ± 1 hours.

f. Day 4 - After the 24 hour immersion in the solution, remove the specimens, but do not rinse them. Place them into the humidity chamber by hanging for 22.5 ± 0.5 hours. Hangers shall be made from an inert material that will not react with the sample (such as plastic, plastic coated metals and stainless steels are acceptable).

g. Day 5 /Day 10 /Day 12 – Remove the specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with the soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that they not resting flush against the bottom or side of the container. After 90 minutes, remove the specimens but do not rinse them. Place them in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

h. Day 6 /Day 11 /Day 13 - Return the specimen to the test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that it is not resting flush against the bottom or side of the container. After 90 minutes, remove the specimen but do not rinse it. Replace it in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

i. Day 7 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimens surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container in the humidity chamber. Specimens shall be oriented such that they are not resting flush against the bottom or side of the container. Specimens shall be left in the test solution container in the humidity chamber from DAY 7 to DAY 10.

j. Day 14 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

k. Measure and record final pH of solution (record to one decimal place).

l. Report the initial weight of the specimen, the weight after each periodic weighing, and the final weight. Calculate and report the value of the cumulative weight lost from each specimen after each periodic weighing procedure.

Test Data:

pH at start of test: **9.7**
pH at end of test: **9.6**

	REPLICATE #	Weight (g)
INITIAL PANEL WEIGHTS	1	16.4095
	2	16.3813
	3	16.3604

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #1 PANEL WEIGHTS	1	----	16.4091	16.4100
	2	----	16.3811	16.3820
	3	----	16.3600	16.3609

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #2 PANEL WEIGHTS	1	16.4097	16.4080	16.4087
	2	16.3817	16.3805	16.3808
	3	16.3605	16.3589	16.3593

Client: Eiffel Group SAS France Date: 03-May-2023
Product: **ECOWAY SF (FY-01)** *(received 06-Feb-2023)*
MANUFACTURER – HUBEI LITAI ECO – TECHNOLOGIES CO., LTD
Dilution: 15% w/w SMI/REF: 2302-030
SAE AIR6130A, Cadmium Plate Cyclic Corrosion Test
TEST DATA (continued)

REPLICATE #1	INITIAL WEIGHT (grams)	WEEK 1 WED (grams)	WEEK 1 FRI (grams)	WEEK 2 MON (grams)	WEEK 2 WED (grams)	WEEK 2 FRI (grams)
	16.4095	16.4091	16.4100	16.4097	16.4080	16.4087
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0004	+ 0.0005	+ 0.0002	0.0015	**0.0008 (FINAL)**

REPLICATE #2	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.3813	16.3811	16.3820	16.3817	16.3805	16.3808
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0002	+ 0.0007	+ 0.0004	0.0008	**0.0005 (FINAL)**

REPLICATE #3	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.3604	16.3600	16.3609	16.3605	16.3589	16.3593
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0004	+ 0.0005	+ 0.0001	+ 0.0015	**0.0011 (FINAL)**

SUMMARY:

	REPLICATE #	Weight Change (g)	Average Weight Change	
WEIGHT CHANGE	1	**0.0008**	**0.03mg/cm² (0.0008 g)**	**Informational**
	2	**0.0005**		
	3	**0.0011**		

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Respectfully submitted,

Jeff Nottebaum, SMI Inc.
Director

Rae-anne Nottebaum, SMI Inc.
Chemist

SMI, Inc.

12219 SW 131 Avenue
Miami, Florida 33186-6401 USA

Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Eiffel Group SAS France

Date: 09-May-2019

SMI/REF: 1902-482$_{R4}$

Product: **ECOWAY SF** *(received 07-Feb-2019)*

MANUFACTURER – HUBEI LITAI ECO-TECHNOLOGIES CO., LTD
Chemical parks, Economic development zone
Luotian county, Hubei, 438600 China
TEL: 86 713 5101319 FAX: 86 713 5101319

Distributed on North America Market by: Nachurs Alpine Solutions, LLC.
421 Leader Street
Marion, OH USA, 43302

Dilution: Per specification

Partial testing in accordance with:
AMS 1431E
SOLID RUNWAY DEICING/ANTI-ICING PRODUCT

3.1	Material	
3.1.1	Environmental Information	
3.1.1.1	Biochemical Oxygen Demand	Informational
3.1.1.2	Chemical Oxygen Demand	Informational
3.1.1.3	Percent Biodegradation	Informational
3.1.1.4	Aquatic Toxicity	Informational
3.1.2	Trace Contaminants	Informational
3.1.3	Water Content	Informational
3.1.4	Freezing Point	Informational
3.1.5	Appearance	Conforms
3.2	PHYSICAL PROPERTIES	
3.2.1	pH	Informational
3.2.2	Flash Point	Conforms
3.2.3	Chloride Content	Conforms
3.2.4	Storage Stability	Not performed
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	Conforms
3.2.9.2	Total Immersion Corrosion	Conforms
3.2.9.3	Low Embrittling Cadmium Plate	Conforms
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.9.4	Hydrogen Embrittlement	Conforms
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.*

3.2 PROPERTIES *(continued)*

3.2.10 Performance

Ice Melting Effectiveness	Informational
Ice Undercutting Effectiveness	Informational
Ice Penetration Effectiveness	Informational

3.2.11 Effect on Carbon-Brake Systems [2]Not performed

[2] *This test is not performed by SMI.*

Respectfully submitted,

Patricia D. Viani, SMI Inc.

3.1 Material: The composition of the product may contain additives, such as corrosion inhibitors, coating agents, etc., as required to produce a product meeting the requirements of this specification.

3.1.1 Environmental Information: Product shall be tested in accordance with APHA "Standard Methods for Examination of Water and Waste Water". The manufacturer shall provide not less than the following information:

3.1.1.1 Biochemical Oxygen Demand (BOD) of the product for 5-, 15-, and 20-day incubation periods. The test solutions shall be incubated at 68°F (20°C).

5 day BOD: < 0.01 kg O_2/kg solid
15 day BOD: < 0.01 kg O_2/kg solid
20 day BOD: < 0.01 kg O_2/kg solid

Result Informational

3.1.1.2 Total Oxygen Demand (TOD) or Chemical Oxygen Demand (COD) of the product, expressed in kilograms of oxygen per kilograms of product.

COD: 0.28 kg O_2/kg solid

Result Informational

3.1.1.3 Percent biodegradation of product for 5-, 15-, and 20 day incubation periods. Percent biodegradation can be approximated by dividing BODx100 by either TOD or COD.

5 day = ([< 0.01 x 100] / 0.28) = 3%
15 day = ([< 0.01 x 100] / 0.28) = 3%
20 day = ([< 0.01 x 100] / 0.28) = 3%

Result Informational

3.1.1.4 Aquatic Toxicity: Product shall be tested in accordance with EPA (40 Code of Federal Regulations (CFR) Parts 797.1300 and 797.1400) or OECD (Organization for Economic Cooperation and Development Guidelines for Testing of Chemicals, Methods 202 and 203) procedures using test species required by regulatory agencies for permitted discharges. Examples include: fathead minnows, daphnia magna and rainbow trout. The LC50 concentration, the highest concentration at which 50% of the test species survive, shall be given in milligrams per liter.

EPA 40 CFR 797.1300 DAPHNID ACUTE TOXICITY TEST
Daphnia magna, static system
48 hour LC_{50}: 2,026 mg/L

EPA 40 CFR 797.1400 FISH ACUTE TOXICITY TEST
Pimephales promelas, static system
96 hour LC_{50}: 4,250 mg/L

Result Informational

3.1.2 Trace Contaminants: Report the presence, in percentage by weight, of sulfur, halogens, phosphate, nitrate, and heavy metals (lead, chromium, cadmium, and mercury).

	ppm	%
Sulfur	***72***	***0.0072***
Halogens	***354***	***0.0354***
Phosphorus (as P_2O_5)	***598***	***0.0598***
Nitrate (as NO_3)		
Heavy Metals:		
Lead (Pb)	***< 1***	***< 0.0001***
Chromium (Cr)	***< 1***	***< 0.0001***
Cadmium (Cd)	***< 1***	***< 0.0001***
Mercury (Hg)	***< 1***	***< 0.0001***

Result Informational

3.1.3 Vendor shall report the product chemical analysis, determined in accordance with a recognized method acceptable to purchaser; and total water content shall be determined in accordance with ASTM E203.

Water Content: 0.6%

Result Informational

3.1.4 Vendor shall provide a phase diagram relating product dilution to freezing point. Delivered product shall be within +7°F (+4°C) of the preproduction value.

Freezing point (5% solution): - 2°C
Freezing point (10% solution): - 4°C
Freezing point (15% solution): - 7°C

Result Informational

3.1.5 Appearance: The product, as received by purchaser, shall be uniform, free-flowing, and free from foreign material detrimental to usage of the product.

Compound is uniform and free from foreign material.

Result Conforms

3.2 Physical Properties: The product, as supplied by vendor, shall conform to the following requirements: tests shall be performed in accordance with specified test on the product as delivered by vendor, unless otherwise specified herein.

3.2.1 pH: The product, diluted with ASTM D1193, Type IV water; to 15% by weight of solids taking into account water contained in the product, shall be within ±0.5 of the preproduction value established in 4.2.3, determined in accordance with ASTM E70.

15%: pH = 10.3

Result Informational

3.2.2 Flash Point: The product on a dry basis shall be not lower than 200°F (93°C), determined in accordance with ASTM D56.

As received (dry basis): No flash to 212°F

Result Conforms

3.2.3 Chloride Content: The level of soluble chloride on a dry basis shall not exceed 250 ppm, determined in accordance with APHA Standard Methods for the Examination of Water and Waste Water, Method 4500-CL or equivalent.

As received (dry basis): Chloride content = 246 ppm

Result Conforms

3.2.4 Storage Stability: The product, when stored in a closed container for at least 1 year in accordance with ASTM F1104 shall not deliquesce or otherwise deteriorate.

Result Not performed

3.2.5 Effect on Transparent Plastics:

3.2.5.1 The product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product shall not craze, stain or discolor Type C stretched acrylic plastic conforming to MIL-PRF-25690, determined in accordance with ASTM F484.

15%: Type C – no crazing, staining or discoloration

Result Conforms

3.2.5 Effect on Transparent Plastics (continued):

3.2.5.2 The product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall not craze, stain, or discolor AMS-P-83310 polycarbonate plastic, determined in accordance with ASTM F484, except that the specimens shall be stressed for 30 minutes ±2 minutes to an outer fiber stress of 2000 psi (13.8 Mpa).

15%: MIL-P-83310 – no crazing, staining or discoloration

Result Conforms

3.2.6 Effect on Painted Surfaces: Product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall neither decrease the paint film hardness by more than two pencil hardness levels nor shall it produce any streaking, discoloration, or blistering of the paint film, determined in accordance with ASTM F502.

15%: No hardness change; no streaking, discoloration or blistering

Result Conforms

3.2.7 Effect on Unpainted Surfaces: Product, diluted with ASTM D1193, Type IV, water to 15% by weight of solids taking into account water contained in the product, shall neither produce streaking nor leave any stains which require polishing to remove, determined in accordance with ASTM F485.

15%: No streaking, no staining

Result Conforms

3.2.8 Effect on Runway Pavements

3.2.8.1 Runway Concrete Surface Scaling Resistance: The condition of the runway concrete surface shall have a rating not greater than 1 for 50 freeze-thaw cycles, determined in accordance with ASTM C672, except that concrete shall:

a. Be air-entrained with an air content as specified in ASTM C672.

b. Have a minimum cement content of 510 lb/yd^3 ±10 lb/yd^3 (302 kg/m^3 ±6 kg/m^3).

c. Have a slump, 1.5 inches ± 0.5 inch (38 mm ± 13 mm).

A 25% by volume solution of the deicing/anti-icing product as supplied by the manufacturer in commercial concentration in tap water shall be substituted for calcium chloride. Performing more than one freeze-thaw cycle per day is acceptable.

Note: a 25% by weight saturated solution was utilized for testing

Rating after 50 cycles: 1

Result Conforms

3.2.8.2 Asphalt Concrete Degradation Resistance (Appendix A, valid for runway deicing/anti-icing products used in Europe) Result [1]Not performed by SMI

[1]*Testing required for deicer/anti-icer products used in Europe. This test is not performed by SMI.*

3.2.9 Effect on Aircraft Metals: Product, diluted with ASTM D1193, Type IV, water to 5% and 15% by weight solids taking into account water contained in the product, shall meet the following requirements:

3.2.9.1 Sandwich Corrosion: Specimens, after testing in accordance with ASTM F1110, shall not have a rating greater (worse) than 1.

	2024-T3 Bare Anodized	2024-T3 Alclad	7075-T6 Bare Anodized	7075-T6 Alclad
5 PERCENT	1	1	1	1
15 PERCENT	1	1	1	1
CONTROL	1	1	1	1

Result Conforms

3.2.9.2 Total Immersion Corrosion: The product, tested in accordance with ASTM F483, except that panels shall be AMS4376 tested for 24 hours, shall neither cause corrosion of test panels nor a weight change of any test panel greater than shown in Table I.

ALLOY	WEIGHT LOSS mg/cm²/24hrs		
	Allowed	5 %	15 %
AMS 4037 Aluminum anodized per AMS 2470	0.3	0.01	0.02
AMS 4041 Aluminum	0.3	0.01	0.02
AMS 4049 Aluminum	0.3	0.01	0.02
AMS 4376 Magnesium, dichromate (AMS 2475)	0.2	0.11	0.13
AMS 4911 Titanium	0.1	0.04	0.03
AMS 5045 Carbon Steel	0.8	0.12*	< 0.01

"+" indicates weight gain
**Discoloration*

Result Conforms

3.2.9.3 Low-Embrittling Cadmium Plate: Test panels, coated with low-embrittling cadmium plate, shall not show a weight change greater than 0.3 mg/cm² per 24 hours, determined in accordance with ASTM F1111.

5%: < 0.01 mg/cm²/24 hrs
15%: < 0.01 mg/cm²/24 hrs

Result Conforms

3.2.9.3.1 The product shall be tested for cyclic immersion corrosion of cadmium plate in accordance with AIR6130 and the results reported as specified in Section 6 of AIR6130.

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 10.3 **Final pH of solution:** 9.7

Note: Solution tested = 15% w/w

	REPLICATE #	Weight (g)		
		Initial	Final	Weight change
PANEL WEIGHTS	1	8.6373	8.6338	0.0035
	2	8.4272	8.4237	0.0035
	3	8.4736	8.4699	0.0037
	Average weight change = 0.0036			

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Average weight change = 0.13 mg/cm²

Result: *Informational

3.2.9.4 Hydrogen Embrittlement: The diluted product shall be non-embrittling, determined in accordance with ASTM F 519, Type 1a, 1c, or 2a specimens, cadmium plated in accordance with MIL-STD-870, Class 1 Type I. Type 1a and Type 1c specimens shall be loaded to 45% of the predetermined notch fracture strength and the 2a specimens loaded to 80% of the yield strength. The entire 2a stressed specimen or just the notched area of the 1a and 1c stressed specimen shall be immersed continuously in the solution under test for 150 hours at a temperature of 77°F ± 9°F (25°C ± 5°C)

Specimens: Four Type 1c, cadmium plated per MIL-STD-870 Class 1 Type I.
Load: 45%, immersed for duration, 150 hours, temperature 25°C ± 5°C.

Type 1c @ 5%: ***No failures occurred within 150 hours.***
Type 1c @ 15%: ***No failures occurred within 150 hours.***

Result Conforms

3.2.9.5 Stress-Corrosion Resistance: The diluted product shall not cause cracks in AMS4911 titanium alloy specimens, determined in accordance with ASTM F945, Method A.

	AMS 4911
CONTROL, BLANK:	No cracking evident
CONTROL, 3% ppm SALT:	Cracking evident
5%	**No cracking evident**
15%	**No cracking evident**

Result Conforms

3.2.9.5.1 Stress Corrosion Resistance: The diluted product shall be tested in accordance with ASTM F945, Method A using AMS4916 specimens. The results obtained from AMS 4916 shall be reported for informational purposes only.

	AMS 4916
CONTROL, BLANK:	No cracking evident
CONTROL, 100 ppm SALT:	Cracking evident
5%	**Cracking evident**
15%	**Cracking evident**

Result Informational

3.2.10 Performance: The product, used in accordance with manufacturer's recommendation, shall remove accumulated frozen deposits of frost and ice from aircraft maneuvering areas, such as airport aprons, runways and taxiways. The product shall be tested in accordance with AIR6170 for ice melting effectiveness, with AIR6172 for ice undercutting effectiveness and with AIR6211 for ice penetration effectiveness. Acceptance criteria shall be agreed upon by purchaser and vendor

SAE AIR6170 (2012-01)

Ice Melting Test Method for Runways and Taxiways Deicing / Anti-Icing Chemicals

See separate report for complete data results

ICE MELTING TEST RESULTS

As received (solid):

Test Temperature: -10°C (+14°F)			
Time (minutes)	Mean Mass of Deicing/Anti-Icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	4.4	0.9
10	5.00	6.2	1.2
30	5.00	8.4	1.7

Test Temperature: -2°C (+28°F)			
Time (minutes)	Mean Mass of Deicing/Anti-Icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	7.8	1.6
10	5.00	9.8	2.0
30	5.00	14.1	2.8

SAE AIR6170 (2012-01)

Ice Melting Test Method for Runways and Taxiways Deicing/Anti-Icing Chemicals

See separate report for complete data results

ICE MELTING TEST RESULTS

25% w/w:

Test Temperature: -10°C (+14°F)			
Time (minutes)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.00	2.3	0.5
10	5.00	3.1	0.6
30	5.00	4.2	0.8

Test Temperature: -2°C (+28°F)			
Time (minutes)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.00	7.0	1.4
10	5.00	8.7	1.7
30	5.00	10.0	2.0

3.2.12 Performance (continued):

SAE AIR6172

Ice Undercutting Test Method for Runways and Taxiways Deicing/Anti-Icing Chemicals

See separate report for complete data results

ICE UNDERCUTTING TEST RESULTS

25% w/w:

Test Temperature: -10°C (+14°F)				
Time (minutes)	Mean Undercut Cavity Diameter (mm)	Total Area IU_a (mm^2)	Area Original Cavity A_o (mm^2)	Ice Undercutting IU (mm^2)
5	4.5	16.6	7.07	9.5
10	4.8	18.1	7.07	11.0
30	4.9	19.6	7.07	12.5

Test Temperature: -2°C (+28°F)				
Time (minutes)	Mean Undercut Cavity Diameter (mm)	Total Area IU_a (mm^2)	Area Original Cavity A_o (mm^2)	Ice Undercutting IU (mm^2)
5	8.9	62.7	7.07	55.7
10	9.8	75.4	7.07	68.3
30	10.7	89.5	7.07	82.5

3.2.1 Performance (continued): **SAE AIR6211**

Ice Penetration test Method for Runways and Taxiways Deicing/Anti-icing Chemicals

See separate report for complete data results

ICE PENETRATION TEST RESULTS

25% w/w:

Test Temperature -10°C (+14°F):		
Time (minutes)	Penetration Depth Average (mm)	Standard Deviation
5	1.0 mm	< 0.5
10	1.0 mm	< 0.5
30	2.0 mm	< 0.5

Test Temperature -2°C (+28°F):		
Time (minutes)	Penetration Depth Average (mm)	Standard Deviation
5	1.5 mm	< 0.5
10	2.0 mm	< 0.5
30	4.0 mm	< 0.5

3.2.11 Effect on Carbon-Brake Systems: The product shall be tested for catalytic oxidation of carbon in accordance with AIR5567 and the results shall be reported as shown in section 4.2 of AIR5567. The results shall be reported for informational purposes only. Per AIR5567 the lower the percentage weight loss, the lower the risk of the carbon-carbon heat sink being damaged through catalytic oxidation

Result [2]Not performed

[2] *This test is not performed by SMI.*

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Attn: Eiffel Group SAS
Park Nord, Les Pleiades
Metz Tessy 74340
France

Date: 30-May-2017

SMI/REF: 1704-844

Product: ECOWAY SF (FY-01) *(received 13-Apr-2017)*
Manufacturer: HUBEI LITAI ECO-TECHNOLOGIES CO., LTD
Chemical Parks, Economic development zone
Luotian county,
Hubei, 438600 China
Telephone: 86 713 5072336 Fax: 86 713 5072336
Distributed in North America Markey by: Nachurs Alpine Solutions, LLC 421 Leader Street
Marion, OH USA 43302
Dilution: Per specification

AMS 1431D
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING
Periodic Tests

4.2.2	Periodic Tests	
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2 9	Effect on Aircraft Metals:	
	3.2.9.1 Sandwich Corrosion	Conforms
	3.2.9.2 Total Immersion Corrosion	Conforms
	3.2.9.3 Low Embrittling Cadmium Plate	Conforms
	3.2.9.3.1 Cyclic Immersion Corrosion of Cadmium Plate	Informational
	3.2.9.4 Hydrogen Embrittlement	Conforms
	3.2.9.5 Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

Respectfully submitted,

Patricia D. Viani, SMI Inc.

4.2.2 Periodic Tests: Effect on transparent plastics (3.2.5), effect on painted surface (3.2.6), effect on unpainted surfaces (3.2.7), runway concrete scaling resistance (3.2.8), and effect on aircraft metals (3.2.9) are periodic tests and shall be performed at a frequency selected by the vendor unless frequency of testing is specified by purchaser, but in no case less than once every two years.

3.2.5 Effect on Transparent Plastics:

3.2.5.1 The compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound shall not craze, stain or discolor Type C stretched acrylic plastic conforming to MIL-P-23690, determined in accordance with ASTM F 484

Result Conforms

3.2.5.1 The compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound, shall not craze, stain, or discolor MIL-P-83310 polycarbonate plastic, determined in accordance with ASTM F 484, except that the specimens shall be stressed for 30 minutes ± 2 to an outer fiber stress 13.8 Mpa (2000 psi).

Result Conforms

3.2.6 Effect on Painted Surfaces: Compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound, shall neither decrease the paint film hardness by more than two pencil hardness levels nor shall it produce any streaking, discoloration, or blistering of the paint film, determined in accordance with ASTM F 502.

Result Conforms

3.2.7 Effect on Unpainted Surfaces: Compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound, shall neither produce streaking nor leave any stains which require polishing to remove, determined in accordance with ASTM F 485.

Result Conforms

3.2.8 Effect on Runway Pavements

3.2.8.1 Runway Concrete Surface Scaling Resistance The condition of the runway concrete surface shall have a rating not greater than 1 for 50 freeze-thaw cycles, determined in accordance with ASTM C 672, except that concrete shall

- Be air-entrained with an air content as specified in ASTM C 672. Have a minimum cement content of 302 kg/m^3 ± 6 (510 lb/yd^3 ± 10). Have a slump, 38 mm ± 13 (1.5 inches ± 0.5).
- A 25% by volume solution of the deicer/anti-icer fluid as supplied by the manufacturer in commercial concentration in tap water shall be substituted for calcium chloride. Performing more than one freeze-thaw cycle per day is acceptable.
  Rating: 1

Result Conforms

3.2.8.2 Asphalt Concrete Degradation Resistance (Appendix A, valid for deicer/anti-icer products used in Europe)

Result [1]Not performed by SMI

[1]Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.

3.2.9 Effect on Aircraft Metals: Compound, diluted with ASTM D 1193, Type IV, water to 5% and 15% by weight solids taking into account water contained in the compound, shall meet the following requirements:

3.2.9.1 Sandwich Corrosion: Specimens, after testing in accordance with ASTM F 1110, shall show corrosion not worse than control panels run using ASTM D 1193, Type IV water.

	2024-T3 Bare Anodized	2024-T3 Alclad	7075-T6 Bare Anodized	7075-T6 Alclad
5 percent	1	1	1	1
15 percent	1	1	1	1
Control	1	1	1	1

Result Conforms

3.2.9.2 Total Immersion Corrosion: The compound, tested in accordance with ASTM F 483, except that panels shall be AMS 4376 tested for 24 hours, shall neither cause corrosion of test panels nor a weight change of any test panel greater than shown in Table I.

Table I

ALLOY	WEIGHT LOSS mg/cm²/24hrs		
	Allowed	5%	15 %
AMS 4037 Aluminum anodized per AMS 2470	0.3	**0.04**	**+ 0.04**
AMS 4041 Aluminum	0.3	**< 0.01**	**< 0.01**
AMS 4049 Aluminum	0.3	**+ 0.01**	**0.03**
AMS 4376 Magnesium, dichromate (AMS 2475)	0.2	**0.16**	**0.19**
AMS 4911 Titanium	0.1	**< 0.01**	**0.02**
AMS 5045 Carbon Steel	0.8	**0.15**	**0.07**

Result Conforms

3.2.9.3 Low-Embrittling Cadmium Plate: Test panels, coated with low-embrittling cadmium plate, shall not show a weight change greater than 0.3 mg/cm² 24 hours, determined in accordance with ASTM F 1111.

5%: < 0.01 mg/cm²/24hrs
15%: < 0.01 mg/cm²/24hrs

Result Conforms

3.2.9.3.1 The compound shall be tested for cyclic immersion corrosion of cadmium plate in accordance with AIR6130 and the results reported as specified in Section 4 of AIR6130A.

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 10.3 **Final pH of solution:** 10.0

Note: Solution tested = 15% w/w

	REPLICATE #	Weight (g)		
		Initial	Final	Weight change
PANEL WEIGHTS	1	12.7414	12.7368	0.0046
	2	12.7506	12.7462	0.0044
	3	12.8466	12.8417	0.0049
	Average weight change = 0.0046			

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Average weight change = 0.16 mg/cm²

Result: *Informational

see page 3 for complete data tables

3.2.9.4 Hydrogen Embrittlement: The diluted compound shall be non-embrittling, determined in accordance with ASTM F 519, Type 1a, 1c, or 2a.

Specimens: Type 1c, cadmium-plated per MIL-STD-870 Type I Class 1.
Parameters: 45% load, notch immersed in fluid for duration (150 hours)
Temperature: 24°C (75 °F)

5%: No failures within 150 hours.
15%: No failures within 150 hours.

Result Conforms

3.2.9.5 Stress-Corrosion Resistance: The diluted compound shall not cause cracks in AMS 4911 Titanium alloy, determined in accordance with ASTM F 945, Method A.

AMS 4911: ***5%: No cracking evident.***
15%: No cracking evident.

Result Conforms

3.2.9.5.1 Stress Corrosion Resistance: The diluted compound shall be tested in accordance with ASTM F 945, Method A using AMS 4916 specimens. The results obtained from AMS 4916 shall be reported for informational purposes only.

AMS 4916: ***5 %: Cracking evident.***
15%: Cracking evident.

Result Informational

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Attn: Eiffel Group SAS
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Metz Tessy 74340
France

Date: 30-May-2017

SMI/REF: 1704-844

Product: **ECOWAY SF (FY-01)** *(received 13-Apr-2017)*
Manufacturer: HUBEI LITAI ECO-TECHNOLOGIES CO., LTD
Chemical Parks, Economic development zone
Luotian county,
Hubei, 438600 China
Telephone: 86 713 5072336 Fax: 86 713 5072336
Distributed in North America Markey by: Nachurs Alpine Solutions, LLC 421 Leader Street
Marion, OH USA 43302
Dilution: 15% w/w

Testing in accordance with
SAE AIR6130A
CADMIUM PLATE CYCLIC CORROSION TEST (2017-05)

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 10.3 **Final pH of solution:** 10.0

	REPLICATE #	Weight (g)		
		Initial	Final	Weight change
PANEL WEIGHTS	1	12.7414	12.7368	0.0046
	2	12.7506	12.7462	0.0044
	3	12.8466	12.8417	0.0049
	Average weight change = 0.0046			

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm² may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Average weight change = 0.16 mg/cm²

Result: ***Informational**

see page 5 for complete data tables

SAE AIR6130A, Cadmium Plate Cyclic Corrosion Test

Cadmium Plate Cyclic Corrosion Test

AMS 1431 Compound, Solid Runway and Taxiway Deicing/Anti-Icing

AMS 1435 Fluid, Generic, Deicing/Anti-Icing Runways and Taxiways

3 Test Specimen Preparation

Substrate: 4130 Steel

Size: 1" x 2" x 0.04" x 0.048" (25.40 mm x 50.80 mm x 1.22 mm)

Finish: Cadmium plating in accordance with AMS QQ-P-416., Type I Class I, (0.0005"- 0.0008" inch plating per side).

There shall be no supplementary chromate treatment.

a. Three cadmium plated test specimens shall be used for each fluid to be tested

b. Sample of AMS1435 Runway Deicing Fluid shall be tested as received from the supplier.

c. Sample of AMS1431 Runway Deicing Solid Compound shall be tested in a diluted form – diluted with ASTM D 1193, Type IV, water to 15% by weight solids.

d. Procure soft flexible brushes for test (paintbrush type, 1.5 inches (3.8 cm) wide, with synthetic bristles approx 1.5 inches (3.8 cm) long

4 Environmental Exposure Preparation

Preset humidity chamber to 90 ± 5°F and 30 ± 5% humidity. Affix plastic ties or other inert material as hangers (hangers shall be made from an inert material that will not react with the sample; plastic, plastic coated metals, monofilament fishing line or stainless steels are acceptable) in the chamber to hold specimens during the environmental exposure period.

5 Test Procedure

a. Measure and record pH of solution(s) to be tested (record to one decimal place).

b. Solvent clean cadmium plated specimens with acetone; wipe gently with an acetone-soaked wiper. Without allowing the acetone to evaporate, gently remove excess acetone with a dry wiper. Allow samples to dry for 10 minutes in a desiccator. Do not accelerate drying of samples with oven drying.

Note: Care should be taken not to touch the cleaned specimens with bare hands; use tweezers, clean gloves or equivalent tool.

c. Weigh and record initial specimen weight in grams. Record all weights throughout the test to the nearest 0.0001 gram. Return specimens to desiccator until Day 3.

SAE AIR6130A, Cadmium Plate Cyclic Corrosion Test

Monday	Tuesday	Wednesday	Thursday	Friday
				Friday Start – Day 0
Day 3	Day 4	Day 5	Day 6	Day 7
Day 10	Day 11	Day 12	Day 13	Day 14

d. FRIDAY START - Fill glass containers with solution to be tested, one container for each coupon. Refer to 3b or 3c for solution being used (consider filling one extra container to have extra conditioned fluid available). Container shall be large enough so the solution completely covers the specimens. Cover the container with loose fitting cover and place filled container into the humidity chamber to environmentally condition the solution for a minimum of 24 ± 1 hours before the start of test, up to 72 ± 1 hours.

e. Day 3 – Remove the solution container from the humidity chamber and the specimens from the desiccator. Place specimens in container oriented such that the specimens are not resting flush against the bottom or side of the container. Place the container with cover back into the humidity chamber for 24 ± 1 hours.

f. Day 4 - After the 24 hour immersion in the solution, remove the specimens, but do not rinse them. Place them into the humidity chamber by hanging for 22.5 ± 0.5 hours. Hangers shall be made from an inert material that will not react with the sample (such as plastic, plastic coated metals and stainless steels are acceptable).

g. Day 5 /Day 10 /Day 12 – Remove the specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with the soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that they not resting flush against the bottom or side of the container. After 90 minutes, remove the specimens but do not rinse them. Place them in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

h. Day 6 /Day 11 /Day 13 - Return the specimen to the test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that it is not resting flush against the bottom or side of the container. After 90 minutes, remove the specimen but do not rinse it. Replace it in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

i. Day 7 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimens surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container in the humidity chamber. Specimens shall be oriented such that they are not resting flush against the bottom or side of the container. Specimens shall be left in the test solution container in the humidity chamber from DAY 7 to DAY 10.

j. Day 14 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

k. Measure and record final pH of solution (record to one decimal place).

l. Report the initial weight of the specimen, the weight after each periodic weighing, and the final weight. Calculate and report the value of the cumulative weight lost from each specimen after each periodic weighing procedure.

Test Data:

pH at start of test: **10.3**
pH at end of test: **10.0**

	REPLICATE #	Weight (g)
INITIAL PANEL WEIGHTS	1	12.7414
	2	12.7506
	3	12.8466

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #1 PANEL WEIGHTS	1	---	12.7386	12.7404
	2	---	12.7476	12.7495
	3	---	12.8433	12.8453

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #2 PANEL WEIGHTS	1	12.7396	12.7360	12.7368
	2	12.7489	12.7455	12.7462
	3	12.8444	12.8409	12.8417

Client: Eiffel Group SAS
Product: **ECOWAY SF (FY-01)**
Manufacturer: HUBEI LITAI ECO-TECHNOLOGIES CO., LTD
Chemical Parks, Economic development zone
Luotian county,
Hubei, 438600 China
Telephone: 86 713 5072336 Fax: 86 713 5072336
Distributed in North America Markey by: Nachurs Alpine Solutions, LLC 421 Leader Street
Marion, OH USA 43302

Date: 30-May-2017
SMI/REF: 1704-844

Dilution: 15% w/w

SAE AIR6130A, Cadmium Plate Cyclic Corrosion Test

TEST DATA (continued)

REPLICATE #1	INITIAL WEIGHT (grams)	WEEK 1 WED (grams)	WEEK 1 FRI (grams)	WEEK 2 MON (grams)	WEEK 2 WED (grams)	WEEK 2 FRI (grams)
	12.7414	12.7386	12.7404	12.7396	12.7360	12.7368
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0028	0.0010	0.0018	0.0054	**0.0046 (FINAL)**

REPLICATE #2	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	12.7506	12.7476	12.7495	12.7489	12.7455	12.7462
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0030	0.0011	0.0017	0.0051	**0.0044 (FINAL)**

REPLICATE #3	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	12.8466	12.8433	12.8453	12.8444	12.8409	12.8417
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0033	0.0013	0.0022	0.0057	**0.0049 (FINAL)**

SUMMARY:

	REPLICATE #	Weight Change (g)	Average Weight Change	
WEIGHT CHANGE	1	**0.0046**	**0.16mg/cm^2 (0.0046 g)**	***Informational**
	2	**0.0044**		
	3	**0.0049**		

AIR6130A: A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm^2 may cause undesirable corrosion effects to airplane equipment and/or airport equipment.

Respectfully Submitted,

Patricia D. Viani, SMI Inc.

SMI, Inc.

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Date: 11-Mar-2016

SMI/REF: 1511-368$_R$
Report revised product name change

Product: **ECOWAY (FCY-01B)** *(received 12-Nov-2015)*
HUBEI LITAI ECO-TECHNOLOGIES CO., LTD
Chemical parks, Economic development zone
Luotian county, Hubei 438600 China

Dilution: Per specification

The Latest Edition of SAE AMS 1431D
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING

3.1	Material	
3.1.1	Environmental Information	
3.1.1.1	Biochemical Oxygen Demand	Informational
3.1.1.2	Chemical Oxygen Demand	Informational
3.1.1.3	Percent Biodegradation	Informational
3.1.1.4	Aquatic Toxicity	Informational
3.1.2	Trace Contaminants	Informational
3.1.3	Water Content	Informational
3.1.4	Freezing Point	Informational
3.1.5	Appearance	Conforms
3.2	PROPERTIES	
3.2.1	pH	Informational
3.2.2	Flash Point	Conforms
3.2.3	Chloride Content	Conforms
3.2.4	Storage Stability	Not performed
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	Conforms
3.2.9.2	Total Immersion Corrosion	Conforms
3.2.9.3	Low Embrittling Cadmium Plate	Conforms
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.9.4	Hydrogen Embrittlement	Conforms
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.*

3.2 PROPERTIES *(continued)*

3.2.10 Performance

Ice Melting Effectiveness	Informational
Ice Undercutting Effectiveness	Informational
Ice Penetration Effectiveness	Informational

3.2.11 Effect on Carbon-Brake Systems — [2]Not performed by SMI

[2] *This test is not performed by SMI.*

Respectfully submitted,

Patricia D. Viani, SMI Inc.

SMI, Inc.
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Attn: Eiffel Group SAS
Park Nord, Les Pleiades
Metz Tessy 74370
France

Date: 28-Aug-2015

SMI/REF: 1506-976$_{R2}$
Report revised for product name change

Product: **ECOWAY SF** *(received 29-Jun-2015)*
Manufacturer: HUBEI LITAI ECO- TECHNOLOGIES Co., Ltd
Chemical parks, Economic development zone, Loutian county, Hubei, 438600 China
TEL: 86 713 5072336 FAX: 86 713 5072336
Distributed on North America Market by:
Nachurs Alpine Solutions, 421 Leader Street, Marion, OH USA, 43302

Dilution: Per specification

AMS 1431D
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING
Periodic Tests

4.2.2 Periodic Tests

3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2.9	Effect on Aircraft Metals:	
	3.2.9.1 Sandwich Corrosion	Conforms
	3.2.9.2 Total Immersion Corrosion	Conforms
	3.2.9.3 Low Embrittling Cadmium Plate	Conforms
	3.2.9.3.1 Cyclic Immersion Corrosion of Cadmium Plate	Informational
	3.2.9.4 Hydrogen Embrittlement	Conforms
	3.2.9.5 Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.*

Respectfully submitted,

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SMI, Inc.
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Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product /Co.name change

Product: **ECOWAY SF** *(received 15-Nov-2013)*
Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: Per specification

AMS 1431D
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING

3.1	Material	
3.1.1	Environmental Information	
3.1.1.1	Biochemical Oxygen Demand	Informational
3.1.1.2	Chemical Oxygen Demand	Informational
3.1.1.3	Percent Biodegradation	Informational
3.1.1.4	Aquatic Toxicity	Informational
3.1.2	Trace Contaminants	Informational
3.1.3	Water Content	Informational
3.1.4	Freezing Point	Informational
3.1.5	Appearance	Conforms
3.2	PROPERTIES	
3.2.1	pH	Informational
3.2.2	Flash Point	Conforms
3.2.3	Chloride Content	Conforms
3.2.4	Storage Stability	Not performed
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	Conforms
3.2.9.2	Total Immersion Corrosion	Conforms
3.2.9.3	Low Embrittling Cadmium Plate	Conforms
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.9.4	Hydrogen Embrittlement	Conforms
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]*Testing required for deicer /anti-Icer products used In Europe. This test is not performed by SMI.*

3.2 PROPERTIES *(continued)*

3.2.10 Performance

Ice Melting Effectiveness	Informational
Ice Undercutting Effectiveness	Informational
Ice Penetration Effectiveness	Informational

3.2.11 Effect on Carbon-Brake Systems — [2]Not performed by SMI

[2] *This test is not performed by SMI.*

Respectfully submitted,

Patricia D. Viani, SMI Inc.

AMS 1431D

3.1 Material:

3.1.1 Environmental Information: Compound shall be tested in accordance with APHA Standard Methods for Examination of Water and Waste Water. The manufacturer shall provide not less than the following information:

3.1.1.1 Biochemical Oxygen Demand (BOD) of the compound for 5, 15, and 20-day incubation periods. The test solutions shall be incubated at 20°C (68°F).

5 day BOD: 0.02 kg O_2/kg solid
15 day BOD: < 0.01 kg O_2/kg solid
20 day BOD: < 0.01 kg O_2/kg solid

Result Informational

3.1.1.2 Total Oxygen Demand (TOD) or Chemical Oxygen Demand (COD) of the compound, expressed in kilograms of oxygen per kilograms of compound.

COD: 0.34 kg O_2/kg solid

Result Informational

3.1.1.3 Percent biodegradation of compound for 5, 15, and 20 day incubation periods. Percent biodegradation can be approximated by dividing BODx100 by either TOD or COD.

5 day = (0.02 x 100) / 0.34) = 5.8%
15 day = (< 0.01 x 100) / 0.34) = < 3%
20 day = (< 0.01 x 100) / 0.34) = < 3%

Result Informational

3.1.1.4 Aquatic Toxicity: Formulated compound shall be tested in accordance with EPA (40 Code of Federal Regulations (CFR) Parts 797.1300 and 797.1400) or OECD (Organization for Economic Cooperation and Development Guidelines for Testing of Chemicals, Methods 202 and 203) procedures using test species required by regulatory agencies for permitted discharges. Examples include: fathead minnows, daphnia magna and rainbow trout. The LC_{50} concentration, the highest concentration at which 50% of the test species survive, shall be given in milligrams per liter.

EPA 40 CFR 797.1300 DAPHNID ACUTE TOXICITY TEST
Daphnia magna, static system
48 hour LC_{50}: 1,275 mg/l

EPA 40 CFR 797.1400 FISH ACUTE TOXICITY TEST
Pimephales promelas, static system
96 hour LC_{50}: 4,525 mg/l

Result Informational

3.1.2 Trace Contaminants: Report the presence, in percentage by weight, of sulfur, halogens, phosphate, nitrate, and heavy metals (lead, chromium, cadmium, and mercury). *Tested using a 15 % solution:*

Sulfur:	***7 ppm***	***(0.0007 %)***
Halogens:	***141 ppm***	***(0.0141 %)***
Phosphate (P as P_2O_5):	***243 ppm***	***(0.0243 %)***
Nitrate (as NO_3):	***< 2 ppm***	***(<0.0002 %)***

Heavy Metals:

Lead (Pb):	***< 1 ppm***	***(< 0.0001 %)***
Chromium (Cr):	***< 1 ppm***	***(< 0.0001 %)***
Cadmium (Cd):	***< 1 ppm***	***(< 0.0001 %)***
Mercury (Hg):	***< 1 ppm***	***(< 0.0001 %)***

Result Informational

3.1.3 Vendor shall report the product chemical analysis, determined in accordance with a recognized method acceptable to purchaser; and total water content shall be determined in accordance with ASTM E 203.

Water Content: 2.3%

Result: Informational

3.1.4 Vendor shall provide a phase diagram relating product dilution to freeze point. Delivered product shall be within +4°C (+7°F) of the preproduction value.

Freezing point (5% solution):	***- 2 °C***
Freezing point (10% solution):	***- 4 °C***
Freezing point (15% solution):	***- 7 °C***

Result Informational

3.1.5 Appearance: The compound, as received by purchaser, shall be uniform, free-flowing, and free from foreign material detrimental to usage of the compound.

Compound is uniform and free from foreign material.

Result Conforms

3.2 Properties: The compound, as supplied by vendor, shall conform to the following requirements: tests shall be performed in accordance with specified test on the product as delivered by vendor, unless otherwise specified herein.

3.2.1 pH: The compound, diluted with ASTM D 1193, Type IV water, to 15% by weight of solids taking into account water contained in the compound, shall be within ± 0.5 of the preproduction value established in 4.2.3, determined in accordance with ASTM E 70.

15%: pH = 10.1

Result Informational

3.2.2 Flash Point: The compound on a dry basis shall be not lower than 93°C (200°F), determined in accordance with ASTM D 56.

As received (dry basis): No flash to 212°F

Result Conforms

3.2.3 Chloride Content: The level of soluble chloride on a dry basis shall not exceed 250 ppm, determined in accordance with APHA Standard Methods for the Examination of Water and Waste Water, Method 112A.

As received (dry basis): Chloride content = 141 ppm

Result Conforms

3.2.4 Storage Stability: The compound, when stored in a closed container for at least one year in accordance with ASTM F 1104 shall not deliquesce or otherwise deteriorate.

Result: Not performed

3.2.5 Effect on Transparent Plastics:

3.2.5.1 The compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound shall not craze, stain or discolor Type C stretched acrylic plastic conforming to MIL-P-23690, determined in accordance with ASTM F 484

15%: Type C – no crazing, staining or discoloration

Result Conforms

3.2.5 Effect on Transparent Plastics (continued):

3.2.5.1 The compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound, shall not craze, stain, or discolor MIL-P-83310 polycarbonate plastic, determined in accordance with ASTM F 484, except that the specimens shall be stressed for 30 minutes ± 2 to an outer fiber stress 13.8 Mpa (2000 psi).

15%: MIL-P-83310 – no crazing, staining or discoloration

Result Conforms

3.2.6 Effect on Painted Surfaces: Compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound, shall neither decrease the paint film hardness by more than two pencil hardness levels nor shall it produce any streaking, discoloration, or blistering of the paint film, determined in accordance with ASTM F 502.

15%: No hardness change; no streaking, discoloration or blistering

Result Conforms

3.2.7 Effect on Unpainted Surfaces: Compound, diluted with ASTM D 1193, Type IV, water to 15% by weight of solids taking into account water contained in the compound, shall neither produce streaking nor leave any stains which require polishing to remove, determined in accordance with ASTM F 485.

15%: No streaking, no staining

Result Conforms

3.2.8 Effect on Runway Pavements

3.2.8.1 Runway Concrete Surface Scaling Resistance: The condition of the runway concrete surface shall have a rating not greater than 1 for 50 freeze-thaw cycles, determined in accordance with ASTM C 672, except that concrete shall

* Be air-entrained with an air content as specified in ASTM C 672. Have a minimum cement content of 302 kg/m^3 ± 6 (510 lb/yd^3 ± 10). Have a slump, 38 mm ± 13 (1.5 inches ± 0.5).
* A 25% by volume solution of the deicer/anti-icer fluid as supplied by the manufacturer in commercial concentration in tap water shall be substituted for calcium chloride. Performing more than one freeze-thaw cycle per day is acceptable.
  Note: a 25% by weight saturated solution was utilized for testing

Rating after 50 cycles: 1

Result Conforms

3.2.8.2 Asphalt Concrete Degradation Resistance (Appendix A, valid for deicer/anti-icer products used in Europe)

Result [1]Not performed by SMI

[1]*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.*

3.2.9 Effect on Aircraft Metals: Compound, diluted with ASTM D 1193, Type IV, water to 5% and 15% by weight solids taking into account water contained in the compound, shall meet the following requirements:

3.2.9.1 Sandwich Corrosion: Specimens, after testing in accordance with ASTM F 1110, shall show corrosion not worse than control panels run using ASTM D 1193, Type IV water.

	2024-T3 Bare Anodized	2024-T3 Alclad	7075-T6 Bare Anodized	7075-T6 Alclad
5 PERCENT	**1**	**1**	**1**	**1**
15 PERCENT	**1**	**1**	**1**	**1**
CONTROL	1	1	1	1

Result Conforms

3.2.9.2 Total Immersion Corrosion: The compound, tested in accordance with ASTM F 483, except that panels shall be AMS 4376 tested for 24 hours, shall neither cause corrosion of test panels nor a weight change of any test panel greater than shown in Table I.

ALLOY	WEIGHT LOSS mg/cm^2/24hrs		
	Allowed	5 %	15 %
AMS 4037 Aluminum anodized per AMS 2470	0.3	**+ 0.01**	**+ 0.03**
AMS 4041 Aluminum	0.3	**< 0.01**	**+ 0.02**
AMS 4049 Aluminum	0.3	**+ 0.01**	**< 0.01**
AMS 4376 Magnesium, dichromate (AMS 2475)	0.2	**0.14**	**0.14**
AMS 4911 Titanium	0.1	**< 0.01**	**+ 0.01**
AMS 5045 Carbon Steel	0.8	**0.04***	**0.01**

Slight Staining

Result Conforms

3.2.9.3 Low-Embrittling Cadmium Plate: Test panels, coated with low-embrittling cadmium plate, shall not show a weight change greater than 0.3 mg/cm^2 24 hours, determined in accordance with ASTM F 1111.

5%: 0.02 mg/cm^2 / 24 hrs
15%: 0.05 mg/cm^2 / 24 hrs

Result Conforms

3.2.9.3.1 The compound shall be tested for cyclic immersion corrosion of cadmium plate in accordance with AIR6130 and the results reported as specified in Section 4 of AIR6130.

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 10.1 **Final pH of solution:** 9.2

Note: Solution tested = 15% w/w

	REPLICATE #	Weight (g)		
		Initial	Final	**Weight change**
PANEL WEIGHTS	1	16.6043	16.6016	**0.0027**
	2	16.6309	16.6253	**0.0056**
	3	16.2176	16.2117	**0.0059**

****A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm^2 (total weight loss more than 0.0077 g for the standard 1 x 2 inch cadmium plated specimen) may cause undesirable corrosion effects to airplane equipment and/or airport equipment.***

("+" indicates weight gain)

Average weight change = 0.0047 g per panel (0.17 mg/cm^2)

Result: ***Informational**

3.2.9.4 Hydrogen Embrittlement: The diluted compound shall be non-embrittling, determined in accordance with ASTM F 519, Type 1a, 1c, or 2a.

Specimens: Four Type 1c, cadmium plated per MIL-STD-870.
Load: 45%, immersed for duration, 150 hours, temperature 23°C + 2°C.

Type 1c @ 5%: No failures occurred within 150 hours.
Type 1c @ 15%: No failures occurred within 150 hours.

Result Conforms

3.2.9.5 Stress-Corrosion Resistance: The diluted compound shall not cause cracks in AMS 4911 Titanium alloy, determined in accordance with ASTM F 945, Method A.

5 %: AMS 4911: No cracking evident
15 %: AMS 4911: No cracking evident

Result Conforms

3.2.9.5.1 Stress Corrosion Resistance: The diluted compound shall be tested in accordance with ASTM F 945, Method A using AMS 4916 specimens. The results obtained from AMS 4916 shall be reported for informational purposes only.

5 %: AMS 4916: No cracking evident
15 %: AMS 4916: Cracking evident

Result: Informational

3.2.10 Performance: The compound, used in accordance with manufacturer's recommendation, shall remove accumulated frozen deposits of frost and ice from aircraft maneuvering areas, such as airport aprons, runways and taxiways. The compound shall be tested in accordance with AIR6170 for ice melting effectiveness, with AIR6172 for ice undercutting effectiveness and with AIR6211 for ice penetration effectiveness. Acceptance criteria and method of test shall be agreed upon by purchaser and vendor

SAE AIR6170 (2012-01)

Ice Melting Test Method for Runways and Taxiways Deicing / Anti-icing Chemicals

See separate report for complete data results

As received (solid): ***ICE MELTING TEST RESULTS***

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**			
Test Temperature: -10°C (+14°F)			
Time (minute)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.0	3.1	0.6
10	5.0	3.7	0.7
30	5.0	5.2	1.0

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**			
Test Temperature: -2°C (+28°F)			
Time (minute)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.0	4.7	0.9
10	5.0	7.1	1.4
30	5.0	9.4	1.9

Client: Eiffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302

Dilution: Per specification
AMS 1431D

SAE AIR6170 (2012-01)

Ice Melting Test Method for Runways and Taxiways Deicing / Anti-icing Chemicals

See separate report for complete data results

25% w/w: ***ICE MELTING TEST RESULTS***

Runway Deicing/Anti-icing Chemical Identification: ECOWAY SF			
Test Temperature: **-10°C (+14°F)**			
Time (minute)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.0	1.3	0.3
10	5.0	1.4	0.3
30	5.0	1.4	0.3

Runway Deicing/Anti-icing Chemical Identification: ECOWAY SF			
Test Temperature: **-2°C (+28°F)**			
Time (minute)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.0	3.6	0.7
10	5.0	3.7	0.7
30	5.0	4.9	1.0

3.2.12 Performance (continued):

SAE AIR6172

Ice Undercutting Test Method for Runways and Taxiways Deicing/Anti-icing Chemicals

See separate report for complete data results

ICE UNDERCUTTING TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**		Test Temperature: **-10°C (+14°F)**		
Time (minute)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	4.4	15.2	7.1	8.1
10	4.6	16.6	7.1	9.5
30	4.7	17.3	7.1	10.2

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**		Test Temperature: **-2°C (+28°F)**		
Time (minute)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	7.5	44.2	7.1	37.1
10	8.2	52.8	7.1	45.7
30	9.1	65.0	7.1	57.9

3.2.1 Performance (continued):

SAE AIR6211

Ice Penetration test Method for Runways and Taxiways Deicing/Anti-icing Chemicals

See separate report for complete data results

ICE PENETRATION TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**	
Test Temperature **-10^{0}C (+14^{0}F)**:	
Time (minutes)	Penetration Depth (mm) Average
5	**1.0 mm**
10	**1.0 mm**
30	**1.5 mm**

3.2.11 Effect on Carbon-Brake Systems: The compound shall be tested for catalytic oxidation of carbon in accordance with AIR5567 and the results shall be reported as shown in section 4.2 of AIR5567. The results shall be reported for informational purposes only

Result [2]Not performed by SMI

[2] *This test is not performed by SMI.*

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Metz Tessy 74370
France

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product /Co.name change

Product: ECOWAY SF ***(received 15-Nov-2013)***
Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302

Dilution: 15% w/w

Testing in accordance with
SAE AIR6130
CADMIUM PLATE CYCLIC CORROSION TEST (2012-01)

Cadmium Plate Cyclic Corrosion Test

Initial pH of solution: 10.1 **Final pH of solution:** 9.2

	REPLICATE #	Weight (g)		
		Initial	Final	Weight change
PANEL WEIGHTS	1	16.6043	16.6016	0.0027
	2	16.6309	16.6253	0.0056
	3	16.2176	16.2117	0.0059

****A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm^2 (total weight loss more than 0.0077 g for the standard 1 x 2 inch cadmium plated specimen) may cause undesirable corrosion effects to airplane equipment and/or airport equipment.***

Average weight change = 0.0047 g per panel (0.17 mg/cm^2)

Result: ***Informational**

see page 5 for complete data tables

Cadmium Plate Cyclic Corrosion Test

AMS 1431 Compound, Solid Runway and Taxiway Deicing/Anti-Icing

AMS 1435 Fluid, Generic, Deicing/Anti-Icing Runways and Taxiways

3 Test Specimen Preparation

Substrate: 4130 Steel

Size: 1" x 2" x 0.04" x 0.040" (25.40 mm x 50.80 mm x 1.02 mm)

Finish: Cadmium plating in accordance with AMS QQ-P-416., Type I Class I, (0.0005"- 0.0008" inch plating per side).

There shall be no supplementary chromate treatment.

a. Three cadmium plated test specimens shall be used for each fluid to be tested

b. Sample of AMS1435 Runway Deicing Fluid shall be tested as received from the supplier.

c. Sample of AMS1431 Runway Deicing Solid Compound shall be tested in a diluted form – diluted with ASTM D 1193, Type IV, water to 15% by weight solids.

d. Procure soft flexible brushes for test (paintbrush type, 1.5 inches (3.8 cm) wide, with synthetic bristles approx 1.5 inches (3.8 cm) long

4 Environmental Exposure Preparation

Preset humidity chamber to 90 $\pm$ 5^{0}F and 30 $\pm$ 5% humidity. Affix plastic ties or other inert material as hangers (hangers shall be made from an inert material that will not react with the sample; plastic, plastic coated metals, monofilament fishing line or stainless steels are acceptable) in the chamber to hold specimens during the environmental exposure period.

5 Test Procedure

a. Measure and record pH of solution(s) to be tested (record to one decimal place).

b. Solvent clean cadmium plated specimens with acetone; wipe gently with an acetone-soaked wiper. Without allowing the acetone to evaporate, gently remove excess acetone with a dry wiper. Allow samples to dry for 10 minutes in a desiccator. Do not accelerate drying of samples with oven drying.

Note: Care should be taken not to touch the cleaned specimens with bare hands; use tweezers, clean gloves or equivalent tool.

c. Weigh and record initial specimen weight in grams. Record all weights throughout the test to the nearest 0.0001 gram. Return specimens to desiccator until Day 3.

Monday	Tuesday	Wednesday	Thursday	Friday
				Friday Start – Day 0

Day 3	Day 4	Day 5	Day 6	Day 7
Day 10	Day 11	Day 12	Day 13	Day 14

d. FRIDAY START - Fill glass containers with solution to be tested, one container for each coupon. Refer to 3b or 3c for solution being used (consider filling one extra container to have extra conditioned fluid available). Container shall be large enough so the solution completely covers the specimens. Cover the container with loose fitting cover and place filled container into the humidity chamber to environmentally condition the solution for a minimum of 24 ± 1 hours before the start of test, up to 72 ± 1 hours.

e. Day 3 – Remove the solution container from the humidity chamber and the specimens from the desiccator. Place specimens in container oriented such that the specimens are not resting flush against the bottom or side of the container. Place the container with cover back into the humidity chamber for 24 ± 1 hours.

f. Day 4 - After the 24 hour immersion in the solution, remove the specimens, but do not rinse them. Place them into the humidity chamber by hanging for 22.5 ± 0.5 hours. Hangers shall be made from an inert material that will not react with the sample (such as plastic, plastic coated metals and stainless steels are acceptable).

g. Day 5 /Day 10 /Day 12 – Remove the specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with the soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

Immediately after weighing the specimens, return them to their test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that they not resting flush against the bottom or side of the container. After 90 minutes, remove the specimens but do not rinse them. Place them in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

h. Day 6 /Day 11 /Day 13 - Return the specimen to the test solution container to soak for 90 ± 5 minutes in the humidity chamber. Specimens shall be oriented such that it is not resting flush against the bottom or side of the container. After 90 minutes, remove the specimen but do not rinse it. Replace it in the humidity chamber by hanging for 22.5 ± 0.5 hours, maintaining the specimen in the initial orientation throughout the cycle.

i. Day 7 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimens surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

SAE AIR6130, Cadmium Plate Cyclic Corrosion Test

Immediately after weighing the specimens, return them to their test solution container in the humidity chamber. Specimens shall be oriented such that they are not resting flush against the bottom or side of the container. Specimens shall be left in the test solution container in the humidity chamber from DAY 7 to DAY 10.

j. Day 14 – Remove specimens from the humidity chamber. Rinse the specimens with deionized water. Lightly brush (12 strokes per side) the specimen surface with a soft flexible brush while rinsing to remove loose corrosion products. Immerse samples into acetone for 10 seconds while agitating specimen. Allow samples to dry for 10 minutes in a desiccator. Weigh and record the specimen weights. Do not accelerate drying of samples with oven drying.

Note: If multiple solutions are being tested, use different brushes for each solution to avoid cross contamination.

k. Measure and record final pH of solution (record to one decimal place).

l. Report the initial weight of the specimen, the weight after each periodic weighing, and the final weight. Calculate and report the value of the cumulative weight lost from each specimen after each periodic weighing procedure.

Test Data:

pH at start of test: **10.1**
pH at end of test: **9.2**

	REPLICATE #	Weight (g)
INITIAL PANEL WEIGHTS	1	16.6043
	2	16.6309
	3	16.2176

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #1 PANEL WEIGHTS	1	----	16.6034	16.6033
	2	----	16.6299	16.6295
	3	----	16.2163	16.2159

	REPLICATE #	Weight (g)		
		Monday	Wednesday	Friday
WEEK #2 PANEL WEIGHTS	1	16.6013	16.6012	16.6016
	2	16.6251	16.6252	16.6253
	3	16.2114	16.2113	16.2117

Client: Eiffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: 15% w/w

SAE AIR6130, Cadmium Plate Cyclic Corrosion Test

TEST DATA (continued)

REPLICATE #1	INITIAL WEIGHT (grams)	WEEK 1 WED (grams)	WEEK 1 FRI (grams)	WEEK 2 MON (grams)	WEEK 2 WED (grams)	WEEK 2 FRI (grams)
	16.6043	16.6034	16.6033	16.6013	16.6012	16.6016
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0009	0.0010	0.0030	0.0031	**0.0027 (FINAL)**

REPLICATE #2	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.6309	16.6299	16.6295	16.6251	16.6252	16.6253
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0010	0.0014	0.0058	0.0057	**0.0056 (FINAL)**

REPLICATE #3	INITIAL WEIGHT	WEEK 1 WED	WEEK 1 FRI	WEEK 2 MON	WEEK 2 WED	WEEK 2 FRI (FINAL WEIGHT)
	16.2176	16.2163	16.2159	16.2114	16.2113	16.2117
CUMULATIVE WEIGHT CHANGE ("+" indicates weight gain)	--	0.0013	0.0017	0.0062	0.0063	**0.0059 (FINAL)**

SUMMARY:

	REPLICATE #	Weight Change (g)	Average Weight Change	
WEIGHT CHANGE	1	**0.0027**	**0.0047 g (0.17mg/cm^2)**	***Informational**
	2	**0.0056**		
	3	**0.0059**		

"A runway deicing fluid or solid compound tested in accordance with this document that exhibits a weight loss of more than 0.3 mg/cm^2 (total weight loss more than 0.0077 g for the standard 1 x 2 inch cadmium plated specimen) may cause undesirable corrosion effects to airplane equipment and/or airport equipment."

Respectfully Submitted,

Patricia D. Viani, SMI Inc.

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Park Nord, Les Pleiades
Metz Tessy 74370
France

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product /Co.name change

Product: ECOWAY SF ***(received 15-Nov-2013)***
Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302

Dilution: As received and 25% w/w

Testing in accordance with
SAE AIR6170
Ice Melting Test Method for Runways and Taxiways
Deicing/Anti-icing Chemicals (2012-01)

3.0 SUMMARY OF TEST METHOD:

3.1 The test utilizes a sheet of ice of uniform thickness frozen in a flat circular polystyrene petri dish. After equilibration to the desired temperature, a weighed quantity of the deicing chemical is distributed over the surface of the ice. At specified time intervals, generated brines are removed and the mass difference is calculated in order to obtain the mass of melted ice. Test temperatures shall be within 1°C (2°F) of the stated values and tests shall be performed within a freezer or cold chamber.

3.2 This test method provides a means to evaluate and compare the ice melting capabilities of ready-to-use runway deicing/anti-icing chemicals in liquid or solid form over limited, defined time intervals at specified temperatures.

Solid Runway Deicing/Anti-icing Chemical
The solid deicing/anti-icing chemical shall be tested in both "as is" and diluted forms (25% w/w solution)

3.6 Data Recording and Reporting

The amount of ice melted shall be recorded for each temperature for the time intervals of 5, 10 and 30 minutes and reported, for example see Table 1 (additional time intervals can be gathered upon request). The recorded value for each temperature/time observation shall be the average of the three tests. All data is measured in gram (g) and rounded to the nearest tenth of a gram (0.1 g).

The ice melting capacity is calculated and recorded. The unit is expressed in terms of "grams of ice melted per gram of deicing/anti-icing chemical applied". Present the graph of the amount of ice melted as a function of time.

Table 1 – ICE MELTING TEST RESULTS

As received:

Runway Deicing/Anti-icing Chemical Identification:
ECOWAY SF

Test Temperature: **-10°C (+14°F)**

Time (minute)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	3.61	5.0	3.1	0.6
	5.00	2.79			
	5.00	3.03			
10	5.00	4.46	5.0	3.7	0.7
	5.00	3.25			
	5.00	3.45			
30	5.00	5.36	5.0	5.2	1.0
	5.00	6.07			
	5.00	4.10			

As received:

Runway Deicing/Anti-icing Chemical Identification:
ECOWAY SF

Test Temperature: **-2°C (+28°F)**

Time (minute)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_c (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	5.19	5.0	4.7	0.9
	5.00	4.34			
	5.00	4.65			
10	5.00	7.07	5.0	7.1	1.4
	5.00	7.41			
	5.00	6.69			
30	5.00	9.34	5.0	9.4	1.9
	5.00	9.42			
	5.00	9.43			

Table 1 – ICE MELTING TEST RESULTS (continued)

25% w/w

Runway Deicing/Anti-Icing Chemical Identification: **ECOWAY SF**					
Test Temperature: **-10°C (+14°F)**					
Time (minute)	Mass of Deicing/Anti-Icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-Icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	1.00	5.0	1.3	0.3
	5.00	1.65			
	5.00	1.34			
10	5.00	1.40	5.0	1.4	0.3
	5.00	1.47			
	5.00	1.39			
30	5.00	1.36	5.0	1.4	0.3
	5.00	1.42			
	5.00	1.53			

25% w/w:

Runway Deicing/Anti-Icing Chemical Identification: **ECOWAY SF**					
Test Temperature: **-2°C (+28°F)**					
Time (minute)	Mass of Deicing/Anti-Icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-Icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity (m_{im}/m_d)
5	5.00	3.61	5.0	3.6	0.7
	5.00	3.57			
	5.00	3.51			
10	5.00	3.60	5.0	3.7	0.7
	5.00	3.48			
	5.00	3.92			
30	5.00	5.09	5.0	4.9	1.0
	5.00	5.13			
	5.00	4.57			

Client: Eiffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: As received and 25% w/w
SAE AIR6170, Ice Melting Test Method

(Reference results are included here for comparison purposes)

Table 1 – ICE MELTING TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification:
REFERENCE: POTASSIUM ACETATE, 50% w/w solution

Test Temperature: **-10°C (+14°F)**

Time (minute)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_c (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.00	4.9	5.0	4.8	1.0
	5.00	4.7			
	5.00	4.8			
10	5.00	5.2	5.0	5.2	1.0
	5.00	5.3			
	5.00	5.2			
30	5.00	7.3	5.0	7.0	1.4
	5.00	6.8			
	5.00	6.9			

Runway Deicing/Anti-icing Chemical Identification:
REFERENCE: POTASSIUM ACETATE, 50% w/w solution

Test Temperature: **-2°C (+28°F)**

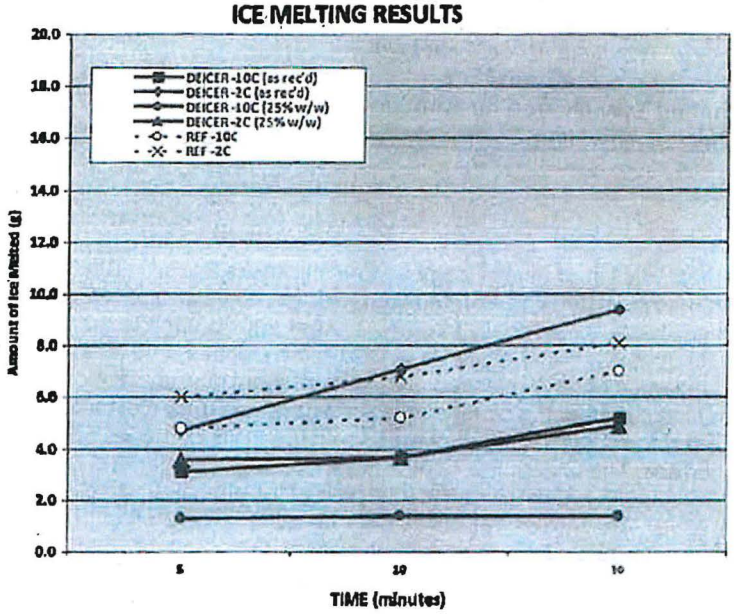
Time (minute)	Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mass of Ice Melted M_{im} (g)	Mean Mass of Deicing/Anti-icing Chemical applied m_d (g)	Mean Mass of Ice Melted M_{im} (g)	Ice Melting Capacity* (m_{im}/m_d)
5	5.00	5.8	5.0	6.0	1.2
	5.00	6.1			
	5.00	6.1			
10	5.00	7.7	5.0	6.8	1.4
	5.00	6.1			
	5.00	6.7			
30	5.00	9.2	5.0	8.1	1.6
	5.00	7.8			
	5.00	7.4			

Client: Eiffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: **As** received **and 25% w/w**
SAE AIR6170, Ice Melting Test Method

ICE MELTING RESULTS



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Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product /Co.name change

Product: ECOWAY SF ***(received 15-Nov-2013)***
Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302

Dilution: 25% w/w

Testing in accordance with
SAE AIR6172
Ice Undercutting Test Method for Runways and Taxiways
Deicing/Anti-Icing Chemicals (2012-02)

3. SUMMARY OF TEST METHOD

3.1 Introduction
The test utilizes small cylindrical cavities in a sheet of ice of uniform thickness frozen in a flat circular modified polystyrene Petri dish having an average standardized surface roughness of 120 grit (see Figure 1). The bottoms of the cavities are essentially free of ice. After equilibration to the desired temperature, a known volume of dyed deicing chemical is placed in the cavities, and undercutting commences (see figure 1). Undercutting is evidenced by the formation of essentially circular undercut patterns. At specified time intervals, the dimensions of the observed undercut patterns are measured. The undercut pattern reflects the net result of melting on the walls of the ice cavity and melting at the ice/substrate interface. The undercut is relatively thick near the center and relatively thin at the extremities. The undercut area is defined as the total area of the circular undercut pattern minus the area of the original cavity. Testing temperatures shall be within 1^0C (2^0F) of the stated values and tests shall be performed within a freezer or cold chamber.

3.2 Significance and Use
This test method provides a means to evaluate and compare the rate of ice undercutting capabilities of runway deicing/anti-icing chemicals in liquid or solid form at the ice/substrate interface over limited, defined time intervals at specified temperatures.

3.7 Data Recording and Reporting

Circular-shaped ice undercuttings, in millimeters, shall be recorded for each temperature for the time intervals of 5, 10 and 30 minutes and reported, for example see Table 1 (data for additional time intervals can be gathered upon request). All data is measured in millimeters (mm) within 0.1 mm. The recorded value for each temperature/time observation shall be the average of the five cavities where the measurement of each cavity is the two longest perpendicular axial dimensions (vertical and horizontal). The undercut area is defined as the total area of the circular undercut pattern minus the area of the original cavity. The ice undercutting is calculated according to equations (2)(3) and (4). Present the graph of the ice undercutting area $(mm)^2$ as a function of time.

The ice undercutting area for a given deicer is defined as: $IU=IU_e-A_s$

Where:
IU : Ice undercutting area for a given deicer (mm^2)
IU_e : Total area of circular undercut pattern at specified time interval (mm^2)
A_s : Initial area of original cavity (mm^2)

Table 1 – ICE UNDERCUTTING TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**				Test Temperature: **-10°C (+14°F)**		
Time (minute)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	3.9	4.4	15.2	7.1	8.1
	2	4.7				
	3	4.4				
	4	4.3				
	5	4.6				
10	1	4.8	4.6	16.6	7.1	9.5
	2	4.1				
	3	4.9				
	4	4.7				
	5	4.4				
30	1	5.2	4.7	17.3	7.1	10.2
	2	4.3				
	3	5.0				
	4	4.7				
	5	4.4				

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**				Test Temperature: **-2°C (+28°F)**		
Time (minute)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	7.7	7.5	44.2	7.1	37.1
	2	8.4				
	3	7.1				
	4	6.7				
	5	7.4				
10	1	7.9	8.2	52.8	7.1	45.7
	2	8.6				
	3	8.2				
	4	7.9				
	5	8.4				
30	1	8.6	9.1	65.0	7.1	57.9
	2	8.8				
	3	9.3				
	4	9.6				
	5	9.2				

Table 1 – ICE UNDERCUTTING TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**				Test Temperature: **-10°C (+14°F)**		
Time (minute)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	6.3	7.0	38.5	7.1	31.4
	2	6.7				
	3	7.1				
	4	7.4				
	5	7.5				
10	1	7.6	8.2	52.7	7.1	45.6
	2	7.9				
	3	8.5				
	4	8.5				
	5	8.5				
30	1	8.0	8.7	59.4	7.1	52.3
	2	8.8				
	3	8.8				
	4	8.9				
	5	9.0				

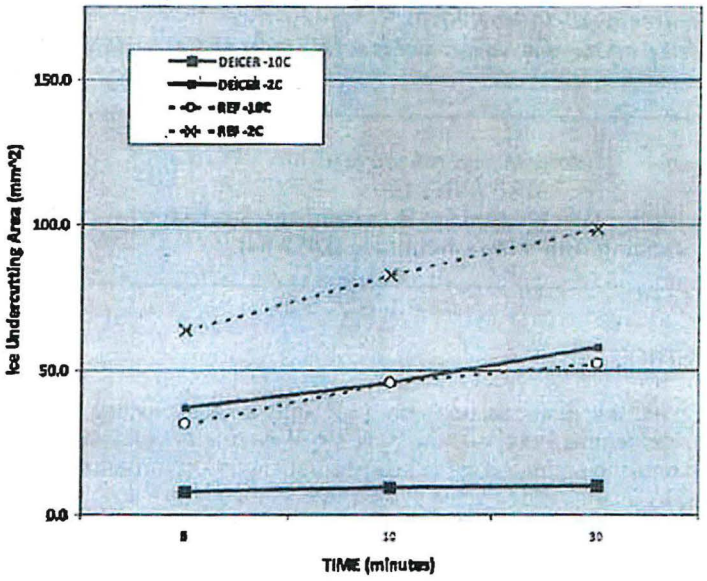
Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**				Test Temperature: **-2°C (+28°F)**		
Time (minute)	Cavity #	Undercut Cavity Diameter (mm)	Mean Undercut Cavity Diameter (mm)	Total Area IU_e (mm^2)	Area Original Cavity A_s (mm^2)	Ice Undercutting IU (mm^2)
5	1	9.1	9.5	70.8	7.1	63.7
	2	9.2				
	3	9.9				
	4	9.7				
	5	9.6				
10	1	10.6	10.7	89.9	7.1	82.8
	2	10.3				
	3	10.9				
	4	10.8				
	5	10.9				
30	1	11.4	11.6	105.6	7.1	98.5
	2	11.5				
	3	11.3				
	4	11.9				
	5	11.9				

Client: Elffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: 25% w/w
SAE AIR6172, Ice Undercutting Test Method

ICE UNDERCUTTING RESULTS



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Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product /Co.name change

Product: ECOWAY SF ***(received 15-Nov-2013)***
Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302

Dilution: 25% w/w

Testing in accordance with
SAE AIR6211
Ice Penetration Test Method for Runways and Taxiways Deicing/Anti-icing Chemicals (2012-04)

3. SUMMARY OF TEST METHOD

3.1 The test utilizes a Plexiglas® test plate having 5 mm (0.20 in) diameter cavities filled with ice. After equilibration to the desired temperature, a known volume of dyed-liquid runway deicing/anti-icing chemical is discharged onto the surface of ice cones and penetration commences (see Figure 1). Penetration is evidenced by an embedded scale in millimeters behind the Plexiglas® test plate. At specified time intervals, the length of penetration is measured. Testing temperatures shall be within 1°C (2°F) of the stated values and tests shall be performed within a freezer or cold chamber.

3.2 Significance and Use

This test method can be used to evaluate and compare the ice penetrating capabilities of runway deicing/anti-icing chemicals in liquid or solid form over a limited, defined time interval at specified temperatures.

3.7 Data Recording and Reporting

Penetration depths, in millimeters, shall be recorded at the test temperature for the time intervals of 5, 10 and 30 min and reported, for example see Table 1. All data is measured in millimeter (mm) and rounded to the nearest 0.5 mm. The recorded value for each temperature/time observation shall be the average of the four cavity depths. Present the graph of the ice penetration as a function of time.

Client: Eiffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: 25% w/w
SAE AIR6211, Ice Penetration Test Method

Table 1 – ICE PENETRATION TEST RESULTS

Runway Deicing/Anti-icing Chemical Identification: **ECOWAY SF**					
Test Temperature **-10°C (+14°F)**:					
Time (minutes)	Penetration Depth (mm)				
	Cavity #1	Cavity #2	Cavity #3	Cavity #4	Average
5	1.0 mm	1.0 mm	1.0 mm	1.0 mm	**1.0 mm**
10	1.0 mm	1.0 mm	1.0 mm	1.0 mm	**1.0 mm**
30	1.5 mm	1.5 mm	1.5 mm	1.5 mm	**1.5 mm**

Runway Deicing/Anti-icing Chemical Identification: **REFERENCE: POTASSIUM ACETATE, 50% w/w solution**					
Test Temperature : **-10°C (+14°F)**					
Time (minutes)	Penetration Depth (mm)				
	Cavity #1	Cavity #2	Cavity #3	Cavity #4	Average
5	2.5 mm	2.5 mm	2.0 mm	2.0 mm	**2.5 mm**
10	3.5 mm	3.5 mm	3.0 mm	3.0 mm	**3.5 mm**
30	4.0 mm	4.0 mm	3.5 mm	4.0 mm	**4.0 mm**

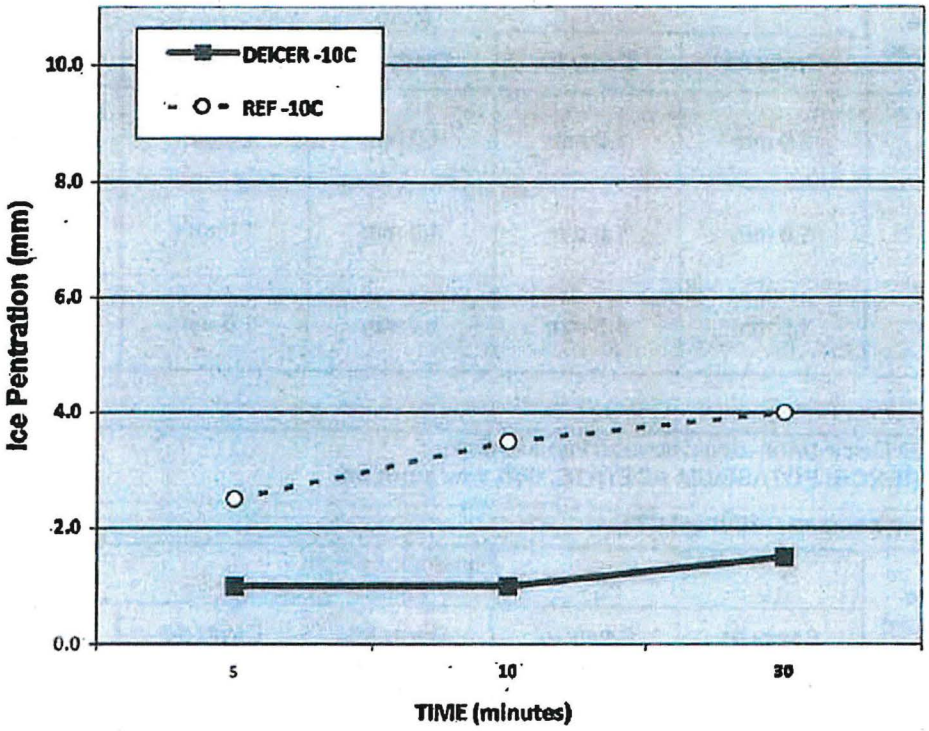
(ALL DATE ROUNDED TO THE NEAREST 0.5 mm)

Client: Eiffel Industry SARL
Product: **ECOWAY SF**

Date: 06-Feb-2014
SMI/REF: 1311-177$_R$
Report revised for product / Co. name change

Distributed in North America** Market **by: Nachurs Alpine Solutions, 421 Leader St, Marion, OH USA 43302
Dilution: 25% w/w
SAE AIR6211, Ice Penetration Test Method

ICE PENETRATION TEST RESULTS AT -10C



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Metz Tessy 74370
France

Date: 18-Nov-2014

SMI/REF: 1311-177$_{SSR}$

Product: **ECOWAY SF** ***(received 15-Nov-2013)***

Distributed in North America Market by: Nachurs Alpine Solutions, 421 Leader Street, Marion, OH USA 43302

Dilution: As received (solid)

Storage Stability in Accordance with **AMS 1431D**
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING

3.2.4 Storage Stability: The compound, when stored in a closed container for at least one year in accordance with ASTM F 1104 shall not deliquesce or otherwise deteriorate.

Result Conforms

Respectfully submitted,

Patricia D. Viani, SMI Inc.

Alpine RF-11 Material compatibility:

- **Recommended that equipment be cleaned and maintained both before and after the winter season to insure their integrity and minimize staining and potential deterioration. Treat your equipment like you would your own vehicle.**

- **Pumps:** Stainless steel is preferred. Plastic pumps are acceptable. While the corrosion inhibitor in the formula improves compatibility with brass, cast aluminum and cast iron, these materials should be avoided because of abrasion effects. Avoid pumps that contain zinc or galvanized parts.
- **Pipes**: Acceptable materials are stainless and carbon steel, polyethylene, polypropylene, PVC, polyvinylidene fluoride, butyl, and natural rubber. Minimize contact with zinc or galvanized metals.
- **Seals and gaskets:** Recommended materials are natural and butyl rubber, ethylene propylene rubber, and isoprene. Materials to avoid are any type of silicon rubber, styrene butadiene, polyurethane, polyacrylate, fluorosilicate, and fluorocarbon rubbers and butadiene.

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Nasi-SF Application Guidelines:

For Anti-icing – Prior to onset of precip: generally start with 4.5 to 9 lbs / 1000 square feet.
For Deicing - Generally, in light snow/ice conditions: start with 5 lbs / 1000 square feet.
Disclaimer- The efficiency will depend on many elements such as local conditions, humidity, dew point, staff training/experience, and type of precip (freezing rain, sleet, snow, mixture).

Recommended Application rates **in pounds per 1000 square feet of pavement**

De-icing situation	Ambient temperature 20 to 32 degrees F	Ambient temperature 10 to 20 degrees F	Ambient temperature 0 to 10 degrees F
Packed snow, ½" to 1"	4 to 5.5	5.5 to 7	7 to 8.4
Packed snow, Less than ½"	1.4 to 3	3 to 4.6	4.6 to 6.1
Black ice, <1/10"	4.5 to 6.1	6.1 to 7.7	7.7 to 9.2

DISCLAIMER: The information contained herein is offered only as a guide to the handling of this specific material and has been prepared in good faith by technically knowledgeable persons. It is not intended to be all inclusive and the manner and conditions of use and handling may involve other and additional considerations. No warranty of any kind is given or implied and Nasheen Alpine Solutions will not be liable for any damages, losses, injuries or consequential damages which may result from the use or reliance on any information contained herein. NASi is a trademark of Nasheen Alpine Solutions. CONFIDENTIAL

NASi Transportation & Mining

Alpine RF-11

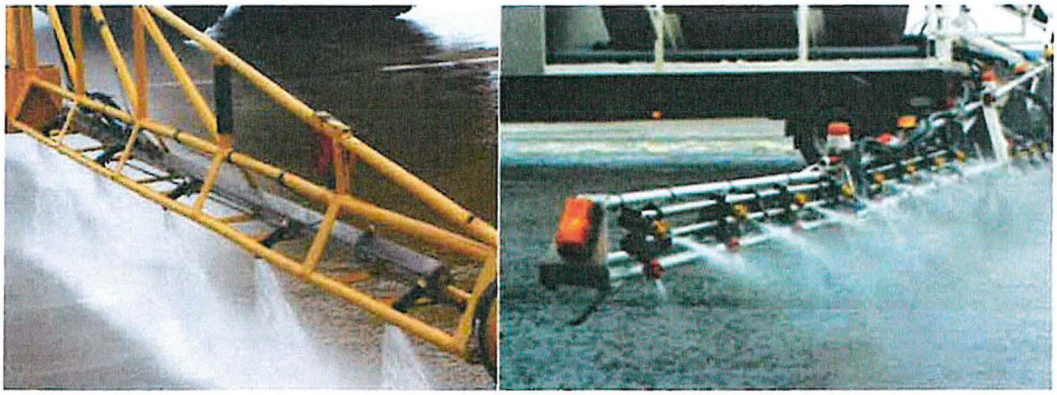
Application Guidelines by pavement temperature:

Disclaimer- The efficiency will depend on many elements such as local conditions, humidity, dew point, staff training/experience, and type of precip (freezing rain, sleet, snow, mixture).

ICE THICKNESS	PAVEMENT TEMPERATURE		
	30°F	25°F	20°F
Less than 0.032 in.	0.9	1.2	1.8
0.032 in. to 0.125 in.	1.2	1.8	3.0
0.125 in. to 0.250 in.	1.8	2.7	6.0

Rates are in GALLONS per THOUSAND SQUARE FEET pavement.

SPRAY PATTERN EXAMPLES



Alpine RF-11

Safety Data Sheet

According To Federal Register / Vol. 77, No. 58 / Monday, March 26, 2012 / Rules And Regulations And According To The Hazardous Products Regulation (February 11, 2015).

Date of Issue: 12/06/2021 Version: 1.0

SECTION 1: IDENTIFICATION

1.1. Product Identifier

Product Form: Mixture

Product Name: Alpine RF-11

Product Number: I000093, I000115, I000119

1.2. Intended Use of the Product

Deicer

1.3. Name, Address, and Telephone of the Responsible Party

Company
Nachurs Alpine Solutions
421 Leader St.
Marion, OH 43302
740-382-5701

Company
Nachurs Alpine Solutions
30 Neville Street
New Hamburg, ON N3A 4G7 CANADA
1-519-662-2352

1.4. Emergency Telephone Number

Emergency Number : CHEMTREC: 1-800-424-9300
CANUTEC: 1-613-996-6666 (CANADA)
QM: 1-887-387-7745 (CANADA)

SECTION 2: HAZARDS IDENTIFICATION

2.1. Classification of the Substance or Mixture

GHS-US/CA Classification

Not classified

2.2. Label Elements

GHS-US/CA Labeling

No labeling applicable according to 29 CFR 1910.1200 and the Hazardous Products Regulations (HPR) SOR/2015-17.

2.3. Other Hazards

Exposure may aggravate pre-existing eye, skin, or respiratory conditions.

2.4. Unknown Acute Toxicity (GHS-US/CA)

No additional information available

SECTION 3: COMPOSITION/INFORMATION ON INGREDIENTS

3.1. Substance

Not applicable

3.2. Mixture

Within the meaning of the OSHA Hazard Communication Standard [29 CFR 1910.1200] and Canada's Hazardous Products Regulations [SOR/2015-17]: the ingredients of this mixture are not required to be disclosed.

SECTION 4: FIRST AID MEASURES

4.1. Description of First-aid Measures

General: Never give anything by mouth to an unconscious person. If you feel unwell, seek medical advice (show the label where possible).

Inhalation: When symptoms occur: go into open air and ventilate suspected area. Obtain medical attention if breathing difficulty persists.

Skin Contact: Remove contaminated clothing. Drench affected area with water for at least 5 minutes. Obtain medical attention if irritation develops or persists.

Eye Contact: Rinse cautiously with water for at least 5 minutes. Remove contact lenses, if present and easy to do. Continue rinsing. Obtain medical attention if irritation develops or persists.

Ingestion: Rinse mouth. Do NOT induce vomiting. Obtain medical attention.

4.2. Most Important Symptoms and Effects Both Acute and Delayed

General: Not expected to present a significant hazard under anticipated conditions of normal use.

Inhalation: Prolonged exposure may cause irritation.

Skin Contact: Prolonged exposure may cause skin irritation.
Eye Contact: May cause slight irritation to eyes.
Ingestion: Ingestion may cause adverse effects.
Chronic Symptoms: None expected under normal conditions of use.

4.3. Indication of Any Immediate Medical Attention and Special Treatment Needed

If exposed or concerned, get medical advice and attention. If medical advice is needed, have product container or label at hand.

SECTION 5: FIRE-FIGHTING MEASURES

5.1. Extinguishing Media

Suitable Extinguishing Media: Water spray, fog, carbon dioxide (CO_2), alcohol-resistant foam, or dry chemical.
Unsuitable Extinguishing Media: Do not use a heavy water stream. Use of heavy stream of water may spread fire.

5.2. Special Hazards Arising From the Substance or Mixture

Fire Hazard: Not considered flammable but may burn at high temperatures.
Explosion Hazard: Product is not explosive.
Reactivity: Hazardous reactions will not occur under normal conditions.

5.3. Advice for Firefighters

Precautionary Measures Fire: Exercise caution when fighting any chemical fire.
Firefighting Instructions: Use water spray or fog for cooling exposed containers.
Protection During Firefighting: Do not enter fire area without proper protective equipment, including respiratory protection.
Hazardous Combustion Products: Carbon oxides (CO, CO_2). Potassium oxides. Sodium oxides.

5.4. Reference to Other Sections

Refer to Section 9 for flammability properties.

SECTION 6: ACCIDENTAL RELEASE MEASURES

6.1. Personal Precautions, Protective Equipment and Emergency Procedures

General Measures: Avoid prolonged contact with eyes, skin and clothing. Avoid breathing (vapor, mist, spray).

6.1.1. For Non-Emergency Personnel

Protective Equipment: Use appropriate personal protective equipment (PPE).
Emergency Procedures: Evacuate unnecessary personnel.

6.1.2. For Emergency Personnel

Protective Equipment: Equip cleanup crew with proper protection.
Emergency Procedures: Upon arrival at the scene, a first responder is expected to recognize the presence of dangerous goods, protect oneself and the public, secure the area, and call for the assistance of trained personnel as soon as conditions permit.
Ventilate area.

6.2. Environmental Precautions

Prevent entry to sewers and public waters.

6.3. Methods and Materials for Containment and Cleaning Up

For Containment: Contain any spills with dikes or absorbents to prevent migration and entry into sewers or streams.
Methods for Cleaning Up: Clean up spills immediately and dispose of waste safely. Transfer spilled material to a suitable container for disposal. Contact competent authorities after a spill.

6.4. Reference to Other Sections

See Section 8 for exposure controls and personal protection and Section 13 for disposal considerations.

SECTION 7: HANDLING AND STORAGE

7.1. Precautions for Safe Handling

Precautions for Safe Handling: Wash hands and other exposed areas with mild soap and water before eating, drinking or smoking and when leaving work. Avoid prolonged contact with eyes, skin and clothing. Avoid breathing vapors, mist, spray.
Hygiene Measures: Handle in accordance with good industrial hygiene and safety procedures.

7.2. Conditions for Safe Storage, Including Any Incompatibilities

Technical Measures: Comply with applicable regulations.
Storage Conditions: Keep container closed when not in use. Store in a dry, cool place. Keep/Store away from direct sunlight, extremely high or low temperatures and incompatible materials.
Incompatible Materials: Strong acids, strong bases, strong oxidizers.

7.3. Specific End Use(s)

Deicer

SECTION 8: EXPOSURE CONTROLS/PERSONAL PROTECTION

8.1. Control Parameters

For substances listed in section 3 that are not listed here, there are no established exposure limits from the manufacturer, supplier, importer, or the appropriate advisory agency including: ACGIH (TLV), AIHA (WEEL), NIOSH (REL), OSHA (PEL), or Canadian provincial governments.

8.2. Exposure Controls

Appropriate Engineering Controls: Suitable eye/body wash equipment should be available in the vicinity of any potential exposure. Ensure adequate ventilation, especially in confined areas. Ensure all national/local regulations are observed.
Personal Protective Equipment: Gloves. Protective clothing. Protective goggles.

Materials for Protective Clothing: Chemically resistant materials and fabrics.
Hand Protection: Wear protective gloves.
Eye and Face Protection: Chemical safety goggles.
Skin and Body Protection: Wear suitable protective clothing.
Respiratory Protection: If exposure limits are exceeded or irritation is experienced, approved respiratory protection should be worn. In case of inadequate ventilation, oxygen deficient atmosphere, or where exposure levels are not known wear approved respiratory protection.
Other Information: When using, do not eat, drink or smoke.

SECTION 9: PHYSICAL AND CHEMICAL PROPERTIES

9.1. Information on Basic Physical and Chemical Properties

Physical State	:	Liquid
Appearance	:	Blue
Odor	:	Characteristic slight acetic
Odor Threshold	:	No data available
pH	:	9.5 – 10.5
Evaporation Rate	:	No data available
Melting Point	:	No data available
Freezing Point	:	No data available
Boiling Point	:	No data available
Flash Point	:	> 100 °C (>212 °F)
Auto-ignition Temperature	:	No data available
Decomposition Temperature	:	No data available
Flammability (solid, gas)	:	Not applicable
Lower Flammable Limit	:	No data available
Upper Flammable Limit	:	No data available
Vapor Pressure	:	No data available
Relative Vapor Density at 20°C	:	No data available
Relative Density	:	No data available
Density	:	10.58 – 10.83 lb/gal
Specific Gravity	:	1.27 - 1.3
Solubility	:	Complete.
Partition Coefficient: N-Octanol/Water	:	No data available
Viscosity	:	Similar to water

SECTION 10: STABILITY AND REACTIVITY

10.1. Reactivity:

Hazardous reactions will not occur under normal conditions.

10.2. Chemical Stability:

Stable under recommended handling and storage conditions (see section 7).

10.3. Possibility of Hazardous Reactions:

Hazardous polymerization will not occur.

10.4. Conditions to Avoid:

Direct sunlight, extremely high or low temperatures, and incompatible materials.

10.5. Incompatible Materials:

Strong acids, strong bases, strong oxidizers.

10.6. Hazardous Decomposition Products:

Not expected to decompose under ambient conditions.

SECTION 11: TOXICOLOGICAL INFORMATION

11.1. Information on Toxicological Effects - Product

Acute Toxicity (Oral): Not classified
Acute Toxicity (Dermal): Not classified
Acute Toxicity (Inhalation): Not classified
LD50 and LC50 Data:
No additional information available
Skin Corrosion/Irritation: Not classified
pH: 9.5 – 10.5
Eye Damage/Irritation: Not classified
pH: 9.5 – 10.5
Respiratory or Skin Sensitization: Not classified
Germ Cell Mutagenicity: Not classified
Carcinogenicity: Not classified
Specific Target Organ Toxicity (Repeated Exposure): Not classified
Reproductive Toxicity: Not classified
Specific Target Organ Toxicity (Single Exposure): Not classified
Aspiration Hazard: Not classified
Symptoms/Injuries After Inhalation: Prolonged exposure may cause irritation.
Symptoms/Injuries After Skin Contact: Prolonged exposure may cause skin irritation.
Symptoms/Injuries After Eye Contact: May cause slight irritation to eyes.
Symptoms/Injuries After Ingestion: Ingestion may cause adverse effects.
Chronic Symptoms: None expected under normal conditions of use.

11.2. Information on Toxicological Effects - Ingredient(s)

LD50 and LC50 Data:

SECTION 12: ECOLOGICAL INFORMATION

12.1. Toxicity

Ecology - General: Not classified.

12.2. Persistence and Degradability

Alpine RF-11	
Persistence and Degradability	Not established.

12.3. Bioaccumulative Potential

Alpine RF-11	
Bioaccumulative Potential	Not established.

12.4. Mobility in Soil

No additional information available

12.5. Other Adverse Effects

Other Information: Avoid release to the environment.

SECTION 13: DISPOSAL CONSIDERATIONS

13.1. Waste treatment methods

Waste Disposal Recommendations: Dispose of contents/container in accordance with local, regional, national, territorial, provincial, and international regulations.
Ecology - Waste Materials: Avoid release to the environment.

SECTION 14: TRANSPORT INFORMATION

The shipping description(s) stated herein were prepared in accordance with certain assumptions at the time the SDS was authored, and can vary based on a number of variables that may or may not have been known at the time the SDS was issued.

14.1. In Accordance with DOT

Not regulated for transport

14.2. In Accordance with IMDG

Not regulated for transport

14.3. In Accordance with IATA

Not regulated for transport

14.4. In Accordance with TDG

Not regulated for transport

SECTION 15: REGULATORY INFORMATION

15.1. US Federal Regulations

Neither this product nor its chemical components appear on any US federal lists, or its chemical components are not required to be disclosed.

15.2. US State Regulations

Neither this product nor its chemical components appear on any US State lists, or its chemical components are not required to be disclosed.

15.3. Canadian Regulations

This product or its components are not listed on the Canadian Domestic Substances List (DSL) or the Non-Domestic Substances List (NDSL), or are not required to be disclosed.

SECTION 16: OTHER INFORMATION, INCLUDING DATE OF PREPARATION OR LAST REVISION

Date of Preparation or Latest Revision	:	12/06/2021
Other Information	:	This document has been prepared in accordance with the SDS requirements of the OSHA Hazard Communication Standard 29 CFR 1910.1200 and Canada's Hazardous Products Regulations (HPR) SOR/2015-17.

This information is based on our current knowledge and is intended to describe the product for the purposes of health, safety and environmental requirements only. It should not therefore be construed as guaranteeing any specific property of the product.

NA GHS SDS 2015 (Can, US)

14.1. In Accordance with DOT

Not regulated for transport

14.2. In Accordance with IMDG

Not regulated for transport

14.3. In Accordance with IATA

Not regulated for transport

14.4. In Accordance with TDG

Not regulated for transport

15.1. US Federal Regulations

Neither this product nor its chemical components appear on any US Federal lists, or its chemical components are not required to be disclosed.

15.2. US State Regulations

Neither this product nor its chemical components appear on any US State lists or its chemical components are not required to be disclosed.

15.3. Canadian Regulations

This product or its components are not listed on the Canadian Domestic Substances List (DSL) or the Non-Domestic Substances List (NDSL), or are not required to be disclosed.

Date of the preparation or latest revision: 12/__/2024

Other information: This document has been prepared in accordance with the SDS requirements of the OSHA Hazard Communication Standard 29 CFR 1910.1200 and Canada's Hazardous Products Regulations (HPR) SOR/2015-17.

SAFETY DATA SHEET

Product #: See Section 1

Name of Product:
NASi SF

New Issue: May 27, 2016

SECTION 1: PRODUCT AND COMPANY IDENTIFICATION

PRODUCT NAME:	***NASi SF***
SYNONYMS:	Formic acid sodium salt
PRODUCT CODES:	
COMPANY IDENTIFICATION:	NACHURS ALPINE SOLUTIONS
CORPORATE ADDRESS:	421 Leader Street, Marion, OH43302, United States
PHONE:	800-622-4877 (USA) 800-265-2268 (CANADA)
EMERGENCY PHONE:	United States: Chemtrec: 800-424-9300 (CCN 15189)
	Canada: CANUTEC: 1-613-996-6666 I TECH: 1-877-324-4402
CHEMICAL NAME:	Sodium Formate
CHEMICAL FAMILY:	Formic Acid, Sodium Salt
CHEMICAL FORMULA:	HCOONa
PRODUCT USE:	Solid Deicer

SECTION 2: HAZARDS IDENTIFICATION

GHS ELEMENTS:

Hazard Classification:	Skin Irritation (Category 3). Eye Irritation (Category 2B). Acute Toxicity – Inhalation (Category 5).
Pictogram:	None Required.
Signal Word:	Warning
Hazard Statements:	Causes mild skin irritation. Causes eye irritation. May be harmful if inhaled.
Precautionary Statements:	Use only outdoors or in a well ventilated area. Avoid breathing dust. Wash skin throughly after handling. Wear protective gloves, clothing, eye and face protection. If swallowed, rinse mouth. Do NOT induce vomiting. If on hair or skin, remove all contaminated clothing and rinse skin with water. If inhaled, remove victim to fresh air and keep at rest in a position comfortable for breathing. If in eyes, rinse carefully with water for several minutes. Remove contactlenses, if able and continue rinsing. Immediately call a poison center or doctor/physician. See First Aid instruction for specific treatment. If skin irritation occurs, get medical attention. If eye irritation persists, get medical attention. If you feel unwell, call a poison center or doctor/physician. Wash contaminated clothing before reuse. Absorb spillage to prevent material damage.

POTENTIAL HEALTH EFFECTS

EYES:	May cause irritation.
SKIN:	May cause irritation.
INGESTION:	May cause irritation.
INHALATION:	May cause irritation. Do not inhale dust.
ACUTE HEALTH HAZARDS:	N/A
CHRONIC HEALTH HAZARDS:	N/A

MEDICAL CONDITIONS GENERALLY AGGRAVATED BY EXPOSURE: N/A

CARCINOGENICITY:

OSHA:	N/A
ACGIH:	N/A
NTP:	N/A
IARC:	N/A
OTHER:	N/A

SECTION 2 NOTES: Human health effects of overexposure may cause skin or eye irritation or skin rash, tearing, or blurring of vision.

SECTION 3: COMPOSITION/INFORMATION ON INGREDIENTS

INGREDIENT:	Sodium Formate	>98%	CAS# 141-53-7
	Corrosion Inhibitor	<2.0%	Proprietary

SARA 313 REPORTABLE: N/A

OSHA PEL-TWA:	N/A
OSHA PEL STEL:	N/A
OSHA PEL CEILING:	N/A
ACGIH TLV-TWA:	N/A
ACGIH TLV STEL:	N/A
ACGIH TLV CEILING:	N/A

SECTION 4: FIRST AID MEASURES

EYES: Flush with water immediately and thoroughly for 15 minutes. If irritation persists, seek medical attention.

SKIN: May be harmful if absorbed through skin. May cause skin irritation. Wash thoroughly with soap and water. If irritation persists, seek medical attention.

INGESTION: No specific intervention is indicated as compound is not likely to be hazardous by ingestion. Consult a physician if necessary.

INHALATION: May be harmful if inhaled. May cause respiratory tract irritation. If inhaled, remove to fresh air. If not breathing, give artificial respiration. If breathing is difficult, give oxygen. Call a physician.

NOTES TO PHYSICIANS OR FIRST AID PROVIDERS: N/A

SECTION 5: FIRE-FIGHTING MEASURES

FLAMMABILITY: Not flammable.

FLAMMABLE LIMITS IN AIR: (% BY VOLUME) UPPER: N/A LOWER: N/A

FLASH POINT: >200°F (93°C)

METHOD USED: Tagged closed cup.

AUTOIGNITION TEMPERATURE: N/A

NFPA HAZARD CLASSIFICATION:

HEALTH:	1
FLAMMABILITY:	0
REACTIVITY:	0

OTHER: 0

HMIS HAZARD CLASSIFICATION
HEALTH: 1
FLAMMABILITY: 0
REACTIVITY: 0
PROTECTION: B

EXTINGUISHING MEDIA: Use water spray, alcohol-resistant foam, dry chemical or carbon dioxide.

SPECIAL FIRE FIGHTING PROCEDURES: Use self-contained breathing apparatus and full protective clothing.

UNUSUAL FIRE AND EXPLOSION HAZARDS: None.

HAZARDOUS DECOMPOSITION PRODUCTS: Carbon oxides, Sodium/sodium oxides

SECTION 6: ACCIDENTAL RELEASE MEASURES

ACCIDENTAL RELEASE MEASURES: Before handling any spills, always observe the safety precautions described in Section 8. Spills can be removed in the dry form with suitable equipment or flushed away with large quantities of water.

SECTION 7: HANDLING AND STORAGE

HANDLING AND STORAGE: Hygroscopic. Store in a cool dry, well-ventilated area in tightly closed containers. Keep away from acids.

OTHER PRECAUTIONS: N/A

SECTION 8: EXPOSURE CONTROLS/PERSONAL PROTECTION

ENGINEERING CONTROLS: Keep container tightly closed and protect from moisture. Use ventilation that is adequate to keep employee exposure to airborne dust limited.

VENTILATION: Use ventilation that is adequate to keep employee exposure to airborne dust limited. A dust mask is recommended when handling large quantities in small confined non-ventilated area.

RESPIRATORY PROTECTION: Respiratory protection is not required under normal circumstances. If material is misted, use appropriate NIOSH approved respirator of self-contained breathing apparatus.

EYE PROTECTION: Coverall Chemical splash goggles and full face shield.

SKIN PROTECTION: Rubber or plastic gloves.

OTHER PROTECTIVE CLOTHING OR EQUIPMENT: N/A

WORK HYGIENIC PRACTICES: Always follow good safety and industrial hygienic practices.

EXPOSURE GUIDELINES: See section 2.

SECTION 9: PHYSICAL AND CHEMICAL PROPERTIES

APPEARANCE: white granules

ODOR: slight specific odor.

ODOR THRESHOLD: No data available.

PHYSICAL STATE: Solid/crystalline granular

pH: 10.0-12.0 (10% solution)

BOILING POINT:		
	F°:	Unknown
	C°:	Unknown
MELTING POINT:		
	F°:	>608
	C°:	>320
FREEZING POINT:		
	F°:	N/A
	C°:	N/A
FLASH POINT:		
	F°:	>200
	C°:	>93
METHOD USED:	Tagged Closed Cup	
EVAPORATION RATE:	N/A	
FLAMABILITY:	Not flammable.	
FLAMMABLE LIMITS IN AIR: (% BY VOLUME)	UPPER: N/A LOWER: N/A	
VAPOR PRESSURE (mmHg):	N/A	
SPECIFIC GRAVITY (kg/m³):	900-950	
VAPOR DENSITY (AIR = 1):	N/A	
DENSITY @ 20°C	0.9-1.0 kg/l	
SOLUBILITY IN WATER:	soluble (>3.75 lbs./gal.)	
PARTITION COEFFICIENT:	n-octanol/water – N/A	
PERCENT SOLIDS BY WEIGHT:	>98	
PERCENT VOLATILE:	N/A	
VOLATILE ORGANIC COMPOUNDS (VOC):	N/A	
AUTOIGNITION TEMPERATURE:	N/A	
THERMON DECOMPOSITIONS:	N/A	
MOLECULAR WEIGHT:	174.2	

SECTION 10: STABILITY AND REACTIVITY

	STABLE	UNSTABLE
STABILITY:	x	

CONDITIONS TO AVOID (STABILITY):	Prevent contamination with other chemicals
INCOMPATIBILITY (MATERIAL TO AVOID):	Contact with acids
HAZARDOUS DECOMPOSITION OR BY-PRODUCTS:	Thermal decomposition may generate

carbon monoxide and carbon dioxide.

HAZARDOUS POLYMERIZATION: Will not occur.

CONDITIONS TO AVOID (POLYMERIZATION): N/A

SECTION 11: TOXICOLOGICAL INFORMATION

TOXICOLOGICAL INFORMATION: Acute oral toxicity LD50: >2000 mg/kg (rats).IE
Acute inhalation toxicity LC50: >680 mg/m³ (dust, rats, 4 hrs.).
LC0: >680 mg/m³ (dust, rats, 4 hrs). No mortality during 14 day observation.
Skin irritation: nonirritant (Rabbits).
Eye irritation: nonirritant (Rabbits).

SECTION 12: ECOLOGICAL INFORMATION

ECOLOGICAL INFORMATION: Biological elimination: >90% (Static test, 7 days) DIN 38 412-L25) Toxicity to bacteria ECo:> 10000 (OECD 209, after 3 hours)
Chemical oxygen demand COD: - 211 mg oxygen/g. (DIN 38409-H41) Daphnia acute toxicity ECo: 3.3 g/l (24h); 3.2 g/l (48h)
EC50: 4.8 g/l (24h); 4.4 g/l (48h)
Fish Toxicity LC50:.1000 mg/l (96 h, Zebra fish, OECD 203)

SECTION 13: DISPOSAL CONSIDERATIONS

WASTE DISPOSAL METHOD: Reclaim and reuse as much as possible. Dispose in accordance with all federal, state, and local regulations.

RCRA HAZARD CLASS: N/A

SECTION 14: TRANSPORT INFORMATION

U.S. DEPARTMENT OF TRANSPORTATION:
PROPER SHIPPING NAME: NASi SF (Sodium Formate)
HAZARD CLASS: N/A
ID NUMBER: N/A
PACKING GROUP: N/A
LABEL STATEMENT: N/A

WATER TRANSPORTATION:
PROPER SHIPPING NAME: NASi SF (Sodium Formate)
HAZARD CLASS: N/A
ID NUMBER: N/A
PACKING GROUP: N/A
LABEL STATEMENTS: N/A

AIR TRANSPORTATION:
PROPER SHIPPING NAME: NASi SF (Sodium Formate)
HAZARD CLASS: N/A
ID NUMBER: N/A
PACKING GROUP: N/A
LABEL STATEMENTS: N/A

SECTION 15: REGULATORY INFORMATION

U.S. FEDERAL REGULATIONS:
TSCA (TOXIC SUBSTANCE CONTROL ACT): Yes

CERCLA (COMPREHENSIVE RESPONSE COMPENSATION, AND LIABILITY ACT): No

SARA TITLE III (SUPERFUND AMENDMENTS AND REAUTHORIZATION ACT):	N/A
311/312 HAZARD CATEGORIES:	N/A
313 REPORTABLE INGREDIENTS:	N/A

SECTION 16: OTHER INFORMATION

PREPARATION INFORMATION: ***Technical Services***

DISCLAIMER: The information contained herein is offered only as a guide to the handling of this specific material and has been prepared in good faith by technically knowledgeable personnel. It is not intended to be all-inclusive and the manner and conditions of use and handling may involve other and additional considerations. No warranty of any kind is given or implied and NACHURS ALPINE SOLUTIONS will not be liable for any damages, losses, injuries or consequential damages which may result from the use or reliance on any information contained herein.

"NASi" is a trademark of Nachurs Alpine Solutions Corp.

New Issue: 27 May 2016

EXHIBIT C-1: SPECIFICATIONS

A. Product(s) Requested

This request for bid is requesting pricing on four (4) types of product.

Bid Item # 1. Sodium Acetate

Bid Item #2. Sodium Formate

Bid Item #3. Sodium Formate / Acetate Blend

Bid Item #4. Potassium Acetate Base Fluid (Liquid Deicer)

All products will be purchased on *an as needed bases*. The deicers will be used on airfield runways, taxiways and ramps.

The Airport Authority reserves the right to award each item separately.

All products must conform to the Federal Aviation Administration, Aircraft Manufacturer and Environmental approved AMS 1431.

Products must conform to all specifications listed in SAE AMS 1431 tested by an independent third party laboratory. Material Safety Data sheets and technical product data sheets must be included with bid submittals.

Each bid must include a sample of the product being bid for testing by an Airport Representative as part of the evaluation process. No Substitutions or other standards allowed.

Listed below are the minimum requirements for each product separately. These specifications are intended to govern, in general, the size and type of deicer desired. Please check "yes" or "no" if you can meet these specifications.

Failure to comply with any and/or all of the above items shall be cause for rejection of the bid submittal.

All delivery and freight charges (FOB Albany County Airport Authority designated location) are to be included in the bid price.

Awarded vendor(s) must provide a 24 hour, 7 day a week emergency contact name and telephone number.

Delivery must be guaranteed to be delivered within forty eight (48) hours after order is placed for both the liquid and solid deicers. This includes orders placed on holidays and weekends.

The Authority reserves the right to award to the bidder which it determines best suits the need of the Airport. The Authority reserves the right to award each product separately. Vendors can choose to bid either product or both products.

BID ITEM #1
SODIUM ACETATE: Solid Pellets

NO BID

1. **The product is FAA-approved and meets the latest version of SAE-AMS 1431B.**

   □ YES □ NO

2. **The vendor shall provide a copy of independent laboratory certification of the product to the latest AMS 1431B. Certification shall be dated within twenty-four months of vendor bid submittal.**

   □ YES □ NO

3. **The vendor shall provide comprehensive on-site training to Airport Authority representative(s) for each shift, at no additional cost to the Airport Authority.**

   □ YES □ NO

4. **The vendor shall provide the names of five (5) clients to whom it has supplied the product during the past two years.**

   □ YES □ NO

5. **Vendor will be required to provide a certified laboratory analysis for product conformance to bid specifications for each delivery. Certification shall be dated within twenty-four (24) months of vendor bid submittal.**

   □ YES □ NO

6. **The Bidder shall provide and include the product's biological oxygen demand (BOD) and toxicity along any other environmental test results with its bid.**

   □ YES □ NO

BID ITEM # 32
SODUM FORMATE/ Solid Pellets

1. **The product is FAA-approved and meets the latest version of SAE-AMS 1431B.**

   ☑ YES ☐ NO Actually, latest version is 1431E.

2. **The vendor shall provide a copy of independent laboratory certification of the product to the latest AMS 1431B. Certification shall be dated within twenty-four months of vendor bid submittal.**

   ☑ YES ☐ NO

3. **The vendor shall provide comprehensive on-site training to Airport Authority representative(s) for each shift, at no additional cost to the Airport Authority.**

   ☑ YES ☐ NO

4. **The vendor shall provide the names of five (5) clients to whom it has supplied the product during the past two years.**

   ☑ YES ☐ NO

5. **Vendor will be required to provide a certified laboratory analysis for product conformance to bid specifications for each delivery. Certification shall be dated within twenty-four (24) months of vendor bid submittal.**

   ☑ YES ☐ NO

6. **The Bidder shall provide and include the product's biological oxygen demand (BOD) and toxicity along any other environmental test results with its bid.**

   ☑ YES ☐ NO Included in the AMS1431 test results

7. **The vendor shall provide written technical information covering at minimum The product's environmental impact, MSDS, handling, storage and application guidelines.**

   ☑ YES ☐ NO

NO BID

BID ITEM #3
SODUM FORMATE / ACETATE BLEND / Solid Pellets

1. **The product is FAA-approved and meets the latest version of SAE-AMS 1431B.**

   □ YES □ NO

2. **The vendor shall provide a copy of independent laboratory certification of the product to the latest AMS 1431B. Certification shall be dated within twenty-four months of vendor bid submittal.**

   □ YES □ NO

3. **The vendor shall provide comprehensive on-site training to Airport Authority representative(s) for each shift, at no additional cost to the Airport Authority.**

   □ YES □ NO

4. **The vendor shall provide the names of five (5) clients to whom it has supplied the product during the past two years.**

   □ YES □ NO

5. **Vendor will be required to provide a certified laboratory analysis for product conformance to bid specifications for each delivery. Certification shall be dated within twenty-four (24) months of vendor bid submittal.**

   □ YES □ NO

6. **The Bidder shall provide and include the product's biological oxygen demand (BOD) and toxicity along any other environmental test results with its bid.**

   □ YES □ NO

7. **The vendor shall provide written technical information covering at minimum The product's environmental impact, MSDS, handling, storage and application guidelines.**

   □ YES □ NO

BID ITEM #4
POTASSIUM ACETATE BASE FLUID / Liquid:

1. **The product provided must be FAA-approved and meet the latest version of SAE-AMS 1435 Generic Fluid Specification.**
   ☑ YES ☐ NO

2. **The deicing liquid product must be potassium-acetate based, and must not contain any Glycol products.**
   ☑ YES ☐ NO

3. **The fluid shall be a minimum 50% potassium by weight, with a freezing point of -70° F, or lower (colder).**
   ☑ YES ☐ NO

4. **The fluid shall not contain urea, ethylene or propylene glycol.**
   ☑ YES ☐ NO

5. **The vendor shall provide a copy of an independent laboratory certification of the fluid to the latest AMS 1435. Certification shall be dated within twenty-four month of the vendor's quote submittal.**
   ☑ YES ☐ NO

6. **The fluid PH must not exceed 11.5.**
   ☑ YES ☐ NO

7. **The fluid must remain stable and not separate during long term storage.**
   ☑ YES ☐ NO AMS 1435 requires one year stability testing Alpine RF-11 does conform.

8. **Fluid shall be color coded blue for easy identification.**
   ☑ YES ☐ NO

9. **The vendor shall provide an independent third party test report of the fluid's compatibility with asphalt concrete pavement materials, including bitumen softening and asphalt concrete adhesion strength before and after immersion.**
   ☑ YES ☐ NO Included in the AMS1435 test report.

10. **The vendor shall provide written technical information covering, at minimum, the fluid's environmental impact, MSDS, handling, storage and application guidelines.**
    ☑ YES ☐ NO

11. **The vendor shall provide and include the product's biological oxygen demand (BOD) and toxicity, along with any other environmental test results with it's submittal.**

☑ YES ☐ NO Included in the AMS1435 test report.

12. **Vendor will provide a certified laboratory analysis for product conformance to bid specifications for each delivery. A tank or lot analysis will be considered sufficient.**

☑ YES ☐ NO

13. **Vendor must provide 24 hour, 7 days a week emergency contact names and telephone numbers.**

☑ YES ☐ NO

14. **Supply will be delivery by tank truck. Vendor will be responsible for any adapters, hoses, fittings or valves needed to hook supplying tank trucks to chemical storage tanks.**

☑ YES ☐ NO

15. **Deliveries of liquid deicer shall not be less than 4,000 gallon lots, bulk form. Delivery must be made within 48 hours after order is placed, holidays and weekends included.**

☑ YES ☐ NO

16. **The vendor shall provide the names of five (5) clients to whom it has supplied the fluid during the past two years.**

☑ YES ☐ NO

17. **The Authority, at its discretion may require a 5 gallon sample, at no cost to the Authority, to assure that the product when tested on dry, clean asphalt or concrete pavement (a) at full concentration and (b) at 50-50 solution with water, both in no less than 7 evenly spaced square feet, must not depress the dry pavement value of the coefficient of friction by more than 0.15 MU or result in a wet/dry ration of less than 0.85 (85%).**

☑ YES ☐ NO

18. **Deliveries shall not be less than 4,000 gallon lots, bulk form. Delivery must be guaranteed forty-eight (48) hours after order is placed, holidays and weekends included.**

☑ YES ☐ NO

19. **The vendor shall provide comprehensive on-site training to Albany County Airport Authority Personnel for each shift, at no additional cost to Albany County Airport Authority.**

☑ **YES** ☐ **NO**

EXHIBIT D-1: BID ACKNOWLEDGEMENT FORM

The Bidder acknowledges that he/she has carefully read the IFB and understands the specifications requested.

The Bidder warrants that if the Bid is accepted, he/she will contract with the Albany County Airport Authority using a Purchase Order and comply with the requirements of the IFB and the Terms and Conditions attached to the Purchase Order.

Name of Bidder: Nachurs Alpine Solutions, LLC

Signature of Authorized Person: X

Print Name and Title: John Grega, CAO

Business Address of Bidder: 421 Leader St.
Marion, Ohio 43302

Business Phone Number: (740-622-4877 X226

Business Fax Number: ( )

Business E-Mail Address: JGREGA@NACHURS-ALPINE.COM

Date: September 30, 2024

Subscribed and sworn to before me this 30th day of September, 2024

Notary Public

NOTARIAL SEAL STATE OF OHIO

JENNIFER L. ADAMS
Notary Public, State of Ohio
My Commission Expires
December 6, 2025

Exhibit D-2:

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Nachurs Alpine Solutions, LLC

Address: 421 Leader St.

Marion, Ohio 43302

Name and Title of Person Submitting this Form: Karen Engelbrecht

Sales Manager

Contract Procurement Number: IFB CONTRACT #1204

Date: September 30, 2024

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

X (No) Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

(No) Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: X _____ Date: Sept 30. 2024

Signature

Name: John Grega

Title: CAO

EXHIBIT D-3: NON-COLLUSION AFFIDAVIT

AUTHORIZED OFFICER: Bidder's submittal containing statements, supporting documentation, letters, etc., shall be signed in the bid by a duly authorized officer of the company whose signature is binding on the bid.

The undersigned offers and agrees to furnish the product upon which specifications are stated in the enclosed bid. The period of acceptance of this bid will be 45 calendar days from the date of the acknowledgment. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by Bidder).

STATE OF OHIO COUNTY OF MARION
BEFORE ME, the undersigned authority, a Notary Public in and for the State of Ohio on this day personally appeared John Grega who after being by me duly sworn did depose and say: I, John Grega am a duly authorized officer of/agent for Nachurs Alpine Solutions LLC and have been duly authorized to execute the foregoing on behalf of the said.

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this Bid. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of product offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this bid, the Bidder and each person signing on behalf of the Bidder certifies and in the case of a joint Bid each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this Bid have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other Bidder or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this Bid have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by the Bidder prior to the opening, directly or indirectly to any other Bidder or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Bidder: Nachurs Alpine Solutions, LLC

421 Leader St.

Marion, Ohio 43302

Telephone and Fax Numbers: 740-622-4877 X226

E-Mail Address: JGREGA@NACHURS-ALPINE.COM

By: X _____ Name and Title: John Grega, CAO

Name & Title

Signature

SUBSCRIBED AND SWORN to before me by the above-named on this 30th day of September, 2024

_____

Notary Public in and for the State of Ohio

NOTARIAL SEAL STATE OF OHIO

JENNIFER L. ADAMS
Notary Public, State of Ohio
My Commission Expires
December 6, 2025

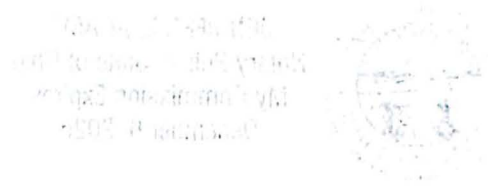


EXHIBIT D-4 BID BOND

KNOW ALL PEOPLE BY THESE PRESENT, that we, the undersigned, Nachurs Alpine Solutions, LLC as Principal, and Travelers Casualty and Surety Company of America, as Surety, a corporation chartered and existing under the laws of the State of Connecticut, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany County Airport Authority, as Owner in the sum of $2,000 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany County Airport Authority, to which payment well and truly to be made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Bid attached hereto and hereby made a part hereof to enter into a contract in writing, for the delivery of the certain product to the Albany International Airport.

NOW, THEREFORE,

A. If said Bid shall be rejected, or in the alternate;

B. If said Bid shall be accepted and the Principal shall, within the time committed provide the specified product in faithful performance of said Purchase Order, and for the payment of all amounts in connection therewith, and shall in all other respects meet the conditions created by the acceptance of said Bid, then this obligation shall be void; otherwise the same shall remain in force and effect, it being expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Bid; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.
Signed, this 2nd day of October, 2024.

Nachurs Alpine Solutions, LLC
Principal

Travelers Casualty and Surety Company of America
Surety

By Robert Hopp, VP Industrial

By Timothy Bowen, Attorney-in-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, _____, certify that I am the Secretary of the Corporation named as Principal in the within bond; that _____, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

_____

(Corporate Seal)

TRAVELERS

Travelers Casualty and Surety Company of America
Travelers Casualty and Surety Company
St. Paul Fire and Marine Insurance Company

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That Travelers Casualty and Surety Company of America, Travelers Casualty and Surety Company, and St. Paul Fire and Marine Insurance Company are corporations duly organized under the laws of the State of Connecticut (herein collectively called the "Companies"), and that the Companies do hereby make, constitute and appoint **Timothy Bowen** of **CHICAGO**, **Illinois**, their true and lawful Attorney(s)-in-Fact to sign, execute, seal and acknowledge any and all bonds, recognizances, conditional undertakings and other writings obligatory in the nature thereof on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

IN WITNESS WHEREOF, the Companies have caused this instrument to be signed, and their corporate seals to be hereto affixed, this **21st** day of **April, 2021.**

State of Connecticut

City of Hartford ss.

By: _____
Robert L. Raney, Senior Vice President

On this the **21st** day of **April, 2021**, before me personally appeared **Robert L. Raney**, who acknowledged himself to be the Senior Vice President of each of the Companies, and that he, as such, being authorized so to do, executed the foregoing instrument for the purposes therein contained by signing on behalf of said Companies by himself as a duly authorized officer.

IN WITNESS WHEREOF, I hereunto set my hand and official seal.

My Commission expires the **30th** day of **June, 2026**

_____
Anna P. Nowik, Notary Public

This Power of Attorney is granted under and by the authority of the following resolutions adopted by the Boards of Directors of each of the Companies, which resolutions are now in full force and effect, reading as follows:

RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the Company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her; and it is

FURTHER RESOLVED, that the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary; and it is

FURTHER RESOLVED, that any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary; or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority; and it is

FURTHER RESOLVED, that the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary, and the seal of the Company may be affixed by facsimile to any Power of Attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such Power of Attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding on the Company in the future with respect to any bond or understanding to which it is attached.

I, **Kevin E. Hughes**, the undersigned, Assistant Secretary of each of the Companies, do hereby certify that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which remains in full force and effect.

Dated this 2nd day of October, 2024.

_____
Kevin E. Hughes, Assistant Secretary

To verify the authenticity of this Power of Attorney, please call us at 1-800-421-3880.
Please refer to the above-named Attorney(s)-in-Fact and the details of the bond to which this Power of Attorney is attached.

EXHIBIT D-6: BID SHEET(S)

1. COMPLIANCY

Listed in EXHIBIT C are the minimum specifications and standards intended to govern, in general, the deicers desired. Please check "Yes: or "No" if you can meet these specifications and standards. Variations offered as "or equal" should include a justification for each to be used in the evaluation of the product offered. The Authority reserves the right to make the final determination if the "as equal" variation is acceptable to the Authority.

All requirements of the Minimum Specifications and Standards will be met for each deicer:

YES ✓ NO _____

2. PRODUCT PRICING

ITEM # 1: SODIUM ACETATE

PRICE PER POUND: $NO BID **PER POUND**

Truck Load Gallons (for information only): _____

Maximum Amount Available For Delivery Per Week: _____

Brand Bid (for information only): _____

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday _____ **Saturday** _____ **Sunday** _____

Phone Number _____

Contact Person _____

3. PROMPT PAYMENT DISCOUNTS

Percent discount available for prompt payment: _____**%**

Terms: _____

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE

BID ITEM #2: SODIUM FORMATE

PRICE PER POUND: $ 0.76 **PER POUND**

Truck Load Size in Pounds (for information only): 44,092 lbs = 20 super sacks

Maximum Amount Available For Delivery Per Week: about 10 loads if needed.

Brand Bid (for information only): NASi-SF, IceCare, Ecoway

Sacks size(s) available: one metric ton super sack = 2204.6 lbs or

one pallet containing one metric ton of 40 small bags = 2204.6 lbs.

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday 24 hours **Saturday** 24 hours **Sunday** 24 hours

Phone Number 800-622-4877 x300

Contact Person customer service - Ashley Saad

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: na %

Terms: NET 30 DAYS

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE.

BID ITEM #3: SODIUM FORMATE/ ACETATE BLEND

PRICE PER POUND: $ NO BID **PER POUND**

Truck Load Size in Pounds (for information only): _____

Maximum Amount Available For Delivery Per Week: _____

Brand Bid (for information only): _____

Sacks size(s) available: _____

_____

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday _____ **Saturday** _____ **Sunday**_____

Phone Number _____

Contact Person _____

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: _____**%**

Terms: _____

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE.

BID ITEM # 4: POTASSIUM ACETATE BASE FLUID

PRICE PER GALLON: $ 6.28 **PER GALLON**

Truck Load Size in Pounds (for information only): 4400 gallons

Maximum Amount Available For Delivery Per Week: about 10 loads if needed.

Brand Bid (for information only): Alpine RF-11

Sacks size(s) available: Not available, athough 265 or 275 gallon totes are available but at higher cost.

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday 24 hours **Saturday** 24 hours **Sunday** 24 hours

Phone Number 800-622-4877 x300

Contact Person customer service - Ashley Saad

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: na %

Terms: NET 30 DAYS

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE.

NEW DEAL DEICING
Specialist in Solids

ORIGINAL DOCS

October 14, 2024

Albany County Airport Authority
Purchasing Office
22 Jetway Drive
Albany, NY 1211-1057

Re: IFB No. 1204: DEICING PRODUCT FOR RUNWAY, TAXIWAYS AND RAMPS

Dear Selection Committee,

New Deal Deicing is pleased to submit the following bid in response to IFB No. 1204. We have submitted product pricing for item No. 3 Sodium Formate / Acetate Blend. Enclosed, you'll find a list of documents required by the IFB:

- Executive Summary
- Experience & Product References
- Exhibit C-1 specifications including spec. sheets, testing data, SDS and product samples.
- Exhibit D documents including bid acknowledgement, disclosure of non-responsibility, non-collusion affidavit, bid bond, reference sheet and bid sheets.

If you have any additional questions regarding the bid, please feel free to contact us:

New Deal Deicing
6883 E 47th Avenue Dr.
Denver, CO 80216-3410
Contact person: Laura Miao or Jeremy Berven
Tel: 303-459-2500; 303-459-2859
Email: laura@newdealdeicing.com or jeremy@newdealdeicing.com

Thank you for your consideration!

Sincerely,

Jeremy Berven
Executive V.P.

NEW DEAL DEICING

Specialist in Solids

EXECUTIVE SUMMARY

For over 15 years, New Deal Deicing has specialized in providing solid pavement deicing products to airports, airlines and aviation operators across the United States. Last year alone, New Deal served over 200 aviation customers including more than 100 commercial service airports.

In the enclosed ITB, New Deal Deicing is offering AEROMELT® Solid Runway Deicer, which is comprised of a blend of sodium formate and sodium acetate. There are several unique values that New Deal customers love about our products:

1. AEROMELT® is tinted blue, which means enhanced visibility during application. Less time and deicer is wasted because you avoid applying deicer to the same spot twice.
2. AEROMELT® bags come with a single-step remote opening super sack. It takes 3 seconds to open and dump a bag.
3. AEROMELT® is a blend of sodium formate and sodium acetate that captures the advantages of both chemicals. Our customers have found that it works significantly faster, is less dusty, and works at lower temperatures than generic formate deicers on the market.
4. Complimentary online training for your snow removal staff is available 24/7. Our training will help your staff use the deicer in its most effective and efficient way.
5. We provide 24/7 customer service and normal delivery is 24-48 hours. Product ships out of Newark, NJ.

We strive to provide the best all-around solid deicers coupled with the best customer service on the market. If you're looking for a deicer that works longer and faster; if you don't want to pre-wet the solid material as you apply it; if you want to be able to see the deicer after you've applied it, then our products are the RIGHT products for your needs.

It was been our pleasure to serve Albany International Airport over the past four years and we hope to win your business for the years to come.

Thank you for your consideration!

Jeremy Berven
Executive V.P.

BID ITEM #3
SODUM FORMATE / ACETATE BLEND / Solid Pellets

1. **The product is FAA-approved and meets the latest version of SAE-AMS 1431B.**

   ☒ YES ☐ NO

2. **The vendor shall provide a copy of independent laboratory certification of the product to the latest AMS 1431B. Certification shall be dated within twenty-four months of vendor bid submittal.**

   ☒ YES ☐ NO

3. **The vendor shall provide comprehensive on-site training to Airport Authority representative(s) for each shift, at no additional cost to the Airport Authority.**

   ☒ YES ☐ NO

4. **The vendor shall provide the names of five (5) clients to whom it has supplied the product during the past two years.**

   ☒ YES ☐ NO

5. **Vendor will be required to provide a certified laboratory analysis for product conformance to bid specifications for each delivery. Certification shall be dated within twenty-four (24) months of vendor bid submittal.**

   ☒ YES ☐ NO

6. **The Bidder shall provide and include the product's biological oxygen demand (BOD) and toxicity along any other environmental test results with its bid.**

   ☒ YES ☐ NO

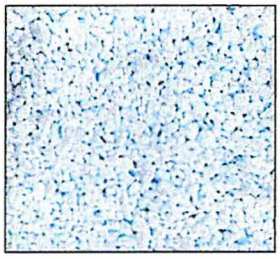
7. **The vendor shall provide written technical information covering at minimum The product's environmental impact, MSDS, handling, storage and application guidelines.**

   ☒ YES ☐ NO

AEROMELT®
Solid Runway Deicer

Product Information:

AMS 1431 Certified for Airfield Use
Composition: 79-94% Sodium Formate / 5-20% Sodium Acetate **Blend**
Granule Size: 2.0 - 5.6mm (#10 - #3.5 sieve)
Bulk Density: 53 lbs/ft³ to 56 lbs/ft³
Appearance: Granular solid. Light blue.
pH (15% solution): 10-11.5
Packaging: • 2205 lb (1000 kg) Super Sack
• 40 lb bags – 55 bags per pallet



Benefits:

- √ Safe for all airside operational surfaces as well as landside applications.
- √ Meets FAA approved performance and ecological requirements of AMS 1431
- √ Staff safety—1-Step remote Super Sack discharge system
- √ Irregular granular shape; pre-wetting not necessary
- √ Effective to 0°F
- √ Biodegradable and environmentally friendly
- √ Applies easily with same equipment as other solid deicers

Anti-Icing Application:

Surface Conditions	Temperature >20°F (-7°C)	<20°F (-7°C)
* Light/Mod Wet Snow	2-3 lbs/1000 ft²	3-5 lbs/1000 ft²
* Freezing Drizzle (Light Glaze)	4-5 lbs/1000 ft²	6-7 lbs/1000 ft²
* Freezing Rain/Ice	6-7 lbs/1000 ft²	9-10 lbs/1000 ft²

Application should be made in a uniform fashion. The above table should be used as a guide only. When applying product, it is important to consider factors such as surface type, surface condition, application method, temperature, and the prevailing weather.

Storage and Handling:

AEROMELT® should be stored tightly sealed in its original bag and in a dry and well-ventilated area free of moisture. When handling the product, avoid contact with eyes and skin.

Please contact: Laura Miao

New Deal Deicing • 303-459-2500 • laura@newdealdeicing.com

AEROMELT® SOLID RUNWAY DEICER
GHS SAFETY DATA SHEET (SDS)

SECTION 1: PRODUCT AND COMPANY IDENTIFICATION

PRODUCT NAME: **AEROMELT® Solid Runway Deicer**
Low corrosion environmentally friendly deicer. Meets FAA specifications (SAE AMS 1431) for use on airport runways, taxiways, and ramps.

PRODUCT USE: Runway deicer. For deicing pavement surfaces.

EMERGENCY: **(303) 459-2500; (303) 459-2859**

SUPPLIER: Berven Industries LLC
6883 E 47th Avenue Dr
Denver, CO 802165 USA
Tel: (303) 459-2500

SECTION 2: HAZARD IDENTIFICATION

GHS CLASSIFICATION:

SIGNAL WORD: **WARNING**
PICTOGRAM: NONE REQUIRED

HEALTH HAZARDS	ENVIRONMENTAL HAZARDS	PHYSICAL HAZARDS
Acute Toxicity: Oral; Category 5	Acute Toxicity: None Known	Not Hazardous
Acute Toxicity: Inhalation; Category 5	Chronic Toxicity: None Known	
Skin Irritation: Category 3		
Eye Irritation: Category 2B		

HAZARD STATEMENTS	PRECAUTIONARY STATEMENTS
H303: May be harmful if swallowed. H316: May cause mild skin irritation. H320: Causes eye irritation. H333: May be harmful if inhaled.	P312: Call a POISON CENTER or doctor if you feel unwell P332+P313: IF SKIN irritation occurs: Get medical advice/attention. P264: Wash hands thoroughly after handling. P305+P351+P338: IF IN EYES: Rinse cautiously with water for several minutes. Remove contact lenses, if present and easy to do. Continue rinsing. P337+P313: IF eye irritation persists: Get medical attention. P261: Avoid breathing dust. P271: Use outdoors or in a well-ventilated area. P304+P340: IF INHALED: Remove victim to fresh air and Keep at rest in a position comfortable for breathing. P304+P312: IF INHALED: Call a POISON CENTER or doctor if you feel unwell.

SECTION 3: COMPOSITION/INFORMATION ON INGREDIENTS

COMPOSITION:	CAS#	CONTENTS	EINECS#	RTECS#
AEROMELT® Solid Runway Deicer			100%	
CONTAINING:				
Sodium Formate	141-53-7	79%-94%	205-488-0	LR0350000
Sodium Acetate	127-09-3	5%-20%	204-823-8	AJ4300010
Proprietary Corrosion Inhibitors		<1%		

SECTION 4: FIRST AID MEASURES

SKIN CONTACT: Wash thoroughly with soap and water. Wash contaminated clothing before reuse. Seek medical advice if irritation persists.
EYE CONTACT: Immediately flush eyes with plenty of water for at least 15 minutes. Remove contact lenses. If irritation persists, see a doctor.
INHALATION: Remove to fresh air. If breathing is difficult, give oxygen. If breathing stops, give artificial respiration. Seek medical attention.
INGESTION: If conscious, wash out mouth with water. Give 1 or 2 glasses of water to dilute. Immediately seek medical attention. Do NOT induce vomiting unless instructed by medical personnel.
SYMPTOMS: Overexposure may cause skin, eye, and respiratory tract irritation. Symptoms may include sore throat and coughing.

SECTION 5: FIRE-FIGHTING MEASURES

EXTINGUISHING EQUIPMENT: Water, foam, carbon dioxide, dry chemical
EXPOSURE HAZARDS: Smoke & vapor inhalation
COMBUSTION PRODUCTS: Carbon monoxide, carbon dioxide, and oxides of sodium. If heated above 662°F, decomposition will create flammable hydrogen gas.
FIREFIGHTER PROTECTION: Protective clothing including self-contained breathing apparatus

	NFPA	HMIS	0-MINIMAL
HEALTH:	1	1	1-SLIGHT
FLAMMABILITY:	1	1	2-MODERATE
REACTIVITY:	0	0	3-SERIOUS
			4-SEVERE

SECTION 6: ACCIDENTAL RELEASE MEASURES

PERSONAL PRECAUTIONS: Avoid contact with skin or eyes. Avoid breathing dust. See Section 8 for exposure protection recommendations
ENVIRONMENTAL PRECAUTIONS: Concentrated releases may increase oxygen demand and lower dissolved oxygen content in receiving waters.
CLEAN-UP METHODS: Spills can be removed by sweeping and shoveling material into a suitable waste disposal container. Small spills or residue can be flushed away with large quantities of water. Product is readily biodegradable.

SECTION 7: HANDLING AND STORAGE

HANDLING: Avoid contact with skin or eyes. Avoid breathing dust.
Practice good industrial hygiene. Do not eat, drink, or smoke while handling product. Always wash hands after handling material.

STORAGE: Keep in tightly closed container. Protect from moisture.
Keep product in a cool, dry, and well-ventilated area.

Prepared in accordance with OSHA Hazard Communication Standard (29 CFR 1910.1200)
by Berven Industries LLC; Denver, CO USA

SECTION 8: EXPOSURE CONTROLS / PERSONAL PROTECTION

EXPOSURE LIMITS:

COMPONENT	CAS#	ACGIH TLV	OSHA PEL
Sodium Formate	141-53-7	NONE	NONE
Sodium Acetate	127-09-3	NONE	NONE
Proprietary Additives		NONE	NONE

ACGIH TLV: No specific limits have been established for any of the components of AEROMELT® Solid Runway Deicer. As a guideline, ACGIH has established the following limits which are generally recognized for inert or nuisance dust. Particulates (insolubles) Not Otherwise Classified (PNOC): Inhalable Particulates TWA TLV - 10mg/m³. Respirable Particulates TWA TLV - 3mg/m³.

OSHA PEL: No specific limits have been established for any of the components of AEROMELT® Solid Runway Deicer. As a guideline, OSHA has established the following limits which are generally recognized for inert or nuisance dust. Particulates not otherwise regulated (PNOR): Respirable Dust 8-Hour TWA PEL - 5mg/m³; Total Dust 8-Hour TWA PEL – 15mg/m³.

ENGINEERING CONTROLS: Use local exhaust ventilation or other means to keep airborne dust levels below recommended exposure limits.

PERSONAL PROTECTIVE EQUIPMENT (PPE):

EYE/FACE PROTECTION: Safety goggles/glasses: If engaged in activities that generate dust or airborne debris.

SKIN PROTECTION: Impervious gloves and appropriate work clothing.

RESPIRATORY PROTECTION: When exposure levels may be exceeded, use a NIOSH-approved respirator or filtering face piece.

GENERAL HYGIENE: Use good industrial hygiene practices while handling. Wash hands with soap and water after handling the product.

SECTION 9: PHYSICAL AND CHEMICAL PROPERTIES

APPEARANCE: Granular solid. White or light blue.
ODOR: Slight
pH: 10 -11.5
MELTING/FREEZING POINT: 487°F (253°C)
BOILING POINT: N/A
SPECIFIC GRAVITY: 1.9
SOLUBILITY (H_2O): Complete
PARTITION COEFFICIENT: N-OCTANOL/WATER: Not available
AUTO-IGNITION TEMPERATURE: Not available
DECOMPOSITION TEMPERATURE: 662°F (350°C)
ODOR THRESHOLD: Not applicable
BOILING RANGE: Not available
EVAPORATION RATE: Not applicable
FLASH POINT: Not available
FLAMMABILITY: Category 1
FLAMMABILITY LIMITS: **LEL:** Not applicable
UEL: Not applicable
VAPOR PRESSURE: Zero (at 68°F)
VAPOR DENSITY: Not applicable
VISCOSITY: Not applicable

SECTION 10: STABILITY AND REACTIVITY

STABILITY: Stable in solid form.
CONDITIONS TO AVOID: Heat, flames, sparks, or sources of ignition. Product is deliquescent. Protect from moisture until ready to use.
INCOMPATIBLE MATERIALS: Strong oxidizers, acids. Fire risk if exposed strong oxidizers. Vigorous reaction may occur if exposed to strong acids.
HAZARDOUS DECOMPOSITION PRODUCTS: Carbon monoxide, carbon dioxide, and oxides of sodium. When heated above 662°F (350°C) product will decompose into highly flammable hydrogen gas.
HAZARDOUS POLYMERIZATION: Will not occur.

SECTION 11: TOXICOLOGICAL INFORMATION

LIKELY ROUTES OF EXPOSURE: Eye/skin contact. Inhalation.
ACUTE SYMPTOMS & EFFECTS: Mildly toxic by ingestion, inhalation, and subcutaneous routes. Overexposure may cause skin and eye irritation. Inhalation of dust may cause respiratory tract irritation including coughing, sore throat, labored breathing, and chest pain. Ingestion may cause digestive tract irritation including abdominal pain, nausea, and vomiting.
CHRONIC EFFECTS: Long term skin overexposure to this product may lead to dermatitis (red, itchy skin).
TOXICITY: Oral LD_{50}: 11,200 mg/kg (rat)
CARCINOGENICITY: None of the components of this product have been identified by ACGIH, IARC, NTP, or OSHA as carcinogenic.

SECTION 12: ECOLOGICAL INFORMATION

DEGRADABILITY: Readily biodegradable
AQUATIC TOXICITY: 48 hr LC_{50}: 4,250 mg/l (Daphnia magna)
96 hr LC_{50}: 4,325 mg/l (Pimephales promelas)
BOD_5 (20°C): 0.01 g O_2/g solid
TOD/COD: 0.36 g O_2/g solid

SECTION 13: WASTE DISPOSAL CONSIDERATIONS

Follow applicable federal, state, and local environmental control regulations. Based on information available, this product is not listed as a hazardous material nor exhibits any characteristics that would cause it to be classified or disposed of as an RCRA hazardous waste.

SECTION 14: TRANSPORT INFORMATION

US DOT CLASSIFICATION: Not regulated or restricted
UN NUMBER/HAZARD CLASS: None
ICAO/IATA CLASSIFICATION: Not regulated or restricted. Does not meet the definition of an Environmentally Hazardous Substance (UN/IATA)

SECTION 15: REGULATORY INFORMATION

FEDERAL REGULATIONS: TSCA 8(b) Inventory. None of the components of this product are regulated under TSCA Section 12(b).
CLEAN WATER ACT: None of the components of this product are listed as Priority Pollutants or Toxic Pollutants under the CWA.
SARA SECTION 302/311 HAZARDOUS SUBSTANCES: No
WHMIS (CANADA) STATUS: Not controlled

SECTION 16: OTHER INFORMATION

DISCLAIMER: Information contained herein was obtained from sources considered accurate and reliable and represents the best information currently available to us. No warranty, expressed or implied, is made. Supplier will not be liable for any losses, injuries, or consequential damages which may result from the use of or reliance on any information contained in this document.

Prepared in accordance with OSHA Hazard Communication Standard (29 CFR 1910.1200)
by Berven Industries LLC; Denver, CO USA

Revision Date | **13-APR-2023**
Supersedes Revision | **23-JUL-2020**

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA

Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Laura Miao
New Deal Deicing
12015 E 46th Ave
Suite 410
Denver, CO 80239

Date: 07-Mar-2016

SMI/REF: 1511-362$_R$
Report revised for Co./product name change

Product: **AEROMELT** *(received 17-Nov-2015)*

Dilution: Per specification

Partial testing in accordance with:
AMS 1431D
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING

3.1	Material	
3.1.1	Environmental Information	
3.1.1.1	Biochemical Oxygen Demand	Informational
3.1.1.2	Chemical Oxygen Demand	Informational
3.1.1.3	Percent Biodegradation	Informational
3.1.1.4	Aquatic Toxicity	Informational
3.1.2	Trace Contaminants	Informational
3.1.3	Water Content	Informational
3.1.4	Freezing Point	Informational
3.1.5	Appearance	Conforms
3.2	PROPERTIES	
3.2.1	pH	Informational
3.2.2	Flash Point	Conforms
3.2.3	Chloride Content	Conforms
3.2.4	Storage Stability	Not performed
3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed
3.2.9	Effect on Aircraft Metals:	
3.2.9.1	Sandwich Corrosion	Conforms
3.2.9.2	Total Immersion Corrosion	Conforms
3.2.9.3	Low Embrittling Cadmium Plate	Conforms
3.2.9.3.1	Cyclic Immersion Corrosion of Cadmium Plate	Informational
3.2.9.4	Hydrogen Embrittlement	Conforms
3.2.9.5	Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.*

3.2 PROPERTIES *(continued)*

3.2.10 Performance

Ice Melting Effectiveness	Informational
Ice Undercutting Effectiveness	Informational
Ice Penetration Effectiveness	Informational

3.2.11 Effect on Carbon-Brake Systems — [2]Not performed

[2] *This test is not performed by SMI.*

Respectfully submitted,

Patricia D. Viani, SMI Inc.

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA
Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Jeremy Berven
New Deal Deicing
6883 E 47th Ave Dr
Denver, CO 80216

Date: 03-May-2023

SMI/REF: 2301-984

Product: **AEROMELT® (Lot# US238-0203)** *(received 06-Feb-2023)*

Dilution: Per specification

AMS 1431E
SOLID RUNWAY DEICING/ANTI-ICING PRODUCT
Periodic Tests

4.2.2 Periodic Tests

3.2.5	Effect on Transparent Plastics	Conforms
3.2.6	Effect on Painted Surfaces	Conforms
3.2.7	Effect on Unpainted Surfaces	Conforms
3.2.8	Effect on Runway Pavements	
3.2.8.1	Runway Concrete Surface Scaling Resistance	Conforms
3.2.8.2	Asphalt Concrete Degradation Resistance	[1]Not performed by SMI
3.2.9	Effect on Aircraft Metals:	
	3.2.9.1 Sandwich Corrosion	Conforms
	3.2.9.2 Total Immersion Corrosion	Conforms
	3.2.9.3 Low Embrittling Cadmium Plate	Conforms
	3.2.9.3.1 Cyclic Immersion Corrosion of Cadmium Plate	Informational
	3.2.9.4 Hydrogen Embrittlement	Conforms
	3.2.9.5 Stress Corrosion Resistance	
	AMS 4911	Conforms
	AMS 4916	Informational

[1]*Testing required for deicer /anti-icer products used in Europe. This test is not performed by SMI.*

Respectfully submitted,

Jeff Nottebaum, SMI Inc.
Director

Rae-anne Nottebaum, SMI Inc.
Chemist

3.1 Material:

3.1.1 Environmental Information: Compound shall be tested in accordance with APHA Standard Methods for Examination of Water and Waste Water. The manufacturer shall provide not less than the following information:

3.1.1.1 Biochemical Oxygen Demand (BOD) of the compound for 5, 15, and 20-day incubation periods. The test solutions shall be incubated at 20°C (68°F).

5 day BOD: < 0.01 kg O_2/kg solid
15 day BOD: < 0.01 kg O_2/kg solid
20 day BOD: < 0.01 kg O_2/kg solid

Result Informational

3.1.1.2 Total Oxygen Demand (TOD) or Chemical Oxygen Demand (COD) of the compound, expressed in kilograms of oxygen per kilograms of compound.

COD: 0.36 kg O_2/kg solid

Result Informational

3.1.1.3 Percent biodegradation of compound for 5, 15, and 20 day incubation periods. Percent biodegradation can be approximated by dividing BODx100 by either TOD or COD.

5 day = (< 0.01 x 100) / 0.36) = < 0.03
15 day = (< 0.01 x 100) / 0.36) = < 0.03
20 day = (< 0.01 x 100) / 0.36) = < 0.03

Result Informational

3.1.1.4 Aquatic Toxicity: Formulated compound shall be tested in accordance with EPA (40 Code of Federal Regulations (CFR) Parts 797.1300 and 797.1400) or OECD (Organization for Economic Cooperation and Development Guidelines for Testing of Chemicals, Methods 202 and 203) procedures using test species required by regulatory agencies for permitted discharges. Examples include: fathead minnows, daphnia magna and rainbow trout. The LC_{50} concentration, the highest concentration at which 50% of the test species survive, shall be given in milligrams per liter.

EPA 40 CFR 797.1300 DAPHNID ACUTE TOXICITY TEST
Daphnia magna, static system
48 hour LC_{50}: 4,250 mg/L

EPA 40 CFR 797.1400 FISH ACUTE TOXICITY TEST
Pimephales promelas, static system
96 hour LC_{50}: 4,325 mg/L

Result Informational

SMI, Inc.
12219 SW 131 Avenue
Miami, Florida 33186-6401 USA

Phone: (305) 971-7047
Fax: (305) 971-7048

Attn: Laura Miao
New Deal Deicing
12015 E 46th Ave
Suite 410
Denver, CO 80239

Date: 21-Nov-2016

SMI/REF: 1511-362$_{SSR}$
Report revised for Co./product name change

Product: **AEROMELT** *(received 17-Nov-2015)*

Dilution: As received (solid)

Storage Stability in Accordance with **AMS 1431D**
COMPOUND, SOLID RUNWAY AND TAXIWAY DEICING/ANTI-ICING

3.2.4 Storage Stability: The compound, when stored in a closed container for at least one year in accordance with ASTM F 1104 shall not deliquesce or otherwise deteriorate.

Result Conforms

Respectfully submitted,

Patricia D. Viani, SMI Inc.

EVALUATION TEST REPORT

CBDO-16-11/2

CATALYTIC CARBON BRAKE DISK OXIDATION TEST

For SAE AMS1431/1435
Runway and Taxiway Deicing Chemicals

AEROMELT® SOLID RUNWAY DEICER, lot # D1610-27A

Produced at Denver, CO (USA)

for

New Deal Deicing
12015 E. 46th Ave, Ste 410
Denver, CO 80239 (USA)

by

Diane Paradis
Marc Mario Tremblay

Laboratoire international des matériaux antigivre LIMA AMIL Anti-icing Materials International Laboratory

November 2016

3. RESULTS

3.1 Runway Deicer Identification

The Catalytic Carbon Brake Disk Oxidation Test was performed on the runway deicer described in Table 1.

Table 1 - Runway Deicer Identification

Company	Runway Deicer			AMIL Label	RI[1] (20°C)	Manuf. Date	Manuf. Location	Recep. Date
	Name	Form	Conc. % w/w					
New Deal Deicing	AEROMELT® SOLID RUNWAY DEICER lot # D1610-27A	Solid	As is	X579	n.a.	16-10-26	Denver, CO (USA)	16-11-04
			25[2]	X580	1.3635			

3.2 Test Results Summary

Table 2 presents the Catalytic Carbon Brake Oxidation test results. Figure 1 presents oxidation weight losses. The details of the test results are presented in Table 3 and the experimental data sheets are presented in Annexe A.

Table 2 - Summary of Catalytic Carbon Brake Disk Oxidation Test Results

Company	Runway Deicer Name	Mean Oxidation Weight Loss (%) (3.5 h)	Mean Normalized Weight Loss (%) (3.5 k)
New Deal Deicing	AEROMELT® SOLID RUNWAY DEICER lot # D1610-27A	9.7 ± 3.7	22.3 ± 5.5
Honeywell Aerospace	Control Coupon	0.4 ± 0.1	n.a

The runway deicer New Deal Deicing AEROMELT® SOLID RUNWAY DEICER, lot # D1610-27A, was tested in November 2016, in accordance with paragraph 3.2.11 of AMS1431D as per Catalytic Carbon Brake Disk Oxidation Test (AIR5567A).

LIMA AMIL
Approved by / Approuvé par
2016-11-18
Date

[1] Refractive Index
[2] 25% w/w (active ingredient); refer to AIR5567-Rev A, section 3.4

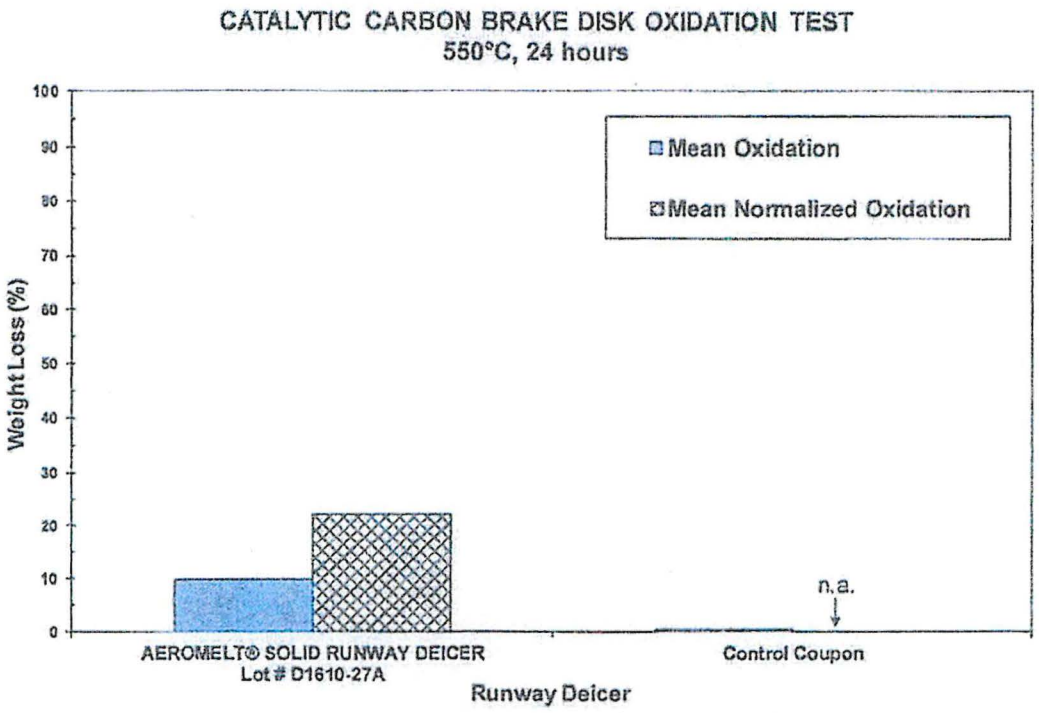


Figure 1 - Mean Weight Loss (%)

Table 3 - Oxidation Test Result - Runway Deicer
AEROMELT® SOLID RUNWAY DEICER, lot # D1610-27A

Test Parameters		AIR5567 Section ref.	Results
Deicer Concentration		-	25% w/w
Mean pick up of deicer in coupon (%)		3.4 j	0.82
Mean pick up of AO in coupons (%)		3.3 k	1.94
Mean ratio deicer pick up (%)/AO pick up (%)		3.5 i	0.42
Furnace temperature (oxidation test)	Min (°C)	-	548.5
	Max (°C)	-	549.9
	Mean (°C)	-	549.8 ± 0.2
Oxidation test time (minutes)		-	1440
Mean oxidation weight loss deicer contaminated coupons (%)		3.5 h	9.7
Standard deviation oxidation weight loss deicer contaminated coupons (%)		3.5 h	3.7
Mean normalized weight loss deicer contaminated coupons (%)		3.5 k	22.3
Standard deviation normalized oxidation weight loss deicer contaminated coupons (%)		3.5 k	5.5

EXHIBIT D: DOCUMENTS REQUIRED TO BE SUBMITTED WITH BID

1. Bid Acknowledgement Form

2. Offerer Disclosure of Prior Non-Responsibility Determinations

3. Non-Collusion Affidavit

4. Bid Bond

5. References:

   Specify previous airport customers furnished a similar product.

6. Bid Sheets

7. Exceptions:

   The vendor must clearly cite specific specifications or terms and conditions to which the vendor takes exception. The vendor shall state the exact requirements to which exceptions are taken. Any cost impact with an exception must be identified and included in the pricing section.

EXHIBIT D-1: BID ACKNOWLEDGEMENT FORM

The Bidder acknowledges that he/she has carefully read the IFB and understands the specifications requested.

The Bidder warrants that if the Bid is accepted, he/she will contract with the Albany County Airport Authority using a Purchase Order and comply with the requirements of the IFB and the Terms and Conditions attached to the Purchase Order.

Name of Bidder: Berven Industries LLC dba New Deal Deicing

Signature of Authorized Person: [signature]

Print Name and Title: Jeremy Berven, Executive VP

Business Address of Bidder: 6883 E 47th Avenue Dr

Denver, CO 80216

Business Phone Number: (303) 459-2500

Business Fax Number: (303) 333-3720

Business E-Mail Address: JEREMY@NEWDEALDEICING.COM

Date: 10/7/2024

Subscribed and sworn to before me this 7TH day of OCTOBER, 2024.

[signature]
Notary Public

ZACHARY STROUTH
NOTARY PUBLIC
STATE OF COLORADO
NOTARY ID 20234022531
MY COMMISSION EXPIRES 06/15/2027

Exhibit D-2:

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Berven Industries LLC dba New Deal Deicing

Address: 6883 E 47th Avenue Dr., Denver, CO 80216

Name and Title of Person Submitting this Form: Jeremy Berven

Contract Procurement Number: IFB No. 1204

Date: 10/7/2024

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

(No) Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: 10/7/2024

Signature

Name: Jeremy Berven

Title: Executive V.P.

EXHIBIT D-3: NON-COLLUSION AFFIDAVIT

AUTHORIZED OFFICER: Bidder's submittal containing statements, supporting documentation, letters, etc., shall be signed in the bid by a duly authorized officer of the company whose signature is binding on the bid.

The undersigned offers and agrees to furnish the product upon which specifications are stated in the enclosed bid. The period of acceptance of this bid will be ____ calendar days from the date of the acknowledgment. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by Bidder).

STATE OF COLORADO COUNTY OF DENVER
BEFORE ME, the undersigned authority, a Notary Public in and for the State of COLORADO ____ on this day personally appeared JEREMY BERVEN who after being by me duly sworn did depose and say: I, JEREMY BERVEN am a duly authorized officer of/agent for BERVEN INDUSTRIES LLC and have been duly authorized to execute the foregoing on behalf of the said.

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this Bid. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of product offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this bid, the Bidder and each person signing on behalf of the Bidder certifies and in the case of a joint Bid each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this Bid have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other Bidder or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this Bid have not been knowingly disclosed by the Bidder and will not knowingly be disclosed by the Bidder prior to the opening, directly or indirectly to any other Bidder or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Bidder: Berven Industries LLC

6883 E 47th Avenue Dr.

Denver, CO 80216

Telephone and Fax Numbers: P: 303-459-2500 F: 303-333-3720

E-Mail Address: jeremy@newdealdeicing.com

By: _____ Name and Title: Jeremy Berven, Executive V.P.

Name & Title

Signature

SUBSCRIBED AND SWORN to before me by the above-named on this 7TH day of OCTOBER, 2024.

ZACHARY STROUTH
NOTARY PUBLIC
STATE OF COLORADO
NOTARY ID 20234022531
MY COMMISSION EXPIRES 06/15/2027

Notary Public in and for the STATE OF COLORADO

EXHIBIT D-4 BID BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, Berven Industries, LLC as Principal, and Great American Insurance Company, as Surety, a corporation chartered and existing under the laws of the State of Ohio, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany County Airport Authority, as Owner in the sum of $ 2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany County Airport Authority, to which payment well and truly to be made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Bid attached hereto and hereby made a part hereof to enter into a contract in writing, for the delivery of the certain product to the Albany International Airport.

NOW, THEREFORE,

A. If said Bid shall be rejected, or in the alternate;

B. If said Bid shall be accepted and the Principal shall, within the time committed provide the specified product in faithful performance of said Purchase Order, and for the payment of all amounts in connection therewith, and shall in all other respects meet the conditions created by the acceptance of said Bid, then this obligation shall be void; otherwise the same shall remain in force and effect, it being expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Bid; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

Signed, this 17th day of October, 20 24

Berven Industries, LLC
Principal

By

Great American Insurance Company
Surety

By John D. Weisbrot, Attorney-In-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, JEREMY BERVEN, certify that I am the Secretary of the Corporation named as Principal in the within bond; that X. MIAO, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

(Corporate Seal)

Notary Acknowledgment

State of COLORADO
County of DENVER

On this 17th day of OCTOBER, 2024, before me, ZACHARY STROUTH, a Notary Public, personally appeared JEREMY BERVEN known to me (or satisfactorily proven) to be the person whose name is subscribed to the within instrument, and acknowledged that she/he execute the same for the purposes therein contained.

ZACHARY STROUTH
NOTARY PUBLIC
STATE OF COLORADO
NOTARY ID 20234022531
MY COMMISSION EXPIRES 06/15/2027

Notary Public

Surety Notary Acknowledgment

State of Pennsylvania

County of Bucks

On this 17th day of October, 2024, before me, Tracy Konopka, a Notary Public, personally appeared John D. Weisbrot, Attorney-In-Fact known to me (or satisfactorily proven) to be the person whose name is subscribed to the within instrument, and acknowledged that he executed the same for the purposes therein contained.

Commonwealth of Pennsylvania - Notary Seal
TRACY KONOPKA - Notary Public
Bucks County
My Commission Expires December 3, 2026
Commission Number 1259261

Notary Public

GREAT AMERICAN INSURANCE COMPANY®

Administrative Office: 301 E 4TH STREET • CINCINNATI, OHIO 45202 • 513-369-5000 • FAX 513-723-2740

The number of persons authorized by
this power of attorney is not more than THREE

No. 0 21243

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS: That the GREAT AMERICAN INSURANCE COMPANY, a corporation organized and existing under and by virtue of the laws of the State of Ohio, does hereby nominate, constitute and appoint the person or persons named below, each individually if more than one is named, its true and lawful attorney-in-fact, for it and in its name, place and stead to execute on behalf of the said Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; provided that the liability of the said Company on any such bond, undertaking or contract of suretyship executed under this authority shall not exceed the limit stated below.

Name	Address	Limit of Power
JOHN D. WEISBROT	ALL OF	ALL
MELISSA L. MCDADE	PIPERSVILLE, PENNSYLVANIA	$10,000,000
STEVEN M. VARGA		

This Power of Attorney revokes all previous powers issued on behalf of the attorney(s)-in-fact named above.

IN WITNESS WHEREOF the GREAT AMERICAN INSURANCE COMPANY has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 19TH day of OCTOBER , 2020 .

Attest GREAT AMERICAN INSURANCE COMPANY

Assistant Secretary

Divisional Senior Vice President

MARK VICARIO (877-377-2405)

STATE OF OHIO, COUNTY OF HAMILTON - ss:

On this 19TH day of OCTOBER , 2020 , before me personally appeared MARK VICARIO, to me known, being duly sworn, deposes and says that he resides in Cincinnati, Ohio, that he is a Divisional Senior Vice President of the Bond Division of Great American Insurance Company, the Company described in and which executed the above instrument; that he knows the seal of the said Company; that the seal affixed to the said instrument is such corporate seal; that it was so affixed by authority of his office under the By-Laws of said Company, and that he signed his name thereto by like authority.

SUSAN A KOHORST
Notary Public
State of Ohio
My Comm. Expires
May 18, 2025

This Power of Attorney is granted by authority of the following resolutions adopted by the Board of Directors of Great American Insurance Company by unanimous written consent dated June 9, 2008.

RESOLVED: That the Divisional President, the several Divisional Senior Vice Presidents, Divisional Vice Presidents and Divisonal Assistant Vice Presidents, or any one of them, be and hereby is authorized, from time to time, to appoint one or more Attorneys-in-Fact to execute on behalf of the Company, as surety, any and all bonds, undertakings and contracts of suretyship, or other written obligations in the nature thereof; to prescribe their respective duties and the respective limits of their authority; and to revoke any such appointment at any time.

RESOLVED FURTHER: That the Company seal and the signature of any of the aforesaid officers and any Secretary or Assistant Secretary of the Company may be affixed by facsimile to any power of attorney or certificate of either given for the execution of any bond, undertaking, contract of suretyship, or other written obligation in the nature thereof, such signature and seal when so used being hereby adopted by the Company as the original signature of such officer and the original seal of the Company, to be valid and binding upon the Company with the same force and effect as though manually affixed.

CERTIFICATION

I, STEPHEN C. BERAHA, Assistant Secretary of Great American Insurance Company, do hereby certify that the foregoing Power of Attorney and the Resolutions of the Board of Directors of June 9, 2008 have not been revoked and are now in full force and effect.

Signed and sealed this 17th day of October , 2024 .

Assistant Secretary

GREAT AMERICAN INSURANCE COMPANY CORPORATE SEAL OHIO

S1029AH (03/20)

GREAT AMERICAN. INSURANCE GROUP

Great American Insurance Group Tower
301 E. Fourth St.
Cincinnati, OH 45202

GAIG.com

Financial Division

GREAT AMERICAN INSURANCE COMPANY

STATEMENT OF ASSETS, LIABILITIES AND CAPITAL & SURPLUS
AS OF DECEMBER 31, 2023

ADMITTED ASSETS		LIABILITIES, CAPITAL AND SURPLUS		
Bonds	$ 5,823,826,242	Unpaid losses and loss expenses		$ 5,894,983,582
Stocks	1,237,341,409	Reserve for underwriting expenses		409,340,848
Mortgage loans on real estate	710,228,304	Reserve for unearned premiums		2,012,934,616
Real estate (net of encumbrances)	2,008,971	Ceded reinsurance premiums payable		204,344,750
Cash and short-term investments	468,643,467	Funds held under reinsurance treaties		899,657,448
Other invested assets	2,336,668,473	Provision for reinsurance		37,574,400
Receivable for securities	474,176	Retroactive reinsurance ceded		(67,170,073)
Investment income due and accrued	60,912,415	Other liabilities		212,548,188
Agents' and premium balances	867,397,942	Total liabilities		9,604,213,759
Reinsurance recoverable on loss payments	145,881,301			
Federal income taxes	14,692,309			
Net deferred tax asset	34,470,095			
Receivable from affiliates	28,628,823			
Receivable from Federal Crop Insurance Corporation	747,280,659			
Company owned life insurance	197,050,712	Capital stock	$ 15,440,600	
Funds held as collateral	47,607,564	Paid in surplus	903,529,318	
Funded deductibles	33,104,908	Special surplus funds	57,081,006	
Other admitted assets	34,841,617	Unassigned funds	2,211,194,704	
		Policyholders' surplus		3,187,245,628
Total	$ 12,791,459,387	Total		$ 12,791,459,387

Securities have been valued on the basis prescribed by the National Association of Insurance Commissioners.

STATE OF OHIO

COUNTY OF HAMILTON

Judith E. Gill, Vice President and Controller, and Stephen Beraha, Assistant Vice President and Assistant Secretary, being duly sworn, each for himself deposes and says that they are the above described officers of the Great American Insurance Company of Cincinnati, Ohio; that said Company is a corporation duly organized, existing and engaged in business as a Surety by virtue of the laws of the State of Ohio and has duly complied with all the requirements of the laws of said state applicable to said Company and is duly qualified to act as Surety under such laws; that said Company has also complied with and is duly qualified to act as Surety under Public Law 97-258 enacted September 13, 1982 (96 Stat. 1047 as amended: 31 U.S.C. 9304-9308); that to the best of their knowledge and belief the above statement is a full, true and correct Statement of the Assets, Liabilities and Capital & Surplus of the said Company as of December 31, 2023.

Subscribed and sworn to before me

this 23rd day of April, 2024.

Judith E. Gill
Controller

Assistant Secretary

Valerie Smith
Public Notary

NOTARY PUBLIC STATE OF OHIO

VALERIE SMITH
Notary Public
State of Ohio
My Comm. Expires
October 17, 2026

GREAT AMERICAN INSURANCE COMPANY CORPORATE SEAL OHIO

EXHIBIT D-5 **REFERENCES**

List three (3) businesses where like or similar product(s) has been provided within the last two (2) years:

1. **Company Name:** ALBANY AIRPORT MAINTENANCE

   Address: 130 SICKER ROAD, LATHAM, NY 12110

   Contact Person and Title: CHRIS PASQUINI; ASST. MAINTENANCE MANAGER

   Phone / Fax/ E-Mail 518-242-2379; CPASQUINI@ALBANYAIRPORT.COM

2. **Company Name:** SYRACUSE REG'L AIRPORT AUTHORITY

   Address: 1000 COL EILEEN COLLINS BLVD., SYRACUSE, NY 13212

   Contact Person and Title: AARON HARRIS; COO

   Phone / Fax/ E-Mail 315-455-3666; harrisa@syrairport.org

3. **Company Name:** GREATER BINGHAMTON AIRPORT

   Address: 2534 AIRPORT RD, BOX 16, JOHNSON CITY, NY 13790

   Contact Person and Title: MARK HEEFNER, AIRPORT MANAGER

   Phone / Fax/ E-Mail 607-763-4452 x4471; mark.heefner@broomecountyny.gov

EXHIBIT D-6: **BID SHEET(S)**

1. **COMPLIANCY**

Listed in EXHIBIT C are the minimum specifications and standards intended to govern, in general, the deicers desired. Please check "Yes: or "No" if you can meet these specifications and standards. Variations offered as "or equal" should include a justification for each to be used in the evaluation of the product offered. The Authority reserves the right to make the final determination if the "as equal" variation is acceptable to the Authority.

All requirements of the Minimum Specifications and Standards will be met for each deicer:

YES X NO _____

2. **PRODUCT PRICING**

ITEM # 1: SODIUM ACETATE

PRICE PER POUND: **$** NO BID **PER POUND**

Truck Load Gallons (for information only): _____

Maximum Amount Available For Delivery Per Week: _____

Brand Bid (for information only): _____

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday _____ **Saturday** _____ **Sunday** _____

Phone Number _____

Contact Person _____

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: _____**%**

Terms: _____

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE

BID ITEM #2: SODIUM FORMATE

PRICE PER POUND: $ NO BID **PER POUND**

Truck Load Size in Pounds (for information only): _____

Maximum Amount Available For Delivery Per Week: _____

Brand Bid (for information only): _____

Sacks size(s) available: _____

_____

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday _____ **Saturday** _____ **Sunday**_____

Phone Number _____

Contact Person _____

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: _____%

Terms: _____

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE.

BID ITEM #3: SODIUM FORMATE/ ACETATE BLEND

PRICE PER POUND: $ 0.905 **PER POUND**

Truck Load Size in Pounds (for information only): 46,305 LBS

Maximum Amount Available For Delivery Per Week: NO LIMIT

Brand Bid (for information only): AEROMELT SOLID RUNWAY DEICER

Sacks size(s) available: SUPERSACK - NET WT: 2,205 LBS

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday 24/7 **Saturday** 24/7 **Sunday** 24/7

Phone Number 303-459-2500; 303-459-2859

Contact Person LAURA MIAO or JEREMY BERVEN

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: N/A %

Terms: NET 30

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE.

BID ITEM # 4: POTASSIUM ACETATE BASE FLUID

PRICE PER GALLON: $ NO BID **PER GALLON**

Truck Load Size in Pounds (for information only): _____

Maximum Amount Available For Delivery Per Week: _____

Brand Bid (for information only): _____

Sacks size(s) available: _____

_____

As stated in specifications, delivery must be made within 48 hours of placing order.

Hours Available for Placement of Orders by Airport:

Monday–Friday _____ **Saturday** _____ **Sunday**_____

Phone Number _____

Contact Person _____

3. **PROMPT PAYMENT DISCOUNTS**

Percent discount available for prompt payment: _____**%**

Terms: _____

VENDOR IS REQUIRED TO SUBMIT A SAMPLE PRODUCT WITH BID RESPONSE.

AGENDA ITEM NO. 10.6

Contract Amount: $75,000
(Estimated Total Contract Cost – There is No Fixed Total Contract Amount on as needed basis)

AGENDA ITEM NO: 10.6
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

Contact Person: *Margaret Herrmann*
Chief Accountant

PURPOSE OF REQUEST:

Construction Contract: *Contract No. SC-1203 - Plumbing Services*
BPI Piping, Inc. & Eckert Mechanical

CONTRACT AMOUNT:

Contract Amount: **$*75,000 (Estimated Total Contract Cost – There is No Fixed Total Contract Amount, on as needed basis)***

BUDGET INFORMATION:

Anticipated in Current Budget: Yes √ No

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal **State** **Airport** ***100%***
Funding Source: Airport Operating Budget

JUSTIFICATION:

The Airport relies upon the services of an independent contractor to provide plumbing and drain repairs and maintenance as directed by the Airport Building Maintenance Department on an as needed basis. The Authority received three responses to the Request for Proposal. The three proposals were deemed fully responsive, reviewed, and scored by an RFP evaluation committee. The RFP stated two (2) contractors would be awarded this contract to avoid project delays if one contractor is not readily available. Requested work will be alternated between the two contractors at the discretion of the Airport Authority Representative. Based upon the evaluation criteria stated in the RFP, the two proposers receiving the highest scores are BPI Piping and Eckert Mechanical. Request is made that a contract for 1 (one) year with four 1 (one) optional renewals be awarded to each of these contractors.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: Yes √ NA

AGENDA ITEM NO: 10.6
MEETING DATE: November 21, 2024

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **Yes √ NA_____**

BACK-UP MATERIAL:

Please refer to the attached certified proposal spreadsheet, evaluation score summary, and proposals submitted by BPI Piping and Eckert Mechanical.

Contract #SC-1203
Plumbing Services

Company Name	Burniche Piping Inc. dba BPI Piping	Savignano Construction Services	Eckert Mechanical, LLC

I, Bobbi Matthews, certify that this proposal acknowledgment is a true copy of the submittals received for the proposal (RFP) above.

Albany Airport Authority Purchasing Department

Bobbi Matthews

Bobbi Matthews,
Purchasing Agent

Sworn to before me this 25th day of October 20 24.

Jennifer A. Munger

Notary Public

JENNIFER A. MUNGER
Notary Public, State of New York
No. 01MU6246332
Qualified in Schenectady County
Commission Expires Aug. 08, 2027

Evaluation Summary for Contract # SC-1203 / Plumbing Services

Highest Possible Score: *400*

BPI Piping:	383
Savignano:	337
Eckert Mechanical:	381

The two proposals receiving the highest evaluation score are BPI Piping & Eckert Mechanical.

Bobbi Matthews
Purchasing Agent

Phone: **(518) 242-2213**
Fax: **(518) 242-2640**
Email: **BMatthews@albanyairport.com**
AlbanyAirport.com

Exhibit D: Proposal A

PROPOSAL ACKNOWLEDGMENT FORM

The proposers acknowledge that he/she has carefully examined the RFP, the attached Agreement draft and the proposed location/s for his/her proposed operation/s.

The proposer warrants that if proposal is accepted, he/she will contract with the Albany County Albany Authority the form of an Agreement substantially in the form attached and comply with the requirements of the RFP and the executed Agreement. Proposer agrees to deliver an executed Agreement to the Albany County Airport Authority within fourteen (14) calendar days of receiving the tendered Agreement from the Authority.

I, the undersigned, guarantee our proposal meets or exceeds specifications contained in the RFP document. Any exceptions are described in detail and all requested information has been submitted as requested.

I affirm that I have read and understand all the provisions and conditions as set forth in this RFP. Our firm will comply with all provisions and conditions as specified, unless specifically noted as an exception with our Proposal.

I also affirm that I am duly authorized to execute the Agreement contemplated herein; that this company, corporation, firm, partnership, or individual has not prepared this Proposal in collusion with any other proposer and that the contents of this proposal as to rent, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other proposer or to any other person/s engaged in this type of business prior to the official opening of the proposal.

Name of Proposer: Eckert Mechanical. LLC

Signature of Authorized Person: Russell [illegible]

Title: President

Business Address of Proposer: 1062 Central Avenue, Albany, NY 12205

Business Phone Number: (518) 459-4116

Date: 10/24/2024

Subscribed and sworn to before me this 24th day of October, 2024.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

Exhibit D: Proposal B

NON-COLLUSION AFFIDAVIT

Authorized officer: Bidder's proposal containing statements, letters, etc., shall be signed in the proposal by a duly authorized officer of the company whose signature is binding on the proposal.

The undersigned offers and agrees to furnish all of the items/services upon which qualifications are stated in the accompanying proposal. The period of acceptance of this proposal will be 60 calendar days from the date of the bid opening. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by proponent).

STATE OF New York COUNTY OF Albany

BEFORE ME, the undersigned authority, a Notary Public in and for the State of New York on this day personally appeared Russell Lincoln who after being by me duly sworn did depose and say: I, Russell Lincoln am a duly authorized officer of/agent for Eckert Mechanical, LLC and have been duly authorized to execute the foregoing on behalf of the said .

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this proposal. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of services/commodities offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this proposal, each proponent and each person signing on behalf of any proponent certifies and in the case of a joint proposal each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this proposal have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other proponent or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the proponent and will not knowingly be disclosed by the proponent prior to the opening, directly or indirectly to any other proponent or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other

person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Proponent: Eckert Mechanical, LLC

1062 Central Avenue, Albany, NY 12205

Telephone and Fax Numbers: P (518) 459-4116, F(518) 459-1208

By: _____ Name & Title Russell Lincoln, President
Signature

SUBSCRIBED AND SWORN to before me by the above-named on this 24th day of October 2024.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

_____
Notary Public in and for the State of NY

Exhibit D: Proposal C

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Eckert Mechanical, LLC

Address: 1062 Central Avenue

Albany, NY 12205

Name and Title of Person Submitting this Form: _____

Russell Lincoln, President

Contract Procurement Number: SC-1203

Date: 10/24/2024

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

No Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: 10/24/2024

Signature

Name: Russell Lincoln

Title: President

Exhibit D:Proposal D

OBTAINED REQUEST FOR BID AFFIDAVIT

I, being an authorized representative of the named organization / company, certify that I obtained the request for bid documents from the Albany County Airport Authority Purchasing Office or Bid Net Direct. I understand that no bid shall be considered unless the organization making this bid has first obtained a copy of this Request for Bid from the Albany County Airport Authority Purchasing Office or Bid Net Direct.

Russell Lincoln — President

Signature — Agent

Print or Type Name: Russell Lincoln

Address: 1062 Central Avenue

Albany, NY 12205

Phone: (518) 459-4116

SUBSCRIBED AND SWORN to before me by the above named on this 24th day of October, 2024.

Notary Public in and for
State of New York

Exhibit D: Proposal F

INSURANCE REQUIREMENT AFFIDAVIT

To be completed by appropriate insurance agent:

I, the undersigned agent, certify that the insurance requirements contained in this proposal document have been reviewed by me with the below identified offerer. If the below identified offerer is awarded this contract by Albany County Airport Authority, I will be able, within ten (10 days after offerer is notified of such award, to furnish a valid insurance certificate to the Airport meeting all of the requirements contained in this contract.

Agent: _____ USI Insurance Services
Signature Agent

Name of Insurance Carriers: USI Insurance Services

Address of Agency: 3 Lear Jet Lane, SUite 104

Latham, NY 12110

Phone Number Where
Agent May Be Contacted: (518) 514-3622

Offerer's Name (Print or Type) BRADLEY BIER

SUBSCRIBED AND SWORN to before me by the above named on this 24th day of October, 2024.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

Notary Public in and for
State of New York

Exhibit D: Proposal G-1

CORPORATION STATEMENT

IF A CORPORATION, answer the following:

1. When incorporated?

   12/29/2009

2. Where incorporated?

   New York

3. Is the corporation authorized to do business in New York?

   X Yes _____ No

   If New York is not state of incorporation:

   A. Address of the registered office in New York:

   B. Name of registered agent in New York at such office:

   C. Attach Certificate of Authority to transact business in New York.

4. The Corporation is held: _____ Publicly X Privately

5. Furnish the name, title, and address of each officer, director, and shareholders of the corporation's issued stock:

Officer's Name	Address	Position	%
Russell Lincoln	1937 Bay Road Lake George NY, 12845	President/Owner	100%

Director's Name	Address	Principal Business Affiliation Other Than Proposer's Directorship

Principal	Address	Percentage

Shareholders	Ownership

Exhibit D: Proposal G-2 N/A

PARTNERSHIP STATEMENT

IF A PARTNERSHIP, answer the following:

1. Date of Organization? _____

2. General Partnership _____ Limited Partnership _____

3. Partnership Agreement Recorded? _____ Yes _____ No

   Date: _____

   Book: _____

   Page: _____

   County: _____

4. Has the Partnership done business in New York?

   Yes _____ No _____ When?_____

5. Name, address, and partnership share of each general or limited partner:

Name	Address	Percent Of Share	General Limited Partner
1.			
2.			
3.			
4.			

Exhibit D: Proposal G-3

ALL PROPOSALS - FINANCIAL INFORMATION

A. Financial Statements

Proponents shall attached a Balance Sheet and Income Statement prepared in accordance with Generally Accepted Accounting Principles (GAAP) for the most current year-to-date period, together with a copy of the Proponent's most recent fiscal year Financial Statements, audited and certified by an Independent Certified Public Accountant, including the auditor's opinion thereon.

B. Surety Information

1. Have you, or any entity you have had an ownership interest in, ever had a bond or surety canceled or forfeited? Yes ( ) No (X)

2. If Yes, state the name of the bonding company, date, amount of the bond and the reason for such cancellation or forfeiture

_____

_____

_____

_____

C. Bankruptcy Information

1. Have you, or any entity you have had an ownership interest in, ever filed a petition for bankruptcy, or been declared bankrupt? Yes ( ) No (X)

2. If Yes, state the name of the entity, date, amount of the filed or declared bankruptcy

_____

_____

_____

_____

D. County of Albany and any Affiliated Entity

1. Have you ever entered into an agreement with the County of Albany or any affiliated entity? Yes ( ) No (X)

2. If Yes, identify the agreement(s), its purpose, and its term.
CONSTRUCTION & SERVICE CONTRACTS

_____

3. Have you ever been sent a default notice concerning any such agreement(s)?

Yes ( ) No (X) If Yes, please explain

_____

_____

_____

Exhibit D: Proposal H

WORK FORCE COMPOSITION

Eckert Mechanical, LLC			(518) 459-4116
Name of Firm			**Phone Number**
1062 Central Avenue	Albany	New York	12205
Address	**City**	**State**	**Zip Code**

Russell Lincoln, President
Name & Title of Authorized Executive

Full Time Employees	Total # of Employees	White	American Indian	Black	Hispanic	Other (*)
	Male / Female	M/F	M/F	M/F	M/F	M/F
Admin & Manager	1 / 3	1 / 2			/ 1	
Professional	1 / —	1 / 0				
Technical	—	0				
Sales Workers	—	0				
Office Workers	—	0			1 / —	
Semiskilled Workers	21 / —	20/0				
Unskilled Workers	2 / —	2/—				
Apprentices	3/ —					
Seasonal Temporary Part Time	— —					
TOTAL	28/3					

***Use Additional Sheets To Identify The Ethnicity Of Employees Identified In This Category.**

Remarks: 28 W MALES 1 HISPANIC F 3M

2 W F OFFICE

Please see the attached reference sheet

Exhibit D: Proposal I

REFERENCES

List three (3) companies or governmental agencies where like or similar services have been provided within the last three years:

1. **Company Name:** _____

   Address: _____
   Street/P.O. Box City State Zip Code

   Contact Person: _____ **Title:** _____

   Phone: _____ **Fax:** _____

2. **Company Name:** _____

   Address: _____
   Street/P.O. Box City State Zip Code

   Contact Person: _____ **Title:** _____

   Phone: _____ **Fax:** _____

3. **Company Name:** _____

   Address: _____
   Street/P.O. Box City State Zip Code

   Contact Person: _____ **Title:** _____

   Phone: _____ **Fax:** _____

EXHIBIT D: Proposal F

PROPOSAL SUBMITTAL FORM

Exhibit C contains the minimum requirements and are intended to govern, in general, the performance requirements and the type of services desired. Please check "yes" or "no" if you can meet these specifications.

The bidder can meet or exceed required specifications as required in EXHIBIT C?

☒ YES **☐ NO**

Proposer has all vehicles to be used in this contract available for inspection.

☒ YES **☐ NO**

All drivers have a valid New York State Drivers License.

☒ YES **☐ NO**

All drivers will complete their security clearance by the Airport Operations Office prior to issuance of the contract.

☒ YES **☐ NO**

Proposed Rate:

****Prevailing Wage MUST be Paid. Certified payrolls must be submitted with all invoicing.**

One (1) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: 110.00 **Per Hour** **Year 2:** 112.75 **Per Hour**

Year 3: 115.75 **Per Hour** **Year 4:** 118.46 **Per Hour**

Year 5: 121.42 **Per Hour**

Weekend / Holiday Call In:

Year 1: 138.00 **Per Hour** **Year 2:** 141.50 **Per Hour**

Year 3: 145.00 **Per Hour** **Year 4:** 149.50 **Per Hour**

Year 5: 153.00 **Per Hour**

Emergency Call In:

Year 1: 155.00 **Per Hour** **Year 2:** 158.00 **Per Hour**

Year 3: 162.00 **Per Hour** **Year 4:** 167.00 **Per Hour**

Year 5: 171.00 **Per Hour**

Two (2) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: 220.00 **Per Hour** **Year 2:** 225.00 **Per Hour**

Year 3: 231.00 **Per Hour** **Year 4:** 236.00 **Per Hour**

Year 5: 243.00 **Per Hour**

Weekend / Holiday Call In:

Year 1: 276.00 **Per Hour** **Year 2:** 283.00 **Per Hour**

Year 3: 289.00 **Per Hour** **Year 4:** 298.00 **Per Hour**

Year 5: 305.00 **Per Hour**

Emergency Call In:

Year 1: 310.00 **Per Hour** **Year 2:** 318.00 **Per Hour**

Year 3: 326.00 **Per Hour** **Year 4:** 334.00 **Per Hour**

Year 5: 343.00 **Per Hour**

VEHICLE DELIVERY OF PARTS

Hourly Rate for Use of Delivery Vehicle if requested by the Authority (if applicable):

Year 1: 6.50 **Per Hour** **Year 2:** 6.75 **Per Hour**

Year 3: 7.00 **Per Hour** **Year 4:** 7.25 **Per Hour**

Year 5: 7.50 **Per Hour**

Contact Information:

Name of Contact Person: Russell Lincoln, President

Phone Number (s): (518) 459-4116

(518) 937-4282

Fax Number: (518) 459-1208

ECKERT
MECHANICAL, LLC

1062 Central Avenue Albany, NY 12205
Phone: 518.459.4116 Fax: 518.459.1208

Service References

Firm Name: RICE BUILDING 1871, LLC

Person of Contact: Luther Tai

Address: 38 Launcelot Lane Basking Ridge, NJ 07920

Phone Number: (914) 412-6104

Description: Preventive Maintenance & Repair Services for Plumbing/HVAC and Refrigeration Equipment

Firm Name: Town of Colonie

Person of Contact: Michele Matuszek

Address: 347 Old Niskayuna Rd. Latham, NY 12110

Phone Number: (518) 783-2794

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

Firm Name: Norry Realty

Person of Contact: Gary Guenther

Address: 833 Broadway Albany, NY 12207

Phone Number: (518) 782-8677

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

ECKERT
MECHANICAL, LLC

1062 Central Avenue Albany, NY 12205
Phone: 518.459.4116 Fax: 518.459.1208

Firm Name: Capital District DDSO

Person of Contact: John Mclear

Address: 500 Balltown Rd. Niskayuna, NY 12304

Phone Number: (518) 703-4111

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

Firm Name: Town of Charlton

Person of Contact: Marshall Heritage

Address: 758 Charlton Road, Charlton, NY 12013

Phone Number: (518) 857-3431

Description: HVAC/Plumbing Maintenance & Repair / HVAC Preventative Maintenance & Repairs

Exhibit D: Proposal E

PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, ECKERT MECHANICAL, LLC* as Principal, and WESTERN SURETY COMPANY** as Surety, a corporation chartered and existing under the laws of the State of South Dakota, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany International Airport Authority, as Owner in the sum of $2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany International Airport, New York, to which payment well and truly made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Proposal, attached hereto and hereby made a part hereof to enter into a contract in writing, for the performance of services at the Albany International Airport,

Contract SC-1203, Plumbing Services at Albany County Airport

NOW, THEREFORE,

A. If said Proposal shall be rejected, or in the alternate;

B. If said Proposal shall be accepted and the Principal shall, within fourteen (14) calendar days after receipt of written notification from the Authority of the Notice of Award, execute and deliver such contract and shall furnish sufficient and satisfactory bonds for his faithful performance of said contract, and for the payment of all amounts in connection therewith, and shall in all other respects perform the agreement created by the acceptance of said Proposal, then this obligation shall be void; otherwise the same shall remain in force and effect, it being express expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Proposal; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

*1062 Central Avenue, Albany, New York 12205

**151 N. Franklin Street, 17th Floor, Chicago, Illinois 60606

Signed, this 23rd day of October, 2024.

ECKERT MECHANICAL, LLC	WESTERN SURETY COMPANY
Principal	Surety
By	By Bradley E. Byer, Attorney-in-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, Russell Lincoln, certify that I am the Secretary of the Corporation named as Principal in the within bond; that Russell Lincoln, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

(Corporate Seal)

INDIVIDUAL ACKNOWLEDGEMENT

State of)
)
County of)

On the _____ day of _____ ,20 ____ , before me personally came

_____ , to me known and know to me to be the Individual described in and who executed the foregoing instrument, and he acknowledged to me that he executed the same.

_____
Notary Public

LLC ACKNOWLEDGMENT

State of New York)
)
County of Albany)

On the 23 day of October in the year **2024**, before me personally came Russell Lincoln to me known, who, being by me duly sworn, did depose and say that (s)he reside(s) in Lake George NY; that (s)he is the President of the **Eckert Mechanical LLC** the LLC described in and which executed the above instrument.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

_____
Notary Public

SURETY ACKNOWLEDGEMENT

State of New York)
)
County of)

On the **23rd** day of **October** in the year **2024**, before me personally came **Bradley E. Byer,** to me known, who, being by me duly sworn, did depose and say that he reside(s) in **Albany County, New York**; that he is the **Attorney-in-Fact** of **Western Surety Company** the corporation described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by authority of the board of directors of said corporation, and that he signed his name thereto by like authority.

NICOLE C. TRIMBLE
Notary Public, State of New York
No. 01CA6135839
Qualified in Albany County
Commission Expires October 24, 2025

_____
Notary Public

Western Surety Company

POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

Michael W Karl, Bruce W Rogers, Lawrence DiGiulio, Andrew J Tokasz, Bradley E Byer, Todd McMahon, April A Adams, Steven Blumhagen, Timothy J Geiger, Michael Robert Bonetto, Daniel Thomas Kaminski, Lauren Bordonaro, Individually

of Buffalo, NY, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

- In Unlimited Amounts -

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law and Resolutions printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 7th day of September, 2023.

WESTERN SURETY COMPANY

Larry Kasten, Vice President

State of South Dakota }
County of Minnehaha } ss

On this 7th day of September, 2023, before me personally came Larry Kasten, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is a Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires
March 2, 2026

M. BENT
NOTARY PUBLIC
SOUTH DAKOTA

M. Bent, Notary Public

CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law and Resolutions of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 23rd day of October, 2024.

WESTERN SURETY COMPANY

L. Nelson, Assistant Secretary

Form F4280-4-2023

Go to www.cnasurety.com > Owner / Obligee Services > Validate Bond Coverage, if you want to verify bond authenticity.

Authorizing By-Laws and Resolutions

ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

This Power of Attorney is signed by Larry Kasten, Vice President, who has been authorized pursuant to the above Bylaw to execute power of attorneys on behalf of Western Surety Company.

This Power of Attorney may be signed by digital signature and sealed by a digital or otherwise electronic-formatted corporate seal under and by the authority of the following Resolution adopted by the Board of Directors of the Company by unanimous written consent dated the 27th day of April, 2022:

"RESOLVED: That it is in the best interest of the Company to periodically ratify and confirm any corporate documents signed by digital signatures and to ratify and confirm the use of a digital or otherwise electronic-formatted corporate seal, each to be considered the act and deed of the Company."

BPI PIPING

COMMERCIAL & INDUSTRIAL MECHANICAL CONTRACTORS

October 21, 2024

To: Albany International Airport
RE: Plumbing Service Contract # SC-1203
Attn: Sourcing Director

We herewith submit our Bid for "PLUMBING SERVICE CONTRACT SC-1203". BPI's submitted bid package includes the following documents.

- Cover Page
- Cover Letter
    - Executive Summary
    - Experience, organizational chart
    - Service Plan outline
- Proposal Acknowledgement
- Non-Collusion
- Offeror Discloser of Prior Non-Responsibility Determinations
- Insurance Affidavit and Relevant Insurance Documentation with Notarial Jurat and Balance sheet
- Company Statement
- Workforce Composition
- References for existing Maintenance Contracts
    - Regeneron Pharmaceuticals
    - Shenendehowa Schools
    - Albany International Airport
    - Hudson Valley Community College
- Addenda Acknowledgement
- Proposal Submittal Form
- Local 7 Safety Training Course Breakdown
  (*All BPI field personnel are members of Local 7 and are in the process of or have completed a five year apprenticeship program)

Sincerely,

Joe T. Burniche
BPI PIPING
95 Hudson River Rd.
Waterford, NY 12188
joetb@bpipiping.com

BPI PIPING

COMMERCIAL & INDUSTRIAL MECHANICAL CONTRACTORS

95 Hudson River Road Waterford, NY 12188 P: 518.238.2383

95 Hudson River Road
Waterford, NY 12188
Phone: (518) 238-2383 / Fax: 233-0123

Albany County Airport Authority
HVAC Service Contract # SC-1201
Attn: Sourcing Director

October 21st, 2024

I would like to take this opportunity to introduce BPI Piping, Inc. and BPI Mechanical Service, Inc. Our companies are comprised of a heavy commercial and industrial mechanical contracting company, BPI Piping, Inc., and an HVAC service/maintenance and installation company, BPI Mechanical Service, Inc.

BPI Piping was started in 1998 by Joseph R. Burniche, a licensed plumber, who concentrated on primarily small to medium sized projects. The company has since grown to become one of the Capital Region's premier mechanical contracting firms. Working on numerous state and local government facilities, pharmaceutical manufacturing plants, Colleges, Elementary and High schools, municipalities and light to heavy commercial establishments, BPI Piping, Inc., continues to grow. As an enhancement, BPI Piping expanded its offerings and started BPI Mechanical Service to help our clients with their mechanical HVAC service needs. BPI is led by Joseph R Burniche and Joseph T Burniche with an office team of 15 and 70+ field HVAC techs, plumbers, pipefitters, and Welders.

Direct personal contact information for Albany Airport authority

President
Joseph R Burniche
Office 518-238-2383
Cell 518-378-5944
Fax 518-233-0123
joeb@bpipiping.com

Vice President
Joseph T Burniche
Office 518-238-2383
Cell 518-857-3119
Fax 518-233-0123
joetb@bpipiping.com

Superintendent
Pete LeClair
Office 518-238-2383
Cell 518-378-3004
Fax 518-233-0123
petel@bpipiping.com

BPI Piping and BPI Mechanical Service are proud to be signatory contractors to the Plumbers and Steamfitters Locals 7 and 773. All Local 7 and 773 members are well-trained and complete a rigorous (5) year apprenticeship program. With many continuing education classes, you are assured that our well-trained journeymen and apprentices are performing the critical work that makes up the mechanical contracting service industry.

BURNICHE PIPING, INC/BPI PIPING, INC.

Joe T. Burniche

95 Hudson River Rd.
Waterford, NY 12188
joetb@bpipiping.com
O-(518)238-2383
C-(518)857-3119
F-(518)233-0123

Albany Airport
Key Employees

Joseph R. Burniche
President
joeb@bpipiping.com

Joseph T. Burniche
V.P | joetb@bpipiping.com

Pete LeClair
Superintendent
petel@bpipiping.com

Pete has 40+ years of managing commercial and industrial mechanical installation & maintenance. 15 years experience years managing service and maintenance contracts at Albany Airport. Pete oversees the fab shop ensuring our customers get custom made parts on time.

Kyle Moran
Superintendent
kylem@bpipiping.com

Kyle has 15 years of commercial, industrial, and process piping experience. Including experience managing service and maintenance of shops located inside of Albany Airport. Oversaw renovations of shops currently existing in Albany Airport.

Jill Baran
Assistant Controller
jillb@bpipiping.com

Jill has been at BPI for 6 years. Jill oversees our accounts payable and account receivable departments. She is well versed in AIA payments and ensuring all payments go out on time.

Jessica Dwyer
Accounts Receivable
jessd@bpipiping.com

Jessica thoroughly reviews our billing invoices and makes sure they go out in a timely manner in the format preferred by Albany Airport.

James Brand
Foreman
jimmy@bpipiping.com

Jimmy has 10 years experience running jobs at Albany Airport. Jimmy continuously runs jobs safely and on time.

Journeymen/Apprentices

We have ~70 people working in the field. Each employee brings strengths to the job. We ensure that the journeymen and apprentices that are working at Albany Airport have the skills, work ethic, and credentials to do the best job.

Liz Mentiply
Accounts Payable
lizm@bpipiping.com

Liz receives and enters all invoices so they can be reviewed and paid promptly.

At BPI safety is our number one priority. Each of our field employees are members of Local 7. They have all completed OSHA safety training, man lift, ladder, and various other safety trainings. Safety is a never-ending job, and our crews are continuously growing to ensure the safest and high quality completed jobs.

BPI PIPING

95 Hudson River Road
Waterford NY 12188
p- 518.238.2383
f- 518.233.0123

BPI PIPING

95 Hudson River Road
Waterford, NY 12188
Phone: (518) 238-2383 / Fax: 233-0123

1. Project Overview

- **Project Name:** HVAC and Plumbing Installation/Repair
- **Location:** Albany Airport
- **Project Manager:** Pete LeClair/Kyle Moran
- **Start Date:** 11/01/2024
- **End Date:** 10/31/2029

2. Scope of Work

A. HVAC Services

- **System Design and Layout:**
    - Assess building layout and requirements.
    - Design ductwork and air distribution system.
- **Equipment Installation & Repair:**
    - Install/Repair HVAC units (e.g., furnaces, air conditioners, heat pumps) upon request of Albany Airport Representatives.
    - Make repairs and adjustments per Albany Airport Representatives.
    - Set up thermostats and control systems.
    - Advise about parts and/or Order Parts per request of Albany Airport Representatives.
    - Promptly respond to emergency calls regarding break downs/equipment malfunctions.
    - Preform other duties within our working knowledge as requested by Albany Airport Representatives.
- **System Testing and Commissioning:**
    - Perform preventive maintenance
        - Check refrigerant levels and system performance.
        - Conduct final system check and calibration.
- **HVAC Personnel**
    - All BPI Piping Employees sent to work at the airport will be competent in working on the following:

- Belts
- Filters
- Coil Cleaning
- Greasing *pumps, motors, Louver Linkage, etc.*
- Pan (condensate) Cleaning
- Drain (condensate) Cleaning
- Valves & Actuators
- Alignments
- VAV Flushing
- Fin Tube Cleaning & Cover Alignment

B. Plumbing Services

- **System Design and Planning:**
  - Assess plumbing requirements (water supply, drainage).
  - Design layout for piping and fixtures.
- **Installation/Repair of Plumbing Systems:**
  - Install/Repair water supply lines (copper, PVC, etc.).
  - Install/Repair drainage and vent systems.
  - Install fixtures (sinks, toilets, showers).
- **Testing and Inspections:**
  - Conduct pressure tests on water lines.
  - Ensure proper drainage and venting.
  - Schedule inspection with local authorities.
- **Plumbing Personnel**
  - BPI Piping will furnish an expert plumber as requested by the Albany International Airport.
  - All Journeymen sent to work at Albany International Airport will be proficient in:
    - Working on underground pipes

        - Snaking and Water Jetting all plumbing lines
        - Pipe Repairs
    - All HVAC Personnel will have all necessary training and experience for the work being completed.

3. Timeline

- **Planning and Preparation**
    - Albany Airport requests work.
    - Foreman or Superintendent walks job, makes a material list.
    - Pricing proposed.
- **HVAC Installation**
    - Install/repair ductwork and insulation - subcontractor
    - Install HVAC units and control systems.
- **Plumbing Installation**
    - Install supply and drainage lines.
    - Install fixtures and perform inspections.
- **Testing and Final Adjustments**
    - Conduct final system tests for HVAC and plumbing.
    - Address any issues or adjustments needed.

4. Resources Required

- **Personnel:**
    - HVAC Technicians : Depends on Job
    - Plumbers: Depends on Job
    - Project Manager: Depends on Job
- **Tools and Equipment:**
    - HVAC tools (e.g., gauges, wrenches).
    - Plumbing tools (e.g., pipe cutters, soldering equipment).
    - Safety gear (gloves, goggles, hard hats).

- All plumbing personnel will have appropriate training/licensing/certifications for the work being performed.

5. Safety Protocols

- Conduct safety meetings before starting work.
- Guarantee work being performed will not hinder the safety and welfare of all Albany International Airport staff and passengers.
- Ensure day to day work does not jeopardize continued operation of the Airport
  - *In the event that a localized water shut down needs to occur we will plan accordingly with the appropriate Albany International Airport Staff.*
- Ensure all workers wear appropriate personal protective equipment (PPE).
- Follow local codes and regulations for HVAC and plumbing installations.
- Implement measures for working at heights or in confined spaces.

6. Quality Assurance

- Inspect that HVAC systems are operational upon request of Albany Airport.
- Record and report any malfunctions or possible malfunctions.
- Document all hours worked at Albany Airport.
- Document all work completed.
- Schedule interim inspections with local authorities.
- Collect feedback from technicians and clients for improvements.

7. Communication Plan

- When appropriate provide project updates to the Airport Authority Building Maintenance Supervisor.
- Forman will complete briefings with the on-site team.
- Establish a communication channel (e.g., group chat, email) for real-time updates.

BURNICHE PIPING, INC/BPI PIPING, INC.

EXHIBIT D: DOCUMENTS REQUIRED TO BE SUBMITTED WITH PROPOSAL

A. **Proposal Acknowledgment Form**

B. **Non-Collusion Affidavit**

C. **Offerer Disclosure of Prior Non-Responsibility Determinations**

D. **Obtained Proposal Affidavit**

E. **Proposal Bond**

F. **Insurance Affidavit**

G. **Company Statement for:**

1. **Corporation**
2. **Partnership**
3. **All Proposals**

H. **Work Force Composition**

I. **References**

J. **Proposal Submittal Form**

Exhibit D: Proposal A

PROPOSAL ACKNOWLEDGMENT FORM

The proposers acknowledge that he/she has carefully examined the RFP, the attached Agreement draft and the proposed location/s for his/her proposed operation/s.

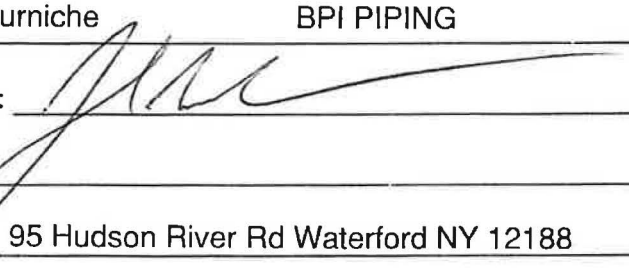
The proposer warrants that if proposal is accepted, he/she will contract with the Albany County Albany Authority the form of an Agreement substantially in the form attached and comply with the requirements of the RFP and the executed Agreement. Proposer agrees to deliver an executed Agreement to the Albany County Airport Authority within fourteen (14) calendar days of receiving the tendered Agreement from the Authority.

I, the undersigned, guarantee our proposal meets or exceeds specifications contained in the RFP document. Any exceptions are described in detail and all requested information has been submitted as requested.

I affirm that I have read and understand all the provisions and conditions as set forth in this RFP. Our firm will comply with all provisions and conditions as specified, unless specifically noted as an exception with our Proposal.

I also affirm that I am duly authorized to execute the Agreement contemplated herein; that this company, corporation, firm, partnership, or individual has not prepared this Proposal in collusion with any other proposer and that the contents of this proposal as to rent, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other proposer or to any other person/s engaged in this type of business prior to the official opening of the proposal.

Name of Proposer: Joseph Burniche BPI PIPING

Signature of Authorized Person: 

Title: Vice President

Business Address of Proposer: 95 Hudson River Rd Waterford NY 12188

Business Phone Number: 518-238-2383

Date: October 21st 2024

Subscribed and sworn to before me this 21st day of October, 20 24.

Exhibit D: Proposal B

NON-COLLUSION AFFIDAVIT

Authorized officer: Bidder's proposal containing statements, letters, etc., shall be signed in the proposal by a duly authorized officer of the company whose signature is binding on the proposal.

The undersigned offers and agrees to furnish all of the items/services upon which qualifications are stated in the accompanying proposal. The period of acceptance of this proposal will be 45 calendar days from the date of the bid opening. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by proponent).

STATE OF New York COUNTY OF Saratoga

BEFORE ME, the undersigned authority, a Notary Public in and for the State of New York on this day personally appeared Joseph T Burniche who after being by me duly sworn did depose and say: I, Elizabeth S Mentjam a duly authorized officer of/agent for BPI Piping inc and have been duly authorized to execute the foregoing on behalf of the said .

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this proposal. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of services/commodities offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this proposal, each proponent and each person signing on behalf of any proponent certifies and in the case of a joint proposal each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this proposal have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other proponent or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the proponent and will not knowingly be disclosed by the proponent prior to the opening, directly or indirectly to any other proponent or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other

person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Proponent: Burniche Piping /BPI PIPING

95 Hudson River Rd Waterford NY 12188

Telephone and Fax Numbers: PH: 518-238-2383 Fax: 518-233-0123

By: _____ Name & Title Joseph T Burniche Vice President
Signature

SUBSCRIBED AND SWORN to before me by the above-named on this
21st day of October 2024

ELIZABETH S MENTIPLY
STATE OF NEW YORK
NOTARY PUBLIC
Qualified In Rensselaer County
MY COMMISSION EXPIRES 12-29-2027

Elizabeth S Mentiply
Notary Public in and for the State of NY

Exhibit D: Proposal C

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Burniche Piping DBA BPI PIPING

Address: 95 Hudson River Rd Waterford NY 12188

Name and Title of Person Submitting this Form: Joseph T Burniche Vice President

Contract Procurement Number: 518-238-2383 Office 518-857-3119 Cell

Date: October 21st 2024

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

(No) Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

(No) Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: October 21st 2024

Signature

Name: Joseph T Burniche

Title: Vice President

Exhibit D:Proposal D

OBTAINED REQUEST FOR BID AFFIDAVIT

I, being an authorized representative of the named organization / company, certify that I obtained the request for bid documents from the Albany County Airport Authority Purchasing Office or Bid Net Direct. I understand that no bid shall be considered unless the organization making this bid has first obtained a copy of this Request for Bid from the Albany County Airport Authority Purchasing Office or Bid Net Direct.

Signature Agent

Print or Type Name: Joseph T Burniche

Address 95 Hudson River Rd

Waterford NY 12188

Phone: Office 518-238-2383 Cell # 518-857-3119

SUBSCRIBED AND SWORN to before me by the above named on this 21st day of October, 2024

ELIZABETH S MENTIPLY STATE OF NEW YORK NOTARY PUBLIC

Notary Public in and for State of New York

Exhibit D: Proposal E

PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, BPI Piping, Inc. as Principal, and Westfield Insurance Company as Surety, a corporation chartered and existing under the laws of the State of Ohio, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany International Airport Authority, as Owner in the sum of $ 2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany International Airport, New York, to which payment well and truly made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Proposal, attached hereto and hereby made a part hereof to enter into a contract in writing, for the performance of services at the Albany International Airport, HVAC Services - Contract No. SC-1201

NOW, THEREFORE,

A. If said Proposal shall be rejected, or in the alternate;

B. If said Proposal shall be accepted and the Principal shall, within fourteen (14) calendar days after receipt of written notification from the Authority of the Notice of Award, execute and deliver such contract and shall furnish sufficient and satisfactory bonds for his faithful performance of said contract, and for the payment of all amounts in connection therewith, and shall in all other respects perform the agreement created by the acceptance of said Proposal, then this obligation shall be void; otherwise the same shall remain in force and effect, it being express expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Proposal; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

Signed, this 21st day of October, 2024.

BPI Piping, Inc.	Westfield Insurance Company
Principal	Surety
By Joseph Bernicke Vice President	By Jaclyn M. Kelly, Attorney-In-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, Elizabeth S Mentiply, certify that I am the Secretary of the Corporation named as Principal in the within bond; that Joseph T Burniche, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

Elizabeth S Mentiply

ELIZABETH S MENTIPLY
STATE OF NEW YORK
NOTARY PUBLIC
Qualified in Rensselaer County
MY COMMISSION EXPIRES 12-28-2027

(Corporate Seal)

Exhibit D: Proposal F

INSURANCE REQUIREMENT AFFIDAVIT

To be completed by appropriate insurance agent:

I, the undersigned agent, certify that the insurance requirements contained in this proposal document have been reviewed by me with the below identified offerer. If the below identified offerer is awarded this contract by Albany County Airport Authority, I will be able, within ten (10 days after offerer is notified of such award, to furnish a valid insurance certificate to the Airport meeting all of the requirements contained in this contract.

Agent: _____ Signature

Marshall+Sterling Upstate Inc
Agent

Name of Insurance Carriers: Selective Insurance Company

Address of Agency: 25 Mohawk Ave., Scotia, NY 12302

Phone Number Where
Agent May Be Contacted: (518) 384-1100 ext 1390

Offerer's Name (Print or Type) Burniche Piping Inc

SUBSCRIBED AND SWORN to before me by the above named on this 17th

day of October, 2024

Laurie W. Gibson
Notary Public in and for
State of New York

LAURIE W. GIBSON
Notary Public-State of New York
No. 4945994
Qualified in Saratoga County
Commission Expires January 27, 2027

Exhibit D: Proposal G-1

CORPORATION STATEMENT

IF A CORPORATION, answer the following:

1. When incorporated?

   1998

2. Where incorporated?

   Waterford NY 12188

3. Is the corporation authorized to do business in New York?

   _X_ Yes _____ No

   If New York is not state of incorporation:

   A. Address of the registered office in New York:

   B. Name of registered agent in New York at such office:

   C. Attach Certificate of Authority to transact business in New York.

4. The Corporation is held: _____ Publicly _X_ Privately

5. Furnish the name, title, and address of each officer, director, and shareholders of the corporation's issued stock:

Officer's Name	**Address**	**Position**	**%**
Joseph R Burniche	12 Roberts Rd Waterford NY	President	51%
Joseph T Burniche	151 Turner Rd Troy NY	Vice President	49%

Director's Name	Address	Principal Business Affiliation Other Than Proposer's Directorship
N/A		

Principal	Address	Percentage

Shareholders	Ownership
N/A	

N/A

Exhibit D: Proposal G-2

PARTNERSHIP STATEMENT

IF A PARTNERSHIP, answer the following:

1. Date of Organization? _____

2. General Partnership _____ Limited Partnership _____

3. Partnership Agreement Recorded? _____ Yes _____ No

   Date: _____

   Book: _____

   Page: _____

   County: _____

4. Has the Partnership done business in New York?

   Yes _____ No _____ When?_____

5. Name, address, and partnership share of each general or limited partner:

Name	Address	Percent Of Share	General Limited Partner
1.			
2.			
3.			
4.			

Exhibit D: Proposal G-3

ALL PROPOSALS - FINANCIAL INFORMATION

A. Financial Statements

Proponents shall attached a Balance Sheet and Income Statement prepared in accordance with Generally Accepted Accounting Principles (GAAP) for the most current year-to-date period, together with a copy of the Proponent's most recent fiscal year Financial Statements, audited and certified by an Independent Certified Public Accountant, including the auditor's opinion thereon. To Be Provide once Awarded Contract

B. Surety Information

1. Have you, or any entity you have had an ownership interest in, ever had a bond or surety canceled or forfeited? Yes ( ) No (X)

2. If Yes, state the name of the bonding company, date, amount of the bond and the reason for such cancellation or forfeiture

_____

_____

_____

_____

C. Bankruptcy Information

1. Have you, or any entity you have had an ownership interest in, ever filed a petition for bankruptcy, or been declared bankrupt? Yes ( ) No (X)

2. If Yes, state the name of the entity, date, amount of the filed or declared bankruptcy

_____

_____

_____

_____

D. County of Albany and any Affiliated Entity

1. Have you ever entered into an agreement with the County of Albany or any affiliated entity? Yes (X) No ( )

2. If Yes, identify the agreement(s), its purpose, and its term.
Albany airport plumbing contract, Albany county Nursing home Rehab.
Albany County Storage Facility.

3. Have you ever been sent a default notice concerning any such agreement(s)?

Yes ( ) No (X) If Yes, please explain

_____

_____

_____

Exhibit D: Proposal H

WORK FORCE COMPOSITION

Burniche Piping Inc.	DBA BPI PIPING		518-238-2383
Name of Firm			**Phone Number**
95 Hudson River Rd	Waterford	NY	12188
Address	**City**	**State**	**Zip Code**

Joseph T Burniche Vice President

Name & Title of Authorized Executive

Full Time Employees	Total # of Employees	White	American Indian	Black	Hispanic	Other (*)
	Male / Female	M/F	M/F	M/F	M/F	M/F
Admin & Manager	2	2/F				
Professional	10	9M-1F				
Technical	50	47M-1F			1M	1M
Sales Workers	2	1M-1F				
Office Workers	8	3M-5F				
Semiskilled Workers						
Unskilled Workers						
Apprentices	5	5M				
Seasonal Temporary Part Time	1	1F				
TOTAL	77	75M-8F			1M	1M

***Use Additional Sheets To Identify The Ethnicity Of Employees Identified In This Category.**

Remarks: * Middle Eastern

Exhibit D: Proposal I

REFERENCES

List three (3) companies or governmental agencies where like or similar services have been provided within the last three years:

1. **Company Name:** HVCC Community Collage

   Address: 80 Vandenburgh Ave | Troy | NY | 12180
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Jeff Herrington **Title:** Facility Engineer

   Phone: 518-479-9773 **Fax:** N/A

2. **Company Name:** Shenendehowa Central Schools

   Address: 970 Route 146 Clifton Park | NY | 12065
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Barbara Salecker **Title:** Director of Operations

   Phone: 518-881-0600 **Fax:** N/A

3. **Company Name:** Regeneron

   Address: 81 Columbia turnpike | Rensselaer | NY | 12144
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Martin Dollard **Title:** Vice President of Facilities

   Phone: 518-605-6322 **Fax:** N/A

EXHIBIT D: Proposal F

PROPOSAL SUBMITTAL FORM

Exhibit C contains the minimum requirements and are intended to govern, in general, the performance requirements and the type of services desired. Please check "yes" or "no" if you can meet these specifications.

The bidder can meet or exceed required specifications as required in EXHIBIT C?

☒ YES ☐ NO

Proposer has all vehicles to be used in this contract available for inspection.

☒ YES ☐ NO

All drivers have a valid New York State Drivers License.

☒ YES ☐ NO

All drivers will complete their security clearance by the Airport Operations Office prior to issuance of the contract.

☒ YES ☐ NO

Proposed Rate:

****Prevailing Wage MUST be Paid. Certified payrolls must be submitted with all invoicing.**

One (1) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: $112.30 **Per Hour**

Year 2: $115.80 **Per Hour**

Year 3: $119.30 **Per Hour**

Year 4: $122.80 **Per Hour**

Year 5: $126.30 **Per Hour**

Weekend / Holiday Call In:

	Saturday	Sunday/Call in	
Year 1:	$145.42	$178.55	**Per Hour**
Year 2:	$148.92	$182.05	**Per Hour**
Year 3:	$152.42	$185.55	**Per Hour**
Year 4:	$155.92	$189.05	**Per Hour**
Year 5:	$159.42	$192.55	**Per Hour**

Emergency Call In:

Year 1: $178.55 **Per Hour**

Year 2: $182.05 **Per Hour**

Year 3: $185.55 **Per Hour**

Year 4: $189.05 **Per Hour**

Year 5: $192.55 **Per Hour**

Two (2) Man Crew:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: $220.00 **Per Hour** **Year 2:** $228.10 **Per Hour**

Year 3: $235.20 **Per Hour** **Year 4:** $242.30 **Per Hour**

Year 5: $249.40 **Per Hour**

Weekend / Holiday Call In:

	Saturday	Sunday/Call in	
Year 1:	$305.06	$390.12	**Per Hour**
Year 2:	$316.86	$405.61	**Per Hour**
Year 3:	$327.18	$419.17	**Per Hour**
Year 4:	$337.51	$432.72	**Per Hour**
Year 5:	$347.84	$446.29	**Per Hour**

Emergency Call In:

Year 1: $390.12 **Per Hour** **Year 2:** $405.61 **Per Hour**

Year 3: $419.17 **Per Hour** **Year 4:** $432.72 **Per Hour**

Year 5: $446.29 **Per Hour**

VEHICLE DELIVERY OF PARTS

Hourly Rate for Use of Delivery Vehicle if requested by the Authority (if applicable):

Year 1: $50.00 **Per Hour** **Year 2:** $55.00 **Per Hour**

Year 3: $60.00 **Per Hour** **Year 4:** $65.00 **Per Hour**

Year 5: $70.00 **Per Hour**

Contact Information:

Name of Contact Person: Joseph T Burniche

Phone Number (s): (518) 238-2383

(518) 857-3119

Fax Number: (518) 233-0123

Exhibit D: Proposal E

PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENT, that we, the undersigned, BPI Piping, Inc. as Principal, and Westfield Insurance Company as Surety, a corporation chartered and existing under the laws of the State of Ohio, and fully authorized to the business in the State of New York, and hereby held and firmly bound unto Albany International Airport Authority, as Owner in the sum of $ 2,000.00 dollars and no cents in good and lawful money of the United States of America, to be paid upon demand to the Albany International Airport, New York, to which payment well and truly made, we hereby jointly and severally bind ourselves, our heirs, executors, administrators, successors, and assigns.

The condition of the above obligation is such that whereas the Principal has submitted to Albany County Airport Authority, certain Proposal, attached hereto and hereby made a part hereof to enter into a contract in writing, for the performance of services at the Albany International Airport, Plumbing Services - Contract No. SC-1203

NOW, THEREFORE,

A. If said Proposal shall be rejected, or in the alternate;

B. If said Proposal shall be accepted and the Principal shall, within fourteen (14) calendar days after receipt of written notification from the Authority of the Notice of Award, execute and deliver such contract and shall furnish sufficient and satisfactory bonds for his faithful performance of said contract, and for the payment of all amounts in connection therewith, and shall in all other respects perform the agreement created by the acceptance of said Proposal, then this obligation shall be void; otherwise the same shall remain in force and effect, it being express expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no event, exceed the penal amount of this obligation as herein stated.

The Surety, for value received, hereby stipulated and agrees that the obligations of said Surety and its bond shall be in no way impaired or affected by any extension of the time within which the Authority accepts such Proposal; and said Surety does hereby waive notice of any such extension.

IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and seals, and such of them as are corporations have cause their corporate seals to be hereto affixed and these presents to be signed by their proper officers.

Signed, this 21st day of October, 2024.

BPI Piping, Inc.	Westfield Insurance Company
Principal	Surety
By	By Jaclyn M. Kelly, Attorney-In-Fact

CERTIFICATE AS TO CORPORATE PRINCIPAL

I, _____, certify that I am the Secretary of the Corporation named as Principal in the within bond; that _____, who signed the said bond of said Corporation is the President of said Corporation; that I know his signature, and his signature hereto is genuine; and that said bond was duly signed, sealed, and attested for in behalf of said Corporation by authority of its governing body.

_____

(Corporate Seal)

LOCAL 7 APPRENTICE TRAINING CLASS OVERVIEW

Math, Science, Safety and Heritage

This class provides the apprentices with the fundamentals that they will need to be successful throughout their apprenticeship and career.

- Basic math review
- Formulas for related mathematics in the pipe trades
- Pipe measurements
- Metric Measurements
- Instruments used for the layout of piping systems
- Properties of water
- Laws of hydraulics and pneumatics as they are related to piping systems
- Basic principles of mechanics to tools of the pipe trades
- Metals used in the piping industry
- Corrosion and its effect on piping materials, etc.
- Overview of the opportunities provided in a pipe trades career
- Responsibilities and attitudes required for success
- History of the United Associaton and Local 7

Blueprint Reading and Drawing Introduction to:

- Basic Drawing Tools
- Measuring Tools
- Lettering Skills: Three-view, Plan View and Elevation View Drawings
- Graphic Symbols for Pipe Fittings and Valves
- Interpretation of Technical Diagrams; Piping Drawings
- Interpretation of Building Plans and Building Specifications
- Advanced plan reading
- Working sketches, the development of sleeve and coordinated drawings
- An introduction to computer aided drafting (CAD)

Rigging

This class gives apprentices the information necessary to protect themselves and their fellow workers against injury while handling the materials and equipment they work with every day.

- Fiber rope
- Knots and hitches
- Wire rope
- Slings
- Helicopter hoisting
- Cranes and crane signals
- Hoisting and jacking equipment
- Rigging hardware
- Determining load weights

Introduction to Welding

All phases of welding are covered in this class beginning with oxyacetylene and oxy-fuel cutting and welding progressing through:

- Shielded metal-arc welding test procedures
- Tools
- Equipment
- Types of rod
- Weld positions
- Proper gaps
- Bevels
- The various types of lap and butt joints
- Qualification tests are based on the requirements of Section IX, ASME pressure vessel code

Plumbing Class and Shop

This class introduces fundamental aspects of the Plumbing and Pipefitting industry in a classroom and hands on shop setting.

- Drainage
- Water supply
- Pipes, valves and fixtures
- Backflow prevention
- Rough ins
- Pipe sizing
- State Plumbing and Public Health Code

Heating Class and Shop

- Technical aspects of design and installation of several types of hydronic systems
- Installation of high-efficiency heating and cooling systems
- low and high temperature
- Radiant heat
- Solar hot water heating systems
- Installing steam piping and accessories
- How to troubleshoot all types of steam systems
- Identifies even those systems, vapor, vacuum, etc. which are no longer installed, but how those still in use can be brought up to today's standards

Additional Training:

- Plumbing
- Pipefitting
- HVAC
- Medical Gas
- Osha 10 and Osha 30
- Orbital Welding
- Tube Bending
- Advanced Welding
- Cleanroom Safety and Protocol
- UA Star Certification

18 Avis Drive, Latham, NY 12110
P: (518) 785-9808 | F: (518) 785-9855 | E: info@ualocal7.org | www.ualocal7.org

AGENDA ITEM NO. 10.7

Purchase Order:
Contract No. SC-1212:
Cable & Telecommunication
Technician Adirondack Cabling, Inc.

AGENDA ITEM NO: 10.7
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Finance*

Contact Person: *Margaret Herrmann, Chief Accountant*

PURPOSE OF REQUEST:

Purchase Order: *Contract No. SC-1212:*
Cable & Telecommunication Technician
Adirondack Cabling, Inc.

CONTRACT AMOUNT:

Contract Amount: *$150,000 (Estimated total contract costs – There is No Fixed Total Contract Amount, on as needed basis)*

BUDGET INFORMATION:

Anticipated in Current Budget: Yes √ No NA

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal State Airport √ *N/A*
Funding Source: Airport Operating Budget

JUSTIFICATION:

The Airport relies upon the services of an independent contractor to provide cable and telecommunication services to support our Airport IT department on an as needed basis. Only one proposal was received from Adirondack Cabling. This contract is for one (1) year with four (4) optional one year renewals.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES √ NA

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines **YES √ NA**

BACK-UP MATERIAL:

Department supervisor recommendation memo & proposal received from Adirondack Cabling, Inc.

ADIRONDACK
CABLING AND SECURITY

Albany International Airport

Cable & Telecommunication Technician Services

Contract No. SC-1212

Master

www.adirondacksecurity.com
3 Rosell Drive, Ballston Lake, NY 12019 Tel. (518) 452-0124 Fax (518) 452-0126

ADIRONDACK
CABLING AND SECURITY

October 30, 2024

Ms. Bobbi Matthews

Albany County Airport Authority

737 Albany Shaker Road

Albany, NY 12211

Dear Ms. Matthews,

Adirondack Cabling, Inc., is pleased to submit a proposal for the Cable & Telecommunications Technician Services Contract.

Adirondack Cabling Inc. is a full service building infrastructure firm specializing in providing standards based consulting, engineering and installation services for voice, data and video cabling, electronic security systems, fire detection, and audio/video solutions. From copper to fiber optics and beyond, our employees are certified by many of the top manufacturers, providing clients with the best possible solution using today's most reliable products.

Please feel free to contact me with any questions regarding this proposal. You can reach me by phone on my direct line at 518-514-9123 or by email at ccrouch@adirondackcabling.com Company address and other contact info is listed on the bottom of this page.

Sincerely,

Chuck Crouch

ADIRONDACK
CABLING AND SECURITY

Executive Summary:

Adirondack Cabling, Inc. works with IT teams, architects, building owners, and technology consultants to provide first class structured cabling and electronic security solutions. We also have many manufacturers certifications for all the major brands, including Corning NPI and CommScope/Systimax. For 42 years Adirondack has served the New York Capital District and surrounding areas, servicing the area's largest commercial, government, and educational institutions.

Adirondack has the right staff, tools and knowledge to handle any situation including:

- Staff
  - Cable Plant Design Engineers
  - Full time, BICSI registered, RCDD
  - Factory Trained Technicians

- Installation
  - Unshielded Twisted Pair (Cat 5, Cat 6, Cat 6A)
  - Shielded Twisted Pair
  - Plenum Rated Installations
  - Fiber Optic Cable
  - Shielded Twisted Pair
  - Direct Burial and Aerial Installations
  - Low Voltage Cabling used in various building infrastructure equipment such as PA, Sound Masking, security and fire alarm systems
  - Installation, testing and service of various types of equipment

- Testing
  - Fluke DSX OptiFiber Pro Fiber Tester
  - Fluke DSX 5000 Copper Tester

- Fiber Splicing
  - Fusion Splice with INNO ARC Fusion Splicer

Adirondack can assist in cable installation design, closet layout and cable tray systems to support your infrastructure needs. From fiber optics to copper, including inside and outside plant, our employees are certified by many of the top manufacturers, providing clients with the best possible solution using today's most reliable products. Adirondack is committed to excellence. Our courteous staff is there to help, regardless of the situation, and is always willing to go over and above to meet the customer's needs.

ADIRONDACK
CABLING AND SECURITY

Experience:

1) Albany International Airport

Dwayne Lovely

518-242-2217

737 Albany-Shaker Road

Albany, NY 12211

Services provided: Moves, adds, changes and programing of various items and systems. 2017 – Present.

2) Union College

Dan Mahar

518-388-8050

807 Union St.

Schenectady, NY 12308

Services provided: Moves, adds and changes. 1994 – Present.

3) Glens Falls National Bank

Greg Moore

518-415-4408

250 Glen Street,

Glens falls, NY 12801

Services provided: Moves, adds and changes. 2014 – Present.

4) Ellis Hospital

Joe Pietrzak

802-379-6864

1101 Nott Street

Schenectady, NY 12308

Services provided: Moves, adds and changes. 2020 – Present.

5) NYS Department of Health

Brian Place

518-416-9669

Empire State Plaze – Biggs D293

Albany, NY 12237

Services provided: Moves, adds, changes and programing. 2014 – Present.

ADIRONDACK
CABLING AND SECURITY

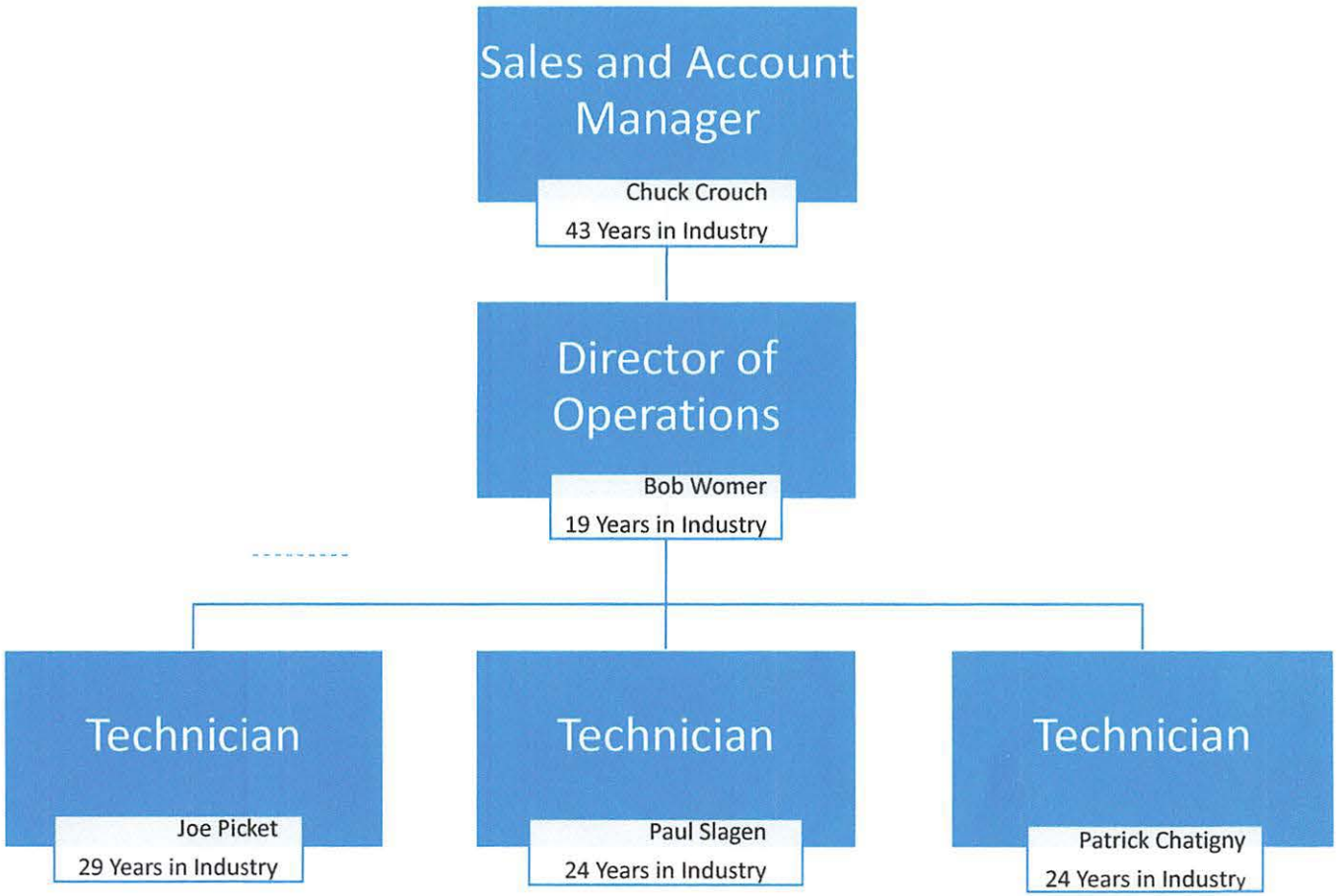
Detailed Work Plan:

Adirondack Cabling, Inc. will perform all work as listed in the RFP, but not limited to said items as listed below.

- Preform tasks as listed on work orders
- Respond to emergency requests
- Work with customer to plan infrastructure and equipment layouts as required for each project
- Modify equipment to meet customer needs and factory directives
- Connect equipment to network lines
- Troubleshoot, test and maintain various systems throughout the facility
- Enter commands into the computer to test equipment and/or program services
- Ensure equipment and supplies are kept in stock
- Operate lifts, a wide variety of power tools and work off various size ladders
- Assist in other duties as directed to complete assigned tasks
- Attend training as required

www.adirondacksecurity.com
3 Rosell Drive, Ballston Lake, NY 12019 Tel. (518) 452-0124 Fax (518) 452-0126

Organizational Chart



Proposed Rate:

****Prevailing Wage MUST be Paid. Certified payrolls must be submitted with all invoicing.**

Hourly Rates:

Based on Monday thru Friday, non Holiday, Non Emergency

Year 1: 119.00 **Per Hour** **Year 2:** 121.00 **Per Hour**

Year 3: 124.00 **Per Hour** **Year 4:** 126.00 **Per Hour**

Year 5: 129.00 **Per Hour**

Weekend / Holiday Call In:

Year 1: 147.00 / 180.00 **Per Hour** **Year 2:** 149.00 / 182.00 **Per Hour**

Year 3: 152.00 / 185.00 **Per Hour** **Year 4:** 154.00 / 187.00 **Per Hour**

Year 5: 157.00 / 190.00 **Per Hour**

Emergency Call In:

Year 1: 147.00 / 180.00 **Per Hour** **Year 2:** 149.00 / 182.00 **Per Hour**

Year 3: 152.00 / 185.00 **Per Hour** **Year 4:** 154.00 / 187.00 **Per Hour**

Year 5: 157.00 / 190.00 **Per Hour**

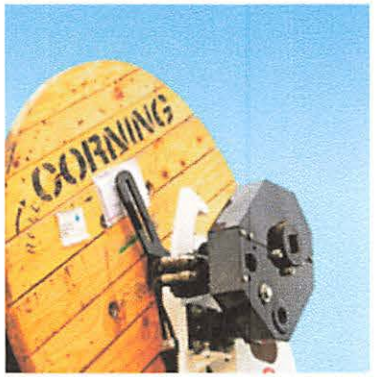
Contact Information:

Name of Contact Person: Chuck Crouch

Phone Number (s): (518) 452-0124

( )

Email: ccrouch@adirondackcabling.com



CORNING

NPI Network of Preferred Installers

Corning Optical Communications
Network of Preferred Installers

Adirondack Cabling and Security, Inc.

Certified Member

2024 Member in Good Standing

Kazi Smith, Program Manager
Network of Preferred Installers
Optical Communications, IBN/DC

Andrew Jackson, Vice President
OCO Marketing
Optical Communications

Rendered: Mon Oct 07 14:11:26 GMT 2024

COMMSCOPE®

CERTIFICATE OF AUTHORIZATION

Presented To:

Adirondack Cabling, Inc.
as a

Solution Provider

for SYSTIMAX Enterprise Infrastructure
Approved Territory:

New York

Melanie Zevenbergen

Melanie Zevenbergen
Vice President Channel, Connectivity & Cable Solutions

2024

Program Year

1247

Partner ID

Optical Communications

Corning is one of the world's leading innovators in materials science. For more than 160 years, we've applied our unparalleled expertise in specialty glass, ceramics, and optical physics to develop products that create new industries and transform people's lives.

Based on our deep understanding of glass, we keep pace with the world's insatiable demand for bandwidth with optical communications solutions that put all the information you need right at your fingertips. With virtually unlimited bandwidth, our innovative optical connectivity solutions deliver high-quality broadband capabilities for the enterprise, carrier, and wireless markets, as well as the expanding frontier of consumer electronic devices.

Market Expertise

The segments we serve are constantly evolving. Today, our products enable diverse industries, including:

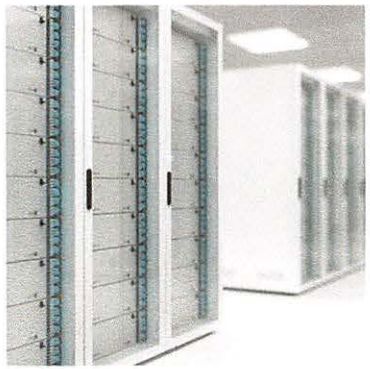
Enterprise Networks

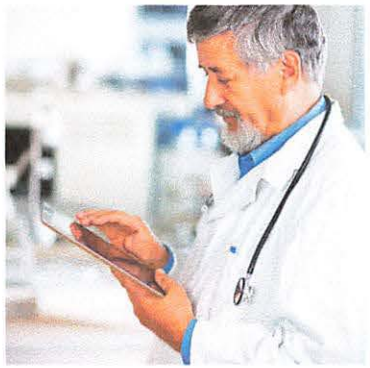
- Financial institutions and insurance
- Data center operators
- Energy, oil, and gas
- Global 1000 companies
- Global technology companies
- Retail
- Transportation
- Military

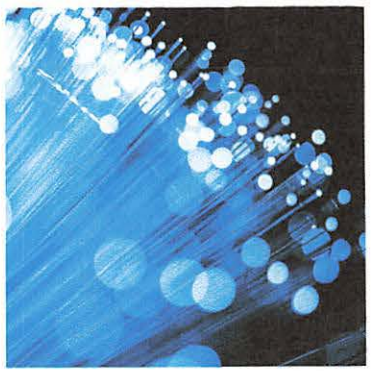
Carrier Networks

- Cable telecommunications multiple system operators
- Interexchange carriers
- Telephone companies
- Original equipment manufacturers

CORNING







Comprehensive Portfolio

With sustained investment in R&D, a unique combination of material and process innovation, and close collaboration with customers, we solve tough technology challenges.

Our portfolio includes:

- Invented low-loss optical fiber, paving the way for today's state-of-the-art communications networks
- Developed the industry's first bend-insensitive optical fiber – Corning® ClearCurve® – which transformed data center cabling
- A leader in customer-driven innovation, we invest approximately 10 percent of our revenue in R&D, fueling more than 100 new patent filings in the United States and hundreds more internationally each year
- Data center solutions optimized for the networks of today and tomorrow, providing simple migration to future data rates of 40G to 100G, with cost savings of more than 25 percent
- All-optical cables designed to manage consumer applications at up to 20 Gb/s over longer distances
- With a global footprint, our manufacturing capacity and ability to quickly deliver products help you meet your installation timeline
- A full-service provider, we support you from up-front design and engineering through post-installation testing and support

Our Values

Quality. Integrity. Performance. Leadership. Innovation. Independence. The Individual. Corning's visionary leadership remains steadfast to these enduring values that guide us in everything we do. Our values define our relationships with employees, customers, and the communities in which we operate around the globe.

What Sets Us Apart

- We are a wholly owned subsidiary of one of the world's leading technology companies, Corning Incorporated
- We invented the first commercially viable low-loss optical fiber, developed the first loose tube fiber optic cable, and pioneered high-density, modular Data Center Solutions
- We are the most widely deployed brand of optical fiber in the world
- We deliver comprehensive optical connectivity solutions for carrier, enterprise, and consumer network applications
- We have over 25 locations around the globe
- We employ more than 24,000 people
- We generated over $3.5 billion in sales in 2017

Contact Us

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FREEDM® One Interlocking Armored Plenum Cables

Features and Benefits

Waterblocking technology
OSP applications

Flexible, interlocking armor design
Seven times crush protection compared to unarmored cables

UV-resistant, flame-retardant jacket
Rugged, durable and easy to strip

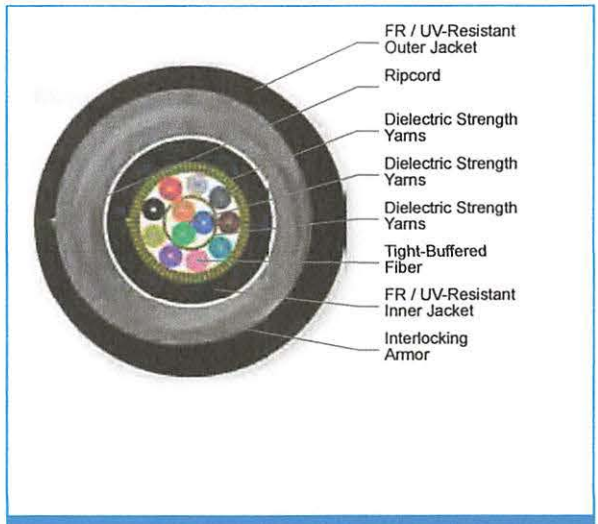
Standards

Approval and Listings	National Electrical Code® (NEC®) OFCP, CSA FT-6, ICEA S-83-596
Flame Resistance	NFPA 262 (for plenum, riser and general building applications)

Corning Cable Systems FREEDM® One Interlocking Armored Cables are flame-retardant, indoor/outdoor, cables designed for interbuilding and intrabuilding backbone installations that eliminate the need for a transition splice when entering the building. Encased in a spirally wrapped, aluminum interlocking armor for ruggedness and superior crush resistance, these cables are ideal for industrial and heavy traffic areas and installations requiring extra protection for optical cables. These cables are protected against water penetration by innovative waterblocking technology, making it ideal for OSP applications. The flexible, interlocking armored design offers over seven times the crush protection compared to unarmored cables (as characterized to ICEA-696) and allows easy one step installation, thereby reducing the overall installation costs. The UV-resistant, flame-retardant jacket is rugged, durable and easy to strip.

This cable is available in 12 different jacket colors - blue, orange, green, brown, slate, white, red, black, yellow, purple, rose and aqua. The colored jacket allows for easy visual identification of the cables while still providing all of the required environmental protection of an indoor/outdoor cable jacket. Black is the standard jacket color using the standard part numbers shown here. Contact Customer Care at 1-800-743-2675 to order other color options.

FREEDM® One Interlocking Armored Plenum Cables, 12-Fibers

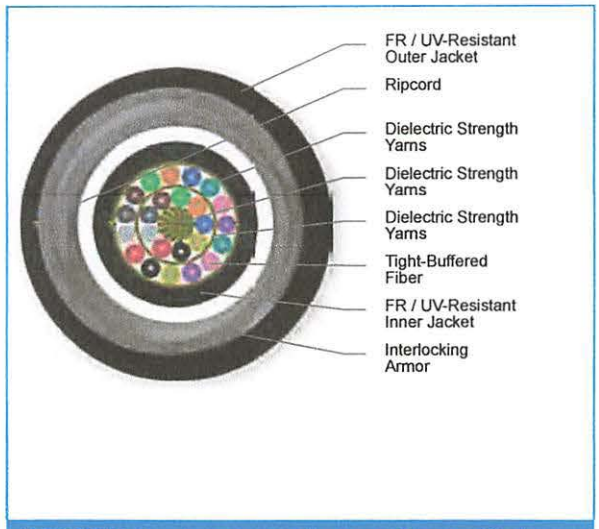


FREEDM® One Interlocking Armored Plenum Cables, 12-Fibers

FREEDM® One Interlocking Armored Plenum Cables

CORNING

FREEDM® One Interlocking Armored Plenum Cables, 24-Fibers



FREEDM® One Interlocking Armored Plenum Cables, 24-Fibers

Specifications

Temperature Range	
Storage	-40 °C to 70 °C (-40 °F to 158 °F)
Installation	-10 °C to 60 °C (14 °F to 140 °F)
Operation	-40 °C to 70 °C (-40 °F to 158 °F)

* Corning Cable Systems recommends storing indoor/outdoor cable in a proper temperature environment prior to installation to allow the cable temperature to meet installation temperature range specifications for best installation results.

Mechanical Characteristics Cable					
Fiber Count	Product Type	Nominal Outer Diameter	Min. Bend Radius Installation	Min. Bend Radius Operation	Weight
2	Interlocking armor	11.5 mm (.45 in)	75 mm (3.0 in)	50 mm (2.0 in)	114 kg/km (77 lb/1000 ft)
4	Interlocking armor	11.5 mm (.45 in)	80 mm (3.1 in)	53 mm (2.1 in)	117 kg/km (79 lb/1000 ft)
6	Interlocking armor	11.5 mm (.45 in)	80 mm (3.1 in)	53 mm (2.1 in)	119 kg/km (80 lb/1000 ft)
12	Interlocking armor	12.5 mm (.49 in)	95 mm (3.7 in)	63 mm (2.5 in)	140 kg/km (94 lb/1000 ft)

CORNING

FREEDM® One Interlocking Armored Plenum Cables

Fiber Count	Product Type	Nominal Outer Diameter	Min. Bend Radius Installation	Min. Bend Radius Operation	Weight
18	Interlocking armor	13.3 mm (.52 in)	111 mm (4.4 in)	74 mm (2.9 in)	165 kg/km (111 lb/1000 ft)
24	Interlocking armor	14.6 mm (.57 in)	120 mm (4.7 in)	80 mm (3.1 in)	188 kg/km (126 lb/1000 ft)

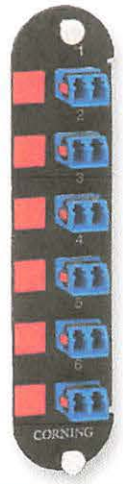
Chemical Characteristics	
RoHS	Free of hazardous substances according to RoHS 2002/95/EG

Closet Connector Housing (CCH) Panel, LC Adapters

Duplex, UPC, 12 F, Single-mode (OS2)

CORNING

Corning Cable Systems Closet Connector Housing Panels (CCH-CP) are offered in a variety of fiber counts for use with LANscape® Solutions hardware products for a "one-size-fits-all" approach. Used with factory-installed or field-installable connectors, these panels provide interconnect or cross-connect capability in a housing at main cross-connects, intermediate cross-connects, telecommunication rooms or work areas. Available with a variety of industry-standard adapter types, the CCH-CP provides an efficient way to securely mate two connectors and offers multimode and single-mode applications.



Part Number: CCH-CP12-A9

Features and Benefits

Universal design approach
One-size-fits-all LANscape® Solutions housings

Broadest range of fiber count and adapter types
Solutions for all needs

Colored icon labeling
Easy connector identification

Specifications

General Specifications	
Application	Enterprise Networks, Data Center LAN/SAN
Product Type	Panels & Modules
Fiber Category	Single-mode (OS2)

Design - Hardware	
Connector Polish	UPC
Fiber Count	12
Number of Adapters per Panel	6

CORNING

Closet Connector Housing (CCH) Panel, LC Adapters

Duplex, UPC, 12 F, Single-mode (OS2)

CORNING

Design Adapter	
Adapter Housing Color	Blue
Adapter Housing Material	Composite
Adapter Type	LC duplex
Insert Material	Ceramic

Chemical Characteristics	
RoHS	Free of hazardous substances according to RoHS 2002/95/EG

Ordering Information

Part Number	CCH-CP12-A9
Product Description	Closet Connector Housing (CCH) Panel, LC adapters, Duplex, UPC, 12 F, Single-mode (OS2)

Shipping Information

Units per Delivery	1/1
Package Contents	CCH Adapter Panel with installation guide

RoHS COMPLIANT

Corning Cable Systems LLC • PO Box 489 • Hickory, NC 28603-0489 USA
800-743-2675 • FAX: 828-325-5060 • International: +1-828-901-5000 • www.corning.com/cablesystems
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UniCam® High-Performance Connectors, LC

Single-mode (OS2)

CORNING

Corning Cable Systems UniCam® High-Performance Connectors offer best-in-class optical performance in a fast, easy field-termination solution. These high-precision connectors guarantee exceptional insert loss – 0.1 dB typical/0.5 dB maximum per connector pair for multi-mode, 0.2 dB typical/0.5 dB maximum per connector pair for single-mode. Installation of an LC, SC, or ST® Compatible Connector can be accomplished in about 45 seconds with the UniCam High-Performance Tool Kit. The lightweight, handheld installation tool and the high-performance cleaver virtually eliminate human variability from installation, ensuring terminations are right, the first time, every time. This kit was designed with consideration for the network installers, from the cleaver, with its integrated fiber scrap bin and dual-clamp precision hold, to the installation tool, with its immediate go/no-go feedback signal. Installation is as easy as strip, clean, cleave, cam and crimp, with exceptional optical performance guaranteed. Every UniCam Connector is guaranteed to meet the published specification at the time of installation or Corning Cable Systems will replace it.

Part Number: 95-200-99

Features and Benefits

Broad operating temperature (-40° to +75°C)
Utility and flexibility

Factory-polished end face
Consistent optical performance

Fast termination and no consumables
Low installation cost

Minimum insertion loss
Optimum optical performance

Standards

Approval and Listings	Passed EIA/TIA 568-B.3
Intermateability	Connectors are FOCIS compliant with TIA/EIA 604-10A and IEC61754-20

CORNING

UniCam® High-Performance Connectors, LC

Single-mode (OS2)

CORNING

Specifications

General Specifications	
Technology	No-Epoxy/No-Polish
Keyed	No
Product Type	Field-Installable Connectors
Corning Logo	Yes
Packaging	Single Pack
Fiber Category	Single-mode (OS2)

Temperature Range	
Operation	-40 °C to 75 °C exceeding EIA/TIA 568-B.3 (-40 °F to 167 °F exceeding EIA/TIA 568-B.3)

Design - Connector A	
Connector Type	LC
Ferrule	Ceramic
Housing Material	Composite
Housing Color	Blue
Boot Color	Blue

Mechanical Specifications - Connector A	
Durability	≤ 0.2 dB change by 500 rematings, FOTP-21
Tensile Strength Jacketed Cable	44 N, change ≤ 0.2 dB, FOTP-6 (10 lb, change ≤ 0.2 dB, FOTP-6)
Tensile Strength 900µ Cable	2.2 N, change ≤ 0.2 dB, FOTP-6 (0.5 lb, change ≤ 0.2 dB, FOTP-6)
Temperature Cycling	≤ 0.3 dB IL, -40° to +75°C, 21 cycles
Nominal Fiber Outer Diameter	125 µm

UniCam® High-Performance Connectors, LC

Single-mode (OS2)

CORNING

Optical Specifications - Connector A	
Insertion Loss, Typical	0.2 dB
Insertion Loss, Max.	0.5 dB
Reflectance	-55 dB
Polish	UPC

Chemical Characteristics	
RoHS	Free of hazardous substances according to RoHS 2002/95/EG

Ordering Information

Part Number	95-200-99
Product Description	UniCam® High-Performance Connector, LC, Single-mode (OS2), ceramic ferrule, logo, single pack, blue housing, blue boot

Shipping Information

Units per Delivery	1/1
Package Contents	Connector, trigger, crimp band, boot (900 µm), boot (3.0 mm), boot (2.0 mm)

RoHS COMPLIANT

Corning Cable Systems LLC • PO Box 489 • Hickory, NC 28603-0489 USA
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Closet Connector Housings (CCH)

A LANscape® Solutions Product

Designed based on thousands of hours of voice of customer feedback, Corning Cable Systems Closet Connector Housings (CCHs) offer more than two dozen innovative features that make installation and troubleshooting of fiber optic connectivity faster, easier and more cost-effective. From fiber and cable routing and strain relief to port labeling and termination, these housings reduce the risk of error that can disrupt networks.

CORNING | LANscape® Solutions

Closet Connector Housings (CCH)

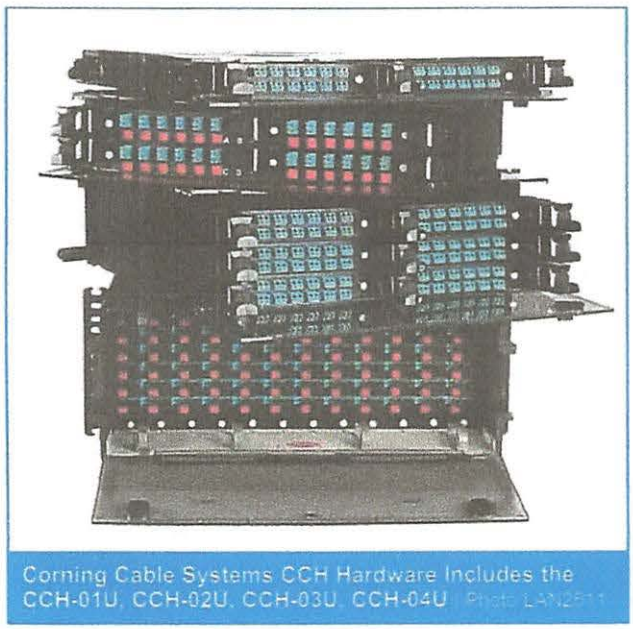
A LANscape® Solutions Product

features and benefits |

Interconnect and cross-connect capability	Ideal for field connectorization
Removable, translucent top covers (1U, 2U, 3U) and removable rear cover (4U)	Visibility and ease of access for installation, testing and trouble-shooting
Internal and external strain-relief options	Flexibility for installation and moves, adds and changes (MACs)
Accepts panels, modules and cassettes	Variety of field termination options
Adaptable to use as a modular splice housing	Splices are stored and protected in same footprint

Closet Connector Housings

Corning Cable Systems Closet Connector Housings (CCHs) provide interconnect or cross-connect capabilities between outside plant, riser or distribution cables and opto-electronics. Like all LANscape® Solutions hardware, the housings accept CCH connector panels. In addition, the housings accept CCH cassettes and CCH modules.



Corning Cable Systems CCH Hardware Includes the CCH-01U, CCH-02U, CCH-03U, CCH-04U | Photo LAN2511

CCH-01U with Translucent Top (Covers Partially Open) | Photo LAN2337

CORNING | LANscape® Solutions

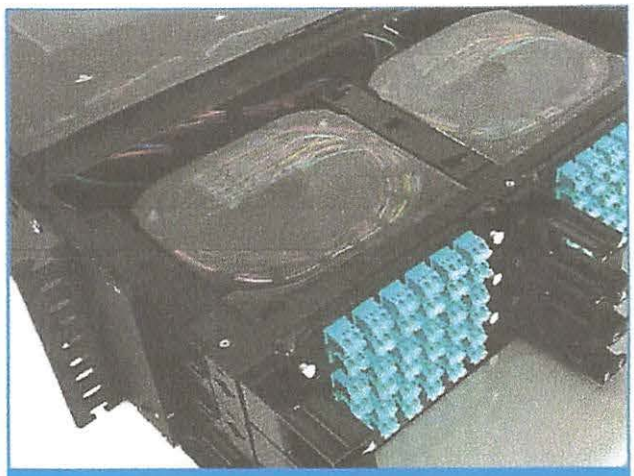
Closet Connector Housings (CCH)

A LANscape® Solutions Product

The units are designed for rack mounting in 19-in (48 cm) racks or optional 23-in (58 cm) equipment racks (1.75-in EIA hole spacing). They are available in rack space options of 1U (two panels, cassettes or modules), 2U (four panels, cassettes or modules), 3U (six panels, cassettes or modules) and 4U (twelve panels, cassettes or modules). The 1U, 2U and 3U options feature a slide-out tray and see-through, removable top covers. The CCH-04U features a clear door, removable front and rear enclosures and a platinum-colored interior for maximum visibility and access.

Documentation labels are provided and components can be added as needed to construct a fiber distribution frame for any application. All housings include a removable tinted polycarbonate front door. All housings have field-installable lock kits available for both front and rear doors.

Every CCH housing is shipped complete with strain-relief brackets, routing clips and guides and mounting brackets for proper installation.



CCH-03U Installed with Splice Cassettes

CCH-04U Installed with CCH Connector Panels (Sold Separately)

specifications and ordering information |

	Dimensions (H x W x D) cm (in)	Shipping Weight kg (lb)
CCH-01U	4.4 x 48 x 43 (1.75 x 19 x 17)	5.0 (11.0)
CCH-02U	8.9 x 48 x 43 (3.5 x 19 x 17)	6.5 (14.2)
CCH-03U	13.3 x 48 x 43 (5.25 x 19 x 17)	7.75 (17.0)
CCH-04U	17.8 x 48 x 43 (7 x 19 x 17)	8.0 (17.6)

CORNING | LANscape® Solutions

specifications and ordering information | (continued)

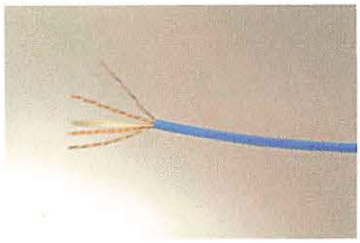
Part Number	Description
Closet Connector Housings	
CCH-01U	Closet Connector Housing; accepts up to 2 CCH panels, cassettes or modules; comes with blank panels and hardware to strain-relieve cables internally or externally
CCH-02U	Closet Connector Housing; accepts up to 4 CCH panels, cassettes or modules; comes with blank panels and hardware to strain-relieve cables internally or externally
CCH-03U	Closet Connector Housing; accepts up to 6 CCH panels, cassettes or modules; comes with blank panels and hardware to strain-relieve cables internally or externally
CCH-04U	Closet Connector Housing; accepts up to 12 CCH panels, cassettes or modules; comes with blank panels and hardware to strain-relieve cables internally or externally

If you need the previous CCH housing (pre-January 2012), use the following part numbers (see LAN-1392-EN):

Part Number	Description
Classic Closet Connector Housings	
CLSSC-01U	Classic Closet Connector Housing; accepts up to 2 CCH panels; comes with blank panels and hardware to strain relieve 1 cable with the universal cable clamp (UCC) or up to (5) 0.4 in or smaller cables with the UCC insert. Does not accept CCH cassettes.
CLSSC-02U	Classic Closet Connector Housing; accepts up to 4 CCH panels; comes with blank panels and hardware to strain relieve 1 cable with the universal cable clamp (UCC) or up to (5) 0.4 in or smaller cables with the UCC insert. Does not accept CCH cassettes.
CLSSC-03U	Classic Closet Connector Housing; accepts up to 6 CCH panels; comes with blank panels and hardware to strain relieve 1 cable with the universal cable clamp (UCC) or up to (5) 0.4 in or smaller cables with the UCC insert. Does not accept CCH cassettes.
CLSSC-04U	Classic Closet Connector Housing; accepts up to 12 CCH panels; comes with blank panels and hardware to strain relieve 1 cable with the universal cable clamp (UCC) or up to (5) 0.4 in or smaller cables with the UCC insert. Does not accept CCH cassettes.

Product Specifications

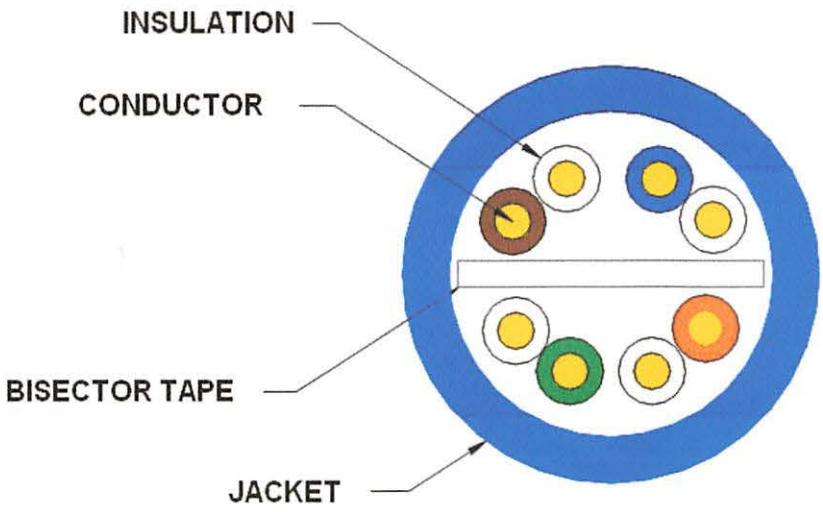
COMMSCOPE®



700208093 | 2071E BL 4/23 W1000

GigaSPEED XL® 2071E ETL Verified Category 6 U/UTP Cable, plenum, blue jacket, 4 pair count, 1000 ft (305 m) length, WE TOTE® box

Cross Section Drawing



Construction Materials

Jacket Material	PVC
Conductor Material	Bare copper
Insulation Material	FEP | Polyolefin
Separator Material	Flame retardant polyolefin

Dimensions

Cable Length	305 m | 1000 ft
Cable Weight	29.00 lb/kft
Diameter Over Jacket	5.740 mm | 0.226 in
Jacket Thickness	0.559 mm | 0.022 in

Electrical Specifications

ANSI/TIA Category	6
dc Resistance Unbalance, maximum	5 %
dc Resistance, maximum	7.61 ohms/100 m
Mutual Capacitance	5.6 nF/100 m @ 1 kHz
Nominal Velocity of Propagation (NVP)	71 %
Operating Frequency, maximum	300 MHz

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Product Specifications

700208093 | 2071E BL 4/23 W1000

Operating Voltage, maximum	80 V
Transmission Standards	ANSI/TIA-568-C.2 | CENELEC EN 50288-6-1 | ISO/IEC 11801 Class E
Dielectric Strength, minimum	1500 Vac | 2500 Vdc

Environmental Specifications

Environmental Space	Plenum
Flame Test Method	CMP
Installation Temperature	0 °C to +60 °C (+32 °F to +140 °F)
Operating Temperature	-20 °C to +60 °C (-4 °F to +140 °F)
Smoke Test Method	CMP
UL Temperature Rating	75 °C | 167 °F

General Specifications

Cable Type	U/UTP (unshielded)
Pairs, quantity	4
Cable Component Type	Horizontal
Packaging Type	WE TOTE® box
Brand	GigaSPEED XL® | SYSTIMAX®
Jacket Color	Blue
Product Number	2071E
Conductor Gauge, singles	23 AWG
Conductor Type, singles	Solid
Conductors, quantity	8
Separator Type	Bisector

Mechanical Specifications

Pulling Tension, maximum	11 kg | 25 lb

Regulatory Compliance/Certifications

Agency	Classification
RoHS 2011/65/EU	Compliant
ISO 9001:2008	Designed, manufactured and/or distributed under this quality management system

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Product Specifications

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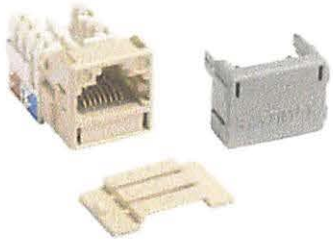

700206717 | MGS400-246

GigaSPEED XL® MGS400 Series Category 6 U/UTP Information Outlet, ivory

Dimensions

Depth	30.48 mm | 1.20 in
Height	20.32 mm | 0.80 in
Width	20.32 mm | 0.80 in

Electrical Specifications

ANSI/TIA Category	6
Contact Resistance Variation, maximum	20 mOhm
Contact Resistance, maximum	100 mOhm
Current Rating	1.5 A @ 20 °C 1.5 A @ 68 °F
Dielectric Withstand Voltage, RMS, conductive surface	1500 Vac @ 60 Hz
Dielectric Withstand Voltage, RMS, contact-to-contact	1000 Vac @ 60 Hz
Insulation Resistance, minimum	500 MOhm

Environmental Specifications

Flammability Rating	UL 94 V-0
Operating Temperature	-10 °C to +60 °C (+14 °F to +140 °F)
Relative Humidity	Up to 95%, non-condensing
Safety Standard	cUL | UL
Storage Temperature	-40 °C to +70 °C (-40 °F to +158 °F)

General Specifications

Cable Type	U/UTP (unshielded)
Color	Ivory
Brand	GigaSPEED XL® | SYSTIMAX®
Package Quantity	1
Product Type	Outlet

Mechanical Specifications

Conductor Gauge, solid	22 AWG | 24 AWG
Conductor Gauge, stranded	22 AWG | 24 AWG
Conductor Type	Solid | Stranded (7 strands)
Material Type	Copper alloy | High-impact, flame retardant, thermoplastic
Outlet/Module Contact Plating	Precious metals
Plug Insertion Life, minimum	750 times
Plug Insertion Life, test plug	IEC 60603-7 compliant plug
Plug Retention Force, minimum	30 lbf | 133 N

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Rear Termination Contact Plating	Nickel
Rear Termination Type	IDC
Wiring	T568A | T568B

Regulatory Compliance/Certifications

Agency	Classification
RoHS 2011/65/EU	Compliant
ISO 9001:2008	Designed, manufactured and/or distributed under this quality management system

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Product Specifications

COMMSCOPE®

108168477 | M12L-246

L Type Flush Mounted Faceplate, two port ivory

- Available for use with the DYMO® labeling solution

General Specifications

Color	Ivory
Mount Type	Flush
Product Type	Flush mount modular faceplate
Total Ports, quantity	2
Application	Used with M-Series modular information outlet
Package Quantity	1

Dimensions

Depth	7.37 mm | 0.29 in
Height	115.82 mm | 4.56 in
Width	71.37 mm | 2.81 in
Weight	0.04 kg | 0.09 lb

Mechanical Specifications

Material Type	High-impact, flame retardant, UL-rated 94 V-0, thermoplastic

Environmental Specifications

Safety Standard	cUL | UL

Regulatory Compliance/Certifications

Agency	Classification
ISO 9001:2008	Designed, manufactured and/or distributed under this quality management system

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Product Specifications

COMMSCOPE®

CPC3312-0Z | GS8E-BL

GigaSPEED XL® GS8E Stranded Cordage Modular Patch Cord, Blue Jacket

Dimensions

Cord Length, maximum	30 m | 100 ft
Cord Length, minimum	1 m | 1 ft

Electrical Specifications

ANSI/TIA Category	6
dc Resistance, maximum	0.30 ohm
Safety Voltage Rating	300 V

Environmental Specifications

Environmental Space	Non-plenum
Flammability Rating	UL 94 V-0
Operating Temperature	-10 °C to +60 °C (+14 °F to +140 °F)
Safety Standard	Anatel | cETL | ETL

General Specifications

Cable Type	U/UTP (unshielded)
Interface, connector A	RJ45 plug
Interface, connector B	RJ45 plug
Jacket Color	Blue
Brand	GigaSPEED XL® | SYSTIMAX®
Interface Feature, connector A	Standard
Interface Feature, connector B	Standard
Package Quantity	1
Pairs, quantity	4

Mechanical Specifications

Conductor Type	Stranded
Material Type	Copper alloy | Polycarbonate
Outlet/Module Contact Plating	Precious metals
Plug Insertion Life, minimum	750 times
Plug Retention Force, minimum	133 N | 30 lbf
Wiring	T568B

Wiring Diagram

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All specifications are subject to change without notice. See www.commscope.com for the most current information. Revised: January 16, 2016

	Connector A	Connector B
Position 1	White/Orange	White/Orange
Position 2	Orange	Orange
Position 3	Lt. Green	Lt. Green
Position 4	Blue	Blue
Position 5	Lt. Blue	Lt. Blue
Position 6	Green	Green
Position 7	Lt. Brown	Lt. Brown
Position 8	Brown	Brown

Regulatory Compliance/Certifications

Agency	Classification
RoHS 2011/65/EU	Compliant
ISO 9001:2008	Designed, manufactured and/or distributed under this quality management system

RoHS COMPLIANT

Included Products

860160548 | 1074E BL 4/24 RVAR (Product Component—not orderable) — GigaSPEED XL® 1074E Category 6 U/UTP Cable, non-plenum, blue jacket, 4 pair count, variable length, reel

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All specifications are subject to change without notice. See www.commscope.com for the most current information. Revised: January 16, 2016

Product Specifications

COMMSCOPE®

760077842 | M2100-48 2U Modular Patch Panel

GigaSPEED X10D® XL® M2100 U/UTP Modular Panel 2U, 48 port

- Available for use with the DYMO® labeling solution

Dimensions

Depth, with cable management	7.00 in
Height	88.90 mm | 3.50 in
Width	482.60 mm | 19.00 in

Electrical Specifications

ANSI/TIA Category	3 | 5 | 5e | 6 | 6A

Environmental Specifications

Flammability Rating	UL 94 V-0
Operating Temperature	-10 °C to +60 °C (+14 °F to +140 °F)
Relative Humidity	Up to 95%, non-condensing
Safety Standard	cUL | UL
Storage Temperature	-40 °C to +70 °C (-40 °F to +158 °F)

General Specifications

Intelligence Type	Passive
Total Ports, quantity	48
Product Type	Panel, modular
Brand	CommScope®
Color	Black
Package Quantity	1
Rack Type	EIA 19 in
Rack Units	2

Mechanical Specifications

Material Type	High-impact, flame retardant, thermoplastic | Powder-coated steel

Regulatory Compliance/Certifications

Agency	Classification
RoHS 2011/65/EU	Compliant
ISO 9001:2008	Designed, manufactured and/or distributed under this quality management system

RoHS COMPLIANT

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EXHIBIT D: DOCUMENTS REQUIRED TO BE SUBMITTED WITH PROPOSAL

A. **Proposal Acknowledgment Form**

B. **Non-Collusion Affidavit**

C. **Offerer Disclosure of Prior Non-Responsibility Determinations**

D. **Obtained Proposal Affidavit**

E. **Proposal Bond** N A

F. **Insurance Affidavit**

G. **Company Statement for:**

1. **Corporation**
2. **Partnership** N A
3. **All Proposals**

H. **Work Force Composition**

I. **References**

J. **Proposal Submittal Form**

Exhibit D: Proposal A

PROPOSAL ACKNOWLEDGMENT FORM

The proposers acknowledge that he/she has carefully examined the RFP, the attached Agreement draft and the proposed location/s for his/her proposed operation/s.

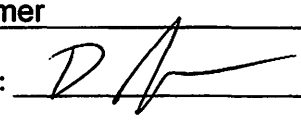
The proposer warrants that if proposal is accepted, he/she will contract with the Albany County Albany Authority the form of an Agreement substantially in the form attached and comply with the requirements of the RFP and the executed Agreement. Proposer agrees to deliver an executed Agreement to the Albany County Airport Authority within fourteen (14) calendar days of receiving the tendered Agreement from the Authority.

I, the undersigned, guarantee our proposal meets or exceeds specifications contained in the RFP document. Any exceptions are described in detail and all requested information has been submitted as requested.

I affirm that I have read and understand all the provisions and conditions as set forth in this RFP. Our firm will comply with all provisions and conditions as specified, unless specifically noted as an exception with our Proposal.

I also affirm that I am duly authorized to execute the Agreement contemplated herein; that this company, corporation, firm, partnership, or individual has not prepared this Proposal in collusion with any other proposer and that the contents of this proposal as to rent, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any other proposer or to any other person/s engaged in this type of business prior to the official opening of the proposal.

Name of Proposer: Dave Womer

Signature of Authorized Person: 

Title: President

Business Address of Proposer: 3 Rosell Dr. Ballston lake, NY 12019

Business Phone Number: 518-452-0124

Date: 10/21/24

Subscribed and sworn to before me this 29th day of October, 2024.

Jenna Marie Hubschmitt
Notary Public State of New York
Registration No. 01HU0021381
Qualified in Saratoga County
My Commission Expires 2/22/2028

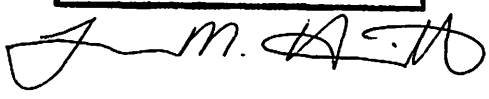


Exhibit D: Proposal B

NON-COLLUSION AFFIDAVIT

Authorized officer: Bidder's proposal containing statements, letters, etc., shall be signed in the proposal by a duly authorized officer of the company whose signature is binding on the proposal.

The undersigned offers and agrees to furnish all of the items/services upon which qualifications are stated in the accompanying proposal. The period of acceptance of this proposal will be ____ calendar days from the date of the bid opening. (Period of acceptance will be forty-five (45) calendar days unless otherwise indicated by proponent).

STATE OF New York COUNTY OF Saratoga

BEFORE ME, the undersigned authority, a Notary Public in and for the State of New York on this day personally appeared David Womer who after being by me duly sworn did depose and say: I, David Womer am a duly authorized officer of/agent for Adirondack Cabling, Inc and have been duly authorized to execute the foregoing on behalf of the said .

I hereby certify that the foregoing offer has not been prepared in collusion with any other proponent or other person or persons engaged in the same line of business prior to the official opening of this proposal. Further, I certify that the proponent is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the type of services/commodities offered, or to influence any person or persons to offer or not to offer thereon.

By submission of this proposal, each proponent and each person signing on behalf of any proponent certifies and in the case of a joint proposal each party thereto certifies as to its own organization, under penalty of perjury that to the best of his knowledge and belief:

A. The prices in this proposal have been arrived at independently without collusion, consultation, communication or agreement for the purpose of restricting competition as to any matter relating to such prices with any other proponent or with any competitor;

B. Unless otherwise required by law, the prices which have been quoted in this proposal have not been knowingly disclosed by the proponent and will not knowingly be disclosed by the proponent prior to the opening, directly or indirectly to any other proponent or to any competitor; and,

C. No attempt has been made or will be made by the proponent to induce any other

person, partnership or corporation to submit or not to submit a proposal for the purpose of restricting competition.

Name and Address of Proponent: Adirondack Cabling, Inc

3 Rosell Drive. Ballston Lake, NY 12019

Telephone and Fax Numbers: 518-452-0124 518-452-0126

By: _____ Name & Title Dave Womer, President
Signature

SUBSCRIBED AND SWORN to before me by the above-named on this 29th day of October 2024.

_____
Notary Public in and for the State of NY

Jenna Marie Hubschmitt
Notary Public State of New York
Registration No. 01HU0021381
Qualified in Saratoga County
My Commission Expires 2/22/2028

Exhibit D: Proposal C

Offerer Disclosure of Prior Non-Responsibility Determinations

Name of Individual or Entity Seeking to Enter into the Procurement Contract:

Adirondack Cabling, Inc

Address: 3 Rosell Drive. Ballston Lake, NY 12019

Name and Title of Person Submitting this Form: Dave Womer President

Contract Procurement Number: SC-1212

Date: 10/29/24

1. Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Procurement Contract in the previous four years? (Please circle):

(No) Yes

If yes, please answer the next questions:

2. Was the basis for the finding of non-responsibility due to a violation of State Finance Law §139-j (Please circle):

No Yes

3. Was the basis for the finding of non-responsibility due to the intentional provision of false or incomplete information to a Governmental Entity? (Please circle):

No Yes

4. If you answered yes to any of the above questions, please provide details regarding the finding of non-responsibility below.

Governmental Entity: _____

Date of Finding of Non-responsibility: _____

Basis of Finding of Non-Responsibility: _____

(Add additional pages as necessary)

5. Has any Governmental Entity or other governmental agency terminated or withheld a Procurement Contract with the above-named individual or entity due to the intentional provision of false or incomplete information? (Please circle):

No Yes

6. If yes, please provide details below.

Governmental Entity: _____

Date of Termination or Withholding of Contract: _____

Basis of Termination or Withholding: _____

(Add additional pages as necessary)

Offerer certifies that all information provided to the Governmental Entity with respect to State Finance Law §139-k is complete, true and accurate.

By: _____ Date: 10/29/24

Signature

Name: Dave Womer

Title: President

Exhibit D:Proposal D

OBTAINED REQUEST FOR BID AFFIDAVIT

I, being an authorized representative of the named organization / company, certify that I obtained the request for bid documents from the Albany County Airport Authority Purchasing Office or BidNet Direct. I understand that no bid shall be considered unless the organization making this bid has first obtained a copy of this Request for Bid from the Albany County Airport Authority Purchasing Office or BidNet Direct.

D [signature] — Adirondack Cabling, Inc

Signature — Agent

Print or Type Name: Dave Womer

Address: 3 Rosell Drive. Ballston Lake, NY 12019

Phone: 518-452-0124

SUBSCRIBED AND SWORN to before me by the above named on this 29th day of October, 2024.

Jenna Marie Hubschmitt
Notary Public State of New York
Registration No. 01HU0021381
Qualified in Saratoga County
My Commission Expires 2/22/2028

[signature]
Notary Public in and for
State of New York

Exhibit D: Proposal F

INSURANCE REQUIREMENT AFFIDAVIT

To be completed by appropriate insurance agent:

I, the undersigned agent, certify that the insurance requirements contained in this proposal document have been reviewed by me with the below identified offerer. If the below identified offerer is awarded this contract by Albany County Airport Authority, I will be able, within ten (10 days after offerer is notified of such award, to furnish a valid insurance certificate to the Airport meeting all of the requirements contained in this contract.

Agent: _____ Shannon K. Devane
Signature Agent

Name of Insurance Carriers: Michigan Millers Mutual Insurance Co.

Address of Agency: 30 Century Hill Drive, Suite 200
Latham, NY 12110

Phone Number Where
Agent May Be Contacted: 518-556-3118

Offerer's Name (Print or Type) _____

SUBSCRIBED AND SWORN to before me by the above named on this 9th day of October, 20 24 .

_____
Notary Public in and for
State of New York

Elizabeth M. Fox
Notary Public, State of New York
Reg. No. 01FO6373379
Qualified in Saratoga County
Commission Expires 04/09/2026

Exhibit D: Proposal G-1

CORPORATION STATEMENT

IF A CORPORATION, answer the following:

1. When incorporated?

   1982

2. Where incorporated?

   Albany, New York

3. Is the corporation authorized to do business in New York?

   X Yes _____ No

   If New York is not state of incorporation:

   A. Address of the registered office in New York:

   B. Name of registered agent in New York at such office:

   C. Attach Certificate of Authority to transact business in New York.

4. The Corporation is held: _____ Publicly X Privately

5. Furnish the name, title, and address of each officer, director, and shareholders of the corporation's issued stock:

Officer's Name	Address	Position	%
Dave Womer	18 Coronado Way. Ballston Spa, NY	President.	50%

Robert Womer 10 Barkley Rd. Glenville, NY. Vice President 50%

Director's Name	Address	Principal Business Affiliation Other Than Proposer's Directorship
NA		

Principal Shareholders	Address	Percentage Ownership
NA		

Exhibit D: Proposal G-3

ALL PROPOSALS - FINANCIAL INFORMATION

A. Financial Statements

Proponents shall attached a Balance Sheet and Income Statement prepared in accordance with Generally Accepted Accounting Principles (GAAP) for the most current year-to-date period, together with a copy of the Proponent's most recent fiscal year Financial Statements, audited and certified by an Independent Certified Public Accountant, including the auditor's opinion thereon.

B. Surety Information

1. Have you, or any entity you have had an ownership interest in, ever had a bond or surety canceled or forfeited? Yes ( ) No (X)

2. If Yes, state the name of the bonding company, date, amount of the bond and the reason for such cancellation or forfeiture

_____
_____
_____
_____

C. Bankruptcy Information

1. Have you, or any entity you have had an ownership interest in, ever filed a petition for bankruptcy, or been declared bankrupt? Yes ( ) No (X)

2. If Yes, state the name of the entity, date, amount of the filed or declared bankruptcy

_____
_____
_____
_____

D. County of Albany and any Affiliated Entity

1. Have you ever entered into an agreement with the County of Albany or any affiliated entity? Yes ( ) No (X)

2. If Yes, identify the agreement(s), its purpose, and its term.

_____

3. Have you ever been sent a default notice concerning any such agreement(s)?

Yes ( ) No (X) If Yes, please explain

Exhibit D: Proposal H

WORK FORCE COMPOSITION

Adirondack Cabling, Inc — 518-452-0124
Name of Firm — **Phone Number**

3 Rosell Drive. — Ballston Lake — NY — 12019
Address — **City** — **State** — **Zip Code**

Dave Womer President
Name & Title of Authorized Executive

Full Time Employees	Total # of Employees	White	American Indian	Black	Hispanic	Other (*)
	Male / Female	M/F	M/F	M/F	M/F	M/F
Admin & Manager	6/0	6/0				
Professional	4/0	4/0				
Technical	13/1	12/1				1
Sales Workers	5/0	5/0				
Office Workers	2/2	2/2				
Semiskilled Workers	0/0	0/0				
Unskilled Workers	0/0	0/0				
Apprentices	2/0	2/0				
Seasonal Temporary Part Time	0	0				
TOTAL	32/3	31/3				1

***Use Additional Sheets To Identify The Ethnicity Of Employees Identified In This Category.**

Remarks: _____

_____

Exhibit D: Proposal I

REFERENCES

List three (3) companies or governmental agencies where like or similar services have been provided within the last three years:

1. **Company Name:** Enlarged City School District of Middletown

   Address: 223 Wisner Ave | Middletown | NY | 10940
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Mike Tuttle **Title:** Assistant Superintendent

   Phone: 845-326-1144 **Fax:** NA

2. **Company Name:** Ballston SPA Central School District

   Address: 70 Malta Ave | Ballston Spa | NY | 12020
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Ed Martin **Title:** Coordinator of Facilities

   Phone: 518-884-7195 **Fax:** NA

3. **Company Name:** Ellis Hospital

   Address: 1101 Nott St | Schenectady | NY | 12308
   Street/P.O. Box | City | State | Zip Code

   Contact Person: Keith Edwards **Title:** Director of Security

   Phone: 518-243-4691 **Fax:** NA

EXHIBIT D: Proposal J

PROPOSAL SUBMITTAL FORM

Exhibit C contains the minimum requirements and are intended to govern, in general, the performance requirements and the type of services desired. Please check "yes" or "no" if you can meet these specifications.

The bidder can meet or exceed required specifications as required in EXHIBIT C?

☒ YES **☐ NO**

Proposer has all vehicles to be used in this contract available for inspection.

☒ YES **☐ NO**

All drivers have a valid New York State Drivers License.

☒ YES **☐ NO**

All drivers will complete their security clearance by the Airport Operations Office prior to issuance of the contract.

☒ YES **☐ NO**

AGENDA ITEM NO. 10.8

Issue Purchase Order for Purchase and Installation of Siemens APOGEE Migration, HVAC Control Software for Terminal

AGENDA ITEM NO: 10.8
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT:

Contact Person: ***John LaClair, P.E., Chief Engineer***

PURPOSE OF REQUEST:

Issue Purchase Order for Purchase and Installation of Siemens APOGEE Migration, HVAC Control software for the Terminal.

CONTRACT AMOUNT:

Total Contract Amount: **$94,778.00**

BUDGET INFORMATION:

Federal Airport Improvement Program
Anticipated in Current ALB Capital Plan: Yes ✓ No ___ NA
Funding Account No.: Capital

FISCAL IMPACT – FUNDING

Federal ***N/A*** **State** ***N/A*** **Airport** ***100%*** **NA _____**
Term of Funding: ***2023-2024***
Grant No.: ***N/A*** **State PIN:** ***N/A***

JUSTIFICATION:

Request is made to approve the purchase and installation of Siemens APOGEE Migration Building Controls for $94,778.00 from Siemens Industry, Inc. of Latham, New York. The existing Terminal HVAC controls were no longer serviceable by Siemens. Siemens proposed to install this new system, which is upgradable. The new system will monitor and control all Terminal HVAC systems and allow the new Pre-TSA addition to be added in.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ NA ___

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **YES ✓ NO ____**

AGENDA ITEM NO: 10.8
MEETING DATE: November 21, 2024

BACK-UP MATERIAL:

Please refer to attached Proposal from Siemens.

SIEMENS

SCOPE PROPOSAL

To: Albany International Airport

PROJECT: Desigo Migration
Proposal No: 0bec2500-65f1-443b-89f6-2a689ae22629
DATE: July 28, 2023
Proposal Limit: 100 calendar days

Siemens Industry, Inc. proposes to provide the equipment and labor described in the scope below.

Siemens APOGEE Migration from Insight to Desigo

Currently your Siemens APOGEE Building Controls System is accessed and managed through Insight System software.

Support for the existing Insight Software has ended.

Insight cannot operate on MS Server newer than 2012 or Windows 2007. If you upgrade your computer hardware without these older operating systems Insight will no longer function.

Siemens Desigo software will replace the obsolete Insight software through a migration process. The migration process requires most Insight graphics to be recreated along with reports and user accounts for use on Desigo. Existing Insight graphics and reports that are not used or used very little will not be provided in Desigo during the migration process. All field panel controller programming, terminal controllers and point names remain and do not require modification.

Siemens proposes to provide Desigo server software with two client licenses that will be installed on a virtual server, physical server or PC that you will provide. See minimum requirements below. If you provide a physical or virtual server, the operating system must be MS Server 2019 or newer. If you provide a desktop PC, the operating system must be Windows 10 or newer.

See Hardware requirements for customer provided Server/PC below:

Questions regarding this scope of work can be directed to: Mark Durant

Siemens Industry, Inc.
6 British American BLVD
Latham, NY 12110

mark.durant@Siemens.com
Cell: 518 - 222 - 3415

SIEMENS

All field panels must reside on the customer's data network with an Ethernet connection.

An AEM may be used at each field panel that does not have an Ethernet connection. One AEM cannot be used for multiple field panels. Each field panel must have an AEM or upgraded to a new controller with an Ethernet connection. If you wish to keep Insight operational along with Desigo then two AEMs will be required per field panel. This proposal does not include AEMs. **Panel upgrades have been provided under a separate proposal.**

Desigo can be accessed from any computer on the customer's data network or remotely.

Siemens will provide Desigo Remote Notification Software (RENO). Siemens will program 30 alarms as part of this project.

Siemens will setup/modify required trends for Desigo up to 100 points.

Siemens will provide 16 hours of onsite Desigo training in eight hour sessions.

Siemens will build a maximum of 100 graphics based on the graphics use counter report 7-27 2023.

Price: $94,778.00

Note: Order must include required tax certificates and is subject to credit approval.

Siemens standard terms and conditions apply
Our price does not include per project aggregate insurance
Our scope of work is to be included as part of any contract/PO which results from our proposal for this project Order must include required tax certificates and is subject to credit approval
Sales Tax will be billed if a tax exempt certificate is not provided
Use Tax will be billed if a Capital Improvement Certificate is provided Payment terms are 30 days from receipt of invoice

Questions regarding this scope of work can be directed to: Mark Durant

Siemens Industry, Inc.
6 British American BLVD
Latham, NY 12110

mark.durant@Siemens.com
Cell: 518 - 222 - 3415

SIEMENS

Minimum Requirements for Virtual Machines

Hardware	Client (Category: CL)	Small or Medium-Sized Server / FEP (Category: MS)	Large-Sized Server (Category: LS)
System Object Count Range	Not Applicable	≤50K	>50K & ≤150K
Processor	• Intel Core i5: 8th generation or later (or equivalent) • Minimum 2.8 GHz (base clock speed) • Minimum 2 vCPUs assigned to the VM	• Intel Core i7: 8th generation or later, CPU Mark of 13,000 or higher (or equivalent) • Intel Xeon Platinum: 2nd generation or later, CPU Mark of 13,000 or higher (or equivalent) • Intel Xeon Gold: 2nd generation or later, CPU Mark of 13,000 or higher (or equivalent) • Intel Xeon Silver: 2nd generation or later, CPU Mark of 13,000 or higher (or equivalent) • Single Thread Rating minimum of 2,300 or equivalent • Recommended 4 vCPUs assigned to the VM • Recommended 6-8 vCPUs assigned to the VM on sites running large numbers of Advanced Reports (>1,000 daily). • Recommended 8 vCPUs on sites running large MNS systems	
RAM	8GB	16GB	32GB
		Distributed Systems: 64GB for • Supervisor in a Hierarchical topology • Each server in a Meshed topology	
Hard disk	1 SSD: 256GB	1 SSD: 512GB to 2TB	
Network card	Gigabit speed		

Minimum Requirements for Physical Machines

Hardware	Client (Category: CL)	Small or Medium-Sized Server / FEP (Category: MS)	Large-Sized Server (Category: LS)
System Object Count Range	Not Applicable	≤50K	>50K & ≤150K
Processor	• Intel Core i5: 8th generation or later (or equivalent) • Minimum 2.8 GHz (base clock speed) • Minimum 2 cores per running system	• Intel Core i7: 8th generation or later, CPU Mark of 13,000 or higher (or equivalent) • Intel Xeon Platinum: 2nd generation or later, CPU Mark of 13,000 or higher (or equivalent) • Intel Xeon Gold: 2nd generation or later, CPU Mark of 13,000 or higher (or equivalent) • Intel Xeon Silver: 2nd generation or later, CPU Mark of 13,000 or higher (or equivalent) • Single Thread Rating minimum of 2,300 or equivalent • Recommended 4 cores per running system on typical sites • Recommended 6-8 cores per running system on sites running large numbers of Advanced Reports (>1,000 daily)..	
RAM	8GB	16GB	32GB
		Distributed Systems: 64GB for • Supervisor in a Hierarchical topology • Each server in a Meshed topology	
Hard disk	1 SSD: 256GB	1 SSD: 512GB to 2TB.	
Network card	Gigabit speed		

Questions regarding this scope of work can be directed to: Mark Durant

Siemens Industry, Inc.
6 British American BLVD
Latham, NY 12110

mark.durant@Siemens.com
Cell: 518 - 222 - 3415

SIEMENS

The following is excluded from our scope of work:

- Computer hardware and operating system software
- After hours labor
- Data network troubleshooting
- Server hardware and operating system troubleshooting
- Field panel upgrades
- Graphics exceeding a qty. of 100
- Sales and Use Tax

Refer to attached terms and conditions.

Customer Representative	**Siemens Approval**
Name:_____	**Name:** _____
Title:_____	**Title:** _____
Date:_____	**Date:**_____

Questions regarding this scope of work can be directed to: Mark Durant

Siemens Industry, Inc.
6 British American BLVD
Latham, NY 12110

mark.durant@Siemens.com
Cell: 518 - 222 - 3415

SIEMENS RAM PROJECTS BUSINESS STANDARD TERMS AND CONDITIONS

PREAMBLE

THESE STANDARD TERMS AND CONDITIONS entered into by and between the entity identified in Siemens' proposal ("Buyer" or "Customer") and **Siemens Industry, Inc.**, a Delaware Corporation ("Siemens"), are effective as of the Effective Date hereof. These Standard Terms and Conditions incorporate Siemens' proposal (the "Proposal").

ARTICLE 1
DEFINITIONS

As used in this Agreement, the following terms have the meanings set forth below:

"Agreement" has the meaning set forth in Article 18.1.

"Affiliate" means, as to a specified Person, any other Person that, directly or indirectly, controls or is controlled by or is under common control with the Person in question and, with respect to Siemens or Buyer, is not a competitor of, or in litigation or arbitration with, Siemens or Buyer, as the case may be.
"Applicable Laws" means all applicable laws, including Environmental Laws, treaties, ordinances, rules, regulations and interpretations of any Governmental Authority having jurisdiction over the design, engineering, fabrication, manufacturing, delivery, assembly, erection, installation, and/or the performance of the Parties' obligations under this Agreement.

"Applicable Permits" means the permits, clearances, licenses, authorizations, consents, filings, exemptions or approvals from or required by any Governmental Authority that are necessary for the performance of the Parties' obligations under this Agreement.

"Asbestos" shall mean and include chrysotile, amosite, crocidolite, tremolite asbestos, anthophyllite asbestos, actinolite asbestos, and any of these minerals that has been chemically treated and/or altered.

"Buyer Caused Delay" means any delay in Siemens' or its Subcontractors' performance of the Work which is caused by (i) Buyer's or any Buyer Party's failure to timely perform its obligations under this Agreement, or (ii) any other event or cause which is beyond the control or not the responsibility of Siemens or any of its Subcontractors, and is not otherwise a Force Majeure Event.

"Buyer Party" or "Buyer Parties" means Buyer, any Affiliate of Buyer, and any of their respective contractors, subcontractors, employees, laborers, materialmen, agents or representatives which is not a competitor of Siemens.

"Contract Price" means the cumulative price payable by Buyer with respect to all Work which Siemens shall perform or provide in connection with this Agreement, as the same is set forth in Section 4.1 of this Agreement.
"Convenience Termination Payment" has the meaning set forth in Section 13.2.
"Deliverables" means collectively, (a) any Equipment and any Software deliverable to Buyer from Siemens in connection with the Work, and (b) any Work Product.

"Effective Date" means the last date on which this Agreement became fully executed (either electronically or otherwise). "Environmental Laws" means applicable national, state, commonwealth, provincial, municipal, and local laws as well as all rules, regulations, codes, standards, permits, directives, or ordinances that impose liability or

standards of conduct (including disclosure or notification requirements) concerning the protection of human health or the environment, including, without limitation, all laws affecting, controlling, limiting, regulating, pertaining, or relating to the manufacture, possession, presence, use, generation, storage, transportation, detection, monitoring, treatment, Release, disposal, abatement, cleanup, removal, remediation, or handling of Hazardous Materials.

"Equipment" means the installed physical equipment to be provided by Siemens as described in greater detail in the Proposal.

"Event of Default" has the meaning set forth in Section 13.1.

"Final Completion Date" means that the date on which all the Work has been completed including all punch list items.

"Force Majeure Event" has the meaning set forth in Section 10.2.

"Governmental Authority" means any federal, state, local or other governmental, judicial, public or statutory instrumentality, tribunal, agency, authority, body or entity, or any political subdivision thereof, having legal jurisdiction over the matter or Person in question.

"Hazardous Materials" means any material, substance, or waste, that, by reason of its composition or characteristics, is hazardous to human health and/or the environment, including any "solid waste" or "hazardous waste," as those terms are defined by the Resource Conservation and Recovery Act of 1976, as amended, any "hazardous substance," as that term is defined by the Comprehensive Environmental Response, Compensation and Liability Act of 1980, as amended, and any other hazardous, toxic or radioactive chemical, waste, byproduct, pollutant, contaminant, compound, product, material or substance, including without limitation, Asbestos, Asbestos containing materials ("ACM"), polychlorinated biphenyls, petroleum (including crude oil or any fraction or byproduct thereof), hydrocarbons, radon, urea, urea formaldehyde, and any other material that is prohibited, controlled, limited or regulated in any manner under any Environmental Laws.

"Import Duties" means any taxes, customs duties, tariffs, fees, imposts and governmental charges of any kind that are payable upon or in relation to the importation of the components of the Equipment into the Country where the Work is to occur. Import Duties do not include any property, license, privilege, sales, use, excise, value added, gross receipts (including any business, occupation or similar taxes) and/or transactional taxes now or hereafter applicable to, measured by, or imposed upon or with respect to the transaction, the Equipment, or their sale, their value or their use, or any services performed in connection therewith imposed by any federal, state or local Governmental Authority in the location where the Work is to be performed.

"Indemnitor" has the meaning set forth in Section 14.1.

"Indemnitee" has the meaning set forth in Section 14.1.

"Notice to Proceed" shall mean the written notice issued by Buyer to Siemens stating that Siemens may begin the Work.

"Party" or "Parties" means, respectively, Buyer, Siemens or both, as the context requires.

"Patent Cooperation Treaty" means an international patent law treaty, concluded in 1970, that provides a unified procedure for filing patent applications to protect inventions in each of its more than one hundred and forty-five (145) contracting states.

"Person" or "Persons" means any individual, corporation, partnership, limited liability company, association, joint stock company, trust, unincorporated organization, joint venture, government or political subdivision or agency thereof.

"Proposal" means the document that is made part of this Agreement that describes the Work and the pricing applicable to the Project.

"Project" is as identified in the Proposal.

"Project Site" means the particular site designated by Buyer on which the Project shall be located.

"Release" shall mean any spilling, leaking, pumping, pouring, emitting, emptying, discharging, injecting, escaping, leaching, dumping, or disposing of any Hazardous Materials into the environment, including the abandonment or discard of barrels, containers, and other closed receptacles containing any Hazardous Materials.
"Siemens Parties" means Siemens, any Affiliate of Siemens, and any of their respective Subcontractors, employees, laborers, materialmen, agents or representatives, and "Siemens Party" means any of the foregoing.
"Software" means any software that is owned or licensed by Siemens or its Affiliates and that is separately deliverable for use in the Equipment or in a computer system owned by Buyer or is delivered as firmware embedded in the Equipment.
"Subcontractor(s)" means any Person of any tier supplying material, equipment, labor, goods or services to Siemens in connection with the Work and obligations of Siemens under the Agreement.
"Substantial Completion" or "Substantially Complete" means that the Work, or any identifiable portion thereof, is sufficiently complete, in accordance with the provisions of this Agreement relating to the scope of the Work, such that the Buyer will be able to realize from such Work substantially all of the practical benefits intended to be gained therefrom, or otherwise employ the Work for its intended purpose with only punch list items remaining.

"Termination for Cause" has the meaning set forth in Section 13.1.
"Warranty" or "Warranties" has the meaning set forth in Section 9.1.
"Warranty Period" has the meaning set forth in Section 9.4.
"Work" means Siemens' scope of work with respect to the Equipment, major components, spare parts and associated services and other work supplied by or on account of Siemens and its Subcontractors pursuant to its obligations specified in this Agreement and as identified as Siemens' responsibility in the Proposal. "Work Product" means the tangible form of a report or drawing specifically developed for, commissioned by and deliverable to Buyer in connection with the Work to be performed by Siemens under this Agreement
"Work Schedule" means that certain schedule governing Siemens' provision of the Work as set forth in the Proposal.

ARTICLE 2
PERFORMANCE OF THE WORK AND OBLIGATIONS OF SIEMENS

2.1 Work to be Performed by Siemens.

2.1.1 General.
Buyer hereby retains Siemens as an independent contractor, not an agent or employee of Buyer, to perform and provide, or cause to be performed and provided, and Siemens hereby agrees to perform and provide, or cause to be performed or provided, all of the Work specified as being within Siemens' scope of Work, all in accordance with the terms and conditions of this Agreement.

2.1.2 Standard of Care,

The Work shall be conducted in a manner consistent with the degree of care and skill ordinarily exercised by reputable firms performing the same or similar work in the same locale acting under similar circumstances or conditions.
2.2 Scheduling and Monitoring of Milestones.

Except to the extent that Siemens is entitled to a Scope Change Order or other relief provided for in this Agreement, Siemens shall perform its Work in accordance with the Work Schedule. Further, Siemens shall provide periodic reports to Buyer concerning the status of Siemens' activities, including information pertaining to the progress of the Work and any circumstances known at the time of reporting which could be anticipated to cause a material deviation from the Work Schedule.
2.3 Siemens Documents.

Except as otherwise provided in this Agreement, within fifteen (15) days of receipt of any Siemens document required

to be submitted to Buyer for review under this Agreement, Buyer shall notify Siemens of any resulting comments or questions. If Buyer fails to respond within such period, then such drawing or document shall be deemed to have been reviewed and approved by Buyer as submitted. Siemens shall, within fifteen (15) days of Buyer's notification of any comments or questions on any Siemens document respond to Buyer's comments or questions, provided that Siemens shall not be required to change the design of the Equipment pursuant to such Buyer comments or questions.

2.4 Permits.

Siemens shall obtain and maintain the Applicable Permits required to be obtained by Siemens in its name to perform the Work under Applicable Laws (the "Siemens Permits"). If any Siemens Permit (or application therefor) requires action by Buyer, Buyer shall, upon the request of Siemens, take such action as is reasonably appropriate.

2.5 Siemens' Labor.

Siemens shall be responsible for the conduct and deeds of its labor and its Subcontractor's labor in the performance of the Work under this Agreement. However, Siemens shall not interfere with any members of any police, military or security force in the execution of their duties.

2.6 Safety

Siemens may suspend its performance of the Work at the Project Site, if, in the reasonable opinion of Siemens, based upon industry standards and Siemens' applicable safety programs, conditions at the Project Site for which Siemens is not responsible become unsafe for the continued performance of the Work and such conditions are not rectified by Buyer immediately. Siemens shall resume its performance of the Work promptly after the unsafe conditions are rectified by Buyer. Siemens shall be entitled to a Scope Change Order to compensate Siemens for the increased cost of its performance and/or schedule delay resulting from such suspension of the Work.

ARTICLE 3
SUBCONTRACTORS

Buyer acknowledges that Siemens intends to have portions of the Work performed by Subcontractors qualified to perform such Work pursuant to written subcontracts between Siemens and such Subcontractors. No contractual relationship shall exist between Buyer and any Subcontractor with respect to the Work. Siemens shall not have any responsibility, duty or authority to direct, supervise or oversee any contractors of Buyer, or their work, or to provide the means, methods or sequence of their work or to stop their work.

ARTICLE 4
CONTRACT PRICE AND PAYMENTS TO SIEMENS

4.1 Contract Price and Payment.

The total Contract Price is as set forth and defined more specifically in the Proposal. Buyer shall pay the total Contract Price to Siemens in accordance with the Proposal. Each payment, except for the initial payment, shall be made by wire transfer, pursuant to wire transfer instructions to be provided by Siemens to Buyer, within thirty (30) days from the date of the Siemens invoice therefor or by such other payment method acceptable to Siemens.

The Contract Price is based upon Buyer performing its obligations set forth in this Agreement.

The Contract Price, schedule, warranty and guarantee obligations are based upon unrestricted working hours at, and free access seven (7) days a week, twenty-four (24) hours a day, to the Project Site, including free access to any components requiring assembly by Siemens as part of Siemens' scope of Work.

4.2 Taxes.

The Contract Price does not include, and Buyer agrees to reimburse Siemens for, any Import Duties levied upon the Equipment, or any federal, state, or local (other than net income taxes imposed on Siemens) property, license, privilege, sales, use, excise, value added, gross receipts (including any business, occupation or similar taxes) and/or transactional

taxes now or hereafter applicable to, measured by, or imposed upon or with respect to the transaction, the Equipment or their sale, their value or their use, or any services performed in connection therewith
Should Buyer be exempt from any sales and/or use taxes, it shall provide Siemens with valid exemption documentation upon the Effective Date of the Agreement for the State(s) in which the delivery of the Equipment shall take place.

Siemens shall not collect sales and/or use taxes from Buyer if Siemens is provided such valid exemption documentation for its files.

4.3 Disputed Invoices.

If there is any dispute about any amount invoiced by Siemens, the amount not in dispute shall be promptly paid and any disputed amount that is ultimately determined to have been payable shall be paid with interest calculated at the rate of one and one-half percent (1.5%) per month, limited by the maximum rate permitted by Applicable Law. The date of the original invoice on which there was a disputed amount shall determine the date upon which the disputed amount first became due and payable, irrespective of whether any subsequent invoice is issued or reissued in connection with the resolution and payment of the disputed amount.

ARTICLE 5 BUYER'S RESPONSIBILITIES

5.1 Buyer shall, at its own cost, do the following:
(a) Designate a contact person with authority to make decisions for the Buyer regarding the Work and provide Siemens with information sufficient to contact such person in an emergency;
b) Coordinate the work of contractors under Buyer's sole control so as not to disrupt the Work proceeding in an efficient manner;
(c) Provide or arrange for 24-hour, 7-day per week access and make all reasonable provisions for Siemens to enter any Project Site where Work is to be performed so that Work may proceed in an efficient manner;

(d) Provide for security for all components of the Work, materials, supplies, other equipment required to assemble, erect, install and commission the Work, and any other property owned or leased by Buyer, Siemens or any of its Subcontractors located at the Project Site;

(e) Permit Siemens to control and/or operate all building controls, systems, apparatus, equipment and machinery necessary to perform the Work;

(f) Furnish Siemens with blueprints, surveys, legal descriptions, waste management plans and all other available information pertinent to the Work and any Project Site where the Work is to be performed as may be reasonably requested by Siemens;

(g) Furnish Siemens with all approvals, permits and consents from Governmental Authorities and others as may be required for performance of the Work, except for Siemens Permits;

(h) Comply with Applicable Law and provide any notices required to be given to any Governmental Authority in connection with the Work, except such notices Siemens has expressly agreed in writing to give;

(i) Furnish Siemens with any contingency plans, safety programs and other policies, plans or programs related to any Project Site where the Work is to be performed; and

(j) Provide and maintain at the Project Site: (1) suitable electrical service, including clean, stable, properly conditioned power, to all Equipment; (2) telephone lines, capacity and connectivity as required by such Equipment; and (3) heat, light, air conditioning or other environmental controls, and other utilities in accordance with the specifications for the Equipment.

5.2. Export Import Compliance.

Buyer acknowledges that Siemens is required to comply with applicable export / import laws and regulations relating to

the sale, export, import, transfer, assignment, disposal, or use of the Equipment, including any export / import license requirements. Buyer agrees that Equipment will not at any time directly or indirectly be used, exported, imported, sold, transferred, assigned or otherwise disposed of in a manner which will result in non-compliance with any export / import laws and regulations. Siemens' continuing performance hereunder is conditioned on compliance with such export / import laws and regulations at all times.

ARTICLE 6
HAZARDOUS MATERIALS

Prior to any Work being conducted at the Project Site, Buyer shall: (a) identify to Siemens the presence, location and quantity of ACM at the Project Site; and (b) either certify that the work area associated with Siemens' scope of Work is free of ACM or take such action as may be required under Environmental Laws to abate the ACM and, thereafter, certify that the work area associated with Siemens' scope of Work is free of ACM. Siemens makes no representation that it is licensed to abate ACM and shall not be obligated to install, disturb, handle, or remove any ACM.

Buyer represents and warrants that, prior to the execution of this Agreement, Buyer has notified Siemens in writing of any and all Hazardous Materials known to be present on the Project Site and has: (a) expressly identified the nature and location of such Hazardous Materials to Siemens, including the provision of a map identifying the same; and (b) provided a copy of any Project Site policies related to such pre-existing Hazardous Materials, including, without limitation, material safety data sheets, chemical hygiene plans, laboratory procedures, or other items covered or required to be disclosed or maintained pursuant to applicable Environmental Laws.

The Work does not include, either directly or indirectly, performing or arranging for the detection, monitoring, handling, storage, removal, transportation, disposal, or treatment of Hazardous Materials. If any Hazardous Materials, including ACM, are encountered at the Project Site, Siemens shall immediately stop all Work in the affected area and report the condition to Buyer. Buyer shall promptly, in accordance with all applicable Environmental Laws and at its sole cost and expense, remove or render harmless, or take other actions as may be necessary to remediate the hazards associated with any such Hazardous Material, including, without limitation, signing and listing Buyer (or the appropriate Buyer Party) as the generator of the Hazardous Materials on any waste manifest that may be required by Environmental Laws. Siemens' Work in the affected area shall not be resumed until Buyer has complied with the foregoing obligations. If the existence and remedying of Hazardous Materials at the Project Site results in an increase in Siemens' costs and/or impacts Siemens' ability to meet its obligations, guarantees, or the Work Schedule under the Agreement, Siemens shall be entitled to a Scope Change Order in accordance with the applicable provisions of Article 8, increasing the Contract Price and providing an equitable extension of the Work Schedule and other provisions of the Agreement affected thereby or otherwise affected by Buyer's noncompliance, commensurate with the time reasonably required to overcome such delay and added cost, including without limitation, overtime charges for labor and equipment.

Buyer, on behalf of itself, all Buyer Parties, and the predecessors and successors in interest, insurers, and assigns of each of them, shall defend, release, indemnify and hold harmless Siemens, all Siemens Parties and the successors and assigns of each of them from and against any and all liability arising under Environmental Laws or as a result of any Hazardous Materials at or any environmental condition of the Project Site, including, without limitation, fines and penalties, reasonable fees for attorneys, consultants or other professionals, and the costs of reporting, investigation, monitoring, containment, cleanup, storage, disposal, transportation and any other remedial actions arising under applicable Environmental Laws that are incurred by any Indemnitee hereunder for and as a result of: (i) death or bodily injury to any person, (ii) destruction or damage to any property, (iii) contamination of or adverse effects on the environment, including a Release of any kind, (iv) any violation by Buyer or any Buyer Party of Environmental Laws, and/or (v) a breach by Buyer or any Buyer Party of any legal duty arising under applicable Environmental Laws or any obligations under the environmental provisions of this Agreement. This release and indemnity shall survive the termination or expiration of this Agreement and shall be construed as broadly as possible under applicable Environmental Laws.

ARTICLE 7
LIMITATION OF LIABILITY

NOTWITHSTANDING ANYTHING IN THIS AGREEMENT TO THE CONTRARY, SIEMENS SHALL NOT BE LIABLE TO BUYER, WHETHER BASED IN CONTRACT, WARRANTY, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY, INDEMNITY OR ANY OTHER LEGAL OR EQUITABLE THEORY, FOR: LOSS OF USE, REVENUE, SAVINGS, PROFIT, INTEREST,

GOODWILL OR OPPORTUNITY, COSTS OF CAPITAL, COSTS OF REPLACEMENT OR SUBSTITUTE USE OR PERFORMANCE, LOSS OF INFORMATION AND DATA, LOSS OF POWER, VOLTAGE IRREGULARITIES OR FREQUENCY FLUCTUATION, CLAIMS ARISING FROM THE OTHER PARTY'S THIRD PARTY CONTRACTS, OR FOR ANY TYPE OF INDIRECT, SPECIAL, LIQUIDATED, PUNITIVE, EXEMPLARY, COLLATERAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES, OR FOR ANY OTHER LOSS OR COST OF A SIMILAR TYPE.
SIEMENS' MAXIMUM LIABILITY UNDER THIS AGREEMENT IS THE ACTUAL PURCHASE PRICE RECEIVED BY SIEMENS FOR THE EQUIPMENT THAT GAVE RISE TO THE CLAIM.
EACH PARTY AGREES THAT THE EXCLUSIONS AND LIMITATIONS IN THIS ARTICLE 7 WILL PREVAIL OVER ANY CONFLICTING TERMS AND CONDITIONS IN THIS AGREEMENT AND MUST BE GIVEN FULL FORCE AND EFFECT, WHETHER OR NOT ANY OR ALL SUCH REMEDIES ARE DETERMINED TO HAVE FAILED OF THEIR ESSENTIAL PURPOSE. THESE LIMITATIONS OF LIABILITY ARE EFFECTIVE EVEN IF EITHER PARTY HAS BEEN ADVISED BY THE OTHER OF THE POSSIBILITY OF SUCH DAMAGES. THE WAIVERS AND DISCLAIMERS OF LIABILITY, RELEASES FROM LIABILITY AND LIMITATIONS ON LIABILITY EXPRESSED IN THIS ARTICLE 7 EXTEND TO EACH PARTYS' AFFILIATES (AND THEIR EMPLOYEES), PARTNERS, PRINCIPALS, SHAREHOLDERS, DIRECTORS, OFFICERS, EMPLOYEES, SUPPLIERS OF ANY TIER (AND THEIR EMPLOYEES), AGENTS, AND SUCCESSORS AND ASSIGNS.

ARTICLE 8
CHANGES TO THE WORK

Siemens shall deliver and/or perform the Work in accordance with the Applicable Laws in effect on the Effective Date. No change will be made to the scope of Work unless Buyer and Siemens agree in writing to the change and any resulting price, schedule or other contractual modifications associated therewith. If any change to any law, rule, regulation, order, code, standard or requirement impacts Siemens' obligations or performance under this Agreement, Siemens may request a change order for an equitable adjustment in the price and time of performance.

ARTICLE 9 WARRANTY

9.1. Warranties.

Siemens warrants that: (i) the Equipment is free from defects in material and workmanship; (ii) the Equipment is in compliance with Siemens' Proposal; and (iii) at the time of delivery, Siemens has title to the Equipment free and clear of liens and encumbrances (collectively, the "Warranties"). The Warranties do not apply to Software furnished by Siemens. The sole and exclusive warranties for any Software are set forth in the applicable Software License Agreement or Terms of Use to be provided with the Software.

9.2. Conditions to the Warranties.

The Warranties are conditioned on: (i) no repairs, modifications or alterations being made to the Equipment other than by Siemens or its authorized representatives; (ii) Buyer handling, using, storing, installing, operating and maintaining the Equipment in compliance with any parameters or instructions in any specifications attached to, or incorporated into this Agreement; (iii) compliance with all generally accepted industry standards; (iv) Buyer discontinuing use of the Equipment after it has, or should have had, knowledge of any defect; (v) Buyer providing prompt written notice of any

warranty claims within the Warranty Period described below; (vi) at Siemens' discretion, Buyer either removing and shipping the Equipment or non-conforming part thereof to Siemens, at Buyer's expense, or granting Siemens

reasonable access to the Equipment to assess the warranty claims; (vii) Equipment not having been subjected to accident (including Force Majeure), alteration, abuse or misuse; (viii) Buyer not being in default of any payment obligation and (viii) Buyer allowing Siemens the opportunity to review the operating and maintenance records relating to the Equipment and the facility it is incorporated into, if applicable.

9.3. Exclusions from Warranty Coverage.

The Warranties do not apply to any equipment not provided by Siemens under this Agreement.
Any Equipment that is described as being experimental, developmental, prototype, or pilot is specifically excluded from the Warranties and is provided to Buyer "as is" with no warranties of any kind. Normal wear and tear is excluded,

including any expendable items that comprise part of the Equipment (such as fuses, light bulbs and lamps). Siemens does not warrant or guarantee that any Equipment will be secure from cyber threats, hacking or similar malicious activity. Equipment that is networked, connected to the internet, or otherwise connected to computers or other devices must be appropriately protected by Buyer and/or end user against unauthorized access.

9.4. Warranty Period.

Buyer must provide written notice of any claims for breach of Warranties by the earlier of twelve (12) months from initial operation of the Equipment or eighteen (18) months from shipment ("Warranty Period"). Additionally, absent written notice within the Warranty Period, any use or possession of the Equipment after expiration of the Warranty Period is conclusive evidence that the Warranties have been satisfied.

9.5 Remedies.

Buyer's sole and exclusive remedies for breach of the Warranties are limited, at Siemens' discretion, to repair or replacement of the Equipment, or its non-conforming parts, within a reasonable time period, or refund of all or part of the purchase price applicable to the non-conforming part. The warranty on repaired or replaced parts is limited to the remainder of the original Warranty Period. Unless Siemens agrees otherwise in writing, Buyer will be responsible for any costs associated with: (i) gaining access to the Equipment; (ii) removal, disassembly, replacement, installation, or reinstallation of any equipment, materials or structures to permit Siemens to perform its warranty obligations; (iii) transportation to and from the Siemens factory or repair facility; and (iv) damage to Equipment components or parts resulting in whole or in part from non-compliance by the Buyer with Section 9.2 hereof or from their deteriorated condition.
All exchanged Equipment replaced under this Warranty will become the property of Siemens.

9.6 Transferability.

The Warranties are only transferable during the Warranty Period and only to the Equipment's initial enduser.

9.7 THE WARRANTIES IN THIS ARTICLE 9 ARE SIEMENS' SOLE AND EXCLUSIVE WARRANTIES AND ARE SUBJECT TO THE LIMITS OF LIABILITY IN ARTICLE 7 ABOVE. SIEMENS MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, COURSE OF DEALING AND USAGE OF TRADE.

ARTICLE 10 DELAYS; EXCUSED PERFORMANCE

10.1 Change in Law and Buyer Caused Delay.

As the Work is performed, conditions may change or circumstances outside Siemens' reasonable control, including without limitation, changes of Applicable Law and Buyer Caused Delays, may develop which would require Siemens to expend additional costs, effort or time to complete the Work, in which case Siemens will notify Buyer and an equitable adjustment will be made to Siemens' Contract Price and Work Schedule pursuant to Article 8. In the event conditions or circumstances require the Work to be suspended or terminated, Siemens shall be compensated for Work performed

and for costs reasonably incurred in connection with the suspension or termination.

10.2 Force Majeure.

If Siemens' performance is delayed by any cause beyond its reasonable control (regardless of whether the cause was foreseeable), including without limitation acts of God, strikes, labor shortage or disturbance, fire, accident, war or civil disturbance, delays of carriers, cyber-attacks, terrorist attacks, failure of normal sources of supply, or acts or inaction of government ("Force Majeure Event"), Siemens' time of performance will be extended by a period equal to the length of the delay plus any consequences of the delay, and Siemens will get its reasonable costs for such extension of time pursuant to Article 8. Siemens will notify Buyer within a reasonable time after becoming aware of any such delay. If Siemens is entirely prevented from performing the Work for a time period of one hundred eighty (180) aggregate days as a result of the occurrence of a Force Majeure Event suffered by Siemens, then either Party may terminate this

Agreement with respect to the Work that has not been performed by the effective date of such termination at no cost or penalty, other than Buyer's obligation to pay Siemens either (a) the sum set forth in the termination payment schedule if applicable, or (b) that portion of the Contract Price reflecting the amount of Work performed, man hours expended and materials acquired at the date of termination. These charges will also include the expenses associated with the termination, including, but not limited to, any additional expense incurred by reason of termination or cancellation of agreements between Siemens and its suppliers, and any applicable cost allocated in contemplation of performance. If the Agreement is terminated pursuant to this Section 10.2, then Siemens' remaining warranty and performance guarantee obligations shall automatically terminate.

ARTICLE 11
INSURANCE

11.1 Siemens' Insurance Coverage.

(a) Siemens shall maintain in full force and effect the following insurance coverage and limits specified below commencing ten (10) days after Buyer's issuance of a Notice to Proceed and continuing until the Final Completion Date. Siemens shall provide Buyer applicable insurance certificates of such coverage prior to the shipment of any Equipment to the Project Site or the commencement of any Work at the Project Site. The required limits of insurance may be satisfied with any combination of primary and excess coverage.

(b) Siemens or Siemens' insurance carrier shall endeavor to provide Buyer with thirty (30) days' prior notice of cancellation, termination or material alteration of any insurance coverage set forth in this Article 11. In addition, Siemens' insurance shall be maintained with insurance companies having an A.M. Best rating of "A-" or better and a financial size category of "VII" or higher (or a comparable rating by any other rating entity reasonably acceptable to Buyer and evidenced by Buyer's written confirmation, which acceptance shall not be unreasonably withheld).

(c) Siemens has the responsibility and obligation to procure and maintain the following insurance policies:

(i) Workers' Compensation Insurance in accordance with Applicable Laws and regulations applicable to the jurisdiction in which the Work is performed;

(ii) Employer's Liability Insurance with a limit of One Million Dollars ($1,000,000) per accident, per employee for occupational disease, and in the aggregate for occupational disease;

(iii) Commercial General Liability Insurance with coverage written for bodily injury and broad form property damage on an "occurrence" basis with a limit of One Million Dollars ($1,000,000) per occurrence and Five Million Dollars ($5,000,000) aggregate. This policy shall include blanket contractual coverage, railroad protective liability coverage, and coverage for

premises, operations, explosion, collapse and underground (XCU) hazards, and products/completed operations. Siemens shall name Buyer as an additional insured to the extent bodily injury (including death) or third-party property damage results from the negligent acts or omissions of Siemens or Siemens' Subcontractors and require that this policy contain a "separation of insureds" clause.

11.2 Subcontractor's Insurance Coverage.

Siemens shall require its Subcontractors performing Work at the Project Site to maintain the types, coverage and limits of insurance which are reasonable in accordance with prudent industry practice and commensurate with the Work to be performed by such Subcontractor.

11.3 Waiver of Rights.

In regard to insurance maintained by either Party, including any property insurance, each such Party hereby waives, for itself and its insurers, all rights of recovery and subrogation which may arise against the other Party and its Affiliates as a result of a payment made by an insurer.

ARTICLE 12
INTELLECTUAL PROPERTY RIGHTS

Siemens shall retain all intellectual property rights in the Deliverables. Upon receipt of all fees, expenses and taxes due in respect of the relevant Work, Siemens grants to the Buyer a non-transferable, nonexclusive, royalty-free license to copy and use the documents included in or with the Deliverables for their intended purpose only. If the Deliverables include Software, then Buyer agrees to take delivery of such Software subject to any applicable Siemens or third-party end-user license agreement (EULA) accompanying such Software, or if no EULA or third-party license accompanies such Siemens' Software, the EULA posted at www.usa.siemens.com/btcpseula (SIEMENS' EULA web site) for such Siemens Software.

ARTICLE 13
DEFAULT, TERMINATION AND SUSPENSION

13.1 Events of Default.

The occurrence of any one or more of the following events shall constitute an Event of Default by a Party hereunder:

(a) A Party makes a general assignment for the benefit of its creditors, is generally unable to pay its debts as they become due, or becomes the subject of any voluntary or involuntary bankruptcy, insolvency, arrangement, reorganization or other debtor relief proceeding under any Applicable Laws and, in the case of an involuntary proceeding instituted against a Party by a third party, the proceeding is not dismissed or stayed within forty-five (45) days after it is commenced;

(b) With regard to Buyer, Buyer fails to pay to Siemens any required payment, which failure continues for ten (10) days after receipt of written notice thereof from Siemens;

(c) A Party has made a material misrepresentation under the Agreement that is likely to have a material adverse effect on its ability to perform its obligations hereunder, and such representation is not made true within thirty (15) days after receipt of written notice thereof from the other Party; or

(d) A Party is otherwise in material default of any provision of this Agreement or has materially failed to perform its obligations under this Agreement, provided that if such material default of this Agreement or material failure to perform this Agreement can be cured within a commercially reasonable timeframe, the defaulting Party shall be permitted such period of time within which to accomplish such cure, so long as the Party commences such cure efforts within thirty (30) days after written notice from the other Party and thereafter diligently proceeds to complete such cure within such time period.

Upon the occurrence and during the continuation of an Event of Default hereunder, the non-defaulting Party, in addition to its right to pursue any other remedy given under the Agreement, shall have the right to terminate this Agreement upon not less than five (5) days prior written notice to the defaulting Party (a "Termination for Cause"). A

Termination for Cause shall be effective upon the sixth (6th) day following delivery of the notice with respect thereto.

13.2 Termination for Buyer's Convenience.

In addition to any other termination rights available to Buyer under this Agreement, Buyer shall have the right to terminate the delivery of Work due to the economic unfeasibility of the Project for Buyer upon fifteen (15) days prior written notice to Siemens. Buyer shall pay Siemens either (a) the sum set forth in the termination payment schedule if applicable, or (b) that portion of the Contract Price reflecting the amount of Work performed, man hours expended and materials acquired at the date of termination. These charges will also include the expenses associated with the termination, including, but not limited to, any additional expense incurred by reason of termination or cancellation of agreements between Siemens and its suppliers and Subcontractors, and any applicable cost allocated in contemplation

of performance (the "Convenience Termination Payment"). All payments of the Contract Price made by Buyer and received by Siemens prior to the date of termination shall be credited toward the Convenience Termination Payment. Siemens shall submit an invoice to Buyer for the Convenience Termination Payment and Buyer shall pay such invoice by wire transfer within thirty (30) days after the date of such invoice. If the Agreement is terminated by Buyer pursuant to this Section 13.2, then Siemens' remaining warranty and performance guarantee obligations shall also automatically terminate.

ARTICLE 14
INDEMNITIES

Siemens and Buyer (each as an "Indemnitor") shall indemnify the other ("Indemnitee") from and against all third party claims alleging bodily injury, death or damage to a third party's tangible property, but only to the extent caused by the Indemnitor's negligent acts or omissions. If the injury or damage is caused by the parties' joint or contributory negligence, the loss and/or expenses shall be borne by each party in proportion to its degree of fault. No part of the Equipment(s) or Buyer's Project Site is considered third party property.
Indemnitee shall provide the Indemnitor with prompt written notice of and shall not acknowledge any third party claims covered by this Article 14. Indemnitor has the unrestricted right to select and hire counsel and the exclusive right to conduct the legal defense and/or settle the claim on the Indemnitee's behalf. The Indemnitee shall not make any admission(s) which might be prejudicial to the Indemnitor and shall not enter into a settlement without the express permission of the Indemnitor.

ARTICLE 15
REPRESENTATIONS

Each Party represents that on the Effective Date:

(a) Organization and Corporate Action.

Siemens is a corporation duly organized, validly existing and in good standing under the laws of the State of Delaware and is qualified to do business in the jurisdictions in which the Project is located. Buyer is as identified in the Proposal and is duly organized, validly existing and in good standing under the laws of the State or Commonwealth identified in the Proposal. Each Party has all necessary power and authority to execute, deliver and perform its obligations under this Agreement; the execution, delivery and performance by the Party of this Agreement have been duly authorized by all necessary action on its part; and this Agreement has been duly and validly executed and delivered by the Party and constitutes the legal, valid and binding obligation of the Party enforceable in accordance with its terms, except as the enforceability thereof may be limited by bankruptcy, insolvency, reorganization, moratorium or other similar laws

relating to the enforcement of creditors' rights generally and by general equitable principles.

(b) No Violation of Law; Litigation.

It is not in violation of any Applicable Laws or judgment entered by any Governmental Authority which violations, individually or in the aggregate, would materially and adversely affect its performance of any of its obligations under this Agreement. There are no legal or arbitration proceedings or any proceeding by or before any Governmental Authority now pending or (to the best knowledge of the Party) threatened against the Party which, if adversely determined, could reasonably be expected to have a material adverse effect on the ability of the Party to perform under this Agreement.

(c) No Breach.

None of the execution and delivery of this Agreement, the consummation of the transactions herein contemplated or compliance with the terms and provisions hereof and thereof shall conflict with or result in a breach of, or require any consent under, the charter or by-laws of the Party, or any Applicable Laws or regulation, order, writ, injunction or decree of any court, or any agreement or instrument to which the Party is a party, or by which it is bound, or to which it

is subject, or constitute a default under any such agreement or instrument.

ARTICLE 16
PATENT AND COPYRIGHT INFRINGEMENT

Siemens will, at its option and expense, defend or settle any suit or proceeding brought against Buyer based on an allegation that any Equipment or use thereof for its intended purpose constitutes an infringement of any Patent Cooperation Treaty country member's patent or misappropriation of a third party's trade secret or copyright in the country where the Equipment is delivered by Siemens. Buyer will promptly give Siemens written notice of the suit or proceeding and the authority, information, and assistance needed to defend the claims. Buyer shall not acknowledge any such third-party proceedings defined under this Article 16. Siemens shall have the full and exclusive authority to defend and settle such claim(s) and will pay the damages and costs awarded in any suit or proceeding so defended. Buyer shall not make any admission(s) which might be prejudicial to Siemens and shall not enter into a settlement without Siemens' written consent. Siemens is not responsible for any settlement made without its prior written consent. If the Equipment, or any part thereof, as a result of any suit or proceeding so defended is held to constitute infringement, or its use by Buyer is enjoined, Siemens will, at its option and expense, either: (i) procure for Buyer the right to continue using said Equipment; (ii) replace it with substantially equivalent non-infringing Equipment; or (iii) modify the Equipment so it is non-infringing.

Siemens will have no duty or obligation under this Article 16 if the Equipment is: (i) supplied according to Buyer's design or instructions and compliance therewith has caused Siemens to deviate from its normal course of performance; (ii) modified by Buyer or its contractors after delivery; or (iii) combined by Buyer or its contractors with devices, methods, systems or processes not furnished hereunder and by reason of said design, instruction, modification, or combination a suit is brought against Buyer. In addition, if by reason of such design, instruction, modification or combination, a suit or proceeding is brought against Siemens, Buyer must protect Siemens in the same manner and to the same extent that Siemens has agreed to protect Buyer under this Article 16.

THIS ARTICLE 16 IS AN EXCLUSIVE STATEMENT OF SIEMENS' DUTIES AND BUYER'S REMEDIES RELATING TO PATENTS, TRADE SECRETS AND COPYRIGHTS, AND DIRECT OR CONTRIBUTORY INFRINGEMENT THEREOF.

ARTICLE 17
CONFIDENTIALITY

Both during and for a period of ten (10) years after the term of this Agreement, the parties will: (i) treat as confidential all information obtained from the disclosing party, and (ii) use such confidential information for its intended purpose only. Confidential information includes all information compiled or generated by the disclosing party under this

Agreement for the receiving party, including but not limited to business information, manufacturing schedule information, technical data, drawings, flow charts, program listings, software, plans and projections. Neither party may

disclose or refer to the work to be performed under this Agreement in any manner that identifies the other party without advance written permission. However, Siemens has the right to share confidential information with its Affiliates and subcontractors, provided those recipients are subject to the same confidentiality obligations set forth herein.

Nothing in this Agreement requires a party to treat as confidential any information which: (i) is or becomes generally known to the public, without the fault of the receiving party; (ii) is disclosed to the receiving party, without obligation of confidentiality, by a third party having the right to make such disclosure; (iii) was previously known to the receiving party, without obligation of confidentiality, which fact can be demonstrated by means of documents which are in the possession of the receiving party upon the date of this Agreement; (iv) was independently developed by receiving party or its representatives, as evidenced by written records, without the use of discloser's confidential information; or (v) is required to be disclosed by law, except to the extent eligible for special treatment under an appropriate protective order, provided that the party required to disclose by law will promptly advise the originating party of any requirement to make such disclosure to allow the originating party the opportunity to obtain a protective order and assist the

originating party in so doing.

Within thirty (30) days from the effective date of termination of this Agreement pursuant to Section 10,2, 13.1 or 13.2 , Buyer shall either (a) return to Siemens any of Siemens' confidential information which had been in Buyer's possession (excluding this Agreement), or (b) certify to Siemens that all of Siemens' confidential information which had been in Buyer's possession has been destroyed.

ARTICLE 18 MISCELLANEOUS PROVISIONS

18.1 Entire Agreement.

This agreement, including the Proposal and all Exhibits thereto (the "Agreement") contains the entire understanding of the Parties with respect to the subject matter hereof and supersedes all prior and/or contemporaneous agreements and commitments with respect thereto. There are no other understandings, oral or written, nor other terms or conditions and neither Party has relied upon any representation, express or implied, not contained in this Agreement. Any modification to the Agreement must be in writing and executed by both Parties.

18.2 Applicable Law and Jurisdiction.

This Agreement is governed by and construed in accordance with the laws of the State or Commonwealth where the Project Site is located, without regard to its conflict of laws principles. The application of the United Nations Convention on Contracts for the International Sale of Goods is excluded. BOTH SIEMENS AND BUYER KNOWINGLY, VOLUNTARILY AND IRREVOCABLY WAIVE ALL RIGHTS TO A JURY TRIAL IN ANY ACTION OR PROCEEDING RELATED IN ANY WAY TO THIS AGREEMENT. Each Party agrees that claims and disputes arising out of this Agreement must be decided exclusively in a federal or state court of competent jurisdiction located in a State or Commonwealth in which the Project Site is located. Each Party submits to the personal jurisdiction of such courts for the purpose of litigating any claims or disputes.

18.3 Notice.

All notices, reports, demands, claims, elections, requests and other official communications required or permitted by this Agreement or by law to be served upon or given to a Party by the other Party shall be in writing signed by the Party giving such notice and shall be deemed duly served, given to and received by the other Party when delivered by first class registered or certified mail, return receipt requested, postage prepaid, or by a nationally recognized courier, in each case addressed to those respective representatives of each Party as identified in the Proposal.

The Parties, by like notice in writing, may designate, from time to time, another address, addressee or office to which notices shall be delivered pursuant to this Agreement, which change of address shall become effective five (5) Business Days after delivery of such Notice.

18.4 No Rights in Third Parties.

Except as otherwise expressly provided herein, this Agreement and all rights hereunder are intended for the sole benefit of the Parties and shall not imply or create any rights on the part of, or obligations to, any other Person, except as specifically provided herein with respect to Subcontractors.

18.5 Compliance with Laws.

The Parties agree to comply with all Applicable Laws, including but not limited to those relating to the manufacture, purchase, resale, exportation, transfer, assignment or use of the Equipment.

18.6 Conflicting Provisions.

In the event of any inconsistencies in this Agreement, the following order of precedence in the interpretation hereof or resolution of such conflict hereunder shall prevail:

(1) Duly authorized and executed Scope Change Orders and written amendments to the Agreement executed by both Parties, with the latest ones having precedence over the earlier ones;

(2) This Agreement.

Any differing or additional terms and conditions in any purchase order or other document are of no force and effect unless specifically accepted in writing by the Parties. Siemens' failure to object to any such additional, different or conflicting terms does not operate as a waiver of the terms of this Agreement.

18.7 No Partnership Created.

Nothing contained in this Agreement shall be construed as constituting a joint venture or partnership between Siemens and Buyer.

18.8 Captions; Shortened Names for Convenience.

The captions contained in this Agreement are for convenience of reference only and in no way define, describe, extend or limit the scope of intent of this Agreement or the intent of any provision contained herein. Similarly, the references to "Buyer" and "Siemens" in this Agreement are shorthand used for convenience only.

18.9 Counterparts and Facsimile Execution.

This Agreement may be signed in any number of counterparts and each counterpart shall represent a fully executed original as if signed by both Parties, with all such counterparts together constituting but one and the same instrument. Facsimile or electronic pdf signatures of the Parties shall be deemed to constitute original signatures and executed facsimile copies hereof shall be deemed to constitute duplicate originals.

18.10 Joint Effort.

Preparation of the Agreement has been a joint effort of the Parties and the resulting document shall not be construed more severely against one of the Parties than against the other. Each Party represents that it has obtained the professional advice (including legal, tax and accounting advice on Applicable Laws and regulations) as it has deemed appropriate or convenient.

18.11 Appendixes.

All appendixes, attachments, or exhibits referenced in this Agreement shall be incorporated into this Agreement by such reference and shall be deemed to be an integral part of this Agreement.

18.12 Non-Waiver.

Any waiver by a Party of strict compliance with this Agreement must be in writing, and any failure by the Parties to require strict compliance in one instance will not waive its right to insist on strict compliance thereafter.

18.13 Modification of Terms.

This Agreement may only be modified by a written instrument signed by authorized representatives of both Parties.

18.14 Assignment.

Neither Party may assign all or part of this Agreement, or any rights or obligations under this Agreement, without the

prior written consent of the other; but either Party may assign its rights and obligations, without recourse or consent, to any parent, wholly owned subsidiary, or Affiliate or Affiliate's successor organization (whether as a result of

reorganization, restructuring or sale of substantially all of a party's assets). However, Buyer shall not assign this Agreement to: a competitor of Siemens; an entity in litigation with Siemens; or an entity lacking the financial capability to satisfy Buyer's obligations. Any assignee expressly assumes the performance of any obligation assigned. Siemens may grant a security interest in this Agreement and/or assign proceeds of this Agreement without Buyer's consent.

18.15 Severability.

If any provision of this Agreement is held invalid, illegal or unenforceable, the remaining provisions will not in any way be affected or impaired. A court may modify the invalid, illegal or unenforceable provision to reflect, as closely as possible, the Parties' original intent.

18.16 Survival.

The articles titled "Patent and Copyright Infringement," "Limitation of Liability," "Confidentiality," "Title and Risk of Loss," "Indemnitees," and "Export/Import Compliance,"" survive termination, expiration or cancellation of this Agreement.

AGENDA ITEM NO. 10.9

Issue Purchase Order for Geothermal Test Bore and Thermal Conductivity Test to Aztech Geothermal, LLC.

AGENDA ITEM NO: 10.9
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT:

Contact Person: *Matthew J. Mokey, P.E. Airport Engineer*

PURPOSE OF REQUEST:

Issue Purchase Order for Geothermal Test Bore and Thermal Conductivity Test to Aztech Geothermal, LLC.

CONTRACT AMOUNT: **Total Contract Amount:** *$55,675.00*

BUDGET INFORMATION:

Federal Airport Improvement Program
Anticipated in Current ALB Capital Plan : Yes ✓ **No** ___ **NA**
Funding Account No.: *00390-50-2028*

FISCAL IMPACT – FUNDING

Federal *N/A* **State** *100%* **Airport** *N/A*
Term of Funding: *2023-2024*
Grant No. : Pending State PIN: *N/A*

JUSTIFICATION:

Request is made to approve the purchase order in the amount of $55,675.00 to Aztech Geothermal, LLC. for the completion of the Geothermal Test Bore and Thermal Conductivity. Exploration and testing was completed as a requirement for the Geothermal Project Design and funded under the NYSERDA Grant.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ **NA** ___

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines and Chief Financial Officer has approved. **YES** ✓ **NO** ___.

BACK-UP MATERIAL: *Please refer to attached Purchase Orders from Aztech Geothermal, LLC.*

Aztech Geothermal, LLC
5 McCrea Hill Road, Suite 200
Ballston Spa, NY 12020

Invoice

Aztech GEOTHERMAL

P 518-309-2000 F 518-309-3520
www.aztechgeo.com

Customer:

Albany International Airport Authority
Onsite Service
737 Albany Shaker Road
Albany, NY 12211

Invoice Number: 5562

Date: 9/19/2024

Terms: Due on receipt

Project Address:

Albany International Airport Authority
Onsite Service
737 Albany Shaker Road
Albany, NY 12211

Description	Amount
Albany International Airport Test Bore & Thermal Conductivity Test	
PO: 155723 Test Bore Drilling / Looping / Grouting	42,675.00

Amount Due $42,675.00

Thank You For Your Business!

Aztech Geothermal, LLC
5 McCrea Hill Road, Suite 200
Ballston Spa, NY 12020

Invoice

Aztech GEOTHERMAL

P 518-309-2000 F 518-309-3520
www.aztechgeo.com

Customer:

Albany International Airport Authority
Onsite Service
737 Albany Shaker Road
Albany, NY 12211

Invoice Number: 5561

Date: 9/19/2024

Terms: Due on receipt

Project Address:

Albany International Airport Authority
Onsite Service
737 Albany Shaker Road
Albany, NY 12211

Description	Amount
Albany International Airport Test Bore & Thermal Conductivity Test	
PO: 155725 Thermal Conductivity Testing / Test Report	8,000.00

Amount Due $8,000.00

Thank You For Your Business!

Aztech Geothermal, LLC
5 McCrea Hill Road, Suite 200
Ballston Spa, NY 12020

Invoice

Aztech GEOTHERMAL

P 518-309-2000 F 518-309-3520
www.aztechgeo.com

Customer:

Albany International Airport Authority
Onsite Service
737 Albany Shaker Road
Albany, NY 12211

Invoice Number: 5560

Date: 9/19/2024

Terms: Due on receipt

Project Address:

Albany International Airport Authority
Onsite Service
737 Albany Shaker Road
Albany, NY 12211

Description	Amount
Albany International Airport Test Bore & Thermal Conductivity Test	
PO: 155724 Removal of Drill Cuttings	5,000.00

Amount Due $5,000.00

Thank You For Your Business!

AGENDA ITEM NO. 10.10

Service Contract: Authorization of CY 25 United States Department of Agriculture (USDA) Wildlife Hazard Mitigation Services contract

AGENDA ITEM NO: 10.10
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Planning and Environmental*

Contact Person: *Connor Haskin, ENV SP, Chief Airport Planner*

PURPOSE OF REQUEST:

Service Contract: *Authorization of CY 25 United States Department of Agriculture (USDA) Wildlife Hazard Mitigation Services contract*

CONTRACT AMOUNT: *$72,215*

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes ✓ No ___ NA
Funding Account No.: 53071-10-0000

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal: *0%* **State:** *0%* **Airport:** *100%*
Term of Funding: *2025*
Federal AIP Grant No.: *N/A* **NYSDOT Grant Pin No.:** *N/A*

JUSTIFICATION:

Authorization is requested to execute the CY 2025 United States Department of Agriculture (USDA) Wildlife Mitigation Services contract. The USDA, as the sole-source federal wildlife management agency, supports Part 139 Airports in meeting the Wildlife Hazard Management Plan (WHMP) requirements set by the Federal Aviation Administration (FAA). USDA holds all appropriate permits through both federal and state organizations to conduct such activities on-airport and in the surrounding area.

CY 25 USDA services includes both Regional Canada Geese Mitigation for an annual total of $22,455.00 and on-Airport wildlife hazard mitigation for an annual total of $49,760.00. The total contract amount for CY 25 is $72,215.

AGENDA ITEM NO: 10.10
MEETING DATE: November 21, 2024

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **YES ✓ NA_____**

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ NA_____

BACK-UP MATERIAL:

Please refer to the proposed CY25 USDA Agreement for Wildlife Mitigation services attached. In addition, please refer to the attached Wildlife Hazard Management Plan for further information regarding ALB's wildlife mitigation requirements.

WS Agreement Number: 25-7236-8196
WBS: AP.RA.RX36.72.0023

COOPERATIVE SERVICE AGREEMENT
between
ALBANY COUNTY AIRPORT AUTHORITY (COOPERATOR)
and
UNITED STATES DEPARTMENT OF AGRICULTURE
ANIMAL AND PLANT HEALTH INSPECTION SERVICE (APHIS)
WILDLIFE SERVICES (WS)

ARTICLE 1 – PURPOSE

The purpose of this Cooperative Service Agreement is to manage and reduce Canada goose populations within 7-miles of Albany International Airport (ALB) to maintain a safe flying environment (Attachment A), to manage hazardous wildlife on airport property, provide training workshops as required by Federal Aviation Administration regulations and to reduce damage associated with pigeon populations in the parking garages (Attachment C).

ARTICLE 2 – AUTHORITY

APHIS-WS has statutory authority under the Acts of March 2, 1931, 46 Stat. 1468-69, 7 U.S.C. §§ 8351-8352, as amended, and December 22, 1987, Public Law No. 100-202, § 101(k), 101 Stat. 1329-331, 7 U.S.C. § 8353, to cooperate with States, local jurisdictions, individuals, public and private agencies, organizations, and institutions while conducting a program of wildlife services involving mammal and bird species that are reservoirs for zoonotic diseases, or animal species that are injurious and/or a nuisance to, among other things, agriculture, horticulture, forestry, animal husbandry, wildlife, and human health and safety.

ARTICLE 3 - MUTUAL RESPONSIBILITIES

The cooperating parties mutually understand and agree to/that:

1. APHIS-WS shall perform services set forth in the Work Plan, which is attached hereto and made a part hereof. The parties may mutually agree in writing, at any time during the term of this agreement, to amend, modify, add or delete services from the Work Plan.

2. The Cooperator certifies that APHIS-WS has advised the Cooperator there may be private sector service providers available to provide wildlife damage management (WDM) services that the Cooperator is seeking from APHIS-WS.

3. There will be no equipment with a procurement price of $5,000 or more per unit purchased directly with funds from the cooperator for use on this project. All other equipment purchased for the program is and will remain the property of APHIS-WS.

4. The cooperating parties agree to coordinate with each other before responding to media requests on work associated with this project.

ARTICLE 4 - COOPERATOR RESPONSIBILITIES

Cooperator agrees:

1. To designate the following as the authorized representative who shall be responsible for collaboratively administering the activities conducted in this agreement:

   Albany County Airport Authority:
   Peter F. Stuto, Esq., Acting Chief Executive Officer
   Albany County Airport Authority
   Albany International Airport
   Main Terminal, Suite 300
   Albany, NY 12211-1057
   (518)-242-2222
   PStuto@albanyairport.com

2. To authorize APHIS-WS to conduct direct control activities as defined in the Work Plan. APHIS-WS will be considered an invitee on the lands controlled by the Cooperator. Cooperator will be required to exercise reasonable care to warn APHIS-WS as to dangerous conditions or activities in the project areas.

3. To reimburse APHIS-WS for costs, not to exceed the annually approved amount specified in the Financial Plan. If costs are projected to exceed the amount reflected in the Financial Plan, the agreement with amended Work Plan and Financial Plan shall be formally revised and signed by both parties before services resulting in additional costs are performed. The Cooperator agrees to pay all costs of services submitted via an invoice from APHIS-WS within 30 days of the date of the submitted invoice(s). Late payments are subject to interest, penalties, and administrative charges and costs as set forth under the Debt Collection Improvement Act of 1996.

4. To provide a Tax Identification Number or Social Security Number in compliance with the Debt Collection Improvement Act of 1996.

5. As a condition of this agreement, the Cooperator ensures and certifies that it is not currently debarred or suspended and is free of delinquent Federal debt.

6. To notify APHIS-WS verbally or in writing as far in advance as practical of the date and time of any proposed meeting related to the program.

7. The Cooperator acknowledges that APHIS-WS shall be responsible for administration of APHIS-WS activities and supervision of APHIS-WS personnel.

8. To obtain the appropriate permits for removal activities for species listed in the Work Plan and list USDA, APHIS, Wildlife Services as subpermitees.

9. The Cooperator will not be connected to the USDA APHIS computer network(s).

ARTICLE 5 – APHIS-WS RESPONSIBILITIES

APHIS-WS Agrees:

1. To designate the following as the APHIS-WS authorized representative who shall be responsible for collaboratively administering the activities conducted in this agreement:

   APHIS-WS: Allen Gosser, State Director
   USDA, APHIS, WS
   572 Third Ave. Extension, Suite 2
   Rensselaer, NY 12144
   Allen.L.Gosser@usda.gov
   (518)268-2289

2. To conduct activities at sites designated by Cooperator as described in the Work and Financial Plans. APHIS-WS will provide qualified personnel and other resources necessary to implement the approved WDM activities delineated in the Work Plan and Financial Plan of this agreement.

3. That the performance of wildlife damage management actions by APHIS-WS under this agreement is contingent upon a determination by APHIS-WS that such actions are in compliance with the National Environmental Policy Act, Endangered Species Act, and any other applicable federal statutes. APHIS-WS will not make a final decision to conduct requested wildlife damage management actions until it has made the determination of such compliance.

4. To invoice Cooperator quarterly for actual costs incurred by APHIS-WS during the performance of services agreed upon and specified in the Work Plan. Authorized auditing representatives of the Cooperator shall be accorded reasonable opportunity to inspect the accounts and records of APHIS-WS pertaining to such claims for reimbursement to the extent permitted by Federal law and regulations.

ARTICLE 6 – CONTINGENCY STATEMENT

This agreement is contingent upon the passage by Congress of an appropriation from which expenditures may be legally met and shall not obligate APHIS-WS upon failure of Congress to so appropriate. This agreement may also be reduced or terminated if Congress only provides APHIS-WS funds for a finite period under a Continuing Resolution.

ARTICLE 7 – NON-EXCLUSIVE SERVICE CLAUSE

Nothing in this agreement shall prevent APHIS-WS from entering into separate agreements with any other organization or individual for the purpose of providing wildlife damage management services exclusive of those provided for under this agreement.

ARTICLE 8 – CONGRESSIONAL RESTRICTIONS

Pursuant to Section 22, Title 41, United States Code, no member of or delegate to Congress shall be admitted to any share or part of this agreement or to any benefit to arise therefrom.

ARTICLE 9 – LAWS AND REGULATIONS

This agreement is not a procurement contract (31 U.S.C. 6303), nor is it considered a grant (31 U.S.C. 6304). In this agreement, APHIS-WS provides goods or services on a cost recovery basis to nonfederal recipients, in accordance with all applicable laws, regulations and policies.

ARTICLE 10 – LIABILITY

APHIS-WS assumes no liability for any actions or activities conducted under this agreement except to the extent that recourse or remedies are provided by Congress under the Federal Tort Claims Act (28 U.S.C. 1346(b), 2401(b), and 2671-2680).

ARTICLE 11 – NON-DISCRIMINATION CLAUSE

The United States Department of Agriculture prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. Not all prohibited bases apply to all programs.

ARTICLE 12 - DURATION, REVISIONS, EXTENSIONS, AND TERMINATIONS

This agreement shall become effective on January 1, 2025 and shall continue through December 31, 2025. This Cooperative Service Agreement may be amended by mutual agreement of the parties in writing. The Cooperator must submit a written request to extend the end date at least 10 days prior to expiration of the agreement. Also, this agreement may be terminated at any time by mutual agreement of the parties in writing, or by one party provided that party notifies the other in writing at least 60 days prior to effecting such action. Further, in the event the Cooperator does not provide necessary funds, APHIS-WS is relieved of the obligation to provide services under this agreement.

In accordance with the Debt Collection Improvement Act of 1996, the Department of Treasury requires a Taxpayer Identification Number for individuals or businesses conducting business with the agency.

Cooperator's Tax ID No.: 14-1768979.
APHIS-WS's Tax ID: 41-0696271.

ALBANY COUNTY AIRPORT AUTHORITY

BY: _____ _____

Peter F. Stuto, Esq., Acting Chief Executive Officer Date
Albany County Airport Authority
Albany International Airport
Main Terminal, Suite 300
Albany, NY 12211-1057

UNITED STATES DEPARTMENT OF AGRICULTURE
ANIMAL AND PLANT HEALTH INSPECTION SERVICE
WILDLIFE SERVICES

BY: _____ _____

Allen Gosser, State Director Date
USDA, APHIS, WS
572 Third Ave. Extension, Suite 2
Rensselaer, NY 12144

BY: _____ _____

Keith Wehner Date
Director, Eastern Region
USDA, APHIS, WS
920 Main Campus Drive; Suite 200
Raleigh, NC 27606

ATTACHMENT A
WORK PLAN

Work Plan to Manage Canada Geese at
Albany International Airport

In accordance with the Cooperative Service Agreement between Albany County Airport Authority and APHIS-WS, this Work Plan sets forth the objectives, activities and budget of this project during the period of this agreement.

The APHIS-WS program uses an Integrated Wildlife Damage Management (IWDM) approach (sometimes referred to as IPM or "Integrated Pest Management") in which a series of methods may be used or recommended to reduce wildlife damage. These methods include the alteration of cultural practices as well as habitat and behavioral modification to prevent damage. However, controlling wildlife damage may require that the offending animal(s) are killed or that the populations of the offending species be reduced.

A. JUSTIFICATION

The most recent Wildlife Hazard Assessment (WHA) conducted by APHIS WS at ALB identified Canada geese and other waterfowl as important wildlife hazards to aviation safety. Efficacy of wildlife strike reporting has increased throughout the years as a result of greater awareness for wildlife hazards on airports around the country, including ALB. From January 1, 2024 to September 30, 2024, 52 wildlife strikes were reported. Wildlife strikes are trending above with the 10-year average (2014-2023) of 34 strikes/year.

The APHIS WS program is a non-regulatory, federal, cooperative wildlife management program whose mission is to provide federal leadership in reducing conflicts between people and wildlife and has the primary responsibility for responding to threats caused by migratory birds. A primary focus of APHIS WS is to help promote the safe operation of aircraft by working with airport managers and operators to document, assess, and manage wildlife hazards at airports throughout the United States.

Birds and mammals frequent airports because these areas contain natural and man-made habitats that provide food, water, and shelter. Wildlife related events at airports may result in loss of human life, injury to passengers or people on the ground, and damage or malfunction of aircraft, aircraft navigational aids, or airport facilities. Maintenance of aviation safety is of paramount concern to airport managers and is the top concern of APHIS WS in working with airports to reduce wildlife hazards. Human injury and loss of life are the most significant consequences of wildlife strikes with aircraft.

Wildlife Services has been providing assistance with wildlife issues to ALB since 1981. APHIS WS provided technical assistance and direct management for the airport periodically throughout the 1990s, and in 1999 initiated a WHA. APHIS WS helped the airport develop a Wildlife Hazard Management Plan (WHMP) using results from the WHA. Technical assistance continued in the 2000s, and in 2008, the FAA required ALB to conduct another WHA to evaluate changes to wildlife hazards in response to a recent runway expansion. APHIS WS conducted the year-long

study of wildlife hazards and attractants in and around the airport. This WHA was used to develop a new WHMP. During the past six years, APHIS WS assisted the airport by reducing the local resident Canada goose population to reduce risk of a goose aircraft-strike. The WHA identified Canada geese as the most significant wildlife hazard to aircraft.

This history of assistance has allowed APHIS WS to provide the airport with broad knowledge of the wildlife attractants and hazards in and around ALB based on sound scientific data and analysis, and to provide direct management of hazardous wildlife at ALB conducted by professional wildlife biologists and specialists to contribute to safe air operations at Albany International Airport.

B. OBJECTIVES

The objective of this work plan is to provide wildlife hazard management to minimize the potential for Canada goose strikes to aircraft using ALB. Currently the staff at ALB performs non-lethal wildlife hazard management on migratory birds, including Canada Geese on the AOA. APHIS WS personnel will assist ALB in managing Canada geese within 7-miles of the airport to maintain a safe environment for the operation of aircraft and for the protection of human health and safety.

C. PLANNED APHIS-WS ACTIVITIES

1. APHIS WS will coordinate management of Canada geese within 7-miles of ALB. Both the 2000 and 2009 WHA identified Canada geese as the most significant wildlife hazard to safe air operations at ALB. APHIS WS will identify properties within 7-miles of ALB that attract geese, and facilitate the management of Canada geese on these properties; APHIS WS will contact the property owners on the airport's behalf, after coordination with ALB. APHIS WS will use non-lethal and/or lethal management techniques as deemed appropriate by the property owner, the airport and APHIS WS.
    a. Site Evaluation: A wildlife biologist will visit each site during May or June to document the number of Canada geese using the site. Risk to local aircraft movements, efforts to reduce damage caused by geese and other pertinent information will be assessed. APHIS WS will assess the list of sites eligible for goose removal or other management actions and will confirm them with ALB.
    b. Harassment: APHIS WS will use pyrotechnics, radio-controlled vehicles, spotlights, lasers, paintballs, or a combination of some or all of these techniques to harass and disperse Canada geese from attractive sites within 3-miles of the airport. APHIS WS will contact ALB Air Traffic Control Tower and coordinate with ALB Operations prior to dispersing geese from sites near the airport. Canada geese attempting to land on the airport will be dispersed by ALB Operations or APHIS WS, or lethally removed by APHIS WS.
    c. Capture and Removal: For capture during the molt, APHIS WS will herd geese into capture pens. The captured geese will be delivered alive to a state inspected poultry processing facility. The geese will be processed for human consumption. Various other methods such as capturing by hand or netting geese may be used.
    d. Egg and Nest Treatment: For sites where APHIS WS cannot remove geese, APHIS WS can locate nests and treat Canada goose eggs. Pure corn oil is used to

coat the eggs to prevent them from hatching. This management technique does not reduce the population of geese but may slow the population growth.

e. Public Notification: APHIS WS public affairs staff will coordinate with the public affairs staff of Albany International Airport and the New York State Department of Environmental Conservation.

2. APHIS WS can provide other services as requested.

It is possible that ALB will receive questions from the public and the media regarding wildlife hazard management at the airport. APHIS WS can, as requested, assist ALB in providing scientifically based information regarding wildlife and wildlife hazard management.

D. MEASURES OF ACCOMPLISHMENT

The effectiveness of the Canada goose program surrounding the ALB will be evaluated by using the existing metrics:

1. Reduction in Canada goose strikes at ALB,
2. Reduction in Canada geese surveyed in parks, ball fields, and other properties within7-miles of the Albany International Airport during the month of May or June annually.
3. Monitoring the change in Canada geese harassed or removed at ALB on a monthly and annual basis.

E. AUTHORIZATIONS AND RESOURCES REQUIRED

Migratory birds may be taken under the authority of a permit issued by the U.S. Department of Interior, Fish and Wildlife Services or under the authority of a depredation order. The federal government published a depredation control order for resident Canada geese at airports and military airfields. The State of New York allows the management of resident Canada geese within the constraints of this federal depredation order. Title 50 Code of Federal Regulations, Part 21.49 allows WS to act as an agent of the airport and to take resident Canada geese on property within 3 miles of the airport after permission has been authorized by the landowner. Resident Canada geese residing up to 7-miles from the airport may be taken under a depredation permit issued to WS by the U.S. Fish and Wildlife Service.

The capture of Canada geese during the molt will require about 5 people trained to capture and handle birds. APHIS WS will provide a wildlife biologist and 4 wildlife specialists for this project. It is estimated that all identified sites could be visited with geese removed during the molt, over a 4-week period, within the seven-mile radius surrounding ALB.

F. STIPULATIONS AND RESTRICTIONS

APHIS WS depends on ALB Operations to notify APHIS WS of hazardous wildlife conditions. Once notified, APHIS WS can, in most cases, respond within 48 hours.

Techniques will be environmentally sound, safe and selective. If applicable, any needed Federal, State and local permits will be secured to perform wildlife damage management activities, and

these activities will be within the policy guidelines of APHIS WS. Program activities will be conducted within local, State and Federal regulations.

The performance of wildlife damage management actions by, APHIS WS under this agreement is contingent upon a determination by APHIS WS that such actions are in compliance with the National Environmental Policy Act, Endangered Species Act, and any other applicable environmental statutes. APHIS WS will not make a final decision to conduct requested wildlife damage management actions until it has made the determination of such compliance.

G. REPORTS

ALB will receive quarterly updates and an annual report highlighting APHIS WS's actions, observed wildlife hazards, and recommendations.

H. CONTACTS

Albany Airport Authority		
Connor Haskin, ENV SP	(518)242-2239	Chaskin@albanyairport.com
APHIS-WS		
Ken Preusser	(518)268-2284	Kenneth.j.preusser@usda.gov

ATTACHMENT B
FINANCIAL PLAN
Financial Plan to Manage Canada Geese at
Albany International Airport

Personnel Compensation	$14,985.00
Vehicles	$480.00
Canada goose processing	$1,800.00
Supplies and Materials	$100.00
Equipment	$300.00
Subtotal (Direct Costs)	$17,665.00
Pooled Job Costs	$1,940.00
Indirect Costs	$2,850.00
TOTAL	$22,455.00

The distribution of the budget from this Financial Plan may vary as necessary to accomplish the purpose of this agreement but may not exceed $22,455.00.

Financial Points of Contact

Albany County Airport Authority
John LaClair P.E. (518)242-2255 jlaclair@albanyairport.com

Billing Address:
Albany International Airport
Main Terminal, Suite 300
Albany, NY 12211-1057

APHIS-WS
Paul Chipman (518)268-2285 Paul.chipman@usda.gov

ATTACHMENT C
WORK PLAN

Work Plan to Manage Wildlife Hazards at
Albany International Airport

In accordance with the Cooperative Service Agreement between Albany County Airport Authority and APHIS-WS, this Work Plan sets forth the objectives, activities and budget of this project during the period of this agreement.

The APHIS-WS program uses an Integrated Wildlife Damage Management (IWDM) approach (sometimes referred to as IPM or "Integrated Pest Management") in which a series of methods may be used or recommended to reduce wildlife damage. These methods include the alteration of cultural practices as well as habitat and behavioral modification to prevent damage. However, controlling wildlife damage may require that the offending animal(s) are killed or that the populations of the offending species be reduced.

A. JUSTIFICATION

The most recent Wildlife Hazard Assessment (WHA) conducted by APHIS WS at ALB identified Canada geese and other waterfowl as important wildlife hazards to aviation safety. Efficacy of wildlife strike reporting has increased throughout the years as a result of greater awareness for wildlife hazards on airports around the country, including ALB. From January 1, 2024 to September 30, 2024, 52 wildlife strikes were reported. Wildlife strikes are trending above the 10-year average (2014-2023) of 34 strikes/year.

APHIS WS personnel will assist ALB in managing wildlife hazards on and near the airport. In cooperation with airport staff, APHIS WS will also update the WHMP to maintain a safe environment for the operation of aircraft and for the protection of human health and safety.

The APHIS WS program is a non-regulatory, federal, cooperative wildlife management program whose mission is to provide federal leadership in reducing conflicts between people and wildlife and has the primary responsibility for responding to threats caused by migratory birds. A primary focus of APHIS WS is to help promote the safe operation of aircraft by working with airport managers and operators to document, assess, and manage wildlife hazards at airports throughout the United States.

Birds and mammals frequent airports because these areas contain natural and man-made habitats that provide food, water, and shelter. Wildlife-related events at airports may result in loss of human life, injury to passengers or people on the ground, and damage or malfunction of aircraft, aircraft navigational aids, or airport facilities. Maintenance of aviation safety is of paramount concern to airport managers, and is the top concern of APHIS WS in working with airports to reduce wildlife hazards. Human injury and loss of life are the most significant consequences of wildlife strikes with aircraft.

Wildlife Services has been providing assistance with wildlife issues to ALB since 1981. APHIS WS provided technical assistance and direct management for the airport periodically throughout the 1990s, and in 1999 initiated a WHA. APHIS WS helped the airport develop an official WHMP using results from the WHA. Technical assistance continued in the 2000s, and in 2008, the FAA required ALB to conduct another WHA to evaluate changes to wildlife hazards in response to a recent runway expansion. APHIS WS conducted the year-long study of wildlife hazards and attractants in and around the airport. This WHA was used to develop a new WHMP. During the past five years, APHIS WS assisted the airport by reducing the local resident Canada goose population, which both WHAs identified as the most important wildlife hazard to aircraft.

This history of assistance has allowed APHIS WS to provide the airport with broad knowledge of the wildlife attractants and hazards in and around ALB based on sound scientific data and analysis, and to provide direct management of hazardous wildlife at ALB conducted by professional wildlife biologists and specialists to contribute to safe air operations at ALB.

B. OBJECTIVES

The objectives of this work plan are to manage hazardous wildlife at the airport to minimize the potential for wildlife strikes to aircraft using ALB, to provide annually required wildlife hazard management training to ALB personnel, monitor wildlife attractants within 5 miles and to alleviate wildlife damage to property caused by pigeons and house sparrows in the parking garage. Currently, the staff at ALB performs non-lethal wildlife hazard management on the AOA.

C. PLANNED APHIS-WS ACTIVITIES

1. APHIS WS will monitor the pigeon and house sparrow population in the parking garage at ALB. Pigeons and house sparrows are a continuing problem at ALB. Not only are they a potential wildlife strike hazard, but they also cause damage to structures and vehicles through the excessive accumulation of droppings. Cleaning up after the birds has been expensive and can create a potential health risk. APHIS WS will:
    a. Provide wildlife biologists/specialists to implement an integrated wildlife damage management program to reduce damage associated with pigeons and sparrows loafing and roosting in the parking garage.
    b. Provide technical assistance to ALB management in habitat modification methods to reduce site-specific damage related to bird activities.
    c. Reduce the localized pigeon and house sparrow population onsite if needed.

2. APHIS WS will provide onsite control of wildlife hazards at ALB when requested. APHIS WS will provide direct control assistance regarding hazardous wildlife when requested by ALB and as APHIS WS are available. APHIS WS will initiate direct control activities based on APHIS WS protocol and standards in cooperation with ALB Operations personnel.

3. APHIS WS will provide wildlife hazard management and bird identification training. APHIS WS will provide wildlife hazard management training as required by Title 14 Code of Federal Regulations Part 139, and bird identification training as required by the New York State Department of Environmental Conservation. The training will be

conducted by an FAA-qualified biologist as stated in FAA Advisory Circular 150/5200-36.

4. APHIS WS will provide other services as requested.
    a. Wildlife strike assistance: APHIS WS will assist ALB in identifying struck species and in reporting wildlife strikes.
    b. Habitat management technical assistance: APHIS WS will provide technical assistance (such as to technical planning committees) and recommendations to manage habitat on airport property to reduce the attraction of hazardous wildlife.
    c. Managing wildlife hazards and attractants adjacent to the airport: if a wildlife attractant is identified off airport property APHIS WS can work with ALB personnel to contact the owner or manager of that property to communicate the importance of managing hazardous wildlife within 7-miles of the airport.
    d. Conduct two wildlife surveys per month.
    e. Media and public relations assistance: it is possible that ALB will receive questions from the public and the media regarding wildlife hazard management at the airport. APHIS WS can, as requested, assist ALB in providing scientifically based information regarding wildlife and wildlife hazard management

D. MEASURES OF ACCOMPLISHMENT

Reduced presence of hazardous wildlife on the airfield and a reduction in damaging strikes occurring at Albany International Airport will both serve as measures of accomplishment.

E. AUTHORIZATIONS AND RESOURCES REQUIRED

Migratory birds may be taken under the authority of a permit issued by the U.S. Department of Interior, Fish and Wildlife Service or under the authority of a depredation order. The federal government published a depredation control order for resident Canada geese at airports and military airfields. The State of New York allows the management of resident Canada geese within the constraints of this federal depredation order. Title 50 Code of Federal Regulations, Part 21.49 allows APHIS WS to act as an agent of the airport and to take resident Canada geese on property within 3-miles of the airport after permission has been authorized by the landowner. Resident Canada geese residing up to 7-miles from the airport may be taken under a depredation permit issued to APHIS WS by the U.S. Fish and Wildlife Service.

Resources required to provide these services include access to the airport and field in coordination with ALB Operations. Other necessary resources include permission to discharge firearms and pyrotechnics in safe areas on the field, permission to communicate by radio with the control tower, and any necessary security identification display area badge(s). APHIS WS requests to be listed as agents on ALB's federal and state depredation permits.

F. STIPULATIONS AND RESTRICTIONS

APHIS WS depends on ALB Operations to notify APHIS WS of hazardous wildlife conditions. Once notified, APHIS WS can, in most cases, respond within 48 hours. APHIS WS will be on the airfield approximately 8-16 hours per week depending on wildlife activity.

Techniques will be environmentally sound, safe and selective. If applicable, any needed federal, state and local permits will be secured to perform wildlife damage management activities, and these activities will be within the policy guidelines of APHIS WS. Program activities will be conducted within local, state and federal regulations.

The performance of wildlife damage management actions by, APHIS WS under this agreement is contingent upon a determination by APHIS WS that such actions are in compliance with the National Environmental Policy Act, Endangered Species Act, and any other applicable environmental statutes. APHIS WS will not make a final decision to conduct requested wildlife damage management actions until it has made the determination of such compliance.

G. REPORTS

ALB will receive quarterly updates and an annual report highlighting APHIS WS's actions, observed wildlife hazards, and recommendations.

H. CONTACTS

Albany Airport Authority		
John LaClair P.E.	(518)242-2255	jlaclair@albanyairport.com
APHIS-WS		
Ken Preusser	(518)268-2284	Kenneth.j.preusser@usda.gov

ATTACHMENT D
FINANCIAL PLAN
Financial Plan to Manage Wildlife Hazards at
Albany International Airport

Personnel Compensation	$37,565.00
Vehicles	$705.00
Supplies and Materials	$565.00
Equipment	$300.00
Subtotal (Direct Costs)	$39,135.00
Pooled Job Costs	$4,305.00
Indirect Costs	$6,320.00
TOTAL	$49,760.00

The distribution of the budget from this Financial Plan may vary as necessary to accomplish the purpose of this agreement but may not exceed $49,760.00.

Financial Points of Contact

Albany County Airport Authority
John LaClair P.E (518)242-2255 jlaclair@albanyairport.com

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SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Scope

In accordance with 14 CFR Part 139.337(f), Albany International Airport (ALB) recognizes the threat wildlife pose to aircraft operations and takes measures to minimize this threat. This Wildlife Hazard Management Plan presents recommendations for preventing or reducing wildlife hazards at ALB. The contents of this document are intended to compliment the Wildlife Hazard Assessment completed in 2009 by the U.S. Department of Agriculture, Animal and Plant Health Inspection Service, Wildlife Services (WS) under a cooperative service agreement with Albany International Airport. The Wildlife Hazard Assessment (WHA) fulfilled the requirements of subsections (a) and (b) of 14 CFR 139.337, whereas this Plan fulfills requirements listed under subsection (f) of the same regulation.

In accordance with its Airport Certification Manual and the requirements of 14 CFR Part 139.337, and in addition to the priorities and actions established in this Plan, ALB will take immediate action to alleviate wildlife hazards whenever they are detected.

Objectives

The purpose of this Plan is to present actions and priorities to reduce or eliminate wildlife hazards at Albany International Airport, to list key participants and individuals associated with the wildlife program at Albany International Airport, and to identify criteria by which the program will be operated and evaluated.

14 CFR Part 139.337(f)(1)
The individuals having authority and responsibility for implementing each aspect of the plan:

Personnel

Airport Manager
Assistant Airport Manager
Airport Operations Manager
Airport Operations Supervisors

Support Agencies

Air Traffic Control Tower at Albany International Airport
U.S. Department of Agriculture, Wildlife Services (WS)
Federal Aviation Administration
Department of the Interior, U.S. Fish and Wildlife Service
NYS Department of Environmental Conservation

14 CFR Part 139.337(f)(2)
Prioritized actions identified in the Wildlife Hazard Assessment and target dates for initiation and completion

The following actions are prioritized within each of the following sub-sections.

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

139.337(f)(2)(i)

Wildlife population management

Prey species management

Prey species, such as woodchucks and rabbits, are species that present indirect hazards to aircraft by attracting predators, such as fox, coyote and raptors, which all present a direct threat to aviation safety, especially smaller aircraft. Woodchucks have been observed undermining electrical equipment and paved surfaces and digging holes underneath the perimeter fence. Woodchucks have been struck by aircraft at ALB, and although no damage was reported, their body mass is large enough to cause substantial damage. Woodchucks will also be controlled as a direct hazard due to their strike hazard. Albany International Airport will monitor populations of these species and work with WS to manage these populations through direct removals and vegetation management.

Activity is Ongoing

Reduce European starling population

Large flocks of European starlings use ALB to loaf and forage. Starlings were document as being one of the most abundant hazardous wildlife species in the 2009 Wildlife Hazard Assessment. Wildlife Services will conduct an aggressive and persistent population reduction of starling by trapping on the airport with modified funnel traps. Shooting on the airfield and hangers will be used to supplement the trapping efforts.

Activity is Ongoing

Heron management

Herons frequent ALB during the spring, summer and fall months to loaf and forage. They are often observed along active runways and taxiways. Airport Operations is to aggressively harass all observed herons from the AOA until they dispersed from the airfield. When harassment is deemed insufficient, WS will depredate nonresponsive individuals through shooting. Albany International Airport added Great-blue herons to their U.S. Fish and Wildlife Service (USFWS) Federal Depredation Permit in 2014.

Activity is Ongoing

Canada goose and duck management: On Airport

Albany International Airport will immediately disperse Canada geese and ducks when they are observed within the Air Operations Area (AOA) during their routine duties. Additionally, WS will work with ALB Operations to remove and/or disperse any geese or ducks observed within the AOA.

Activity is Ongoing

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Canada goose management: Off Airport

Wildlife Services routinely surveys ALB and properties within 7 miles of the airport to identify sites that attract geese. The WS biologist will continue to work with these off-airport landowners and land managers to address goose management on their properties during nesting season as well as during the molt. WS biologist will also offer technical assistance on land use to reduce attractiveness as well as provide "No Feed "signs upon request.

Activity is Ongoing

A recent change in the agricultural use of the land adjacent to the southeast portion of the Airport has created a Canada Goose attractant. ALB and Wildlife Services personnel are attempting to work with the landowner and the tenant, to mitigate agricultural practices that are creating a goose attractant and to acquire permission to harass geese on the property.

Target Completion: Ongoing

Swallow Management

Swallows frequent the airport during the spring and summer months to nest and forage, with peak activity taking place between late June - early August. Albany International Airport may apply insecticide in late June, with the most attention being all grassy areas to the north/south of RWY 28 between TWY H and RWY 1. A second application should be made when permitted according to the label. The ALB will also consider some type of perch deterrent be place in/on Building 201 to hinder nesting.

Activity is Ongoing

Pigeon management: Parking garage

Pigeons are using the parking garage for loafing and roosting. The excessive accumulation of droppings is costly to remove, unsightly and potentially dangerous to patrons of the parking garage. Pigeons are also a strike hazard to aircraft. Wildlife Services will use periodic trapping and shooting to reduce the pigeon population in the parking garage.

Activity is Ongoing

Raptor management (excluding eagles)

Raptors are frequently observed loafing on FAA equipment and airfield signage as well as foraging within the AOA. Raptors have been involved in several strike events in the last few years. Albany Operations will immediately disperse any observed raptors from the AOA during routine patrols and coordinate with WS on depredating select species. In addition to these methods, WS has been using trapping and relocating as a management tool. Select raptor species, approved by the New York State Department of Environmental Conservation (NYSDEC), trapped within the AOA will be banded and relocated to pre-identified off-sites of various distances from ALB. Wildlife Services will use a 1-strike policy, with an exception for certain species, meaning that if a banded raptor returns to ALB, it is no longer eligible for relocation and is subject to removal. The following raptors are eligible for this program and subject to the 1 strike policy; American kestrels and hatch-year red-tailed hawks captured in the fall. The following unique raptor species are subject to banding opportunities as they

become available and are exceptions to the 1 strike policy; snowy owls, short-eared owls, northern harrier, and peregrine falcons. Coordination with NYSDEC is the responsibility of WS when these opportunities present themselves.

Activity is Ongoing

Bald eagle management

Bald eagle observations at ALB have increased in recent years with individual birds observed within the AOA. In May of 2017, ALB acquired an Eagle Depredation permit allowing Airport Operations personnel, or other personnel authorized by the ACAA, to disperse any eagles observed on the airport. This permit does NOT allow personnel to kill, injure or capture any eagle or disturb any nests. Any observed nests should be reported to the WS Airport Biologist

Activity is Ongoing

Monitor coyote activity

Wildlife Services will monitor woodlands, vegetated areas, and the perimeter fence at ALB to observe and document coyote presence. To effectively monitor these areas, WS will use thermal imaging, camera traps and fence line inspections. Observations from airport personnel will also be included in the monitoring.

Activity is Ongoing

Manage coyote activity

When coyote activity is observed and documented, WS will work with ALB Operations to remove coyotes through shooting or trapping management. Trapping best management practices will be employed. Efforts will also be made to determine and correct points of ingress.

Activity is Ongoing

Increased monitoring of Shaker Creek and other bodies of water

Shaker Creek will be continually monitored throughout the year for wildlife. Waterfowl are routinely observed flying across the active runway to land there. All birds using the creek will be harassed with pyrotechnics until they leave airport property. WS has recommended the airport adopt a zero-tolerance policy for waterfowl (specifically Canada geese) on the airport. When geese are observed within the AOA by ALB Operations personnel, a request for immediate assistance will be made and coordinated to remove the geese. The WS biologist is expected to remove all waterfowl during inspections. All wildlife observations and controls measures will be logged on the airport's wildlife observation and control log.

Activity is Ongoing

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

139.337(f)(2)(ii)
Habitat modification

Remove phragmites
Phragmites are one of the most important attractants for blackbirds and European starlings at ALB. The airport will use its best efforts in removing this attractant on airport property.

Activity is Ongoing

Grass management
Albany International Airport will maintain grass at a height of 6 to 10 inches to reduce attraction of wildlife.

Activity is Ongoing

Remove perches from the AOA
Albany International Airport will remove perches and unnecessary equipment from the AOA that raptors use for perching. Albany International Airport will request cooperation from the FAA to install exclusionary devices on FAA equipment to prevent raptors from perching. Exclusionary devices would consist of large plastic "zip-ties" attached to communication towers and other FAA equipment.

Activity is Ongoing

Remove beaver dams from waterways on airport property
Albany International Airport maintains a Beaver Damage Permit permit from NYSDEC to remove dams from waterways on airport property. Dams will be removed as necessary to prevent flooding and the proliferation of waterfowl habitat.

Activity Ongoing

Maintain a vegetation-free buffer zone both inside and outside the perimeter fence
Albany International Airport maintenance continues to strive to clear the perimeter fence of vegetation such as vines and shrubs, and maintain a vegetation-free buffer zone.

Activity is Ongoing

Maintain a vegetation-free zone along the Shaker Creek
ALB maintenance will make their best effort to remove and maintain a vegetation free area along the Shaker Creek where it runs inside of the AOA.

Activity is Ongoing

139.337(f)(2)(iii)
Land use changes
Albany International Airport will prohibit the feeding of any wildlife anywhere on airport property and work with neighboring properties and/or municipalities to prohibit the feeding of wildlife in the vicinity of the airport.

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Activity is Ongoing

Irrigation sprinkler discharge schedule
The irrigation sprinklers to the north of RWY28 and east of RWY19 are used to discharge treated runoff out of the holding lagoons. Starlings, swallows and other hazardous wildlife have been observed in large numbers bathing and feeding on earthworms near these sprinklers when in use. To reduce attractiveness, ALB will attempt to promote the use of the irrigation sprinklers from sunset to sunrise.

Activity is Ongoing

14 CFR Part 139.337(f)(3)

Requirements for and, where applicable, copies of local, state, and Federal wildlife control permits:
Federal, state, and local governments administer laws and regulations that protect wildlife and their habitats. A number of laws and regulations affect wildlife management, and ALB wildlife control personnel will adhere to all applicable laws. State and federal permits are needed to operate a successful control program and will be obtained on a routine basis by the Wildlife Coordinator or other designated official. The current ALB wildlife permits can be found in the appendix at the end of this section.

Federal Regulations
The U.S. Government has passed several statutes for the protection of wildlife including the Migratory Bird Treaty Act (MBTA), the Lacey Act, the Endangered Species Act, Eagle Protection Act, the National Environmental Policy Act, and the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA). These are the basis of most wildlife regulations that have been issued in the Codes of Federal Regulations (CFR). There are three sections that specifically address wildlife management: 50 CFR 10 (General Provisions), 50 CFR 13 (General Permit Procedures), and 50 CFR 21 (Migratory Bird Permits)—all are included as Appendices of the Wildlife Hazard Assessment.

Several agencies are responsible for implementing these regulations and many of these regulations affect wildlife management at airports. Federal wildlife laws are administered by the U.S. Fish and Wildlife Service (USFWS) and primarily involve migratory birds protected under the MBTA and all species protected under the Endangered Species Act.

Federal Depredation Orders
To address hazards created by blackbirds and crows, Albany International Airport currently operates under 50 CFR 21.43 (Depredation order for blackbirds, cowbirds, grackles, crows, and magpies). For Canada geese removed within 3 miles of, Albany International Airport, but not within the AOA, Albany International Airport currently operates under 50 CFR 21.49 (Control order for resident Canada geese at airports and military airfields). To manage European starlings does not require a federal permit or depredation order as they are not a native species of the United States.

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Bald and Golden Eagle Protection Act

The Bald and Golden Eagle Protection Act (16 U.S.C. 668-668c), enacted in 1940, and amended several times since then, prohibits anyone, without a permit issued by the Secretary of the Interior, from "taking" bald eagles, including their parts, nests, or eggs. The Act provides criminal penalties for persons who "take, possess, sell, purchase, barter, offer to sell, purchase or barter, transport, export or import, at any time or any manner, any bald eagle ... [or any golden eagle], alive or dead, or any part, nest, or egg thereof." The Act defines "take" as "pursue, shoot, shoot at, poison, wound, kill, capture, trap, collect, molest or disturb." "Disturb" means: "to agitate or bother a bald or golden eagle to a degree that causes, or is likely to cause, based on the best scientific information available, 1) injury to an eagle, 2) a decrease in its productivity, by substantially interfering with normal breeding, feeding, or sheltering behavior, or 3) nest abandonment, by substantially interfering with normal breeding, feeding, or sheltering behavior."

Federal Permits

Albany International Airport currently operates under Federal Fish and Wildlife Depredation Permit Number MBPER0043840. This permit authorizes Albany International Airport to kill a limited number of Canada geese, ring-billed gulls, herring gulls, mallards, red-tail hawks, American kestrels, Snowy owls, short-eared owls, Northern harriers and great-blue herons. This permit also authorizes Albany International Airport to take any non-endangered and non-threatened species of migratory birds when they are creating or about to create a hazard to aircraft.

To avoid a lapse in permit, Albany International Airport will maintain a current permit by planning to submit a written application at least 30 days prior to the expiration date of the permit (see 50 CFR § 13.22). If non-lethal harassment is not effective to reduce wildlife hazards, Albany International Airport will seek authorization for additional species or additional takes by requesting a Form 37 Migratory Bird Damage Project Report from WS.

State Regulations

New York State law follows the Federal regulations for native, migratory bird species and further regulates actions concerning mammals, non-migratory birds (Environmental Conservation Law of New York, article 11), and non-native birds. The New York Department of Environmental Conservation (DEC) is responsible for issuing state depredation permits (permits that allow for the take of birds and mammals to protect property, agriculture, and human health and safety). The DEC publishes these regulations annually as the Environmental Conservation Law of New York, and they are included as an appendix of the Wildlife Hazard Assessment.

State Permits

Albany International Airport possesses a New York State Department of Environmental Conservation Depredation License, number 82, which supports the above Federal Fish and Wildlife Permit. Copies of all reports required under Federal permit MBPER0043840will be submitted to the NYS DEC Special Licenses Unit within thirty days of the expiration of this license.

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Albany International Airport also possesses an Airport Air Strike Hazard Permit, Permit Number 34884, which is a standing permit to remove deer, fox, coyote, beaver, muskrat, wild turkey, and mute swans. Albany International Airport is required to annually forward a copy of the Airport Air Strike Hazard Permit Daily Log to the Regional Wildlife Manager for the reporting period of January 1 to December 31. Albany International Airport will also request modification to species and Special Conditions on these permits as needed to accomplish other objectives in this Wildlife Hazard Management Plan.

In order to supplement the Airport Air Strike Hazard Permit, the Albany International Airport also maintains a New York State Department of Environmental Conservation Nuisance Beaver Permit, number 34138. This permit allows agents certified by NYSDEC to disturb/remove beavers and their dams.

14 CFR Part 139.337(f)(4)
Identification of resources that the certificate holder will provide to implement the plan:

Equipment
Patrol Vehicles
Radios for monitoring air traffic and for ground to tower/aircraft communication
Pyrotechnic launchers
Screaming and exploding pyrotechnics and starter caps
Eye and hearing protection
Grass cutting vehicle(s)
Brush cutting vehicle(s)
Pavement broom(s)
Carcass collection bags
Specimen collection materials (snarge kits)
Bird identification book
Gloves
Binoculars
Spotlights

14 CFR Part 139.337(f)(5)
Procedures to be followed during air carrier operations:

139.337(f)(5)(i)
Designation of personnel responsible for implementing the procedures:
Airport Duty Supervisor: Responsible for normal daily wildlife control efforts.

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Wildlife Coordinator: Designated from among Airport Operations personnel, responsible for implementing procedures, maintaining the wildlife control and strike logs, maintaining wildlife permits, facilitating the Bird Hazard Working Group, overseeing care and use of equipment and supplies reviewing plans and proposed construction to reduce wildlife attraction, and organizing wildlife hazard trainings.

USDA WS, or FAA qualified wildlife biologist: responsible for lethal removal of hazardous wildlife using trapping or firearms, conducting trainings, conducting monitoring, providing technical assistance and direct management for non-routine projects.

Albany International Airport has staff trained to respond to wildlife hazards during all hours of operations 24 hours per day, 7 days per week. These personnel attend wildlife hazard management training provided by a FAA-qualified wildlife biologist (Advisory Circular 150/5200-36 (*current edition*), Appendix C)

139.337(f)(5)(ii)
Provisions to conduct physical inspections of the aircraft movement areas and other areas critical to successfully manage known wildlife hazards before air carrier operations begin:
Airfield Inspections

Daily, each Airport Operations shift will conduct physical inspections of the movement area including bird hazard area conditions of attraction. Patrols will be conducted several times each day during periods when waterfowl, gulls, or other hazardous wildlife are likely to be present such as crepuscular (dawn and dusk) hours, or migratory and summer seasons when wildlife are most active at Albany International Airport. Daily runway sweeps will also be conducted. All patrols are documented in the wildlife control log whether or not they result in any actions or observations.

139.337(f)(5)(iii)
Wildlife hazard control measures

Documentation of patrol activity
All patrols, observations, dispersals, and removal activities will be recorded in the airport's wildlife control log. The log will be maintained and updated by the designated Wildlife Coordinator in a format sufficient for analysis of large amounts of data such as a Microsoft Excel or Access database. These data will be considered when determining staffing and equipment needs, and during the annual review of this WHMP.

Wildlife Strike Collection Freezer
Albany International Airport Operations maintains a freezer to preserve wildlife remains in the event that the carcass cannot be immediately identified by Albany International Airport Operations

personnel and/or WS. Wildlife remains will be removed from freezer storage and be disposed of once the proper identification has been confirmed.

Hazardous wildlife dispersal

Operations personnel will aggressively use pyrotechnics to make the airport uncomfortable for birds and other wildlife. Hazardous wildlife will be immediately dispersed using pyrotechnics when observed by Airport Operations during regular patrols or reported to Airport Operations. Propane cannons will be used as needed and moved frequently to reduce habituation of wildlife. All dispersal activities will be conducted in coordination with ALB ATCT, and recorded in the wildlife control log.

Where appropriate Airport Operations personnel will attempt to adhere to the following species or guild-specific guidelines, which are meant to be flexible to allow for adaptation to a wide array of locations and situations at Albany International Airport:

Canada geese and other waterfowl: Canada geese should be dispersed with pyrotechnics, vehicles, lights, or manually immediately upon detection. After the initial dispersal, the area(s) where geese are dispersed from should be checked frequently as geese tend to return to the same place. Other waterfowl such as ducks should be dispersed using pyrotechnics. Subsequent to the initial dispersal, Operations personnel should remain in the area for at least 5 minutes as these species often circle around and return to the same location especially when dispersed from water bodies. Any geese or other waterfowl observed and dispersed from the airport consistently, or attempting to nest on the airport should be removed by USDA WS or another FAA-qualified wildlife biologist.
European starlings and blackbirds: Large flocks of up to 10,000 or more blackbirds and European starlings were observed at ALB during the WHA. At dawn these birds fly out from their roost south of the airport en masse especially in the summer months, though not exclusively. During these times Operations personnel will redirect the large flocks away from active runways using pyrotechnics especially Runway 1-19. Large flocks of European starlings and blackbirds lingering on the AOA throughout the day will be dispersed with pyrotechnics beginning at the center of runways and working outward.

Gulls: Gulls are often attracted to the airport during precipitous weather when invertebrate prey and temporary standing water are available. Airport Operations should aggressively and persistently disperse gulls upon detection using pyrotechnics beginning at the center of runways and working outward. Successful dispersal of gulls usually requires persistent chasing and numerous hazing events. Large numbers of birds may require two Operations personnel/vehicle as gulls may move from one part of the airport to another before finally vacating the area. Gulls that are consistently at the airport and do not respond to pyrotechnics should be removed by USDA WS or another FAA-qualified wildlife biologist.

Great blue herons: These birds use the airport to forage for food near water bodies and in grassy areas. Airport Operations should disperse these birds using pyrotechnics. Successful dispersal requires many hazing events as great blue herons tend to fly a short distance away when hazed.

Operations personnel should disperse these birds with the goal of dispersing them outside the perimeter fence

Hazardous wildlife removal
Understanding that all wildlife eventually becomes habituated to the noise of pyrotechnics and propane cannons, WS will support dispersal activities with the occasional shooting of individual birds of the target species.

When coyotes or other mammals create a hazard at ALB the airport will contact USDA WS or another FAA qualified wildlife biologist trained in the use of specialized tools and techniques required to remove these animals. All wildlife removals will be recorded in the wildlife control log.

139.337(f)(5)(iv)

Ways to communicate effectively between personnel conducting wildlife control or observing wildlife hazards and the air traffic control tower:
All vehicles assigned to wildlife control have operational two-way radios for communication with the Air Traffic Control Tower. These vehicles have a rotating overhead beacon for visibility. All personnel assigned to these vehicles are trained in communication procedures, 139.337 (f)(7) and 139.303(c) and are familiar with aeronautical operations.

Airport Operations personnel will coordinate wildlife dispersal with the Air Traffic Control Tower via a landline and/or Ground and Local Control frequencies. If personnel in the Air Traffic Control Tower observe hazardous wildlife, this information will be communicated immediately to Airport Operations and recorded in the airports wildlife observation and control. Operations personnel will respond accordingly.

Coordinate with ATCT when performing patrols, hazing, and removal actions
ALB will coordinate with the FAA Air Traffic Control Tower at ALB on wildlife hazard management and wildlife strike response as per the Letter of Agreement between Albany ATCT and ALB (see Exhibit 46 in this section).

Reporting the airport conditions will be followed for wildlife as required by 139.339(a) and 139.339(c)(7).

14 CFR Part 139.337(f)(6)
Procedures to review and evaluate the wildlife hazard management plan every 12 consecutive months or following an event described in 14 CFR Part 139.337 (b)(1), (b)(2), and (b)(3)

One meeting per year will be held with representatives from the following departments:

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

Airport Management
Airport Operations
USDA, Wildlife Services
Albany Airport Authority

Other Possible Assisting Agencies:
Air Traffic Control Tower at ALB
Federal Aviation Administration
Department of the Interior, U.S. Fish and Wildlife Service
NYS Department of Environmental Conservation

This meeting will include a review the Wildlife Strike Log, Wildlife Observation and Control Log, and data from any wildlife surveys. Albany International Airport will discuss the effectiveness of habitat management wildlife dispersal and control efforts, and will discuss the need for changes to permits or the need for any operational or technical assistance from WS. Following a triggering event as described in 14 CFR Part 139.337(b)(l), (b)(2), and (b)(3), the WHMP will be reviewed and a report on the details of the event(s) kept on file. When necessary, the WHMP will be revised based on this review.

139.337(f)(6)(i)
The plan's effectiveness in dealing with known wildlife hazards on and in the airport's vicinity

The effectiveness of the Airport's Wildlife Hazard Management Program will be evaluated at least annually during an annual meeting with responsible parties and supporting agencies. The following measures will support the effectiveness of the Airport's Wildlife Hazard Management Program.

139.337(f)(6)(ii)
Aspects of the wildlife hazard assessment that should be reevaluated:

The effectiveness of the measures implemented to reduce or eliminate the wildlife hazards listed in 139.337(f)(2) will be evaluated during annual meetings to review the Wildlife Hazard Management Plan.

14 CFR Part 139.337(f)(7)
A training program conducted by a qualified wildlife damage management biologist to provide airport personnel with the knowledge and skills needed to successfully carry out the wildlife hazard management plan required by paragraph (d) of this section

SECTION 337 – WILDLIFE HAZARD MANAGEMENT PLAN

ALB will establish a training program for wildlife hazard management to include the annual training required by Advisory Circular 150/5200-36 and NYSDEC, training refreshers as needed or for specific hazard issues, training in firearms and pyrotechnics safety and proficiency, improve avian identification during control activities and strike reporting, and training for new employees in wildlife hazards and wildlife hazard management. All Airport Operations personnel will be trained because of their roles in observing and managing hazards and wildlife strike response. Other personnel may be invited to the training because of their periodic involvement with wildlife management at Albany International Airport, such as Air Traffic Control Tower, Airfield Maintenance or Army National Guard personnel.

AGENDA ITEM NO. 11

Authorization of Change Orders

AGENDA ITEM NO. 11.1

Construction Contract: Authorization for Change Order #1 to Construction Contract 1145-GC for Million Air Roof to Titan Roofing, Inc.

AGENDA ITEM NO: 11.1
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: *Planning and Engineering*

Contact Person: *John LaClair, P.E., Chief Engineer*

PURPOSE OF REQUEST:

Construction Contract: *Authorization for Change Order #1 to Construction Contract 1145-GC for Million Air Roof to Titan Roofing, Inc.*

CONTRACT AMOUNT:

Base Amount	*$898,000.00*
Change Order #1	*51,399.00**
Total Contract	*$949,399.00*

**Pending Board Approval*

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes ✓ No NA
Funding Account No.: *CPN 2001*

AWARD CONDITIONS MET:

Apprenticeship Y DBE Y MWBE N/A

Service Disable Veteran Owned Business (SDVOB) N/A

FISCAL IMPACT - FUNDING (Dollars or Percentages)

Federal *100%* **State** *N/A* **Airport** *N/A*
Term of Funding: *2023-2024*
Grant No.: *N/A* **STATE PIN:** *N/A*

JUSTIFICATION:

Request to award Change Order #1 to Contract # 1145-GC for the Million Air Roof to qualified low bidder Titan Roofing, Inc. of Albany, NY for $51,399. During the removal of the existing roof at Million Air, the contractor discovered that the existing tapered insulation was in very poor shape and if reused would not allow the new roof to drain properly. Titan Roofing proposed using new tapered insulation to provide proper drainage. Additionally the two Maintenance Buildings both required additional insulation to meet the latest energy codes.

AGENDA ITEM NO: 11.1
MEETING DATE: November 21, 2024

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES ✓ NA

PROCUREMENT DEPARTMENT APPROVAL:

Procurement complies with Authority Procurement Guidelines. **YES ✓ NA**

BACK-UP MATERIAL:

Please refer to the attached Contract 1145- GC Change Order requests.

CHANGE ORDER REQUEST

TITAN ROOFING, INC.
200 TAPLEY STREET
SPRINGFIELD, MA 01104-2827
P413-536-1624 F413-533-2560

02321

BILL TO: ALBANY COUNTY AIRPORT AUTHORIT
ADMINISTRATION BLDG-SUITE 200
737 ALBANY SHAKER ROAD
ALBANY NY 12211-1057

WORK DONE AT: L1018 TAPERED INSULATION AREA2
ALBANY AIRPORT- ROOFING REPAIR
& REPLACEMENT- VARIOUS BLDGS.
TE- ST-119 BID #23-0499

JOB NO.	CUST ORDER#	TERMS	REQUEST NUMBER	DATE
230107-402	1145-GC	NET 7	402	10/18/23

DATE	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
	INSTALL TAPERED INSULATION AT ROOF AREA 2			
	LABOR			20,576.80
	MATERIAL			19,800.20
	C/O REQUEST TOTAL			**$40,377.00**

CHANGE ORDER REQUEST-ADDRESS WITHIN 30 DAYS-IF NO C.O. IS ISSUED IN 30 DAYS IT WILL BE BILLED ON AIA WHEN COMPLETE

3 Bldgs
Total $ 51,399.00

TITAN ROOFING, INC.

200 Tapley Street, Springfield, MA 01104
(413) 536-1624 Tel
(413) 533-2560 Fax
(413) 533-1186 Estimating Fax

MINORITY BUSINESS ENTERPRISE
Commonwealth of Massachusetts
State of New York
Affirmative Action/Equal Opportunity Employer

October 18, 2023

Hoffman + Riley Architects
Attn: John Riley
1735 Central Avenue
Albany NY 12205

RE: Millionaire Building – Install Tapered Insulation at Roof Area 2

Dear Mr. Riley,

When we removed Roof 2 this morning at Millionaire, it was determined that two roofs were in place and the existing roof consisted of tapered insulation.

There are a few changes in scopes of work that I have broken out below:

- Remove an existing roofing system as well as the existing tapered insulation.
- Install new tapered insulation.

Attached is the spreadsheet breaking down these costs.

This has resulted in an additional cost of $40,377

Please call or email me if you have any questions.

Very Truly Yours,

TITAN ROOFING INC.

Anthony Pazmino

Anthony Pazmino

ACTIVITY DESCRIPTION	HOURS	TRADE	RATE	TOTAL
Remove additional layer of roofing	8	Roofer Foreman	$96.31	$770.48
	48	Roofer Journeyman	$91.12	$4,373.76
				$0.00
Install additional tapered insulation	24	Roofer Foreman	$96.31	$2,311.44
	144	Roofer Journeyman	$91.12	$13,121.28
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
		LABOR SUB-TOTAL		$20,576.96
MATERIAL DESCRIPTION	**QUANTITY**	**UNIT**	**UNIT COST**	**TOTAL**
Elevate Tapered Insulation	1	LS	$11,450.00	$11,450.00
Elevate Iso Stick Adhesive	6	Set	$1,066.70	$6,400.20
30 Yard dumpster for additional roofing debris	3	EA	$650.00	$1,950.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
		MATERIAL SUB-TOTAL		$19,800.20
EQUIPMENT DESCRIPTION	**QUANTITY**	**UNIT**	**UNIT COST**	**TOTAL**
				$0.00
				$0.00
				$0.00
				$0.00
		EQUIPMENT SUB-TOTAL		$0.00
			SUB-TOTAL	$40,377.16
			TOTAL	**$40,377.16**

HOLCIM

SALES QUOTATION

09/15/2023

Sold-To-Party		Information	
	40005221	**Sales Quote No**	10248282
Titan Roofing, Inc.-Cohoes 32 Railroad Ave Albany NY 12205-5721 US		**Expiration Date**	10/31/2023
		Bid Date	
		Project Name	Titan Roofing
		Project Location	Albany, NY, US
		Total Weight	258.493 LB
		Description	

Item No.	Material	Description	Quantity	UOM	Unit Price	Amount (USD)
000010	W56TPOPL04	INVISIWELD PLATE 500/CT	1.000	CAR	600.4500	600.45
000020	W56RAC4234	HD FAST 3" 1000/CT	1.000	CAR	283.5000	283.50
000030	W56RAC4249	HD FAST 6" (500/CTN)	1.000	CAR	343.6500	343.65
000040	W56358715L	SINGLE PLY LVOC BOND ADH 5 GAL	5.000	GAL	69.8500	349.25
000050	W56RACIA5B1	PART 1 ISO STICK ADH. 5 GAL	1.000	CAR	533.3500	533.35
000060	W56RACIA5B2	PART 2 ISO STICK ADH. 5 GAL	1.000	CAR	533.3500	533.35
000070	W841111504	ISOGARD GL/GL 1.50 4x4	16.000	FT2	1.0500	16.80
000080	W841112604	ISOGARD GL/GL 2.60 4x4	16.000	FT2	1.8200	29.12
				Net Value		2,689.47
				State Sales/Use		107.60
				County Sales/Use		107.56
				Total Price		2,904.63

Material will ship plus freight.

. The prices set forth in this Quote are only valid for product shipped on or before the noted expiration date.
Any product shipped after that date will be invoiced at the price in effect as of the date of shipping.
We will not be responsible for any delays in shipping dates, regardless of the reason.
· All local, state, and federal taxes that are applicable need to be added to the pricing set forth in this Quote.
· Partial trucks must be filled to avoid freight charges and additional fuel surcharges may apply.
· Any changes to the scope of this quote may change pricing.

Terms & Conditions

ELEVATE

RTS Roofing Trade Services

134 Rowlee Rd
Fulton, NY 13069
Phone: (315) 402-2803
Fax: (315) 297-4285

TAPERED ISO QUOTATION FORM

To: Jason Tucker
Roofing Trade Services, Inc.

From: Jason Tucker
Email: Jtucker@rtsreps.com

Job Name: **Albany Airport**
Area Quoted: **See Sketch**
Location: **Albany, NEW YORK**
Plan Source: Email
Addenda Reviewed:
Requested By:

Quote # **23-NY-5392**
Version # **4**
Quotation Date: 10/17/2023
Expiration Date: 12/16/2023
Bid Date: 06/23/2023

Roof Area Calculations (in Squares):	
Tapered Roof Area:	71.67
Structural Slope Roof Area:	0.00
Total Roof Area:	71.67

Tapered & Cricket Roof Area Quote Information:

Tapered Slope:	1/8"/ft.	Cricket Slope:	1/4"/ft.
Tapered Minimum:	0.50"	Cricket Minimum:	0.50"
Tapered Maximum:	6.18"	Cricket Maximum:	2.44"
Base Layer:	N/A	Cricket Area (SQS):	9.56
Average R Value:	12.75	Cricket Squares Applied:	9.53
Average R based on:	LTTR Values	4 x 4 Bundles:	27.82
Overall Squares Applied:	110.01	4 x 8 Bundles:	N/A
Squares Handled:	136.16	48 foot truck:	0.57

Distributor Pricing *

$11,450

*** Partial Trucks Must Be Filled To Avoid Freight Charges. Additional Fuel Surcharges May Apply.**

Materials will ship in these sizes: Tapered 4' X 4', Fill 4' X 4', Cricket 4' X 4'

*** This quote reflects our interpretation of plans and specs received. Deviation to this interpretation will require revised pricing. Pricing does not include Base Sheets, Tapered Edge Strips or Recovery Boards unless noted otherwise.**

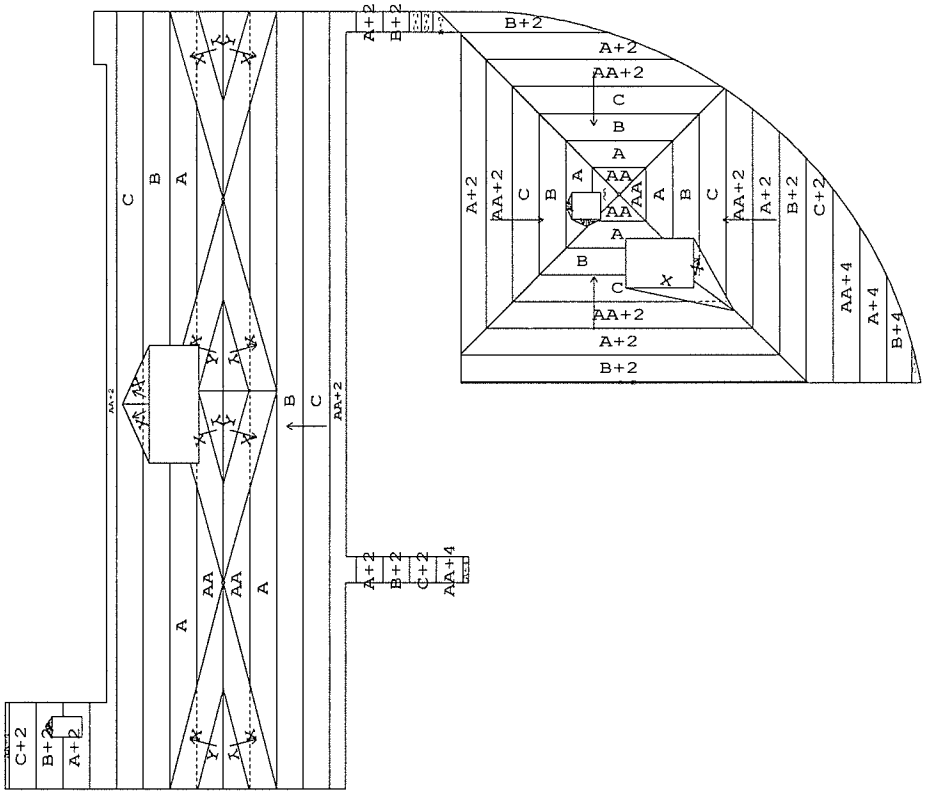
***LTTR (R-Value) based on ASTM C 1289-13e1.**

*** The prices set forth in this Quote are only valid for product shipped on or before the noted expiration date. Any product shipped after that date will be invoiced at the price effect as of the date of shipping. We will not be responsible for any delays in shipping dates, regardless of the reason.**

Version Design Notes:

Price reflects attached layout.
Price does not include material for sumps.
Price reflects 20 P.S.I. typical material.
Any changes will result in a change in price.
Price DOES NOT include any Base Layer(s).

PIMA QualityMark



Roof 2

Jason Tucker

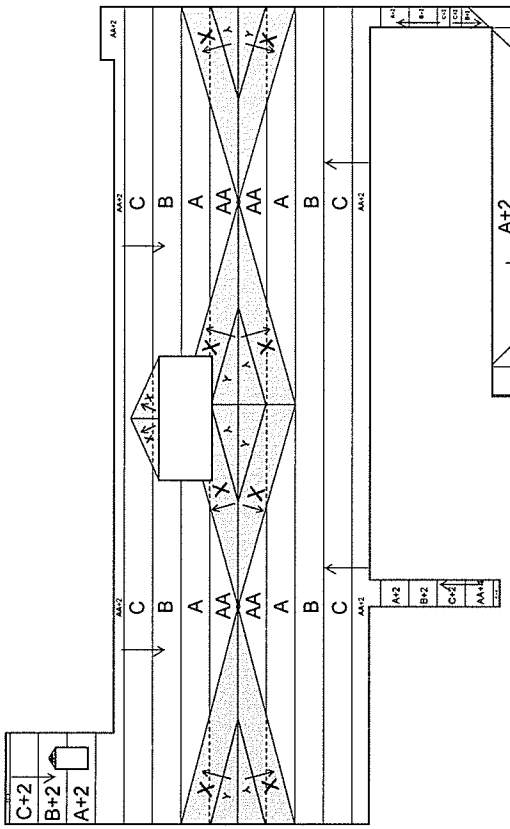
23-NY-5392 V4

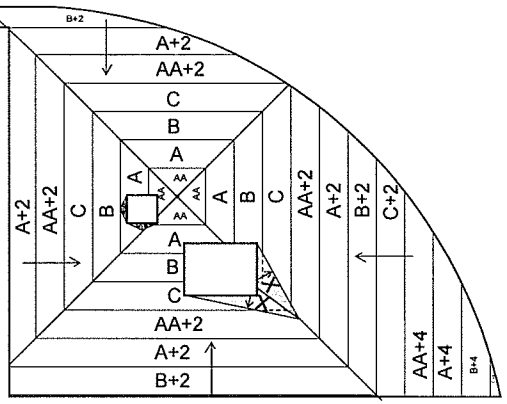
Designer Information:
Name: Tucker, Jason
E-Mail Address: jtucker@rstems.com
Phone Number: (315) 402-2803
Fax Number: (315) 297-4285

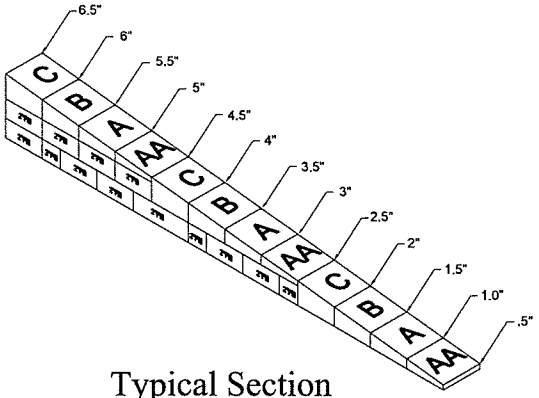
ELEVATE

Roofing Trade Services
109 NY Route 34
Martville, New York 13111
Phone (315) 402-2803 Fax (315) 297-4285

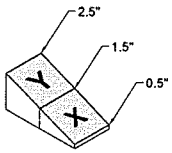
Available Services
- Field Surveys
- Field Measurements
- Tapered Design Assistance
- Certified Drainage Program







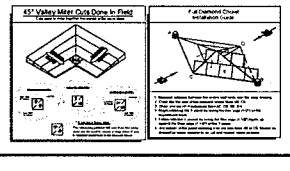
Typical Section
1/8"/ft.
N.T.S.



Cricket Section
1/4"/ft.
N.T.S.

LEGEND

TEXT	= Corresponding Tapered Panel
←	= Slope Direction
○	= Roof Drain
▭	= Cricket Area
———	= Ridge



GENERAL NOTES

1. The Elevate estimating services are offered as a service for practicing roof design professionals such as architects, consultants, engineers, owners, code officials and product representatives. The purpose of the service is to provide a general reference for tapered insulation design. It is the responsibility of the practicing roof design professional using these services to render the appropriate level of professional judgment necessary to provide the appropriate tapered insulation design. No Elevate representative is authorized to vary the terms of this disclaimer.
2. The roof insulation is polyisocyanurate flat and tapered manufactured by the Elevate Company.
3. All job criteria such as dimensions, drain locations, slope, minimum starting thickness, base layer thickness, average R-Value, etc., have been provided by architects, roofers and Dodge Scan via mail, e-mail and faxes to the Elevate Estimating Services Department. All information must be confirmed by the roofing contractor. If any changes are made in the job criteria shown below, Elevate Estimating Services Department reserves the right to re-bid the project.
4. Shop drawings signed and approved by either the architect or the roofing contractor must be returned to the Elevate Estimating Services Department prior to fabrication and shipment of materials.
5. Once the material is received, the manufacturer is not responsible for its safekeeping or shortages discovered.
6. The roofing contractor must verify all material piece counts with packing lists. All discrepancies must be reported immediately to Elevate Estimating Services Department.
7. Recovery boards, base sheets, cant strips, tapered edge strips, crickets or saddles etc., not shown on Elevate Estimating Services Department shop drawings will be supplied by others.

SHOP DRAWING APPROVAL

I understand that the information and dimensions provided to and used by Elevate Estimating Services Department may have been supplied by a third party source. Therefore, with my signature:

☐ I have provided Elevate Estimating Services Department with correct field conditions, including actual field dimensions, drain locations, structural slopes and roof curb locations, that may alter the drainage pattern. Therefore, I accept the tapered design shown on this drawing.

☐ I have not measured the roof or confirmed correct field conditions, including drain locations, structural slopes and roof curb locations that may alter the drainage pattern shown on this drawing. However, I accept this design as shown and take full responsibility for any errors, shortages, and/or omissions that may occur.

Please sign below and fax to Elevate Estimating Services Department at 800-353-8525

Name:_____ Company:_____

Signature:_____ Date:_____

PROJECT INFORMATION

Project: Albany Airport - Million Air Hanger
Location: Albany, NY
Quote Number: 23-NY-5392
Quote Version Number(s): 4 Page: 1 of 1
Estimated by: Tucker, Jason Date: 10/17/2023
Slope: 1/8"/ft. Cricket Slope: 1/4"/ft.
Min. Thickness: .50" Max. Thickness: 6.18"
Top Layer: N/A
Average R-Value: Min R30
Drawing Scale: 1/8"= 1'-0" 0 3' 6' 12' 20'

Contractor: Titan Roofing

Architect:

Panel Schedule:

Panel Code:	Description:	Size:	P.S.I.:	Slope:	Used As:
AA	0.5" to 1.0"	4' X 4'	20 PSI Standard	1/8"/ft.	Tapered
A	1.0" to 1.5"	4' X 4'	20 PSI Standard	1/8"/ft.	Tapered
B	1.5" to 2.0"	4' X 4'	20 PSI Standard	1/8"/ft.	Tapered
C	2.0" to 2.5"	4' X 4'	20 PSI Standard	1/8"/ft.	Tapered
X	0.5" to 1.5"	4' X 4'	20 PSI Standard	1/4"/ft.	Tapered
Y	1.5" to 2.5"	4' X 4'	20 PSI Standard	1/4"/ft.	Tapered
2.0	2.0" Flat	4' X 4'	20 PSI Standard	Flat	Fill

Sample Label

Tapered Panel — A + 2 — Fill Thickness (See Typical Section For Layering Information)

CHANGE ORDER REQUEST

TITAN ROOFING, INC.
200 TAPLEY STREET
SPRINGFIELD, MA 01104-2827
P413-536-1624 F413-533-2560

02321

BILL TO: ALBANY COUNTY AIRPORT AUTHORIT
ADMINISTRATION BLDG-SUITE 200
737 ALBANY SHAKER ROAD
ALBANY NY 12211-1057

WORK DONE AT: L917 ROOF DESIGN MODIFICATION
ALBANY AIRPORT- ROOFING REPAIR
& REPLACEMENT- VARIOUS BLDGS.
TE- ST-119 BID #23-0499

JOB NO.	CUST ORDER#	TERMS	REQUEST NUMBER	DATE
230107-400	1145-GC	NET 7	400	9/17/23

DATE	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
	ROOF DESIGN MODIFICATION			
	LABOR			-16,120.16
	MATERIAL			23,636.16
	C/O REQUEST TOTAL			**$7,516.00**

CHANGE ORDER REQUEST-ADDRESS WITHIN 30 DAYS-IF NO C.O. IS ISSUED IN 30 DAYS IT WILL BE BILLED ON AIA WHEN COMPLETE

TITAN ROOFING, INC.

200 Tapley Street, Springfield, MA 01104
(413) 536-1624 Tel
(413) 533-2560 Fax
(413) 533-1186 Estimating Fax

MINORITY BUSINESS ENTERPRISE
Commonwealth of Massachusetts
State of New York
Affirmative Action/Equal Opportunity Employer

September 17, 2023

Hoffman + Riley Architects
Attn: John Riley
1735 Central Avenue
Albany NY 12205

RE: Building 301 Maintenance Building – Roof Design Modification

Dear Mr. Riley,

Drawing A1.0 called for the existing 3" insulation to be removed and new 3" insulation installed.

In order to meet current building code, the new insulation will need to be 5.2".

Since roofs 7 & 8 are over the maintenance garage, we have proposed the use of rhinobond attachment versus fully adhered.

All in all, we have proposed the following changes:

- Increase the insulation thickness at all roof areas (Roofs 6, 7, & 8) from 3" to 5.2"
- Change the roofing assembly at Roofs 7 & 8 from adhered to rhinobond.

The new roofing system change will still be eligible for the specified 20 year labor and material warranty with a 72 mph windspeed rider.

There are additions and credits as it relates to this change. Attached is spreadsheet breaking down these costs.

This has resulted in an additional cost of $7,516

Please call or email me if you have any questions.

Very Truly Yours,

TITAN ROOFING INC.

Anthony Pazmino

Anthony Pazmino

ACTIVITY DESCRIPTION	HOURS	TRADE	RATE	TOTAL
Handle and install additional insulation	8	Roofer Foreman	$96.31	$770.48
	80	Roofer Journeyman	$91.12	$7,289.60
				$0.00
Credit for installing rhinobond versus adhering iso	-24	Roofer Foreman	$96.31	-$2,311.44
	-240	Roofer Journeyman	$91.12	-$21,868.80
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
		LABOR SUB-TOTAL		-$16,120.16
MATERIAL DESCRIPTION	**QUANTITY**	**UNIT**	**UNIT COST**	**TOTAL**
Elevate Invisiweld Plates	12	500/box	$600.45	$7,205.40
Elevate HD Fasteners - 6"	12	500/box	$343.65	$4,123.80
Elevate Isogard GL Insulation - 2.6" Thickness	53600	SF	$1.82	$97,552.00
Elevate Single Ply Bonding Adhesive	-50	5 gallon can	$349.25	-$17,462.50
Elevate Isogard GL Insulation - 1.5" Thickness	-53600	SF	$1.05	-$56,280.00
Iso Stick Adhesive - Parts 1 & 2	-8	Set	$1,066.70	-$8,533.60
Elevate HD Fasteners - 3"	-6	1000/box	$283.50	-$1,701.00
Elevate 3" Insulation plates	-6	1000/box	$211.40	-$1,268.40
		MATERIAL SUB-TOTAL		$23,635.70
EQUIPMENT DESCRIPTION	**QUANTITY**	**UNIT**	**UNIT COST**	**TOTAL**
				$0.00
				$0.00
				$0.00
				$0.00
		EQUIPMENT SUB-TOTAL		$0.00
			SUB-TOTAL	$7,515.54
			TOTAL	**$7,515.54**

HOLCIM

SALES QUOTATION

09/15/2023

Sold-To-Party		Information	
	40005221	**Sales Quote No**	10248282
Titan Roofing, Inc.-Cohoes 32 Railroad Ave Albany NY 12205-5721 US		**Expiration Date**	10/31/2023
		Bid Date	
		Project Name	Titan Roofing
		Project Location	Albany, NY, US
		Total Weight	258.493 LB
		Description	

Item No.	Material	Description	Quantity	UOM	Unit Price	Amount (USD)
000010	W56TPOPL04	INVISIWELD PLATE 500/CT	1.000	CAR	600.4500	600.45
000020	W56RAC4234	HD FAST 3" 1000/CT	1.000	CAR	283.5000	283.50
000030	W56RAC4249	HD FAST 6" (500/CTN)	1.000	CAR	343.6500	343.65
000040	W56358715L	SINGLE PLY LVOC BOND ADH 5 GAL	5.000	GAL	69.8500	349.25
000050	W56RACIA5B1	PART 1 ISO STICK ADH. 5 GAL	1.000	CAR	533.3500	533.35
000060	W56RACIA5B2	PART 2 ISO STICK ADH. 5 GAL	1.000	CAR	533.3500	533.35
000070	W841111504	ISOGARD GL/GL 1.50 4x4	16.000	FT2	1.0500	16.80
000080	W841112604	ISOGARD GL/GL 2.60 4x4	16.000	FT2	1.8200	29.12
				Net Value		2,689.47
				State Sales/Use		107.60
				County Sales/Use		107.56
				Total Price		2,904.63

Material will ship plus freight.

BZP,09/15/2023,08:04:25

. The prices set forth in this Quote are only valid for product shipped on or before the noted expiration date.
Any product shipped after that date will be invoiced at the price in effect as of the date of shipping.
We will not be responsible for any delays in shipping dates, regardless of the reason.
· All local, state, and federal taxes that are applicable need to be added to the pricing set forth in this Quote.
· Partial trucks must be filled to avoid freight charges and additional fuel surcharges may apply.
· Any changes to the scope of this quote may change pricing.

Terms & Conditions

CHANGE ORDER REQUEST

maintenance BLDG

TITAN ROOFING, INC.
200 TAPLEY STREET
SPRINGFIELD, MA 01104-2827
P413-536-1624 F413-533-2560

02321

BILL TO: ALBANY COUNTY AIRPORT AUTHORIT
ADMINISTRATION BLDG-SUITE 200
737 ALBANY SHAKER ROAD
ALBANY NY 12211-1057

WORK DONE AT: L1007 ROOF DECK REPAIR
ALBANY AIRPORT- ROOFING REPAIR
& REPLACEMENT- VARIOUS BLDGS.
TE- ST-119 BID #23-0499

JOB NO.	CUST ORDER#	TERMS	REQUEST NUMBER	DATE
230107-401	1145-GC	NET 7	401	10/07/23

DATE	DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
	ROOF DECK REPAIR			
	LABOR			2,015.02
	MATERIAL			1,028.00
	15% OH&P			456.50
	1.5% BOND COST			6.48
	C/O REQUEST TOTAL			**$3,506.00**

CHANGE ORDER REQUEST-ADDRESS WITHIN 30 DAYS-IF NO C.O. IS ISSUED IN 30 DAYS IT WILL BE BILLED ON AIA WHEN COMPLETE

TITAN ROOFING, INC.

200 Tapley Street, Springfield, MA 01104
(413) 536-1624 Tel
(413) 533-2560 Fax
(413) 533-1186 Estimating Fax

MINORITY BUSINESS ENTERPRISE
Commonwealth of Massachusetts
State of New York
Affirmative Action/Equal Opportunity Employer

October 7, 2023

Hoffman + Riley Architects
Attn: John Riley
1735 Central Avenue
Albany NY 12205

RE: Building 301 Maintenance Building – Roof Deck Repair

Dear Mr. Riley,

When we removed the existing roofing system, we found that some of the existing metal decking was starting to deteriorate.

At these locations, we installed 20-gauge galvanized steel sheets and fastened them to the existing steel deck substrate.

All deteriorated decking repairs took place at the upper middle roof (Roof Area 7).

This is all additional work and I've attached a spreadsheet showing these additional costs which equates to **$3,506.**

Please call or email me if you have any questions.

Very Truly Yours,

TITAN ROOFING INC.

Anthony Pazmino

Anthony Pazmino

ACTIVITY DESCRIPTION	HOURS	TRADE	RATE	TOTAL
Install 20 gauge galvanized steel sheets at areas of	2	Roofer Foreman	$96.31	$192.62
deteriorated decking	20	Roofer Journeyman	$91.12	$1,822.40
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
		LABOR SUB-TOTAL		$2,015.02

MATERIAL DESCRIPTION	QUANTITY	UNIT	UNIT COST	TOTAL
20 gauge mill finish steel - 4' x 10' sheets	18	Sheet	$56.00	$1,008.00
1 1/4" tek 5 fasteners	200	ea	$0.10	$20.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
				$0.00
		MATERIAL SUB-TOTAL		$1,028.00

EQUIPMENT DESCRIPTION	QUANTITY	UNIT	UNIT COST	TOTAL
				$0.00
				$0.00
				$0.00
				$0.00
		EQUIPMENT SUB-TOTAL		$0.00
			'SUB-TOTAL	$3,043.02
			15% OH & P	$456.45
			1.5% Bond Cost	$6.847
			TOTAL	**$3,506.32**

ORDER ACKNOWLEDGMENT

No.765385 PG 1 OF 1

SO

PACEMAKER
STEEL AND PIPING COMPANY

501 Main Street Utica, NY 13501
(315) 797-2161 (315) 797-0206 Fax

F.O.B. DEL		BUYER TONY PAZMINO Tel (413) 536-1624 Fax (413) 533-2560	ORDER DATE 07/24/2023
JOB NAME			SHIP DATE 07/26/2023
RESALE #		SALES REP MICHAEL DAVIS	SHIP VIA OUR TRUCK
SOLD TO TITAN ROOFING, INC. 200 TAPLEY ST SPRINGFIELD, MA 01104	SHIP TO TITAN ROOFING, INC. 32 RAILROAD AVENUE ALBANY, NY 12205	PURCHASE ORDER # 132082	CUST ID 115322
		JOB NAME	CHECKED BY
		TERMS 1/2% 10 DAYS, NET 30	

LINE	QUANTITY	DESCRIPTION	WIDTH	LENGTH	WEIGHT	UNIT PRICE	TOTAL
1	~~50 PCS~~	20GA 48 X 120 GALV G90 (.0356-.0436)	48.000"	120.000"	3.312	56.0000/PC	2,800.00
~~2~~	~~50 PCS~~	~~18GA 48 X 120 GALV G90 (.0466-.0566)~~	~~48.000"~~	~~120.000"~~	~~4.312~~	~~70.0000/PC~~	~~3,500.00~~
99	7,624 LBS	FUEL SURCHARGE				0.0060/LB	45.74
		JOB# 230087					

TOTAL WT	SUBTOTAL	CUTTING	TAX					TOTAL
7,624 LBS	$6,345.74	$0.00	$0.00					$6,345.74

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AGENDA ITEM NO. 12

Authorization of Federal and State Grants

AGENDA ITEM NO. 13

Informational Only

AGENDA ITEM NO. 14

Adoption of Budget 2025 in the amount of $191,387,342 (includes $117,188,206 of Contributed Capital) and authorization to transfer $102,354 from the Authority to the Albany County Airport Authority OPEB Trust.

AGENDA ITEM NO: 14
MEETING DATE: November 21, 2024

ALBANY COUNTY AIRPORT AUTHORITY
REQUEST FOR AUTHORIZATION

DEPARTMENT: ***Finance***

Contact Person: Margaret Herrmann, Chief Accountant

PURPOSE OF REQUEST:

Adoption of Budget 2025 in the amount of $191,387,342 (includes $117,188,206 of Contributed Capital) and authorization to transfer $102,354 from the Authority to the Albany County Airport Authority OPEB Trust.

BACKUP MATERIALS:

- ***Attached Budget 2025 Memo to Finance Committee including:***
  - ***Introduction***
  - ***Economic Drivers***
  - ***Significant Assumptions***
  - ***Budgeted Staff Positions***
  - ***Summary of Revenues and Expenses***
  - ***Airline Rates & Charges***
  - ***Projected 2024 End of Year Settlement with Airlines***
  - ***Adoption of 2025 Budget***
- ***Please refer to Budget 2025 for the Year Beginning January 1, 2025***

JUSTIFICATION:

On September 11, 2024, the ACAA Finance Committee met and reviewed the preliminary Budget 2025. On November 14, 2024, the ACAA Finance Committee met and approved revisions to the preliminary Budget 2025 that are incorporated therein.

FINANCE COMMITTEE RECOMMENDATION:

Recommend adoption of the 2025 Operating Budget.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend adoption of the 2025 Operating Budget.

TO: ACAA Board Members / Finance Committee

FROM: Michael F. Zonsius, CFO

Date: November 7, 2024

RE: Adoption of Annual Budget for the Year Beginning January 1, 2025

Attached for your review are the following:

- Annual Budget for the Year Beginning January 1, 2025 (Draft #2)

INTRODUCTION

The Annual Budget for the Year Beginning January 1, 2025 ("Budget 2024") provided on September 16, 2024 was updated and revised as follows:

	2025 Budget Draft 1	Revisions	2025 Budget Draft 2
Operating Revenue - Airport	$ 54,821,051	($1,295,645)	$ 53,525,406
Operating Revenue – FBO	12,889,430	-	12,889,430
Other Income	6,884,300	900,000	7,784,300
Contributed Capital	117,188,206	-	117,188,206
	191,782,987	(395,645)	191,387,342
Operating Expense - Airport	44,419,644	(1,227,971)	43,191,673
Operating Expense - FBO	11,262,300	24,300	11,286,600
Other Expense	800,000	-	600,000
Debt Service	9,916,250	-	9,916,250
Capital Expenditure	118,667,480	(1,190,000)	117,477,480
	185,065,674	(2,393,671)	182,472,003
	$ 6,717,313	$1,998,027	$ 8,915,340

The $1,227,971 decrease in Operating Expenses - Airport are itemized as follows:

Salaries Expense	($ 377,605)
Other Employee Expenses	(202,772)
Utilities	(110,430)
Purchased Services	(70,756)
Materials & Supplies	(269,600)
Office/Administration	(291,050)
Other Adjustments	94,242
	($ 1,227,971)

The $1,190,000 decrease in Capital Expenditures - Airport are attributed to the deferment of capital rolling equipment to 2026.

ECONOMIC DRIVERS

There are three airport economic drivers; enplanements, operations, and cargo. The primary economic driver is enplanement activity, which affects parking and concession revenues, and ultimately airline revenue (landing fees, terminal and apron rents, and passenger boarding fees). To a much lesser extent, the general aviation operations (landing or takeoff) will affect Fixed Based Operator (FBO) revenue vis-a-vie fuel purchases. Cargo is the third airport economic driver the will influence cargo aircraft landing and apron revenue.

The affects pf COVID-19 continue to wane and enplanements are expected to increase but not yet exceed pre pandemic levels. Based on available information, 2025 enplanement levels are projected at 1,490,000, and increase of 65,000 enplanements from Budget 2024. Accordingly, the budget has been prepared using this reduced projection.

	2023 Budget	2024 Budget	Variance incr/(decr)	Percentage incr/(decr)
Enplanements	1,425,000	1,490,000	65,000	4.56%
Operations	54,400	55,000	600	1.10%)
Cargo (tons)	21,300	21,100	(200)	(0.10%)

SUMMARY OF REVENUES AND EXPENSES

Exhibit A, Budget Summary, provides a comparison of Actual 2021, Budget 2022, Projected 2022 Projected amounts, and Budget 2023 amounts, in addition to the actual and percentage variance from the Budget 2022.

Airport and Fixed Base Operator

Airport Operating Revenue $53,525,406
Budget 2025 Revenues increased $2,633,271 from the prior year.

Airfield Charges, $12,052,463
Airfield Charges predominantly include airline and cargo landing fees ($8,667,070), apron fees ($1,005,383) and revenues generated from property leases located on the airfield, including the Cargo Building ($1,341,818).

Terminal Rentals, $8,970,296
Terminal Rental fees for airlines ($7,486,243) TSA, Passenger Boarding Bridge fees, and other non-airline tenants.

Ground Transportation, $19,713,795
Revenue derived from parking operations ($19,107,600) and Transportation Network Carriers (UBER/Lyft) ($368,030).

Concessions, $9,511,883
Fees charges for rental car services ($6,511,300), food and beverage ($1,490,000), and retail ($953,600).

Other Airport, $3,276,969
Lease revenue derived from land, building, and hangars.

Airport Operating Expense, $43,191,673

As in the previous year, the Airport operating activities have been separated from those of the FBO activities. The segregation allows for a better financial understanding of each entity based on its own activities.

Total Budget 2025 Airport Budget Expenses increased $3,094,212 from the prior year. Airport operating expense includes all expenses that relate to the day-today operations of the airport and comprise; Personnel Salaries, Wages and Benefits; Utilities & Communications, Purchased Services, Materials & Supplies, Offices, Administration and Noncapital Equipment.

Personnel Salaries, Wages and Benefits, $20,601,731

Similar to other types of service provider industries, Personnel Salaries, Wages and Benefits is 47.7% of the operating budget. Employee Benefits are combined with Personnel Salaries and Wages as these costs are a necessary and a direct cost for each employee. Total benefit costs are 47.7% of total salaries and wages (52.3% in B2024 and 51.2% in B2023).

Personnel Salaries, Wages and Benefits are driven by the staffed positions of the three entities included within the Authority's budget shown as follows:

Budgeted Staffed Positions

	2024 Budget	incr/(decr)	2025 Budget
AvPORTS, LLC	194	(15)	179
Million Air	36	2	38
ACAA	23	1	24
	253	(12)	241

Positions added in Budget 2024	Change
AvPorts, LLC – 10 Airfield, Master Electrician	1
AvPorts, LLC – 10 Airfield, Airport Mant. Tech – Glycol Process Operator	1
AvPorts, LLC – 20 Terminal, HVAC Technician/Mechanic	1
AvPorts, LLC – 30 Parking, Parking Assistant Manager	1
AvPorts, LLC – 30 Parking, Shuttle Operator(s)	2
AvPorts, LLC – 41 Badging Credential Specialist	1
AvPorts, LLC – 42 Deputy Fire Chief (hired in 2024)	1
AvPorts, LLC – 59 Administration Assistant (hired in 2024)	1
Million Air – 60 Commercial Fueling Tech. – Overnight	1
Million Air – 69 Accountant	1
ACAA – 71 Airport Engineer (hired in 2024)	1

Positions reduced in Budget 2024	
AvPorts, LLC – 10 Airfield, Airport Maint Tech. - Airfield	(1)
AvPorts, LLC – 20 Terminal, Assistant Facilities Manager	(1)
AvPorts, LLC – 30 Parking Assistants	(4)
AvPorts, LLC – 41 Operations – Airport Security Officers	(18)

Utilities & Communication, $2,903,498

Utilities & Communications expenses include those for electrical ($1,971,250), natural gas ($338,536), and telephone services, and, internet and cable television.

Purchased Services, $10,162,173

Purchased (Contractual) Services include those fees for public safety ($3,027,041), outside security services ($2,483,894), janitorial services ($1,311,668), risk management, legal, appraisal, engineering, advertising and professional management fees.

Airport Operating Expense, $43,191,673, continued

Materials & Supplies, $6,054,576
Materials & Supplies are commodity type expenses consumable within one year that include, snow removal/deicing materials, lighting supplies, runway painting supplies, fire retardant foam, and supplies for vehicles/equipment and building maintenance.

Office/Administration, $2,558,695
Office/Administration expenses include computer hardware & support, payroll services, office supplies, outside printer services, and office equipment rental.

Non-Capital $911,000
Non-Capital Equipment includes expenditures for equipment that is below a $50,000 threshold or does not qualify as a capital expenditure

FBO Operating Revenue, $12,889,430
Total Budget 2025 FBO Revenue increased $0 or 0% from the prior year.

FBO Revenues, $12,889,430
FBO Revenues are derived from the operation of the Fixed Base Operator (FBO) and includes sales from the fueling ($7,874,350) and deicing of aircraft ($1,499,450).

Fees for small and large t hangars awill remain at $4.44, and $3.91 per square foot, respectively.

FBO Operating Expenses, $11,286,599
Total Budget 2025 FBO Expense increased $809,649 or 7.7% from the prior year.

FBO Cost of Goods Sold (COGS), $5,733,158
FBO COGS are for the purchase of JetaA ($3,740,000) and AvGas fuels ($320,850) and aircraft deicing materials ($1,014,958).

FBO Expenses, $5,553,442
FBO Expenses include Salaries and Other Employee Benefits, Utilities, Services, Material & Supplies, and Office Expenses.

<u>Other Income, $7,784,300</u>
Total Budget 2025 Other Income increased $1,033,700.

Other Income, $7,784,300
Other Income predominantly includes Passenger Facility Charge revenue derived from enplaned passengers ($5,77,200) at $4.50 per enplanement. Also included is interest revenue, $1,700,000.

<u>Other Expense, $600,000</u>
Costs associated w the Line of Credit for the Terminal Connector Project.

<u>Debt Service, $9,916,250</u>
Debt Service includes principal and interest on seven (7) series of outstanding Authority bond debt issues, in addition to bond issuance cost.

<u>Capital Expenditures, $117,477,480</u>
Capital expenditures are expenditures for infrastructure, equipment, and rehabilitations that generally have a useful life of greater than five (5) years.

<u>Contributed Capital, $117,188,206</u>
Contributed capital includes those grant funds received for the reimbursement of capital expenditures.

AIRLINE RATES AND CHARGES

Exhibit B provides the 2025 Airline Rates and Charges based on the budgeted Airport revenues, expenses, debt service and other charges.

The 2025 Operating Budget will result in Airline Capital Contribution of $4,044,255 and this is based upon the Airline Use Agreement. Funds remaining for Revenue Sharing between the Signatory Airlines and the Airport will be $6,837,748 of which $3,418,874 will go to the Airlines, $3,018,874 will go to the Authority and $400,000 will be used to fund the anticipated cost of Air Service Incentive Program costs. The 2025 Operating Budget provides for a debt service coverage ratio of ___, an increase from the budgeted ratio of 2.32 for B2024 and an increase of an actual ratio of 2.13 in 2023.

The rates and charges shown for 2025 Operating Budget are dependent upon actual Airport activities.

PROJECTED 2024 END OF YEAR SETTLMENT WITH AIRLINES

Based upon revenues and expenses compiled through August 30, 2024, the estimated 2024, revenues to be shared between the Airlines and the Airport Development is approximately $6,619,319. The projected settlement amount is still subject to change based upon actual results through the remainder of the year.

ADOPTION OF 2025 OPERATING BUDGET

Based upon all of the above, the Budget 2025 is recommended for adoption at the November 18, 2024 Board Meeting resulting in the imposition of the proposed Airline rates and charges on January 1, 2025. Budget 2025 will require on-going monitoring and management during the course of 2025 and may require revision to address significant adverse developments. Upon adoption of the budget, Airline Rates and Charges can only be adjusted during the year under more limited circumstances which include: provisions for adjustment if revenues from rates and charges are projected to be off by more than ten (10) percent; a provision for adjustment if debt service coverage is projected to be less than one-hundred-twenty- five (125) percent of net revenues; or in accordance with a financing resolution adopted by the Authority.

EXHIBIT A
Budget Summary

	Actual 2022	Budget 2023	Projection 2023	Budget 2024	Variance	Precentage Change
Airport Operating Revenues						
03 Airfield	$6,469,881	$11,712,088	$12,587,956	$12,052,463	$340,375	2.9%
07 Terminal	3,510,123	7,120,268	6,731,220	8,970,296	1,850,028	26.0%
11 Ground Transportation	17,907,219	19,129,975	18,667,023	19,713,795	583,820	3.1%
15 Concessions	9,544,485	9,653,379	9,696,804	9,509,223	(144,156)	-1.5%
23 Other	3,436,766	3,276,424	3,096,973	3,279,629	3,205	0.1%
25 CARES/CHRSSA Act	5,093,917	-	-	-	-	
	45,962,391	50,892,134	50,779,976	53,525,406	$2,633,272	
Airport Operating Expenses						
Salaries Expense	(10,665,713)	(12,886,585)	(11,256,166)	(13,946,658)	1,060,073	-8.2%
Other Employee Expenses	(5,334,119)	(6,736,418)	(5,583,370)	(6,655,073)	(81,345)	1.2%
Utilities	(2,444,472)	(3,325,301)	(2,253,524)	(2,903,498)	(421,803)	12.7%
Purchased Services	(6,521,264)	(7,733,576)	(8,552,848)	(10,162,173)	2,428,597	-31.4%
Material & Supplies	(5,732,033)	(5,804,525)	(5,300,487)	(6,054,576)	250,051	-4.3%
Office/Administration	(2,531,947)	(2,695,404)	(2,615,129)	(2,558,695)	(136,709)	5.1%
Non-Capital Equipment	(415,736)	(915,650)	(396,155)	(911,000)	(4,650)	0.5%
	(33,645,284)	(40,097,459)	(35,957,679)	(43,191,673)	3,094,214	
	12,317,107	10,794,675	14,822,297	10,333,733	(460,942)	
FBO Revenues						
Revenues	12,361,731	12,889,430	11,409,417	12,889,430	-	0.0%
Cost of Good Sold (FBO)	(5,882,583)	(5,733,158)	(4,834,226)	(5,733,158)	-	0.0%
	6,479,148	7,156,272	6,575,191	7,156,272	-	
FBO Expenses						
Salaries Expense	(1,969,945)	(2,056,549)	(1,981,719)	(2,532,531)	475,982	-23.1%
Other Employee Expenses	(613,091)	(804,801)	(441,564)	(615,360)	(189,441)	23.5%
Utilities	(117,476)	(102,087)	(98,847)	(114,537)	12,450	-12.2%
Purchased Services	(657,754)	(690,818)	(663,620)	(728,139)	37,321	-5.4%
Material & Supplies	(782,089)	(628,597)	(787,136)	(1,011,157)	382,560	-60.9%
Office/Administration	(354,293)	(346,435)	(416,793)	(364,717)	18,282	-5.3%
Non-Capital Equipment	(127,045)	(114,505)	(152,482)	(187,000)	72,495	-63.3%
	(4,621,693)	(4,743,792)	(4,542,161)	(5,553,441)	809,649	
	1,857,455	2,412,480	2,033,030	1,602,831	(809,649)	
Other Nonoperating Revenue and Expenses						
Other Expenses	-	(800,000)	(144,269)	(600,000)	200,000	-25.0%
Other Income	9,035,127	6,750,600	6,450,216	7,784,300	1,033,700	15.3%
Debt Service	(10,022,649)	(9,933,400)	(8,829,689)	(9,916,250)	17,150	-0.2%
Capital Expenditure	(20,442,783)	(143,296,004)	(33,000,000)	(117,477,480)	25,818,524	-18.0%
Contributed Capital	11,046,290	139,176,276	22,500,000	117,188,206	(21,988,070)	-15.8%
	(10,384,015)	(8,102,528)	(13,023,742)	(3,021,224)	5,081,304	
	$ 3,790,547	**$ 5,104,627**	**$ 3,831,585**	**$ 8,915,340**	**$ 3,810,713**	

RATES and CHARGES SUMMARY

EXHIBIT B

Albany County Airport Authority
Rates and Charges Summary

	Audited 2023 $5M Cares Act	Budget 2024	Projected 2024	Budget 2025	Projected 2024 vs. Budget 2025	Budget 2025 vs Budget 2024
Landing Fee Rate						
Signatory	$ 2.77	$ 5.62	$ 3.91	$ 4.77	22.0%	-15.1%
Non-Signatory	$ 3.46	$ 7.03	$ 4.89	$ 5.96	22.0%	-15.1%
Apron Fee Rate - Annual	$ 1.38	$ 1.87	$ 1.45	$ 1.99	37.2%	6.4%
Terminal Rental Rate - Annual						
Signatory	$ 88.46	$ 116.98	$ 121.16	$ 140.04	15.6%	19.7%
Non-Signatory	$ 110.58	$ 146.23	$ 151.45	$ 175.05	15.6%	19.7%
Tenant Rate - Annual	$ 44.23	$ 58.49	$ 60.58	$ 70.02	15.6%	19.7%
Loading Bridge Rate - Annual	$ 52,684.40	$ 67,897.84	$ 63,518.06	$ 64,099.08	0.9%	-5.6%
Low Volume Carrier terminal charge per EPAX	$ 6.92	$ 8.77	$ 8.74	$ 9.87	12.9%	12.6%
Cost per Enplanement						
Airport CPE (after revenue sharing)	$ 4.83	$ 9.95	$ 8.35	$ 10.74	28.6%	7.9%
FBO CPE	$ 2.74	$ 2.19	$ 2.82	$ 2.07	-26.5%	-5.3%
Total Cost per Enplanement	$ 7.57	$ 12.14	$ 11.16	$ 12.81	14.7%	5.6%
Debt Service Coverage	1.74	2.31	2.21	2.23	0.8%	-3.4%
Enplanements						
Signatory	1,375,628	1,425,000	1,425,000	1,504,000	5.5%	5.5%
Non Signatory	1,011	0	0	0	-100.0%	-100.0%
Total	1,376,639	1,425,000	1,425,000	1,504,000	5.5%	5.5%
Commercial Landed Weights						
Signatory	1,532,284	1,335,000	1,335,000	1,608,000	20.4%	20.4%
Non Signatory	2,926	0	0	0	0.0%	0.0%
Total	1,535,210	1,335,000	1,335,000	1,608,000	20.4%	20.4%
Cargo Landed Weights	176,432	177,000	177,000	207,000	16.9%	16.9%
Funds Remaining	$ 10,494,403	$ 6,679,073	$ 6,619,379	$ 6,837,748	3.3%	2.4%
ACAA	4,675,845	2,939,536	2,889,224	3,018,874	4.5%	2.7%
Air Service Incentive Costs	571,357	400,000	420,465	400,000	0.0%	0.0%
Airlines	5,247,202	3,339,536	3,309,689	3,418,874	3.3%	2.4%

Albany County Airport Authority

Annual Budget
for the
Year Beginning January 1, 2025

Adopted November 21, 2024

A component unit of the County of Albany,
Located in the Town of Colonie, New York

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Airport Operating Revenues				
03 Airfield	$6,469,881	$11,712,088	$12,587,956	$12,052,463
07 Terminal	3,510,123	7,120,268	6,731,220	8,970,296
11 Ground Transportation	17,907,219	19,129,975	18,667,023	19,713,795
15 Concessions	9,544,485	9,653,379	9,696,804	9,509,223
23 Other	3,436,766	3,276,424	3,096,973	3,279,629
25 CARES Act	5,093,917	-	-	-
	45,962,391	50,892,135	50,779,975	53,525,406
Airport Operating Expenses				
Salaries Expense	(10,665,713)	(12,886,585)	(11,256,166)	(13,946,658)
Other Employee Expenses	(5,334,119)	(6,736,418)	(5,583,370)	(6,655,073)
Utilities	(2,444,472)	(3,325,301)	(2,253,524)	(2,903,498)
Purchased Services	(6,521,264)	(7,733,576)	(8,552,848)	(10,162,173)
Material & Supplies	(5,732,033)	(5,804,525)	(5,300,487)	(6,054,576)
Office/Administration	(2,531,947)	(2,695,404)	(2,615,129)	(2,558,695)
Non-Capital Equipment	(415,736)	(915,650)	(396,155)	(911,000)
	(33,645,284)	(40,097,461)	(35,957,679)	(43,191,673)
	12,317,107	10,794,674	14,822,296	10,333,733
FBO Revenues				
	12,361,731	12,889,430	11,409,417	12,889,430
Cost of Good Sold (FBO)	(5,882,583)	(5,733,158)	(4,834,226)	(5,733,158)
	6,479,148	7,156,273	6,575,191	7,156,273
FBO Expenses				
Salaries Expense	(1,969,945)	(2,056,549)	(1,981,719)	(2,532,531)
Other Employee Expenses	(613,091)	(804,801)	(441,564)	(615,360)
Utilities	(117,476)	(102,087)	(98,847)	(114,537)
Purchased Services	(657,754)	(690,818)	(663,620)	(728,139)
Material & Supplies	(782,089)	(628,597)	(787,136)	(1,011,157)
Office/Administration	(354,293)	(346,435)	(416,793)	(364,717)
Non-Capital Equipment	(127,045)	(114,505)	(152,482)	(187,000)
	(4,621,693)	(4,743,793)	(4,542,161)	(5,553,442)
	1,857,455	2,412,480	2,033,030	1,602,831
Other Expenses	-	(800,000)	(144,269)	(600,000)
Other Income	9,035,127	6,750,600	6,450,216	7,784,300
Debt Service	(10,022,649)	(9,933,400)	(8,829,689)	(9,916,250)
Capital Expenditure	(20,442,783)	(143,296,004)	(33,000,000)	(117,477,480)
Contributed Capital	11,046,290	139,176,276	22,500,000	117,188,206
	(10,384,014)	(8,102,528)	(13,023,742)	(3,021,224)
	(10,384,014)	(8,102,528)	(13,023,742)	(3,021,224)
	$3,790,548	**$5,104,625**	**$3,831,584**	**$8,915,340**

Revenue Sharing provided to the Signatory Airlines is $3,339,536 and $3,418,874 for Projected 2024 and Budget 2025, respectively.

CARES Act funding is shown as an Airport Operating Revenue on this page only. Elsewhere in this document it will be shown as Other Income in Section 5.

Albany County Airport Authority
Albany, New York

Chairman
Samuel A. Fresina

Board Members
Steven H. Heider
Kevin R. Hicks, Sr.
Thomas A. Nardacci
Sari M. O'Connor
John-Raphael Pichardo
Janet M. Thayer

Chief Executive Officer
Peter F. Stuto, Esq.

Chief Financial Officer
Michael F. Zonsius, CPA, AAE

Chief Accountant
Margaret Herrmann

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Acronyms

ACAA	Albany County Airport Authority
AIP	Airport Improvement Program
ALP	Airport Layout Plan
ARFF	Aircraft Rescue Firefighting
FBO	Fixed Base Operator
FONSI	Finding of No Significant Impact
GA	General Aviation
PAX	Passenger
PFC	Passenger Facility Charge
RPZ	Runway Protection Zone
SEQR	State Environmental Quality Review

To allow this document to become more “reader friendly”, Acronyms have been relocated from the Supplemental Section to this location immediately before the Budget Message.

November 18, 2024

Samuel A. Fresina, chairman;
Board Members, Albany County Airport Authority;
Peter F. Stuto, Esq;
Fellow Employees:

Presented herewith is the 2025 Annual Budget for the Albany County Airport Authority as approved by the Board on November 18, 2024.

This budget incorporates the operations of two companies that operate under cost recovery/ reimbursement agreements with the Authority: AFCO AvPORTS Management, LLC (d/b/a AvPORTS), responsible for the daily operations of the Airport; and, REW Investments, Inc., (d/b/a Million Air-ALB) responsible for the daily operations of the Fixed Base Operation (FBO).

This budget document is divided into six components: Budget Message, Department Overview and Detail, Debt Service, Capital Budget, Rates & Charges and Supplemental Information.

BUDGET OVERVIEW

The Authority is now beyond period the COVID-19 pandemic as business and leisure travel resumes. Year -end 2024 enplanements of 1,470,00 are estimated, that is 96.7 percent of 2019's 1,520,000 pre-pandemic enplanements levels. The Authority is confident in the airport's future growth and is expecting to surpass 2019 enplanements in 2026.

Budget 2025 was prepared based on 1,490,000 enplanements, approximately 98.0 percent level of 2019 enplanement activity. With this number of enplanements, the combined operating revenues of the airport and the FBO are budgeted at $66,414,836, an increase of $2,636,271 from Budget 2024. Combined operating expenses are budgeted at $54,478,273, an increase of $3,903,861 from Budget 2024.

Budget 2025 priorities remain as in previous years as follows:

- Maintaining a safe airport; and,
- Increasing liquidity by controlling costs; and,
- Updating facilities and equipment; and,
- Providing necessary resources for Staff.

The achievement of these priorities, however, are challenged by the disproportionate percentage of variable and fixed revenues versus the percentage of variable and fixed costs. The COVID-19 pandemic made readily apparent the difficulty in financial/ budget management of an airport that has disproportionate variable revenues versus fixed costs. Approximately 75 percent of the airports revenue is variable based directly on the number of airport passengers, i.e. revenues derived from parking, concessions, and rental cars. As passengers in/decrease, so does 75 percent of the airport's corresponding revenue. Unlike the revenues however, the costs of operating the airport are predominantly fixed, attributable largely to personnel expenses. Regardless of the number of passengers, the number of personnel, their salaries and wages, and benefits remain the same or moderately increase with annual pay adjustments. To address this issue, the Authority's action is to diversify its revenue portfolio with non-aviation fixed revenue streams including off-airport leasing and development.

As our times become more certain, Staff remains steadfast in efforts to, not only maintain, but enhance a safe airport and assure it's financial survivability for many years to come.

OVERVIEW AND ECONOMIC CONDITIONS

The economic barometers of the airport - enplanements, operations and cargo tonnage - have been adjusted to reflect the recovery to pre-pandemic levels. Expected recovery to pre-COVID levels is not expected until 2026:

	Enplanements	Operations	Cargo Tonnage
2019	1,518,969	60,748	20,009
2020	520,029	43,745	21,163
2021	976,037	47,849	23,049
2022	1,290,529	53,726	22,000
2023	1,376,639	53,796	21,094
2024E	1,470,000	54,400	21,300
2025E	1,490,000	55,000	21,100

OVERVIEW AND ECONOMIC CONDITIONS, continued

The best measurement of a region's pulse (economy) is the unemployment rate. As shown below, the unemployment rate remained stable for the past five years, save the COVID-19 year.

	Capital Region	State of New York	United States
2018	3.4%	4.0%	3.9%
2019	3.5	4.0	3.6
2020	5.1	8.7	6.7
2021	2.7	5.5	3.9
2022	2.8	4.2	3.5
2023, thru Jul	3.2	4.1	3.5
2024, thru Jul	3.8	4.3	4.3

Source: U.S. Bureau of Labor Statistics, https://data.bls.gov/cgi-bin/surveymost

PROFILE

The Albany International Airport ("ALB") is categorized by the Federal Aviation Administration ("FAA") as a small hub airport and comprises 1,164.9 acres. The Airport is served by six legacy, and one ultra low cost passenger carrier (Frontier vacated ALB in 2022) with enplanements as follows:

	2021	2022	2023
Enplanements			
Allegiant	50,033	71,337	83,013
American	222,576	280,878	285,965
Delta	161,142	260,238	273,921
Frontier	31,693	38,284	-
JetBlue	75,211	90,792	86,637
Southwest	319,869	365,474	450,081
United	114,964	182,251	196,011
Others (Charters)	549	1,275	1,011
	976,037	1,290,529	1,376,639

Frontier vacated in 2022

Avelo Airlines entered the Albany market in May 2024 and provides air service to Raleigh-Durham, North Carolina.

The number of weekly scheduled departures in October 2022, 2023 and 2024 are as follows:

	Weekly Departures Oct 2022	Weekly Departures Oct 2023	Weekly Departures Oct 2024
1. Atlanta	20	20	20
2. Hartford, CT	-	-	-
3. Baltimore	26	33	33
4. Charlotte	18	21	27
5. Chicago - Midway	13	14	13
6. Chicago - O'Hare	34	39	45
7. Dallas/Ft Worth	-	7	7
8. DC - Dulles	21	21	27
9. DC - National	26	20	28
10. Denver*	1	7	7
11. Detroit	24	25	27
12. Fort Lauderdale	4	6	5
13. Fort Meyers	-	-	-
14. Las Vegas (8/24)	-	-	3
15. Miami	-	-	-
16. Minneapolis	-	-	-
17. Myrtle Beach*	2	2	2
18. Nashville	2	2	2
19. Newark	13	21	21
20. New York, LGA	24	13	13
21. Orlando	14	18	19
22. Orlando - Sanford	2	2	2
23. Philadelphia	21	14	28
24. Raleigh-Durham	-	-	2
25. Tampa Punta Gorda	3	3	3
26. Tampa	2	7	7
27. Tampa - St. Pete	2	2	2
	272	297	343

* Seasonal

Air cargo services are provided primarily by two cargo carriers as follows:

	2023 Cargo	2024E Cargo	2025E Cargo
Cargo (in tons)			
FedEx	9,100	9,200	9,100
United Parcel Service	11,000	11,000	11,000
Others	1,100	1,100	1,100
	21,300	**21,300**	**21,300**

ALB's Primary Air Trade Area comprises an area within a 60 to 70 mile radius of the Airport. This area encompasses a total of 13 counties, including the Albany-Schenectady-Troy Metropolitan Statistical Area (MSA), with the New York counties of Albany (the county in which the Airport is located), Saratoga, Schenectady, Schoharie, and Rensselaer; the Glens Falls MSA, with the New York counties of Warren and Washington; the additional New York counties of Columbia, Fulton, Greene, Montgomery; Berkshire County, Massachusetts; and Bennington County, Vermont.

PROFILE, continued

The Airport is the sole provider of commercial service in the air trade area.

The Primary Air Trade Area Population has remained relatively the same in the past five years as follows:

	Primary Air Trade Area Population
2017	1,387,354
2018	1,381,063
2019, Census	1,405,031
2021, Thru June 2021	1,404,730
2022, Thru June 2022	1,409,427

The area includes over 31 employers with more than 1,000 employees, the largest employer being the State of New York with approximately 52,000 employees. The area includes 33 colleges and universities, 16 general-care hospitals, and offers a rich variety of cultural, recreational, educational resources, and activities.

FINANCIAL POLICIES

Financial policies, provided later in this section, set forth the basic framework for the overall fiscal management of the Authority. Operating independently of changing economic circumstances and conditions, these policies help the decision-making process of the Authority Board and administration. These policies provide guidelines and guidance for evaluating both current activities and proposals for future activities and programs.

Most of the policies represent long-standing principles (i.e. traditions and practices) that have guided the Authority for most of its existence. These traditions and practices have been further defined and refined over the past twenty-five plus years and have helped maintain the fiscal and financial stability in both the community and its government.

A guiding principle and policy is that of a balanced budget whereby current revenues equal or exceed current expenses.

Fiscal policies were designed to formalize and memorialize many of the traditions and practices that have long been followed; more clearly define the fiscal discipline of the Authority; and set standards to be maintained in the future. Within this context, it also compiles, assembles, and references the various policies that the Authority Board had previously formally adopted that bear clear fiscal and financial ramifications.

It has been identified that there are certain things that an Authority needs to do to protect itself and succeed, including:

- Maintain strong fiscal management
- Build cash reserves
- Maximize strengths
  - Good location
  - Transportation advantages
  - Strong fiscal management
- Minimize uncertainty
- Establish policy predictability
- Invest in the infrastructure that the Authority needs to succeed

The Authority Board has long incorporated these activities and practices in its planning and budgetary processes. This practice has arguably been beneficial for the financial well-being of the community and the Authority itself.

BUDGET PROCESS

The Public Authorities Reporting Information System (PARIS) is an online reporting system that allows the Authority to enter its budget information and submit reports to both the Authorities Budget Office and the Office of the State Comptroller, as required by law. Budget Reports are due sixty days prior to the start of the fiscal year.

BUDGET PROCESS, continued

New York Public Authorities Law requires the Authority make certain information is available online on its website. Posted website information must include:

- Mission Statement; and,
- Current Activities; and,
- Annual Financial Reports; and,
- Current Budget; and,
- Audit Report.

Budget Adoption The budget is adopted by resolution of the Authority Board.

Budget Calendar The 2024 budget process is provided later in this section.

The Budget was discussed with the Board on three occasions:

1. In September a Draft #1 budget is provided to the Board.

2. On October 15th Draft #2 was presented and discussed with the entire Board.

3. On November 18th the budget was formally adopted.

After the final approval, the budget is filed with

- Public Authority Reporting Information System
- The ALB website
- Submitted to the GFOA Distinguished Budget Presentation Program.

Budget Amendment The Budget may be amended during the year. In the event the Authority recognizes such an occurrence, the budget is amended by resolution approved by the Board .

Budget Monitoring The independent monitoring of the budget continues throughout the fiscal year for management control purposes. Monthly financial statements comparing budget to actuals are presented to all senior staff and Board members for review.

REVENUES

Total revenues, both airport and FBO, are shown as follows:

	Actual	Budget	Variance
2021	$45,459,292	$45,833,662	($374,370)
2022	54,864,310	50,481,110	4,383,200
2023	58,324,122	58,287,414	36,708
2024[1]	61,512,058	63,781,565	2,269,507
2025[1]	na	66,414,836	

[1] projected/budgeted

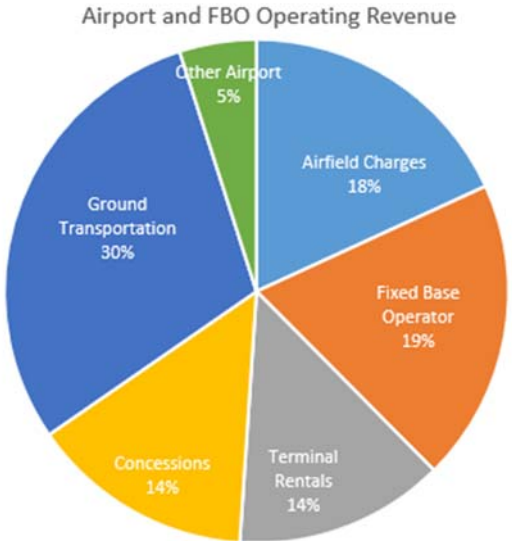
Budgeted 2025 Airport Revenue (not including FBO) increased $2,633,271 from Budget 2024, largely as a result of increased airline airfield and terminal revenue and enplanement driven ground transportation and concession revenue.

More so than in prior years, the financial activities of the Airport have been segregated from those activities of the Fixed Based Operator. This segregation allows the reader to better understand the financial activities of each, on an individual basis.

Segregated Airport and FBO actual revenues (not including CAREs Act Funding are shown as follows:

	Airport	FBO	Total
2021[1]	$31,449,396	$ 9,326,060	$40,775,456
2022[1]	41,076,149	12,506,121	53,582,270
2023[1]	45,962,391	12,361,731	58,324,122
2024[1][2]	50,892,135	12,889,430	63,781,565
2025[1][2]	53,525,406	12,889,430	66,414,836

[1] Does not include CARES Act funding.
[2] Projected/Budgeted



REVENUES, continued

Budgeted 2025 FBO Revenue remained the same from the prior year's budget amount as a result anticipated leveling in general aviation activity and the cost of fuel sold, the largest contributor of FBO revenue, that is passed on to the customer.

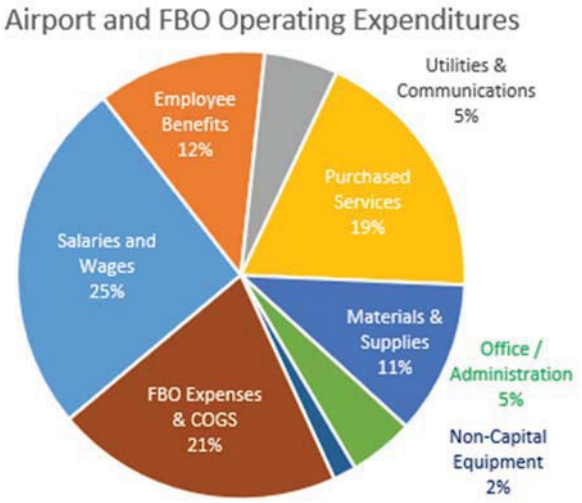
EXPENDITURES

Operating expenditures, those expenses related to the day-to-day operations at the Airport and FBO include personnel, contractual services, and commodities. As mentioned in the Budget Overview, these expenditures are predominantly fixed and do not change all that much from year-to-year as shown below:

	Actual	Budget	Variance
2021	$33,766,602	$37,534,328	($3,767,726)
2022	40,350,757	40,762,202	(411,445)
2023	44,149,560	45,887,593	(3,922,460)
2024[1]	45,334,066	50,574,253	(5,240,187)
2025[1]	na	54,478,273	

[1] Projection/Budget

The $3,904,020 increase in the 2025 budgeted airport operating expenses is primarily due to increases in perimeter security ($1,708,349), salaries and wages ($1,637,518), janitorial services ($467,500), fuel truck lease ($286,200), public safety ($236,500), social security ($143,101), and building maintenance ($126,550).



Similar to other airports, the Authority has the largest portion of its expenses (25% + 12% = 37.0%) attributable to personnel salaries, wages, payroll taxes and fringe benefits as shown below:

Like revenues, Airport and FBO actual expenses are segregated and shown as follows:

	Airport	FBO	Total
2021	$26,281,612	$ 7,484,990	$33,766,602
2022	30,543,367	9,807,390	40,350,757
2023	33,645,284	10,504,276	44,149,560
2024[1]	35,957,679	9,376,387	45,334,066
2025[1]	43,191,673	11,286,600	54,478,273

[1] Projection/Budget

PERSONNEL

Twelve (12) positions will be added and twenty-four (24) deleted in the 2025 Budget and all full time positions have been budgeted as follows:

		Budget 2022	Budget 2023	Budget 2024	Budget 2025
10	Airfield [(1)]	29	29	29	30
20	Terminal		-	-	-
20	Terminal - Custodial	28	35	30	30
20	Terminal - Facilities	10	10	11	11
21	Loading Bridges	2	3	3	3
30	Parking	39	33	34	33
41	Operations	17	18	39	22
42	ARFF[(2)]	21	23	25	26
43	Security	4	4	3	3
50	Vehicle Maintenance	12	13	12	12
59	Airport Mgmt Admin. [(3)]	5	7	9	10
		167	175	195	179
60	FBO Comm. (Airline)	11	11	11	12
61	FBO General Aviation	20	20	21	21
69	FBO Administration	3	4	4	5
		34	35	36	38
71	Authority Admin.[(4)]	23	23	23	24
		23	23	23	24
		224	233	254	241

[(1)] One Administrative Assistant allocated in 0.5 Dept 10 and 0.5 Dept 59 is not included in 2025 count.
[(2)] One (1) Deputy Fire Chief position added outside of B2024.
[(3)] One (1) Admin. Assistant position added outside of B2024.
[(4)] One (1) Airport Engineer position added outside of B2024.

PERSONNEL, continued

Position Changes Budget 2025

10 Airside	Master Electrician	1
10 Airside	Airport Maint Tech - Glycol Process Oper	1
10 Airside	Airport Maint Tech - Airfield	(1)
20 Terminal-Facil	HVAC Technical/Mechanic	1
20 Terminal-Facil	Assistant Facilities Manager	(1)
30 Parking	Parking Assistant Manager	1
30 Parking	Shuttle Operator w/CDL	2
30 Parking	Parking Assistants (2 of which are vacnt)	(4)
41 Operations	Badging Credential Specialist	1
41 Operations	Airport Security Officers	(18)
42 ARFF	Deputy Fire Chief (Retro to B2024)	1
59 Airport Mgmt.	Administration Assistant (Retro to B2024)	1
60 FBO Comm.	Commercial Fueling Tech—Overnight	1
69 FBO Admin.	Accountant / Human Resources	1
71 ACAA	Airport Engineer	1
		(12)

Position Changes Budget 2024

20 Terminal	Environmental Services Technician	1
20 Terminal	Custodians	(6)
20 Terminal	Assistant Facilities Manager	1
41 Operations	Airport Duty Managers	2
41 Operations	Security Officers[1]	18
42 ARFF	Firefighter / Safety Officer	2
59 Airport Mgmt.	Communications Director	1
59 Airport Mgmt.	Safety and Health Manager	1
43 Security	Curbside Monitor	(1)
60 FBO Comm.	Facility Manager	(1)
60 FBO Comm.	Line Service Technician	1
61 FBO Gen. Av.	Customer Service Manger	1
		20

[1] Added per TSA NA 2302

Position Changes Budget 2023

20 Terminal	Airport Custodian	6
20 Terminal	Custodial Lead	1
21 Loading Bridge	Loading Bridge Technician	1
30 Parking	Cashier / Shuttle Detailer	(6)
41 Operations	Assistant Airport Security Supervisor	1
42 ARFF	Firefighter / Safety Officer	2
50 Vehicle Maint.	Airport Maintenance Technician	1
59 Airport Mgmt.	IT Technicians	2
61 FBO Gen. Av.	Customer Service Manger	1
69 FBO Admin.	Manager	1
		10

CAPITAL IMPROVEMENT PROGRAM

The Capital Improvement Program (CIP) identifies all capital expenditures and their respective legal and regulatory funding sources within a five year time-frame. Capital expenditures are in excess of at least $50,000 depending upon the asset category and have a useful life of greater than one year. The expendi

tures include replacement of rolling stock, building and infrastructure repairs, and contributions for grant-funded projects.

Prudent financial and budget management mandates the segregation and isolation of not only operating from capital funds, but the related cash inflow and cash outflow as well. It is imperative that segregation occur between operating from capital funds and also important that certain capital funds be segregated as well for statutory or other legal requirements.

DEBT SERVICE

Debt service has remained relatively stable over the last five years. The payments not including Passenger Facility Charges (PFC's) applied for the last five years is shown below.

	Debt Service
2021	$11,819,269
2022	10,020,200
2023	10,022,650
2024	9,933,400
2025	9,916,250

In August 2024, S&P Global Ratings upgraded outstanding debt from A to A+ citing "The upgrade reflects ALB's improved debt capacity that we expect to remain so as a result of future capital requirements that require limited additional debt to finance"

In July 2023, Moody's Investors Service upgraded outstanding debt from A3 Stable to A2 Stable citing " … effective management of financial profile, robust financial metrics, as evidenced by a Moody's calculated total debt service coverage ratio of 2.2x, and continue decline in debt levels relative to historical."

DEBT SERVICE, continued

In August 2022, S&P Global Ratings upgraded outstanding debt from A- to A citing "the rating action reflects our expectation that ALB's strong rebound in enplanement levels to near pre-pandemic levels will be sustained, supporting a return to business-as-usual rate-making with an improved market position assessment and a return of its enterprise risk profile assessment back to the pre-pandemic level of strength. We expect ALB will maintain financial metrics (S&P Global Ratings-calculated) consistent with an unchanged strong financial risk profile."

Current bond ratings area as follows:

Moody's	A2	Stable
S&P Global Ratings	A+	Stable

Before issuing new debt, the Authority carefully reviews its own financial position, and its ability to repay new debt issues with the least impact on the airlines. New issues are often structured in recognition of our existing debt obligations and when those obligations are retired.

The debt service schedule for the next five years is as follows:

Year Ending December 31	Principal	Interest	Total
2022	6,685,000	3,335,200	10,020,000
2023	7,020,000	3,002,650	10,022,650
2024	7,280,000	2,653,400	9,933,400
2025	7,625,000	2,291,250	9,916,250
2026	8,030,000	1,910,000	9,940,000
2027	1,455,000	1,508,500	2,963,500
2028	1,530,000	1,437,550	2,967,550
2029	1,585,000	1,366,275	2,951,275

USE OF ESTIMATES

Both budgeted revenues and expenditures are estimated based on historical trends and, when applicable, underlying assumptions. Underlying assumptions may include enplanements, aircraft landed weights and aircraft operations.

BASIS OF BUDGETING

As a Proprietary Fund, the Authority uses a flow of economic resources, which is similar to the accrual basis of accounting with the below noted exceptions:

- Revenues are budgeted in the period they are earned and measurable:
- Expenses are budged in the period in which the liability was incurred:
- Depreciation of assets is not budgeted
- Principal payments are budgeted as an expense rather than a reduction to the liability.

GAAP FINANCIAL STATEMENTS

The Authority has adopted December 31 as its fiscal year end and issued its first financial statements in 1994. An audited comprehensive annual financial report has been issued each year thereafter. The Authority's financial statements are prepared on an accrual basis of accounting in accordance with generally accepted accounting principles (GAAP) promulgated by the Governmental Accounting Standards Board (GASB). The 2023 financial statements are available at www.albanyairport.com.

The Authority operates as a single enterprise fund. Enterprise funds distinguish operating revenues and expenses from non-operating items in accordance with the flow of economic resources measurement focus and the accrual basis of accounting. All assets, liabilities, net position, revenues, and expenses are accounted for through a single enterprise fund with revenues recorded when earned and expenses are recorded at the time liabilities are incurred. Capital assets are capitalized (except land) and depreciated over their useful lives. Funds are restricted for debt service and, where applicable, for construction projects.

DISTINGUISHED BUDGET PRESENTATION AWARD

For the Budget Year Beginning, January 1, 2024, the Government Finance Officers Association of the United States and Canada (GFOA) has presented the twenty second Distinguished Budget Presentation Award to the Albany County Airport Authority.

In order to receive this award, a governmental unit must publish a budget document that meets program criteria as a policy document, as an operations guide, as a financial plan, and as a communications device.

The award is valid for a period of only one year. We believe this current budget continues to conform to program requirements, and its submission to GFOA will determine eligibility for a subsequent award.

ACKNOWLEDGEMENT

I would like to express my appreciation for the contributions of Ms. Margaret Herrmann for her efforts in the preparation of this document in a coherent manner for all to read and digest.

The publication of this budget would not occur without the efficient and dedicated services of all the members of the Authority's Finance Department, plus those from AvPORTS and Million Air, who contributed to the process.

I would also like to thank Mr. Peter Stuto, Authority CEO, and the members of the Board for their support in planning and conducting the financial operations of the Authority in a responsible and progressive manner. Without their leadership and ongoing support, preparation of this report could not be have been accomplished.

Respectfully submitted,

Michael F. Zonsius, AAE, CPA
Chief Financial Officer

GOVERNMENT FINANCE OFFICERS ASSOCIATION

Distinguished Budget Presentation Award

PRESENTED TO

Albany County Airport Authority

New York

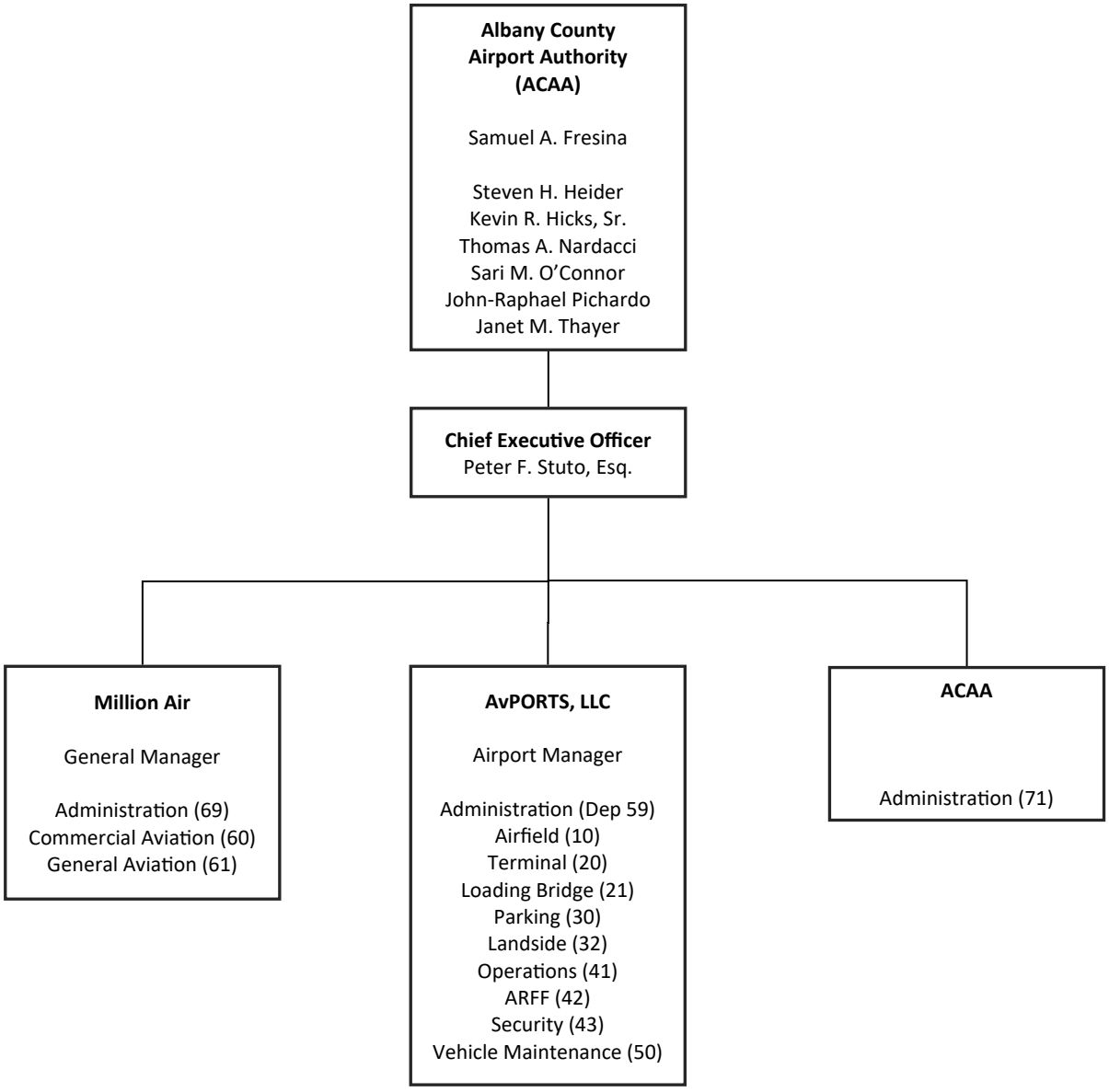
For the Fiscal Year Beginning

January 1, 2024

Christopher P. Morrill

Executive Director

ORGANIZATION CHART



Number in parenthesis represents department number.

ORGANIZATION

The Albany County Airport Authority is a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Albany County Airport Authority Act, Title 32 of Article 8 of the New York Public Authorities Law. The State of New York (State) created the Authority in 1993 in order to promote the strengthening and improvement of the Airport, to facilitate the financing and construction of the Terminal Improvement Project (TIP) and as well the subsequent capital improvement programs, and give the Authority the power to operate, maintain and improve the Airport.

The Authority is governed by seven board members, four members appointed by the majority leader of the County of Albany (County) Legislature and three members by the County Executive, all with approval of the County Legislature. The Authority board members are appointed for a term of four years or until a successor is appointed, except that any person appointed to fill a vacancy will be appointed to serve only the unexpired term.

Samuel A. Fresina
Chairman of the Board

Kevin R. Hicks, Sr.
Vice Chair

Steven H. Heider
Secretary

Thomas Nardacci
Treasurer

Sari M. O'Connor

John-Raphael Pichardo

Janet M. Thayer

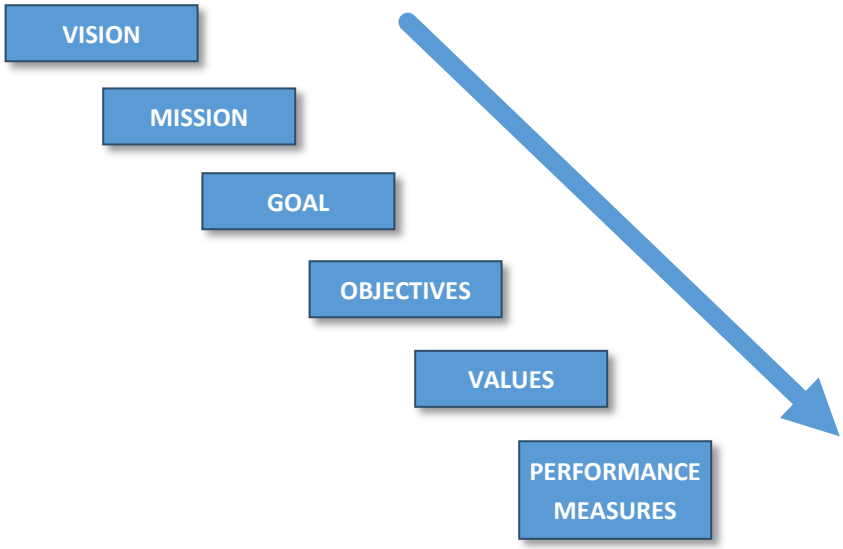
Peter F. Stuto, Esq
Chief Executive Officer

STRATEGIC PLAN

The Public Authorities Reform Act of 2009 introduced a requirement that Public Authorities adopt a mission statement and performance measurements. During 2010, the Albany County Airport Authority adopted a new Mission Statement and related Performance Measurements. The Albany County Airport Authority adopted Mission Statement Performance Measurements that at the time, were consistent with the recommendations found in the Transportation Research Board ACRP Report 19—Development and Airport Performance Measurement System issued in 2010 and sponsored by the Federal Aviation Administration. Since then, having had time to, digest and interpret the performance measures, the Authority has pared down the number of these measures to those that are priorities and readily and objectively identifiable.

The Authority continues to develop and refine its plans and programs with regard to its infrastructure, terminal and hangar buildings, equipment and staffing to maintain acceptable levels of service to its customers. The Authority has developed programmed schedules for vehicle and equipment replacements. Similarly, it has developed the Pavement Management Program in order to maintain runways, taxiways and aprons to an acceptable service level. Similar programs have been and are being developed for other components of the Authority's infrastructure.

The Authority's Strategic Plan is used as a source for the department's annual goals and is provided later in this section. The purpose of this plan is to identify and prioritize the issues facing the Albany International Airport and address those issues within the context of creating the annual budget. Provided that the Authority's vision, mission, goal, objectives, and values remain cogent for the Authority, the next step is to devise strategies to accomplish those goals and objectives.



At the department level, performance measures were developed to assess whether the Authority was successful in meeting its goals and objectives. As shown in the Supplemental Information Section of this budget report, are those performance measures.

As a matter of practice and for public review, the Authority prepares the performance measurements each year and incorporates them into both the annual financial report and the annual budget.

VISION
The Authority's vision statement is a measurable statement describing the future results the Authority seeks to achieve. The Authority's vision for Albany International Airport is to provide an exemplary airport in which to visit, travel, and work.

MISSION
The Authority's mission statement is a broad statement of what the Authority has been charged to accomplish and why. The Authority's mission is to provide adequate, safe, secure and efficient aviation and transportation facilities at a reasonable cost to the people. To accomplish our mission we will:

- Provide world-class, customer-oriented transportation services at Albany International Airport;
- Promote airline, cargo, business, and general aviation services at Albany International Airport by providing quality airport facilities;
- Operate the airport and provide services in the most cost-effective manner;
- Foster inter-modal transportation;
- Implement the airport's Capital Improvement Plan; and,
- Maintain financial security.

GOAL
The Authority's goal for the airport is derived from its mission and vision for the airport and describes the enduring end state desired for the airport. The Authority's goal for Albany International Airport is:

- To be widely recognized as the best airport of its size in the Northeast as well as an innovative model for a facility with vitality, enthusiasm, friendliness, competence, and efficiency.

OBJECTIVES
The Authority's objectives describe the outcomes required to accomplish the goal. The Authority's objectives in operating the airport are:

- To promote safe, secure, efficient and economic air transportation by preserving and enhancing Airport capacity.
- To acquire, construct, reconstruct, continue, develop, equip, expand, improve, maintain, finance, and operate aviation and other related facilities and services.
- To stimulate and promote economic development, trade and tourism.
- To form an integral part of a safe and effective nationwide system of airports to meet the present and future needs of civil aeronautics and national defense, and to assure inclusion of the Authority's facilities in state, national, and international programs for air transportation and for airway capital improvements.
- To ensure that aviation facilities shall provide for the protection and enhancement of the natural resources and the quality of the environment of the state and the capital district area.

VALUES
The Authority's values describe how the Authority will conduct itself, both internally and externally, when engaging in business activities. The Authority's values are:

- Responsiveness – being proactive; having a bias for action and sense of urgency in getting things done; anticipating the needs of tenants and passengers by taking fast action to surpass their expectations; encouraging tenant and passenger input.
- Integrity – possessing a commitment to doing the right things right, with consistent adherence to the highest professional standards; keeping commitments to our tenants, passengers, employees, and others.
- Innovation – dedicating ourselves to learning and growing; constantly searching for better ways to get the job done; using our collective imagination effectively to solve problems for our tenants, passengers and employees; going beyond perceived boundaries to get desired results.
- Teamwork – recognizing that every board member, employee, volunteer, tenant and others are important to the complete satisfaction of Albany International Airport; feeling personally responsible for successful outcomes; treating everyone with respect; communicating regularly, directly and honestly with our board members, employees, volunteers, tenants and others.

Strategic Plan

Strategy	Goal	Key Initiatives	Result
22-01 Ensure Long Term Financial Security	Provide the Albany International Airport ("ALB") with the financial resources to meet operational needs and meet all debt service obligations.	Maintain appropriate financial reserves.	✈ Maintain at lease a 125% debt service coverage of net revenues. ✈ Maintain its A2 / A– Bond Rating from Moody's and S&P Global Ratings , respectively. ✈ Maintain a minimum two-month operating reserve.
		Enforce cost saving measures—improve purchasing processes, assess and identify savings at service levels and cost/benefit analysis.	✈ Implement cost saving plans. ✈ Identify Savings.
		Increase non-aeronautical revenue.	✈ Identify new revenue streams. ✈ Generate new busines at ALB.
22-02 Promote Customer Service	Ensure ALB provides world-class customer service.	Promote Albany International Airport to international and domestic airlines to increase air service.	✈ Increase non-stop destinations. ✈ Increase flight frequency.
		Evaluate customer service needs based on changing demographics of traveling public.	✈ Increase concession revenues. ✈ Increase passenger activity.
		Review roles and responsibilities for customer service between airlines and other Airport businesses.	✈ Identify service responsibilities. ✈ Increase customer service.
20-03 Strengthen Relationships	Strengthen Albany International Airport's effectiveness through interdepartmental relationships and alliances with regional businesses, public agencies, governmental units and airlines.	Encourage internal teamwork.	✈ Improve effectiveness through cross department communications, coordination and sharing.
		Strengthen partnerships with Federal and State agencies.	✈ Improve communications and integration of efforts with Federal and State agencies.
		Strengthen partnerships with the regional business communities.	✈ Improve coordination efforts between ALB and the regional business communities
		Build public support of Albany International Airport policies and initiatives through proactive communication and public relations outreach activities.	✈ Improve communications at ALB's policies and programs. ✈ Increase support of ALB's positions and activities.

Strategic Plan

Strategy	Goal	Key Initiatives	Result
20-04 Utilize employee experience and knowledge to adjust to changing business needs	Ensure Albany International Airport acquires/retains employees with ability, experience and knowledge to fulfill its mission	Ensure employee wages and benefits are competitive.	✈ Ensure Airport is competitive in the marketplace and able to attract and retain quality talent.
		Expand employee training programs.	✈ Enhance employee knowledge and skill development in every department.
		Design and integrate leadership development process.	✈ Leadership that supports organizational goals. ✈ Preserve organizational knowledge.
		Build public support of Albany International Airport policies and initiatives through proactive communication and public relations outreach activities.	✈ Improve communications at ALB's policies and programs. ✈ Increase support of ALB's positions and activities.
20-05 Utilize new technology	Improve performance, increase productivity and deliver cost effective services.	Establish strategic investments in new equipment and technology based on current industry standards.	✈ Upgrade equipment and electronic technology that improves productivity.
		Evolve server equipment to virtual server technology.	✈ Lower energy maintenance, hardware and disaster recovery costs ✈ Greater efficiency and productivity ✈ Lower capital and operational technology costs.
		Distribute software updates, patches and new programs electronically.	✈ Complete updates and installations. ✈ Produce greater productivity and security.
		Evaluate common use system and support services at ALB.	✈ Common use systems upgraded.

Performance Measurements

Area of Measurement	Performance Measure	Perfomance Measure Component	Final 2020	Final 2021	Final 2022	Final 2023	Budget 2025
Safety	Employee Accidents and incidents	Construction Injuries Time Injury Rate	15	4	2	-	0
	Airfield Violations	Runway Incursions	1	1	0	-	0
		Runway Condition FAA Compliance	0	0	0	-	0
		Inspection Discrepancies	4	9	3	-	0
Security	Security Incidents and Violations	Security Badge Breaches:					0
		Letters of investigation	0	1	1	-	0
		Violations	1	3	0	-	0
Financial	Revenue Management	Total Airline Revenue per enplaned passenger w FBO	$19.22	$10.42	$9.51	$7.57	$12.81
		Total Non-Airline Revenue per enplaned pax (passenger)	$39.69	$33.00	$32.01	$33.96	$33.42
		Total Revenue per enplaned pax	$85.40	$48.35	$47.68	$48.84	$49.33
	Cost Performance	Operating Cost per enplaned pax wo FBO	$51.66	$34.59	$31.26	32.07	36.22
		Airline Cost per enplaned pax	$16.30	$8.49	$7.00	4.83	10.74
	Debt Management	Debt Service Coverage Ratio	1.30	1.57	2.19	1.74	0
		Debt per enplaned pax (y.e)	$161	$77	$48	$43	$27
	Liquidity	Days Unrestricted Cash on Hand	292	241	242	373	325
Operational	Aircraft Delays caused by Airport	Number of Aircraft Delay caused by Airport or Runway Closings	0	0	0	0	0
	Aircraft Delays caused by FBO	Number of Aircraft Fueling Delays	15	13	12	0	0
Customer Service	Service Quality	Terminal Cleanliness Concessions Quality and Variety (5 is the highest)	note 1	note 1	note 1	note 1	note 1
	Customer Satisfaction	Customer Survey Results (5 is the highest)	note 1	note 1	note 1	note 1	note 1
Environmental Sustainability	Environmental Compliance	Violations Identified by Regulatory Agency De-Icing Material Discharge Frequency and Severity of Spills:					
		SPDES violations	0	0	0	0	0
		DEC violations	0	0	0	0	0
	Noise	Noise Levels/Noise Complaints	40	7	2	0	0
People	Employee Satisfaction	Employee Turnover					
		AFCO/AvPORTS	14.3%	10.0%	10.0%	10.0%	10.0%
		Million Air FBO	9.0%	31.3%	25.0%	25.0%	25.0%
		ACAA	0.0%	0.0%	0.0%	0.0%	0.0%
	Workforce Diversity	Minority Representation in Workforce	19.7%	20.7%	21.3%	21.0%	21.0%

* The increase in 2020 and 2022 is due to the large decrease in the enplanements (denominator) due to the COVID-19 pandemic

Note 1—An insufficient number of customer satisfaction survey were conducted to report on this performance measure.

FINANCIAL POLICIES

Guidelines
The budget process and format shall be performance based and focused on goals, objectives and performance indicators.

The budget will provide adequate funding for operation and maintenance of the Airport buildings and property, and replacement of capital equipment, construction, reconstruction and development at the Airport.

Balanced Budget
The budget should be balanced whereby current revenues equal to or greater than current expenditures.

Strategies to accomplish this balance include cost efficiencies, personnel efficiencies, increasing or implementing fees to match program expenses, fund balance usage (if available), and service reduction (if needed).

Budget Amendments
The adopted budget represents a business plan covering all Airport operations for the upcoming year.

If the plan needs to be significantly modified during the year the proposed revisions to the plan, together with their financial impact on either revenues or expenses, are presented to the Authority Board for review and approval.

No amendments have been enacted during the year 2023.

Budget Monitoring
The independent monitoring of the budget continues throughout the Fiscal Year for management control purposes.

Operating statements comparing actual financial results to budgets are reported monthly by the Chief Financial Officer and distributed to Board members, senior management and all key employees. Quarterly and annual financial reports are posted on the Authority's website – www.albanyairport.com.

Performance Measurements
Performance measurements are developed based on program objectives that tie to the Airport's vision, mission and values.

Performance measurements measure program results or accomplishments to provide good comparisons over time.

Performance measurements are monitored and used in decision-making processes.

Planning
The Authority will develop a five-year capital plan every five years commencing September 1, 1995.
Each five-year plan must be approved by the Albany County Legislature.

The five-year plan will include estimated operating costs and revenues for future capital improvements.

Capital Improvement Policies
Capital projects that will be made during the current budget year should be detailed by project and type of work.

Progress projections for the five-year capital plan will be updated on a yearly basis.

The Authority will identify the estimated costs and potential funding sources for each capital project proposal.

The Authority will determine the least costly financing method for all new projects.

The Authority will maintain all its assets at a level adequate to protect the Airport's capital interest and minimize future maintenance and replacement costs.

Debt Policy
The Authority will manage its current and future debt service requirement to be in compliance with all bond covenants.

The Authority will confine long-term borrowing to capital improvements or projects that cannot be financed from current revenues.

The Authority will maintain communications with bond rating agencies regarding its financial condition and will follow a policy of full disclosure.

The Authority, when applicable, will determine if the financial market place will afford the opportunity to refund an issue and lessen its debt service costs.

The Authority shall attempt to limit total debt outstanding to no more than $100 per enplanement.

The Authority will not go over its legal debt limit of $285 million.

FINANCIAL POLICIES, continued

The Authority will comply with its Derivative Policy which limits the use of derivative financial products to capital financing.

The Authority will comply with its Variable Rate Debt Policy which limits the use of net permanent variable rate debt to twenty percent of total debt outstanding.

Revenue Policy

The Authority will estimate and project its annual revenues by an objective and analytical process, as practical, on a yearly basis.

The Authority will maintain a diversified and stable revenue system to shelter it from unforeseeable short-run fluctuations in any one-revenue source.

The Authority will maintain sufficient revenues to pay all expenditures incurred for the operations and maintenance at the Airport.

Rates and Charges

The Authority and the airlines have negotiated a Use and Lease Agreement that became effective on January 1, 2016 to establish how the airlines that signed the agreement will be assessed annual rates and charges for their use of the Airport. Rates and charges are established annually. The calculation thereof is set forth later in this document. The agreement is effective through December 31, 2025 with an option to renew for two one-year options and one two-year option.

Compliance with Master Bond Resolution

The Authority has established the following funds and accounts as required by the Master Resolution and has set the policy on fund balance as follows:

- Revenue Fund - holding revenues collected by the Authority and applying revenues as required by the Master Resolution. Our policy is to keep only necessary amounts for working capital.
- O&M Fund, holding anticipated O&M expenses. Extra unused funds are applied to the accounts below;
- O&M Reserve - holding reserve for O&M expenses, equaling two months of O&M expenses as required by the Master Resolution;
- Bond Fund - including only principal and interest to be paid in the next payment dates;
- Bond Reserve Fund - including only amounts required by the Master Resolution;
- Renewal and Replacement Fund - The Authority's policy is to keep a minimum balance of $500,000 in this account:
- Airport Development Fund - holding retained earnings of the Authority. The Authority's policy is to use this fund to build additional liquidity or avoid capital borrowing.
- Capital Construction Fund - to hold funds for Capital Project expense.

In addition, the Authority has the following funds and accounts:

- PFC account - holding all Passenger Facility Charge revenues collected by the Authority, to be used for future rates and charges or pay-as-you-go projects. The Authority reviews airlines rates and charges annually to determine the fund balance;
- Concession Area Improvement funds - collected by the Authority for improvement to concession areas if needed at the Authority's discretion; and

Investment Policies

The investment of Authority funds is governed by provisions of its enabling legislation and by an Investment Policy last amended by the Authority July 23, 2018. Any State or Federally chartered commercial bank that can meet the Authority's requirements in its Cash Management and Investment Policy which specifies required ratings and capabilities is authorized for deposit of monies.

Monies not needed for immediate expenditure may be invested in

(1) United States Treasury obligations
(2) Obligations backed by the United States Government full faith and credit
(3) Obligations of New York State
(4) Obligations of any other state provided it has received the highest rating by one independent rating agency designated by the State Comptroller
(5) Certificates of deposit fully collateralized from a bank or trust company in New York State
(6) Repurchase agreements using United States Treasury obligations with maturities of seven years or less.

Investments are stated at cost or amortized cost if maturity at time of purchase is less than 1 year and fair value if greater than 1 year.

RATES and CHARGES

			2020	2021	2022	2023	BY2024	BY2025
01010	Landing Fees - Signatory	/1,000 lbs.	$ 3.20	$ 3.15	$ 3.38	$ 2.77	$ 5.31	$ 4.77
01011	Landing Fees - Non Signatory	/1,000 lbs.	$ 4.00	$ 3.94	$ 4.23	$ 3.46	$ 6.64	$ 5.96
01021	Apron Parking	Square Foot	$ 1.30	$ 1.15	$ 1.23	$ 1.38	$ 1.77	$ 1.99
01035	Glycol Disposal Fee	/gallon	$ 2.30	$ 2.30	$ 1.30	$ 2.30	$ 2.30	$ 2.30
01050	Land Rental	Square Foot						
01060	Building Rental	Square Foot						
01065	NE Cargo Facility							
01070	Hangar Rental	Square Foot						
02010	Airline Space Rental-Signatory	Square Foot	$ 59.45	$ 71.82	$ 90.42	$ 88.46	$ 111.82	$ 140.04
02010	Airline Space Rental-Non Sig	Square Foot	$ 74.31	$ 89.78	$ 113.02	$ 110.58	$ 139.78	$ 175.05
02011	Passenger Boarding Bridge	Per bridge	$28,200.00	$36,287.00	$49,329.00	$52,684.38	$63,650.37	$64,099.08
02012	Baggage Claim Room	Square Foot	$ 59.45	$ 71.82	$ 90.42	$ 88.46	$ 111.82	$ 140.04
02020	Non-Airline Space Rental	Square Foot						
02020	Non-Airline Space Rental	Antennae						
02030	Non-Sig Per Turn Rate	/enplanement	$ 6.27	$ 8.80	$ 7.61	$ 6.92	$ 8.36	$ 9.87
03010	Short Term Parking	Maximum daily rate	$ 24.00	$ 24.00	$ 24.00	$ 24.00	$ 24.00	$ 24.00
03011	Long Term Parking (surface)	Maximum daily rate	$ 10./6.00	$ 10./6.00	$ 10.00	$ 10.00	$ 10.00	$ 10.00
	Long Term Parking (garage)		$ 14./10.00	$14./10.00	$ 14.00	$ 14.00	$ 14.00	$ 14.00
03013	Economy Parking	Maximum daily rate	$ 6/Closed	$ 6.00	$ 6.00	$ 6.00	$ 6.00	$ 6.00
03014	Employee Parking	ee/space/year	$ 15.00	$ 15.00	$ 20.00	$ 20.00	$ 20.00	$ 20.00
		flight crew/space/year	$ 240.00	$ 240.00	$ 240.00	$ 240.00	$ 240.00	$ 240.00
03020	Contract Taxi	Per pickup	$ 2.09	$ 2.09	$ 2.09	$ 2.09	$ 2.09	$ 2.09
03021	Limousines	Per pickup	$ 2.09	$ 2.09	$ 2.09	$ 2.09	$ 2.09	$ 2.09
03022	Hotels	Per vehicle/year	$ 650.00	$ 650.00	$ 650.00	$ 650.00	$ 650.00	$ 650.00
03023	Off-Airport Rental Cars	Gross revenues / MAG	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
03024	Off-Airport Parking Facilities	Gross revenues / MAG	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
03027	Transport. Net Charges (TNCs)	Per pickup	$ 2.09	$ 2.09	$ 2.09	$ 2.09	$ 2.09	$ 2.09
02051	Rental Car Concession	Gross revenue / MAG	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
02052	Food & Beverage (avg.)	Gross Sales / MAG	13.0%	13.0%	13.0%	13.0%	13.0%	13.0%
02056	Vending Machine Concession							
02057	Baggage Cart	/cart, $1.00 at return	$4.00	$4.00	$ 4.00	$ 4.00	$ 4.00	$ 4.00
02062	Operating Permits							
02063	Internet & Cable Access	Internet Hookup	$ 660.00	$ 660.00	$ 660.00	$ 660.00	$ 660.00	$ 660.00
02063	Internet & Cable Access	Cable	$ 400.00	$ 400.00	$ 400.00	$ 400.00	$ 400.00	$ 400.00
03040	Garage Space Rent	Auto space		$ 251.44	$ 251.44	$ 251.44	$ 251.44	$ 251.44
03040	Garage Space Rent	Kiosk	$15,300.00	$15,300.00	$15,300.00	$15,300.00	$15,300.00	$15,300.00
03100	T-Hangar - Small, 29@1,081sq	Square foot	$ 3.86	$ 3.86	$ 3.86	$ 3.86	$ 4.44	$ 4.44
	T-Hangar - Large, 10@1,360sq		$ 3.07	$ 3.07	$ 3.07	$ 3.07	$ 3.91	$ 3.91
03200	Tie-down	Per tie down	$ 1 ,415.00	$ 1,451.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00
09001	Fingerprinting	Based tenant	$ 39.25	$ 39.25	$ 45.00	$ 45.00	$ 45.00	$ 45.00
		Non Based Tenant	$ 49.25	$ 49.25	$ 55.00	$ 55.00	$ 55.00	$ 55.00
	Badge Renewal	Badge	$ 22.00	$ 22.00	$ 25.00	$ 25.00	$ 25.00	$ 25.00
	Lost Badge	1st Offense	$ 50.00	$ 50.00	$ 75.00	$ 75.00	$ 75.00	$ 75.00
		2nd Offense	$ 75.00	$ 75.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00
		3rd Offense	$ 125.00	$ 125.00	$ 125.00	$ 125.00	$ 125.00	$ 125.00
79500	Passenger Facility Charges	Per Enplanement	$ 4.50	$ 4.50	$ 4.50	$ 4.50	$ 4.50	$ 4.50

RATES and CHARGES, continued

			2020	2021	BY2022	BY2023	BY2024	BY2025
Fixed Based Operator								
01510	JetA Fuel Sales,	Per gallon, + cost +	$ 2.00	$ 2.25	$ 2.75	$ 2.75	$ 2.75	$ 2.75
01511	AvGas Fuel Sales	Per gallon, + cost +	$ 1.50	$ 1.50	$ 1.50	$ 1.50	$ 1.50	$ 1.50
01512	Auto Gas Fuel Sales	Per gallon, full service	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00
		Per gallon, self service	$ 0.50	$ 0.50	$ 0.50	$ 0.50	$ 0.50	$ 0.50
01513	Diesel Fuel Sales	Per gallon, full service	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00	$ 1.00
		Per gallon, self service	$ 0.50	$ 0.50	$ 0.50	$ 0.50	$ 0.50	$ 0.50
01520	Into Plane Rev, Signatory	Per fuel operation	$ 35.00	$ 35.00	$ 45.00	$ 45.00	$ 45.00	$ 45.00
	Into Plane Rev, Non Sig		$ 45.00	$ 45.00	$ 55.00	$ 55.00	$ 55.00	$ 55.00
01521	Fuel Farm Flow. Fee (1)	Per glycol gallon	$ 0.30	$ 0.30	$ 0.30	$ 0.30	$ 0.30	$ 0.30
	Fuel Farm Flow. Fee	Per fuel gallon	$ 0.03	$ 0.03	$ 0.05	$ 0.05	$ 0.05	$ 0.05
01530	General Aviation Landing Fee	Landed weight	$ 4.19	$ 4.19	$ 4.19	$ 4.19	$ 4.19	$ 4.19
01535	General Aviation Parking Fee	Square Foot						
01540	Deicing Type I - Sprayed	Per gallon+cost $16.29	$ 5.50	$ 5.50	$ 5.50	$ 5.50	$ 5.50	$ 5.50
01540	Deicing Type I - GA	Per gallon, + cost +			$ 21.00	$ 25.00	$ 25.00	$ 25.00
01540	Deicing Type IV - GA	Per gallon, + cost +			$ 23.00	$ 23.00	$ 23.00	$ 23.00
01541	Deicing Type I - Consortium[1]	Per gallon, cost $16.29	$ -	$ -	$ -	$ -	$ -	$ -
01542	Deicing Type IV - Sprayed	Per gallon cost $11.29	$ 5.50	$ 5.50	$ 5.50	$ 5.50	$ 5.50	$ 5.50
01543	Deicing Type IV - Consortium[1]	Per gallon, cost $11.29	$ -	$ -	$ -	$ -	$ -	$ -
01545	Community Hangar	Sq.						

(1) Consortium - Airline sprays their own aircraft (SWA, AA, UPS, Fedex)

GOVERNMENTAL BUDGETARY FUND STRUCTURE

The Authority uses a Proprietary Fund structure, defined below, to record the financial activities. This method is used because the Authority is a self-supporting entity whereby the payment of all Authority expenditures is supported by all Authority revenues.

Generally, however, governments use fund accounting to record their financial activities. Fund accounting means activities are separated so as to have its own set of financial records, this segregation is often caused by legal, statutory or practical purposes. This structure provides three broad categories of governmental fund types; governmental, proprietary, and fiduciary that may be further broken down as shown below.

Governmental Funds are those through which most governmental functions are financed and provided. Governmental fund types are broken down into three categories explained in further detail below.

- General Fund, is the primary operating fund of a government. It is used to account for all financial resources and activities except those required to be accounted for in another fund. This fund records the day-to-day financial activities that include, administration, police and fire protection, and public work activities.
- Special Revenue Funds are used to record revenue that has a restriction as to how the funds are to be used/ expended. Each special revenue fund provides a unique service or activity and is funded via taxes and/or user charges that are legally limited to being expended strictly on the purpose of that fund.
- Capital Projects Funds accounts for all fixed asset acquisitions and major capital projects not otherwise accounted for in other capital projects or enterprise funds.
- Debt Service Funds are used to accumulate funds for the payment of general long-term debt service. These funds are frequently stipulated by bond indentures.

Proprietary Funds are established to account for the financing and self-support operations and activities of governmental units which render services to the public on a user-fee basis. These operations are often similar to those found in the private sector operated for a profit.

- Enterprise Funds are used to account for private enterprise type activities whereby the intent, at a minimum, is to have the financial resources meet or exceed the activity's expenses. The Authority has one Enterprise Fund for the airport where the expenses are wholly supported by the fees charged for landings, property rent, fuel and other services provided.

Fiduciary Funds are used to record trustee type activities of the Authority, whereby the Authority holds the assets in trust.

- Pension Trust Funds are used to account for the accumulation of resources used to pay pension benefits.
- Agency Funds are used to account for assets held by the Authority as an agent for individuals, private organizations, other governments. The Authority has one agency fund.

GOVERNMENTAL BUDGETARY FUND STRUCTURE

To account for the financial activities of the Airport, the Authority categorizes all revenue and expenses into one of the following department/cost centers as shown below:

				Day-To-Day Responsibility			Rates & Charges			
							Allocation			Revenue Sharing
Department Number	Department Name	Revenue	Expense	AvPORTS	Fixed Base Operator	Albany County Airport Authority	Direct	Indirect	Allocat. of Allocat.	
10	Airfield		✓	✓			✓R			✓
	Apron[1]		✓				✓C			
11	Revenue	✓				✓				✓
20	Terminal		✓	✓			✓C			✓
21	Passenger Loading Bridge	✓	✓	✓			✓C			✓
22	Concession Revenue	✓				✓				✓
30	Parking		✓	✓						✓
31	Parking Revenue	✓				✓				✓
32	Landside	✓	✓	✓						✓
41	Operations		✓	✓				✓		✓
42	ARFF		✓	✓				✓		✓
43	Security		✓	✓		✓		✓		✓
50	Vehicle Maintenance		✓	✓				✓		✓
59	AvPORTS Airport Mgmt.		✓	✓					✓	✓
60[2]	FBO - Air Carrier (Commercial)	✓	✓		✓		✓R			✓
61	FBO - General Aviation	✓	✓		✓					✓
69	FBO - Administration		✓		✓				✓	✓
70	Non-Operating Rev. and Exp.	✓	✓			✓				✓
71	Authority Administration		✓			✓			✓	✓
	R - Residual (see definition)									
	C - Compensatory									
	[1] Apron cost center is 10 percent of Department 10, Airfield.									
	[2] Revenue and Expense reallocated to Department 10 Airfield in entirety.									

Budget Calendar

Month	Action
Jun	Million Air and AvPORTS calculate payroll and benefits and Full Time Employment (FTE) positions Million Air, AvPORTS, and Albany County Airport Authority (ACAA) create new goals and objectives, actions to achieve the goals, and results to be achieved for current year and to state the results for budget year goals and objectives
Jul	Million Air, AvPORTS, and ACAA input line item-by-line item budget revenue and expenditures Budget meetings are held with Million Air, AvPORTS and Department Heads for each cost center Cost Center's goals and objectives and performance measurements completed
Aug	Finance Department due diligence review and updating budget Capital section completed by Finance Department Debt section completed by Finance Department
Sep	Final revisions received for budget ACAA, AvPORTS, and MA Expense completed Revenues and Airline Rates & Charges completed Budget Summary completed DRAFT #1 Budget assembled and printed DRAFT #1 Budget distributed for review to the Board Members DRAFT #1 Budget distributed for review to the Airlines 90 days prior to fiscal year
Oct	Comments received from Airlines DRAFT #2 Budget assembled and printed DRAFT #2 Budget distributed and presented to Finance Committee DRAFT #2 Budget recommended by Finance Committee (with any amendments) for approval DRAFT #2 Budget input into PARIS DRAFT #2 Budget sent to County Officials
Nov	DRAFT #3/Final Budget assembled and printed DRAFT #3/Final Budget distributed and presented to ACAA Board Members DRAFT #3/Final Budget adopted by ACAA Board Members at Board Meeting
	Adopted Budget uploaded to ACAA website Adopted Budget sent to signatory airlines Adopted Budget submitted to GFOA for Distinguished Budget Presentation Award Twenty five copies of the approved budget are printed.

CHANGES IN FUND BALANCE

	Operating	Development	Other	Total
Unrestricted				
Balance at December 31, 2019	$15,312,405	$15,655,319	$ -	$30,967,724
Balance at December 31, 2020	5,629,822	15,769,334	-	21,399,156
Balance at December 31, 2021	4,296,032	18,061,340	-	22,357,372
Balance at December 31, 2022	5,007,419	21,902,660	-	26,910,079
Balance at December 31, 2023	14,437,406	28,362,273	-	42,799,679
Balance at December 31, 2024[(1)]	4,000,000	27,300,000	-	31,300,000

	Capital	PFCs	Debt Service and Reserves	Operating Reserves	Other	Total
Restricted						
Balance at December 31, 2019	$6,538,342	$15,660,918	$12,831,704	Note 1	$2,218,353	$37,249,317
Balance at December 31, 2020	1,163,703	9,294,517	7,279,664	$7,102,131	1,350,566	26,190,581
Balance at December 31, 2021	4,559,084	8,289,838	7,403,497	7,085,564	1,352,701	28,690,684
Balance at December 31, 2022	6,886,147	8,243,096	7,708,378	8,170,629	1,927,896	32,936,146
Balance at December 31, 2023	356,280	9,751,984	7,984,150	8,445,205	1,914,156	28,451,775
Balance at December 31, 2024[(1)]	300,000	6,500,000	7,900,000	8,700,000	1,980,000	25,380,000

[(1)] Projected (used end of Sep)

Long-Range Financial Plan

The importance of a Long-Range Financial Plan has become increasingly apparent during the recent COVID-19 pandemic. The Authority financially sustained itself as a result of long term financial planning that included the maintenance of operating reserves and prudent financial management.

Above all else, the safety of the airport's passengers, employees and visitors is foremost. Thereafter, the Strategic Plan comes into play with the Long Term Financial Plan which includes; maintain at least 125% coverage of net revenues, maintain it s A2/A bond rating, and, maintain a minimum two-month operating reserve. The Authority also has its obligations under Airport Improvement Program to maintain a financially self-supporting, as possible, entity.

The major assumption is an inflation rate of approximately 2.5% percent for both Operating Revenue and Operating Expenses.

As follows is the Authority's three (3) year Long Term Financial Plan:

Airport

	Enplane.	Operating Revenues	Operating Expenses	Operating Profit	Non Operating Revenue and Expenses	Debt Service	Net Capital Contribution/ Expenditure	Total
2022	1,289,254	$42,358,189	($30,543,367)	$11,814,822	$5,389,998	($10,020,200)	($3,518,570)	$3,666,050
2023	1,340,000	45,962,391	(33,645,284)	12,317,107	9,035,127	(10,022,649)	(9,396,493)	1,933,091
2024	1,460,000	50,892,135	(40,097,302)	10,794,833	5,950,600	(9,933,400)	(4,119,728)	2,692,305
2025	1,490,000	53,525,406	(43,191,673)	10,333,733	7,184,300	(9,916,250)	(289,274)	7,312,509
2026	1,525,000	54,863,541	(44,487,423)	10,376,118	6,200,000	(9,940,000)	-	6,636,118
2027[1]	1,550,000	56,235,129	(45,822,046)	10,413,083	6,200,000	(2,963,500)	-	13,649,583
2028	1,575,000	57,641,008	(47,196,707)	10.444.301	6,200,000	(2,967,550)	-	13,676,751

Fixed Based Operator (FBO)

	JetA Gallons							
2022	1,050,000	12,506,121	(9,807,390)	2,698,731	-	-	-	2,698,731
2023		12,361,731	(10,504,276)	1,857,455	-	-	-	1,857,455
2024	1,400,000	12,889,430	(10,476,951)	2,412,480	-	-	-	2,412,480
2025	1,500,000	12,889,430	(11,286,600)	1,602,830	-	-	-	1,602,830
2026	1,525,000	13,276,113	(11,625,198)	1,650,915	-	-	-	1,650,915
2027	1,550,000	13,674,396	(11,973,954)	1,700,442				1,700,442
2028	1,575,000	14,084,628	(12,333,172)	1,751,456				1,751,456

Total

2022	54,864,310	(40,350,757)	$14,513,553	5,389,998	($10,020,200)	($3,518,570)	$ 6,364,781
2023	57,323,984	(41,965,133)	15,358,851	6,290,692	(10,022,650)	(972,127)	10,654,766
2024	63,781,565	(50,574,253)	13,207,312	5,950,600	(9,933,400)	(4,119,728)	5,104,785
2025	66,414,836	(54,478,273)	11,936,563	6,200,000	(9,916,250)	(289,274)	7,931,039
2026	68,139,654	(56,112,621)	12,027,033	6,200,000	(9,940,000)	-	8,287,033
2027	69,909,525	(57,796,000)	12,113,525	6,200,000	(2,963,500)	-	15,350,025
2028	71,725,636	(59,529,879)	12,195,757	6,200,000	(2,967,550)		15,428,207

[1] Decrease in Operating Revenue is attributed to the decrease in debt service that is reflected in the Rates & Charges

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DEPARTMENT / COST CENTER

REVENUES - AIRPORT
EXPENSES - AIRPORT

FIXED BASE OPERATOR
REVENUES and EXPENSES

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Airport Operating Revenues				
03 Airfield	$6,469,881	$11,712,088	$12,587,956	$12,052,463
07 Terminal	3,510,123	7,120,268	6,731,220	8,970,296
11 Ground Transportation	17,907,219	19,129,975	18,667,023	19,713,795
15 Concessions	9,544,485	9,653,379	9,696,804	9,509,223
23 Other	3,436,766	3,276,424	3,096,973	3,279,629
25 CARES/CHRSSA Act	5,093,917	-	-	-
	45,962,391	50,892,135	50,779,975	53,525,406
Airport Operating Expenses				
Salaries Expense	(10,665,713)	(12,886,585)	(11,256,166)	(13,946,658)
Other Employee Expenses	(5,334,119)	(6,736,418)	(5,583,370)	(6,655,073)
Utilities	(2,444,472)	(3,325,301)	(2,253,524)	(2,903,498)
Purchased Services	(6,521,264)	(7,733,576)	(8,552,848)	(10,162,173)
Material & Supplies	(5,732,033)	(5,804,525)	(5,300,487)	(6,054,576)
Office/Administration	(2,531,947)	(2,695,404)	(2,615,129)	(2,558,695)
Non-Capital Equipment	(415,736)	(915,650)	(396,155)	(911,000)
	(33,645,284)	(40,097,461)	(35,957,679)	(43,191,673)
	12,317,107	10,794,674	14,822,296	10,333,733
FBO Revenues				
	12,361,731	12,889,430	11,409,417	12,889,430
Cost of Good Sold (FBO)	(5,882,583)	(5,733,158)	(4,834,226)	(5,733,158)
	6,479,148	7,156,273	6,575,191	7,156,273
FBO Expenses				
Salaries Expense	(1,969,945)	(2,056,549)	(1,981,719)	(2,532,531)
Other Employee Expenses	(613,091)	(804,801)	(441,564)	(615,360)
Utilities	(117,476)	(102,087)	(98,847)	(114,537)
Purchased Services	(657,754)	(690,818)	(663,620)	(728,139)
Material & Supplies	(782,089)	(628,597)	(787,136)	(1,011,157)
Office/Administration	(354,293)	(346,435)	(416,793)	(364,717)
Non-Capital Equipment	(127,045)	(114,505)	(152,482)	(187,000)
	(4,621,693)	(4,743,793)	(4,542,161)	(5,553,442)
	1,857,455	2,412,480	2,033,030	1,602,831
Other Expenses	-	(800,000)	(144,269)	(600,000)
Other Income	9,035,127	6,750,600	6,450,216	7,784,300
Debt Service	(2,108,163)	(9,933,400)	(8,829,689)	(9,916,250)
Capital Expenditure	(20,442,783)	(143,296,004)	(33,000,000)	(117,477,480)
Contributed Capital	11,046,290	139,176,276	22,500,000	117,188,206
	(2,469,528)	(8,102,528)	(13,023,742)	(3,021,224)
	(2,469,528)	(8,102,528)	(13,023,742)	(3,021,224)
	$11,705,034	**$5,104,625**	**$3,831,584**	**$8,915,340**

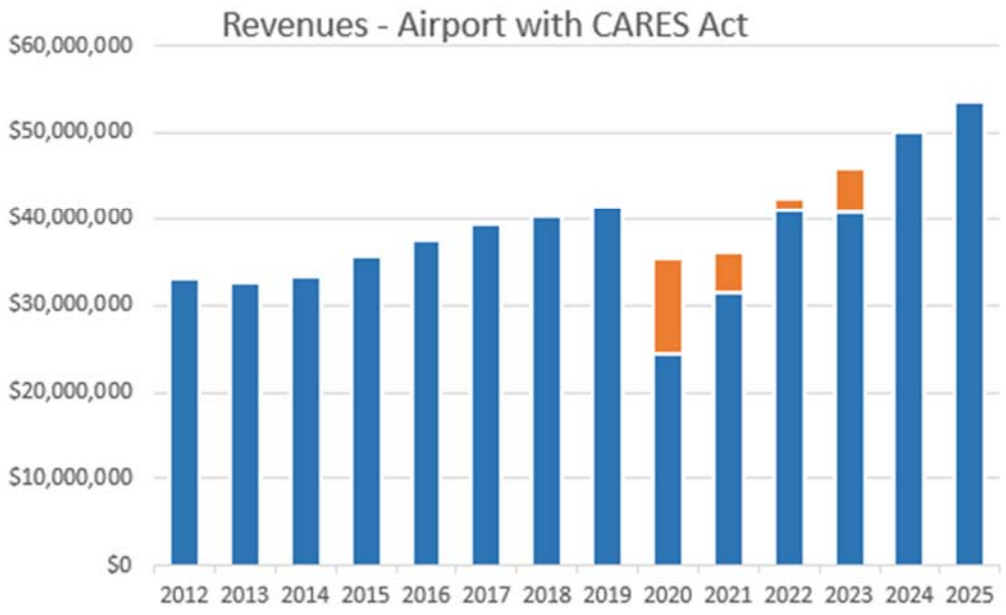
Revenue Sharing provided to the Signatory Airlines is $3,339,536 and $3,418,874 for Projected 2024 and Budget 2025, respectively.

CARES Act funding is shown as an Airport Operating Revenue on this page only. Elsewhere in this document it will be shown as Other Income in Section 5.

Section 2

Operating Revenue - Airport

REVENUE - AIRPORT



	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Operating Revenues				
03 Airfield	6,469,881	11,712,088	12,587,956	12,052,463
07 Terminal	3,510,123	7,120,268	9,440,556	8,970,296
11 Ground Transportation	17,907,219	19,129,975	18,667,023	19,713,795
15 Concessions	9,548,245	9,658,679	9,699,464	9,511,883
23 Other	3,433,006	3,271,124	3,094,313	3,276,969
30 Non Operating	0	0	0	0
	$40,868,474	$50,892,135	$53,489,311	$53,525,406

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Operating Revenues					
03 Airfield					
01010	Landing Fees - Cargo/Signatory	3,639,824	8,430,000	8,498,586	8,619,390
01011	Landing Fees - Cargo/Non-Signatory	75,875	84,360	4,816	47,680
01012	Airfield Revenue Sharing	-	(667,907)	(677,334)	(683,775)
01021	Apron Parking Fees	695,886	990,524	909,675	1,005,383
01035	Glycol Disposal Fee	295,766	301,436	303,594	301,436
01050	Land Rental	300,918	443,911	501,212	363,074
01060	Building Rental	131,830	79,660	76,560	76,965
01065	NE Quad Cargo Facility	713,136	1,100,000	1,315,548	1,341,818
01070	Hangar Rental	586,881	920,104	918,276	950,492
03500	Tenant Maintenance	29,765	30,000	59,689	30,000
		6,469,881	11,712,088	11,910,622	12,052,463
07 Terminal					
02010	Airline Space Rental	464,277	6,039,209	5,976,519	7,486,243
02011	Rental of Boarding Bridges	684,897	882,672	845,861	897,387
02012	Baggage Claim Room	1,573,173	2,080,372	1,777,847	2,490,471
02013	Terminal Revenue Sharing	-	(2,671,629)	(2,709,336)	(2,735,099)
02020	Non-Airline Space Rental	171,298	156,135	197,698	199,247
02021	Non-Airline Space Fixed Rental	565,554	579,949	565,554	565,568
02025	Utility Reimbursement	37,380	24,000	35,669	36,920
02030	Non Signatory Per Turn Fee	9,394	9,000	5,648	9,000
03500	Tenant Maintenance	4,150	20,559	35,760	20,559
		3,510,123	7,120,268	6,731,220	8,970,296
11 Ground Transportation					
03010	Short Term Parking	1,216,098	1,282,500	1,048,449	1,072,800
03011	Long Term Parking	13,943,381	15,000,000	14,562,753	15,391,700
03013	Economy Parking	2,161,789	2,265,750	2,538,387	2,607,500
03014	Employee Parking	44,081	45,160	27,260	35,600
03015	Lost Card Fees-Employees	700	-	600	-
03017	Short & Over	491	-	551	-
03020	Contract Taxi	817	998	-	998
03021	Limousines	7,817	12,968	-	12,968
03022	Hotels	15,600	15,600	-	15,600
03024	Off-Airport Parking Facilities	156,683	171,000	161,422	208,600
03027	TNCs	359,763	336,000	327,601	368,030
		17,907,219	19,129,975	18,667,023	19,713,795
15 Concessions					
02051	Rental Car Concession	6,332,799	6,555,000	6,802,051	6,511,300
02052	Food & Beverage Concession	1,435,220	1,453,500	1,411,253	1,490,000
02053	Retail Concession	1,251,945	1,083,000	971,859	953,600
02054	Advertising	-	-	(5,733)	-
02056	Vending Machine Concession	18,452	19,208	12,837	14,900
02057	Baggage Cart Concession	15,782	14,000	15,191	14,900
02062	Operating Permits	334,683	351,072	345,749	348,420
02063	Internet & Cable Access	3,760	5,300	2,660	2,660
02064	ATM Income	20,971	14,000	14,480	14,598
02100	Telephone - Monthly Service	51,098	51,126	44,756	49,032
02105	Telephone - Monthly Usage	1,506	-	1,156	-
02200	Antennae Space Rentals	82,030	112,473	83,206	112,473
		9,548,245	9,658,679	9,699,464	9,511,883

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
23 Other					
01055	Control Tower Rental	775,144	794,525	702,797	806,376
01070	Hanger Rental NYS Executive Hanger	1,123,083	1,123,083	1,123,083	1,123,083
01071	Hangar Maintenance NYS Executive Ha	124,000	124,000	124,000	124,000
01075	Eclipse Hangar Rental	313,884	-	-	-
03040	Garage Space Rent	90,551	86,249	86,251	89,702
03050	Garage Kiosk Rent	21,600	21,600	21,600	21,600
03100	T-Hangar Rentals	153,068	186,360	169,083	176,328
03200	Tie Downs	2,306	1,586	1,633	1,586
03300	Industrial Park	544,757	631,365	608,691	617,937
03405	Utility Reimbursements	166,210	165,000	136,294	165,000
03410	Reimbursement of Property Taxes	50,284	25,357	52,325	25,357
03500	Tenant Maintenance	9,736	2,000	-	2,000
09001	Fingerprinting	37,299	25,000	39,071	39,000
09005	Miscelleneous Income	16,327	80,000	18,578	80,000
09007	Purchasing Proposals	170	-	-	-
09008	Ebay/Scrap/Equipment Sales	4,587	5,000	10,907	5,000
		3,433,006	3,271,124	3,094,313	3,276,969
		$40,868,474	$50,892,135	$50,102,641	$53,525,406

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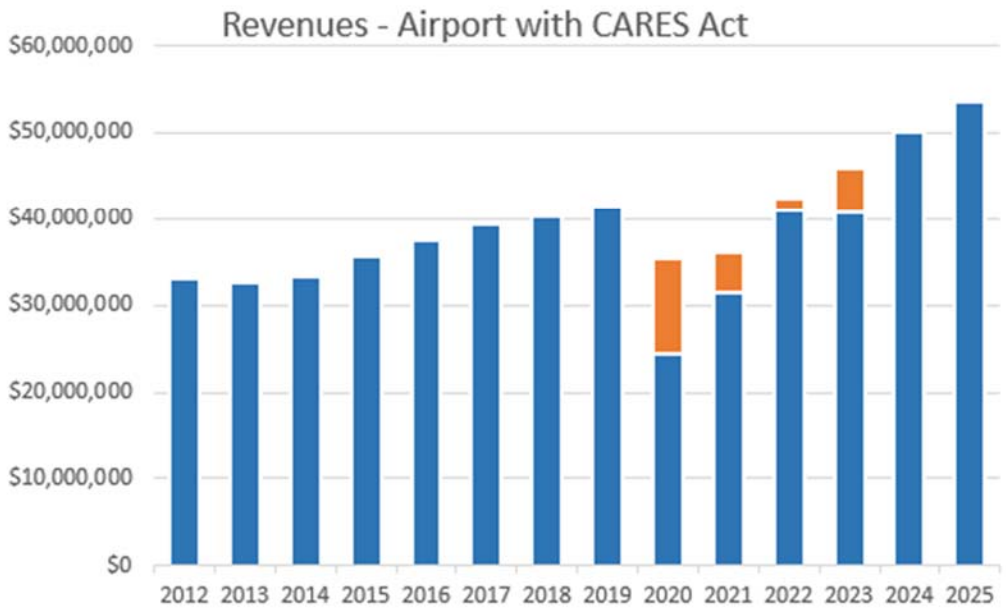
Section 3

Operating Expenses - Airport

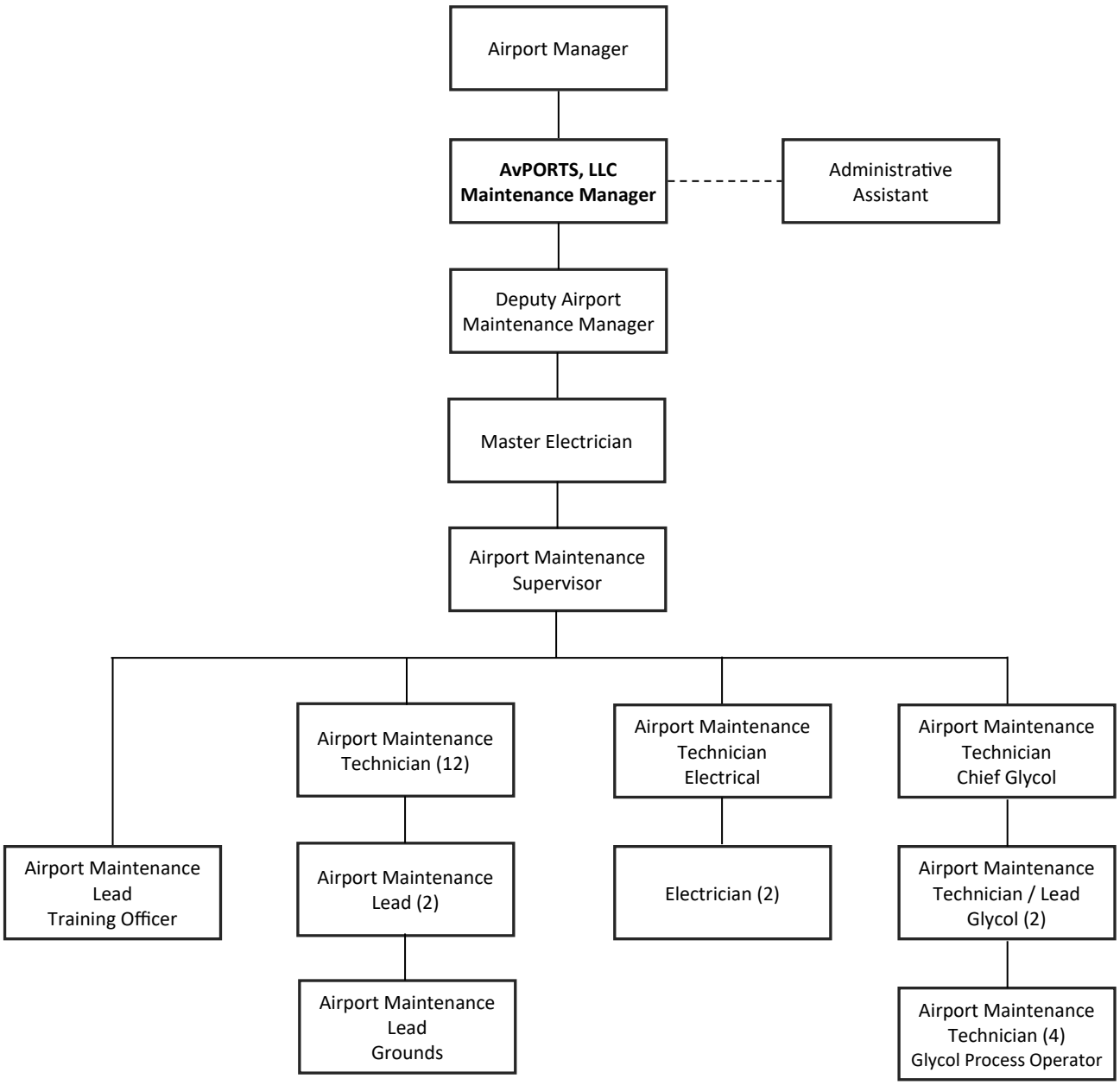
REVENUE - AIRPORT



		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Airport Operating Expenses					
10	Airfield	4,239,381	5,094,197	4,250,208	4,976,463
20	Terminal	6,761,123	7,843,180	8,042,181	10,451,651
21	Loading Bridges	393,137	428,269	391,743	434,704
30	Parking	3,830,766	4,754,360	4,091,115	4,968,061
32	Landside	1,914,939	1,646,486	2,047,819	1,621,987
41	OPERATIONS	1,351,530	3,043,293	1,552,112	2,078,808
42	ARFF	2,979,834	3,552,837	2,980,283	4,259,923
43	Security	3,254,029	3,510,499	3,286,023	3,740,675
50	Vehicle Maintenance	1,885,366	2,176,748	1,738,856	2,408,380
59	Airport Management Admin	1,434,422	1,943,922	1,876,880	2,321,919
71	Authority Administration	5,600,758	6,103,668	5,700,458	5,929,100
		$33,645,284	**$40,097,461**	**$35,957,679**	**$43,191,673**

Airport Operating Expenses					
34	Salaries Expense	10,665,713	12,886,585	11,256,166	13,946,658
35	Other Employee Expenses	5,334,119	6,736,418	5,583,370	6,655,073
36	Utilities	2,444,472	3,325,301	2,253,524	2,903,498
37	Purchased Services	6,521,264	7,733,576	8,552,848	10,162,173
38	Material & Supplies	5,732,033	5,804,525	5,300,487	6,054,576
39	Office/Administration	2,531,947	2,695,404	2,615,129	2,558,695
41	Non-Capital Equipment	415,736	915,650	396,155	911,000
		$33,645,284	**$40,097,461**	**$35,957,679**	**$43,191,673**

10 AIRFIELD


Airport Manager
AvPORTS, LLC Maintenance Manager
Administrative Assistant
Deputy Airport Maintenance Manager
Master Electrician
Airport Maintenance Supervisor
Airport Maintenance Technician (12)
Airport Maintenance Technician Electrical
Airport Maintenance Technician Chief Glycol
Airport Maintenance Lead Training Officer
Airport Maintenance Lead (2)
Electrician (2)
Airport Maintenance Technician / Lead Glycol (2)
Airport Maintenance Lead Grounds
Airport Maintenance Technician (4) Glycol Process Operator

10 AIRFIELD
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions					
	Administration					
	MFZ-Airport Maintenance Manager	10-01	1	1	1	1
Request	MFZ-Master Electrician	10-01	-	-	-	1
	MFZ-Airport Maintenance Supervisor	10-01	1	1	1	1
	MFZ-Deputy Maintenance Manager	10-01	1	1	1	1
	RAC-Administrative Assistant .5 Airfield and .5 Admin	10-01	1	1	1	1
			4	**4**	**4**	**5**
	Airfield					
	MFZ-Airport Maintenance Lead - Airfield	10-03	2	2	2	2
	MFZ-Airport Maintenance Lead - Grounds	10-03	1	1	1	1
	MFZ-Airport Maintenance Tech - Airfield Training Officer	10-03	1	1	1	1
	MFZ-Airport Maintenance Tech - Airfield	10-03	7	4	6	7
Vacancy	MFZ-Airport Maintenance Tech - Airfield	10-03	6	9	7	5
			17	**17**	**17**	**16**
	Electrical					
Vacancy	MFZ-Airport Maintenance Tech - Electrical	10-05	1	1	1	1
Vacancy	MFZ-Electrician	10-05	2	2	2	2
			3	**3**	**3**	**3**
	Glycol					
	MFZ-Airport Maintenance Tech - Chief Glycol	10-07	1	1	1	1
	MFZ-Airport Maintenance Tech Lead - Glycol	10-07	1	1	-	1
Vacancy	MFZ-Airport Maintenance Tech Lead - Glycol	10-07	-	1	1	1
	MFZ-Airport Maintenance Tech - Glycol Process Operator	10-07	-	2	2	2
Request	MFZ-Airport Maintenance Tech - Glycol Process Operator	10-07	-	-	-	1
Vacancy	MFZ-Airport Maintenance Tech - Glycol Process Operator	10-07	-	-	1	-
			2	**5**	**5**	**6**
			26	**29**	**29**	**30**
			26	**29**	**29**	**30**

10 AIRFIELD

10

Overview

This cost center includes the salaries and benefits for the airfield maintenance workers and the direct costs associated with the maintenance and repaires of all areas inside the Air Operations Area (AOA), which includes the runways, taxiways and ramp areas. This cost center also includes the expenses for the glycol containment system and all maintenance and repairs for airside buildings including the airfield/vehicle maintenance facility.

Manager: Ray Camilli - AvPORTS LLC

Rates & Charges Allocation: Direct; cost bore by Signatory Airlines.

Goals / Objectives / Performance Measures:
1. Runway incidents, 0
2. SPEDES Permit Sactions, 0

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 1,277,180	$ 1,748,190	$ 1,429,616	$ 1,887,079
Other Employee Expenses	546,997	737,967	566,641	693,904
Utilities	191,706	266,691	157,379	266,691
Purchased Services	423,091	426,615	431,517	429,155
Material & Supplies	1,173,506	1,345,450	1,121,740	1,231,990
Office/Administration	579,636	419,284	399,970	417,644
Non-Capital Equipment	47,263	150,000	143,344	50,000
	$ 4,239,381	**$ 5,094,197**	**$ 4,250,208**	**$ 4,976,463**

10 AIRFIELD 10

Account Summary

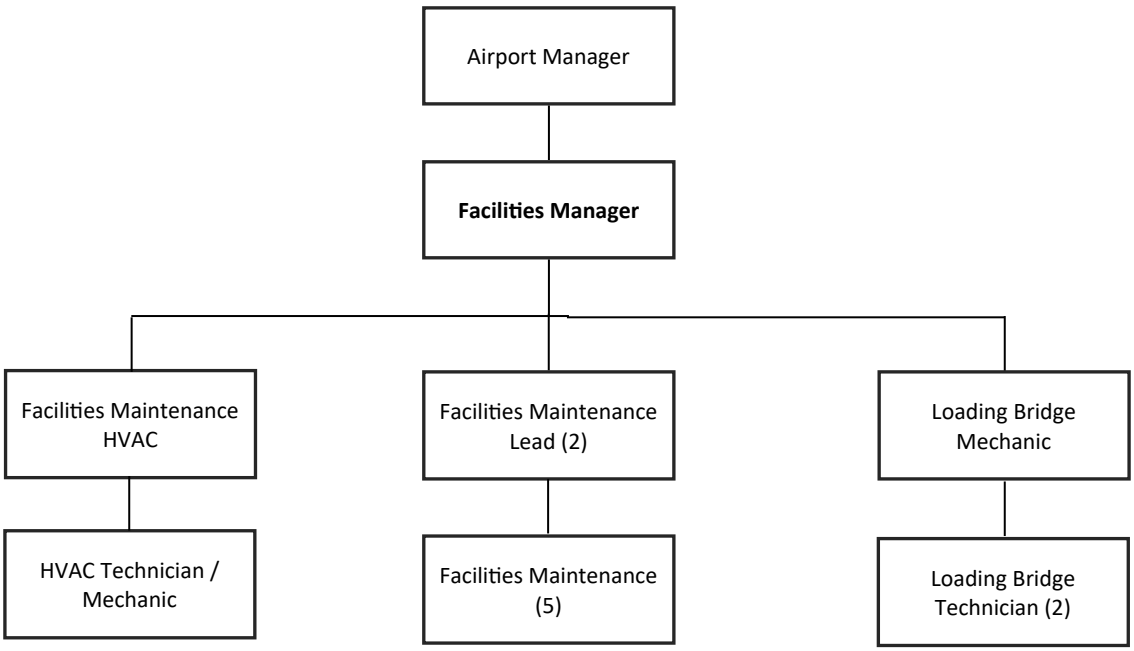
			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 1,102,530	$ 1,488,690	$ 1,165,490	$ 1,595,839
	11005	Part Time/Seasaonal Salaries	27,316	30,319	20,763	36,116
	12010	Overtime 1.5	121,848	193,784	188,914	190,125
	12020	Overtime 2.0	25,486	35,397	54,450	65,000
			1,277,180	1,748,190	1,429,616	1,887,079
35	**Other Employee Expenses**					
	21000	Social Security	97,205	133,737	97,280	152,822
	22000	Health Insurance	291,002	400,506	322,073	325,438
	25000	Uniforms & Laundry	6,024	12,844	8,518	12,844
	25005	Uniform Purchases	1,475	5,500	7,651	5,500
	26010	Disability Insurance	31,757	15,679	26,742	42,661
	26020	Unemployment Insurance	6,770	28,018	2,756	10,239
	26030	Workers Compensation	76,574	102,270	65,618	91,893
	29001	TBI Retirement	36,190	39,414	36,002	52,508
			546,997	737,967	566,641	693,904
36	**Utilities**					
	31000	Electric	186,993	264,000	153,757	264,000
	33000	Natural Gas	780	291	934	291
	34000	Sewer	1,274	1,200	2,003	1,200
	35000	Water	888	1,200	685	1,200
	36020	Telephone Repairs	1,771	-	-	-
			191,706	266,691	157,379	266,691
37	**Purchased Services**					
	42060	Property Insurance	27,835	34,212	30,010	32,753
	42095	Insurance Claims	-	500	-	500
	44005	Perimeter Security	370,306	351,894	385,767	351,894
	45000	Janitorial Services	8,591	11,004	-	24,004
	45010	Refuse Removal Services	3,254	5,004	2,644	5,004
	47010	GIS Services	13,106	24,000	2,496	15,000
	49020	Engineering Service	-	-	10,600	-
			423,091	426,615	431,517	429,155

10 AIRFIELD 10

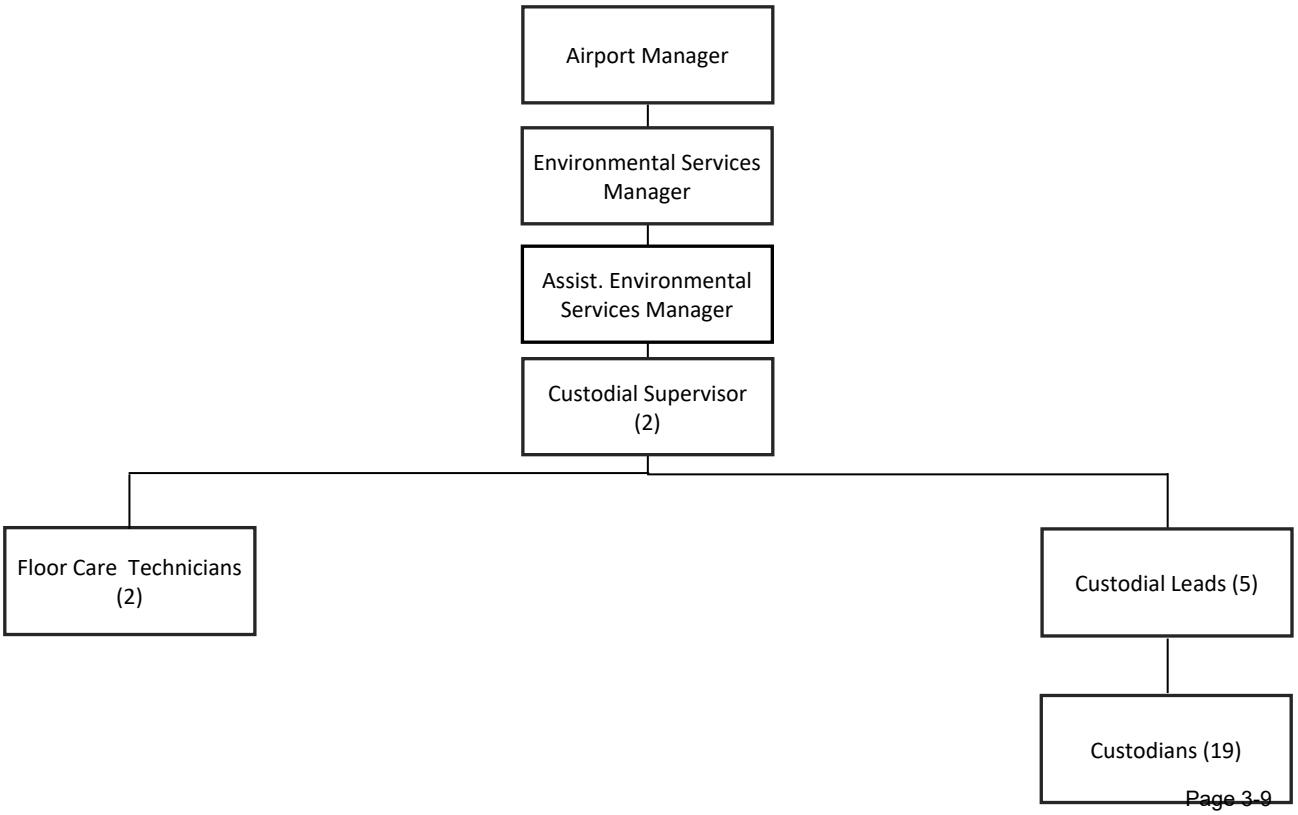
Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
38	**Material & Supplies**					
	51010	Fencing	207	8,000	32,428	8,000
	51011	Airfield Lighting	96,233	110,000	147,159	110,000
	51013	Runway Repairs	-	-	210,982	-
	51014	Pavement Repairs	-	7,500	-	7,500
	51015	Apron Maintenance	66,735	59,000	93,109	59,000
	51016	Runway Painting	23,303	25,000	20,178	25,000
	51017	Airfield Shop Supplies	30,094	22,500	29,624	22,500
	51018	Airfield Shop Tools	2,228	-	-	-
	51019	Snow Removal Supplies	299,525	370,000	17.771	250,000
	51020	Rubber Removal	49,779	90,000	66.371	90,000
	51052	Wastewater Conveyance	7,500	7,500	6,667	7,500
	51053	Electric	135,152	200,000	100,692	200,000
	51054	Sewer District Charges	5,000	5,000	-	5,000
	51055	Water District Charges	23,220	25,000	29,664	25,000
	51057	System Maintenance & Repairs	273,039	220,000	260,051	220,000
	52010	Alarm & PA Systems	-	1,000	373	1,000
	52031	Electrical Repairs & Supplies	19,714	10,000	10,790	10,000
	52033	HVAC	8,914	-	-	5,000
	52034	Roof	-	2,500	-	2,500
	52035	Plumbing Repairs & Supplies	-	1,000	4,098	2,000
	52037	Pest Control	475	450	284	990
	52050	US Customs	749	1,000	1.690	1,000
	52060	Building Maintenance	65,441	25,000	17.378	25,000
	52062	Janitorial Supplies	1,445	-	-	-
	53010	Landscaping	8,828	2,500	-	2,500
	53040	Sign Expense	900	2,500	1,748	2,500
	53045	Catch Basin Maintenance	-	10,000	393	10,000
	53050	Snow Removal Services	11,432	100,000	18,860	100,000
	53060	Dump Fees - Landfill	2,971	5,000	131	5,000
	53071	Wildlife Hazard Management	35,039	35,000	51,298	35,000
	53078	Liquid Waste Disposal	5,584	-	-	-
			1,173,506	1,345,450	1,121,740	1,231,990
39	**Office/Administration**					
	55010	Office Equipment Rental	659	600	1,670	600
	55012	Office Equipment Service Agreement	574	524	799	524
	55014	Computer Systems	1,432	2,000	-	2,200
	55016	Computer Equipment	1,880	4,260	4,753	6,050
	55020	Office Furniture & Fixtures	-	-	37	-
	55060	Office Supplies	1,290	2,000	777	2,000
	66010	Training / Travel	-	6,050	113	2,420
	66040	Licenses & Permits	2,445	3,850	147	3,850
	66080	Airline Incentive Expenses	571,357	400,000	391,674	400,000
			579,636	419,284	399,970	417,644
41	**Non-Capital Equipment**					
	83000	Equipment	47,263	150,000	143,344	50,000
	Non Capital / Contingency		47,263	150,000	143,344	50,000
			$ 4,239,381	**$ 5,094,197**	**$ 4,250,208**	**$ 4,976,463**

20 TERMINAL / FACILITIES



20 TERMINAL / CUSTODIAL



20 TERMINAL
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
Full Time Positions						
	Custodial					
	MFZ-Environmental Services Manager	20-03	1	1	1	1
Vacancy	MFZ-Environmental Services Assistant Manager	20-03	-	-	1	1
	MFZ-Custodial Supervisor	20-03	1	-	-	2
Vacancy	MFZ-Custodial Supervisor	20-03	1	2	2	-
	MFZ-Custodial Lead	20-03	4	5	5	5
	MFZ-Airport Custodian	20-03	16	23	19	16
	MFZ-Airport Tower/Custodian	20-03	2	2	-	-
	RAC-Floor Care Technician	20-03	2	2	2	2
Vacancy	MFZ-Airport Custodian	20-03	2	-	-	3
			29	**35**	**30**	**30**
	Facilities					
	MFZ-Facilities Manager	20-05	1	1	1	1
	MFZ-Facilities Maintenance Coordinator	20-05	1	1	1	1
	MFZ-Assistant Facilities Manager (Deleted in Budget 2025)	20-05	-	-	-	-
Vacancy	MFZ-Assistant Facilities Manager	20-05	-	-	1	-
	MFZ-Facilities Maintenance Lead	20-05	2	2	2	2
	MFZ-Facilities Maintenance Lead - HVAC	20-05	1	1	1	1
Request	MFZ-Facilities Maintenance - HVAC Technician/Mechanic	20-05	-	-	-	1
	MFZ-Facilities Maintenance Technician	20-05	5	5	4	5
Vacancy	MFZ-Facilities Maintenance Technician	20-05	-	-	1	-
			10	**10**	**11**	**11**
	Administration					
	JPR-Longevity	50-01	-	-	-	-
			-	**-**	**-**	**0**
			39	**45**	**41**	**41**
			39	**45**	**41**	**41**

20 TERMINAL

20

Overview

This department includes the salaries and benefits for the terminal maintenance and custodial staff. Also included, are all the direct costs associated with the daily maintenance and repairs of the terminal building. Expeditures include utilities, commun ication systems, window washing, elevator service, HVAC, electrical , plumbing, baggage systems, cleaning supplies, and the contracted services for the carpet, slate , and terrazzo floor maintenance.

Manager: Facilities - Kevin Hehir - AvPORTS, LLC
Custodial - David Collins - AvPORTS, LLC

Rates & Charges Allocation: Direct; costs bore by Signatory Airlines

Goals / Objectives / Performance Measures:
1. Limit overtime (% of salaries & wages) 7.1%
2. OSHA recordable accidents, 0
3. Response to workorders, 12 hours

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 1,628,103	$ 1,754,575	$ 1,804,681	$ 2,194,929
Other Employee Expenses	787,964	963,107	790,856	938,908
Utilities	1,267,581	1,716,405	1,166,779	1,356,081
Purchased Services	1,689,382	1,985,801	3,171,636	4,182,022
Material & Supplies	1,294,276	1,294,222	1,039,507	1,567,072
Office/Administration	77,841	129,070	68,722	212,640
Non-Capital Equipment	15,974	-	-	-
	$ 6,761,123	**$ 7,843,180**	**$ 8,042,181**	**$ 10,451,651**

20 TERMINAL 20

Account Summary

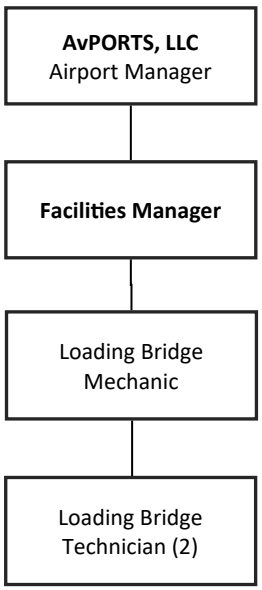
			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 1,438,661	$ 1,632,902	$ 1,614,588	$ 2,024,888
	11005	Part Time/Seasaonal Salaries	44,355	-	46,200	-
	12010	Overtime 1.5	144,640	120,826	143,838	169,041
	12020	Overtime 2.0	447	847	55	1,000
			1,628,103	1,754,575	1,804,681	2,194,929
35	**Other Employee Expenses**					
	21000	Social Security	115,883	116,022	118,001	184,359
	22000	Health Insurance	468,856	600,759	464,667	498,533
	25000	Uniforms & Laundry	11,149	22,453	15.795	25,000
	25005	Uniform Purchases	1,007	3,300	3.822	3,300
	26010	Disability Insurance	31,099	26,192	35.347	36,042
	26020	Unemployment Insurance	12,926	41,575	8,981	21,201
	26030	Workers Compensation	99,302	102,643	88,269	111,070
	29001	TBI Retirement	47,742	50,164	55,974	59,402
			787,964	963,107	790,856	938,908
36	**Utilities**					
	31000	Electric	997,354	1,428,000	836,868	900,000
	33000	Natural Gas	132,700	178,045	139,535	178,045
	34000	Sewer	13,279	30,000	76,942	120,000
	35000	Water	111,473	71,000	90,251	140,000
	36020	Telephone Repairs	9,885	-	15,904	-
	36060	Cable Television	2,891	9,360	7,279	18,036
			1,267,581	1,716,405	1,166,779	1,356,081
37	**Purchased Services**					
	42060	Property Insurance	104,148	108,500	128.922	145,047
	42095	Insurance Claims	17	10,000	-	10,000
	44005	Perimeter Security	502,069	423,651	1,859,237	2,132,000
	45000	Janitorial Services	768,789	833,164	618,282	1,223,164
	45010	Refuse Removal Services	84,663	76,811	91,196	139,811
	46012	Artistic Exhibits	77,086	101,675	99,394	100,000
	46020	Passenger Info Booth	128,373	132,000	114,109	132,000
	49020	Engineering Services	4,688	-	21,234	-
	49070	Other Professional Services	19,549	300,000	239,262	300,000
			1,689,382	1,985,801	3,171,636	4,182,022

20 TERMINAL 20

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
38	**Material & Supplies**					
	52010	Alarm & PA Systems	60,055	50,000	76,148	50,000
	52020	Baggage System	47,441	45,000	37,999	50,000
	52031	Electrical Repairs & Supplies	186,944	180,000	120,623	180,000
	52032	Elevator Repairs & Supplies	79,872	90,000	18,759	100,000
	52033	HVAC	68,967	100,000	99,091	165,000
	52034	Roof	5,719	6,000	-	6,000
	52035	Plumbing Repairs & Supplies	80,270	80,000	33,781	80,000
	52036	Automatic Door Repairs & Supplies	7,828	8,000	10.316	10,000
	52037	Pest Control	34,518	40,000	49.403	60,000
	52060	Building Maintenance	341,886	350,000	344.359	350,000
	52061	Building Materials	6,267	-	-	-
	52062	Janitorial Supplies	247,272	216,122	178,715	343,122
	52063	Window Washing	36,247	50,000	36,809	100,000
	52075	Advertising Displays	7,753	-	-	-
	52080	Sign Expense	28,326	-	22,526	-
	52090	Flight Information Displays	18,819	34,100	(19,507)	29,950
	53010	Landscaping	32,673	40,000	29,814	40,000
	53030	Pavement Repairs	782	-	-	-
	53060	Dump Fees - Landfill	1,575	2,000	672	2,000
	53070	Hazardous Waste Management	1,061	-	-	-
	54011	Diesel Fuel	-	3,000	-	1,000
			1,294,276	1,294,222	1,039,507	1,567,072
39	**Office/Administration**					
	55010	Office Equipment Rental	1,301	820	2,722	820
	55014	Computer Systems	595	10,100	10,363	14,200
	55015	Hardware/Software Maint Agreements	36,427	83,180	24,496	139,520
	55016	Computer Equipment	38,613	32,150	29,199	56,100
	55030	Printed Forms / Letterhead	-	-	208	-
	55060	Office Supplies	904	2,820	1,734	2,000
			77,841	129,070	68,722	212,640
41	**Non-Capital Equipment**					
	83000	Equipment	15,974	-	-	-
	Non Capital / Contingency		15,974	-	-	-
			$ 6,761,123	**$ 7,843,180**	**$ 8,042,181**	**$ 10,451,651**

21 PASSENGER LOADING BRIDGE



21 LOADING BRIDGES
Position Count

		Budget 2022	Budget 2023	Budget 2024	Budget 2025
Full Time Positions					
Passenger Boarding Bridge					
MFZ-Loading Bridge Mechanic	21-03	1	1	1	1
MFZ-Loading Bridge Technician	21-03	1	2	2	2
		2	**3**	**3**	**3**
		2	**3**	**3**	**3**
		2	**3**	**3**	**3**

21 LOADING BRIDGES

Overview

This department includes the maintenance expenses and related debt service payments associated with fourteen loading bridges. Revenues are collected in amounts sufficient to offset any expenses the Authority incurs.

Manager: Kevin Hehir, AvPORTS, LLC

Rates & Charges Allocation: Direct; costs bore by Signatory Airlines.

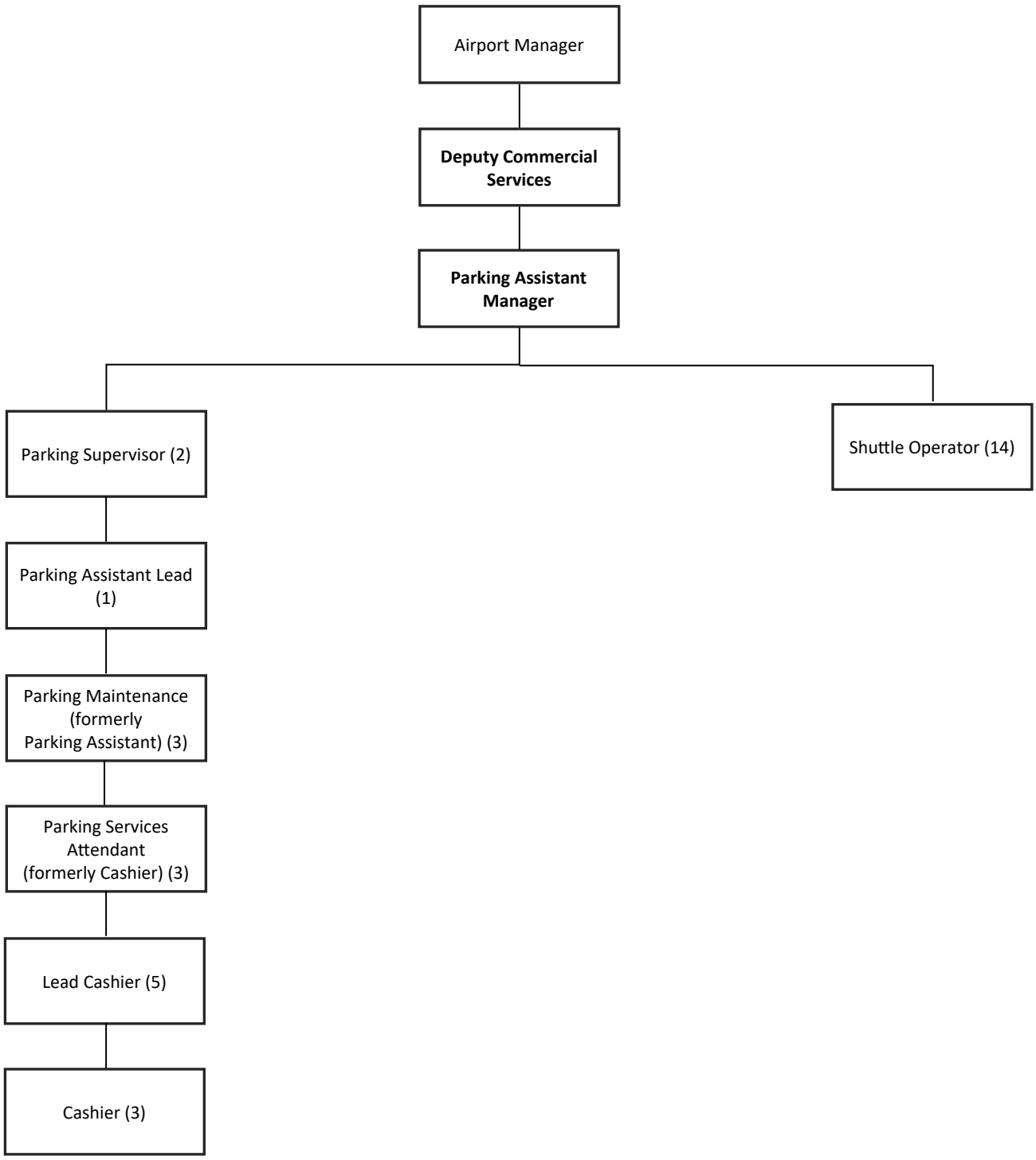
Goals / Objectives / Performance Measures:
1. Response to Passenger Load Bridge outages, 1 hour

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 128,224	$ 154,890	$ 154,673	$ 164,842
Other Employee Expenses	70,550	108,129	94,945	98,113
Utilities	68,250	68,250	60,667	68,250
Purchased Services	-	-	-	-
Material & Supplies	126,112	97,000	81,458	103,500
Office/Administration	-	-	-	-
Non-Capital Equipment	-	-	-	-
	$ 393,137	**$ 428,269**	**$ 391,743**	**$ 434,704**

21 LOADING BRIDGES 21
Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 118,175	$ 136,128	$ 149,351	$ 158,752
	12010	Overtime 1.5	9,771	15,415	5,322	5,445
	12020	Overtime 2.0	277	3,348	-	645
			128,224	154,890	154,673	164,842
35	**Other Employee Expenses**					
	21000	Social Security	8,771	11,849	9,932	12,610
	22000	Health Insurance	48,906	71,048	71,568	68,044
	25000	Uniforms & Laundry	-	5,138	-	2,000
	25005	Uniform Purchases	210	200	280	200
	26010	Disability Insurance	1,939	3,343	2.144	1,746
	26020	Unemployment Insurance	817	2,711	599	953
	26030	Workers Compensation	5,440	9,062	4,553	6,988
	29001	TBI Retirement	4,468	4,778	5,869	5,572
			70,550	108,129	94,945	98,113
36	**Utilities**					
	31000	Electric	68,250	68,250	60,667	68,250
			68,250	68,250	60,667	68,250
37	**Purchased Services**					
			-	-	-	-
38	**Material & Supplies**					
	52010	Alarm & PA Systems	975	1,000	-	1,000
	52031	Electrical Repairs & Supplies	20,401	20,000	10,452	20,000
	52033	HVAC	57,676	1,000	-	2,500
	52060	Building Maintenance	47,060	75,000	71,007	80,000
			126,112	97,000	81,458	103,500
39	**Office/Administration**					
			-	-	-	-
41	**Non-Capital Equipment**					
	Non Capital / Contingency		-	-	-	-
			$ 393,137	**$ 428,269**	**$ 391,743**	**$ 434,704**

30 Parking


Airport Manager
Deputy Commercial Services
Parking Assistant Manager
Parking Supervisor (2)
Shuttle Operator (14)
Parking Assistant Lead (1)
Parking Maintenance (formerly Parking Assistant) (3)
Parking Services Attendant (formerly Cashier) (3)
Lead Cashier (5)
Cashier (3)

30 PARKING
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions					
	Administration					
	MFZ-Deputy, Commercial Services	30-01	1	1	1	1
Request	MFZ-Parking Assistant Manager	30-01	-	-	-	1
	MFZ-Parking Supervisor	30-01	2	1	-	-
Vacancy	MFZ-Parking Supervisor	30-01	1	2	2	2
			4	**4**	**3**	**4**
	Parking					
	MFZ-Parking Assistant Lead	30-03	1	1	1	1
	MFZ-Parking Cashier Lead	30-03	5	5	5	3
Vacancy	MFZ-Parking Cashier Lead	30-03	-	-	1	2
	MFZ-Parking Assistant	30-03	4	4	2	-
	MFZ-Parking Cashier	30-03	10	4	3	3
	MFZ-Parking Maintenance (formerly Parking Assistant)	30-03	-	-	-	3
	MFZ-Parking MaintenanceTechnician	30-03	2	-	-	-
	MFZ-Parking Services Attendant (replaces Cashier)	30-03	-	1	1	1
Vacancy	MFZ-Parking Assistant	30-03	-	-	2	-
Vacancy	MFZ-Parking Services Attendant (replaces Cashier)	30-03	-	2	4	2
			22	**17**	**19**	**15**
	Shuttle					
	MFZ-Shuttle Operator Lead	30-05	-	-	-	-
	MFZ-MFZ-Shuttle Operator w/CDL	30-05	-	-	-	1
	MFZ-Shuttle Detailer	30-05	1	-	-	-
	MFZ-Shuttle Operator non-CDL	30-05	7	6	7	7
	MFZ-Shuttle Operator w/CDL	30-05	5	4	3	3
Request	MFZ-Shuttle Operator w/CDL	30-05	-	-	-	2
Vacancy	MFZ-Shuttle Operator non-CDL	30-05	-	2	2	1
			13	**12**	**12**	**14**
	Administration					
	JPR-Longevity	50-01	-	-	-	1
			-	**-**	**-**	**1**
			39	**33**	**34**	**34**
			39	**33**	**34**	**34**

30 PARKING 30

Overview

This department is used to account for all the cost necessary to maintain the parking garages, the parking lots,and the shuttle buses used between the terminal and economy parking lot. These costs include the salaries and benefits for the parking cashiers, maintenance workers, shuttle bus drivers and detailer, utilities, parking lot equipment maintenance and repair, parking ticket stock, maintenance of the shuttle buses, and snow removal services..

The overall parking capacity is 7,222 parking spaces; Garage North, 1,912; Garage South, 1,000; Long Term, 1,278; Long Term C, 187; Short Term, 222; Economy, 1,217; Overflow, 1,206; and Other, 200.

Manager: Katie Mahoney, AvPORTS, LLC

Rates & Charges Allocation: Direct; 100 percent cost bore by Authority.

Goals / Objectives / Performance Measures:
1. Overtime (percent of salaries), 10.2 percent

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 1,225,887	$ 1,460,833	$ 1,310,454	$ 1,883,274
Other Employee Expenses	523,126	754,209	525,356	699,072
Utilities	368,547	484,450	328,547	484,450
Purchased Services	94,818	146,856	104,589	205,473
Material & Supplies	683,795	871,470	699,315	908,300
Office/Administration	896,634	986,542	974,132	787,492
Non-Capital Equipment	37,960	50,000	148,723	-
	$ 3,830,766	**$ 4,754,360**	**$ 4,091,115**	**$ 4,968,061**

30 PARKING 30

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 981,782	$ 1,175,498	$ 1,022,706	$ 1,633,307
	11005	Part Time/Seasaonal Salaries	14,515	38,349	26,902	58,927
	12010	Overtime 1.5	215,564	238,696	240,753	181,040
	12020	Overtime 2.0	14,025	8,289	20,093	10,000
			1,225,887	1,460,833	1,310,454	1,883,274
35	**Other Employee Expenses**					
	21000	Social Security	87,431	111,281	85,416	147,291
	22000	Health Insurance	315,802	451,203	324,989	390,904
	24000	Medical Exams	-	600	-	600
	25000	Uniforms & Laundry	6,034	25,629	6.490	12,814
	25005	Uniform Purchases	1,749	6,000	2.619	9,500
	26010	Disability Insurance	26,189	25,139	18,352	16,754
	26020	Unemployment Insurance	7,727	39,767	5,312	10,943
	26030	Workers Compensation	48,744	60,284	44,165	65,460
	29001	TBI Retirement	29,450	34,306	38,013	44,806
			523,126	754,209	525,356	699,072
36	**Utilities**					
	31000	Electric	367,317	483,000	327,402	483,000
	35000	Water	375	350	288	350
	36010	Telephone Charges-Local	855	1,100	858	1,100
			368,547	484,450	328,547	484,450
37	**Purchased Services**					
	42060	Property Insurance	75,961	87,500	81,897	116,973
	42095	Insurance Claims	13,851	5,000	-	5,000
	44010	Armored Car Service	5,007	4,356	5.218	6,000
	47000	Special Studies	-	50,000	-	31,500
	49020	Engineering Services	-	-	17,474	46,000
			94,818	146,856	104,589	205,473

30 PARKING 30

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
38	**Material & Supplies**					
	52010	Alarm & PA Systems	33,722	5,000	733	10,000
	52031	Electrical Repairs & Supplies	64,193	35,000	35,264	35,000
	52032	Elevator Repair & Supplies	38,987	25,000	15,118	15,000
	52033	HVAC	-	-	4,532	-
	52034	Roof	-	1,000	-	2,500
	52035	Plumbing Repairs & Supplies	1,726	5,000	7,099	30,000
	52036	Automatic door Repairs & Supplies	568	4,000	1,060	2,000
	52037	Pest Control	640	720	637	1,500
	52060	Building Maintenance	53,043	65,000	175,192	186,550
	52061	Building Materials	-	-	1,899	-
	52063	Window Washing	8,813	10,000	-	15,000
	52080	Sign Expense	779	1,500	1,206	5,000
	53010	Landscaping	-	-	-	2,000
	53020	Fencing	-	1,000	-	1,000
	53030	Pavement Repairs	19,743	80,000	3,776	80,000
	53040	Sign Expense	45,305	10,000	17,696	2,500
	53048	Snow Removal Supplies	30,625	75,000	61,087	80,000
	53050	Snow Removal Services	142,387	250,000	105,693	150,000
	53085	Land Lease	15,435	15,435	13,720	15,435
	54010	Gasoline	83,156	90,000	81,297	90,000
	54011	Diesel Fuel	3,301	7,000	9,716	7,000
	54012	Oil/Grease	-	-	70	-
	54013	Vehicle/Equipment Tires	7,112	12,000	9,689	15,000
	54015	CNG Fuel	4,198	10,000	312	5,000
	54021	Vehicle Repair & Maintenance	23,722	48,000	29,565	40,000
	54022	Vehicle Communications Equip & Repa	919	3,000	-	-
	54030	General Equipment Repair & Maintena	105,420	117,815	123,953	117,815
			683,795	871,470	699,315	908,300
39	**Office/Administration**					
	55010	Office Equipment Rental	1,031	2,400	1,689	1,500
	55012	Office Equipment Service Agreement	350	1,000	490	-
	55014	Computer Systems	814	5,300	399	5,500
	55015	Hardware/Software Maint Support	52,283	86,092	32,075	109,792
	55016	Computer Equipment	3,472	19,500	24,365	25,800
	55020	Office Furniture & Fixtures	-	3,650	2,665	5,000
	55030	Printed Forms / Letterhead	-	2,000	511	1,400
	55031	Parking Ticket Stock	5,324	14,000	10,722	8,500
	55060	Office Supplies	1,225	3,600	2,089	2,000
	66010	Training / Travel	-	6,000	-	3,000
	66060	Credit Card Service Charges	674,217	678,000	777,538	480,000
	66061	EZ Pass Fees	157,918	165,000	121,589	145,000
			896,634	986,542	974,132	787,492
41	**Non-Capital Equipment**					
	83000	Equipment	37,960	50,000	148,723	-
	Non Capital / Contingency		37,960	50,000	148,723	-
			$ 3,830,766	**$ 4,754,360**	**$ 4,091,115**	**$ 4,968,061**

32 LANDSIDE

32

Overview

This department is used to account for expenses of the buildings and properties located outside the Air Opeations Area (AOA) and includes costs to maintain the buildings, properties, and any of the Authoirty's responsibilities under lease agreements within this area.

Rates & Charges Allocation: Direct; 100 percent of the cost is bore by the Authority.

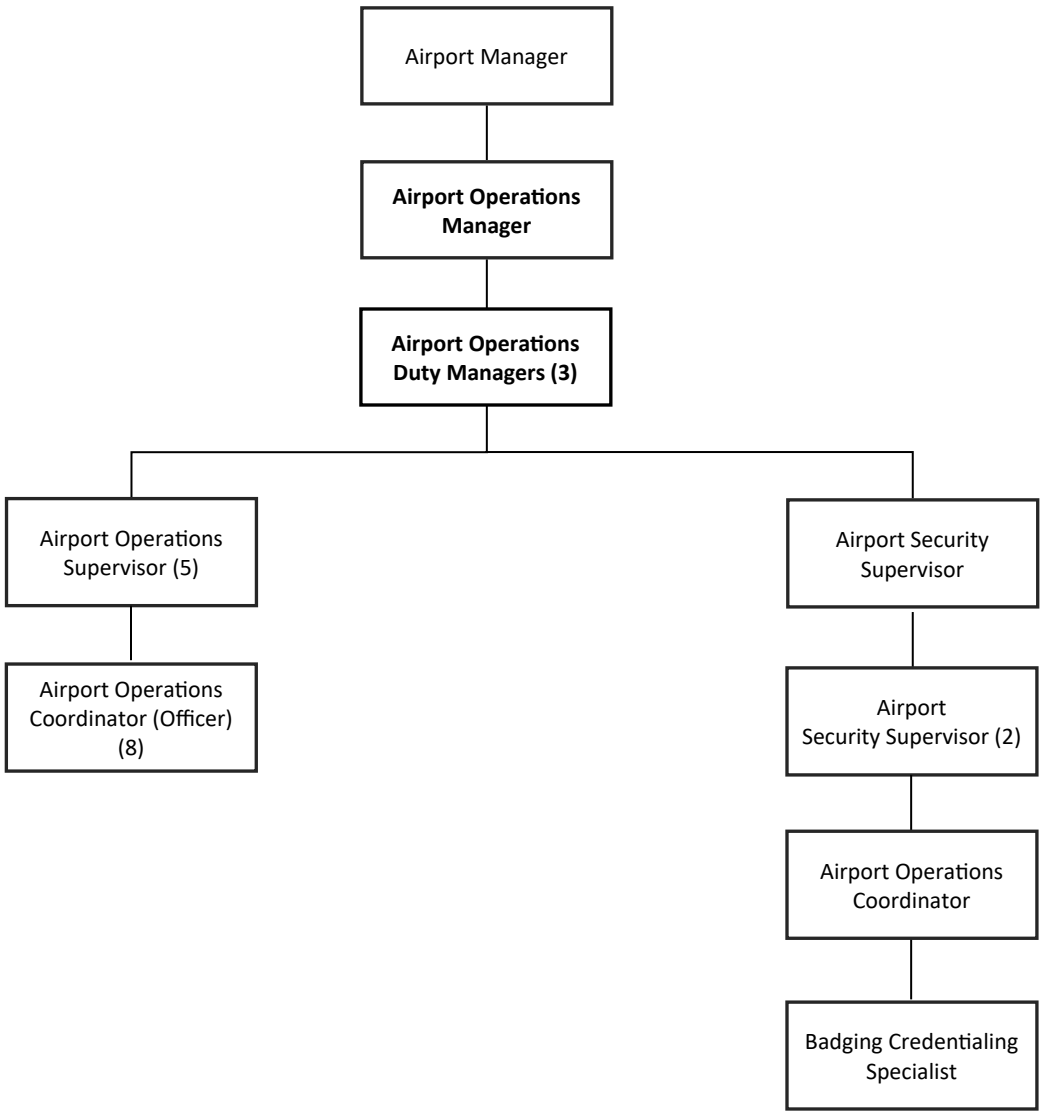
	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ -	$ -	$ -	$ -
Other Employee Expenses	-	-	-	-
Utilities	345,803	475,730	324,935	443,900
Purchased Services	132,258	68,502	177,572	189,363
Material & Supplies	1,361,581	1,061,704	1,412,451	950,724
Office/Administration	47,096	40,550	82,248	38,000
Non-Capital Equipment	28,200	-	50,613	-
	$ 1,914,939	**$ 1,646,486**	**$ 2,047,819**	**$ 1,621,987**

32 LANDSIDE 32

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**		-	-	-	-
35	**Other Employee Expenses**		-	-	-	-
36	**Utilities**					
	31000	Electric	166,513	225,000	163,315	225,000
	33000	Natural Gas	121,974	179,830	102,176	140,000
	34000	Sewer	22,208	40,300	26,137	40,300
	35000	Water	33,768	27,000	31,906	35,000
	36010	Telephone Charges-Local	1,341	3,600	1,400	3,600
			345,803	475,730	324,935	443,900
37	**Purchased Services**					
	42060	Property Insurance	64,730	56,000	69,788	74,863
	44030	Employee Shuttle Service	26,250	12,502	36,667	50,000
	45000	Janitorial Contract	21,531	-	71,117	64,500
	49010	Architectural Services	8,860	-	-	-
	49020	Engineering Services	10,886	-	-	-
			132,258	68,502	177,572	189,363
38	**Material & Supplies**					
	52010	Alarm & PA Systems	30,831	25,000	48,010	25,000
	52031	Electrical Repairs & Supplies	93,420	40,000	42,706	40,000
	52033	HVAC	17,081	50,000	21,166	55,000
	52034	Roof	9,323	15,500	1,626	15,500
	52035	Plumbing Repairs & Supplies	9,925	30,000	31,241	35,000
	52037	Pest Control	5,080	6,204	4,941	13,224
	52051	Control Tower Maintenance	294,232	280,000	455,463	300,000
	52055	Cargo Building Maintenance	11,073	80,000	94,338	80,000
	52060	Building Maintenance	264,807	120,000	100,597	120,000
	52063	Window Washing	2,678	6,000	4,382	18,000
	52080	Sign Expense	-	-	1,206	-
	53010	Landscaping	275,878	161,000	177,436	11,000
	53030	Pavement Repairs	66,664	10,000	617	-
	53040	Sign Repairs	33,569	-	104,548	-
	53041	Traffic Light Repairs	840	5,000	148	5,000
	53045	Catch Basin Maintenance	1,018	-	-	-
	53048	Snow Removal Supplies	31,554	50,000	4,190	50,000
	53050	Snow Removal Contract Svces	32,175	28,000	10,484	28,000
	53051	NYS Police Hangar Maintenance	124,000	125,000	247,275	125,000
	53078	Liquid Waste Disposal	-	-	5,380	-
	53090	T-Hangar Maintenance	57,433	30,000	56,699	30,000
			1,361,581	1,061,704	1,412,451	950,724
39	**Office/Administration**					
	55014	Computer Systems	-	1,700	-	-
	55016	Computer Equipment	-	850	-	-
	66050	Property Taxes	47,096	38,000	82,248	38,000
			47,096	40,550	82,248	38,000
41	**Non-Capital Equipment**					
	83000	Equipment	28,200	-	50,613	-
	Non Capital / Contingency		28,200	-	50,613	-
			$ 1,914,939	**$ 1,646,486**	**$ 2,047,819**	**$ 1,621,987**

41 OPERATIONS



41 OPERATIONS
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions					
	Administration					
	MFZ-Airport Operations Manager	41-01	1	1	1	1
			1	**1**	**1**	**1**
	Operations					
	MFZ-Airport Operations Duty Manager	41-03	-	-	2	2
	MFZ-Airport Operations Duty Manager (Retro active hired in 2024)	41-03	-	-	-	1
	MFZ-Airport Operations Supervisor	41-03	5	4	5	5
Vacancy	MFZ-Airport Operations Supervisor	41-03	-	1	-	-
	MFZ-Airport Operations Officer	41-03	7	5	6	7
Vacancy	MFZ-Airport Operations Officer	41-03	1	3	2	1
			13	**13**	**15**	**16**
	Security and Badging					
	MFZ-Airport Security Manager	41-05	-	-	-	1
	MFZ-Airport Security Supervisor	41-05	1	1	1	2
	MFZ-Assistant Airport Security Supervisor	41-05	1	2	1	-
	MFZ-Airport Security Officers (TSA NA 2302 Mandate)	41-05	-	-	18	-
	MFZ-Security / Operations Coordinator	41-05	1	1	1	-
Request	MFZ-Badging/Credentialing Specialist	41-05	-	-	1	1
			3	**4**	**22**	**4**
			17	**18**	**38**	**21**
			17	**18**	**38**	**21**

41 OPERATIONS 41

Overview

The Albany International Airport is an Federal Aviation Administration certificated Part 139 Airport. As a Part 139 Airport, it is required to have a command center for the overall day-to-day operations of the airport. This department includes the costs for the 24/7/365 staffing of the command center as well as other Part 139 inspection and enforcement responsiblities.

Manager: James O'Brien, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated 40% Airfield, 30% Terminal, 5% Loading Bridge, 5% Parking, 10% Landside, 5% FBO- Commercial, and 5% FBO- General Aviation.

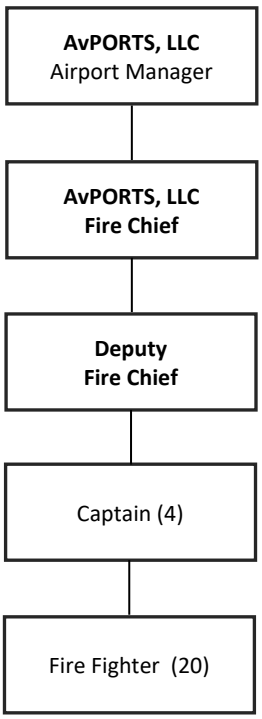
Goals / Objectives / Performance Measures:
1. FAA Part 139 Discrepencies, 6

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 842,852	$ 1,889,832	$ 974,909	$ 1,319,047
Other Employee Expenses	403,386	830,671	454,097	618,511
Utilities	48,744	60,400	51,289	50,400
Purchased Services	-	-	-	-
Material & Supplies	-	-	-	-
Office/Administration	59,522	112,390	71,817	90,850
Non-Capital Equipment	(2,975)	150,000	-	-
	$ 1,351,530	**$ 3,043,293**	**$ 1,552,112**	**$ 2,078,808**

41 OPERATIONS 41
Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 727,305	$ 1,762,432	$ 896,658	$ 1,217,247
	12010	Overtime 1.5	112,403	127,400	77,602	100,800
	12020	Overtime 2.0	3,144	-	649	1,000
			842,852	1,889,832	974,909	1,319,047
35	**Other Employee Expenses**					
	21000	Social Security	58,995	147,223	62,316	112,045
	22000	Health Insurance	254,316	544,983	301,212	384,691
	25000	Uniforms & Laundry	410	1,664	2,368	3,664
	25005	Uniform Purchases	3,104	3,816	-	3,816
	26010	Disability Insurance	19,266	13,956	22.211	25,131
	26020	Unemployment Insurance	5,300	26,210	3.783	8,177
	26030	Workers Compensation	38,267	66,248	32,414	58,584
	29001	TBI Retirement	23,729	26,570	29,794	22,402
			403,386	830,671	454,097	618,511
36	**Utilities**					
	36010	Telephone Charges-Local	7,246	7,600	7,295	7,600
	36030	Telephone-Cellular	41,499	50,000	32,976	40,000
	36060	Cable Television	-	2,800	11,017	2,800
			48,744	60,400	51,289	50,400
37	**Purchased Services**					
			-	-	-	-
38	**Material & Supplies**					
			-	-	-	-
39	**Office/Administration**					
	55010	Office Equipment Rental	586	1,700	1,251	1,700
	55012	Office Equipment Service Agreement	1,194	1,200	1,194	1,200
	55013	Office Equipment Repairs	-	-	100	-
	55014	Computer Systems	26,311	2,800	399	2,900
	55015	Hardware/Software Maintenance Agree	18,037	43,100	44,875	49,900
	55016	Computer Equipment	-	7,050	3,625	4,700
	55020	Office Furniture & Fixtures	973	12,000	2,594	5,000
	55030	Printed Forms / Letterhead	351	300	-	300
	55060	Office Supplies	2,976	2,800	2,433	2,800
	66000	Dues & Subscriptions	4,939	6,150	7,244	7,350
	66010	Training / Travel	4,155	35,290	8,102	15,000
			59,522	112,390	71,817	90,850
41	**Non-Capital Equipment**					
	83000	Equipment	(2,975)	150,000	-	-
	Non Capital / Contingency		(2,975)	150,000	-	-
			$ 1,351,530	**$ 3,043,293**	**$ 1,552,112**	**$ 2,078,808**

42 ARFF


AvPORTS, LLC
Airport Manager
AvPORTS, LLC
Fire Chief
Deputy
Fire Chief
Captain (4)
Fire Fighter (20)

42 ARFF
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions					
	Administration					
	MFZ-ARFF Chief / Safety Manager	42-01	1	1	1	1
Request	MFZ-Deputy ARFF Chief (Retroactive, hired in2024)	42-01	-	-	-	1
			1	**1**	**1**	**2**
	ARFF					
	MFZ-ARFF Captain / Safety Supervisor	42-03	4	4	4	4
	MFZ-ARFF Firefighter / Safety Officer	42-03	16	17	20	20
Vacancy	MFZ-ARFF Firefighter / Safety Officer	42-03	-	1	-	-
			20	**22**	**24**	**24**
			21	**23**	**25**	**26**
			21	**23**	**25**	**26**

42 ARFF

42

Overview

This department is a necessity pursuant to FAA Part 139. Based on the length of the largest aircraft providing service to the Airport, it is classified as Index C. This cost center includes the salaries and benefits for the ARFF employees, all the expenses for ARFF supplies, the maintenance expenses associated with the ARFF facility which includes HVAC, electrical, building maintenance, and the repair and maintenance of the ARFF vehicles and equipment.

Manager: Stephen Dorsey, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated 15% Airfield, 48% Terminal, 1% Loading Bridge, 6% Parking, 24% Landside, 3% FBO- Commercial, and 3% FBO- General Aviation.

Goals / Objectives / Performance Measures:
1. Fire Extinguishers Inspected/Services, 5,750
2. Building Code Inspections, 20
3. FAA ARFF Training Hours, 480

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 1,801,981	$ 1,805,391	$ 1,800,451	$ 2,287,593
Other Employee Expenses	781,522	970,512	818,590	993,796
Utilities	26,622	31,200	21,547	31,200
Purchased Services	8,704	10,500	6,936	13,358
Material & Supplies	227,856	208,929	169,908	316,740
Office/Administration	105,962	130,655	162,851	167,236
Non-Capital Equipment	27,188	395,650	-	450,000
	$ 2,979,834	**$ 3,552,837**	**$ 2,980,283**	**$ 4,259,923**

42 ARFF 42

Account Summary

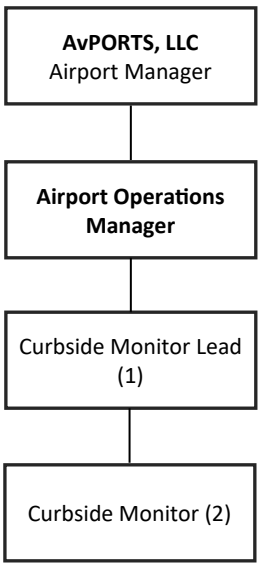
			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 1,502,622	$ 1,676,201	$ 1,502,310	$ 2,027,593
	12010	Overtime 1.5	286,853	127,399	293,186	255,000
	12020	Overtime 2.0	12,506	1,791	4,955	5,000
			1,801,981	1,805,391	1,800,451	2,287,593
35	**Other Employee Expenses**					
	21000	Social Security	132,210	130,859	113,970	164,707
	22000	Health Insurance	396,966	533,492	473,338	519,407
	24000	Medical Exams	2,522	1,500	1,264	26,000
	24005	Physical Fitness Program	-	-	-	5,000
	25000	Uniforms & Laundry	124	-	-	-
	25005	Uniform Purchases	16,659	18,700	10,222	29,500
	26010	Disability Insurance	29,619	20,884	36,347	40,552
	26020	Unemployment Insurance	6,925	24,403	2,604	6,083
	26030	Workers Compensation	69,952	106,324	59,825	80,066
	29001	TBI Retirement	126,545	134,350	121,020	122,482
			781,522	970,512	818,590	993,796
36	**Utilities**					
	31000	Electric	20,797	24,000	14,574	24,000
	33000	Natural Gas	5,825	7,200	6,973	7,200
			26,622	31,200	21,547	31,200
37	**Purchased Services**					
	42060	Property Insurance	5,786	7,000	6,238	9,358
	45010	Refuse Removal Services	287	-	698	-
	46010	Public Relations	2,631	3,500	-	4,000
			8,704	10,500	6,936	13,358
38	**Material & Supplies**					
	51030	EMS Supplies	16,196	4,800	3,614	31,425
	51031	ARFF Supplies	78,761	88,195	58,609	95,393
	51032	Hazardous Material Supplies	5,136	6,000	253	6,000
	51033	ARFF Foam	-	5,850	-	5,850
	52010	Alarm & PA Systems	1,627	1,500	1,407	1,500
	52031	Electrical Repairs & Supplies	11,044	10,000	10,775	10,000
	52033	HVAC	34,462	9,500	(20,971)	10,000
	52034	Roof	-	-	1,225	2,500
	52035	Plumbing Repairs & Supplies	951	3,000	30,787	10,000
	52037	Pest Control	877	780	661	1,644
	52040	Fire Equipment Services	9,540	8,376	258	12,803
	52041	Fire Equipment Testing	3,921	4,328	4,081	8,025
	52060	Building Maintenance	36,314	40,000	13,642	40,000
	52062	Janitorial Supplies	3,889	5,000	1,624	5,000
	53070	Hazardous Waste Management	-	1,600	-	1,600
	54013	Vehilcle/Equipment Tires	4,408	-	14,655	15,000
	54045	ARFF Vehicle Repair & Maintenance	20,731	20,000	49,287	60,000
			227,856	208,929	169,908	316,740

42 ARFF 42

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
39	**Office/Administration**					
	55010	Office Equipment Rental	827	400	1,483	425
	55012	Office Equipment Service Agreement	375	375	527	450
	55014	Computer Systems	7,929	1,700	507	1,700
	55015	Hardware/Software Maintenance Agree	10,246	11,611	13,840	13,776
	55016	Computer Equipment	2,946	7,650	767	10,950
	55020	Office Furniture & Fixtures	2,690	15,000	7,231	15,000
	55050	Reference Materials	1,288	1,700	1,258	4,350
	55060	Office Supplies	1,649	2,000	553	2,000
	66000	Dues & Subscriptions	3,413	2,356	2,303	3,185
	66010	Training / Travel	74,599	87,863	134,382	115,400
			105,962	130,655	162,851	167,236
41	**Non-Capital Equipment**					
	83000	Equipment	27,188	395,650	-	450,000
	Non Capital / Contingency		27,188	395,650	-	450,000
			$ 2,979,834	**$ 3,552,837**	**$ 2,980,283**	**$ 4,259,923**

43 SECURITY


AvPORTS, LLC
Airport Manager
Airport Operations Manager
Curbside Monitor Lead (1)
Curbside Monitor (2)

43 SECURITY
Position Count

		Budget 2022	Budget 2023	Budget 2024	Budget 2025
Full Time Positions					
Security					
MFZ-Curbside Senior Lead	43-03	1	1	1	1
MFZ-Curbside Monitor	43-03	3	3	2	1
MFZ-Curbside Monitor - vacancy	43-03	-	-	-	1
		4	**4**	**3**	**3**
		4	**4**	**3**	**3**
		4	**4**	**3**	**3**

43 SECURITY

Overview

This cost center includes the salaries and benefits for the Curbside Monitors, the costs affiliated with employee security checks and badging, security equipment, and the fees incurred to have the Albany County Sheriffs provide protective service on Airport premises.

Manager: James O'Brien, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated: 15% Airfield, 50% Terminal, 3% Loading Bridge, 20% Parking, 10% Landside, 1% FBO- Commercial, and 1% FBO- General Aviation.

Goals / Objectives / Performance Measures:
1. Fingerprinting, 500
2. Driver Training,100
3. Badges Issued and Revalidations, 1,000

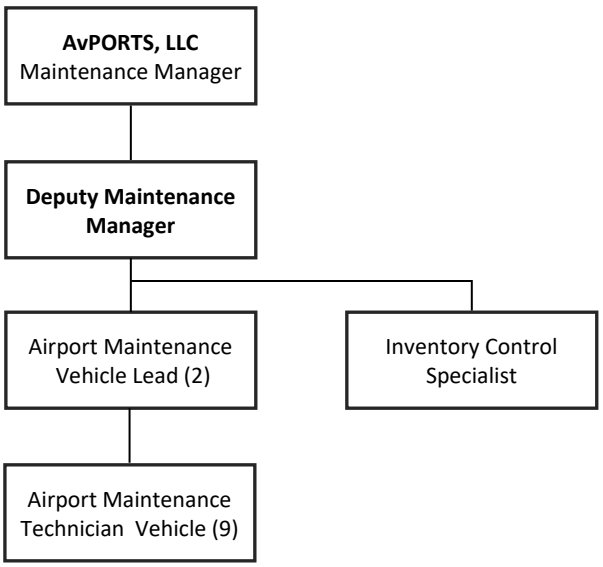
	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 130,135	$ 161,597	$ 122,445	$ 175,458
Other Employee Expenses	68,191	93,026	63,644	107,374
Utilities	4,003	4,100	3,533	4,100
Purchased Services	2,712,529	2,790,541	2,872,492	3,027,041
Material & Supplies	194,598	209,500	203,082	261,000
Office/Administration	20,113	111,736	20,826	165,702
Non-Capital Equipment	124,461	140,000	-	-
	$ 3,254,029	**$ 3,510,499**	**$ 3,286,023**	**$ 3,740,675**

43 SECURITY 43

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
11000	Salaries		$ 94,665	$ 123,600	$ 80,225	$ 127,323
11005	Part Time/Seasaonal Salaries		32,488	33,154	33,484	38,135
12010	Overtime 1.5		2,753	4,843	8,586	10,000
12020	Overtime 2.0		229	-	150	-
			130,135	161,597	122,445	175,458
35	**Other Employee Expenses**					
21000	Social Security		9,105	12,362	7,900	13,423
22000	Health Insurance		46,431	57,997	42,379	73,838
25000	Uniforms & Laundry		1,324	2,000	1.839	4,000
25005	Uniform Purchases		-	1,300	125	1,300
26010	Disability Insurance		2,804	2,006	3.120	3,692
26020	Unemployment Insurance		1,351	4,519	996	2,037
26030	Workers Compensation		3,334	9,454	2,492	3,949
29001	TBI Retirement		3,841	3,387	4,792	5,136
			68,191	93,026	63,644	107,374
36	**Utilities**					
36012	Telephone - Sheriff		4,003	4,100	3,533	4,100
			4,003	4,100	3,533	4,100
37	**Purchased Services**					
44000	Public Safety		2,712,529	2,790,541	2,872,345	3,027,041
44015	Safety Program		-	-	147	-
			2,712,529	2,790,541	2,872,492	3,027,041
38	**Material & Supplies**					
36035	Radio Communications		517	-	1,257	-
52012	Card Access System		108,738	100,000	84,057	100,000
52013	CCTV Repair		50,477	60,000	86.707	110,000
52014	Key Access System		1,894	12,500	6.559	13,000
52071	ID Tags		32,973	37,000	24,503	38,000
			194,598	209,500	203,082	261,000
39	**Office/Administration**					
55014	Computer Systems		429	3,000	-	3,500
55015	Hardware/Software Maintenance Agree		16,659	28,800	10,696	35,200
55016	Computer Equipment		-	65,038	3,357	109,650
55020	Office Furniture & Fixtures		-	12,000	5,119	12,000
55060	Office Supplies		1,053	-	1,675	-
66010	Training / Travel		1,940	2,898	(22)	5,352
66013	Function Refreshments		32	-	-	-
			20,113	111,736	20,826	165,702
41	**Non-Capital Equipment**					
83000	Equipment		124,461	140,000	-	-
	Non Capital / Contingency		124,461	140,000	-	-
			$ 3,254,029	**$ 3,510,499**	**$ 3,286,023**	**$ 3,740,675**

50 VEHICLE MAINTENANCE



Please not Deputy Maintenance Manage is in Dept 10, Airfield for budget purposes.

50 VEHICLE MAINTENANCE
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
Full Time Positions						
Administration						
	JPR-Longevity	50-01	-	-	-	-
	MFZ-Inventory Control Specialist	50-01	1	1	1	1
			1	**1**	**1**	**1**
Vehicle Maintenance						
	MFZ-Airport Maintenance Lead - Vehicle Maintenance	50-03	2	2	2	2
	MFZ-Airport Maintenance Technician - Vehicle Maintenance	50-03	6	9	7	7
Vacancy	MFZ-Airport Maintenance Technician - Vehicle Maintenance	50-03	2	-	2	2
			10	**11**	**11**	**11**
			11	**12**	**12**	**12**
			11	**12**	**12**	**12**

50 VEHICLE MAINTENANCE

50

Overview

This cost center includes the salaries and benefits for the vehicle maintenance employees responsible for the maintenance and repairs of all airport vehicles and heavy equipment including snow removal equipment (snow blowers, brooms and plows), heavy equipment (loaders, dumpt trucks, fuel trucks), road vehicles (pick-up trucks, shuttle buses, and vans), general equipment (paint machines, cement mixers and generators) and mowing equipment.

Manager: Chris Pasquini, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated 35% Airfield, 5% Terminal, -% Loading Bridge, 15% Parking, 37% Landside, 5% FBO- Commercial, and 3% FBO- General Aviation.

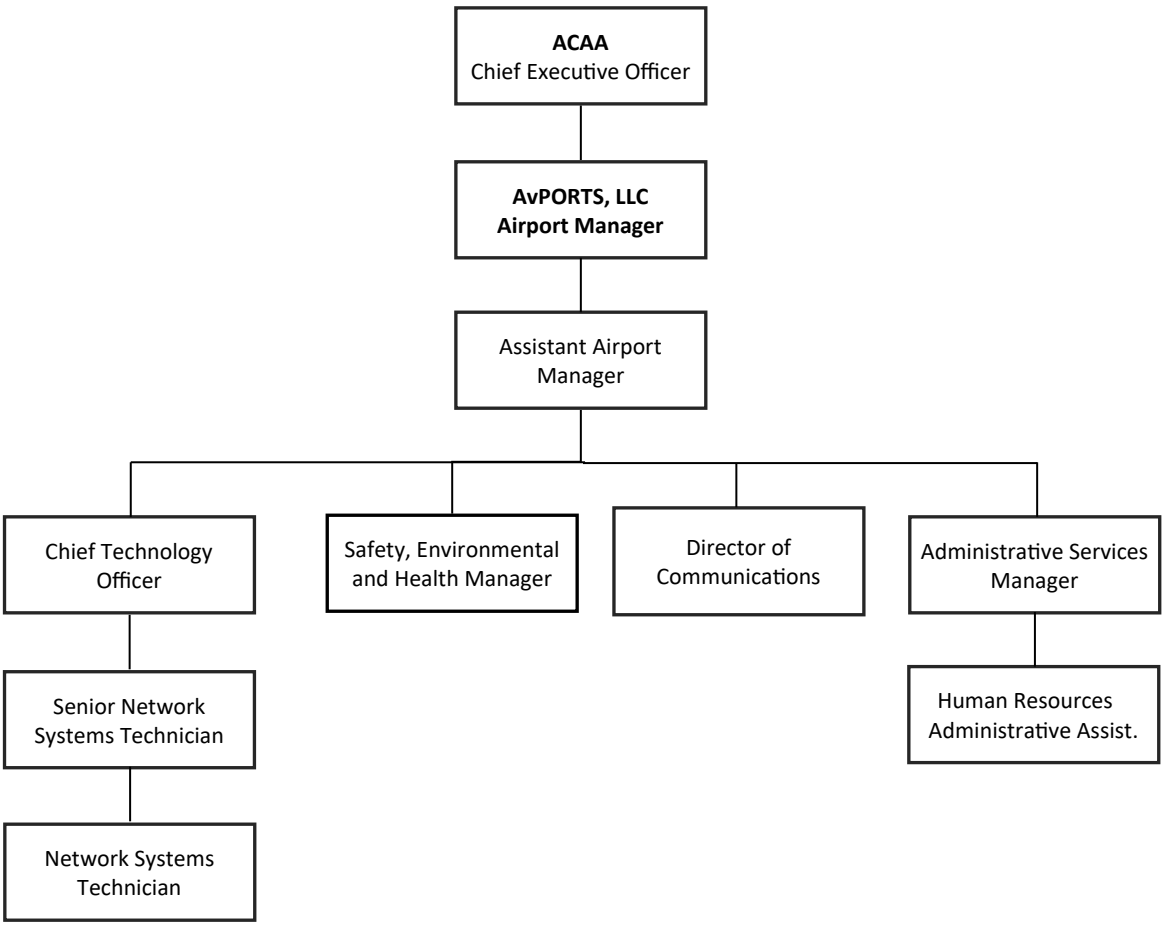
	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 748,759	$ 870,689	$ 691,148	$ 874,513
Other Employee Expenses	364,279	440,406	370,222	488,929
Utilities	16,376	20,010	17,509	20,010
Purchased Services	79,983	78,729	80,148	78,729
Material & Supplies	645,204	708,750	564,518	707,750
Office/Administration	14,003	28,164	15,312	27,449
Non-Capital Equipment	16,762	30,000	-	211,000
	$ 1,885,366	**$ 2,176,748**	**$ 1,738,856**	**$ 2,408,380**

50 VEHICLE MAINTENANCE 50

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 696,565	$ 798,065	$ 653,016	$ 828,603
	12010	Overtime 1.5	46,039	69,431	32,696	38,850
	12020	Overtime 2.0	6,155	3,192	5,436	7,060
			748,759	870,689	691,148	874,513
35	**Other Employee Expenses**					
	21000	Social Security	53,294	66,608	43,184	66,900
	22000	Health Insurance	212,613	272,808	230,858	308,645
	25000	Uniforms & Laundry	5,369	6,000	10,119	6,000
	25005	Uniform Purchases	643	3,500	3,595	3,500
	26010	Disability Insurance	15,347	9,394	14,555	13,258
	26020	Unemployment Insurance	3,064	10,846	1,209	3,314
	26030	Workers Compensation	59,021	50,936	51,521	66,287
	29001	TBI Retirement	14,928	20,315	15,181	21,025
			364,279	440,406	370,222	488,929
36	**Utilities**					
	31000	Electric	3,876	7,000	4,213	7,000
	33000	Natural Gas	12,500	13,000	13,296	13,000
	36011	Telephone Charges-Long Distance	-	10	-	10
			16,376	20,010	17,509	20,010
37	**Purchased Services**					
	42020	Automotive Insurance	79,983	78,729	80,148	78,729
			79,983	78,729	80,148	78,729
38	**Material & Supplies**					
	52031	Electrical Repairs & Supplies	214	2,250	2,873	2,250
	52060	Building Maintenance	889	2,000	828	2,000
	53060	Dump Fees - Landfill	-	2,000	624	2,000
	53070	Hazardous Waste Management	-	5,000	-	5,000
	54010	Gasoline	31,294	35,000	29,598	60,000
	54011	Diesel Fuel	121,095	180,000	118,647	145,000
	54012	Oil / Grease	22,326	28,500	22,978	28,500
	54013	Vehicle/Equipment Tires	72,774	70,000	35,001	70,000
	54021	Vehicle Repair & Maintenance	44,432	80,000	50,311	65,000
	54022	Vehicle Communication Equipment	3,300	7,000	1,513	8,000
	54030	General Equipment Repair & Maintena	47,770	40,000	31,188	60,000
	54040	Heavy Equipment Maintenance	50,121	80,000	77,080	80,000
	54050	Snow Equipment Repair & Maintenanc	161,164	110,000	112,210	110,000
	54060	Mower Repair & Maintenance	25,158	17,000	25,400	20,000
	54070	Vehicle Shop Tools & Supplies	64,666	50,000	56,265	50,000
			645,204	708,750	564,518	707,750
39	**Office/Administration**					
	55010	Office Equipment Rental	392	300	(210)	300
	55012	Office Equipment Service Agreements	149	300	-	300
	55014	Computer Systems	3,319	1,500	-	1,500
	55015	Hardware/Software Maintenance Agree	1,500	10,764	14,007	10,999
	55016	Computer Equipment	920	8,800	-	7,850
	55060	Office Supplies	293	500	293	500
	66000	Dues & Subscriptions	1,500	-	-	-
	66010	Training / Travel	5,929	6,000	1,222	6,000
			14,003	28,164	15,312	27,449
41	**Non-Capital Equipment**					
	83000	Equipment	16,762	30,000	-	211,000
	Non Capital / Contingency		16,762	30,000	-	211,000
			$ 1,885,366	**$ 2,176,748**	**$ 1,738,856**	**$ 2,408,380**

59 AIRPORT MANAGEMENT ADMINISTRATION



59 AIRPORT MANAGEMENT ADMIN
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions					
	Administration					
	MFZ-Airport Manager	59-01	1	1	1	1
	MFZ-Assistant Airport Manager	59-01	1	1	1	1
	MFZ-Administrative Assistant .5 Airfield and .5 Admin	59-01	1	1	1	1
	MFZ-Administrative Services Manager	59-01	1	1	1	1
	MFZ-Communications Director	59-01	-	-	1	1
	MFZ-Safety, Health & Environmental Manager	59-01	-	-	1	1
Request	MFZ-HR Administrative Assistant (Retroactive, hired in 2024)	59-01	-	-	-	1
			4	**4**	**6**	**7**
	Information Technology					
	MFZ-Chief Technology Officer	59-03	-	1	1	1
	MFZ-IT Technician (Senior)	59-03	-	1	1	-
Vacancy	MFZ-Senior Network and Systems Technician	59-03	-	-	-	1
Vacancy	MFZ-IT Technician	59-03	-	1	1	-
Vacancy	MFZ-Network and Systems Technician	59-03	-	-	-	1
			-	**3**	**3**	**3**
			4	**7**	**9**	**10**
			4	**7**	**9**	**10**

59 AIRPORT MANAGEMENT ADMIN 59

Overview

This cost center category inclues the salaries and benefits for the AFCO AvPORTS adminstration and includes the office and administration expenses needed to support the AFCO AvPORTS operations.

Manager: Todd Pennington, AvPORTS, LLC

Rates & Charges Allocation: Indirect; charges allocated based on proportion of AvPORT responsible direct and indirect cost centers.

Goals / Objectives / Performance Measures:
1. Employee Bodily Injury Reports, 100
2. FAA Part 139 Discrepencies, 6

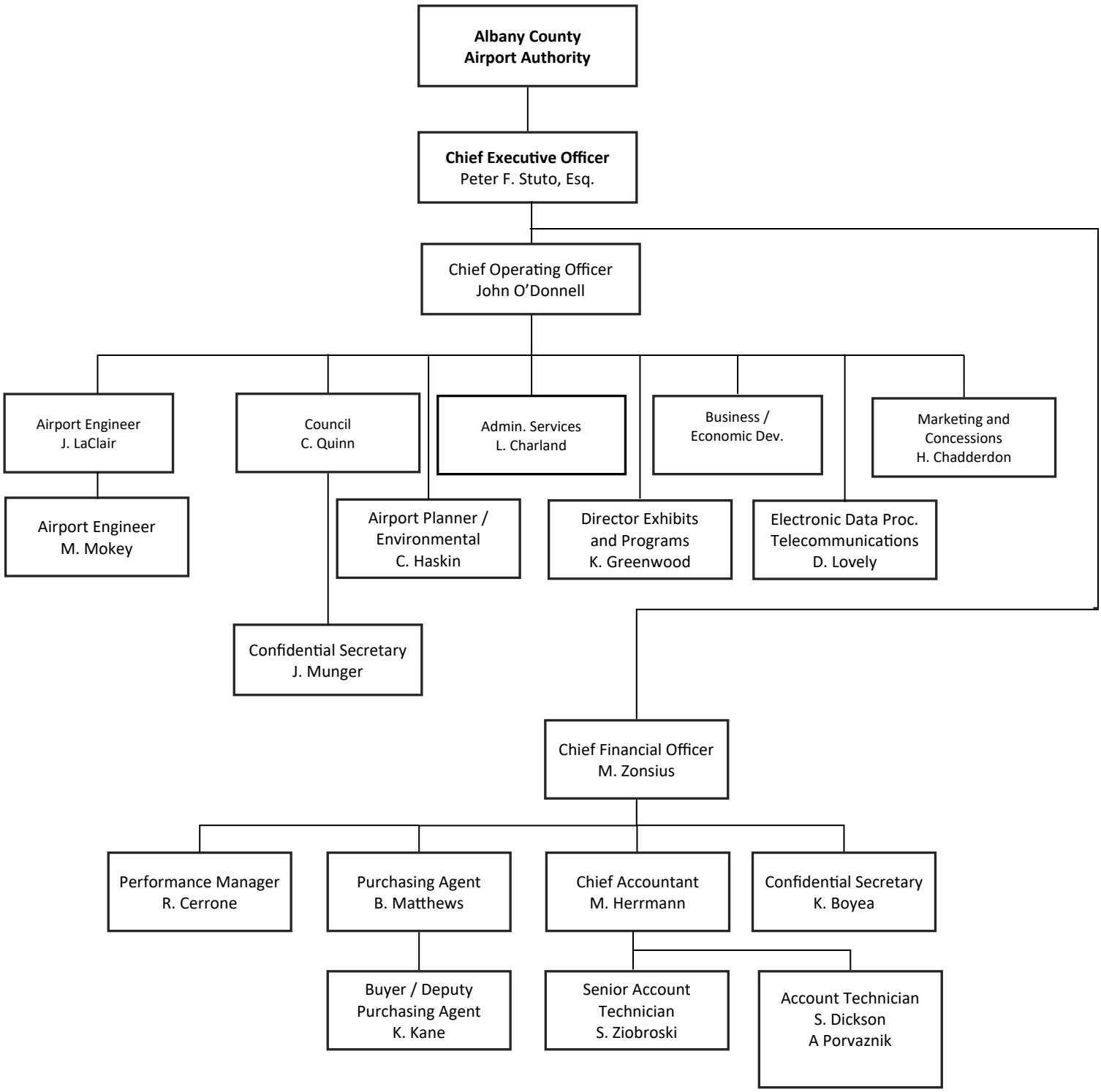
	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 536,420	$ 738,083	$ 744,653	$ 880,098
Other Employee Expenses	175,284	242,340	227,111	271,017
Utilities	-	-	-	-
Purchased Services	672,513	864,254	842,829	864,254
Office/Administration	50,204	99,245	40,174	106,550
Non-Capital Equipment	-	-	22,113	200,000
	$ 1,434,422	**$ 1,943,922**	**$ 1,876,880**	**$ 2,321,919**

59 AIRPORT MANAGEMENT ADMIN 59

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
	11000	Salaries	$ 536,420	$ 728,083	$ 731,320	$ 870,098
	12030	Incentives	-	10,000	13,333	10,000
			536,420	738,083	744,653	880,098
35	**Other Employee Expenses**					
	21000	Social Security	34,953	64,539	45,727	19,345
	22000	Health Insurance	78,199	107,723	106,403	189,550
	24000	Medical Exams/Abstracts	24,163	18,000	27,177	19,500
	25005	Uniform Purchases	-	200	-	600
	26010	NYS Disability	19,810	8,039	15,404	18,473
	26020	Unemployment Insurance	1,597	8,134	10,130	7,125
	26030	Workers Compensation	1,055	20,667	372	1,385
	29001	Retirement	15,507	15,038	21,896	15,038
			175,284	242,340	227,111	271,017
36	**Utilities**					
			-	-	-	-
37	**Purchased Services**					
	42010	Airport Liability	143,355	164,254	162,213	164,254
	43000	Legal	35,408	-	2,838	-
	49040	Professional Management	493,750	700,000	677,778	700,000
			672,513	864,254	842,829	864,254
39	**Office/Administration**					
	55010	Office Equipment Rental	1,905	3,000	625	200
	55012	Office Equipment Service Agreement	957	1,200	1,044	1,200
	55013	Office Equipment Repairs	-	-	695	-
	55014	Computer Systems	425	1,200	691	1,700
	55015	Hardware/Software Maint Agreements	-	24,400	-	35,650
	55016	Computer Equipment	2,203	2,550	-	5,100
	55020	Office Furniture and Fixtures	2,270	500	-	-
	55030	Outside Printing Services	147	500	208	500
	55041	Express Mail	469	1,200	258	1,200
	55060	Office Supplies	2,142	2,045	2,606	5,000
	55070	Payroll Services	25,033	36,000	23,653	26,000
	66002	AAAE	-	650	-	-
	66010	Training / Travel	6,453	16,000	10,395	20,000
	66030	Advertising & Public Meetings	8,200	10,000	-	10,000
			50,204	99,245	40,174	106,550
41	**Non-Capital Equipment**					
	83000	Equipment	-	-	22,113	200,000
	Non Capital / Contingency		-	-	22,113	200,000
			$ 1,434,422	**$ 1,943,922**	**$ 1,876,880**	**$ 2,321,919**

71 Authority Administration



71 AUTHORITY ADMINISTRATION
Position Count

			Budget 2022	Budget 2023	Budget 2024	Budget 2025
Full Time Positions						
Authority Administration						
	MFZ-Account Technician		2	2	2	2
	MFZ-Add'l Discretionary		-	-	-	-
	MFZ-Add'l Discretionary to bring total to $40,000		-	-	-	-
	MFZ-Adjustment to reflect Director of Exhibit Salary 4 days per week		1	1	-	-
	MFZ-Administration		1	1	1	1
	MFZ-Administrative Services		1	1	1	1
	MFZ-Airport Counsel		1	1	1	1
	MFZ-Airport Engineer		1	1	1	1
	MFZ-Airport Planner		1	1	1	1
	MFZ-Budget and Performance Manager		1	1	1	1
	MFZ-Buyer/Deputy Purchasing Agent		1	1	1	1
	MFZ-Chief Accountant		1	1	1	1
	MFZ-Chief Executive Officer		1	1	1	1
	MFZ-Chief Financial Officer		1	1	1	1
	MFZ-Confidential Secretary - Business Development		1	1	1	1
	MFZ-Confidential Secretary - Legal		1	1	1	1
	MFZ-Director of Administrative Services		-	-	-	-
	MFZ-Director of Exhibits & Programs		1	-	-	-
	MFZ-Director of Exhibits & Programs 80%		-	1	1	1
	MFZ-Director of Exhibits & Programs Reduced to reflect 4 days per week		1	1	1	-
	MFZ-Government Relations/Business Development		1	1	1	1
	MFZ-Marketing and Concessions		1	1	1	1
	MFZ-MFZ-Add'l Discretionary		-	-	-	-
	MFZ-Other		-	-	-	-
	MFZ-Public Relations Officer		1	1	1	1
	MFZ-Purchasing Agent		1	1	1	1
	MFZ-Senior Account Technician		1	1	1	1
	MFZ-Telecom Technician / IT		1	1	1	1
	RAC-Total Salaries		-	-	-	-
			23	**23**	**22**	**21**
Authority Administration						
Request	MFZ-Airport Engineer (hired in 2024)	71-05	-	-	-	1
			-	**-**	**-**	**1**
			23	**23**	**22**	**22**
			23	**23**	**22**	**22**

71 AUTHORITY ADMINISTRATION

Overview

This cost center is used to account for the salaries and benefits for the Airport Authority's administration and financial staff. Also included in this category are risk management, professional services and all the day-to-day office and administration expenses needed for the Authority.

Rates & Charges Allocation: Rates & Charges Allocation: Indirect; charges allocated based on proportion of expenses for all cost centers.

Goals / Objectives / Performance Measures:
1. GFOA Distinguished Budget Rating Form: 50% Proficient, 50% Outstanding

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 2,346,171	$ 2,302,506	$ 2,223,135	$ 2,279,825
Other Employee Expenses	1,612,820	1,596,051	1,671,908	1,745,450
Utilities	106,838	198,065	121,339	178,416
Purchased Services	707,986	1,361,777	865,130	1,172,777
Material & Supplies	25,104	7,500	8,507	7,500
Office/Administration	680,936	637,769	779,077	545,132
Non-Capital Equipment	120,903	-	31,361	-
	$ 5,600,758	**$ 6,103,668**	**$ 5,700,458**	**$ 5,929,100**

71 AUTHORITY ADMINISTRATION 71

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
34	**Salaries Expense**					
11000	Salaries		$ 2,346,171	$ 2,176,340	$ 2,223,135	$ 2,379,825
11005	Part Time/Seasaonal Salaries		-	126,166	-	-
13000	Temporary Help		-	-	-	(100,000)
			2,346,171	2,302,506	2,223,135	2,279,825
35	**Other Employee Expenses**					
21000	Social Security		177,221	176,142	169,982	182,057
22000	Health Insurance		499,951	815,426	922,563	950,006
22105	Other Post Employment Benefits (OPE		398,433	168,208	149,518	168,208
22200	Dental Insurance		39,412	44,429	42.353	44,429
22300	Health Insurance - Vision		7,759	5,901	5.011	6,647
23000	Health Insurance - AFLAC		5,982	6,499	3.957	6,499
24010	Employee EAP Program		1,146	969	580	969
24015	Smoking Cessation Class		-	1,200	-	1,200
25005	Uniform Purchases		-	1,000	-	1,000
26010	Disability Insurance		904	600	1,271	1,000
26020	Unemployment Insurance		6,722	21,691	8,198	35,896
26030	Workers Compensation		5,110	6,447	20,619	-
29000	NYS Retirement		470,180	347,540	347,857	347,540
			1,612,820	1,596,051	1,671,908	1,745,450
36	**Utilities**					
36010	Telephone Charges-Local		1,734	2,000	1,743	2,000
36011	Telephone Charges-Long Distance		288	500	133	500
36015	Telephones-Monthly Service		16,839	14,835	17,992	14,835
36016	Telephones-Monthly Usage		22	100	30	100
36020	Telephone Repairs		28,713	78,150	28,144	114,385
36030	Telephone-Cellular		-	40,200	-	-
36032	Internet Access		58,141	62,280	72,118	46,596
36060	Cable Television		1,102	-	1,180	-
			106,838	198,065	121,339	178,416
37	**Purchased Services**					
41010	Financial Services		100,501	250,000	138,956	250,000
42010	Airport Liability Insurance		-	-	3,331	-
42041	Environmental Liability		35,550	49,312	31,422	49,312
42045	Builders Risk		19,570	25,000	9,800	25,000
42060	Propery Insurance		-	-	-	-
42065	Crime Insurance		8,152	8,967	7,246	8,967
42070	Public Official Liability		43,051	47,356	38,268	47,356
42075	Violent and Malicious Acts		15,971	17,122	14,525	17,122
42080	Cyber Liability Insurance		50,035	55,039	43,762	55,039
42090	Fiduciary Liability		-	2,982	-	2,982
42093	Agency Fee		53,991	65,000	47,501	65,000
43000	Legal Services		37,993	50,000	49,412	50,000
45000	Janitorial Services		2,153	-	25,841	-
46010	Public Relations		108,561	100,000	166,821	100,000
46015	Advertising		12,588	150,000	40,315	75,000
47000	Special Studies		133,275	68,000	69,094	68,000
49005	Appraisal		-	25,000	-	25,000
49015	Consultant		69,188	48,000	46,917	48,000
49020	Engineering Services		21,615	150,000	90,528	150,000
49060	Code Enforcement		(8,371)	50,000	30,273	36,000
49070	Other Professional Services		4,163	200,000	11,119	100,000
			707,986	1,361,777	865,130	1,172,777

71 AUTHORITY ADMINISTRATION 71

Account Summary

			Actual 2023	Budget 2024	Projection 2024	Budget 2025
38	**Material & Supplies**					
	52010	Alarm & PA System	600	-	-	-
	52031	Electrical Repair & Supplies	6,062	-	1,184	-
	52032	Elevator Repair & Supplies	3,870	-	1,000	-
	52059	Storage Space Rental	14,135	7,500	6,123	7,500
	52060	Building Maintenance	438	-	200	-
			25,104	7,500	8,507	7,500
39	**Office/Administration**					
	55010	Office Equipment Rental	5,023	6,258	8,267	6,258
	55011	Copy Machine Use	-	1,700	-	1,700
	55012	Office Equipment Service Agreement	4,461	5,099	10.368	5,099
	55013	Office Equipment Repairs	357	-	-	-
	55014	Computer Systems	26,792	35,000	28,019	35,000
	55015	Hardware/Software Maint Support	346,569	313,121	403,796	237,224
	55016	Computer Equipment	94,448	75,540	55,832	58,800
	55020	Office Furniture & Fixtures	1,327	10,000	977	10,000
	55032	Printing Outside Services	15,807	20,000	7,809	20,000
	55040	Postage	4,131	9,000	4,813	9,000
	55041	Express Mail	493	800	278	800
	55060	Office Supplies	19,305	17,000	15,505	17,000
	55070	Payroll Services	5,160	6,500	7,382	6,500
	66000	Dues & Subscriptions	73,892	47,150	90,243	47,150
	66006	NY Airport Managers Association	-	-	8,000	-
	66011	Authority Board Travel & Education	-	500	-	500
	66012	Authority Management Travel & Educat	21,142	28,600	47,917	28,600
	66013	Function Refreshments	4,850	15,000	18,759	15,000
	66014	Outside Functions	-	2,000	25	2,000
	66020	Tuition Reimbursement	2,576	2,500	-	2,500
	66030	Advertising - Public Meetings	15,372	20,000	7,634	20,000
	66060	Credit Card Service Charges	10,894	10,000	16,400	10,000
	66062	Bank & Paying Agent Fees	28,285	12,000	46,945	12,000
	66070	COVID Related Expenses	51	-	110	-
			680,936	637,769	779,077	545,132
41	**Non-Capital Equipment**					
	83000	Equipment	120,903	-	31,361	-
	Non Capital / Contingency		120,903	-	31,361	-
			$ 5,600,758	**$ 6,103,668**	**$ 5,700,458**	**$ 5,929,100**

Combined Operating Expenses by Account

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Airport Operating Expenses					
Salaries Expense					
11000	Salaries	9,544,897	11,697,940	10,038,797	12,863,475
11005	Part Time/Seasaonal Salaries	118,675	227,987	127,350	133,177
12010	Overtime 1.5	939,872	897,793	990,896	950,301
12020	Overtime 2.0	62,270	52,865	85,789	89,705
12030	Incentives	-	10,000	13,333	10,000
13000	Temporary Help	-	-	-	(100,000)
		10,665,713	12,886,585	11,256,166	13,946,658
Other Employee Expenses					
21000	Social Security	775,068	970,622	753,709	1,055,559
22000	Health Insurance	2,613,040	3,855,946	3,260,050	3,709,055
22105	Other Post Employment Benefits (OPI	398,433	168,208	149,518	168,208
22200	Dental Insurance	39,412	44,429	42,353	44,429
22300	Health Insurance - Vision	7,759	5,901	5,011	6,647
23000	Health Insurance - AFLAC	5,982	6,499	3,957	6,499
24000	Medical Exams	26,685	20,100	28,441	46,100
24005	Physical Fitness Program	-	-	-	5,000
24010	Employee EAP Program	1,146	969	580	969
24015	Smoking Cessation Class	-	1,200	-	1,200
25000	Uniforms & Laundry	30,434	75,727	45,128	66,322
25005	Uniform Purchases	24,848	43,516	28,314	58,216
26010	Disability Insurance	178,735	125,231	175,494	199,309
26020	Unemployment Insurance	53,198	207,874	44,568	105,968
26030	Workers Compensation	406,798	534,333	369,848	485,682
29000	NYS Retirement	470,180	347,540	347,857	347,540
29001	TBI Retirement	302,400	328,323	328,542	348,370
		5,334,119	6,736,418	5,583,370	6,655,073
Utilities					
31000	Electric	1,811,100	2,499,250	1,560,797	1,971,250
33000	Natural Gas	273,778	378,366	262,914	338,536
34000	Sewer	36,761	71,500	105,083	161,500
35000	Water	146,503	99,550	123,130	176,550
36010	Telephone Charges-Local	11,176	14,300	11,296	14,300
36011	Telephone Charges-Long Distance	288	510	133	510
36012	Telephone - Sheriff	4,003	4,100	3,533	4,100
36015	Telephones-Monthly Service	16,839	14,835	17,992	14,835
36016	Telephones-Monthly Usage	22	100	30	100
36020	Telephone Repairs	40,369	78,150	44,048	114,385
36030	Telephone-Cellular	41,499	90,200	32,976	40,000
36032	Internet Access	58,141	62,280	72,118	46,596
36060	Cable Television	3,993	12,160	19,475	20,836
		2,444,472	3,325,301	2,253,524	2,903,498
Purchased Services					
41010	Financial Services	100,501	250,000	138,956	250,000
42010	Airport Liability Insurance	143,355	164,254	165,544	164,254
42020	Automotive Insurance	79,983	78,729	80,148	78,729
42041	Environmental Liability	35,550	49,312	31,422	49,312
42045	Builders Risk	19,570	25,000	9,800	25,000
42060	Propery Insurance	278,460	293,212	316,855	378,993
42065	Crime Insurance	8,152	8,967	7,246	8,967
42070	Public Official Liability	43,051	47,356	38,268	47,356
42075	Violent and Malicious Acts	15,971	17,122	14,525	17,122
42080	Cyber Liability Insurance	50,035	55,039	43,762	55,039
42090	Fiduciary Liability	-	2,982	-	2,982
42093	Agency Fee	53,991	65,000	47,501	65,000
42095	Insurance Claims	13,867	15,500	-	15,500
43000	Legal Services	73,401	50,000	52,250	50,000

Combined Operating Expenses by Account

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Purchased Services					
44000	Public Safety	2,712,529	2,790,541	2,872,345	3,027,041
44005	Outside Security Services	872,375	775,545	2,245,004	2,483,894
44010	Armored Car Service	5,007	4,356	5,218	6,000
44015	Safety Program	-	-	147	-
44030	Employee Shuttle Service	26,250	12,502	36,667	50,000
45000	Janitorial Services	801,065	844,168	715,240	1,311,668
45010	Refuse Removal Services	88,204	81,815	94,537	144,815
46010	Public Relations	111,191	103,500	166,821	104,000
46012	Artistic Exhibits	77,086	101,675	99,394	100,000
46015	Advertising	12,588	150,000	40,315	75,000
46020	Passenger Information Booth	128,373	132,000	114,109	132,000
47000	Special Studies	133,275	118,000	69,094	99,500
47010	GIS Services	13,106	24,000	2,496	15,000
49005	Appraisal	-	25,000	-	25,000
49010	Architectural Services	8,860	-	-	-
49015	Consultant	69,188	48,000	46,917	48,000
49020	Engineering Services	37,189	150,000	139,836	196,000
49040	Professional Management	493,750	700,000	677,778	700,000
49060	Code Enforcement	(8,371)	50,000	30,273	36,000
49070	Other Professional Services	23,712	500,000	250,381	400,000
		6,521,264	7,733,576	8,552,848	10,162,173

Combined Operating Expenses by Account

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Material & Supplies					
36035	Radio Communications	517	-	1,257	-
51010	Fencing	207	8,000	32,428	8,000
51011	Airfield Lighting	96,233	110,000	147,159	110,000
51013	Runway Repairs	-	-	210,982	-
51014	Pavement Repairs-DO NOT USE	-	7,500	-	7,500
51015	Apron Maintenance	66,735	59,000	93,109	59,000
51016	Runway Painting	23,303	25,000	20,178	25,000
51017	Airfield Shop Supplies	30,094	22,500	29,624	22,500
51018	Airfield Shop Tools	2,228	-	-	-
51019	Snow Removal Supplies	299,525	370,000	17,771	250,000
51020	Rubber Removal	49,779	90,000	66,371	90,000
51030	EMS Supplies	16,196	4,800	3,614	31,425
51031	ARFF Supplies	78,761	88,195	58,609	95,393
51032	Hazardous Material Supplies	5,136	6,000	253	6,000
51033	ARFF Foam	-	5,850	-	5,850
51052	Wastewater Conveyance	7,500	7,500	6,667	7,500
51053	Electric	135,152	200,000	100,692	200,000
51054	Sewer District Charges	5,000	5,000	-	5,000
51055	Water District Charges	23,220	25,000	29,664	25,000
51057	System Maintenance & Repairs	273,039	220,000	260,051	220,000
52010	Alarm & PA System	127,810	83,500	126,671	88,500
52012	Card Access System	108,738	100,000	84,057	100,000
52013	CCTV Repair	50,477	60,000	86,707	110,000
52014	Key Access System	1,894	12,500	6,559	13,000
52020	Baggage System	47,441	45,000	37,999	50,000
52031	Electrical Repair & Supplies	401,991	297,250	234,666	297,250
52032	Elevator Repair & Supplies	122,728	115,000	34,878	115,000
52033	HVAC	187,100	160,500	103,817	237,500
52034	Roof	15,042	25,000	2,851	29,000
52035	Plumbing Repair & Supplies	92,872	119,000	107,006	157,000
52036	Automatic Door Repair & Supplies	8,396	12,000	11,376	12,000
52037	Pest Control	41,590	48,154	55,927	77,358
52040	Fire Equipment Services	9,540	8,376	258	12,803
52041	Fire Equipment Testing	3,921	4,328	4,081	8,025
52050	US Customs	749	1,000	1,690	1,000
52051	Control Tower Maintenance	294,232	280,000	455,463	300,000
52055	Cargo Building Maintenance	11,073	80,000	94,338	80,000
52059	Storage Space Rental	14,135	7,500	6,123	7,500
52060	Building Maintenance	809,877	677,000	723,203	803,550
52061	Building Materials	6,267	-	1,899	-
52062	Janitorial Supplies	252,606	221,122	180,339	348,122
52063	Window Washing	47,738	66,000	41,191	133,000
52071	ID Tags	32,973	37,000	24,503	38,000
52075	Advertising Displays	7,753	-	-	-
52080	Sign Expense	29,105	1,500	24,938	5,000
52090	Flight Information Displays	18,819	34,100	(19,507)	29,950
53010	Landscaping	317,380	203,500	207,250	55,500
53020	Fencing	-	1,000	-	1,000
53030	Pavement Repairs	87,190	90,000	4,393	80,000
53040	Sign Repairs	79,774	12,500	123,993	5,000
53041	Traffic Light Repairs	840	5,000	148	5,000
53045	Catch Basin Maintenance	1,018	10,000	393	10,000
53048	Snow Removal Supplies	62,178	125,000	65,277	130,000
53050	Snow Removal Contract Svces	185,994	378,000	135,037	278,000
53051	NYS Police Hangar Maintenance	124,000	125,000	247,275	125,000
53060	Dump Fees - Landfill	4,546	9,000	1,427	9,000
53070	Hazardous Waste Management	1,061	6,600	-	6,600
53071	Wildlife Hazard Management	35,039	35,000	51,298	35,000
53078	Liquid Waste Disposal	5,584	-	5,380	-
53085	Land Lease	15,435	15,435	13,720	15,435

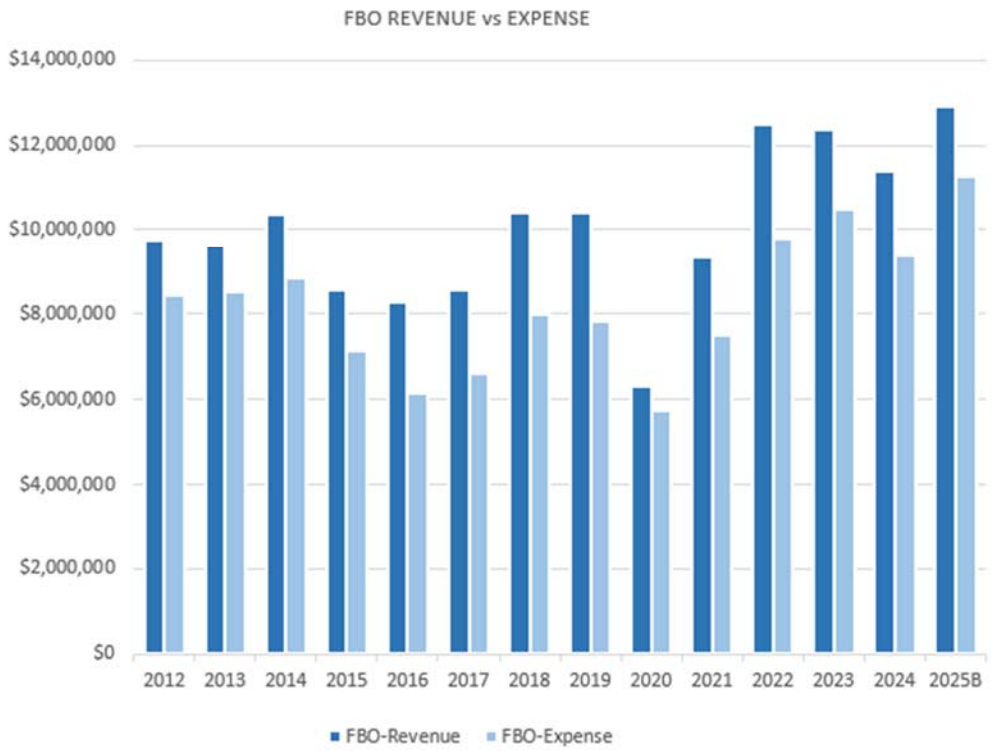
Combined Operating Expenses by Account

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Material & Supplies					
53090	T-Hangar Maintenance	57,433	30,000	56,699	30,000
54010	Gasoline	114,450	125,000	110,895	150,000
54011	Diesel Fuel	124,396	190,000	128,363	153,000
54012	Oil / Grease	22,326	28,500	23,048	28,500
54013	Vehicle/Equipment Tires	84,295	82,000	59,345	100,000
54015	CNG	4,198	10,000	312	5,000
54021	Vehicle Repair & Maintenance	68,153	128,000	79,876	105,000
54022	Vehicle Communication Equipment	4,219	10,000	1,513	8,000
54030	General Equipment Repair & Maintena	153,190	157,815	155,141	177,815
54040	Heavy Equipment Maintenance	50,121	80,000	77,080	80,000
54045	ARFF Vehicle Repair & Maintenance	20,731	20,000	49,287	60,000
54050	Snow Equipment Repair & Maintenan	161,164	110,000	112,210	110,000
54060	Mower Repair & Maintenance	25,158	17,000	25,400	20,000
54070	Vehicle Shop Tools & Supplies	64,666	50,000	56,265	50,000
		5,732,033	5,804,525	5,300,487	6,054,576
Office/Administration					
55010	Office Equipment Rental	11,725	15,478	17,497	11,803
55011	Copy Machine Use	-	1,700	-	1,700
55012	Office Equipment Service Agreement	8,060	9,698	14,421	8,773
55013	Office Equipment Repairs	357	-	795	-
55014	Computer Systems	68,045	64,300	40,377	68,200
55015	Hardware/Software Maint Support	481,721	601,068	543,786	632,061
55016	Computer Equipment	144,483	223,388	121,898	285,000
55020	Office Furniture & Fixtures	7,260	53,150	18,624	47,000
55030	Printed Forms & Letterhead	498	2,800	927	2,200
55031	Parking Ticket Stock	5,324	14,000	10,722	8,500
55032	Printing Outside Services	15,807	20,000	7,809	20,000
55040	Postage	4,131	9,000	4,813	9,000
55041	Express Mail	962	2,000	536	2,000
55050	Reference Materials	1,288	1,700	1,258	4,350
55060	Office Supplies	30,838	32,765	27,665	33,300
55070	Payroll Services	30,193	42,500	31,035	32,500
66000	Dues & Subscriptions	83,744	55,656	99,790	57,685
66002	A.A.A.E. Memberships	-	650	-	-
66006	NY Airport Managers Association	-	-	8,000	-
66010	Training / Travel	93,075	160,101	154,193	167,172
66011	Authority Board Travel & Education	-	500	-	500
66012	Authority Management Travel & Educa	21,142	28,600	47,917	28,600
66013	Function Refreshments	4,882	15,000	18,759	15,000
66014	Outside Functions	-	2,000	25	2,000
66020	Tuition Reimbursement	2,576	2,500	-	2,500
66030	Advertising - Public Meetings	23,572	30,000	7,634	30,000
66040	License & Permits	2,445	3,850	147	3,850
66050	Property Taxes	47,096	38,000	82,248	38,000
66060	Credit Card Service Charges	685,112	688,000	793,938	490,000
66061	EZ Pass Fees	157,918	165,000	121,589	145,000
66062	Bank & Paying Agent Fees	28,285	12,000	46,945	12,000
66070	COVID Related Expenses	51	-	110	-
66080	Airline Incentive Expenses	571,357	400,000	391,674	400,000
		2,531,947	2,695,404	2,615,129	2,558,695
Non-Capital Equipment		415,736	915,650	396,155	911,000
		$33,645,284	**$40,097,461**	**$35,957,679**	**$43,191,673**

Section 4

Fixed Based Operator

Revenue and Expense


FBO REVENUE vs EXPENSE
$14,000,000
$12,000,000
$10,000,000
$8,000,000
$6,000,000
$4,000,000
$2,000,000
$0
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025B
FBO-Revenue
FBO-Expense

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
FBO Revenues				
	12,361,731	12,889,430	11,409,417	12,889,430
Cost of Good Sold (FBO)	(5,882,583)	(5,733,158)	(4,834,226)	(5,733,158)
	6,479,148	7,156,273	6,575,191	7,156,273
FBO Expenses				
Salaries Expense	(1,969,945)	(2,056,549)	(1,981,719)	(2,532,531)
Other Employee Expenses	(613,091)	(804,801)	(441,564)	(615,360)
Utilities	(117,476)	(102,087)	(98,847)	(114,537)
Purchased Services	(657,754)	(690,818)	(663,620)	(728,139)
Material & Supplies	(782,089)	(628,597)	(787,136)	(1,011,157)
Office/Administration	(354,293)	(346,435)	(416,793)	(364,717)
Non-Capital Equipment	(127,045)	(114,505)	(152,482)	(187,000)
	(4,621,693)	(4,743,793)	(4,542,161)	(5,553,442)
	1,857,455	2,412,480	2,033,030	1,602,831
	$1,857,455	**$2,412,480**	**$2,033,030**	**$1,602,831**

FBO Revenue and Expense by Department

		Dep 60 Commercial	Dept 61 General Aviation	Dep 69 Administration	Total Budget 2025
01510	Jet A Fuel Sales	-	7,450,000	-	7,450,000
01511	AvGas Fuel Sales	-	424,350	-	424,350
01512	Auto Gas Fuel Sales	95,000	-	-	95,000
01513	Diesel Fuel Sales	200,000	-	-	200,000
01514	AvGas Fuel Sales-Commercial	20,000	-	-	20,000
01520	Into Plane Revenues	810,000	-	-	810,000
01521	Fuel Farm Revenues	916,500	-	-	916,500
01530	GA Landing Fees	-	340,000	-	340,000
01535	GA Parking Fees	-	550,000	-	550,000
01540	Deicing Type I - Sprayed	764,500	-	-	764,500
01540	Deicing Services-GA Retail	-	109,100	-	109,100
01541	Deicing Type I - Consortium	440,550	-	-	440,550
01542	Deicing Type IV - Sprayed	66,950	-	-	66,950
01543	Deicing Type IV - Consortium	118,350	-	-	118,350
01545	Properties	-	449,130	-	449,130
01550	Customer Services	-	135,000	-	135,000
		3,431,850	9,457,580	-	12,889,430
51101	Fuel Costs - Jet A	-	(3,740,000)	-	(3,740,000)
51102	Jet A Discounts	-	(300,000)	-	(300,000)
51103	Fuel Costs - AvGas	-	(320,850)	-	(320,850)
51105	Fuel Costs - Auto Gas	(72,000)	-	-	(72,000)
51107	Fuel Costs - Diesel	(150,000)	-	-	(150,000)
51108	Fuel Costs-AvGas Commercial	(15,000)	-	-	(15,000)
51110	Deicing Type I - Sprayed	(530,618)	-	-	(530,618)
51111	Deicing Type I - Constortium	(440,550)	-	-	(440,550)
51112	Deicing Type IV - Sprayed	(43,790)	-	-	(43,790)
51113	Deicing Type IV - Consortium	(118,350)	-	-	(118,350)
51125	Oil	-	(1,000)	-	(1,000)
51126	TKS	-	(1,000)	-	(1,000)
		(1,370,308)	(4,362,850)	-	(5,733,158)
		2,061,543	5,094,730	-	7,156,273
Salaries Expense		(778,168)	(1,302,323)	(452,040)	(2,532,531)
Other Employee Expenses		(180,542)	(293,366)	(141,452)	(615,360)
Utilities		(17,912)	(91,610)	(5,015)	(114,537)
Purchased Services		(133,580)	(196,875)	(397,684)	(728,139)
Material & Supplies		(726,275)	(284,882)	-	(1,011,157)
Office/Administration		-	(293,200)	(71,517)	(364,717)
Non-Capital Equipment		-	(89,000)	(98,000)	(187,000)
Other Expenses		-	-	-	-
		$ 225,066	**$ 2,543,474**	**$ (1,165,709)**	**$ 1,602,831**

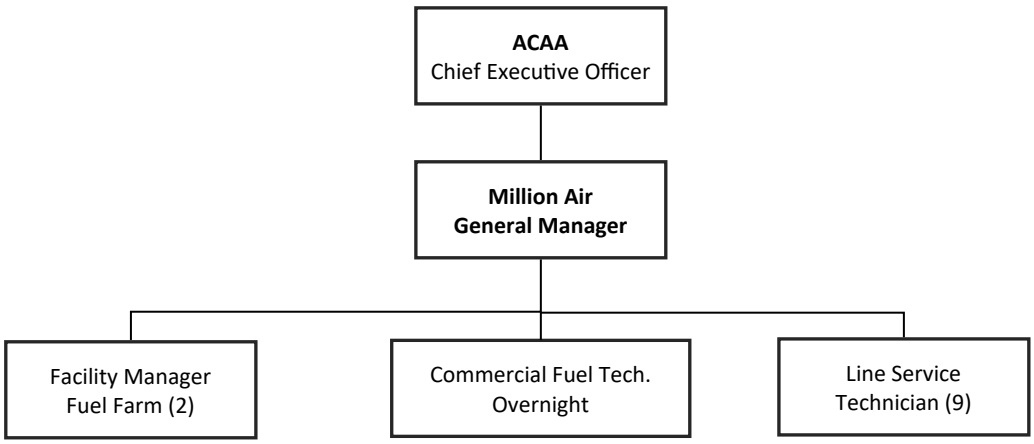
Account Summary

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
FBO Revenues					
01510	Jet A Fuel Sales	6,307,722	7,450,000	5,880,198	7,450,000
01511	AvGas Fuel Sales	441,034	424,350	430,315	424,350
01512	Auto Gas Fuel Sales	80,394	95,000	73,879	95,000
01513	Diesel Fuel Sales	164,645	200,000	152,059	200,000
01514	AvGas Fuel Sales-Commerc	21,341	20,000	14,917	20,000
01520	Into Plane Revenues	730,085	810,000	669,307	810,000
01521	Fuel Farm Revenues	868,166	916,500	887,354	916,500
01530	GA Landing Fees	380,202	340,000	465,289	340,000
01535	GA Parking Fees	569,605	550,000	570,895	550,000
01540	Deicing Services-GA Retail	1,338,542	873,600	919,029	873,600
01541	Deicing Type I - Consortium	665,753	440,550	490,100	440,550
01542	Deicing Type IV - Sprayed	116,135	66,950	90,713	66,950
01543	Deicing Type IV - Consortiun	142,990	118,350	129,648	118,350
01545	Properties	353,927	449,130	377,070	449,130
01550	Customer Services	181,190	135,000	258,643	135,000
		$12,361,731	**$12,889,430**	**$11,409,417**	**$12,889,430**

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
	FBO Expenses				
60	FBO Commercial				
	Cost of Good Sold (FBO)	1,841,609	1,370,308	1,188,330	1,370,308
	Salaries Expense	587,983	639,741	639,601	778,168
	Other Employee Expenses	147,069	288,440	122,151	180,542
	Utilities	23,165	17,912	20,683	17,912
	Purchased Services	73,996	103,333	70,142	133,580
	Material & Supplies	346,616	375,715	249,663	726,275
	Office/Administration	-	-	1,156	-
	Non-Capital Equipment	69,840	-	40,695	-
	Other Expenses	-	-	-	-
		3,090,279	2,795,449	2,332,421	3,206,784
61	FBO General Aviation				
	Cost of Good Sold (FBO)	4,040,974	4,362,850	3,645,896	4,362,850
	Salaries Expense	1,107,928	1,103,842	1,077,311	1,302,323
	Other Employee Expenses	373,769	398,268	278,605	293,366
	Utilities	92,254	83,410	77,573	91,610
	Purchased Services	198,763	189,801	199,872	196,875
	Material & Supplies	435,473	252,882	537,473	284,882
	Office/Administration	293,754	288,200	360,470	293,200
	Non-Capital Equipment	57,205	114,505	111,787	89,000
		6,600,119	6,793,758	6,288,987	6,914,106
69	FBO Administration				
	Salaries Expense	274,034	312,966	264,807	452,040
	Other Employee Expenses	92,253	118,094	40,808	141,452
	Utilities	2,057	765	591	5,015
	Purchased Services	384,995	397,684	393,606	397,684
	Office/Administration	60,540	58,235	55,167	71,517
	Non-Capital Equipment	-	-	-	98,000
		813,879	887,744	754,979	1,165,709
		$10,504,276	$10,476,950	$9,376,387	$11,286,599

	FBO Expenses				
	Cost of Good Sold (FBO)	5,882,583	5,733,158	4,834,226	5,733,158
	Salaries Expense	1,969,945	2,532,531	1,981,719	2,532,531
	Other Employee Expenses	613,091	615,360	441,564	615,360
	Utilities	117,476	114,537	98,847	114,537
	Purchased Services	657,754	728,139	663,620	728,139
	Material & Supplies	782,089	1,011,157	787,136	1,011,157
	Office/Administration	354,293	364,717	416,793	364,717
	Non-Capital Equipment	127,045	187,000	152,482	187,000
	Other Expenses	-	-	-	-
		$10,504,276	$11,286,599	$9,376,387	$11,286,599

60 FBO COMMERCIAL



60 FBO COMMERCIAL
Position Count

				Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions						
	Authority Administration						
	MFZ-Facility Manager - Fuel Farm			-	-	-	-
	MFZ-Line Service Technician			-	-	-	-
				-	**-**	**-**	**0**
	FBO Commercial - Fuel Farm						
	MFZ-Facility Manager - Fuel Farm		60-03	1	1	1	1
				1	**1**	**1**	**1**
	FBO Commercial						
	MFZ-Commercial Fuel Farm Technician		60-05	-	-	-	2
	MFZ-Commercial Fueling Technician		60-05	-	-	-	5
	MFZ-Commercial Fuelinge Technician		60-05	-	-	-	1
	MFZ-Commercial FuelingTechnician		60-05	-	-	-	2
	MFZ-Line Service Technician		60-05	9	6	8	-
	MFZ-Line Service Technician	Vacant	60-05	-	3	-	-
Request	MFZ-Commercial Fueling Technician- Overnight		60-05	-	-	-	1
Vacancy	MFZ-Line Service Technician		60-05	-	-	2	-
				9	**9**	**10**	**11**
				10	**10**	**11**	**12**
				10	**10**	**11**	**12**

60 FBO COMMERCIAL 60

Overview

This department includes the salaries and benefits for the employees who service the commercial airlines, all the expenses incurred by the fuel farm, expenses incurred by the fuel trucks and other vehciles used for the commercial airlines, and the cost incurred from the purchase of the, glycol, gas and diesel for resale to the commercial airlines.

Manager: Brian King, Million Air

Rates & Charges Allocation: 100% of costs allocated to airfield cost center

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 587,983	$ 639,741	$ 639,601	$ 778,168
Other Employee Expenses	147,069	288,440	122,151	180,542
Utilities	23,165	17,912	20,683	17,912
Purchased Services	73,996	103,333	70,142	133,580
Material & Supplies	346,616	375,715	249,663	726,275
Office/Administration	-	-	1,156	-
Non-Capital Equipment	69,840	-	40,695	-
	$ 1,248,670	**$ 1,425,142**	**$ 1,144,091**	**$ 1,836,477**

60 FBO COMMERCIAL 60

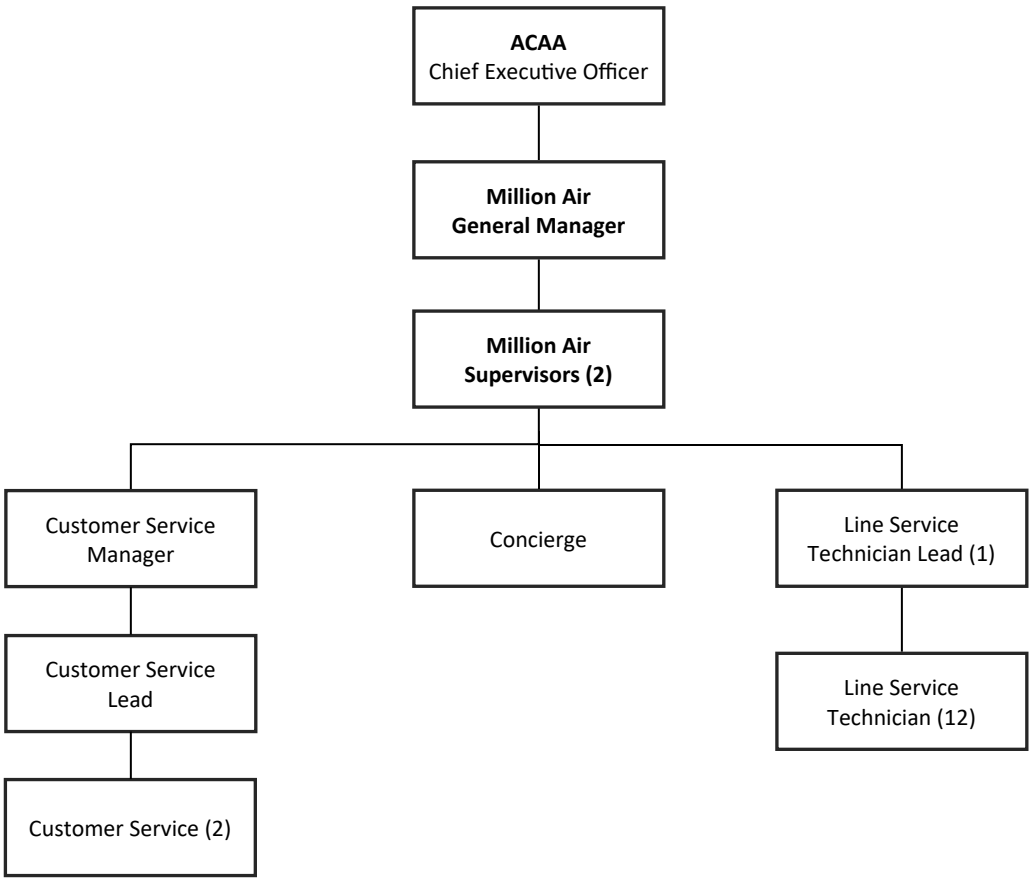
Account Summary

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Cost of Good Sold (FBO)					
51105	Fuel Costs - Auto Gas	64,494	72,000	51.704	72,000
51107	Fuel Costs - Diesel	132,192	150,000	123.507	150,000
51108	Fuel Costs-AvGas Commercial	18,193	15,000	12,872	15,000
51110	Deicing Type I - Sprayed	552,068	530,618	297,022	530,618
51111	Deicing Type I - Constortium	817,168	440,550	509,524	440,550
51112	Deicing Type IV - Sprayed	102,524	43,790	30,298	43,790
51113	Deicing Type IV - Consortium	154,971	118,350	163,403	118,350
		1,841,609	1,370,308	1,188,330	1,370,308
Salaries Expense					
11000	Salaries	$ 507,969	$ 562,216	$ 571,254	$ 703,144
12010	Overtime 1.5	80,014	77,525	68.348	75,024
		587,983	639,741	639,601	778,168
Other Employee Expenses					
21000	Social Security	44,212	39,843	59,784	59,721
22000	Health	84,662	217,992	42,342	102,688
22200	Dental Insurance	-	566	-	566
25000	Uniforms & Laundry	1,542	3,000	1,623	3,000
25005	Uniform Purchases	2,345	7,110	3,622	7,110
26010	NYS Disability	1,280	988	645	988
26020	Unemployment Insurance	3,366	9,942	4,040	6,469
29001	Retirement	9,661	9,000	10.095	-
		147,069	288,440	122,151	180,542
Utilities					
31000	Electric	16,294	13,000	14,004	13,000
35000	Water	3,648	2,000	3,379	2,000
36011	Telephone Charges-Long Distance	-	55	-	55
36033	Wireless	3,223	2,857	3,300	2,857
		23,165	17,912	20,683	17,912
Purchased Services					
42041	Environmental Liability	45,725	47,433	43,487	47,433
42060	Property Insurance	-	42,000	-	56,147
49020	Engineering Services	-	-	2,667	-
49030	Inspection Services	5,075	-	-	-
49040	Professional Management	23,196	13,900	23,989	30,000
		73,996	103,333	70,142	133,580
Material & Supplies					
52010	Alarm & PA Systems	321	5,000	2.388	5,000
52031	Electrical Repairs & Supplies	8,288	4,500	4.392	4,500
52033	HVAC	12	1,000	-	1,000
52035	Plumbing Repair & Supplies	-	1,000	-	1,000
52060	Building Maintenance	4,716	2,000	5,700	2,000
53078	Liquid Waste Disposal	13,296	38,000	11,987	38,000
54010	Gasoline	4,282	6,000	4,243	6,000
54011	Diesel Fuel	38,655	35,000	29,039	35,000
54012	Oil/Grease	1,911	-	-	-
54013	Vehicle/Equipment Tires	4,750	15,000	18,224	15,000
54021	Vehicle Repair & Maintenance	3,000	1,500	2,434	1,500
54022	Vehicle Communications Equipment	-	500	-	500
54030	General Equipment Repair/Maint	180,515	70,415	95,322	159,775
54031	Quality Control Equipment	3,946	7,000	7,586	38,000
54040	Heavy Equipment Maintenance	62,887	100,000	55.823	80,000
54070	Vehicle Shop Tools & Supplies	20,039	-	12.524	-
54075	Fuel Truck Lease	-	88,800	-	339,000
		346,616	375,715	249,663	726,275

60 FBO COMMERCIAL 60
Account Summary

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Office/Administration					
66010	Training / Travel	-	-	1,156	-
		-	-	1,156	-
Non-Capital Equipment					
83000	Equipment	69,840	-	40,695	-
Non Capital / Contingency		69,840	-	40,695	-
		$3,090,279	**$2,795,449**	**$2,332,421**	**$3,206,784**

61 FBO GENERAL AVIATION



61 FBO GENERAL AVIATION
Position Count

				Budget 2022	Budget 2023	Budget 2024	Budget 2025
Full Time Positions							
Authority Administration							
	MFZ-Customer Service			-	-	-	-
	MFZ-Line Service Technician			-	-	-	-
	MFZ-One time discretionary (BY2023) amount			-	-	-	-
				-	**-**	**-**	**0**
FBO General Aviation - Concierge Servcices							
	MFZ-Customer Service Manager		61-03	-	-	1	1
	MFZ-Customer Service - Lead		61-03	-	1	1	1
	MFZ-Concierge		61-03	-	-	-	1
	MFZ-Concierge (name change from Customer Service)		61-03	-	1	1	-
	MFZ-Customer Service		61-03	3	1	2	2
				3	**3**	**5**	**5**
FBO General Aviation - Line Servcices							
	MFZ-Supervisor (Alan Barber)		61-05	-	-	1	1
	MFZ-Supervisor (Luke Henkel)		61-05	-	-	1	1
	MFZ-Supervisor (name change from LST)		61-05	-	2	-	-
	MFZ-Line Service Technician - Lead		61-05	-	-	1	-
	MFZ-Supervisor (Scott Rossi)		61-05	-	-	-	1
	MFZ-Line Service Technician		61-05	17	13	12	13
	MFZ-Line Service Technician	Vacant	61-05	-	2	-	-
Vacancy	MFZ-Line Service Technician		61-05	-	-	1	-
				17	**17**	**16**	**16**
				20	**20**	**21**	**21**
				20	**20**	**21**	**21**

61 FBO GENERAL AVIATION

Overview

This cost center includes the salaries and benefits for the employees who service the general aviation community, the customer service representatives, all the expenses incurred for the FBO building and hangars such as electric, telephone and general maintenance, the purchases of aviation fuel, oil, and deicing fluid for the general aviation community, the vehicles used for general aviation aircraft and cutomers, the credit card processing fees from general aviation sales, and all other related expenses, incurred on behalf of the general aviation community.

Manager: Brian King, Million Air

Rates & Charges Allocation: 100 percent of the charges bore by the Authority.

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 1,107,928	$ 1,103,842	$ 1,077,311	$ 1,302,323
Other Employee Expenses	373,769	398,268	278,605	293,366
Utilities	92,254	83,410	77,573	91,610
Purchased Services	198,763	189,801	199,872	196,875
Material & Supplies	435,473	252,882	537,473	284,882
Office/Administration	293,754	288,200	360,470	293,200
Non-Capital Equipment	57,205	114,505	111,787	89,000
	$ 2,559,145	**$ 2,430,908**	**$ 2,643,091**	**$ 2,551,256**

61 FBO GENERAL AVIATION 61

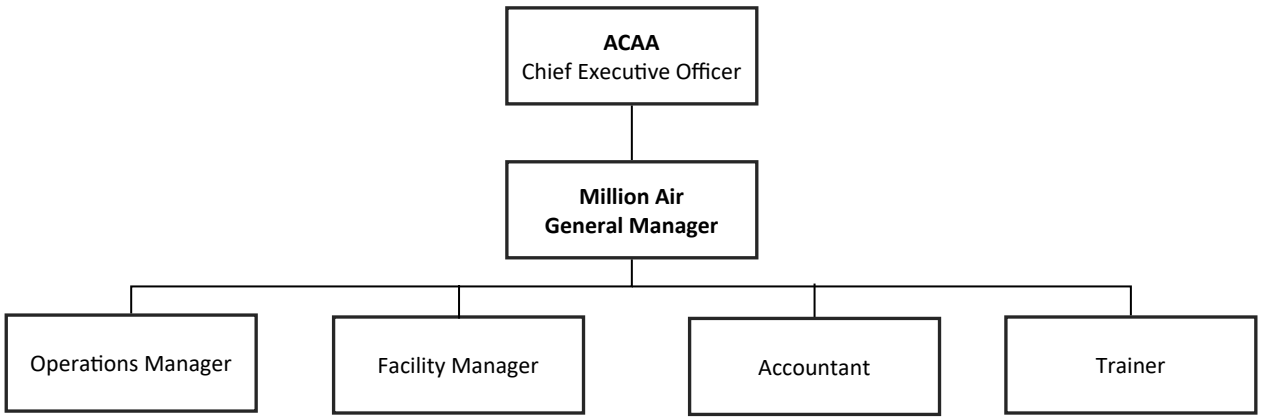
Account Summary

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Cost of Good Sold (FBO)					
51101	Fuel Costs - Jet A	3,451,613	3,740,000	3.100.384	3,740,000
51102	Jet A Discounts	184,836	300,000	174.632	300,000
51103	Fuel Costs - AvGas	341,617	320,850	320,957	320,850
51104	AvGas Discounts	11,274	-	10,692	-
51125	Oil	2,542	1,000	3,197	1,000
51126	TKS	918	1,000	-	1,000
51127	Customs Garbage Disposal	48,175	-	36,033	-
		4,040,974	4,362,850	3,645,896	4,362,850
Salaries Expense					
11000	Salaries	$ 921,440	$ 933,342	$ 933,079	$ 1,125,323
12010	Overtime 1.5	186,488	170,500	144.233	177,000
		1,107,928	1,103,842	1,077,311	1,302,323
Other Employee Expenses					
21000	Social Security	82,687	71,484	81,269	99,130
22000	Health	251,812	276,292	152,495	143,331
22200	Dental Insurance	-	1,084	-	1,084
25000	Uniforms & Laundry	1,252	12,000	1,386	2,000
25005	Uniform Purchases	22,911	15,437	23,953	17,470
26010	NYS Disability	2,250	2,760	757	2,760
26020	Unemployment Insurance	8,276	15,211	7,683	11,591
29001	Retirement	4,581	4,000	11.062	16,000
		373,769	398,268	278,605	293,366
Utilities					
31000	Electric	56,696	50,000	43,845	50,000
33000	Natural Gas	31,260	26,800	29,723	35,000
36060	Cable Television	4,298	6,610	4,005	6,610
		92,254	83,410	77,573	91,610
Purchased Services					
42060	Property Insurance	23,144	21,000	24.953	28,074
42095	Insurance Claims	5,000	5,000	4,000	5,000
45000	Janitorial Services	59,902	61,151	74,508	61,151
45010	Refuse Removal Services	3,620	2,650	3,692	2,650
49040	Professional Management	107,097	100,000	92,719	100,000
		198,763	189,801	199,872	196,875

61 FBO GENERAL AVIATION 61
Account Summary

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Material & Supplies					
52010	Alarm & PA Systems	1,975	2,500	933	2,500
52031	Electrical Repairs & Supplies	14,374	7,200	9,527	7,200
52032	Elevator Repairs & Supplies	4,070	3,500	1,205	3,500
52033	HVAC	19,588	26,000	7,427	26,000
52034	Roof	3,345	3,500	-	3,500
52035	Plumbing Repairs & Supplies	3,565	4,500	1,055	4,500
52036	Automatic Door Repairs & Supplies	853	2,000	-	2,000
52037	Pest Control	766	800	683	800
52060	Building Maintenance	40,782	40,840	35,102	40,840
52062	Janitorial Supplies	12,271	27,000	9,857	22,000
52063	Window Washing	2,797	2,066	9,101	2,066
52080	Sign Expense	-	-	1,131	-
53040	Sign Expense	280	-	-	-
53078	Liquid Waste Disposal	962	-	-	-
54010	Gasoline	4,282	6,000	4,243	6,000
54011	Diesel Fuel	38,655	35,000	29,039	35,000
54013	Vehicles/Equipment Tires	2,022	6,000	7,866	6,000
54021	Vehicle Repair & Maintenance	78	2,000	619	3,000
54022	Vehicle Communications Equipment	-	500	147	500
54030	General Equipment Repair/Maint	10,344	10,000	11,144	10,000
54040	Heavy Equipment Maintenance	35,248	31,500	18,027	31,500
54070	Vehicle Shop Tools & Supplies	2,654	3,000	4,529	3,000
54075	Fuel Truck Lease	236,562	38,976	385,838	74,976
		435,473	252,882	537,473	284,882
Office/Administration					
55010	Office Equipment Rental	608	1,000	1,195	1,000
55020	Office Furniture & Fixtures	62	-	-	-
66000	Dues & Subscriptions	17,348	17,200	24,547	17,200
66010	Training/Travel	-	5,000	1,738	5,000
66015	Incentives	39,068	40,000	47,786	45,000
66016	GA Special Events	-	-	47,475	-
66060	Credit Card Service Charges	236,668	225,000	237,729	225,000
		293,754	288,200	360,470	293,200
Non-Capital Equipment					
83000	Equipment	57,205	114,505	111,787	89,000
Non Capital / Contingency		57,205	114,505	111,787	89,000
		$6,600,119	**$6,793,758**	**$6,288,987**	**$6,914,106**

69 FBO ADMINISTRATION



69 FBO ADMINISTRATION
Position Count

				Budget 2022	Budget 2023	Budget 2024	Budget 2025
	Full Time Positions						
	Authority Administration						
	MFZ-General Manager			-	-	-	-
	MFZ-Operations Manager			-	-	-	-
				-	**-**	**-**	**0**
	FBO Management						
	MFZ-General Manager	69-01		1	1	1	1
	MFZ-Facility Manager (Fuel Farm) Transferred to Dep 60 in 2023	69-01		-	-	-	-
	MFZ-Facility Manager/Other (late reques)	69-01		-	1	1	1
	MFZ-Operations Manager	69-01		1	1	1	1
	MFZ-Trainer-QC	69-01		1	1	1	1
Request	MFZ-Accountant / Human Resources	69-01		-	-	-	1
				3	**4**	**4**	**5**
				3	**4**	**4**	**5**
				3	**4**	**4**	**5**

69 FBO ADMINISTRATION

Overview

This cost center includes the salaries and benefits, utiliites, insurances and office expenses for the administration of the Fixed Based Operator (FBO).

Manager: Brian King, Million Air

Rates & Charges Allocation: Indirect; charges allocated based on proportion of direct, FBO- Commercial, and FBO-General Aviation cost centers.

	Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense	$ 274,034	$ 312,966	$ 264,807	$ 452,040
Other Employee Expenses	92,253	118,094	40,808	141,452
Utilities	2,057	765	591	5,015
Purchased Services	384,995	397,684	393,606	397,684
Office/Administration	60,540	58,235	55,167	71,517
Non-Capital Equipment	-	-	-	98,000
	$ 813,879	**$ 887,744**	**$ 754,979**	**$ 1,165,709**

69 FBO ADMINISTRATION 69
Account Summary

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Salaries Expense					
11000	Salaries	$ 274,034	$ 312,966	$ 264,807	$ 452,040
		274,034	312,966	264,807	452,040
Other Employee Expenses					
21000	Social Security	20,602	23,942	19,802	34,581
22000	Health	63,881	83,648	13,838	85,292
22200	Dental Insurance	-	324	-	324
24000	Medical Exams	990	1,500	1,400	1,500
25000	Uniforms & Laundry	388	650	389	650
25005	Uniform Purchases	-	1,544	-	1,544
26010	NYS Disability	1,664	470	294	470
26020	Unemployment Insurance	1,156	3,615	926	11,591
29001	Retirement	3,572	2,400	4,158	5,500
		92,253	118,094	40,808	141,452
Utilities					
36010	Telephone Charges-Local	-	175	-	175
36011	Telephone Charges-Long Distance	-	140	-	140
36020	Telephone Repairs	1,631	-	-	-
36035	Radio Communications	426	450	591	4,700
		2,057	765	591	5,015
Purchased Services					
42010	Airport Liability	177,329	180,684	161,051	180,684
46010	Public Relations	42,000	42,000	42,000	42,000
49040	Professional Management	165,667	175,000	190,556	175,000
		384,995	397,684	393,606	397,684
Office/Administration					
55010	Office Equipment Rental	1,173	400	1,346	5,000
55011	Copy Machine Use	250	-	-	-
55012	Office Equipment Service Agreements	1,581	500	1,924	2,000
55014	Computer Systems	374	2,750	1,692	3,000
55015	Hardware/Software Maint Agreement	9,373	13,285	13,367	14,817
55016	Computer Equipment	2,290	1,600	-	5,700
55020	Office Furniture & Fixtures	-	-	533	-
55030	Printed Forms/Letterhead	977	200	1,235	1,500
55041	Express Mail	75	-	-	-
55060	Office Supplies	5,702	15,000	4,988	15,000
55070	Payroll Services	23,497	19,000	14,127	19,000
66000	Dues & Subscriptions	1,800	1,000	7,600	1,000
66010	Training / Travel	13,888	4,500	8,356	4,500
66060	Credit Card Service Charges	(441)	-	-	-
		60,540	58,235	55,167	71,517
Non-Capital Equipment					
83000	Equipment	-	-	-	98,000
Non Capital / Contingency		-	-	-	98,000
		$813,879	**$887,744**	**$754,979**	**$1,165,709**

Combined Operating Expenses by Account

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
FBO Expenses					
Cost of Good Sold (FBO)					
51101	Fuel Costs - Jet A	$3,451,613	$3,740,000	$3,100,384	$3,740,000
51102	Jet A Discounts	184,836	300,000	174,632	300,000
51103	Fuel Costs - AvGas	341,617	320,850	320,957	320,850
51104	AvGas Discounts	11,274	-	10,692	-
51105	Fuel Costs - Auto Gas	64,494	72,000	51,704	72,000
51107	Fuel Costs - Diesel	132,192	150,000	123,507	150,000
51108	Fuel Costs-AvGas Commercial	18,193	15,000	12,872	15,000
51110	Deicing Type I - Sprayed	552,068	530,618	297,022	530,618
51111	Deicing Type I - Constortium	817,168	440,550	509,524	440,550
51112	Deicing Type IV - Sprayed	102,524	43,790	30,298	43,790
51113	SAF	154,971	118,350	163,403	118,350
51125	Oil	2,542	1,000	3,197	1,000
51126	TKS	918	1,000	-	1,000
51127	Customs Garbage Disposal	48,175	-	36,033	-
		5,882,583	5,733,158	4,834,226	5,733,158
Salaries Expense					
11000	Salaries	1,703,442	1,808,524	1,769,139	2,280,507
12010	Overtime 1.5	266,502	248,025	212,580	252,024
		1,969,945	2,056,549	1,981,719	2,532,531
Other Employee Expenses					
21000	Social Security	147,500	135,268	160,855	193,433
22000	Health	400,355	577,932	208,675	331,311
22200	Dental Insurance	-	1,974	-	1,974
24000	Medical Exams	990	1,500	1,400	1,500
25000	Uniforms & Laundry	3,182	15,650	3,398	5,650
25005	Uniform Purchases	25,257	24,091	27,576	26,124
26010	NYS Disability	5,194	4,218	1,695	4,218
26020	Unemployment Insurance	12,798	28,768	12,650	29,651
29001	Retirement	17,814	15,400	25,315	21,500
		613,091	804,801	441,564	615,360
Utilities					
31000	Electric	72,989	63,000	57,848	63,000
33000	Natural Gas	31,260	26,800	29,723	35,000
35000	Water	3,648	2,000	3,379	2,000
36010	Telephone Charges-Local	-	175	-	175
36011	Telephone Charges-Long Distance	-	195	-	195
36020	Telephone Repairs	1,631	-	-	-
36033	Wireless	3,223	2,857	3,300	2,857
36035	Radio Communications	426	450	591	4,700
36060	Cable Television	4,298	6,610	4,005	6,610
		117,476	102,087	98,847	114,537
Purchased Services					
42010	Airport Liability	177,329	180,684	161,051	180,684
42041	Environmental Liability	45,725	47,433	43,487	47,433
42060	Property Insurance	23,144	63,000	24,953	84,221
42095	Insurance Claims	5,000	5,000	4,000	5,000
45000	Janitorial Services	59,902	61,151	74,508	61,151
45010	Refuse Removal Services	3,620	2,650	3,692	2,650
46010	Public Relations	42,000	42,000	42,000	42,000
49020	Engineering Services	-	-	2,667	-
49030	Inspection Services	5,075	-	-	-
49040	Professional Management	295,960	288,900	307,263	305,000
		657,754	690,818	663,620	728,139
Material & Supplies					
52010	Alarm & PA Systems	2,296	7,500	3,321	7,500
52031	Electrical Repairs & Supplies	22,663	11,700	13,919	11,700

Combined Operating Expenses by Account

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Material & Supplies					
52032	Elevator Repairs & Supplies	4,070	3,500	1,205	3,500
52033	HVAC	19,600	27,000	7,427	27,000
52034	Roof	3,345	3,500	-	3,500
52035	Plumbing Repairs & Supplies	3,565	5,500	1,055	5,500
52036	Automatic Door Repairs & Supplies	853	2,000	-	2,000
52037	Pest Control	766	800	683	800
52060	Building Maintenance	45,498	42,840	40,801	42,840
52062	Janitorial Supplies	12,271	27,000	9,857	22,000
52063	Window Washing	2,797	2,066	9,101	2,066
52080	Sign Expense	-	-	1,131	-
53040	Sign Expense	280	-	-	-
53078	Liquid Waste Disposal	14,258	38,000	11,987	38,000
54010	Gasoline	8,564	12,000	8,486	12,000
54011	Diesel Fuel	77,310	70,000	58,078	70,000
54012	Oil/Grease	1,911	-	-	-
54013	Vehicles/Equipment Tires	6,772	21,000	26,091	21,000
54021	Vehicle Repair & Maintenance	3,078	3,500	3,053	4,500
54022	Vehicle Communications Equipment	-	1,000	147	1,000
54030	General Equipment Repair/Maint	190,859	80,415	106,466	169,775
54031	Quality Control Equipment	3,946	7,000	7,586	38,000
54040	Heavy Equipment Maintenance	98,135	131,500	73,850	111,500
54070	Vehicle Shop Tools & Supplies	22,693	3,000	17,053	3,000
54075	Fuel Truck Lease	236,562	127,776	385,838	413,976
		782,089	628,597	787,136	1,011,157
Office/Administration					
55010	Office Equipment Rental	1,781	1,400	2,541	6,000
55011	Copy Machine Use	250	-	-	-
55012	Office Equipment Service Agreements	1,581	500	1,924	2,000
55014	Computer Systems	374	2,750	1,692	3,000
55015	Hardware/Software Maint Agreement	9,373	13,285	13,367	14,817
55016	Computer Equipment	2,290	1,600	-	5,700
55020	Office Furniture & Fixtures	62	-	533	-
55030	Printed Forms/Letterhead	977	200	1,235	1,500
55041	Express Mail	75	-	-	-
55060	Office Supplies	5,702	15,000	4,988	15,000
55070	Payroll Services	23,497	19,000	14,127	19,000
66000	Dues & Subscriptions	19,148	18,200	32,147	18,200
66010	Training / Travel	13,888	9,500	11,250	9,500
66015	Incentives	39,068	40,000	47,786	45,000
66016	GA Special Events	-	-	47,475	-
66060	Credit Card Service Charges	236,226	225,000	237,729	225,000
		354,293	346,435	416,793	364,717
Non-Capital Equipment		127,045	114,505	152,482	187,000
		$10,504,276	**$10,476,950**	**$9,376,387**	**$11,286,599**

Section 5

Non Operating Revenue

and

Non Expense

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Other Nonoperating Revenue					
07010	Investments Earnings - Savings	1,944,868	600,000	1,886,277	1,400,000
07030	Investment Earnings - Capital	426,478	200,000	574,388	300,000
07040	Interest Earnings - GASB 87	0	0	0	0
71000	Improvement Charges	368,400	368,400	368,400	368,400
71005	Customer Facility Charge Revenues	0	0	0	0
71100	Federal Airport Security Grant	138,700	138,700	67,995	138,700
71200	TSA LEO Reimbursement	0	0	0	0
71300	Federal Emergency Disaster Relief	5,093,917	0	0	0
71400	Insurance Recoveries	335,000	0	42,935	0
71500	Investment Income	0	0	0	0
71600	Air Service Development	0	0	0	0
71913	Current Year TSA Grants	122,363	0	273,358	0
79500	Passenger Facility Charges	5,699,318	5,443,500	3,236,864	5,577,200
		$14,129,044	**$6,750,600**	**$6,450,216**	**$7,784,300**

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
		-	**0**	**0**	**0**
79200	Line of Credit Interest Expense	-	800,000	144,269	600,000
		-	**800,000**	**144,269**	**600,000**
78015	Principal - 2017 A Refunding Bonds	-	830,000	737,778	870,000
78016	Principal - 2017 B Refunding Bonds	-	280,000	248,889	290,000
78018	Principal - 2018 B Revenue Bond	-	435,000	386,667	455,000
78019	Principal - 2019 A Revenue Bond	-	185,000	164,444	190,000
78020	Principal - 2020 A Revenue Bond	-	405,000	360,000	420,000
78021	Principal - 2020 B Revenue Bond	-	5,145,000	4,573,333	5,400,000
79015	Interest - 2017 A Refunding Bonds	133,630	153,375	136,333	111,875
79016	Interest - 2017 B Refunding Bonds	122,618	116,525	103,578	102,525
79017	Interest - 2018 A Revenue Bond	597,409	738,500	656,444	738,500
79018	Interest - 2018 B Revenue Bond	233,305	299,000	265,778	277,250
79019	Interest - 2019 A Revenue Bond	250,071	370,750	329,556	363,350
79020	Interest - 2020 A Revenue Bond	115,538	164,500	146,222	144,250
79021	Interest - 2020 B Revenue Bond	655,593	810,750	720,667	553,500
		2,108,163	**9,933,400**	**8,829,689**	**9,916,250**
		$2,108,163	**$10,733,400**	**$8,973,958**	**$10,516,250**

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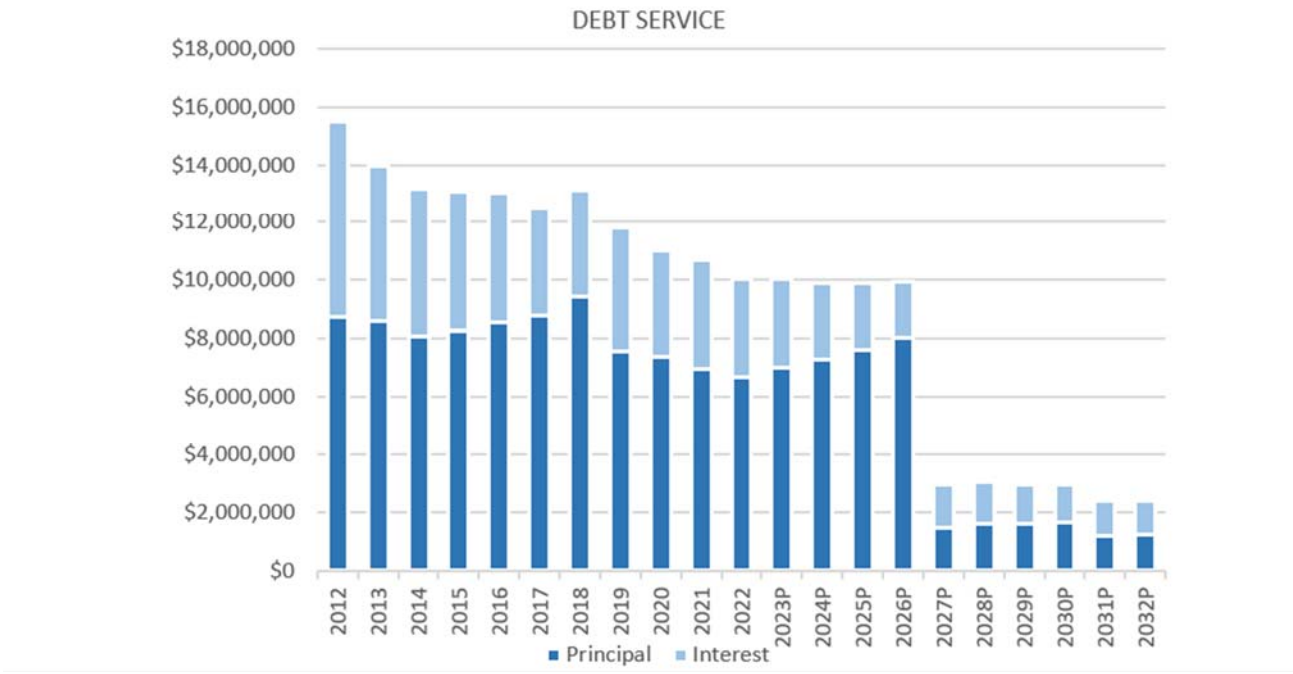
Section 6

Debt Service



2021E does not include defeasance of $580,000 Series 2007A Bonds.

DEBT POLICY

The actual amount of debt the Authority may have outstanding at any one time is limited by the following:

- The Authority's legal debt limit ($285 million). The Authority's debt limit was increased from $175 million to $285 million during 2004 by State legislation enacted (Chapter 500), amending the Albany County Airport Authority Act, Title 32 of Article 8, of the New York State Public Authorities Law. The Authority has historically only issued debt to fund major capital improvement projects in excess of $50,000.
- The Authority's Master Bond Resolution which permits new borrowings only if the Authority's net revenues equal 125% of Maximum Annual Debt Service on all debt outstanding and the proposed debt to be issued. This debt coverage calculation can be found in the Rates and Charges section of this document.
- The maintenance of investment grade debt ratings from major debt rating agencies. These agencies generally suggest that the total debt outstanding should be limited to $100 per enplaned passenger.
- The willingness of investors in the bond market to purchase the Authority's indebtedness.
- Any negotiated bond sales are subject to the approval of the Comptroller of the State of New York and the Comptroller of the County of Albany.

The Authority also adopted a Derivatives Policy and a Variable Rate Debt Policy as summarized below.

Derivatives Policy

The Authority adopted a Derivatives Policy which allows for the use of Derivative Financial products for capital financing. The Derivatives Policy prohibits the use of Derivative Financial products for either investment or speculation. The Derivatives Policy recognizes derivatives as non-traditional financial products, including but not limited to, floating to fixed rate swaps, swaptions, caps, floors, collars and municipal warrants. The Derivatives Policy requires:

- that transactions entered into under the policy must be for a market transaction for which competing good faith quotations may be obtained at the discretion of the Authority and with the advice and recommendation of the Authority's swap advisor, and other financial professionals;
- that transactions should produce material economic benefit believed to not otherwise be attainable under the current existing market conditions, or existing conventional debt structures, and improve the flexibility of debt management strategies;
- employ a structure that will attempt to minimize any additional floating rate basis risk, tax law risk or credit risk to the Authority and justify the acceptance of these risks for a particular transaction, based on the additional benefits to the Authority; and
- limits the total amount of derivative financial product transactions so as not to exceed thirty-three percent (33%) of the total authorized debt limit of the Authority (currently $285 million).

Variable Rate Debt Policy

The Authority adopted a Variable Rate Debt Policy which allows for the use of variable rate debt within prescribed limitations. The Variable Rate Debt Policy recognizes permanent and interim uses of variable rate debt. Interim use of variable rate debt may occur during the construction phase of a project for which the Authority intends to obtain permanent financing at the conclusion of the construction phase. The Variable Rate Debt Policy provides that:

- permanent variable rate debt exposure includes variable rate debt which the Authority does not intend to be refinanced by a long-term fixed rate debt;
- net permanent variable rate debt exposure is permanent variable rate debt that is not offset by the cash, cash equivalent and short-term investment assets of the Authority;

DEBT POLICY, continued

- net permanent variable rate debt excludes, with some exceptions, variable debt that has been synthetically changed to fixed rate debt by the use of a financial derivative hedge product with a fixed-payer interest rate swap;
- net permanent variable rate debt, excluding synthetic fixed rate transactions, should not generally exceed twenty percent (20%) of the Authority's outstanding indebtedness.

The Authority's policy is to manage its current and future debt service requirements to be in compliance with all bond covenants, while prudently meeting the capital needs of the Airport and to continue the pursuit of higher underlying ratings from the rating agencies.

MASTER and SUPPLEMENTAL BOND RESOLUTION

The Authority in 1995, as amended in 1997, established procedures for selection of underwriters for the sale of the Authority's bonds and for certain other matters. These procedures allow for public competitive sale, public negotiated sale or private negotiated sale of debt based upon a determination of the Chief Financial Officer and the recommendation of the Authority Chair.

In 1997 the Authority adopted a Master Bond Resolution which authorizes the issuance of Airport Revenue Bonds; prescribing the limitations on and the conditions of issuance and the form of any bonds to be issued. Two key provisions provide for an additional bonds test before the Authority issues any new debt and a covenant to maintain 125% debt service coverage of net revenues, as defined.

Since 1997, there have been sixteen supplemental resolutions.

DEBT OUTSTANDING

In August 2021, $580,000 of Series 2017A (non-AMT) bonds were defeased. This transaction was completed to pay back bond funds that were used to refurbish the old Airport Administration offices that are now being occupied by a private entity.

The chart below exhibits for each issue the original issue amounts, the debt to be outstanding as of December 31, 2023, the principal payments due in 2024, the interest due in 2024, total debt service payments, and the debt outstanding as of December 31, 2024.

Bond Series	Original Issue Amount	Outstanding 12-31-24	Principal Payments Due in 2025	Interest Payments Due in 2025	Total Payments Due in 2025	Outstanding 12-31-25
2017A	$ 7,795,000	$ 2,480,000	$ 870,000	$ 111,875	$ 981,875	$ 1,610,000
2017B	6,600,000	2,480,000	290,000	102,525	392,525	2,190,000
2018A	14,770,000	14,770,000	-	738,500	738,500	14,770,000
2018B	7,820,000	5,545,000	455,000	277,250	732,250	5,090,000
2019	9,620,000	8,785,000	190,000	363,350	553,350	8,595,000
2020A	4,390,000	2,885,000	420,000	144,250	564,250	2,465,000
2020B	30,220,000	11,070,000	5,400,000	553,500	5,953,500	5,670,000
	$81,215,000	$48,015,000	$7,625,000	$2,291,250	$9,916,250	$40,390,000

DEBT SERVICE SCHEDULE

Year	Principal	Interest	Total
2020	$7,390,000	$3,618,820	$11,008,820
2021	6,945,000	3,756,050	10,701,050
2022	6,685,000	3,335,200	10,020,200
2023	7,020,000	3,002,650	10,022,650
2024	7,280,000	2,653,400	9,933,400
2025	7,625,000	2,291,250	9,916,250
2026	8,030,000	1,910,000	9,940,000
2027	1,455,000	1,508,500	2,963,500
2028	1,530,000	1,437,550	2,967,000
2029	1,585,000	1,366,275	2,951,275
2030	1,665,000	1,291,731	2,956,731
2031	1,170,000	1,212,963	2,382,963
2032	1,230,000	1,158,906	2,388,906
2033	1,285,000	1,101,800	2,386,800
2034	1,240,000	1,041,400	2,281,400
2035	1,290,000	981,750	2,271,750
2036	1,105,000	919,600	2,024,600
2037	1,165,000	864,350	2,029,350
2038	1,220,000	806,100	2,026,100
2039	1,285,000	745,100	2,030,100
2040	1,345,000	684,650	2,029,650
2041	1,410,000	621,350	2,031,350
2042	1,470,000	554,950	2,024,950
2043	1,540,000	485,700	2,025,700
2044	1,615,000	413,100	2,028,100
2045	1,690,000	336,950	2,026,950
2046	1,765,000	262,050	2,027,050
2047	1,840,000	183,700	2,023,700
2048	1,920,000	101,800	2,021,800
2049	540,000	16,200	556,200

		Actual 2023	Budget 2024	Projection 2024	Budget 2025
Debt Service					
78015	Principal - 2017 A Refunding Bonds	0	830,000	737,778	870,000
78016	Principal - 2017 B Refunding Bonds	0	280,000	248,889	290,000
78018	Principal - 2018 B Revenue Bond	0	435,000	386,667	455,000
78019	Principal - 2019 A Revenue Bond	0	185,000	164,444	190,000
78020	Principal - 2020 A Revenue Bond	0	405,000	360,000	420,000
78021	Principal - 2020 B Revenue Bond	0	5,145,000	4,573,333	5,400,000
79015	Interest - 2017 A Refunding Bonds	133,630	153,375	136,333	111,875
79016	Interest - 2017 B Refunding Bonds	122,618	116,525	103,578	102,525
79017	Interest - 2018 A Revenue Bond	597,409	738,500	656,444	738,500
79018	Interest - 2018 B Revenue Bond	233,305	299,000	265,778	277,250
79019	Interest - 2019 A Revenue Bond	250,071	370,750	329,556	363,350
79020	Interest - 2020 A Revenue Bond	115,538	164,500	146,222	144,250
79021	Interest - 2020 B Revenue Bond	655,593	810,750	720,667	553,500
		$2,108,163	**$9,933,400**	**$8,829,689**	**$9,916,250**

71 AUTHORITY ADMINISTRATION 71

10 Series 2017A Refunding Bonds(Non-AMT)

Bond Series: Series 2017A Refunding Bond (Non-AMT)

Date: March 29, 2017

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The bonds were issued to refund the Series 2003A and 2006A Bonds and finance various land, parking expansions, hangars, and equipment acquisitions, apron and runway expansions, taxiway, runway and hangar rehabilitations, certain terminal expansion and lease hold improvements.

Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

78015	Principal - 2017 A Refunding Bonds	
	MFZ-GARB Series 2017A - Principal	0
	MFZ-GARB Series 2017A - Principal	0
	MFZ-GARB Series 2017A - Principal	870,000
79015	Interest - 2017 A Refunding Bonds	
	MFZ-GARB Series 2017A - Interest	0
	MFZ-GARB Series 2017A - Interest	0
	MFZ-GARB Series 2017A - Interest	111,875
		$ 981,875

71 AUTHORITY ADMINISTRATION 71

20 Series 2017B Refunding Bonds(AMT)

Bond Series: Series 2017B Refunding Bond (AMT)

Date: March 29, 2017

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The bonds were issued refund the Series 2006C Bonds and to finance the construction of a 42,800 square foot aviation service and maintenance facility, certain terminal renovations, general aviation hangar renovatons, construction of additional general aviation T- hangars, fuel farm upgrades and equipment for use by Airport management contractors.

Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

78016	Principal - 2017 B Refunding Bonds	
	MFZ-GARB Series 2017B - Principal	0
	MFZ-GARB Series 2017B - Principal	0
	MFZ-GARB Series 2017B - Principal	290,000
79016	Interest - 2017 B Refunding Bonds	
	MFZ-GARB Series 2017B - Interest	0
	MFZ-GARB Series 2017B - Interest	0
	MFZ-GARB Series 2017B - Interest	102,525
		$ 392,525

71 AUTHORITY ADMINISTRATION 71

30 Series 2018A Revenue Bonds(Non-AMT)

Bond Series: Series 2018A Revenue Bond (Non-AMT)

Date: November 15, 2018

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The Series 2018A Bonds were issued to (i) finance $15million of project costs in the Authority's 2015-2019 Five-Year Capital Plan (the "Capital Plan"), (ii) make the require deposit to the Bond Reserve Account for the Series 2018A Bonds, and (iii) to pay the costs of issuing the Series 2018A Bonds.

The Capital Plan approved by the County of Albany, as amended in 2017, includes the issuance of up to $38.5 million in bonds to fund projects included in the plan. On August 14, 2018 the State of New York announced a $92 million Albany International Airport Modernization Project (the "Project"). The Project includes an Airport Highway Access Project funded by the State at an estimated cost of $50 million and a $42.2 million Airport Modernization Project to which the State is contribuiting $22.1 million in grant funding. The Authority intends to use $14.1 million of the Series 2018A Bond Proceeds and other available funds to fund a portion of the Airport Modernization Project.

The Allbany International Airport Modernization Project includes:

1. Construction of a 1,000 unit, multi-level parking garage.
2. Energy-effiecient LED lights illuminating a bridge connecting the garage to the terminal.
3. Parking access improvements including lighting to highlight available parking spaces.
4. Terminal Projects that will include refurbishing the escalators, restrooms, waiting rooms and food courts.
5. The Authority will use $900,000 of the Series 2018A Boind proceeds to fund other capital expenditures included in the Capital Plan.

Security: The bonds are secured by the full faith and credit of the Authority and are payable from general Airport revenues without limition

79017	Interest - 2018 A Revenue Bond	
	MFZ-GARB Series 2018A	0
	MFZ-GARB Series 2018A	0
	MFZ-MFZ-GARB Series 2018A	738,500
		$ 738,500

71 AUTHORITY ADMINISTRATION 71

40 Series 2018B Revenue Bonds(AMT)

Bond Series: Series 2018B Revenue Bond (AMT)

Date: November 15, 2018

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The bonds were issued to (i) finance $8 million of project costs in the Capital Plan, (ii) make the required deposit to the Bond Reserve Account for the Series 2018B Bonds, and (iii) to pay the costs of issuing the Series 2018B Bonds. The Series 2018B Bonds will be used to fund capital renovatoins and improvements to general and commercial hangars, fund equipment acquisitions for its Fixed Base Operatons and fnd other capital improvements to the Passenger Terminal included in the Airport Modenization Project.

Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

78018	Principal - 2018 B Revenue Bond	
	MFZ-GARB Series 2018B - Principal	0
	MFZ-GARB Series 2018B - Principal	0
	MFZ-GARB Series 2018B - Principal	455,000
79018	Interest - 2018 B Revenue Bond	
	MFZ-GARB Series 2018B - Interest	0
	MFZ-GARB Series 2018B - Interest	0
	MFZ-GARB Series 2018B - Interest	277,250
		$ 732,250

71 AUTHORITY ADMINISTRATION 71

50 Series 2019 Revenue Bonds(Non-AMT)

Bond Series: Series 2019A Revenue Bond (Non-AMT)

Date: November 26, 2019

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The bonds were issued to finance a portion of the Upstate Airport Development & Revitalization Project at the Airport.

Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

78019	Principal - 2019 A Revenue Bond	
	MFZ-GARB Series 2019A - Principal	0
	MFZ-GARB Series 2019A - Principal	0
	MFZ-GARB Series 2019A - Principal	190,000
79019	Interest - 2019 A Revenue Bond	
	MFZ-GARB Series 2019A - Interest	0
	MFZ-GARB Series 2019A - Interest	0
	MFZ-GARB Series 2019A - Interest	363,350
		$ 553,350

71 AUTHORITY ADMINISTRATION 71

60 Series 2020A Forward Refunding Bonds(Non-AMT)

Bond Series: Series 2020B Forward Refunding Bonds (Non-AMT)

Date: March 18, 2020

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The bonds were issued to refund and defease the Series 2010A Bonds. The refunded bonds were issued to partially finance the 1998 Terminal Improvement and Airport Redevelopment, a 1,900 space parking garage, and the New York Police Executive Hangar.

Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

78020	Principal - 2020 A Revenue Bond	
	MFZ-GARB Series 2020A - Principal	0
	MFZ--GARB Series 2020A - Principal	0
	MFZ-GARB Series 2020A - Principal	420,000
79020	Interest - 2020 A Revenue Bond	
	MFZ-GARB Series 2020A - Interest	0
	MFZ-GARB Series 2020A - Interest	0
	MFZ-GARB Series 2020A - Interest	144,250
		$ 564,250

71 AUTHORITY ADMINISTRATION 71

70 Series 2020B Forward Refunding Bonds(AMT)

Bond Series: Series 2020B Forward Refunding Bonds (AMT)

Date: March 18, 2020

Payable: Principal is payable annually on December 15 with interest paid semianually each June 15 and December 15.

Rating: (underlying) Moody's: A2
Sandard & Poor's: A+, Stable (08/2024)

Purpose: The bonds were issued to refund and defease the Series 2010A Bonds. The refunded bonds were issued to partially finance the 1998 Terminal Improvement and Airport Redevelopment, a 1,900 space parking garage, and the New York Police Executive Hangar.

Security: The bonds are secured by the full faith and credit of the Authoirty and are payable from general Airport revenues without limitation.

78021	Principal - 2020 B Revenue Bond	
	MFZ-GARB Series 2020B -Principal	0
	MFZ-GARB Series 2020B -Principal	0
	MFZ-GARB Series 2020B -Principal	5,400,000
79021	Interest - 2020 B Revenue Bond	
	MFZ-GARB Series 2020B - Interest	0
	MFZ-GARB Series 2020B - Interest	0
	MFZ-GARB Series 2020B - Interest	553,500
		$ 5,953,500
		$ 9,916,250

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Section 7

Capital Improvement Program

Capital Contributions

and

Capital Expenditures

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FIVE-YEAR CAPITAL PROGRAMS

The enabling legislation creating the Authority (Chapter 686 of the Laws of 1993) sets forth in section 2784.3. (a) The following:

> "On or before September first, nineteen hundred ninety-five, and on or before September first on every fifth year thereafter, the Authority shall submit to the county legislature a capital projects plan for the five year period commencing January first of the following year. The plan shall set goals and objectives for capital spending and describe each capital project proposed to be initiated in each of the years covered by the plan. Each plan shall also set forth an estimate of the amount of capital funding required each year and the expected sources of such funding."

The first-five year capital program covering the years 1996 through 2000 totaling $49,571,843 was approved by the Albany County Legislature, in Resolution 280, adopted on September 11, 1995. There was one amendment to the five year capital plan for $6,605,319 approved in Resolution 251, adopted on July 13, 1998 which increased the total approved capital program to $56,177,162.

The five-year capital plan for years 2000 through 2004 totaling $232,400,000 was approved by the Authority on February 7, 2000 and the Albany County Legislature in Resolution No. 39-00, adopted on February 14, 2000. There was one amendment to the five year capital plan for $26,000,000, approved in Resolution No. 180, adopted on April 14, 2003, increasing the total amount to $258,400,000.

The five-year capital plan for the years 2005 through 2009 totaling $264,900,000 was approved by the Authority May 3, 2004 and the Albany County Legislature in Resolution No. 400, adopted August 9, 2004.

The five-year capital plan for the years 2010 through 2014 totaling $139,300,000 was approved by the Authority September 14, 2009 and the Albany County Legislature in Resolution No. 477, adopted December 7, 2009.

The five-year capital plan for years 2015 through 2019, totaling $120,520,000, was approved by the Authority on September 22 2014 and by the Albany County Legislature in Resolution No. 411, adopted on November 10, 2010. An amendment to the five-year capital plan for $22,000,000, approved in Resolution No. 167, adopted on May 7, 2017, increased the total amount to $142,520,000. A second amendment to the 2015-2019 five-year capital plan was approved to this 2020 through 2024 five-year capital plan that decreases the plan by $5.66 million to $136.86 and reflects increased spending on projects that received more than previously anticipated levels of federal and state grant funding.

The five-year capital plan presented for the years 2020 through 2024 provides for potential projects totaling $180,000,000. The projects included represent the Authority's estimate of the numerous potential airport developments which could occur during the next five years. The estimates are based upon the best case scenario for variable economic and aviation industry conditions during the five-year plan period. A description of each project is included herein. Some of these projects are contingent upon the future realization of currently potential increases in airport passenger traffic and/or airport tenant activities. Therefore, the actual initiation and projected timing for each project could be altered and the project may not actually be initiated during the five-year plan. Factors that could cause increases in activities at the Airport include introduction of one or more new commercial carriers, leasing property to new aeronautical tenants, and improvements in the regional and national economies.

The potential funding sources represent the Authority's current estimate of those projects which are eligible for federal funding and the related New York State share thereof. As of this date, the total amount of Federal entitlement or discretionary funding will be made available to the Authority during this five-year period is not known. The remaining projects, if they are initiated, will be funded by Authority resources, either from airport capital funds or from the issuance of Authority debt.

Many of the projects are dependent on future growth in passengers, cargo and general aviation usage of the Airport and the related support facilities and equipment needed to meet that growth. Also, many of these projects are dependent on their eligibility for available Federal and State funding, or on the ability of the Authority to issue indebtedness. The actual time for starting each project is dependent upon this growth and availability of funding.

FIVE-YEAR CAPITAL PROGRAMS, continued

The total effect any Capital Program will have on future operating budgets is evaluated at the time a specific project is authorized by the Authority to be started, unless a project is mandated for safety or health purposes. All other projects are undertaken based on a cost-benefit analysis.

CAPITAL DEVELOPMENT

The Airline Use and Lease Agreement, in place January 1, 2016, provides for annual capital expenditure.

The 2016 agreement provides initially for $3,000,000 annually adjusted by the same percentage as the annual increase, or decrease, in non-airline revenues. Any amount not currently utilized is carried forward by the Authority for use in subsequent years. In the current Airline Use and Lease Agreement, the amount funded during 2016 was fixed at $3.0 million, in subsequent years the amount will be increased by the percentage growth in non-airline revenues over airline revenues. In Budget 2024, $3,987,919 is used for project capital funding.

Schedule of Grants

Federal Grants - Airport Improvement Program

Grant No.		Grant Title	Grant Amount	Est. Paid Dec 31, 2024
Closed	AIP135-2018	Replace Passenger Board Bridges B5, B7, B8 and C3	$3,303,400	$3,303,400
Closed	AIP136-2018	Replace Terminal Escalators #16-#17 and #20-#21	1,768,838	1,768,838
Closed	AIP137-2018	Replace Rwy 10-28, Twy C and Taxiway Lighting Design	161,568	161,568
Closed	AIP138-2019E	Replace Rwy 10-28, Twy C and Taxiway Lighting	2,642,048	2,642,048
Closed	AIP139-2019E	Acquire Four Pieces of Snow Removal Equipment	1,239,946	1,239,946
Closed	AIP140-2019E	Airfield Drainage Improvements Phase 2 Culvert Replace.	1,748,954	1,748,954
Open	AIP141-2019E	Airport Master Plan Study	751,154	644,551
Closed	AIP142-2020E	Replace Passenger Boarding Bridges A3, A5, B10 and C1	3,531,235	3,531,235
Closed	AIP143-2020	CARES Act	15,277,876	15,277,876
Closed	AIP144-2021	CRRSA	5,093,917	5,093,917
Closed	AIP145-2021	CRRSA - Concession	320,510	320,510
Closed	AIP146-2021E	Rehab. Taxiway A, Design and Construction, multi-year	6,256,890	6,256,890
Open	AIP147-2021D	Acquire Three Pieces of Snow Removal Equipment	1,537,634	954,934
Open	AIP148-2022	Airport Rescue Grant	12,113,224	-
Closed	AIP149-2022	Airport Rescue Grant –Concession Relief (ARPA)	1,282,039	1,282,039
Open	AIP150-2022E	Rehab. Rwy 10-28 (1,080K SF) Design and Const. multi-year	7,144,824	6,430,342
Open	AIP151-2023	Replace Air Traffic Control Tower and TRACON HVAC	2,000,000	958,885
Pending	AIP15X-2024	Airport Infrastructure Grant (AIG)	28,000,000	

E Entitlement (estimated $4,800,000 annually)
D Discretionary
ED Combination Entitlement and Discretionary

Grant number includes federal fiscal year (Sep 30) awarded.

Schedule of Grants

Status	Grant No.	Grant Title	Grant Amount	Est. Paid Dec 31, 2024
New York State Grants - Federal Aviation Administration AIP 5% Match				
Closed	PIN 1A00.25	Replace Terminal Escalators #16-#17 and #20-#21	$ 98,369	$ 98,369
Closed	PIN 1A00.26	Replace Rwy 10-28, Twy C and Taxiway Lighting	8,9760	8,976
Closed	PIN 1A00.27	Replace Rwy 10-28, Twy C and Taxiway Lighting	147,780	147,780
Open	PIN 1A00.28	Acquire Four Pieces of Snow Removal Equipment	68,886	68,886
Open	PIN 1A00.29	Airfield Drainage Improvements Phase 2 Culvert Replace.	91,164	97,064
Open	PIN 1A00.30	Rehab Rwy 10-28, Phase 1 of 2	236,696	-
New York State Grants - AIR-99				
Closed	PIN 1A00.99	Airport Fuel Farm Security & Safety Improvements Project	241,902	241,902
Open	PIN 1A00.98	Terminal Ramp Glycol Drainage Replacement	616,100	616,100
Open	PIN 1A00.97	Modernization and Renovation of ALB	22,131,900	22,131,900
Open	PIN 1A00.96	Design and Construct Solar Canopy	1,400,000	-
Open	PIN 1A00.95	Terminal Project	60,000,000	15,000,00
Open	PIN 1132.17	Gateway Sign	2,414,755	2,408,866

Contributed Capital

00911	Contributed Capital - FAA			
AIP147-21	MFZ-FAA Discretionary - Equipment Purchases (90 Fed and 5 Stat	1	1,537,635	1,537,635
AIP147-21	MFZ--MFZ-FAA Discretionary - Equipment Purchases	1	(954,635)	(954,635)
AIP148-21	MFZ-FAA AIP148 - Bldg. #101 Terminal Security Checkpoint	1	12,113,224	12,113,224
AIP152-24	MFZ-AIP152-24-01 Terminal Concourse A - Discretionary (inc 2 P	1	10,600,000	10,600,000
AIP152-24	MFZ-AIP152-24-01 Terminal Concourse A - Discretionary (inc 2 P	1	(6,000,000)	(6,000,000)
AIP153-24	MFZ-FAA Entitlement - Rehabilitate Rwy 01/19 8,500 'x 150' Desig	1	9,326,858	9,326,858
AIP15X-24	MFZ-FAA BIL AIP15X-24 - Bldg. #101 Terminal Security Checkpoir	1	28,551,945	28,551,945
AIP15X-24	MFZ-FAA Supplemental Discretionary - Airport Sustainability Mana	1	449,303	449,303
AIP15X-24	MFZ-FAA Entitlement - Rwy 28 RPZ Property Acquisition	1	27,000	27,000
AIP15X-25	MFZ-FAA Entitlement/Discretionary (GA Apron, Environmental/Veh	1	6,780,000	6,780,000
ATP15X-25	MFZ-FAA ATP Grant for Terminal Transformer Project	1	6,000,000	6,000,000
PFC22-05	MFZ-PFC22-05 Fund Drawdown - PFC Administration	1	170,000	170,000
PFC22-05	MFZ-PFC22-05 Fund Drawdown - Two (2) Airfield Brooms	2	550,000	1,100,000
PFC22-05	MFZ-PFC24-05 Fund Drawdown - Amendment - Perimiter Gate ar	1	1,412,507	1,412,507
PFC24-04	MFZ-PFC24-04 Fund Drawdown - Amendment - Terminal Escalat	1	312,507	312,507
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Airfield Lighting Controls	1	215,000	215,000
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Airport Stormwater & Resiliency	1	500,000	500,000
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Cargo Apron Rehabilitation	1	1,683,312	1,683,312
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Intrusion Detection System	1	600,000	600,000
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Concourse A Modernization and	1	14,400,000	14,400,000
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Runway 10/28 Rehabilitation 5	1	396,935	396,935
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Runway 1/19 Rehabilitation an	1	698,450	698,450
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Airport Sustainability Managem	1	25,000	25,000
PFC24-06	MFZ-PFC24-06 Fund Drawdown - Runway 28 RPZ Property Acqu	1	1,500	1,500
PFC24-06	MFZ-PFC24-06 Fund Drawdown - PFC Consulting Fees	1	70,000	70,000
R&R	MFZ-Repair & Replacement Fund Terminal - Elevator 2&3: 5 stop	1	500,000	500,000
RESERVE	MFZ-Reserve Terminal Concourse A	1	1,742,000	1,742,000
RESERVE	MFZ-PFC Fund	1	3,000,000	3,000,000
		0		**95,258,541**
00912	Contributed Capital - State			
	MFZ-NYS 2024 Local Share, various grantsRehab Rwy 10-28, 5%	1	396,935	396,935
	MFZ-NYS 2025 Local Share, Rwy 1-19, 5% Share	1	698,450	698,450
	MFZ-NYS 2025 Local Share, Airport Sustainability Plan, 5% Share	1	25,000	25,000
	MFZ-NYS 2025 Local Share, Runway 28 RPZ Property Acquisition	1	1,500	1,500
NYS100	MFZ-NYS100 Bldg. #101 Terminal Security Checkpoint	1	60,000,000	60,000,000
NYS100	MFZ-NYS100 Bldg. #101 Terminal Security Checkpoint - 2023 Dra	(1)	40,000,000	(40,000,000)
NYS1A00.49	MFZ-NYS 2025 Local Share, Terminal & North Garage Elevator Re	1	806,280	806,280
NYS1A00.94	MFZ-NYS 2025 Local Share, Runway 28 RPZ Property Acquisition	1	1,500	1,500
		0		**21,929,665**

Capital Expenditure

2025 Capital Projects

79400	Current Year Capital Expenditures	
AIP153-25	AIP-25-10-01 RWY 01/19 Design and Construction (8,500 x 150') Fed and State S	9,664,750
		9,664,750
AIP15X-25	AIP-25-10-03 Rehabilitate, Mill & Overlay GA Apron - Construction	6,000,000
AIP15X-25	AIP-25-10-04 East Side Rwy 01/19 Partial Parallel Taxiway Environmental	200,000
AIP15X-25	AIP-25-25-02 Command Vehicle	70,000
AIP15X-25	AIP-25-25-03 Explosive Detection Equipment for Aviation Worker Screening	150,000
AIP15X-25	AIP-25-25-04 New Runway Friction Tester	280,000
AIP15X-25	AIP-25-25-19 Vehicle for Security Office	80,000
		6,780,000
ATP15X-25	ATP-40-25-02 Terminal Transformer	6,000,000
		6,000,000
NYS25	NYS-25-35-01 Elevator Rehab (Local sh NYS Grant PIN 1A00.94; $537,520 over	806,280
		806,280
PFC22-05	PFC-22-10-01 Full-Depth Reconstruct Terminal Apron Design	3,000,000
		3,000,000
R&C24	R&C-24-20-01 Terminal - Furniture	500,000
R&C24	R&C-24-20-02 Terminal - L3 Carpet Replacement	92,000
R&C24	R&C-24-20-03 Terminal - L1 B Concourse Carpet Replacement	65,000
R&C24	R&C-24-20-04 Terminal - L1 Ticket Radiator Covers	145,000
R&C24	R&C-24-20-05 Terminal - Signage (Deleted in B2025)	-
R&C24	R&C-24-50-03 Electric Sweeper for Parking Garage	330,000
		1,132,000
R&C25	R&C-25-20-01 Air Conditioning Units, Concourse B	150,000
R&C25	R&C-25-25-01 Anaerobic Air Compressors Rebuild	80,000
R&C25	R&C-25-25-05 Replace M-07, 2013 Chevy Tahoe	70,000
R&C25	R&C-25-25-06 Replace M-15, 2009 Chevy Dump Truck	70,000
R&C25	R&C-25-25-07 Replace M-25, Runway Blower	700,000
R&C25	R&C-25-25-11 Replace M-76 and M-79, 2009 Toro Groundmaster 4000-D	100,000
R&C25	R&C-25-25-12 Replace M-90, 2008 Elgin GRV (Glycol Truck)	500,000
R&C25	R&C-25-25-13 Replace P-10, 2011 Ford Ranger	60,000
R&C25	R&C-25-25-14 Replace P-17, 2017 CNG Ford Shepard	130,000
R&C25	R&C-25-25-15 Replace P-19, 2011 CNG Ford Supreme	130,000
R&C25	R&C-25-35-01 Digital Sign Package for Main Entry and Exit Plazas (changed to de	30,000
R&C25	R&C-25-35-02 Dry Chemical Testing Catchment System	60,000
R&C25	R&C-25-35-03 Economy Lot Paving Rows A-BB	350,000
R&C25	R&C-25-35-04 Electronic /Programable Key System	140,000
R&C25	R&C-25-35-05 Equipment Changes and Station Upgrades	130,000
R&C25	R&C-25-35-06 HVAC Bldg. #111, ARFF, Replace 3 RTUs ...	80,000
R&C25	R&C-25-35-07 Install cameras in parts of the airport w no power (design only)	30,000
R&C25	R&C-25-35-10 North Garage cast iron pipe replacement	50,000
R&C25	R&C-25-35-11 North Garage Roof Rehab.	600,000
R&C25	R&C-25-35-13 Replacement of all older ISTAR panels	200,000
R&C25	R&C-25-35-15 Additional Terminal Cameras	100,000
R&C25	R&C-30-25-01 Repair of Main Terminal / Replace Creek and Pump Station	250,000
R&C25	R&C-30-25-02 Paving Repairs to Main Entry Plaza	50,000
R&C25	R&C-30-25-03 Re-Engineering Sewer District Pipeline	50,000
		4,110,000
R&R25	R&R-25-35-01 Elevator Rehab (Local sh NYS Grant PIN 1A00.94; $537,520 over	500,000
		500,000

Capital Expenditure

2025 Capital Projects

RES24	RES-24-30-03	Land Acquisition	-
			-
RES25	R&C-25-25-08	Replace M-49. 2004 Front End Loader w 30 ft plow (consider AIP fu	400,000
			400,000
			32,393,030

Capital Expenditure

Construction in Progress at Dec 31, 2024

79400	Current Year Capital Expenditures	
AIP147-21	AIP-21-50-01 One (1) Blower (Re-bid)	583,000
		583,000
AIP15X-24	AIP-24-10-02 Airport Sustainability Management Plan	500,000
AIP15X-24	AIP-24-10-03 RWY 28 RPZ Property Acquisition	30,000
		530,000
AIP23	AIP-23-20-01 Bldg. #101 Terminal Security Checkpoint Improvements	100,000,000
AIP23	AIP-23-20-01 Bldg. #101 Terminal Security Checkpoint Improvements	(40,000,000)
		60,000,000
ATP23	ATP-23-20-02 Bldg. #101 (Terminal) Concourse A Improvements (Freight Elevator	25,000,000
ATP23	ATP-23-20-02 Bldg. #101 (Terminal) Concourse A Improvements (Freight Elevator	(6,000,000)
		19,000,000
PFC22-05	PFC-22-10-05 PFC Administration	170,000
		170,000
PFC24-06	PFC-24-10-02 Airport Stormwater & Resiliency Master Plan	500,000
PFC24-06	PFC-24-10-03 Intrusion Detection System	600,000
PFC24-06	PFC-24-10-04 Five (5) percent local share of AIP5X for Rwy01/19 Rehab	698,450
		1,798,450
R&C23	R&C-23-35-01 Backup Generator Glycol Facility	100,000
R&C23	R&C-23-35-02 Bldg. #200 (NYS State Police) Boiler Repair	200,000
R&C23	R&C-23-50-06 Two (2) Shuttle Bus CNG Replacements (P15 &P18)	216,000
		516,000
R&C24	R&C-24-10-01 BriefCam Video Analytics	252,000
R&C24	R&C-24-20-06 Traffic Signal Upgrades at Airport Entrance	250,000
R&C24	R&C-24-20-07 Siemens APOGEE Building Control System	195,000
R&C24	R&C-24-35-01 Badge Readers, add cameras to replace cipher locks at CommuteA	75,000
R&C24	R&C-24-35-02 Badge Readers, add cameras to replace cipher locks at Cargo Faci	85,000
R&C24	R&C-24-35-03 North Garage Cast Iron Pipe Replacement w PVC	50,000
R&C24	R&C-24-35-04 Parking Comfort Station Building Upgrades	50,000
R&C24	R&C-24-50-05 Two (2) Shuttle Buses - Parking	420,000
R&C24	R&C-24-50-07 FBO - Fuel Farm Hut	50,000
		1,427,000
		84,024,450

Capital Expenditure

2024 Capital Projects Completed

79400	Current Year Capital Expenditures		
AIP141-20	AIP-21-10-01	Airport Master Plan, Funded 100% FAA, AIP-141-20	715,154
			715,154
ATP23	ATP-23-35-01	Bldg. #303 (Air Traffic Control Tower) Improvements	4,205,000
			4,205,000
PFC22-05	PFC-22-10-02	Perimeter Gate and Fence Replacement	900,000
PFC22-05	PFC-22-10-06	Two (2) Runway Brooms (replace #M31 and #M32	1,100,000
			2,000,000
PFC24-06	PFC-24-10-01	Airfield Lighting Controls	500,000
PFC24-06	PFC-24-10-05	Cargo Apron Rehabilitation	1,683,312
PFC24-06	PFC-24-10-07	Amendment: Security Fence & Gate, $900K incr to $1,270K	1,269,839
PFC24-06	PFC-24-20-01	Amendment: Terminal Escalators Relocation to Concourse B	310,000
			3,763,151
R&C21	R&C-21-30-17	Bldg #301 & #302 Roof Repair	100,000
			100,000
R&C23	R&C-23-35-03	Bldg. #301 (Storage Garage) Removal and Replace Overhead Gara	105,000
R&C23	R&C-23-35-04	Bldg. #302 (Storage Garage) Removal and Replace Overhead Gara	520,000
R&C23	R&C-23-50-01	C1 Pickup Truck w Utility Body Replacement	66,500
R&C23	R&C-23-50-02	M3 Pickup Truck with Plow Replacement	54,000
R&C23	R&C-23-50-03	M10 Pickup Truck with Utility Body Replacement	66,500
R&C23	R&C-23-50-04	M8 Pickup Truck with Plow Replacement	56,000
R&C23	R&C-23-50-05	P5 Pickup Truck with Plow Replacement	54,000
R&C23	R&C-23-50-07	M84 Replacment Tractor with Boom Mower Attachment	155,000
R&C23	R&C-23-50-08	Replacement Tractor with York Rake	80,000
			1,157,000
R&C24	R&C-24-50-01	Commercial Air Stair Truck to reach all aircraft	183,100
R&C24	R&C-24-50-02	Electic Max-EV UTV for Parking	50,000
R&C24	R&C-24-50-04	M50 Replacement (Purchase replace with Polarises)	150,000
R&C24	R&C-24-50-06	FBO - Baggage Tractor	56,600
R&C24	R&C-24-50-08	FBO Letkro Tug For Million Air	95,000
			534,700
Z COMPLETE	R&C-24-99-00	Projects Completed in 2024	(12,475,005)
			(12,475,005)
			-

Capital Expenditure

2023 Capital Projects Completed

79400	Current Year Capital Expenditures	
AIP147-21	AIP-21-50-03 One (1) Loader	369,000
AIP147-21	AIP-21-50-05 One (1) Sweeper	580,635
		949,635
AIP150-22	AIP-22-10-07 Rehab Rwy 10-28, Phase 1 of 2	7,144,824
		7,144,824
PFC20-04	PFC-21-20-03 Replace Terminal Escalators #22, #23	1,200,000
		1,200,000
R&C21	R&C-21-20-14 Computer Based Training	151,000
R&C21	R&C-21-30-19 Bldg #109 Millionaire Air Roof Repair	300,000
		451,000
R&C22	R&C-22-10-07 AIP150 Rwy 10-28 5 percent match	114,000
R&C22	R&C-22-50-04 FBO Fuel Truck 50/50 Auto/Diesel Fuel	225,000
		339,000
R&C23	NYS-22-10-07 Rehab Rwy 10-28, Phase 1 of 2	114,000
R&C23	R&C-23-50-09 Vehicle Alignment Machine	60,000
		174,000
RES23	RES-23-20-05 Terminal Concourse A Design	2,000,000
RES23	RES-23-35-04 Bldg #203 Improvements	400,000
		2,400,000
Z COMPLETE	R&C-23-99-00 Projects Completed in 2023	(12,658,459)
		(12,658,459)
		-

Capital Expenditure

2022 Capital Projects Completed

79400	Current Year Capital Expenditures	
AIP146-21	AIP-21-10-05 Twy A Pavement Rehabilitation, Phase 1 of 2	4,500,000
		4,500,000
AIP14Y6-22	AIP-21-10-05 Twy A Pavement Rehabilitation, Phase 2 of 2	1,489,151
		1,489,151
PFC20-04	PFC-21-20-09 Airport Pavement Management Program	255,000
PFC20-04	PFC-21-20-15 Terminal Fire Alarm Replacement	1,745,250
		2,000,250
R&C21	R&C-21-20-12 Replace Airside High Mast Lights with LED lights	350,000
R&C21	R&C-21-30-09 FAA ATCT Elevator	350,000
R&C21	R&C-21-30-15 Hangar 1 Sprinkler	100,000
		800,000
R&C22	R&C-22-10-01 Revert Parking Lot C to aircraft apron	900,000
R&C22	R&C-22-50-01 M-44 Replacement Street Sweeper PURCHASED 22-03-10-03; $	335,000
R&C22	R&C-22-50-02 M-70 and M-71 Replacements Flail Mowers PURCHASED One (1	340,000
R&C22	R&C-22-50-03 Additional Skid steer for new garage PURCHASED 22-07-10-06; $	67,000
		1,642,000
Z 2022 COMF	R&C-22-99-00 Projects Completed in 2022	(10,431,401)
		(10,431,401)
		-

Capital Expenditure

2021 Capital Projects Completed

79400	Current Year Capital Expenditures	
AIP142-20	AIP-21-20-11 Passenger Boarding Bridge Renovation, Funded 100% AIP142-20	3,489,700
AIP142-20	AIP-21-20-11 Passenger Boarding Bridge Renovation, Funded 100% AIP142-20	(3,489,700)
		-
R&C21	R&C-21-20-01 Terminal Improvement	300,000
R&C21	R&C-21-20-05 Elevator Modernization for Elevator #12, Gate A, Building 79	195,000
R&C21	R&C-21-30-01 LED Upgrade Exterior Lights -Terminal - High Master	27,000
R&C21	R&C-21-30-03 LED Upgrade Exterior Lights -Terminal Front	14,000
R&C21	R&C-21-30-05 LED Upgrade Exterior Lights	14,000
R&C21	R&C-21-30-07 Acquisition of Street Lights	220,000
R&C21	R&C-21-99-00 Projects Completed in 2021	(770,000)
		-
		-

Capital Expenditure

2026 - 2029 Capital Projects

79400	Current Year Capital Expenditures	
Z 2026	MFZ-05 Airside	1,100,000
Z 2026	MFZ-10 Airside Pavement	15,630,000
Z 2026	MFZ-15 Building	4,400,000
Z 2026	MFZ-20 Building Improvement	2,010,000
Z 2026	MFZ-25 Equipment	3,030,000
Z 2026	MFZ-30 Landside	6,400,000
Z 2026	MFZ-35 Planning	170,000
Z 2026	MFZ-40 Terminal	3,600,000
Z 2026	R&C-25-25-09 Replace M-57, 1998 New Holland LX865 Turbo (defer)	80,000
Z 2026	R&C-25-25-10 Replace M-65, 2002 International Dump/Plow/Sander (defer)	330,000
Z 2026	R&C-25-25-16 Replace P-79, 2000 Toro Wheel (defer)	50,000
Z 2026	R&C-25-25-17 Tennant T7AMR (defer)	100,000
Z 2026	R&C-25-35-14 Terminal Concourse B & C Seating (defer)	500,000
Z 2026	Z-Z-Projects	(37,400,000)
		-
Z 2027	MFZ-05 Airside	500,000
Z 2027	MFZ-10 Airside Pavement	7,600,000
Z 2027	MFZ-15 Building	37,000,000
Z 2027	MFZ-20 Building Improvement	1,580,000
Z 2027	MFZ-25 Equipment	6,990,000
Z 2027	MFZ-30 Landside	400,000
Z 2027	MFZ-35 Planning	10,000,000
Z 2027	MFZ-40 Terminal	22,030,000
Z 2027	Z-Z-Projects	(86,100,000)
		-
Z 2028	MFZ-05 Airside	-
Z 2028	MFZ-10 Airside Pavement	29,000,000
Z 2028	MFZ-15 Building	2,550,000
Z 2028	MFZ-20 Building Improvement	1,820,000
Z 2028	MFZ-25 Equipment	5,710,000
Z 2028	MFZ-30 Landside	-
Z 2028	MFZ-35 Planning	-
Z 2028	MFZ-40 Terminal	-
Z 2028	Z-Z-Projects	(39,080,000)
		-
Z 2029	MFZ-05 Airside	-
Z 2029	MFZ-10 Airside Pavement	15,600,000
Z 2029	MFZ-15 Building	18,000,000
Z 2029	MFZ-20 Building Improvement	-
Z 2029	MFZ-25 Equipment	2,050,000
Z 2029	MFZ-30 Landside	100,000
Z 2029	MFZ-35 Planning	5,000,000
Z 2029	MFZ-40 Terminal	-
Z 2029	Z-Z-Projects	(40,750,000)
		-
		-

Status: New Project

CIP Number: AIP-25-10-01

CIP Description: Runway 01/19 Design and Construction and South Side Permitter Road

Category: 10 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: Pending

Project Scope: This project generally includes the milling and overlaying of the 8,500 x 150-foot Runway 01-19 as well as the two associated blast pads at the Albany County Airport. Temporary pavement markings, permanent markings and saw-cut grooving will also be included. All runway threshold lights, edge lights, touchdown zone lights and centerline lights within the project limits will be retrofitted with new LED fixtures and appropriately sized transformers. Electrical cables, including homeruns to the vault will be replaced. Edge grading will be performed to remove built-up material located along the pavement edges. In general, the pavement will be milled to a nominal depth and replaced at the same depth. The project design does not include topographic survey and will not include surface grade modifications and smoothness adjustments.

The project consists of the construction of approximately 4,300 linear feet of 12-foot-wide service road at the Albany International Airport. The 4,300 linear feet will complete the service road's path along the interior of the airport's security fence allowing the entirety of the fence to be inspected from inside the airport's security fence. The road will be aligned to remain outside of the existing Runway 1-19 Runway Safety Area, Runway Object Free Area, and the Glide Slope Critical Area. In areas of potential wetlands where the road will pass through, and culverts will be located at low points of the existing grade to allow surface water to continue to pass.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$9,664,750	$ -	$ -	$ 9,664,750
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
State Grants	-	698,560	-	-	698,560
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
PFC / Local Match	-	698,560	-	-	698,560
	$ -	$11,061,870	$-	$-	$11,061,870

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	11,061,870	-	-	11,061,870
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$11,061,870	$ -	$ -	$11,061,870

Status: New Project

CIP Number: AIP-25-10-03

CIP Description: Rehabilitate, Mill & Overlay General Aviation (GA) Apron

Category: 10 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: Pending

Project Scope:

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ 6,000,000	$ -	$ -	$ 6,000,000
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
PFC / Local Match	-	-	-	-	-
	$ -	$ 6,000,000	$-	$-	$ 6,000,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	6,000,000	-	-	6,000,000
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 6,000,000	$ -	$ -	$ 6,000,000

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Status: New Project

CIP Number: AIP-25-10-04

CIP Description: East Side Rwy 01/19/ Partial Parallel Taxiway Environmental

Category: 10 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: Pending

Project Scope:

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ 200,000	$ -	$ -	$ 200,000
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
PFC / Local Match	-	-	-	-	-
	$ -	$ 200,000	$-	$-	$ 200,000

Project Cost Cash Flow:

Design	$ -	$ 200,000	$ -	$ -	$ 200,000
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 200,000	$ -	$ -	$ 200,000

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Status: New Project

CIP Number: AIP-25-25-02; AIP-25-25-03; AIP-25-25-04; AIP-25-25-19

CIP Description: Purchase of Vehicles/Equipment

Category: 10 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: Pending

Project Scope: Purchase of the following we Federal Airport Improvement Program Funds
1. Command Vehicle, $70,000
2. Explosive Detection Equipment for Aviation Worker Screening, $150,000
3. Runway Friction Tester, $ 280,000
4. Vehicle for Security Office, $80,000

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	580,000	-	-	580,000
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
PFC / Local Match	-	-	-	-	-
	$ -	$ 580,000	$-	$-	$ 580,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition (Equipment)	-	580,000	-	-	580,000
Other	-	-	-	-	-
	$ -	$ 580,000	$ -	$ -	$ 580,000

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Status: New Project

CIP Number: ATP-25-25-19

CIP Description: Terminal Transformer

Category: 25 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The replacement of two (2) 1000 kVA transfomers with two 2500 kVA transformers and associated duct banks.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	6,000,000	-	-	6,000,00
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
PFC / Local Match	-	-	-	-	-
	$ -	$ 6,000,000	$ -	$ -	$ 6,000,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	6,000,000	-	-	6,000,000
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 6,000,000	$ -	$ -	$ 6,000,000

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Status: New Project

CIP Number: NYS-25-35-01

CIP Description: Replacement Elevator _ & __; five (5) Stop Elevators, Front Only

Category: 20 - Terminal

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Replacement of Elevator __ & ___ in the North Garage.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	806,280	-	-	806,280
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges					
Repair & Replacement	-	-	-	-	-
	$ -	$ 806,280	$ -	$ -	$ 806,280

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	806,280	-	-	806,280
Other	-	-	-	-	-
	$ -	$ 806,280	$ -	$ -	$ 806,280

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Status: New Project

CIP Number: PFC-22-10-01

CIP Description: Full-Depth Reconstruct Terminal Apron Desing

Category: 10 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status:

Project Scope: This Project includes the design for concrete pavement reconstruction, asphalt pavement rehabilitation, storm sewer pipe lining and catch basin repair for the Terminal Apron. Concrete pavement reconstruction work is approximately ____ SF and the asphalt pavement rehabilitation work is approximately _____ SF. Project includes storm drainage network exploratory work (televising and cleaning), concrete and asphalt removal, excavation, concrete placement, pipelining, milling, paving, and pavement marking application.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
TSA Other Transaction Agree	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Fac. Charges (est)	-	3,000,000	-	-	3,000,000
Bonds	-	-	-	-	-
Rates & Charges	-	-	-	-	-
	$ -	$ 3,000,000	$-	$ -	$ 3,000,000

Project Cost Cash Flow:

Design	$ -	$ 3,000,000	$-	$ -	$ 3,000,000
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 3,000,000	$-	$ -	$ 3,000,000

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Status: Hold Over Project

CIP Number: R&C-24-20-01

CIP Description: Acquisition of Terminal Furniture

Category: 20 - Terminal

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Acquisition of furniture for terminal gate areas.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	500,000	-	-	500,000
	$ -	$ 500,000	$ -	$ -	$ 500,000

Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	500,000	-	-	500,000
Other	-	-	-	-	-
	$ -	$ 500,000	$ -	$ -	$ 500,000

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Status: Hold Over Project

CIP Number: R&C-24-20-02

CIP Description: Level 3 Carpet Replacement

Category: 20 - Terminal

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Acquisition and installation of Level 3 carpet, 9,500 sqft.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	92,000	-	-	92,000
	$ -	$ 92,000	$ -	$ -	$ 92,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	92,000	-	-	92,000
Other	-	-	-	-	-
	$ -	$ 92,000	$ -	$ -	$ 92,000

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ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: Hold Over Project

CIP Number: R&C-24-20-03

CIP Description: Level 1 Concourse B Carpet Replacement

Category: 20 - Terminal

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Acquisition and installation of Level 1, Concourse B carpet, 4,500sqft.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	65,000	-	-	65,000
	$ -	$ 65,000	$ -	$ -	$ 65,000
Project Cost Cash Flow:					
Design [2]	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	65,000	-	-	65,000
Other	-	-	-	-	-
	$ -	$ 65,000	$ -	$ -	$ 65,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: Hold Over Project

CIP Number: R&C-24-20-04

CIP Description: Level 1 Radiator Cover Replacement

Category: 20 - Terminal

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Replacement of radiator covers opposite airline ticket counters.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	145,000	-	-	145,000
	$ -	$ 145,000	$ -	$ -	$ 145,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	145,000	-	-	145,000
Other	-	-	-	-	-
	$ -	$ 145,000	$ -	$ -	$ 145,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: Hold Over Project—Deleted

CIP Number: R&C-24-20-05

CIP Description: Terminal - Signage

Category: 20 - Terminal

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Installation, replacement, and acquisition of interior and exterior directional/ wayfinding signage.

Project Funding Cash Flow:	**2023**	**2024**	**2025**	**2026**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	-	-	-	-
	$ -	$ -	$ -	$ -	$ -

Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ -	$ -	$ -	$

* AIP - Airport Improvement Program
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BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-24-50-03

CIP Description: Electric Sweeper for Parking Garage

Category: 50 - Equipment

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Acquisition of equipment that includes the following:

One (1) Electric Sweeper for Parking Garage	$330,000
	-
	$330,000

Project Funding Cash Flow:	**2023**	**2024**	**2025**	**2026**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	330,000	-	-	330,000
	$ -	$ 330,000	$ -	$ -	$ 330,000

Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	330,000	-	-	330,000
Other	-	-	-	-	-
	$ -	$ 330,000	$ -	$ -	$ 330,000

* AIP - Airport Improvement Program
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ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-20-01

CIP Description: Building #101 (Terminal) HVAC Improvements

Category: 20 - Terminal

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: Pending

Project Scope: Install air conditioning units in Concourse B.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	150,000	-	-	150,000
	$ -	$ 150,000	$ -	$ -	$ 150,000

Project Cost Cash Flow:

Design [(2)]	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	150,000	-	-	150,000
Other	-	-	-	-	-
	$ -	$ 150,000	$ -	$ -	$ 150,000

* AIP - Airport Improvement Program
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ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-25-01

CIP Description: Anaerobic Air Compressors Rebuild

Category: 10 - Airfield

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope:

Project Funding Cash Flow:	**2023**	**2024**	**2025**	**2026**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA 03-36-0001-148-2022	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	80,000	-	-	80,000
	$ -	$ 80,000	$ -	$-	$ 80,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	80,000	-	-	80,000
Construction Management	-	-	-	-	-
Inspection	-	-	-	-	-
Acquisition	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 80,000	$ -	$ -	$ 80,000

AIP - Airport Improvement Program
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ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-25-05 thru R&C-25-25-05

CIP Description: Acquisition of Various Vehicular Equipment

Category: 50 - Equipment

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Acquisition of various vehicular equipment that includes the following:

Various (see capital budget list)	$1,760,000
	-
	$1,760,000

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	1,760,000	-	-	1,760,000
	$ -	$ 1,760,000	$ -	$ -	$ 1,760,000

Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	1,760,000	-	-	1,760,000
Other	-	-	-	-	-
	$ -	$ 1,760,000	$ -	$ -	$ 1,760,000

* AIP - Airport Improvement Program
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ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-01

CIP Description: Digital Sign Package for Main Entry and Exit Plazas

Category: 35 - Structures / Buildings

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The installation of new signage to coincide with the terminal project, the originally installed digital signage is still in use and is not backed up by a computer program.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	30,000	-	-	30,000
	$ -	$ 30,000	$ -	$ -	$ 30,000

Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	30,000	-	-	30,000
Other	-	-	-	-	-
	$ -	$ 30,000	$ -	$ -	$ 30,000

* AIP - Airport Improvement Program
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BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-02

CIP Description: Dry Chemical Testing Catchment System

Category: 35 - Structures / Buildings

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The environmental assessment of FAA required dry chemical testing. The proposed catchment system mitigates potential harm to the environment, ensuring that ARFF personnel practices remain in good standing with regulatory practices.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	60,000	-	-	60,000
	$ -	$ 60,000	$ -	$ -	$ 60,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	60,000	-	-	60,000
Other	-	-	-	-	-
	$ -	$ 60,000	$ -	$ -	$ 60,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-03

CIP Description: Economy Lot Paving Rows A-BB

Category: 35 - Structures / Buildings

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The pavement replacement/repair of the original pavement, Rows A-BB.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	350,000	-	-	350,000
	$ -	$ 350,000	$ -	$ -	$ 350,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	350,000	-	-	350,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 350,000	$ -	$ -	$ 350,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-04

CIP Description: Electronic/Programable Key System

Category: 35 - Structures / Buildings

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The procurement and installation of electronic/programable keys that will be used for selected vehicle gates, data rooms, communication closets, IStar controller panels and electrical rooms. This will enhance security by enabling the Operations Department to audit a lock's usage, programming keys to work only during a specified time, and provide the ability to disable a lost key's ability to operate a lock.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	140,000	-	-	140,000
	$ -	$ 140,000	$ -	$ -	$ 140,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	140,000	-	-	140,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 140,000	$ -	$ -	$ 140,000

* AIP - Airport Improvement Program
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BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-05 & R&C25-35-06

CIP Description: ARFF Equipment Changes and Station Upgrades &HVAC Bldg. #111, Replace 3 RTUs

Category: 35 - Structures / Buildings

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: $130,000. In anticipation of projected OSHA changes, this project is for essential ARFF equipment changes and ARFF station upgrades. These modifications are crucial to align our facilities and equipment with evolving safety standards, ensuring a proactive approach to compliance.

$80,000. The removal and installation of a Tank-Less Rinai Demand system at Building #111 (ARFF)

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	210,000	-	-	210,000
	$ -	$ 210,000	$ -	$ -	$ 210,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	210,000	-	-	210,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 210,000	$ -	$ -	$ 210,000

* AIP - Airport Improvement Program
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ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-07

CIP Description: Install cameras in parts of the airport with no power (design only).

Category: 35 - Structures / Buildings

Environmental Required: Federal:
State:

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The installation of cameras and utilities needed in _____ areas that do not have readily accessible power and fiber.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	30,000	-	-	30,000
	$ -	$ 30,000	$ -	$ -	$ 30,000
Project Cost Cash Flow:					
Design	$ -	$ 30,000	$ -	$ -	$ 30,000
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 30,000	$ -	$ -	$ 30,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-25-35-10

CIP Description: North Garage Cast Iron Pipe Replacement with PFC Pipe

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The replacement of cracking cast iron pipes with PVC pipes throughout the North Parking Garage.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	50,000	-	-	50,000
	$ -	$ 50,000	$ -	$ -	$ 50,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	-	-	-	-
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	50,000	-	-	50,000
Other	-	-	-	-	-
	$ -	$ 50,000	$ -	$ -	$ 50,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-24-35-11

CIP Description: North Garage Roof Rehabilitation

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The repair of ____ linear feet expansion joints, the sealant applications to _____square fee of the garage roof.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	600,000	-	-	600,000
	$ -	$ 600,000	$ -	$ -	$ 600,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	600,000	-	-	600,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 600,000	$ -	$ -	$ 600,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
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ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-24-35-13

CIP Description: Replacement of ISTAR panels

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The procurement and installation of ISTAR controller panels for the access control system for the replacement of aging (+20 years) controllers that need to be replaced.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	200,000	-	-	200,000
	$ -	$ 200,000	$ -	$ -	$ 200,000

Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	200,000	-	-	200,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 200,000	$ -	$ -	$ 200,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
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ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-24-35-15

CIP Description: Installation of Additional Terminal Cameras

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The procurement and installation of ___ older cameras, and the installation of ____ new cameras, for improved surveillance of the terminal and to be installed on the exterior of the terminal.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	100,000	-	-	100,000
	$ -	$ 100,000	$ -	$ -	$ 100,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	100,000	-	-	100,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 100,000	$ -	$ -	$ 100,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-30-25-01

CIP Description: Repair of Main Terminal / Replace Creek and Pump Station

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The rehabilitation of two (2) valve actuators that leaks when closed. The valces are for 24-36 inch pipes.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	250,000	-	-	250,000
	$ -	$ 250,000	$ -	$ -	$ 250,000

Project Cost Cash Flow:

Design	$ -	$ -	$ -	$ -	$ -
Construction	-	250,000	-	-	250,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 250,000	$ -	$ -	$ 250,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-30-25-02

CIP Description: Pavement Repair a Main Entry Plaza

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: Pavement rehabilitation to the Main Entry Plaza and Exit Lanes form the North Garage.

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	50,000	-	-	50,000
	$ -	$ 50,000	$ -	$ -	$ 50,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	50,000	-	-	50,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 50,000	$ -	$ -	$ 50,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Status: New Project

CIP Number: R&C-30-25-03

CIP Description: Re-Engineering Sewer District Pipeline

Category: 35 - Structures / Buildings

Environmental Required: Federal: Na
State: Na

Project Approved on ALP: NA

Airspace Status: NA

Project Scope: The re-engineering of Sewer District pipelines, including pumps..

Project Funding Cash Flow:	**2024**	**2025**	**2026**	**2027**	**Total**
FAA AIP Entitlement	$ -	$ -	$ -	$ -	$ -
FAA AIP Discretionary	-	-	-	-	-
FAA BIL AIG (formulaic)	-	-	-	-	-
FAA BIL ATP (discretionary)	-	-	-	-	-
FAA ARPA (formulaic)	-	-	-	-	-
State Grants	-	-	-	-	-
Passenger Facility Charges	-	-	-	-	-
Bonds	-	-	-	-	-
Rates & Charges	-	50,000	-	-	50,000
	$ -	$ 50,000	$ -	$ -	$ 50,000
Project Cost Cash Flow:					
Design	$ -	$ -	$ -	$ -	$ -
Construction	-	50,000	-	-	50,000
Construction Management	-	-	-	-	-
Acquisition (Equipment)	-	-	-	-	-
Other	-	-	-	-	-
	$ -	$ 50,000	$ -	$ -	$ 50,000

* AIP - Airport Improvement Program
AIG - Airport Infrastructure Grant
ARPA - American Rescue Plan
ATP - Airport Terminal Program
BIL - Bipartisan Infrastructure Law

Section 8

Rates and Charges

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AIRLINES RATES AND CHARGES SUMMARY

The Airline Use and Lease Agreement (ULA) that began on January 1, 2016 continues to recognize that the Airlines and the Authority are working together to provide adequate facilities at the Airport and to provide appropriate accommodations for the public using the Airport without creating an unreasonable financial burden on the airlines or the Authority. This goal is achieved through a "revenue sharing" relationship in which both the signatory airlines and the Authority "share" in the successful financial performance of the Airport. This ULA had a five year term with an expiration date of December 31, 2020, and included one five year option period. Due to the COVID-19 pandemic that began in March 2020, this five year renewal term was modified to a three one-year renewal terms (2021, 2022, 2023) followed by one two-year (2024-2025) option term.

The revenue sharing formula in the Airline Use and Lease Agreement includes the following key elements:

A residual landing fee rate for the airfield cost center using passenger airline and cargo carrier landed weight as a divisor. Certain revenue items are credited in the rate calculation to lower the overall requirement of the airfield. Included among those offsets are interest earnings, FBO commercial net revenues and all revenues from non-signatory airlines.

An aircraft apron fee rate is based upon ten percent of the total landing fee requirement; divided by number of total square foot of apron space.

A commercial compensatory terminal rental rate for the terminal cost center, using rentable square feet as the divisor. Space occupied by the airlines or other tenants is paid for directly by a terminal rental charge.

A loading bridge fee charge is implemented based on annual capital charges, capital charge coverage, any required reserves, and operating and maintenance expenses incurred.

A formula for revenue sharing at 50/50 with the signatory airlines based on remaining Airport funds in excess of the total requirements of all cost centers. The signatory airlines' share is credited back to airlines in the subsequent year.

COST CENTERS AND ALLOCATIONS

The expense budget under the New Agreement includes seven direct cost centers (airfield, terminal, loading bridges, parking, landside, FBO commercial aviation, and FBO general aviation and facilities) and seven indirect costs centers (ARFF, operations, security, vehicle/equipment maintenance, AvPorts administration, Million Air administration, and Authority administration). The expenses for four of the indirect costs centers (which exclude administration) are allocated to the direct costs centers based on an analysis of the staff hours worked and the budgeted costs within each indirect cost center. After those indirect costs are allocated to the direct cost centers, administration is allocated based on the total actual direct and indirect costs for each direct cost center. The allocation percentages for 2024 are set forth in the operating expenses allocation summary the Budget Overview section. The allocation rates will be reviewed and potentially revised at the end of 2024 to reflect the actual operations and maintenance for all of the facilities.

NON-SIGNATORY RATES - Airlines that are not signatory to the Agreement are charged the lesser of the compensatory rate for the airfield or 1.25 times the signatory rate

PER USE TERMINAL FEE - Low-Volume Air Carriers that are not signatory will be charged a per use terminal fee. The Per Use Terminal Fee shall be calculated by dividing the sum of the estimated total annual aircraft apron Fees, terminal rentals and equipment charges, by the total number of enplaned passengers at the Airport in the preceding year, and multiplying that quotient by one hundred twenty-five percent (125%).

AIRLINES RATES AND CHARGES SUMMARY, continued

REVENUE SHARING - Over the three year term (2021-2023), with extensions, of the Airline Use and Lease Agreement, 50% of all Airport revenues in excess of the total requirements of all cost centers in each fiscal year is "transferred" as a credit.

COST PER ENPLANEMENT - One measure of the total revenues received by the Authority from the airlines is the Airport cost per enplanement (CPE). The CPE is presented with two components.

The Airport CPE represents the net cost incurred by the commercial airlines based on their regular operations at the Airport.

The FBO CPE represents the additional cost incurred by the airlines for into-plane, fuel farm, and deicing services; services usually provided by fixed based operators but at Albany International Airport are provided by the Authority.

RATES and CHARGES SUMMARY

EXHIBIT B

Albany County Airport Authority
Rates and Charges Summary

	Audited 2023 $5M Cares Act	Budget 2024	Projected 2024	Budget 2025	Projected 2024 vs. Budget 2025	Budget 2025 vs Budget 2024
Landing Fee Rate						
Signatory	$ 2.77	$ 5.62	$ 3.91	$ 4.77	22.0%	-15.1%
Non-Signatory	$ 3.46	$ 7.03	$ 4.89	$ 5.96	22.0%	-15.1%
Apron Fee Rate - Annual	$ 1.38	$ 1.87	$ 1.45	$ 1.99	37.2%	6.4%
Terminal Rental Rate - Annual						
Signatory	$ 88.46	$ 116.98	$ 121.16	$ 140.04	15.6%	19.7%
Non-Signatory	$ 110.58	$ 146.23	$ 151.45	$ 175.05	15.6%	19.7%
Tenant Rate - Annual	$ 44.23	$ 58.49	$ 60.58	$ 70.02	15.6%	19.7%
Loading Bridge Rate - Annual	$ 52,684.40	$ 67,897.84	$ 63,518.06	$ 64,099.08	0.9%	-5.6%
Low Volume Carrier terminal charge per EPAX	$ 6.92	$ 8.77	$ 8.74	$ 9.87	12.9%	12.6%
Cost per Enplanement						
Airport CPE (after revenue sharing)	$ 4.83	$ 9.95	$ 8.35	$ 10.74	28.6%	7.9%
FBO CPE	$ 2.74	$ 2.19	$ 2.82	$ 2.07	-26.5%	-5.3%
Total Cost per Enplanement	$ 7.57	$ 12.14	$ 11.16	$ 12.81	14.7%	5.6%
Debt Service Coverage	1.74	2.31	2.21	2.23	0.8%	-3.4%
Enplanements						
Signatory	1,375,628	1,425,000	1,425,000	1,504,000	5.5%	5.5%
Non Signatory	1,011	0	0	0	-100.0%	-100.0%
Total	1,376,639	1,425,000	1,425,000	1,504,000	5.5%	5.5%
Commercial Landed Weights						
Signatory	1,532,284	1,335,000	1,335,000	1,608,000	20.4%	20.4%
Non Signatory	2,926	0	0	0	0.0%	0.0%
Total	1,535,210	1,335,000	1,335,000	1,608,000	20.4%	20.4%
Cargo Landed Weights	176,432	177,000	177,000	207,000	16.9%	16.9%
Funds Remaining	$ 10,494,403	$ 6,679,073	$ 6,619,379	$ 6,837,748	3.3%	2.4%
ACAA	4,675,845	2,939,536	2,889,224	3,018,874	4.5%	2.7%
Air Service Incentive Costs	571,357	400,000	420,465	400,000	0.0%	0.0%
Airlines	5,247,202	3,339,536	3,309,689	3,418,874	3.3%	2.4%

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Table 1
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
REVENUES
(page 1 of 2)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
AIRFIELD				
Airline Landing Fees	$ 4,259,730	$ 7,502,700	$ 5,219,850	$ 7,670,160
Airline Airfield Revenue Sharing	(1,049,440)	(667,907)	(661,938)	(683,775)
Cargo Landing Fees	505,409	1,011,660	704,550	997,150
Glycol Disposal Fee	295,766	301,436	390,335	301,436
Airline Apron Fee	695,886	990,524	730,616	1,003,013
Tenant Maintenance	29,765	30,000	76,743	30,000
Control Tower Rental	775,144	794,525	790,643	806,376
	$ 5,512,259	$ 9,962,938	$ 7,250,799	$ 10,124,360
FBO				
Jet A Fuel Sales	$ 6,307,722	$ 7,450,000	$ 6,109,778	$ 7,450,000
Avgas Fuel Sales General Aviation	441,034	424,350	450,311	424,350
Auto Gas Fuel Sales	80,394	95,000	87,119	95,000
Diesel Fuel Sales	164,645	200,000	199,229	200,000
Into-plane	730,085	810,000	725,610	810,000
Fuel Farm	868,166	916,500	955,969	916,500
General Aviation Landing Fees	380,202	340,000	468,352	340,000
General Aviation Parking Fees	569,605	550,000	569,408	550,000
Avgas Fuel Sales Commercial	21,341	20,000	16,678	20,000
Deicing Type I - Sprayed	1,251,811	764,500	1,269,443	764,500
Deicing Type IV - Sprayed	116,135	66,950	136,069	66,950
Deicing Type I - Consortium	665,753	440,550	735,151	440,550
Deicing Type IV - Consortium	142,990	118,350	194,473	118,350
Deicing - GA	86,731	109,100	109,100	109,100
General Aviation Tenants	353,927	449,130	386,753	449,130
General Aviation Customer Services	181,190	135,000	310,074	135,000
	$ 12,361,731	$ 12,889,430	$ 12,723,517	$ 12,889,430
TERMINAL				
Airline Space Rental	6,235,212	8,119,582	8,409,716	9,976,714
Airline Terminal Revenue Sharing	(4,197,761)	(2,671,629)	(2,647,751)	(2,735,099)
TSA Space Rental	565,554	574,783	565,554	565,538
Nonairline Space Rental - Flat Rate	82,030	103,114	103,114	103,114
Nonairline Space Rental - Signatory Rate	45,156	53,021	53,021	53,021
Nonairline Space Rental	163,504	117,638	124,992	141,356
Non-Signatory Per Turn Fee	9,394	9,000	6,173	9,000
Loading Bridge Rentals	684,897	882,672	825,735	897,387
Tenant Maintenance	4,150	20,559	45,978	20,559
Utility Reimbursement	37,380	24,000	36,478	36,920
	$ 3,629,516	$ 7,232,740	$ 7,523,009	$ 9,068,510
GROUND TRANSPORTATION				
Parking	$ 17,366,540	$ 18,593,410	$ 18,337,197	$ 19,107,600
Access Fees	180,917	$ 200,566	$ 192,126	$ 238,166
TNCs	359,763	$ 336,000	$ 365,563	$ 368,030
	$ 17,907,220	$ 19,129,976	$ 18,894,886	$ 19,713,796

REVENUES, continued

Table 1
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
REVENUES
(page 2 of 2)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
CONCESSIONS				
Rental Cars	$ 6,332,799	$ 6,555,000	$ 6,424,259	$ 6,511,300
Food and Beverage	1,471,348	1,453,500	1,424,034	1,490,000
Retail	1,313,424	1,083,000	979,413	953,600
Advertising	-	-	(7,371)	-
Operating Permits	334,683	351,072	413,367	348,420
Telephone - Payphones	-	-	-	-
Telephone - Tenants	52,603	51,126	52,334	49,032
Bank ATMs	20,971	14,000	14,522	14,598
Vending Machines	18,452	19,208	14,277	14,900
Baggage Cart Concessions	15,782	14,000	15,647	14,900
	$ 9,560,062	$ 9,540,906	$ 9,330,482	$ 9,396,750
OTHER AIRPORT				
Land Rental	$ 299,976	$ 443,911	$ 420,226	$ 363,074
Industrial Park	573,388	631,365	603,753	617,937
T Hangars	153,068	186,360	167,424	176,328
Tie Downs	2,306	1,586	1,633	1,586
T Hangar Avgas Fuel Sales	-	-	-	-
Parking Garage Space Rent	82,933	86,249	86,251	89,702
Parking Garage Kiosk Rent	21,600	21,600	21,600	21,600
Hangar Rentals	586,881	920,104	917,407	950,492
Building Rental	131,830	79,660	76,651	76,965
Cargo Building Rental	713,136	1,100,000	1,315,597	1,341,818
Aircraft Maintenance & Service Center	313,884	-	-	-
State Executive Hangar/Maint	1,247,083	1,247,083	1,247,083	1,247,083
Utility Reimbursement	166,210	165,000	158,882	165,000
Reimbursement of Property Taxes	50,284	25,357	26,985	25,357
Internet and Cable Access	3,760	5,300	3,231	2,660
Fingerprinting	37,299	25,000	43,374	39,000
Tenant Maintenance	9,736	2,000	-	2,000
Purchasing Proposals	170	-	-	-
Scrap and Equipment Sales	4,587	5,000	14,024	5,000
Other	16,327	80,000	10,438	80,000
	$ 4,414,458	$ 5,025,575	$ 5,114,559	$ 5,205,602
TOTAL REVENUES	$ 53,385,246	$ 63,781,565	$ 60,837,252	$ 66,398,448
OTHER REVENUES				
Interest Earnings	$ 1,279,477	$ 800,000	$ 2,778,888	$ 1,700,000
TSA (LEO) Reimbursement	138,700	138,700	101,992	-
Cares Act- Airfield	1,151,860	-		
Cares Act-Terminal	1,552,931	-		
Cares Act-Loading Bridges	100,895	-		
Cares Act-Landside	443,864	-		
Cares Act-Parking	813,034	-		
Cares Act-Vehicle	-	-		
Cares Act-Airport Mgmt	-	-		
Cares Act- ACAA	-	-		
Cares Act-FBO Commercial	393,406	-		
Cares Act-FBO GA & Facilities	637,927	-		
Cares Act - Concession	-	-		
Improvement Charges	368,400	368,400	368,400	368,400
	$ 6,880,494	$ 1,307,100	$ 3,249,280	$ 2,068,400
TOTAL REVENUES	$ 60,265,740	$ 65,088,665	$ 64,086,532	$ 68,466,848
TOTAL REVENUES BEFORE REVENUE SHARING	$ 65,512,941	$ 68,428,201	$ 67,396,222	$ 71,885,722

SUMMARY of EXPENSES & DEPARTMENT SUMARY (DIRECT & INDIRECT)

Table 2
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
SUMMARY OF EXPENSES

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
EXPENSES - SUMMARY				
Airport Management	$ 27,545,531	$ 33,593,792	$ 32,947,073	$ 36,862,574
FBO Management	4,621,694	4,743,793	4,857,449	5,553,441
FBO Cost of Sales	5,882,583	5,733,158	5,733,158	5,733,158
Authority	5,467,565	6,103,508	6,217,753	5,929,100
TOTAL EXPENSES	**$ 43,517,373**	**$ 50,174,251**	**$ 49,755,433**	**$ 54,078,273**
EXPENSES BY CATEGORY				
Personnel Services	$ 12,635,657	$ 14,943,136	$ 14,689,905	$ 16,479,189
Employee Benefits	5,822,346	7,541,219	6,478,504	7,270,434
Utilities & Communications	2,562,463	3,427,388	2,474,638	3,018,035
Purchased Services	7,243,056	8,424,393	10,668,242	10,890,312
Materials & Supplies	12,396,187	12,166,280	11,925,974	12,798,891
Office	2,314,883	2,641,680	2,812,781	2,523,412
Administration	-	0	0	0
Noncapital Equipment & Facilities	542,781	1,030,155	705,389	1,098,000
TOTAL EXPENSES	**$ 43,517,373**	**$ 50,174,251**	**$ 49,755,433**	**$ 54,078,273**
DEPARTMENT SUMMARY (Direct & Indirect)				
Direct Cost Centers				
Airfield	$ 3,668,023	$ 4,694,197	$ 4,245,490	$ 4,576,463
Terminal	6,761,122	7,843,180	9,414,226	10,451,652
Loading Bridges	393,136	428,269	432,793	434,705
Landside:				
Parking	3,840,066	4,754,360	4,543,789	4,968,061
Landside Development	1,914,938	1,646,486	1,951,112	1,621,987
FBO Commercial	3,090,279	2,795,449	2,751,276	3,206,785
FBO GA & Facilities	6,600,119	6,793,758	6,990,143	6,914,106
Total Direct Cost Centers	$ 26,267,683	$ 28,955,699	$ 30,328,829	$ 32,173,759
Indirect Cost Centers				
ARFF	$ 3,042,901	$ 3,552,837	$ 3,260,440	$ 4,259,923
Operations	1,351,529	3,043,292	1,684,464	2,078,808
Security	3,254,029	3,510,500	3,578,578	3,740,676
Vehicle/Equipment	1,885,365	2,176,748	1,881,108	2,408,380
Airport Management Administration	1,434,422	1,943,923	1,955,073	2,321,919
FBO Administration	813,879	887,744	849,188	1,165,708
Airport Authority Administration	5,467,565	6,103,508	6,217,753	5,929,100
Total Indirect Cost Centers	$ 17,249,690	$ 21,218,552	$ 19,426,604	$ 21,904,514
TOTAL EXPENSES	**$ 43,517,373**	**$ 50,174,251**	**$ 49,755,433**	**$ 54,078,273**

SUMMARY of EXPENSES by COST CENTER

Table 2-1
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
EXPENSES
(Page 1 of 4)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
AIRFIELD				
Personnel Services	$ 1,277,180	$ 1,748,190	$ 1,593,229	$ 1,887,079
Employee Benefits	546,997	737,967	579,374	693,904
Utilities & Communications	191,706	266,691	164,809	266,691
Purchased Services	423,091	426,615	391,508	429,155
Materials & Supplies	1,173,506	1,345,450	1,321,784	1,231,990
Office	8,280	19,284	10,487	17,644
Administration	-	-	-	-
Noncapital Equipment & Facilities	47,263	150,000	184,299	50,000
	$ 3,668,023	$ 4,694,197	$ 4,245,490	$ 4,576,463
TERMINAL				
Personnel Services	$ 1,628,103	$ 1,754,575	$ 2,017,306	$ 2,194,929
Employee Benefits	787,964	963,107	835,731	938,908
Utilities & Communications	1,267,581	1,716,405	1,229,881	1,356,081
Purchased Services	1,689,383	1,985,801	4,100,813	4,182,022
Materials & Supplies	1,294,276	1,294,222	1,150,268	1,567,072
Office	77,841	129,070	80,227	212,640
Administration	-	-	-	-
Noncapital Equipment & Facilities	15,974	-	-	-
	$ 6,761,122	$ 7,843,180	$ 9,414,226	$ 10,451,652
LOADING BRIDGES				
Personnel Services	$ 128,224	$ 154,890	$ 173,600	$ 164,842
Employee Benefits	70,550	108,129	96,498	98,113
Utilities & Communications	68,250	68,250	68,250	68,250
Purchased Services	-	-	-	-
Materials & Supplies	126,112	97,000	94,445	103,500
Office	-	-	-	-
Administration	-	-	-	-
Noncapital Equipment & Facilities	-	-	-	-
	$ 393,136	$ 428,269	$ 432,793	$ 434,705

SUMMARY of EXPENSES by COST CENTER

Table 2-1
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
EXPENSES
(Page 2 of 4)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
PARKING				
Personnel Services	$ 1,225,887	$ 1,460,833	$ 1,459,671	$ 1,883,274
Employee Benefits	523,126	754,209	544,742	699,072
Utilities & Communications	368,547	484,450	328,623	484,450
Purchased Services	104,117	146,856	120,397	205,473
Materials & Supplies	683,795	871,470	808,690	908,300
Office	896,634	986,542	1,090,451	787,492
Administration	-	-	-	-
Noncapital Equipment & Facilities	37,960	50,000	191,215	-
	$ 3,840,066	$ 4,754,360	$ 4,543,789	$ 4,968,061
LANDSIDE				
Personnel Services	$ -	$ -	$ -	$ -
Employee Benefits	-	-	-	-
Utilities & Communications	345,803	475,730	356,460	443,900
Purchased Services	132,258	68,502	200,658	189,363
Materials & Supplies	1,361,581	1,061,704	1,303,113	950,724
Office	47,096	40,550	25,807	38,000
Administration	-	-	-	-
Noncapital Equipment & Facilities	28,200	-	65,074	-
	$ 1,914,938	$ 1,646,486	$ 1,951,112	$ 1,621,987
ARFF				
Personnel Services	$ 1,801,981	$ 1,805,391	$ 2,030,764	$ 2,287,593
Employee Benefits	844,589	970,512	854,072	993,796
Utilities & Communications	26,622	31,200	22,275	31,200
Purchased Services	8,704	10,500	7,704	13,358
Materials & Supplies	227,856	208,929	182,888	316,740
Office	105,961	130,655	162,737	167,236
Administration	-	-	-	-
Noncapital Equipment & Facilities	27,188	395,650	-	450,000
	$3,042,901	$3,552,837	$3,260,440	$4,259,923

SUMMARY of EXPENSES by COST CENTER

Table 2-1
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
EXPENSES
(Page 3 of 4)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
OPERATIONS				
Personnel Services	$ 842,852	$ 1,889,832	$ 1,070,502	$ 1,319,047
Employee Benefits	403,386	830,670	478,459	618,511
Utilities & Communications	48,744	60,400	52,009	50,400
Purchased Services	-	-	-	-
Materials & Supplies	-	-	-	-
Office	59,522	112,390	83,494	90,850
Administration	-	-	-	-
Noncapital Equipment & Facilities	(2,975)	150,000	-	-
	$ 1,351,529	$ 3,043,292	$ 1,684,464	$ 2,078,808
SECURITY				
Personnel Services	$ 130,135	$ 161,597	$ 136,176	$ 175,458
Employee Benefits	68,191	93,026	65,863	107,374
Utilities & Communications	4,520	4,100	3,975	4,100
Purchased Services	2,712,529	2,790,541	3,171,563	3,027,042
Materials & Supplies	194,081	209,500	176,566	261,000
Office	20,112	111,736	24,435	165,702
Administration	-	-	-	-
Noncapital Equipment & Facilities	124,461	140,000	-	-
	$3,254,029	$3,510,500	$3,578,578	$3,740,676
VEHICLE/EQUIPMENT				
Personnel Services	$ 748,759	$ 870,689	$ 755,015	$ 874,513
Employee Benefits	364,279	440,406	381,297	488,929
Utilities & Communications	16,376	20,010	20,965	20,010
Purchased Services	79,983	78,729	90,182	78,729
Materials & Supplies	645,204	708,750	614,061	707,750
Office	14,002	28,164	19,588	27,449
Administration	-	-	-	-
Noncapital Equipment & Facilities	16,762	30,000	-	211,000
	$ 1,885,365	$ 2,176,748	$ 1,881,108	$ 2,408,380
FBO COMMERCIAL				
Personnel Services	$ 587,983	$ 639,741	$ 689,785	$ 778,168
Employee Benefits	147,069	288,440	158,451	180,542
Utilities & Communications	23,165	17,912	20,826	17,912
Purchased Services	73,996	103,333	79,977	133,580
Materials & Supplies	2,188,226	1,746,023	1,749,915	2,096,583
Office	-	-	-	-
Administration	-	-	-	-
Noncapital Equipment & Facilities	69,840	-	52,322	-
	$ 3,090,279	$ 2,795,449	$ 2,751,276	$ 3,206,785
FBO GENERAL AVIATION AND FACILITIES				
Personnel Services	$ 1,107,928	$ 1,103,842	$ 1,220,628	$ 1,302,323
Employee Benefits	373,769	398,268	414,467	293,366
Utilities & Communications	92,254	83,410	82,334	91,610
Purchased Services	198,763	189,801	211,204	196,875
Materials & Supplies	4,476,446	4,615,732	4,515,353	4,647,732
Office	293,754	288,200	402,431	293,200
Administration	-	-	-	-
Noncapital Equipment & Facilities	57,205	114,505	143,726	89,000
	$ 6,600,119	$ 6,793,758	$ 6,990,143	$ 6,914,106

SUMMARY of EXPENSES by COST CENTER

Table 2-1
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
EXPENSES
(Page 4 of 4)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
FBO ADMINISTRATION				
Personnel Services	$ 274,034	$ 312,966	$ 280,362	$ 452,040
Employee Benefits	92,253	118,094	75,571	141,452
Utilities & Communications	2,057	765	759	5,015
Purchased Services	384,995	397,684	439,065	397,684
Materials & Supplies	-	-	-	-
Office	60,540	58,235	53,431	71,517
Administration	-	-	-	-
Noncapital Equipment & Facilities	-	-	-	98,000
	$ 813,879	$ 887,744	$ 849,188	$ 1,165,708
AIRPORT MANAGEMENT ADMINISTRATION				
Personnel Services	$ 536,420	$ 738,084	$ 811,795	$ 880,098
Employee Benefits	175,284	242,340	235,819	271,017
Utilities & Communications	-	-	-	-
Purchased Services	672,513	864,254	835,433	864,254
Materials & Supplies	-	-	-	-
Office	50,205	99,245	43,595	106,550
Administration	-	-	-	-
Noncapital Equipment & Facilities	-	-	28,431	200,000
	$ 1,434,422	$ 1,943,923	$ 1,955,073	$ 2,321,919
AIRPORT AUTHORITY ADMINISTRATION				
Personnel Services	$ 2,346,171	$ 2,302,506	$ 2,451,072	$ 2,279,825
Employee Benefits	1,424,889	1,596,051	1,758,160	1,745,450
Utilities & Communications	106,838	198,065	123,472	178,416
Purchased Services	762,724	1,361,777	1,019,738	1,172,777
Materials & Supplies	25,104	7,500	8,891	7,500
Office	680,936	637,609	816,098	545,132
Administration	-	-	-	-
Noncapital Equipment & Facilities	120,903	-	40,322	-
	$ 5,467,565	$ 6,103,508	$ 6,217,753	$ 5,929,100
TOTAL EXPENSES	**$ 43,517,373**	**$ 50,174,251**	**$ 49,755,433**	**$ 54,078,273**

ALLOCATION of INDIRECT COST CENTERS, 1 of 3

Table 2-2
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
ALLOCATION OF INDIRECT COST CENTERS TO DIRECT COST CENTERS
(Page 1 of 3)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
ARFF				
Airfield	$ 456,435	$ 532,926	$ 489,066	$ 638,988
Terminal	1,460,592	1,705,362	1,565,011	2,044,763
Loading Bridges	30,429	35,528	32,604	42,599
Landside	730,296	852,681	782,506	1,022,382
Parking	182,574	213,170	195,626	255,595
FBO Commercial	91,287	106,585	97,813	127,798
FBO GA & Facilities	91,287	106,585	97,813	127,798
Total Allocated	$ 3,042,901	$ 3,552,837	$ 3,260,440	$ 4,259,923
OPERATIONS				
Airfield	$ 540,612	$ 1,217,317	$ 673,786	$ 831,523
Terminal	405,459	912,988	505,339	623,642
Loading Bridges	67,576	152,165	84,223	103,940
Landside	135,153	304,329	168,446	207,881
Parking	67,576	152,165	84,223	103,940
FBO Commercial	67,576	152,165	84,223	103,940
FBO GA & Facilities	67,576	152,165	84,223	103,940
Total Allocated	$ 1,351,529	$ 3,043,292	$ 1,684,464	$ 2,078,808
SECURITY				
Airfield	$ 488,104	$ 526,575	$ 536,787	$ 561,101
Terminal	1,627,015	1,755,250	1,789,289	1,870,338
Loading Bridges	97,621	105,315	107,357	112,220
Landside	325,403	351,050	357,858	374,068
Parking	650,806	702,100	715,716	748,135
FBO Commercial	32,540	35,105	35,786	37,407
FBO GA & Facilities	32,540	35,105	35,786	37,407
Total Allocated	$ 3,254,029	$ 3,510,500	$ 3,578,578	$ 3,740,676
VEHICLE/EQUIPMENT				
Airfield	$ 659,878	$ 761,862	$ 658,388	$ 842,933
Terminal	94,268	108,837	94,055	120,419
Loading Bridges	-	-	-	-
Landside	697,585	805,397	696,010	891,101
Parking	282,805	326,512	282,166	361,257
FBO Commercial	94,268	108,837	94,055	120,419
FBO GA & Facilities	56,561	65,302	56,433	72,251
Total Allocated	$ 1,885,365	$ 2,176,748	$ 1,881,108	$ 2,408,380

ALLOCATION of INDIRECT COST CENTERS, continued Page 2 of 3

Table 2-2
Albany County Airport Authority
Albany International Airport
2025 Preliminary Budget
ALLOCATION OF INDIRECT COST CENTERS TO DIRECT COST CENTERS
(Page 2 of 3)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
Subtotal Allocation before Admin Departments				
Airfield	$ 5,813,052	$ 7,732,876	$ 6,603,516	$ 7,451,009
Terminal	10,348,456	12,325,617	13,367,921	15,110,814
Loading Bridges	588,762	721,277	656,978	693,465
Landside	3,803,375	3,959,943	3,955,932	4,117,418
Parking	5,023,827	6,148,307	5,821,520	6,436,989
FBO Commercial	3,375,951	3,198,141	3,063,154	3,596,349
FBO GA & Facilities	6,848,084	7,152,915	7,264,398	7,255,502
Total Allocated	$ 35,801,507	$ 41,239,076	$ 40,733,419	$ 44,661,546
Airport Management Administration				
Airfield	$ 278,699	$ 423,369	$ 368,865	$ 444,422
Terminal	496,143	674,818	746,716	901,298
Loading Bridges	28,227	39,489	36,698	41,362
Landside	182,348	216,804	220,974	245,587
Parking	240,861	336,615	325,183	383,940
FBO Commercial	73,562	100,073	94,560	132,774
FBO GA & Facilities	134,583	152,754	162,077	172,535
Total Allocated	$ 1,434,422	$ 1,943,923	$ 1,955,073	$ 2,321,919
FBO Administration				
Airfield	$ -	$ -	$ -	$ -
Terminal	-	-	-	-
Loading Bridges	-	-	-	-
Landside	-	-	-	-
Parking	-	-	-	-
FBO Commercial	287,639	351,382	312,891	506,948
FBO GA & Facilities	526,240	536,362	536,297	658,760
Total Allocated	$ 813,879	$ 887,744	$ 849,188	$ 1,165,708
Airport Authority Administration				
Airfield	$ 1,035,434	$ 1,298,509	$ 1,146,755	$ 1,103,659
Terminal	1,843,291	2,069,725	2,321,450	2,238,245
Loading Bridges	104,872	121,117	114,090	102,717
Landside	677,466	664,956	686,980	609,880
Parking	894,856	1,032,427	1,010,955	953,460
FBO Commercial	322,191	362,872	345,438	400,589
FBO GA & Facilities	589,456	553,901	592,083	520,550
Total Allocated	$ 5,467,565	$ 6,103,508	$ 6,217,753	$ 5,929,100

ALLOCATION of INDIRECT COST CENTERS, continued Page 3 of 3

Table 2-2
Albany County Airport Authority
Albany International Airport
Albany International Airport
ALLOCATION OF INDIRECT COST CENTERS TO DIRECT COST CENTERS
(Page 3 of 3)

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
TOTAL INDIRECT ALLOCATIONS				
Airfield	$ 3,459,162	$ 4,760,558	$ 3,873,646	$ 4,422,627
Terminal	5,926,767	7,226,980	7,021,861	7,798,705
Loading Bridges	328,725	453,615	374,973	402,840
Landside	2,748,251	3,195,217	2,912,774	3,350,898
Parking	2,319,477	2,762,990	2,613,870	2,806,328
FBO Commercial	969,064	1,217,019	1,064,767	1,429,876
FBO GA & Facilities	1,498,244	1,602,173	1,564,713	1,693,241
Total Allocated	$ 17,249,690	$ 21,218,552	$ 19,426,604	$ 21,904,514
TOTAL DIRECT & INDIRECT EXPENSES BY COST CENTER				
Airfield	$ 7,127,185	$ 9,454,755	$ 8,119,136	$ 8,999,090
Terminal	12,687,889	15,070,160	16,436,087	18,250,357
Loading Bridges	721,861	881,884	807,766	837,545
Landside	4,663,189	4,841,703	4,863,886	4,972,885
Parking	6,159,543	7,517,350	7,157,659	7,774,389
FBO Commercial	4,059,343	4,012,468	3,816,043	4,636,661
FBO GA & Facilities	8,098,363	8,395,931	8,554,856	8,607,347
Total Allocated	$ 43,517,373	$ 50,174,251	$ 49,755,433	$ 54,078,273

DEBT SERVICE SUMMARY

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
Airport Revenue Bonds:				
2017 A Refunding Bonds	$1,072,125	983,375	983,375	981,872
2017 B Refunding Bonds	400,025	396,525	396,525	392,525
2018 A Revenue Bonds	738,500	738,500	738,500	738,500
2018 B Revenue Bonds	734,750	734,000	734,000	732,250
2019 A Revenue Bonds	552,750	555,750	555,750	553,350
2020 A Revenue Refunding Bonds Debt Service	568,750	569,500	569,500	564,250
2020 B Revenue Refunding Bonds Debt Service	5,955,750	5,955,750	5,955,750	5,953,500
Less: PFC's Applied to 2020B Revenue Bonds	(3,640,404)	(3,641,472)	(3,641,472)	(3,641,472)
TOTAL DEBT SERVICE	$6,382,246	$6,291,928	$6,291,928	$6,274,775
Allocation of Total Debt Service to Cost Centers				
Airfield	$ 520,970	$ 496,274	$ 496,274	$ 495,649
FBO	561,179	526,704	526,704	525,577
ARFF	19,060	23,587	23,587	23,560
Terminal	1,781,982	1,779,096	1,779,096	1,776,801
Loading Bridges	46,307	46,286	46,286	46,241
Landside and Other	3,452,748	3,419,980	3,419,980	3,406,947
TOTAL ALLOCATION	$6,382,246	$6,291,928	$6,291,928	$6,274,775

CALCULATION OF PFC REVENUES

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
ENPLANEMENTS	1,376,639	1,425,000	1,425,000	1,504,000
PFC's charged	$4.50	$4.50	$4.50	$4.50
LESS: Carrier Compensation	(0.11)	(0.11)	(0.11)	(0.11)
Net PFC Revenue	$4.39	$4.39	$4.39	$4.39
% of PFCs collected on Enplanements	88.7%	87.0%	87.0%	87.0%
PFC's Available for Debt Service	$5,362,067	$5,442,503	$5,442,503	$5,744,227
PFC DEBT SERVICE FUND ACTIVITY				
BEGINNING BALANCE	$8,243,089	$9,776,093	$9,776,093	$11,740,398
PLUS: Deposit of PFC's	5,362,067	5,442,503	5,442,503	5,744,227
PLUS: Interest Earnings on PFC's	295,276	163,275	163,275	172,327
LESS: Applied Towards Pay as you go Projects	(483,935)			
LESS: Applied Towards 2020B Debt Service	(3,640,404)	(3,641,472)	(3,641,472)	(3,641,472)
ENDING BALANCE	$9,776,093	$11,740,398	$11,740,398	$14,015,480
PFC's APPLIED TO DEBT SERVICE	$3,640,404	$3,641,472	$3,641,472	$3,641,472
Allocation of PFC's to Cost Centers				
Airfield	$ 456,149	$ 456,283	$ 456,283	$ 456,283
Terminal	2,646,093	2,646,869	2,646,869	2,646,869
Loading Bridges	72,808	72,829	72,829	72,829
Landside	465,355	465,491	465,491	465,491
Total	$3,640,404	$3,641,472	$3,641,472	$3,641,472

LANDING FEES

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
Airfield:				
Direct O&M Expenses	$ 3,668,023	$4,694,197	$4,245,490	$4,576,463
Indirect O&M Expenses	3,459,162	4,760,558	3,873,646	4,422,627
O&M Reserve Requirement	145,027	148,968	129,001	108,277
FBO:				
Commercial Direct O&M Expenses	1,248,670	1,425,141	1,380,968	1,836,477
Commercial Indirect O&M Expenses	969,064	1,217,019	1,064,767	1,429,876
Commercial O&M Reserve Requirement	49,107	41,630	38,859	39,301
Airfield Capital Charges:				
2017 A Refunding Revenue Bonds Debt Service	250,517	225,955	225,955	225,604
2020 B Revenue Refunding Bonds Debt Service	726,602	726,602	726,602	726,327
LESS: Applicable Approved PFC Revenues	(456,149)	(456,283)	(456,283)	(456,283)
Airfield Amortization Requirements	-	-	-	-
FBO Commercial Capital Charges	-	-	-	-
Airfield Capital Charge Coverage	-	-	-	-
FBO Commercial Capital Charge Coverage	-	-	-	-
Airfield Debt Service Reserve Requirement	-	-	-	-
FBO Commercial Debt Service Reserve Requirement	-	-	-	-
Airfield Extraordinary Coverage Protection	-	-	-	-
FBO Commercial Revenues Credit:				
Into Plane	(730,085)	(810,000)	(725,610)	(810,000)
Fuel Farm Throughput Fee	(868,166)	(916,500)	(955,969)	(916,500)
Avgas Fuel Sales Commercial	(21,341)	(20,000)	(16,678)	(20,000)
LESS: Cost of Sales, Avgas	18,193	15,000	15,000	15,000
Deicing - Commercial	(2,176,689)	(1,390,350)	(2,335,136)	(1,390,350)
LESS: Cost of Sales, Deicing	1,626,730	1,133,308	1,133,308	1,133,308
General Aviation Landing Fees	(380,202)	(340,000)	(468,352)	(340,000)
General Aviation Parking Fees	(569,605)	(550,000)	(569,408)	(550,000)
Total LANDING FEE REQUIREMENT	$ 6,958,857	$ 9,905,245	$ 7,306,160	$ 10,030,127
Total Landed Weight (000-lbs)	1,711,642	1,512,000	1,512,000	1,815,000
COMPENSATORY LANDING FEE RATE	$ 4.07	$ 6.55	$ 4.83	$ 5.53
LESS: Interest Earning Credit Allocated to Airfield	24,723	71,383	187,715	29,578
LESS: Glycol disposal Fee	295,766	301,436	390,335	301,436
LESS: Aircraft Aprons Fee Credit (Per Table 6)	695,886	990,524	730,616	1,003,013
LESS: Airfield Tenant Maintenance	29,765	30,000	76,743	30,000
LESS: Non-signatory Airline Landing Fee Credit	50,798	84,360	59,400	47,920
LESS: Cares Act	1,151,860			
NET LANDING FEE REQUIREMENT	$ 4,710,060	$ 8,427,541	$ 5,861,351	$ 8,618,180
Signatory Commercial & Cargo Carrier Landed Wt (000-lbs)	1,701,928	1,500,000	1,500,000	1,807,000
Signatory Landing Fee Rate	$ 2.77	$ 5.62	$ 3.91	$ 4.77
SIGNATORY AIRLINE LANDING FEE REVENUE	$4,244,427	$7,502,700	$5,219,850	$7,670,160
NON-SIGNATORY PASSENGER LANDING FEE REVENUE	15,303	-	-	-
TOTAL AIRLINE LANDING FEE REVENUE	$4,259,730	$7,502,700	$5,219,850	$7,670,160
SIGNATORY CARGO LANDING FEE REVENUE	$469,914	$927,300	$645,150	$949,230
NON-SIGNATORY CARGO LANDING FEE REVENUE	35,495	84,360	59,400	47,920
TOTAL CARGO LANDING FEE REVENUE	$505,409	$1,011,660	$704,550	$997,150

AIRCRAFT APRON FEES

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
TOTAL AIRFIELD REQUIREMENT	$ 6,958,857	$9,905,245	$7,306,160	$10,030,127
10% of AIRFIELD REQUIREMENT	$ 695,886	$990,524	$730,616	$1,003,013
TOTAL APRON SQUARE FEET	504,441	530,372	504,441	504,441
AIRCRAFT APRON FEE (PER SQ FT)	$1.38	$1.87	$1.45	$1.99

TERMINAL FEES

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
Terminal Direct O&M Expenses	$ 6,761,122	$ 7,843,180	$ 9,414,226	$ 10,451,652
Terminal Indirect O&M Expenses	5,926,767	7,226,980	7,021,861	7,798,705
Terminal O&M Reserve Requirement	256,459	237,443	261,144	219,588
Terminal Capital Charges:				
2017 A Refunding Revenue Bonds Debt Service	98,035	96,193	96,193	96,056
2018 A Revenue Bonds Debt Service	6,647	6,647	6,647	6,647
2018 B Revenue Bonds Debt Service	261,571	261,304	261,304	260,681
2020 B Revenue Refunding Bonds Debt Service	4,061,822	4,061,822	4,061,822	4,060,287
LESS: Applicable PFC Revenues	(2,646,093)	(2,646,869)	(2,646,869)	(2,646,869)
Terminal Amortization Requirements	-	-	-	-
Terminal Capital Charge Coverage	-	-	-	-
Terminal Debt Service Reserve Requirement	-	-	-	-
TERMINAL Extraordinary Coverage Protection	-	-	-	-
TOTAL REQUIREMENT	$14,726,330	$ 17,086,700	$18,476,328	$ 20,246,747
Rentable Terminal Space	135,985	135,985	135,985	135,985
COMPENSATORY TERMINAL RENTAL RATE	$ 108.29	$ 125.65	$ 135.87	$ 148.89
LESS: Interest Earning Credit allocated to Terminal	$ 107,259	$ 317,478	$ 834,866	$ 131,552
LESS: Non-airline Terminal Space Rentals - Flat Rate	82,030	103,114	103,114	103,114
LESS: Non-airline Terminal Space Rentals - Signatory Rate	45,156	-	61,382	67,882
LESS: Non-airline Terminal Space Rentals - Calculated Rate	163,504	-	250,473	277,450
LESS: TSA Space Rental	565,554	574,783	565,554	565,538
LESS: TSA (LEO) Reimbursement	138,700	138,700	101,992	-
LESS: Utility Reimbursements	37,380	24,000	36,478	36,920
LESS: Terminal Tenant Maintenance Reimbursements	4,150	20,559	45,978	20,559
LESS: Cares Act	1,552,931	-		
NET TERMINAL REQUIREMENT	$12,029,666	$ 15,908,066	$16,476,491	$ 19,043,732
Rentable Terminal Space	135,985	135,985	135,985	135,985
SIGNATORY TERMINAL RENTAL RATE	$ 88.46	$ 116.98	$ 121.16	$ 140.04
Signatory Airline Terminal Rental Space	51,627	51,626	51,626	51,626
SIGNATORY AIRLINE RENTAL REVENUE	$ 4,566,924	$ 6,039,209	$ 6,255,006	$ 7,229,705
MONTH TO MONTH AIRLINE REVENUE	95,115	0	0	0
TOTAL AIRLINE RENTAL REVENUE	$ 4,662,039	$ 6,039,209	$ 6,255,006	$ 7,229,705
Baggage Claim Room Square Footage	17,784	17,784	17,784	17,784
BAGGAGE CLAIM ROOM REVENUE	$ 1,573,173	$ 2,080,372	$ 2,154,709	$ 2,490,471
NONSIGNATORY AIRLINE RENTAL REVENUE	$ -	$ -	$ -	$ 256,537
AIRLINE RENTAL REVENUE	$ 6,235,212	$ 8,119,582	$ 8,409,716	$ 9,976,714

PASSENGER BOARDING BRIDGE FEES

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
LOADING BRIDGE RENTALS				
Loading Bridge Direct O&M Expenses	$ 393,136	$ 428,269	$ 432,793	$ 434,705
Loading Bridge Indirect O&M Expenses	328,725	453,615	374,973	402,840
2020 B Revenue Refunding Bonds Debt Service	119,115	119,115	119,115	119,070
LESS: Applicable PFC Revenues	(72,808)	(72,829)	(72,829)	(72,829)
LESS: Interest Earning Credit Allocated to Loading Bridges	2,857	8,506	22,368	3,524
LESS: Cares Act	(100,895)	-		
Loading Bridge O & M Reserve Requirement	14,767	13,895	12,834	10,077
TOTAL LOADING BRIDGE REQUIREMENT	$ 684,897	$ 950,570	$ 889,253	$ 897,387
NUMBER OF LOADING BRIDGES	13	14	14	14
CHARGE PER LOADING BRIDGE	$ 52,684	$ 67,898	$ 63,518	$ 64,099
NUMBER OF LEASED LOADING BRIDGES	13	13	13	14
TOTAL LOADING BRIDGE REVENUE	$ 684,897	$ 882,672	$ 825,735	$ 897,387

COST PER ENPLANEMENT

(Includes Settlement and Revenue Sharing Calculation)	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
AIRPORT OPERATIONS:				
Airline Landing Fees	$ 4,259,730	$ 7,502,700	$ 5,219,850	$ 7,670,160
Airline Space Rental	6,235,212	8,119,582	8,409,716	9,976,714
Loading Bridge Rentals	684,897	882,672	825,735	897,387
Airline Apron Fee	695,886	990,524	730,616	1,003,013
Airline Share of Revenue Sharing	(5,247,202)	(3,339,536)	(3,309,689)	(3,418,874)
Total Airport Operations	$ 6,628,523	$ 14,155,942	$11,876,227	$ 16,128,400
FBO OPERATIONS:				
Avgas Fuel Sales Commercial	$ 21,341	$ 20,000	$ 16,678	$ 20,000
Deicing	2,176,689	1,390,350	2,335,136	1,390,350
Into Plane & Fuel Farm	1,598,251	1,726,500	1,681,579	1,726,500
Total FBO Operations	$ 3,796,281	$ 3,136,850	$ 4,033,393	$ 3,136,850
TOTAL AIRLINES FEES & CHARGES	$ 10,424,804	$ 17,292,792	$ 15,909,620	$ 19,265,250
ENPLANEMENTS	1,376,639	1,425,000	1,425,000	1,504,000
COST PER ENPLANEMENT	$ 4.83	$ 9.95	$ 8.35	$ 10.74
FBO OPERATIONS COST PER ENPLANEMENT	$ 2.74	$ 2.19	$ 2.82	$ 2.07
TOTAL COMBINED COST PER ENPLANEMENT	$ 7.57	$ 12.14	$ 11.16	$ 12.81

CALCULATION AND ALLOCATION OF FUNDS REMAINING

	Audited 2023	Budget 2024	Projected 2024	Proposed 2025
TOTAL REVENUES BEFORE REV SHARING	$65,512,941	$68,428,201	$67,396,222	$71,885,722
TOTAL EXPENSES	43,517,373	50,174,251	49,755,433	54,078,273
NET REVENUES	$21,995,568	$18,253,950	$17,640,789	$17,807,449
LESS:				
Capital Charges:				
Less: Applicable Approved PFC Revenues	(3,640,404)	(3,641,472)	(3,641,472)	(3,641,472)
2017 A Revenue Refunding Bonds Debt Service	1,072,125	983,375	983,375	981,872
2017 B Revenue Refunding Bonds Debt Service	400,025	396,525	396,525	392,525
2018 A Revenue Bond	738,500	738,500	738,500	738,500
2018 B Revenue Bonds Debt Service	734,750	734,000	734,000	732,250
2019 Revenue Bond	552,750	555,750	555,750	553,350
2020 A Revenue Refunding Bonds Debt Service	568,750	569,500	569,500	564,250
2020 B Revenue Refunding Bonds Debt Service	5,955,750	5,955,750	5,955,750	5,953,500
Capital Charge Coverage	0	0	0	0
Debt Service Reserve Requirement	0	0	0	0
Capital Expenditures (Per Table 4)	3,761,606	3,992,411	3,938,944	4,044,255
Operating & Maintenance Reserve	857,313	790,538	790,538	650,670
Renewal and Replacement Reserve	500,000	500,000	0	0
Subtotal	11,501,165	11,574,877	11,021,410	10,969,701
FUNDS REMAINING	$10,494,403	$6,679,073	$6,619,379	$6,837,748
	50%	50%	50%	50%
Authority Share - 50%	5,247,202	3,339,536	3,309,689	3,418,874
Less Cost of Air Service Incentive Programs	(571,357)	(400,000)	(420,465)	(400,000)
Authority Share Net of Air Service Incentive	4,675,845	2,939,536	2,889,224	3,018,874
	50%	50%	50%	50%
Airline Share - 50%	5,247,202	3,339,536	3,309,689	3,418,874
Net Airline Share	5,247,202	3,339,536	3,309,689	3,418,874
	10,494,403	6,679,073	6,619,379	6,837,748
ALLOCATION OF AIRLINE SHARE				
Terminal	4,197,761	2,671,629	2,647,751	2,735,099
Airfield	1,049,440	667,907	661,938	683,775
TOTAL AIRLINE SHARE	$5,247,202	$3,339,536	$3,309,689	$3,418,874

SCHEDULE OF ENPLANEMENTS, OPERATIONS, and LANDED WEIGHT

SCHEDULE OF TERMINAL SQUARE FOOTAGE and APRON AREA

SCHEDULE OF DEBT COVERAGE

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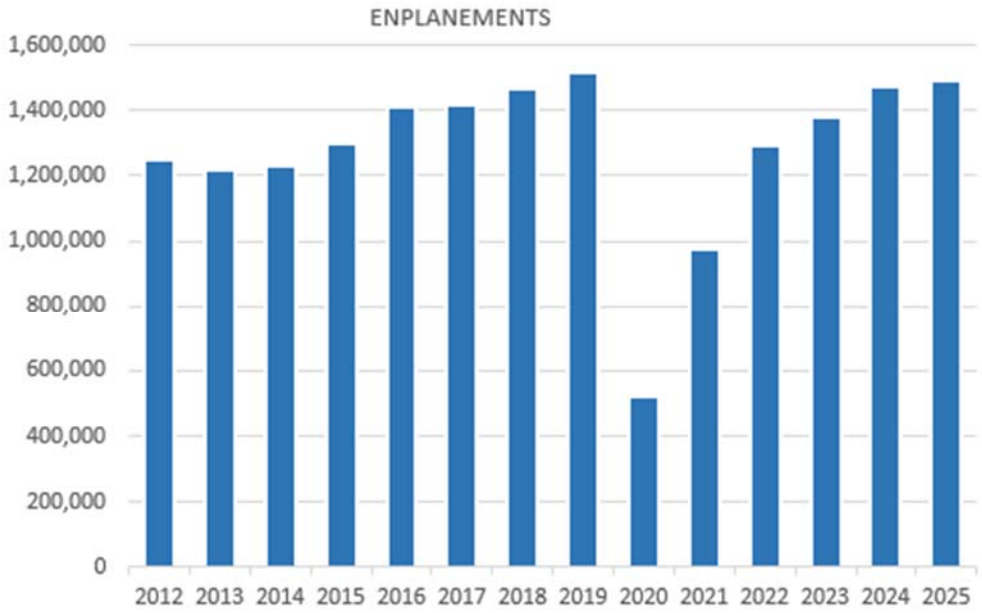
Section 9

Supplemental Information


ENPLANEMENTS
1,600,000
1,400,000
1,200,000
1,000,000
800,000
600,000
400,000
200,000
0
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025

Landed Weight and Enplanements & Deplanements

Calendar Year	Passenger Landed Weights	Air Carrier Operations[1]	Cargo (tons)	Enplanements	Deplanements	Total Passengers
2015	1,412,705,423	43,570	19,373	1,298,210	1,291,889	2,590,099
2016	1,480,691,522	47,349	18,692	1,407,434	1,410,579	2,818,013
2017	1,575,561,522	46,994	18,739	1,417,835	1,414,152	2,831,987
2018	1,616,386,929	47,232	18,896	1,466,706	1,456,520	2,923,226
2019	1,667,798,688	43,941	20,009	1,518,969	1,512,268	3,031,237
2020	910,056,897	24,968	21,857	520,029	522,495	1,042,524
2021	1,096,886,287	30,492	23,049	976,037	972,640	1,948,677
2022	1,449,462,000	36,454	21,082	1,290,529	1,294,876	2,585,405
2023	1,535,210,000	36,905	21,094	1,340,000	1,340,000	2,680,000
2024E	1,616,000,000	37,115	21,300	1,470,000	1,470,000	2,940,000
2025E	1,807,000,000	38,000	21,100	1,490,000	1,490,000	2,980,000

Data Source: Internal ACAA sources

[1] Air Carrier and Air Taxi operations, one operation is a takeoff or landing

BASED AIRCRAFT

Calendar Year	Single Engine	Multi-Engine	Jet	Helicopters	Total	Military
2015	53	7	15	7	82	7
2016	46	7	16	6	75	6
2017	45	7	19	6	77	6
2018	55	8	23	11	97	11
2019	51	7	20	11	89	11
2020	60	7	19	11	97	11
2021	60	7	19	11	97	11
2022	60	7	19	11	97	11
2023	57	7	5	11	80	11
2024[1]	55	5	6	17	83	13
2025E	55	5	6	17	83	13

Data Source: FAA 5010

[1] As of 08/26/2024

STATISTICAL - OPERATIONS
Last Ten Calendar Years

Calendar Year	Air Carrier	Air Taxi	General Aviation Local & In-tinerant	Military	Total Operations
2015	22,067	21,503	13,950	2,481	60,001
2016	23,108	24,238	14,328	3,057	64,731
2017	23,246	23,745	14,063	2,944	63,998
2018	23,763	23,469	13,009	3,300	63,541
2019	24,729	19,212	13,863	2,944	60,748
2020	15,300	9,668	14,224	3,487	42,679
2021	19,677	10,815	14,118	3,239	47,849
2022	25,779	10,675	14,484	2,592	53,530
2023	26,010	10,780	14,647	2,173	53,610
2024E	26,100	10,800	14,700	2,200	53,800
2025E	26,200	10,800	14,700	2,300	54,000

Data Source: Internal ACAA sources

FBO Deicing Fluid and JetA and AvGas Fuels Sold

Calendar Year	Deicing Consortium Type I (gals)	Deicing Consortium Type IV (gals)	Deicing Sprayed Type I[1] (gals)	Deicing Sprayed Type IV[1] (gals)	Pumped Into-Air Carrier (gals)	JetA (gals)	AvGas (gals)
2015	66,600	19,468	31,628	4,031	16,835,885	967,345	70,438
2016	65,055	19,682	32,048	5,661	18,602,032	1,031,066	69,156
2017	71,925	23,154	51,006	7,288	19,495,122	996,302	62,710
2018	81,735	26,400	72,767	12,331	21,013,458	1,158,694	51,534
2019	70,332	17,017	82,555	10,958	22,022,122	1,217,080	65,993
2020	42,399	10,709	41,287	5,085	11,600,443	879,612	62,368
2021	40,107	12,312	46,622	4,659	15,161,563	1,274,382	49,815
2022	48,720	9,987	54,037	4,948	18,196,801	1,256,022	68,249
2023						1,279,421	72,471
2024E						1,250,000	78,600
2025E						1,400,000	69,000

Data Source: Internal ACAA Sources
[1] Includes both Commercial and Retail

FBO - General Aviation Activity and Historical FBO Operating Revenue, Expense, and Profit

Calendar Year	General Aviation Aircraft Landings	International Flights	General Aviation Aircraft Fueled	Deicing Retail Type I (gals)	Deicing Retail Type IV (gals)	Operating Revenues	Operating Expenses	FBO Operating Profit
2015	3,949	707	5.901	1,628	249	8,570,119	7,796,979	773,142
2016	7.349	517	5,958	2,636	301	8,300,218	6,759,573	1,540,645
2017	7,260	456	6,307	1,868	265	8,527,457	7,235,654	1,336,803
2018	7,822	407	5,833	6,131	529	10,427,353	8,633,901	1,793,452
2019	7,774	458	6,374	5,187	755	10,426,891	8,460,299	1,966,592
2020		141		4,150	175	6,307,407	5,754,830	552,577
2021		247		4,168	1,173	9,326,060	7,484,996	1,841,065
2022	8,037		6,796	5,557	623	12,506,121	9,807,390	2,698,731
2023						12,361,731	10,504,276	1,857,455
2024E						11,409,417	9,376,387	2,033,030
2025E						12,889,430	11,286,600	1,602,830

Data Source: Internal ACAA sources

HISTORICAL DEBT OUTSTANDING

Fiscal Year End	Beginning Year Bond Balance	Additions	Reductions	Ending Year Bond Balance
2012	$128,975,000	$ -	$7,810,000	$121,165,000
2013	121,165,000	-	8,095,000	113,070,000
2014	113,070,000	-	8,021,000	105,049,000
2015	105,049,000	-	8,266,000	96,783,000
2016	96,783,000	-	8,567,000	88,216,000
2017	88,216,000	14,395,000	25,293,000	77,318,000
2018	77,318,000	22,590,000	9,419,000	90,489,000
2019	90,489,000	9,620,000	7,554,000	92,555,000
2020	92,555,000	34,610,000	51,220,00	75,945,000
2021	75,945,000	-	6,945,000	69,000,000
2022	69,000,000	-	6,685,000	62,315,000
2023	62,315,000	-	7,020,000	55,295,000
2024	55,295,000		7,280,000	48,015,000
2025	48,015,000		7,625,000	40,390,000

Data Source: Internal ACAA sources

HISTORICAL BOND COVERAGE

Fiscal Year End	Revenues including Revenue Sharing	Operating Expenses	Net Available Revenue	Debt Service			
				Principal And Interest	Less PFCs	Total	Coverage
2015	44,908,783	31,503,386	13,405,397	12,953,032	(3,293,320)	9,659,712	1.39
2016	46,342,120	32,060,953	14,281,167	12,944,083	(3,608,210)	9,335,873	1.53
2017	48,544,916	33,440,730	15,104,186	12,981,796	(3,610,256)	9,371,540	1.61
2018	51,742,274	37,180,503	14,561,771	12,968,404	(2,834,913)	10,133,491	1.44
2019	53,063,161	39,111,805	13,951,356	11,584,378	(3,763,460)	7,820,918	1.78
2020	42,422,446	33,473,023	8,949,423	11,008,820	(4,140,917)	6,867,903	1.30
2021	45,373,148	34,186,512	11,186,636	10,611,301	(3,494,931)	7,116,370	1.57
2022	54,483,772	40,495,811	13,987,961	10,020,150	(3,639,794)	6,380,356	2.19
2023	55,171,823	44,088,730	11,083,097	10,022,650	(3,640,404)	6,382,246	1.74
2024E	67,492,498	48,878,850	18,613,648	9,933,400	(3,641,472)	6,291,928	2.32

Data Source: Internal ACAA sources

POPULATON IN THE AIR TRADE AREA

	1990	2000	2010	2019[1]	2021[2][3]	2022[4]
PRIMARY TRADE AREA						
State of New York						
Albany County	292,594	294,565	304,204	314,848	313,743	315,811
Columbia County	62,982	63,094	63,096	61,570	61,778	61,587
Fulton County	54,191	55,073	55,531	53,324	53,116	53,588
Greene County	44,739	48,195	49,221	47,931	48,449	48,026
Montgomery County	51,981	49,708	50,219	49,532	49,558	49,539
Rensselaer County	154,429	152,538	159,429	161,130	160,232	159,853
Saratoga County	181,276	200,635	219,607	235,509	237,359	238,797
Schenectady County	149,285	146,555	154,727	158,061	158,089	160,093
Schoharie County	31,859	31,582	32,749	29,714	29,863	29,936
Warren County	59,209	63,303	65,707	65,737	65,618	65,599
Washington County	59,330	61,042	63,216	61,302	60,956	61,504
State of Massachusetts						
Berkshire County	139,352	134,953	131,219	129,026	128,657	127,859
State of Vermont						
Bennington County	35,845	36,994	37,125	37,347	37,312	37,235
	1,317,072	1,338,237	1,386,050	1,405,031	1,404,730	1,409,427
SECONDARY TRADE AREA						
State of New York						
Delaware County	47,225	48,055	47,980	44,308	44,378	44,644
Dutchess County	259,462	280,150	297,488	295,911	297,112	297,545
Essex County	37,152	38.851	39,370	37,381	37,268	37,501
Hamilton County	5,279	5,379	4,836	5,107	5,119	5,068
Herkimer County	65,797	64,427	64,519	60,139	59,937	60,596
Otsego County	60,517	61,676	62,259	58,524	58,123	58,952
Ulster County	165,304	177,749	182,493	181,851	182,951	182,319
State of Connecticut						
Litchfield County	174,092	182,193	189,927	185,186	185,000	185,000
State of Massachusetts						
Franklin County	70,092	71,535	71,372	71,029	71,015	70,894
Hampden County	456,310	456,228	463,490	465,825	462,718	461,041
Hampshire County	146,568	152,251	158,080	162,308	161,572	162,588
State of Vermont						
Addison County	32,953	35,974	36,821	37,363	37,260	37,306
Rutland County	62,142	63,400	61,642	60,572	60,591	60,662
Windham County	41,588	44,216	44,513	45,905	46,090	45,811
Windsor County	54,055	57,418	56,670	57,753	58,196	57,593
	1,678,536	1,739,502	1,781,460	1,769,162	1,767,330	1,767,520
Total Primary and Secondary Trade Area Pop.	2,995,608	3,077,739	3,167,510	3,174,193	3,172,060	3,176,947

[1] Census, April 1, 2020

[2] Through July 1, 2021

[3] Data Source: United States Census Bureau

[4] Data Source: Census Reporter

Data Source: Internal ACAA sources

PRINCIPAL EMPLOYERS

	2008		2019	
Employer	Employees	Rank	Employees	Rank
New York State	53,800	1	51,800	1
St. Peter's Health Partners	3,494	6	12,130	2
Albany Medical Center	5,977	3	8,652	3
Golub Corporation	4,135	4	8,208	4
U.S. Government	6,900	2	7,901	5
General Electric Company	3,200	7	7,000	6
Hannaford Brothers	3,580	5	5,000	7
University of Albany	Na		4,700	8
Ellis Medicine	2,651	8	3,479	9
Stewart's Shops Corp.	1,272	13	3,099	10
Bechtel Marine Propulsion Corp.	2,600	9	3,000	11
Glens Falls Hospital	2,285	12	2,736	12
Center for Disability Services	2,392	10	2,651	13
County of Albany	2,219	11	2,497	14
Global Foundries	Na	-	2,400	15
TOTAL	94,505		125,253	

Data Source: Internal ACAA sources

LABOR FORCE AND UNEMPLOYMENT

Calendar Year	Labor Force Alb/Schty/Troy	Comparable Unemployment Rate		
		Albany/ Shty/Troy	New York	U.S.
2014	438,630	4.5	5.8	5.6
2015	444,884	4.1	4.8	5.0
2016	442,092	4.1	4.8	4.7
2017	451,551	4.1	4.5	4.1
2018	455,841	3.4	4.0	3.9
2019	457,993	3.5	4.0	3.6
2020	447,806	5.1	8.7	6.7
2021	446,155	2.7	5.5	3.9
2022	447,508	2.8	4.2	3.5
2023(Jul)	468,595	3.2	4.1	3.5
2024(Jul)	461,763	3.8	4.3	4.3

Data Source
Unemployment Statistics, Bureau of Labor Statistics, United States Department of Labor

CAPITAL DEVELOPMENTS BY THE AUTHORITY

On July 17, 1996, ground was broken for construction of a new air-cargo building in the northeast quadrant of the airport as the first step in consolidating the present and developing the future air-cargo capacity for the Airport. The $11 million cargo facility and related airfield and landside improvements were financed by Airport Revenue Bonds. This facility opened in October 1998 and is under a long-term lease agreement with Aviation Facilities Company, Inc. (AFCO).

On October 3, 1996, ground was broken for the Terminal Improvement Project (TIP). The TIP consisted of a new terminal and other facilities to replace the 1959 terminal and was designed to accommodate future demands for approximately 1.5 million annual enplanements. The TIP was substantially complete on October 1, 1998.

In February 1997, the Authority issued $96,305,000 of Airport Revenue Bonds to finance the TIP and certain capital improvement projects initiated by the County prior to the creation of the Authority.

In December 1997, the Dormitory Authority of the State of New York issued $41,395,000 of State Service Contract Revenue Bonds for the purposes of financing, construction, reconstruction, improvements, reconditioning and preservation of the Airport or aviation capital projects at the Airport. The Revenue Bonds were secured by a service contract under which the State of New York agreed to pay the annual principal and interest payments. The Revenue Bonds are not debt of the Airport Authority nor is the Airport Authority liable thereon.

Proceeds totaling $40 million were used by the Authority toward the cost of constructing the new terminal building, a connecting bridge and a parking garage at the Airport. The Authority allocated $20 million each towards the cost of the terminal and the garage.

The Authority maintains a Federal Inspection Station to process regular scheduled international flights together with other general aviation and international cargo flights.

On June 7, 1998, airline operations began in the new terminal facility and demolition began on the 1959 structure.

In July 1998, the Authority, through the New York State Environmental Facilities Corporation (EFC) received $7.5 million Series A bonds to finance the total construction of a new glycol wastewater treatment system. In July 1999, the loan was replaced by $7,895,303 bonds issued by the EFC with interest on the first $3 million 100% subsidized and the remaining $4.5 million 50% subsidized by the New York State Water Pollution Control Revolving Fund.

On December 1, 1998, the Authority sold two Airport Revenue Bond issues totaling $30,695,000 to finance two capital projects:

- The 1998 B (non-AMT) issue totaling $18,455,000 was sold to finance in part the construction of a new 1,600-space parking garage. The garage partially opened in December 1998 for use by short-term visitors to the Airport and the balance used for long-term parking was opened in February 1999.
- The 1998 C (AMT) issue totaling $12,240,000 was sold to finance the construction of the new 50,500 square foot air cargo building which was opened during October 1998 for use by Airborne Express, Federal Express and United Parcel Service.

In March 1999, operations began in the newly constructed air traffic control tower located in the northeast quadrant of the airport. Demolition also began on the old control tower to provide additional apron area for use by the airlines.

In April 2000, construction was completed for the addition of approximately 16,000 square feet of terminal space including ticketing, baggage make up and hold rooms to accommodate the arrival of Southwest Airlines which began service May 7, 2000. This addition was principally financed through the receipt of a $6 million grant from the State of New York.

In May 2000, construction of 874 space remote surface parking lot was completed at the southeast quadrant of airport property to accommodate the additional parking required by the increase in enplanements as a result of the addition of Southwest Airlines.

In July 2000, the Authority, through the EFC, entered into a ten year $2,374,936 Series B loan agreement

CAPITAL DEVELOPMENTS BY THE AUTHORITY, cont.

with the New York State Water Pollution Control Revolving Fund to finance the construction of a glycol filtration polishing facility. The interest thereon is fifty percent subsidized by the New York State Water Pollution Control Revolving Fund.

In November 2000, a parking garage expansion was opened to accommodate 307 parking spaces for the rental car operators and 400 additional spaces for public parking.

In December 2000, the Authority issued $14,500,000 of Airport Revenue Bonds to finance the construction that began in 2001 of a New York State Police Executive Hangar to consolidate the State's current aircraft and maintenance support facilities, which were located in two widely separated hangars on the airfield. The new facility completed in 2002 consists of approximately 84,630 square feet of hangar, maintenance support, office space, and includes all the necessary mechanical, electrical, plumbing, fire, security, and energy management systems; crane and hoist equipment and other support equipment for aircraft maintenance; and office furnishings. Landscaping, parking lot, and security fence to secure the leased area also were provided. The Authority and the Division of New York State Police entered into a thirty (30) year Land and Facility Lease Agreement effective April 1, 2000. These Airport revenue payments are sufficient to amortize the debt service payments for this Bond issue plus any other related costs incurred by the Authority.

In 2001, the Authority began construction of a new ARFF facility and general aviation T-Hangars.

In 2001, the Authority also obtained final FAA and all other required approvals for the extension of Runway 10-28 from 6,000 to 7,200 feet. Construction began in 2002. This project also included extending taxiway "C" and related hold apron and service road improvements. The runway was completed and opened in August 2003.

In July 2001, the Authority acquired a 9½ acre Industrial Park with four warehouse type buildings totaling 27,500 square feet. In 2002, renovations were completed and the ground support facilities for American Airlines, US Airways, plus Lansing Flight Support were relocated from the old belly-freight building. In addition, KME Fire Apparatus leased one building to which an addition was added to support their requirements.

In 2002, construction was completed on a 10-bay T-Hangar facility, a self-service fueling facility, and a neighboring tie-down area for use by the general aviation community. Construction began on a second T-Hangar building to provide 10 more T-Hangar units. This construction was completed in 2003. All units are leased.

An extension to the remote parking lot "E" began in 2002 which will nearly double the capacity to 2,000 plus public parking spaces. As a result of several adjoining land acquisitions, expansion work continued into 2004.

During 2003, the Airport received Federal support for the complete rehabilitation of the primary runway 1-19 including the complete replacement of centerline lighting. The work was completed in 2003. Also during 2003, the Airport received all necessary approvals to begin extension of the primary runway 1-19 from 7,200 to 8,500 feet. The work was completed in 2006.

During 2003, the Authority was granted $2.3 million of State funds through the support of State Senator Joseph Bruno to acquire and install two over-the-wing loading bridges for Southwest Airlines. Albany International Airport was the first airport in the United States to have two such bridges in operation.

In June 2003, the Authority sold $8,855,000 of Series 2003A Airport Revenue Bonds to pay the costs of various land, hangars and equipment acquisitions, apron and runway expansions, taxiway, runway and hangar rehabilitations, certain terminal expansions, and leasehold improvements.

In March 2004, the Authority, through the NYS EFC, issued $388,316 of Airport Revenue Bonds to finance the construction of sanitary sewer and water improvements in the Airport Industrial Park.

Other major projects completed in 2004 included finalizing renovations to the terminal to accommodate TSA security personnel and to provide space for their passenger screening and baggage inspection operations. Construction started in 2004 on the main Runway 1-19 extension from 7,200 to 8,500 feet and was completed in 2006 together with related navigation aids and taxiways. Remote parking was expanded by

CAPITAL DEVELOPMENTS BY THE AUTHORITY, cont.

approximately 700 additional spaces to accommodate an ever-increasing demand for on-airport parking. Also a new US Postal facility was opened.

In 2005, the Authority acquired the on-airport assets of the former FBO ($3.0 million). With this acquisition the Authority assumed responsibility for managing and operating the FBO. The Authority operates the FBO under the franchise trade name "Million Air". That same year the Authority also acquired an office building and two warehouses for lease and 400 additional remote surface parking spaces ($2.4 million). Also in 2005, the Authority completed a $2.8 million aircraft engine run-up attenuation facility to enhance the containment of noise from the Airport.

In June 2006, the Authority issued $14,230,000 of bonds to provide funds for various land, hangar, equipment acquisitions, hangar rehabilitations, certain terminal renovations, utility improvements, and parking expansions.

In December 2006, the Authority issued $6,330,000 of bonds to provide funds for construction of the 42,800 square foot Aviation Service and Maintenance Facility which was completed in late 2007.

In 2008 the Authority completed construction of two general aviation T-Hangars, installation of two additional escalators in the terminal and installation of new touch down lighting improvements that preserve and enhance aeronautical safety during nighttime, low -visibility, winter and other inclement weather conditions for all aircraft operations by allowing landing with half-mile rather than three-quarter mile visibility conditions.

During 2009 the Authority continued the Latham Water Towers Runway 10-28 obstruction relocation. The Authority also undertook a rehabilitation of an existing hangar, lighting energy upgrades in the parking garage, and several smaller projects involving roof replacement, terminal improvements and improvements in landside buildings.

In 2010 major renovations of six terminal food and beverage concession areas that began in 2009 were completed at a cost of approximately $3.0 million which was fully funded by the concessionaire. Replacement of all parking garage lighting with more energy efficient lights at a cost of $156,000 was com

pleted with the aid of a $54,300 grant. Rehabilitation of the taxiways and ramps for $2,826,000; construction of a new entry and exit to the remote parking lot providing for additional and interstate highway access at a cost of $363,300; expansion of glycol storage and replacement of the Type I glycol proportioning system at an estimated total design and construction cost of $339,000.

Projects completed in 2011 include a parking garage rehabilitation project at a cost of $896,000, a passenger jet bridge replacement project with a cost of $581,000, an automated entry and exit station in the economy parking lot at a cost of $336,274 the relocation and upgrade of the Authority operated retail store (DepARTures) in the Terminal at a cost of $281,000.

The completion of the Runway 28 obstruction removal, which involved relocation of a municipal water tank at a cost of $11,187,000 was completed in 2012. Other projects completed in 2012 included the Terminal Floor replacement at a cost of $821,400 and a Semi-inline Baggage Screening Project with a cost of $1.1 million.

During 2013 projects completed included Glycol Storage & Processing Improvements to add a new 2.5 million gallon storage tank. During 2013 a project to upgrade the Electrical Vault at a cost of $1.3 million was advanced along with the rehabilitation of the Administration Building ($1.7 million).

In 2014 construction began to add a new Runway Friction Material Building at a cost of $2.4 million; upgrade of an existing commercial Aircraft Maintenance, Repair and Overhaul Facility; construct a new hangar at a cost of $4.3 million and Rehabilitate Runway 1-19 at a cost of $4.72 million. These projects were completed by the close of 2015.

During the 2009-2014 Capital Plan the Authority also purchased approximately $5 million in major equipment including items such as two fire trucks, runway snow blowers, runway brooms, shuttle busses, street sweepers, and other heavy equipment.

During 2015 projects to provide a new terminal roof at a cost of $1.5 million and the Terminal Baggage Room Renovation at $1.5 and Glycol Storage and Processing improvements for $1.1 million were initiated then

CAPITAL DEVELOPMENTS BY THE AUTHORITY, cont.

completed in 2016.

During 2016 a $3.4 million passenger loading bridge replacement and renovation project and $1.4 million Fiber Optic replacement project were initiated.

During 2017 a $3.4 million passenger loading bridge replacement and renovation project and $1.4 million Fiber Optic replacement project were completed. Also in 2017 a $4.4 million Runway 01-19 Edge Light Lighting System Replacement and a $4.2 million phase 2 passenger loading bridge replacements and renovation were initiated.

During 2018 the Airport started a $1.9 million escalator replacement project in the Terminal and authorized another $1.0 million passenger loading bridge replacement and numerous smaller projects under $1.0 million.

Most significantly in 2018 the Airport was awarded a $22.1 million grant to provide a portion of the funds for a $42.2 million project to build an additional parking garage, improve parking access, provide terminal rehabilitation and add other passenger amenities. The grant was awarded in conjunction with a $50 million State-funded Airport highway access project announcement. The new Highway access will be very beneficial for the Airport access to on-airport parking operations.

As of December 31, 2018, the Authority maintained $538.3 million in capital assets for which $271.0 million in accumulated depreciation was recorded resulting in $237.3 million in capital assets net of depreciation. Also at December 31, 2017 the Authority had approximately $94.2 million of outstanding debt related to these capital assets, which resulted in the Authority reporting $143.1 million of capital assets net of related debt.

Although most of 2019 was consumed with the construction of the parking garage and the rehabilitation of the airport terminal, there were other airport improvement projects. These included the installation of LED edge lighting for the full length of Runway 1/19 and Taxiway C. Also 2019 included the installation of new full hangar door at the FBO hangar.

As of December 31, 2021, the four (4) passenger boarding bridges have been replaced, and the Airport's first Master Plan in over twenty Years has begun. In addition to these the Taxiway A Rehabilitation project will is essentially completed.

As of December 31, 2022 the Airport Pavement Management Program, and Terminal Fire Alarm Replacement, Hangar 1 Sprinkler, and the Taxiway A projects have all been completed. Also in 2022, Parking Lot C was reverted back into an aircraft apron.

As of December 31, 2023 the Rehabilitation of Rwy 10/28, replacement of Terminal Escalators #22 and #23, replacement of roof on Bldg. #109 (FBO), and the design of Terminal Concourse A have all have been completed. Also in 2023, the airport purchased on loader ($369,000) and one sweeper ($580,635).

As of December 31, 2024 the Airport Master Plan, Building #303 (Air Traffic Control Tower), Cargo Apron Rehabilitation, the Perimeter Gate and Fence Replacement, and Airfield Lighting Control projects all have been completed. Also in 2024, the ALB purchased various rolling equipment in the amount of $1,066,700.

GLOSSARY

Accrual Basis - Basis of accounting which attempts to record financial transactions in the period they actually occur rather than the period paid or received.

Administrative Expenses - One of the main expense categories and includes the following: memberships, subscriptions, travel, education, and economic development.

Aircraft Operation - Considered either a landing or take-off of an aircraft.

Airfield Operations Area (AOA) - Generally considered the restricted area within the security fence surrounding an airport which is reserved for aircraft and related operations. This includes the landing area and ramp area, and other facilities supporting the activity of military, general aviation and commercial aircraft.

Airfield Revenues - One of six operating revenue categories which include landing fees, glycol disposal fees, apron fee, and the control tower rental fees.

Airline Use and Lease Agreement (Agreement) - An agreement with one or more airlines setting forth the rights of the airlines for their use of the airport and the rates and charges they will pay.

Airline Revenues - Landing fee revenues, loading bridge revenues, apron fees, and terminal rental revenues.

Airport Revenue Bonds - Bonds payable from Airport revenues which do not pledge the full faith and credit of the issuer.

Airport Security Plan (ASP) – A federal requirement for security at the Airport.

Ambassador Program – A program comprised of volunteers that are tasked with providing excellent customer service through offering friendly and accurate assistance about airport services and facilities, as well as offering flight assistance and tourism information in a friendly and welcoming manner that meets and exceeds passenger and visitor expectations.

Apron - A section of the ramp area closest to the terminal building used for parking of aircraft and support vehicles used for loading and unloading of aircraft.

ARFF - Airport Rescue and Fire Fighting, the on-airport unit responsible for airfield emergencies and fire fighting.

Authority - Albany County Airport Authority, a body corporate and politic, constituting a public benefit corporation established and existing pursuant to the Albany County Airport Act enacted by Chapter 686 of the laws of 1993 and set forth in Title 32 of the New York Public Authorities Law.

Automated External Defibrillator (AED) - A portable automatic device used to restore normal heart rhythm to people who are in cardiac arrest.

Biochemical Oxygen Demand or Biological Oxygen Demand (BOD) A chemical procedure for determining how fast biological organisms use up oxygen in a body of water. It is used in water quality management and assessment, ecology and environmental science. BOD is not an accurate quantitative test, although it could be considered as an indication of the quality of a water source. BOD can be used as a gauge of the effectiveness of wastewater treatment plants.

Cargo - Anything other than passengers, carried for hire, including both mail and freight.

Capital Improvement Program (CIP) - A five year program for regularly undertaking improvements to maintain or revitalize the infrastructure and facilities of the airport. The program serves as a basis for determining funding requirements and other operational planning decisions.

C Index - FAA regulation that dictates a certain number of vehicles to maintain the Airport.

COLA - Cost of living adjustment

Concessionaire - A person or company having a lease, contract or operating permit arrangement with the Authority entitling them to do business on the airport.

Concession Revenue - One of six operating revenue categories which include terminal concessions, advertising, and the business center.

Cost Centers - Functional areas or activities of the Airport grouped together for the purpose of accounting for expenses.

Glossary, continued

Cost Per Enplanement (CPE) - A unit of measurement used to present the airlines' cost of each enplaned passenger. The total airline revenues paid to the airport are divided by the number of passenger enplanements to calculate the cost per enplanement.

County - County of Albany, home of the City of Albany; the state capital of New York.

Disadvantaged Business Enterprise Program (DBE) – Program required by Congress as a condition of receiving federal funds.

Debt Service - The amount required for the accrual and payment of principal, interest, and premiums, if any, and other fees and amounts associated with all series of Bonds and Indebtedness, as set forth in any Resolution(s) or other financing documents(s) of the County or Authority.

Debt Service Coverage - An amount equal to Airport Net Revenues divided by Net Debt Service.

Debt Service Reserve Fund - Any fund(s) established by the Authority for monies necessary to satisfy any Debt Service Reserve Requirement established in any Resolution(s) or other financing document(s) of the County or Authority generally equal to the highest annual amount due in the remaining years of the debt issue.

Debt Service Reserve Requirement - Requirement, if any, for the Debt Service Reserve Funds for all series of Bonds or other indebtedness.

Deplanement - A passenger departing an aircraft at the Albany International Airport.

Enplanement - A paid passenger boarding an aircraft at the Albany International Airport.

Federal Aviation Administration (FAA) - The government agency responsible for air safety and operation of the air traffic control system.

FAA Regulation Part 139 - This regulation establishes the requirement for airports servicing scheduled air carrier operations in aircraft with 10–30 seats and provides airport certification status, class and ARFF Index to assist air carriers.

FAA Regulation Part 150 - This regulation establishes a uniform nationwide system of describing aircraft noise and noise exposure on different communities, describes land-use compatibility for the guidance of local communities, and provides technical assistance to airport operators and other governmental agencies to prepare and execute noise compatibility planning.

Federal Inspection Station Facility (FIS) - The facility used as the Federal Inspection Station for United States Customs and Immigration.

Fixed Base Operator (FBO) - A fixed based operator provides aircraft fueling, deicing and maintenance for the general aviation customers.

FBO Revenue - One of six operating revenue categories which include the sale of fuel for aircrafts, landing fees for the general aviation population, deicing of aircrafts, and other miscellaneous fees for the general aviation population.
Fuel Farm - Operated by Million Air and used to store fuel for the airlines and retail general aviation sales.

GAAP - General Accepted Accounting Principals are uniform minimum standards and guidelines for accounting and financial statement reporting.

GASB - Governmental Accounting Standards Board, the body responsible for establishing GAAP for governmental entities.

Glycol Containment System - The system designed to contain and transfer all snow and rain contaminated by Propylene Glycol used to deice an aircraft during the winter season.

Ground Transportation Revenues - One of six operating revenue categories which includes airport parking revenues and access fees from limousines, hotels/motels, taxies, and off airport parking facilities.

International Passengers - Passengers flying into or out of Albany International Airport with an origin or destination outside the 50 states and all U.S. territories.

Into-plane Fees – Revenue generated based on fuel pumped for the commercial airlines.

Glossary, continued

Landing Fee Revenues - Revenues collected from commercial aircraft landings.

Loading Bridge - Equipment used to board and deplane passengers between the terminal building and the aircraft.

Low-Volume Air Carrier - A Non-Signatory Airline with seven or fewer scheduled revenue flights departing from the Airport with an aggregate of no more than 700 departing passenger seats each calendar week.

Materials and Supplies Expense - One of the main expense categories which include materials and supplies purchased for airfield, ARFF, FBO, buildings, grounds, and vehicles and equipment.

Maximum Gross Landed Weight (MGLW) - Actual gross weight of a particular plane. The weights for all aircraft are published by the FAA.

National Air Transportation Association (NATA) - Organization that promotes safety and the success of aviation service businesses through its advocacy efforts before government, the media and the public as well as providing valuable programs and forums to further its members prosperity.

Non-Capital Equipment - Equipment, under $50,000, not covered under the Capital Improvement Program, included within the operating budget.

Non-Signatory Airline - An airline or carrier who did not execute the airline use and lease agreement with the Authority.

Non-Operating Revenues - Revenues which are generated from passenger facility charges, improvement charges and interest income.

Occupational Safety and Health Administration (OSHA) Reportable Incidents – An incident is reportable if it meets any of the following criteria: fatality, hospitalization, amputation and/or loss of an eye.

Office Expense - One of the main expenses that includes office equipment rental, agreements, and repairs; computer system support, maintenance, and agreements; office furniture and fixtures; and other supplies required to run normal activity in the administrative offices.

Operating Revenue - Revenues which are generated from the daily operations of the airport which include the revenues from Airfield, Fixed Based Operator, Terminal, Ground Transportation, Concessions and Other Airport.

Other Airport Revenue - One of the six operating revenue categories which include land and building rental of off-airport property owned by the airport, T hangar and tie down rentals, utilities and miscellaneous items.

Operating and Maintenance Reserve Requirement - The requirement of the Resolution(s) and other finance document(s) of the Authority that a reserve can be created and maintained sufficient to pay not less than two months of budgeted operating and maintenance expenses.

Over- the-Wing (OTW) - The loading bridge attaches to the rear door of the plane over the wing of the plane to enplane passengers.

Passenger Facility Charges (PFC) - A $4.50 per passenger surcharge collected by the airlines and forwarded to the Authority to pay for Airport capital projects or to be applied to the Airport's required debt service payments as approved by the Federal Aviation Administration.

Personnel Services - One of the main expense categories which includes all wages, salaries and benefits.

Per Use Terminal Fee - A fee paid by a Low-Volume Carrier for use of the Airport Apron, Terminal and Equipment as provided for in the Signatory Airline Agreement.

Purchased Services - One of the main expense categories which include services purchased for accounting and auditing, insurance, legal, security, refuse removal, public relations, art exhibits, museum shop, advertising, passenger information booth, special studies, engineering services, professional management and code enforcement.

Glossary, continued

Revenue Per Enplanement (RPE) - A unit of measurement calculated by taking certain airport revenues divided by the number of enplanements.

Signatory Airline - An airline that has executed an agreement with the Authority and is charged fees in accordance with the Airline Use and Lease Agreement.

Terminal Revenue - One of the six operating revenue categories which includes rental of the terminal space, loading bridge rentals, tenant maintenance, and utilities.

Transportation Security Agency (TSA) – The Department of Homeland Security responsible for protecting the Nation's transportation systems (including airports) to ensure freedom of movement for people and commerce.

Utilities and Communications - One of the major expense categories which include electricity, fuel, sewer, water, telephone, internet, radio communications, paging services, and cable television.

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U.S. DEPARTMENT OF TRANSPORTATION
FEDERAL AVIATION ADMINISTRATION

AIRPORT MASTER RECORD

PRINT DATE: 10/16/2023
AFD EFF 10/05/2023
FORM APPROVED OMB 2120-0015

> 1 ASSOC CITY:	ALBANY	4 STATE: NY	LOC ID: ALB	FAA SITE NR:	14789.*A
> 2 AIRPORT NAME:	ALBANY INTL		5 COUNTY: ALBANY NY		
3 CBD TO AIRPORT (NM):	06 NW	6 REGION/ADO: AEA/NYC	7 SECT AERO CHT: NEW YORK		

GENERAL

10 OWNERSHIP:	PUBLIC
> 11 OWNER:	ALBANY COUNTY ARPT AUTH
> 12 ADDRESS:	737 ALBANY SHAKER ROAD ALBANY, NY 12211
> 13 PHONE NR:	518-242-2200
> 14 MANAGER:	TODD PENNINGTON
> 15 ADDRESS:	737 ALBANY SHAKER ROAD ALBANY, NY 12211
> 16 PHONE NR:	518-242-2352
> 17 ATTENDANCE SCHEDULE:	

ALL	ALL	ALL

18 AIRPORT USE:	PUBLIC
19 ARPT LAT:	42-44-56.8180N ESTIMATED
20 ARPT LONG:	073-48-07.1280W
21 ARPT ELEV:	284.8 SURVEYED
22 ACREAGE:	1,000
> 23 RIGHT TRAFFIC:	NO
> 24 NON-COMM LANDING:	YES
25 NPIAS/FED AGREEMENTS:	NGHY
> 26 FAR 139 INDEX:	I C S 05/1973

SERVICES

> 70 FUEL:	100LL A
> 71 AIRFRAME RPRS:	MAJOR
> 72 PWR PLANT RPRS:	MAJOR
> 73 BOTTLE OXYGEN:	HIGH
> 74 BULK OXYGEN:	
75 TSNT STORAGE:	HGR, TIE
76 OTHER SERVICES:	CARGO, INSTR, RNTL, SALES, SURV

FACILITIES

> 80 ARPT BCN:	WG
> 81 ARPT LGT SKED :	SS-SR
BCN LGT SKED:	SS-SR
> 82 UNICOM:	122.950
> 83 WIND INDICATOR:	YES-L
84 SEGMENTED CIRCLE:	NONE
85 CONTROL TWR:	YES
86 FSS:	BURLINGTON
87 FSS ON ARPT:	NO
88 FSS PHONE NR:	
89 TOLL FREE NR:	1-800-WX-BRIEF

BASED AIRCRAFT

90 SINGLE ENG:	57
91 MULTI ENG:	7
92 JET:	5
93 HELICOPTERS:	11
TOTAL:	80
94 GLIDERS:	0
95 MILITARY:	11
96 ULTRA-LIGHT:	0

OPERATIONS

100 AIR CARRIER:	26,287
102 AIR TAXI:	10,619
103 G A LOCAL:	8,009
104 G A ITNRNT:	6,421
105 MILITARY:	2,463
TOTAL:	53,799
OPERATIONS FOR 12 MONTHS ENDING:	01/01/2023

RUNWAY DATA

	01/19	10/28		
> 30 RUNWAY INDENT:				
> 31 LENGTH:	8,500	7,200		
> 32 WIDTH:	150	150		
> 33 SURF TYPE-COND:	ASPH-G	ASPH-G		
> 34 SURF TREATMENT:	GRVD	GRVD		
35 GROSS WT: S	140.0	140.0		
36 (IN THSDS) D	200.0	200.0		
37 2D	400.0	400.0		
38 2D/2D2				
> 39 PCN:	70 /F/C/X/T	67 /F/C/X/T		

LIGHTING/APCH AIDS

> 40 EDGE INTENSITY:	HIGH	MED		
> 42 RWY MARK TYPE-COND:	PIR - G / PIR - G	NPI - G / NPI - G	- / -	- / -
> 43 VGSI:	P4R / P4L	/ P4L	/	/
44 THR COSSING HGT.:	53 / 53	/ 51	/	/
45 VISUAL GLIDE ANGLE:	3.00 / 3.00	/ 3.35	/	/
> 46 CNTRLN-TDZ:	Y - Y / Y - N	Y - / Y -	- / -	- / -
> 47 RVR-RVV:	TR - / TR - Y	- / -	- / -	- / -
> 48 REIL:	/ N	Y / Y	/	/
> 49 APCH LIGHTS:	MALSR / MALSR	/	/	/

OBSTRUCTION DATA

50 FAR 77 CATEGORY	PIR / PIR	C / C	/	/
> 51 DISPLACED THR:	/	/ 1,192	/	/
> 52 CTLG OBSTN:	/ TREE	GND / TREE	/	/
> 53 OBSTN MARKED/LGTD:	/	/	/	/
> 54 HGT ABOVE RWY END:	/ 80	151 / 54	/	/
> 55 DIST FROM RWY END:	/ 2,040	5,009 / 1,019	/	/
> 56 CNTRLN OFFSET:	/ 75L	84L / 162L	/	/
57 OBSTN CLNC SLOPE:	50:1 / 23:1	31:1 / 15:1	/	/
58 CLOSE-IN OBSTN:	N / N	N / N	/	/

DECLARED DISTANCES

> 60 TAKE OFF RUN AVBL (TORA):	8,500 / 8,500	7,200 / 7,200	/	/
> 61 TAKE OFF DIST AVBL (TODA):	8,500 / 8,500	7,200 / 7,200	/	/
> 62 ACLT STOP DIST AVBL (ASDA):	8,500 / 8,500	6,780 / 7,200	/	/
> 63 LNDG DIST AVBL (LDA):	8,500 / 8,500	6,780 / 6,007	/	/

(>) ARPT MGR PLEASE ADVISE FSS IN ITEM 86 WHEN CHANGES OCCUR TO ITEMS PRECEDED BY >

> 110 REMARKS

A 011 LEASEE. PROPERTY OWNED BY ALBANY COUNTY, 112 STATE ST., ALBANY, NY 12207; TELEPHONE 518-447-7000.
A 057 RWY 10 A 057 RWY 28 APCH RATIO 26:1 TO DTHR.
A 110-003 TWY D EAST OF RY 01/19 IS RESTRD TO ACFT 12500 LBS & LESS.
A 110-006 BIRDS, DEER & OTHER WILDLIFE ON & INVOF ARPT.
A 110-007 WEATHER BALLOON LAUNCHES APRXLY 3 MI SOUTH OF ARPT AT 0600 & 1800.
A 110-008 TWY 'C' W OF TWY 'A' NON MOVEMENT AREA.
A 110-009 CUSTOMS/IMMIGRATION FLIGHT INFO SERVICE FACILITY LCTD NORTH END GENERAL AVIATION APRON. ACFT CLEARING CUSTOMS UTILIZE PAINTED POSITION MKGS & PROCEED TO MINIMIZE BLAST IMPACT.
A 110-010 MOWING W/I SAFETY AREAS OF ALL RYS & TWYS MAY THRU NOV.
A 110-011 NO ACFT PARKING BETWEEN FIRE STATION AND TWY L.

111 INSPECTOR: (F) 112 LAST INSP: 02/10/2020 113 LAST INFO REQ:

FAA FORM 5010-1 (3/96) SUPERSEDES PREVIOUS EDITION

HISTORY OF THE AIRPORT

Albany Airport, *America's First Municipal Airport* consisted of an airfield developed in 1909 along the Hudson River on what is now known as Westerlo Island, in the southeastern portion of the City of Albany. At one time, the airport was named Quentin Roosevelt Field in memory of President Theodore Roosevelt's son, Quentin, who was killed while flying in France during World War I.

The airport played an integral role in the early history of American aviation when Glen H. Curtiss flew from Albany to New York City on May 29, 1910. This achievement, which was the first sustained flight between two major American cities, opened the way to airmail and passenger flights, and thus the establishment of commercial aviation in this country. It is noteworthy that Charles Lindberg landed his *Spirit of St. Louis* at Quentin Roosevelt Field on July 27, 1927 following his completion of the first nonstop solo flight from New York to Paris.

Shortly before Lindbergh's landing at Albany, plans were being considered to relocate the airfield to land owned by the Watervliet Shakers in what is now the Town of Colonie. Eventually, the Airport was moved to its current location and officially opened as Albany Municipal Airport on October 1, 1928, giving it the distinction of being America's first municipal airport.
Albany Municipal Airport was owned and operated by the City of Albany until 1960. At that time, the city determined that it could no longer afford to finance the airport, and ultimately sold the facility to Albany County for $4,437,000. The County embarked on the construction of a terminal building in 1959. The terminal opened in 1962 and was regarded as the beginning of a new era for the airport.

Construction of a second terminal building, offering the first enclosed jet ways at the Airport, was started in 1979 and completed in 1982; as was the last of several runway extensions which lengthened the original 3,000 foot and 4,000 foot runways to 6,000 and 7,200 feet, respectively. The airport then was able to routinely handle large aircraft including 727s, 737s, and DC-9s. Through the years many presidents, either as candidates or in office, have visited Albany Airport. These include Franklin D. Roosevelt, John F. Kennedy, Richard Nixon, William J. Clinton, and Barack H. Obama. In November 1994, and September 2009, 2011 and 2012 the President of the United States visited Albany traveling on Air Force I, a 747 aircraft.

The progressive growth and development of Albany County Airport has also been evidenced by the number of airlines operating out of Albany. When the main terminal opened in the early 1960s, the airport was served by only four carriers. Over the next 35 years, passenger levels increased from 400,000 in 1964 to over 2.1 million in 1994. In 1994, Albany was served by eight commercial airlines and six commuter carriers. Currently Albany is served by five commercial airlines and 17 commuter carriers.

ALBANY AIRPORT AUTHORITY CREATED

The Authority was created in 1993 pursuant to the Albany County Airport Authority Act, Title 8, as amended, of the State of New York Public Authorities Law (Act). The County of Albany (County) and the Authority entered into a permanent Airport Lease Agreement dated December 5, 1995, which became effective May 16, 1996 following approval by the Federal Aviation Administration (FAA) for the transfer of the sponsorship of the Airport from the County to the Authority. Under the lease agreement, for a term expiring December 31, 2049, the County leases to the Authority the Airport, including all lands, buildings, structures, and easements, right of access, and all other privileges and appurtenances pertaining to the Airport. The Airport is a body corporate and politic constituting a public benefit corporation established and existing pursuant to the Act. The State created the Authority in order to promote the strengthening of and improvements to the Airport and to facilitate the financing and construction of the initial Terminal Improvement Project (TIP), other subsequent capital improvement plans, and give the Authority the power to operate, maintain and improve the Airport.

On March 15, 1994, the County transferred net assets equal to $46,824,500 from the County to the Authority.

In March 1998 the airport was renamed the Albany International Airport in recognition of past and projected increased activity at the airport and to recognize the presence of the Federal Inspection Services operated by the U.S. Customs and Border Protection Agency.

Under a subsequent amendment to the Agreement dated June 29, 2005, the Authority leases two additional parcels totaling approximately 3.4 acres that the Authority developed for additional parking. The Authority paid the County as of that date $478,500 as consideration.

737 Albany Shaker Road
Albany International Airport
Terminal Building, Third Floor
Albany, New York 12211

518.242.2200
www.flyalbany.com

Old Business

New Business

Executive Session

Attorney-Client Privilege Matters