

ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

August 18, 2025

General:

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

Regular Meeting – July 14, 2025 Special Meeting – July 29, 2025

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
- 9A. Art & Culture Program

Action Items:

- 10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments
 - 10.1 Awarding Contract No. SC-1207 to Diversified Search, LLC
 - 10.2 Purchase Order: Purchase of one (1) Aircraft Tractor for the Fixed Base

- of Operations from Aero Specialties, Inc. per their quote numbered AS1Q30949
- 10.3 Issue Purchase Order for Electric Service Repair near the Air Guard Hangar done by National Grid
- 10.4 Approve the Purchase of One(1) Aircraft Deicing Vehicle Contract #E-1245 from Textron, Inc., 41 Busch Drive, Cartersville, GA 30121
- 10.5 Purchase Order: Purchase of one (1) Beltloader for the Fixed Base of Operations from Aero Specialties, Inc. per their quote numbered AS1Q30859
- 11. Authorization of Change Orders
 - 11.1 Authorization of Change Order #6 for Construction Contract 1127-GC for Concourse A Rehabilitation to AOW Construction LLC.
- 12. Authorization of Federal and State Grants NONE

Old Business:

New Business:

Executive Session - Attorney-Client Privilege Matters

- **ES-1 Matter Involving a Particular Corporation**
- ES-2 Matter Involving a Particular Individual

AGENDA ITEM NO. 1

Chairman's Remarks

AGENDA ITEM NO. 2

Approval of Minutes

Minutes Special Meeting – July 29, 2025



Minutes of the Special Meeting of the Albany County Airport Authority

July 29, 2025

Pursuant to notice duly given and posted, the special meeting of the Albany County Airport Authority was called to order on Tuesday July 29, 2025 @ 8:00 a.m. in the third floor conference room at the Albany International Airport by Chairman Samuel A. Fresina with the following present:

MEMBERS PRESENT

MEMBERS ABSENT

Samuel A. Fresina Kevin R. Hicks, Sr. (via telephone) Steven H. Heider (via telephone) Harold Iselin Sari M. O'Connor John-Raphael Pichardo Janet M. Thayer

STAFF

Peter F. Stuto, Chief Executive Officer Christine Quinn, Authority Counsel Matt Hunter, Director of Communications Liz Charland, Administrative Services

ATTENDEES

Perry Blanchard, Chief Technology Officer Chief Steve Dorsey, ARFF Chief Matt Franzese, Risk Strategies Brian Purcell, Channel 6

Chair Fresina noted that there was a quorum.

Executive Session - Attorney-Client Privilege Matters

Mr. Iselin made a motion to go into executive session at 8:01 a.m. to discuss:

ES-1 – Matter Involving a Particular Corporation.

The motion was adopted unanimously.

Ms. Thayer made a motion to return to regular session at 8:55 a.m. The motion was

adopted unanimously.

Action Item:

1. ACAA Insurance Placement (Terminal Expansion Construction)

Ms. Thayer made a motion to renew current owner coverage that expires July 31, 2025 and to renew current pollution policy that expires July 31, 2025 with broker to be confirmed. The motion was adopted unanimously

There being no further business the meeting was adjourned at 8:59 a.m.

ALBANY COUNTY AIRPORT AUTHORITY

SPECIAL MEETING

AGENDA

July 29, 2025

Action Item:

1. ACAA Insurance Placement (Terminal Expansion Construction)

Executive Session - Attorney-Client Privilege Matters

ES-1 Matter Involving a Particular Corporation

Minutes Regular Meeting – July 14, 2025



Minutes of the Regular Meeting of the Albany County Airport Authority

July 14, 2025

Pursuant to notice duly given and posted, the regular meeting of the Albany County Airport Authority was called to order on July 14, 2025 at 9:15 a.m: in the Third Floor Conference Room located in the Terminal at the Albany International Airport, Albany, New York by the Chair, Samuel A. Fresina, with the following present:

MEMBERS PRESENT

MEMBERS ABSENT

Samuel A. Fresina, Chair Steven Heider Kevin R. Hicks, Sr. Harold Iselin Sari O'Connor John-Raphael Pichardo Janet M. Thayer

STAFF

Peter F. Stuto, Chief Executive Officer
Margaret Herrmann, Acting Chief Financial Officer
Kathy Greenwood, Director of Art & Culture
Helen Chadderdon, Marketing Manager
Liz Charland, Administrative Services
Matt Hunter, Communication Director
John LaClair, Chief Engineer
Dwayne Lovely, IT Manager
Bobbi Matthews, Purchasing Agent
Dave Montiverdi, Airport Planner
Jenn Munger, Paralegal
Debbie Pasquini, Confidential Secretary

ATTENDEES

Susan Quine-Laurilliard, Chair Multi-Modal Transit Committee f/k/a Mass Transit Committee

Carmiena Brooks, Assistant Airport Manager
Don Brundage, Safety, Health & Env. Manager, Avports
Ray Camilli, Airfield Maintenance Manager, Avports
Chief Steve Dorsey, ARFF Avports
Kevin Hehir, Building Maintenance Manager, Avports
Deputy Fire Chief Chris Menge, ARFF Avports
Jim O'Brien, Operations Manager, Avports
John Panarello, VP of Operations, Avports

Chris Pasquini, Assistant Maintenance Manager, Avports Mark Ricks, CEO Avports

Kevin Butterfield, Albany County Public Information Officer & Policy Analyst Matt Franzese, Risk Strategies
Brian King, Manager Million Air Albany
Jeff Lovell, Managing Director, Park Strategies, LLC
Steve Trimarchi, SVP Growth Leader Risk Strategies, LLC
Asim Khan, Taxi

Chair Fresina noted that there was a quorum.

General:

1. Chairman's Remarks

Chair Fresina voiced support for managers and in continuing resources for Airport operations.

2. Approval of Minutes

Ms. O'Connnor moved to approve the minutes of the June 9, 2025 meeting.

The motion was adopted unanimously.

3. Communications and Report of Chief Executive Officer

Mr. Stuto presented a Communications and Chief Executive Officer's Report for the month of July 2025.

Reports:

4. Chief Operating Officer

5. Chief Financial Officer

Ms. Herrmann presented the Financial Report for the month of July 2025. (Power Point attached.)

6. Project Development

Mr. LaClair presented the Project Development Report for the month of July 2025. (Power Point attached.)

7. Counsel

8. Concessions/Ambassador Program

Ms. Chadderdon presented the Concessions/Ambassador Report for the month of July 2025.

9. Public Affairs

Mr. Hunter presented the Public Affairs Report for the month of July 2025.

9A. Art & Culture Program

Ms. Greenwood presented the Art & Culture Report for the month of July 2025.

9B. Planning

Mr. Montiverdi presented the Planning Report for the month of July 2025.

Action Items:

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

10.1 Professional Services Contract No. S-1242 for the design of Additional Parking Spaces and Access Routes for Parking Shuttles - Phase I and II

Mr. LaClair recommended authorization to award Professional Service Contract S-1242 to Colliers Engineering & Design for the design of Phase I and Phase II work, Additional Parking and Access Routes for Parking Shuttles. The total project will be advanced in phases whereby this first phase is for the development of the Preliminary plans for the Laundry area and Hockey Rink area and to also assist staff in defining of the Scope of Work for E-Lot and signage in the amount of Phase I \$54,260 and Phase II \$32,800 for a total contract amount of \$87,060. This project is 100% Airport funded.

Mr. Iselin moved to approve Professional Service Contract S-1242 to Colliers Engineering & Design for the design of the Phase I and Phase II work, Additional Parking and Access Routes for Parking Shuttles in the amount of Phase I \$54,260 and Phase II \$32,800 for a total contract amount of \$87,060. The motion was adopted unanimously.

10.2 Purchase Order for Uniform Rental Services, to Unifirst Corporation Under Sourcewell Contract

Ms. Herrmann recommended authorization to issue a Purchase Order to Unifirst Corporation for uniform rental services in the estimated amount of \$40,000. annually (estimated on usage and employee count). She advised that on July 1, 2021 the Authority awarded Contract #SC-21-1084 to Unifirst for uniform rental services for Airfield, Vehicle, Glycol, Building, Parking Maintenance and Million Air (FBO). The current term of this contract expires March 2026; and contains a one year extension option beyond that. Since our contract was issued, Unifirst has been awarded a Cooperative Purchasing

Agreement under Sourcewell.

She advised that as we recently changed our Airport Logo, there will be an expense for changing out the current uniforms used by our Maintenance Departments and Operations Department. Unifirst has offered to waive this fee for the new logo change if we agree to a one-year extension of their rental services under this Sourcewell Contract. The Sourcewell Contract pricing is a savings to our current rental fees as well. The contract expires on March 25, 2028.

Mr. Heider moved to approve a Purchase Order to Unifirst Corporation for uniform rental services in an estimated amount of \$40,000 annually. The motion was adopted unanimously.

10.3 Services Agreement No. SC-1246 - Parking Equipment Maintenance with Access Technology Integration, Inc.

Ms. Herrmann recommended authorization to award Service Agreement SC-1246 to Access Technology Integration, Inc. "ATI" in the amount of \$136,992.66 to provide the necessary maintenance and service for the parking systems. She advised this is a sole source procurement as ATI is the vendor who installed the equipment. The term of this agreement is one year with two additional one-year options. This agreement will be 100% airport funded.

Mr. Hicks moved to approve Service Agreement SC-1246 to Access Technology Integration, Inc. "ATI" in the amount of \$136,992.66 to provide the necessary maintenance and service for the parking systems. The motion was adopted unanimously.

10.4 Approve agreements with subsidiaries of NexAmp to provide community solar credits resulting in a 10% savings in energy costs.

Ms. Herrmann recommended authorization for the Authority to enter an agreement with NexAmp for community solar credits, offered through remote net metering and a community solar program for an approximate annual savings of \$188,000. She advised this will allow the Authority to benefit from offsite solar energy production without the need for on-site solar panel installation. Under this system, electricity generated at a solar host site is fed into the grid, and the corresponding dollar value energy credits are distributed to utility accounts, reducing electricity costs. The credits appear on the utility bills and reduce utility charges 1:1. The Authority will then pay NexAmp 89% of the credit value for the credits, leading to significant utility bill savings. Also, NexAmp has committed to providing credits from the three solar farms that will be operational in December 2025 at a savings of 10% for a term of 15 years.

Ms. O'Connor moved to approve the agreement with NexAmp for community solar credits for an approximate annual savings of \$188,000. The motion was adopted by the majority with Mr. Pichardo abstaining.

10.5 Intentionally left blank.

10.6 Authorization to Enter into Memorandum of Agreement with Reimburse CBP (U.S. Customs and Border Protection)

Ms. Herrmann recommended authorization to enter into a Memorandum of Agreement with U.S. Customs and Board Protection. She advised that as part of a nationwide systems upgrade directed by U.S. Customs and Border Protection (CBP), Albany International Airport is required to reimburse CBP for the installation and maintenance of essential communications and IT infrastructure supporting our Federal Inspection Services (FIS) operations. The upgrade is part of a system-wide mandate—facilities of all sizes, including smaller ports such as the Port of Albany, have been similarly required to comply. The total initial cost is estimated at \$126,085.75, with annual recurring costs of approximately \$24,948.16, covering specialized biometric hardware, secure networking equipment, and system maintenance. Most critically, CBP has advised that if Albany does not comply with this upgrade by September 1, we will not only be considered out of compliance, but deemed unable to meet minimum operational standards-effectively resulting in the loss of our designation as an "International" airport. In addition to preserving that status, this upgrade will significantly enhance passenger processing times and improve our overall ability to accommodate international air service.

Mr. Iselin moved to approve the Memorandum of Agreement with U.S. Customs and Board Protection "CBP" in the initial cost estimated at \$126,085.75, with annual recurring costs of approximately \$24,948.16. The motion was adopted unanimously.

10.7 Annual Service Contract: Authorization to Award a one-year extension to: Contract No. SC-970 Elevator and Escalator Service with Kone

Mr. LaClair recommended authorization to award a one-year contract extension to the Service Contract SC-970 for the Elevator and Escalator Service to Kone of Albany, N.Y. at the current contract pricing (Maintenance Contract No. 41572705). He advised Kone has been the elevator and escalator service company for many years, including during ongoing Terminal construction. Kone has been maintaining escalators 16 & 17 with a one hour or less response time, that is necessary to allow for steady passenger flow to and from the TSA Checkpoint.

Mr. Heider moved to approve a one-year extension to Contract No. SC-970 for the service and maintenance of our elevators and escalators at the current contract pricing. The motion was adopted unanimously

10.8 Authorization to Award Contract 1196-GC for Apron Reconstruction and Rehabilitation for Commercial Service, ARFF and General Aviation Operations to Rifenburg Construction, Inc.

Albany, NY 12211

Mr. LaClair recommended authorization to award Contract #1196-GC Apron Reconstruction and Rehabilitation for Commercial Service, ARFF and General Aviation Operations to qualified bidder Rifenburg Construction, Inc. of Troy, N.Y. for \$4,899,115.00. He advised the Base bid contract scope includes drainage investigations and upgrades, glycol collection system upgrades, construction of a concrete de-icing pad for commercial aircrafts, asphalt pavement removal and replacement, striping and landscaping. He also noted that there were two Alternatives (ALT #1 and ALT #2) that were included in the bids, but are not being awarded at this time, pending future FAA funding. This contract will be 90% federal, 5% State and 5% Airport funded.

Mr. Pichardo moved to approve Contract 1196-GC for Apron Reconstruction and Rehabilitation for Commercial Service, ARFF and General Aviation Operations to Rifenburg Construction, Inc. in the amount of \$4,899,115. The motion was adopted by the majority with Mr. Hicks opposing.

10.9 Authorization to Award Contract 1178-GC/E for Electrical Supply Upgrades to DLC Electric, Inc. Contract No. 1178-GC/E

Mr. LaClair recommended authorization to award Contract 1178-GC/E for Electrical Supply Upgrades to qualified bidder DLC Electric, Inc. in the amount of \$3,063,700.00. He advised the contract scope includes the purchase of new electrical service equipment (high voltage panels, Automated Transfer Switches [ATS], all related conduits and conductors. The Contractor will coordinate with National Grid to disconnect two15KV transformers and connect two new 25KV to the Terminal and the Contractor will do all excavation, conduit installation and backfilling as shown in the plans. He noted there were two alternative bids with this project. ALT #1 to replace the curbs and sidewalks in the Loading Dock area and ALT #2 to mill and repave the Loading Dock. This project will be 100% airport funded.

Mr. Hicks moved to approve Contract 1178-GC/E for Electrical Supply Upgrades to qualified bidder DLC Electric, Inc. in the amount of \$3,063,700.00. The motion was adopted unanimously.

10.10 Construction Contract: Amendment No. 1 to Contract No. SC-1203 - Plumbing Services to BPI Piping, Inc.

Mr. LaClair recommended authorization to award Amendment No. 1 to Contract No. SC-1203 - Plumbing Services to BPI Piping, Inc. in the amount of \$150,000. He advised the Airport relies upon the services of an independent contractor to provide plumbing and drain repairs and maintenance as directed by the Airport Engineering and Maintenance Departments on an as needed basis. Due to increased demand related to the many major construction projects and the age of the airport infrastructure, immediate repairs and maintenance have become increasingly necessary. This contract and amendment are 100% Airport funded.

Albany County Airport Authority

Mr. Heider moved to approve Amendment No. 1 to Contract No. SC-1203 - Plumbing Services to BPI Piping, Inc. in the amount of \$150,000. The motion was adopted unanimously.

10.11 Annual Service Contract: Authorization to Award a one-year extension to: Fire Alarm Service Contract with Johnson Control Contract No. SC-1045

Mr. LaClair recommended authorization to award a one-year contract extension to the Service Contract for Fire Alarms-Service to Johnson Controls in the amount of \$50,027.00. He advised Johnson Controls maintains the fire alarms for many of the Airport's buildings. As the Airport is currently in the process of changing out alarm systems throughout the Airport, but due to the number of large construction projects currently in progress, the replacements have been temporarily put hold. To ensure continuity of the alarm service, Johnson Controls needs to be retained for another year. This contract is 100% airport funded.

Mr. Iselin moved to approve a one-year contract extension to Contract No. SC-1045 for the Fire Alarm Service Contract with Johnson Control in the amount of \$50,027. The motion was adopted unanimously.

10.12 Intentionally left blank.

10.13 Authorization for Amendment No. 2 to Retail, News and Gift Concession Agreement with Paradies Lagardere (Contract No. 822-CON-RNG) – (Amendment No. 1 was approved 12/16/2020)

Ms. Chadderdon recommended authorization to award Amendment No. 2 to Retail, News and Gift Concession Agreement with Paradies Lagardere (Contract No. 822-CON-RNG). She recommended Contract No. 822-CON-RNG be amended as follows:

Term: The Authority agrees to the 10-year contract extension with a 5-year option if agreed to by both parties.

Rent: Rent of 22% on annual sales exceeding \$5 million (FY2024 sales were \$5,012,620) and 20% on sales below \$5 million effective upon execution of the lease amendment, nearly three years ahead of the original lease expiration date of December 31, 2028.

MAG: MAG increased to \$903,000 with an increase rate of 85% of the prior year's total rend paid for a sustainable and predictable escalation of MAG.

Concession Improvement Fund: The 1% contribution to the Concession Improvement Fund remains.

STORAGE: Storage to be reduced by approximately 500 sq/ft in C Concourse which will allow for Authority future utilization of rentable space.

Improvements: Paradies to expend 1.6 million for remodeling of 3 locations. Authority agrees to use of \$432,000 of existing funds in Concession Improvement Fund.

ACDBE The Authority agrees to Pleasant News as the ACDBE Operator and maintaining their 10% share.

Ms. Thayer moved to approve Amendment No. 2 to Retail, News and Gift Concession Agreement with Paradies Lagardere – Contract No. 822-CON-RNG as stated above. The motion was adopted unanimously.

10.14 Request to upgrade the backup storage units for the servers housing all production data at the Airport.

Mr. Lovely recommended authorization to upgrade the backup storage units for the servers housing all production data at the airport in the amount of \$30,210 each for a total of \$60,420. He advised our existing in-house backup storage is now in need of an upgrade and will not be supported any longer in warranty or parts. This unit is used for redundant storage of all our back-ups for all our existing Virtual Servers. Due to access to this equipment being very limited, this is a sole source provider. This upgrade will be 100% airport funded.

Mr. Hicks moved to approve the upgrade to the backup storage units for the servers housing all production data at the airport in the amount of \$30,210 each for a total of \$60,420. The motion was adopted unanimously.

10.15 Authorization to enter into a Professional Service Agreement with artist Jean Shin for design, fabrication and placement of a permanent art installation – Contract No. SC-1247

Ms. Greenwood recommended authorization to enter into a Professional Service Agreement – SC-1247 with artist Jean Shin for design, fabrication and placement of a permanent art installation in the terminal in the amount of \$170,000. She advised the Authority's portion of the this fee is \$132,500 together with a competitive grant (Advance Albany County Alliance) in the amount of \$37,500 for the total contract amount of \$170,000. She advised this agreement will provide for the design, fabrication and placement of Flying Close to Rosewater, a permanent sculpture installation, to be sited in the new Departure Hall expansion.

The artwork draws its meaning from an extraordinary historical convergence: Albany International Airport—America's first municipal airport—stands on the grounds of the nation's first Shaker settlement. Where the Shakers once cultivated acres of roses for medicinal rosewater production, a global transportation hub now connects people across airways.

The installation's title honors pioneering aviator Glenn Curtiss, who in 1910 launched his "Albany Flyer" from nearby Rensselaer Island to complete America's first true cross-country flight, landing in New York City and establishing the U.S. long-distance flight record. This historic 150-mile journey along the Hudson River helped propel the United States into the modern age of aviation.

Ms. O'Connor moved to approve professional Service Agreement – SC-1247 with artist Jean Shin for design, fabrication and placement of a permanent art installation in the terminal in the amount of \$170,000 with the Authority's portion of the fee being \$132,500 and a competitive grant (Advance Albany County Alliance) in the amount of \$37,500. The motion was adopted unanimously.

11. Authorization of Change Orders

11.1 Change Order 14: Authorization to Award Contract Change Order #14 to Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC.

Mr. Mokey recommended Authorization to award Change Order No. 14 for Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC. in the amount of \$10,651. He advised this Change Order is requested due to changes to the contract work due to the addition of firestopping material needing to be installed in existing utility penetrations. The site fence was reconfigured to enhance passenger flow from the long term parking lots and a first floor viewing window was installed near vestibule #3.

Ms. O'Connor moved to approve Change Order No. 14 for Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC. in the amount of \$10,651. The motion was adopted unanimously.

11.2 Change Order: Authorization of Change Order No. 5 for Construction Contract 1127-GC for Concourse A Rehabilitation to AOW Construction LLC

Mr. LaClair recommended authorization to award Change Order No. 5 for Construction Contract 1127-GC for Concourse A Rehabilitation to AOW Construction LLC. in the amount of \$293,015. He advised this change order work includes additional pavement removal and paving to tie-in the new concrete apron with the existing surrounding pavement. Additional spray on fireproofing was required to protect the additional steel installed for the floor infill. The wood ceiling being installed on the second floor was revised to allow for access above the ceiling. The millwork was modified, alarm sounders were added to meet current NYS Fire Code and the ceiling over the proposed

concession was changed (to allow for a future concession). The contractor was required to remove additional concrete near Gate A-3 (not shown on any Asbuilts).

Mr. Pichardo moved to approve Change Order No. 5 for Construction Contract 1127-GC for Concourse A Rehabilitation to AOW Construction LLC. in the amount of \$293,015. The motion was adopted unanimously.

12. Authorization of Federal and State Grants - NONE

Old Business:

13. Information Items

13.1 Present draft of new Airline Use and Lease Agreement effective January 1, 2026.

Ms. Hermann presented for informational purposes the draft Airline Use and Lease Agreement which will be effective January 1, 2026. She advised the current terms of the Signatory Airline and Signatory Cargo Agreements end on December 31, 2025. The Authority and the Airline Affairs Committee are negotiating a new agreements to take effect January 1, 2026 for a new initial five year period. The Authority utilizes the services of the law firm of Anderson & Kreiger, LLP and financial consultants Frasca & Associates, LLC to assist with legal and financial compliance and conformance with industry standards.

New Business:

Executive Session - Attorney-Client Privilege Matters

Mr. Iselin made a motion to go into executive session at 10:05 a.m. to discuss:

- ES-1 Matter Involving a Particular Corporation
- ES-2 Matter Involving a Particular Individual

The motion was adopted unanimously.

There being no action taken and no further business, the meeting was adjourned at 11:44 a.m.

ALBANY COUNTY AIRPORT AUTHORITY

REGULAR MEETING

AGENDA

July 14, 2025

General	ŀ
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- 3. Chairman's Remarks
- 4. Approval of Minutes

Regular Meeting - June 9, 2025

4. 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
- 9A. Art & Culture Program

Action Items:

- 10. Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments
 - 10.1Professional Services Contract No. S-1242 for the design of Additional Parking Spaces and Access Routes for Parking Shuttles Phase I and II

Albany County Airport Authority 737 Albany Shaker Rd. Albany, NY 12211

- 10.5 Purchase Order for Uniform Rental Services, to Unifirst Corporation
 Under Sourcewell Contract
- 10.6 Services Agreement No. SC-1246 Parking Equipment Maintenance with Access Technology Integration, Inc.
- 10.7 Approve agreements with subsidiaries of NexAmp to provide community solar credits resulting in a 10% savings in energy costs.
- 10.8 Intentionally left blank.
- 10.9 Authorization to Enter into Memorandum of Agreement with Reimburse CBP (U.S. Customs and Border Protection)
- 10.10 Annual Service Contract: Authorization to Award a one-year extension to: Contract No. SC-970 Elevator and Escalator Service with Kone
- 10.11 Authorization to Award Contract 1196-GC for Apron Reconstruction and Rehabilitation for Commercial Service, ARFF and General Aviation Operations to Rifenburg Construction, Inc.
- 10.12 Authorization to Award Contract 1178-GC/E for Electrical Supply Upgrades to DLC Electric, Inc. Contract No. 1178-GC/E
- 10.13 Construction Contract: Amendment No. 1 to Contract No. SC-1203 Plumbing Services to BPI Piping, Inc.
- 10.14 Annual Service Contract: Authorization to Award a one-year extension to: Fire Alarm Service Contract with Johnson Control Contract No. SC-1045
- 10.15 Intentionally left blank.
- 10.16 Authorization for Amendment No. 2 to Retail, News and Gift Concession Agreement with Paradies Lagardere (Contract No. 822-CON-RNG)
- 10.17 Request to upgrade the backup storage units for the servers housing all production data at the airport.
- 10.18 Authorization to enter into a Professional Service Agreement with artist Jean Shin for design, fabrication and placement of a permanent art installation.
- 11. Authorization of Change Orders
 - 11.1 Change Order 14: Authorization to Award Contract Change Order #14 to Construction Contract 21-1082-GC for the Pre-TSA Terminal Expansion to MLB Construction Services, LLC.

- 11.2 Change Order: Authorization of Change Order No. 5 for Construction Contract 1127-GC for Concourse A Rehabilitation to AOW Construction LLC.
- 12. Authorization of Federal and State Grants NONE
- 13. Information Items
 - 13.1 Present draft of new Airline Use and Lease Agreement effective January 1, 2026.

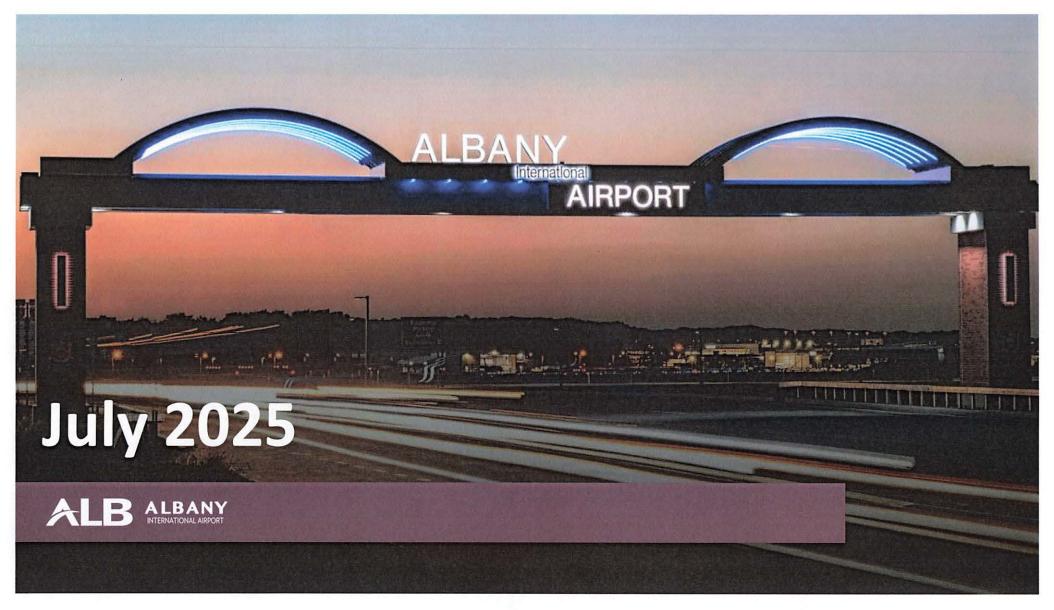
Old Business:

New Business:

Executive Session - Attorney-Client Privilege Matters

ES-1 Matter Involving a Particular Corporation

ES-2 Matter Involving a Particular Individual





CEO Report



CHIEF OPERATING OFFICER'S REPORT

July 2025









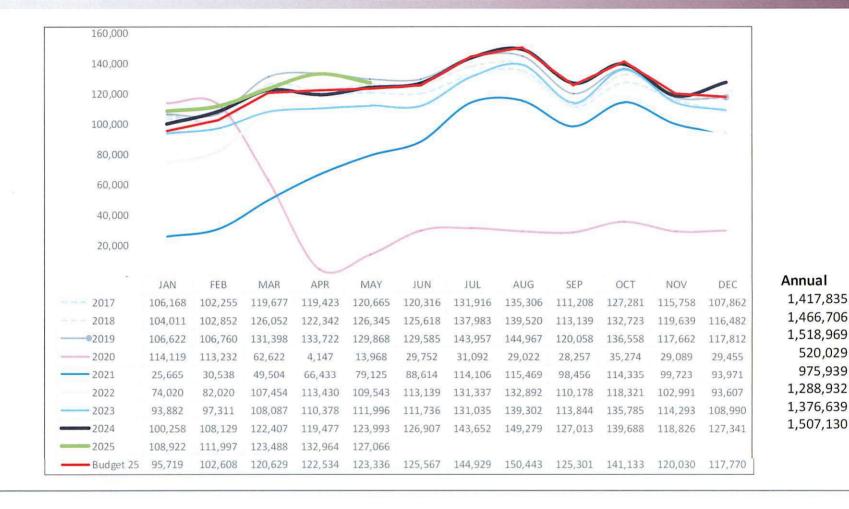


FINANCIAL REPORT

July 2025



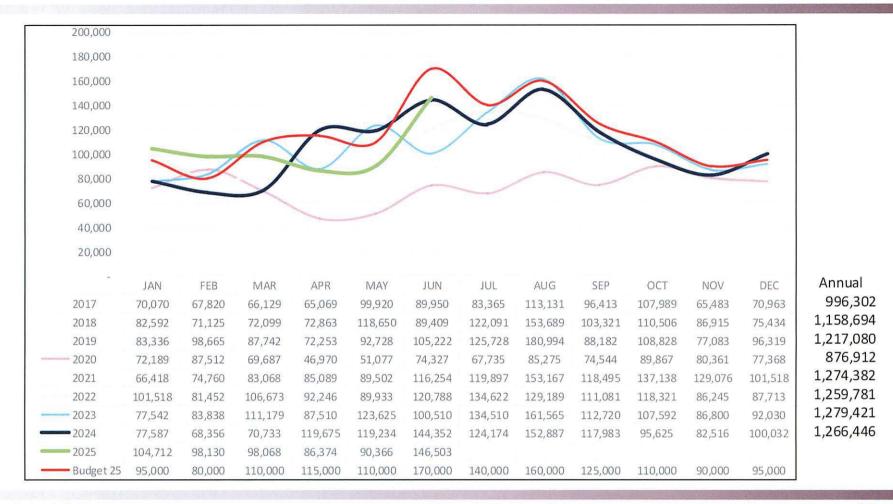
Monthly Enplanements



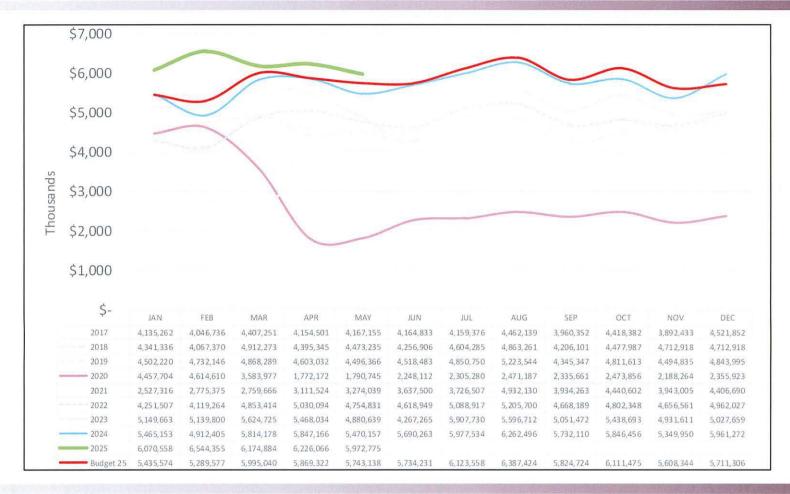
520,029

975,939

Monthly Jet A FBO only (gallons)



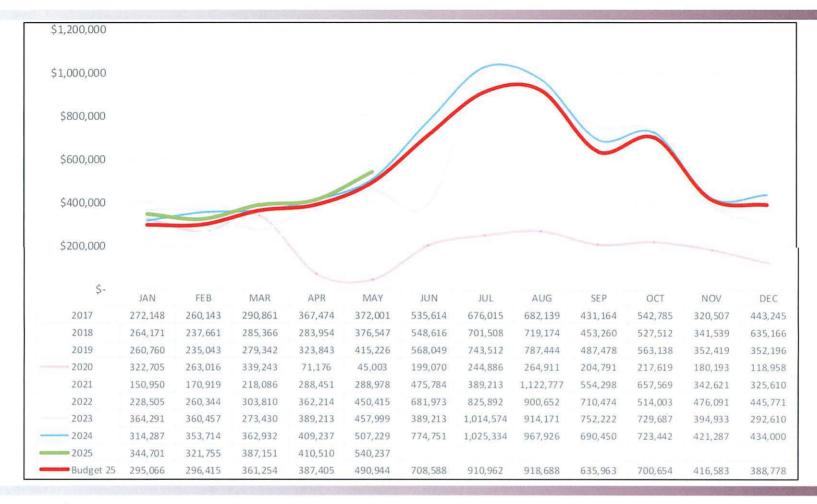
Operating Revenue (including FBO)



Parking Revenues



Rental Car Revenues



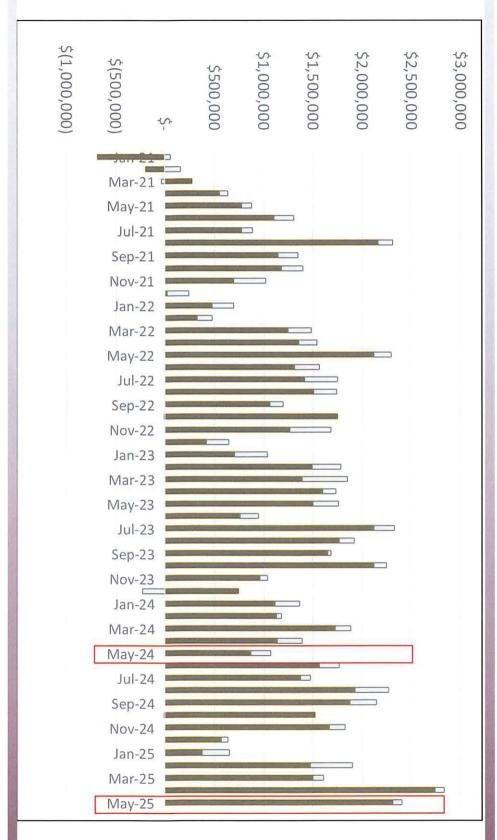
Operating Expense (including FBO)



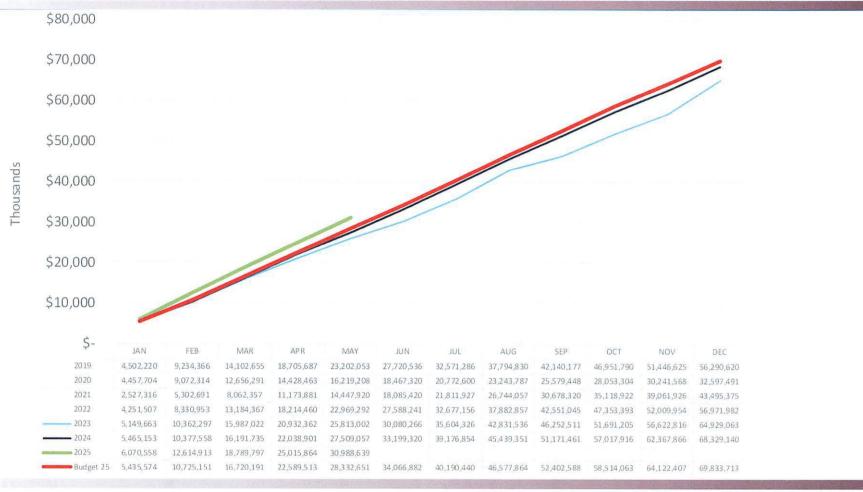
Monthly Financial Report

14

Operating Net Profit, Airport and FBO



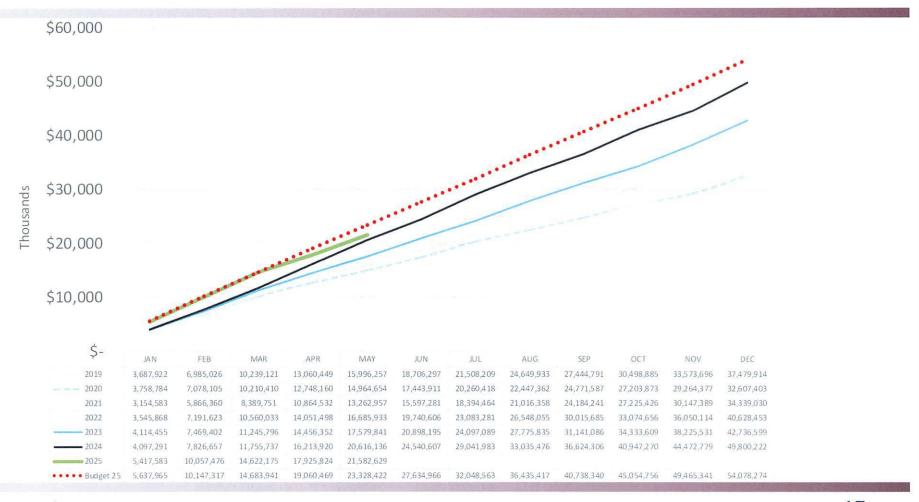
YTD Operating Revenue (excluding CARES) vs. YTD Budget (including FBO)



Monthly Financial Report

16

YTD Operating Expense vs. YTD Budget (including FBO)



Line of Credit Draws

	Draw Date	Amount	Repayment Date
LOC Draw 01	8-Mar-24	\$ 984,381.73	12-Aug-24
LOC Draw 02	•c. = .	CONTROL OF THE PARTY OF THE PAR	
LOC Draw 02		761,816.97	2-Apr-24
		959,655.24	8-Apr-24
LOC Draw 04		2,152,308.12	1-Jul-24
LOC Draw 05		1,285,737.86	1-Jul-24
LOC Draw 06		2,586,897.15	2-Oct-24
LOC Draw 07	14-Jun-24	2,337,750.23	2-Oct-24
LOC Draw 08	22-Aug-24	4,055,372.75	16-Oct-24
LOC Draw 09	15-Nov-24	3,159,332.20	10-Jan-25
LOC Draw 10	23-Dec-24	1,554,653.15	
LOC Draw 11	16-Jan-25	1,045,137.75	
LOC Draw 11	16-Jan-25	1,667,596.47	27-Mar-25
LOC Draw 12	27-Feb-25	875,236.80	
LOC Draw 12	27-Feb-25	1,342,431.04	18-Apr-25
LOC Draw 13	5-Mar-25	1,104,266.22	18-Apr-25
LOC Draw 13	5-Mar-25	1,366,011.17	18-Apr-25
LOC Draw 14	28-Apr-25	618,447.81	
LOC Draw 14	28-Apr-25	579,232.10	2-Jun-25
LOC Draw 15	12-May-25	391,933.11	2-Jun-25
LOC Draw 15	12-May-25	937,919.23	
LOC Draw 16	28-May-25	896,225.85	
LOC Draw 16	28-May-25	1,099,420.41	
LOC Draw 17	23-Jun-25	326,556.42	
LOC Draw 17	23-Jun-25	1,442,159.62	
		·	
	Outstanding	\$ 8,795,757.04	Ī

Airline Schedules

Albany International Airport Airline and Direct Market Flights For the week of July 13, 2025

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
AIRLINE	-						
Allegiant	3	3		1	3	3	2
American	16	16	15	16	16	16	13
Avelo		1				1	
Breeze	1	1			1	1	
Delta	9	9	9	9	9	9	8
Jet Blue	4	2	3	2	4	2	2
Southwest	11	12	12	12	12	12	12
United	7	8	7	8	8	8	6
	51	52	46	48	53	52	43

		51	52	46	48	53	52	43
	Washington/Reagan	3	4	4	4	4	4	2
	Washington/Dulles	4	4	4	4	4	4	3
	Tampa							2
	St. Petersberg		1		1		1	
	Raleigh Durham	1	1			1	1	
	Punta Gorda	1				1		
	Philadelphia	5	5	4	5	5	5	4
	Orlando/Sanford	1				1		
	Orlando	4	2	2	2	4	2	3
	New York LaGuardia	2	2	2	2	2	2	1
	Nashville	1	2	1	1	1	2	1
Ž	Myrtle Beach	1	1				1	1
	Las Vegas	1	1	1	1	1	1	1
	Fort Lauderdale	2	1	2	1	2	1	1
	Detroit	4	4	4	4	4	4	4
	Denver	1	1	1	1	1	1	1
	Dallas/Ft. Worth	1	1	1	1	1	1	1
	Chicago-O'Hare	6	7	6	7	7	7	5
	Chicago-Midway	2	3	3	3	3	3	2
	Charlotte	4	3	3	3	3	3	4
	Charleston		1				1	
	Baltimore	4	5	5	5	5	5	4
	Atlanta	3	3	3	3	3	3	3
	DIRECT MARKET							

Other

Status of Airline Use & Lease Agreement Renewal for January 1, 2026:

- May 22, ALB Use & Lease Kickoff Meeting w Signatory Airlines
- Jun 27, ALB Use & Lease Second Meeting
- Jul 25, ALB Use & Lease Third Meeting
- Aug 26, ALB Use & Lease Fourth Meeting, w 2025 Rates & Charges
- Sep 23, ALB Use & Lease Fifth Meeting, w 2025 Rates & Charges
- Oct 16, ALB Use & Lease Sixth Meeting
- Nov 20, ALB Use & Lease Seventh Meeting
- · Dec 18, ALB Use & Lease Eighth Meeting
- February 27, 2025 Meeting to discuss redline version of agreement
- March 11, 2025 Internal meeting to discuss airline requested changes
- Meeting to discuss redline version of agreement after airline suggested changes were made – Date TBD. Draft agreement on July board meeting agenda.

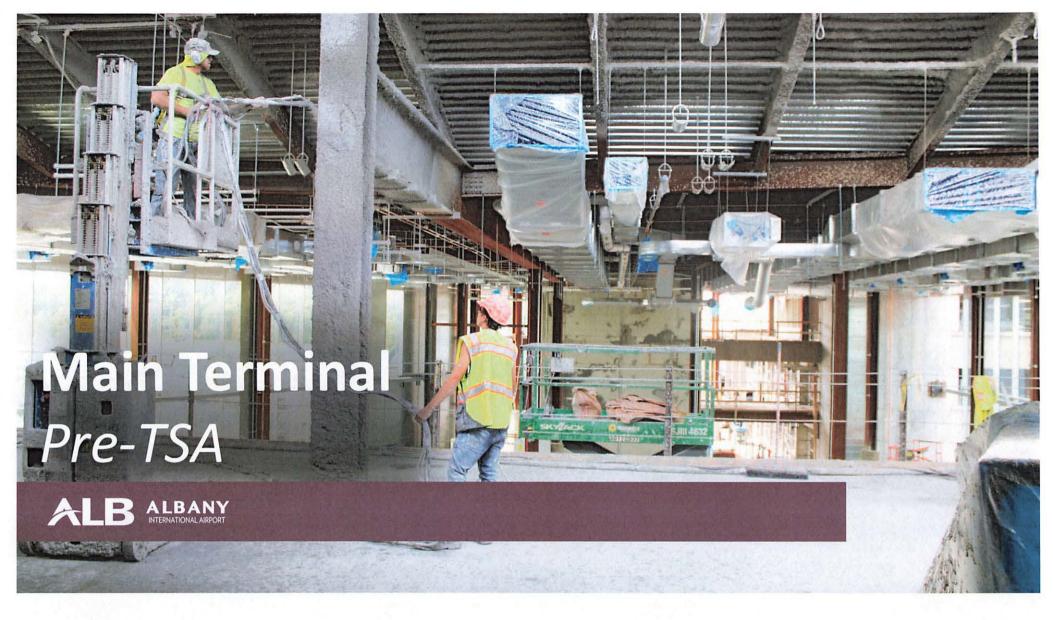
Monthly Financial Report

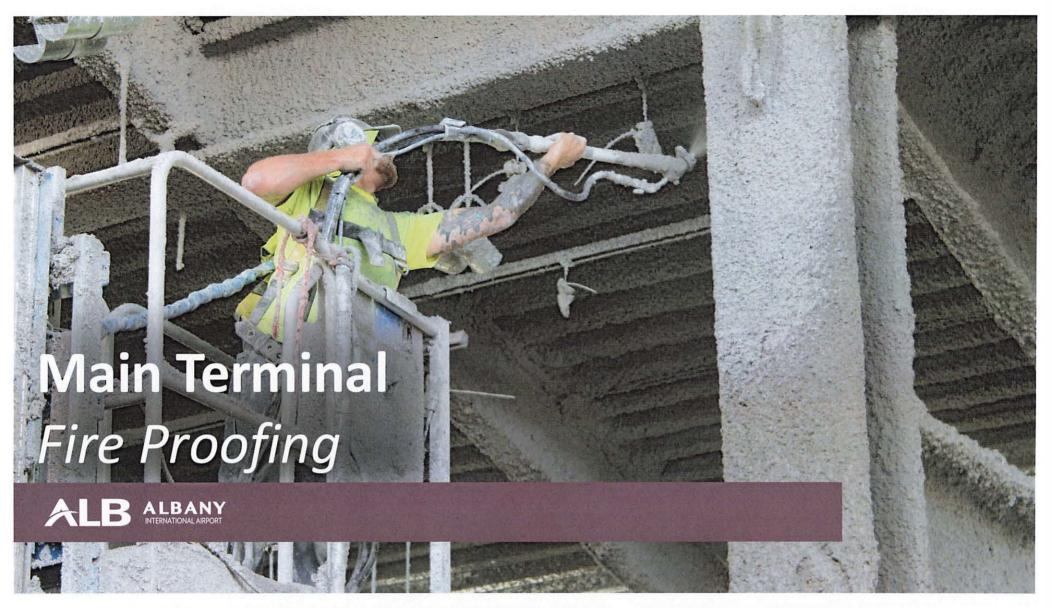
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Thank You!

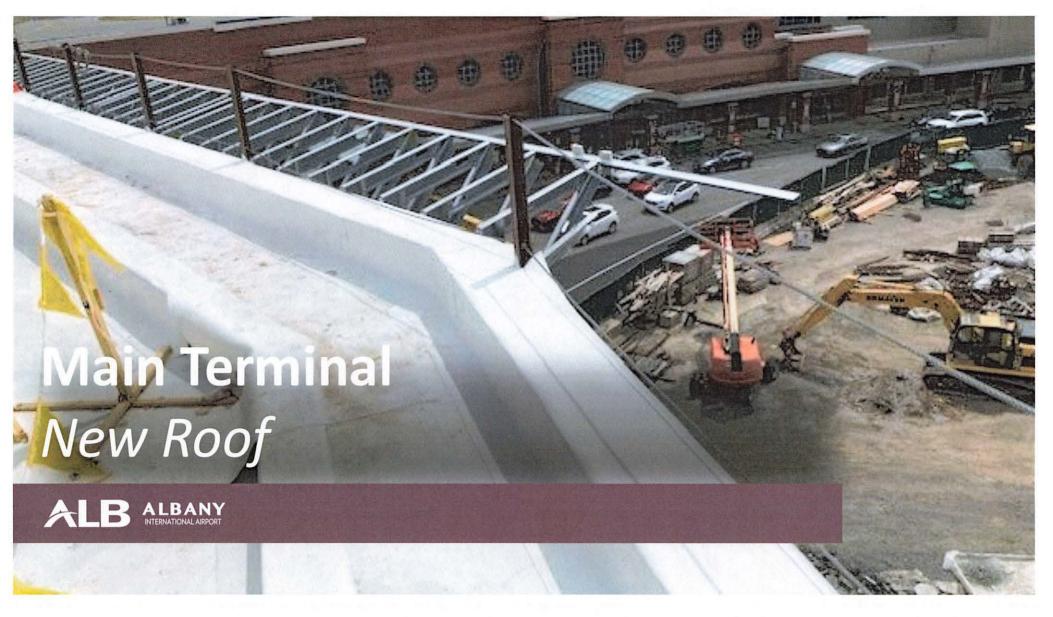


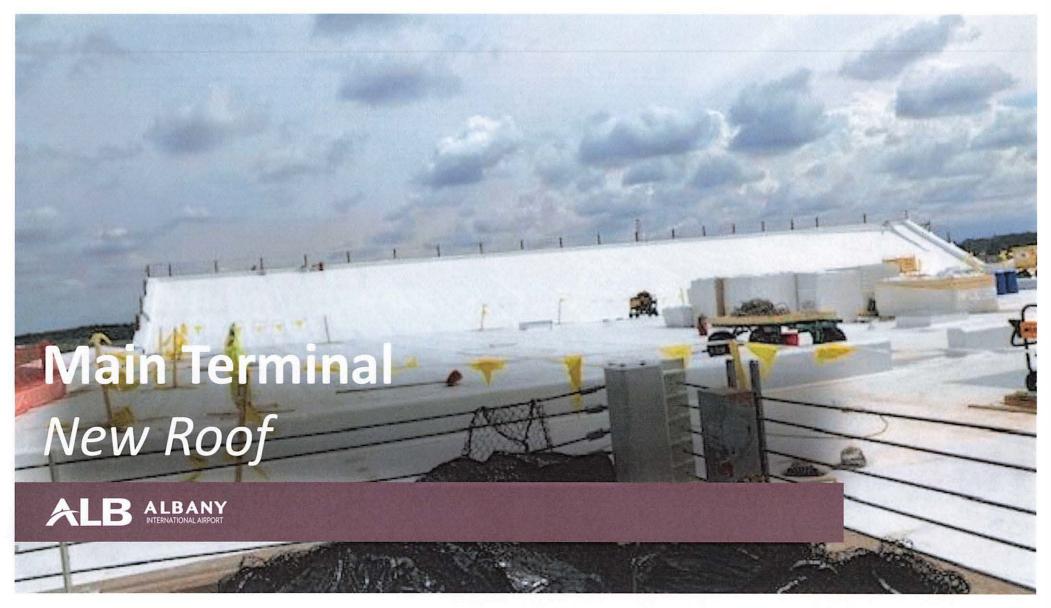


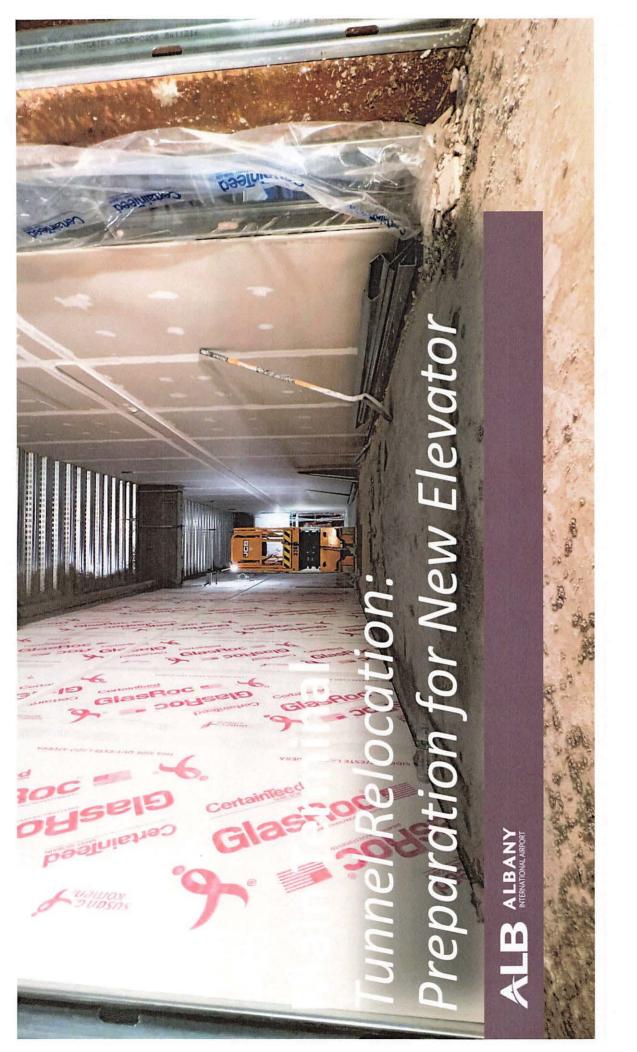


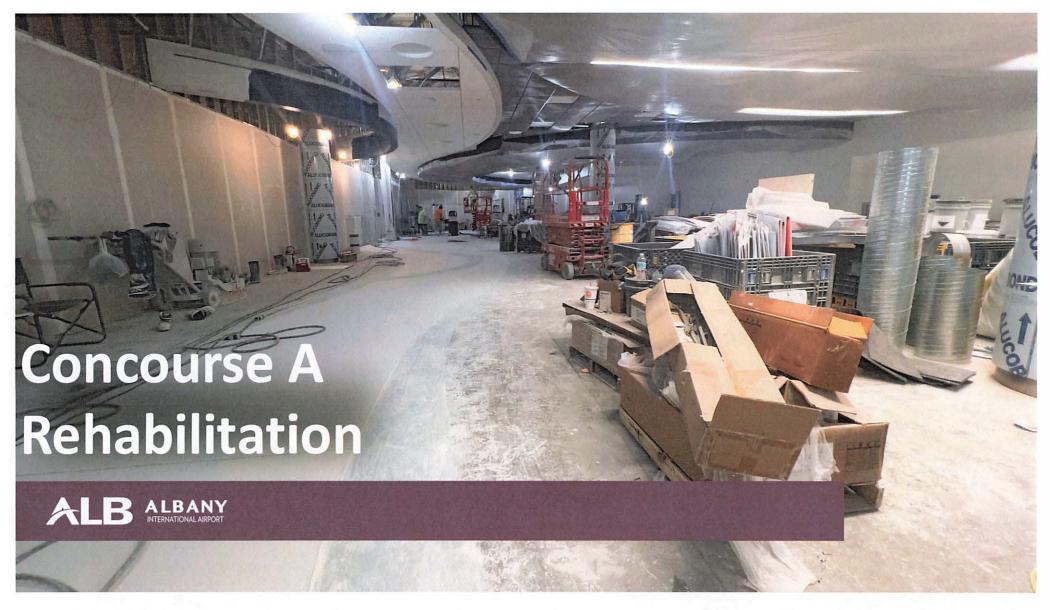


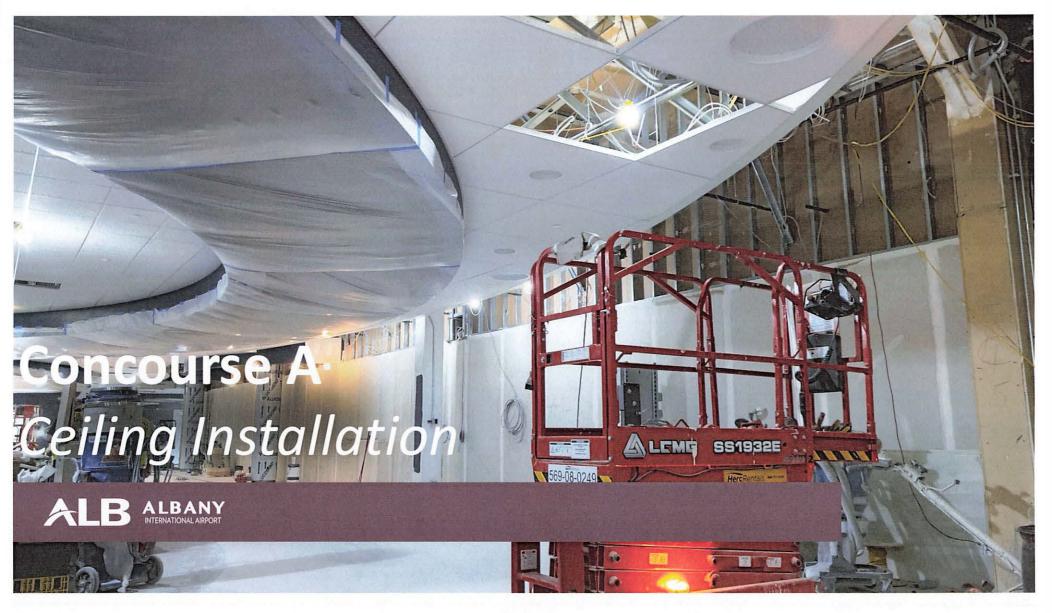


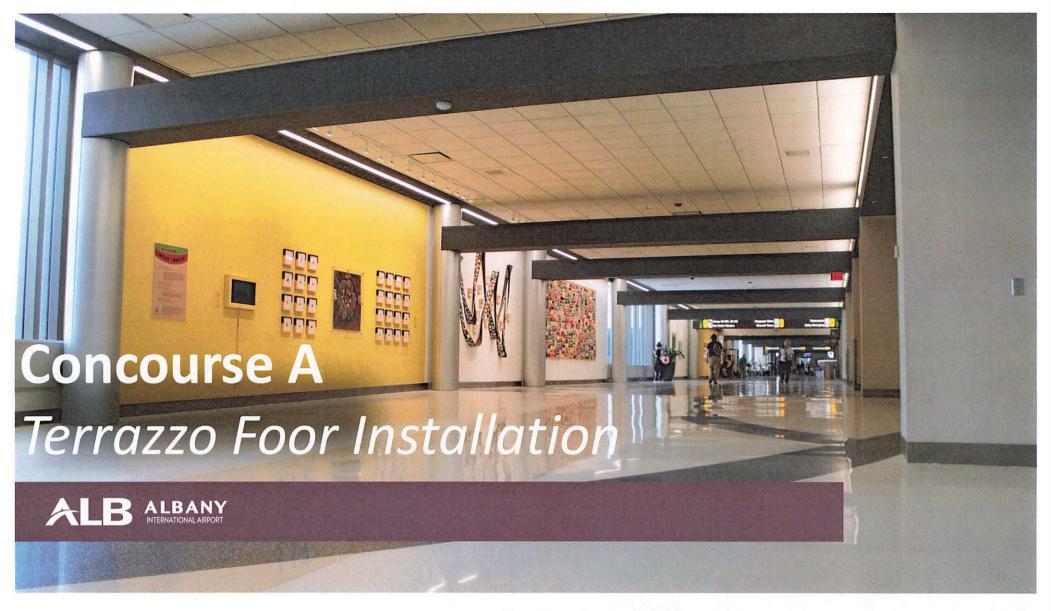


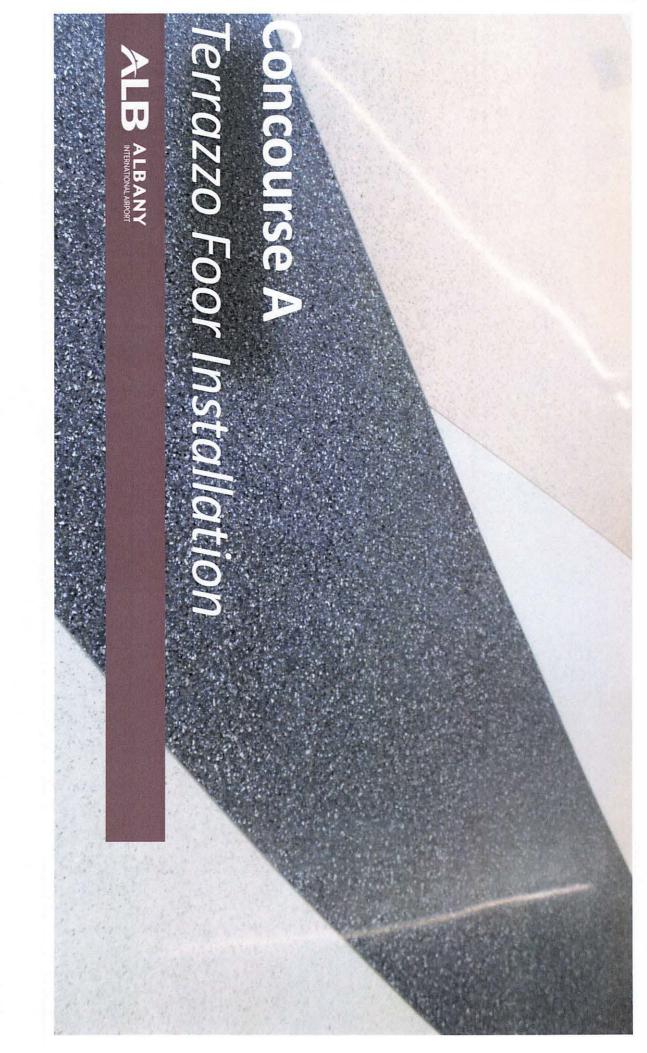


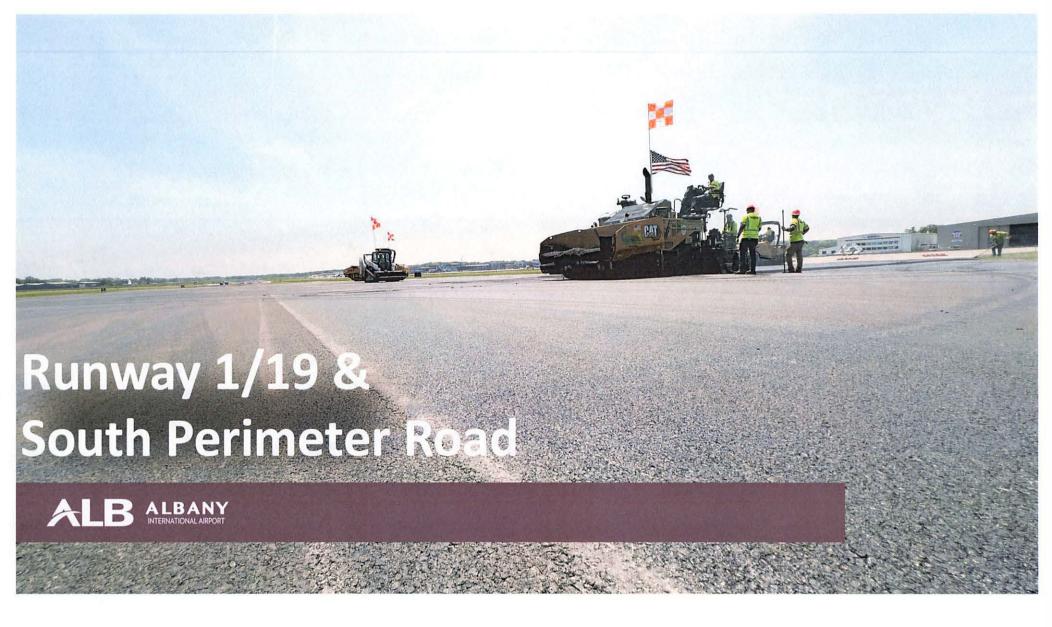












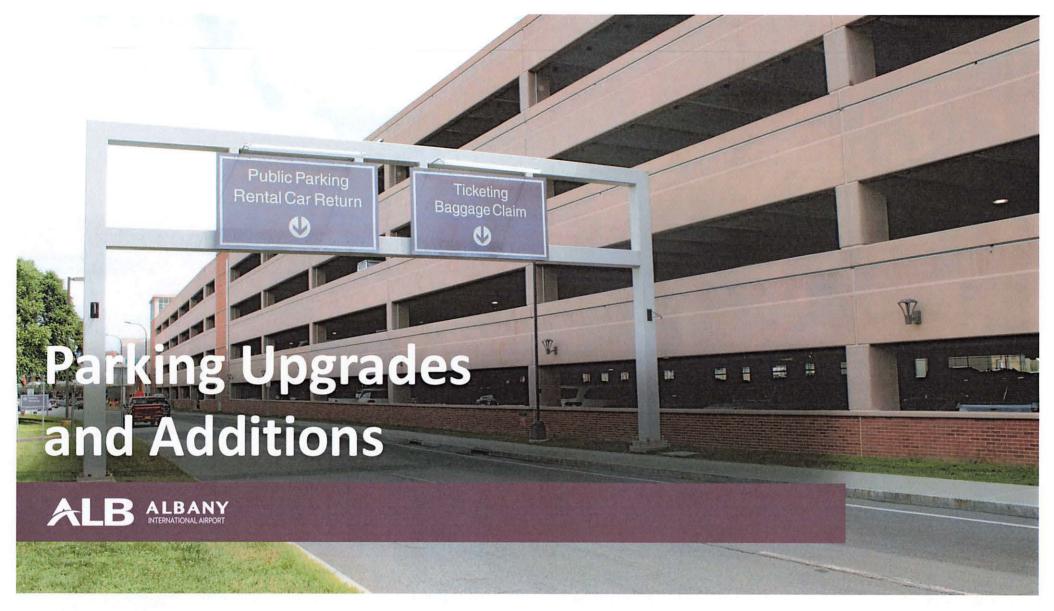


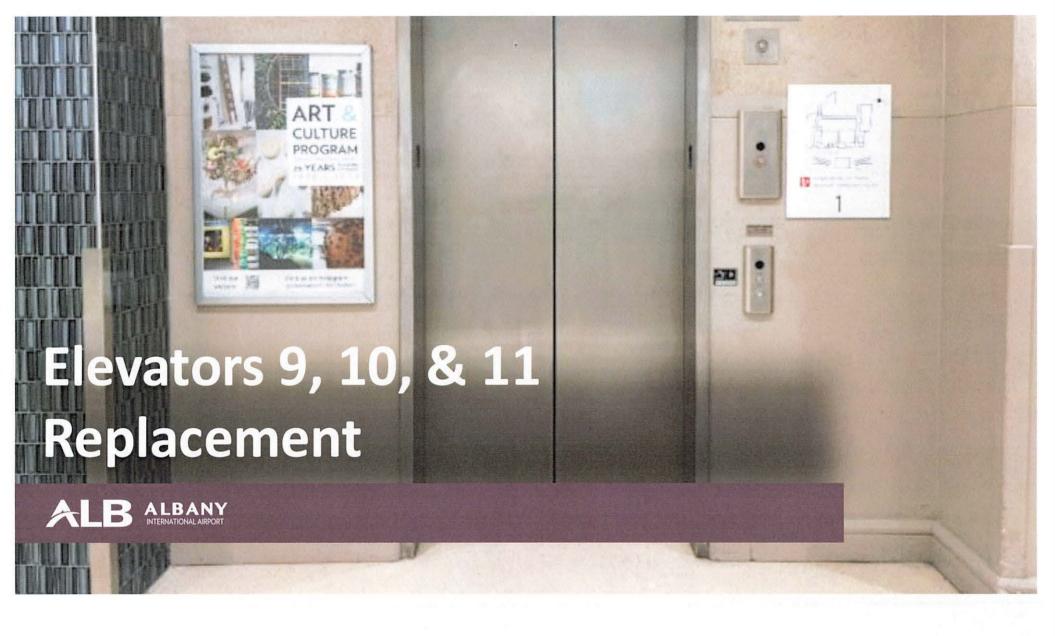












CONCESSIONS AND AMBASSADOR PROGRAM

July 2025

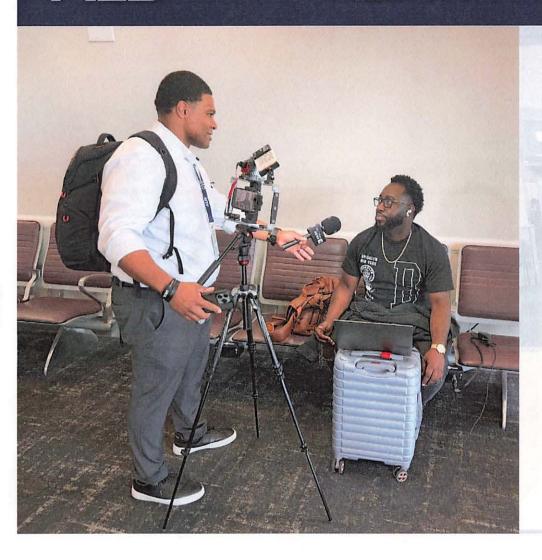


PUBLIC AFFAIRS









4th of July Travel

- WRGB
- WTEN
- WNYT
- Spectrum

- Troy Record
- Times Union
- WGY
- Spectrum News

"Juice Jacking"

Spectrum News

Million Air Albany Offering SAF

- Aviation International News (AIN)
- Business Airport Internatioanl

TSA Ends "No Shoes" Policy

- Times Union
- Spectrum News
 Townsquare
- WRGB

- WAMC
- - Media

Facebook



Followers

Total: 18,354 Change: +1,817

Reach

3,565,143

Page Visits

90,970

Interactions

33,962

Instagram



Followers

Total: 2,420 Change: +234

Reach

30,449

Page Visits

3,459

Interactions

7,140

LinkedIn



Followers

Total: 1,373 Change: +137

Reach

16,387

Page Visits

822

Interactions

4,814

Combined



Followers

Total: 22,147 Change: +2,186

Reach

3,611,979

Page Visits

95,251

Interactions

45,916



TOP PERFORMING POSTS



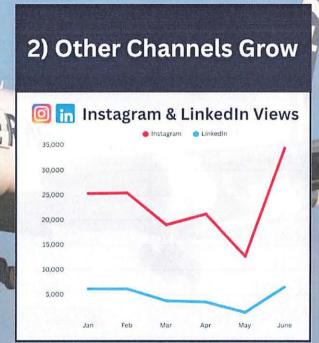
January - March 2025

- **1)** Boeing 757 at ALB 1/27/2025 414,606 Views | 1,535 Interactions
- 2) Breeze Announcement 2/5/2025 360,076 Views | 1,087 Interactions
- 3) Boston Sports Plane 1/27/2025 313,870 Views | 3,387 Interactions
- **4) First Sarasota Flight 2/15/2025** 254,979 Views | 573 Interactions
- 5) Uncommon Grounds Teaser 2/3/2025 200,736 Views | 1,068 Interactions

April - June 2025

- 1) Breeze Launch Photos 6/5/2025 348,751 Views | 1,657 Interactions
- 2) 777 European Charter 6/25/2025 211,532 Views | 1,549 Interactions
- 3) Albany Shaker Rd. Traffic 6/12/2025 188,829 Views | 254 Interactions
 - **4)** Breeze Launch Video 6/25/2025 48,377 Views | 367 Interactions
- 5) First SW Flight to Nashville 4/23/2025 42,156 Views | 454 Interactions





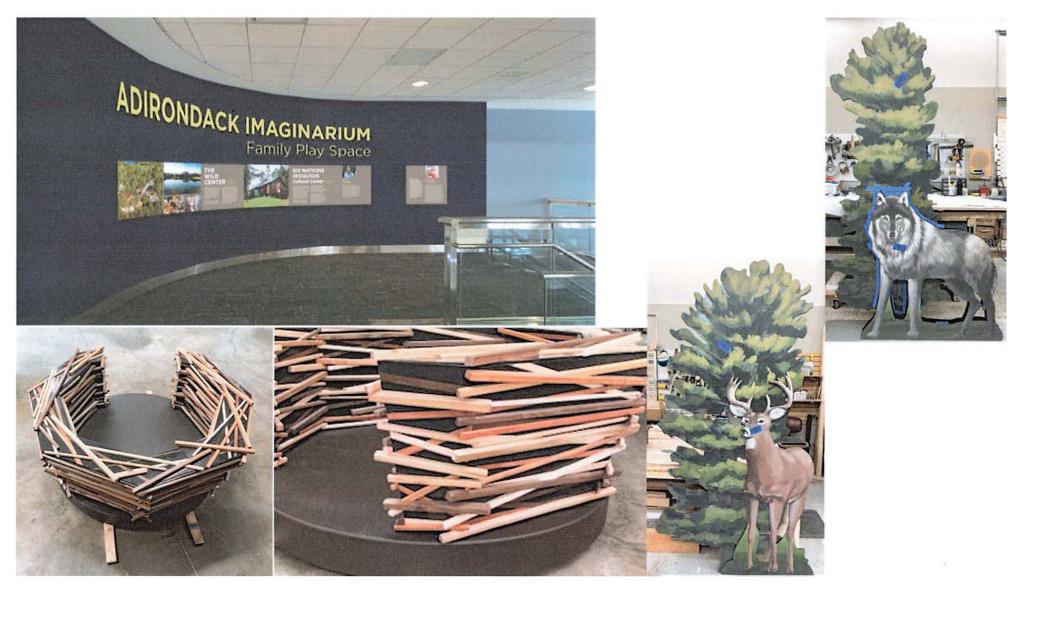
3) Followers Love New Routes & Unique Planes

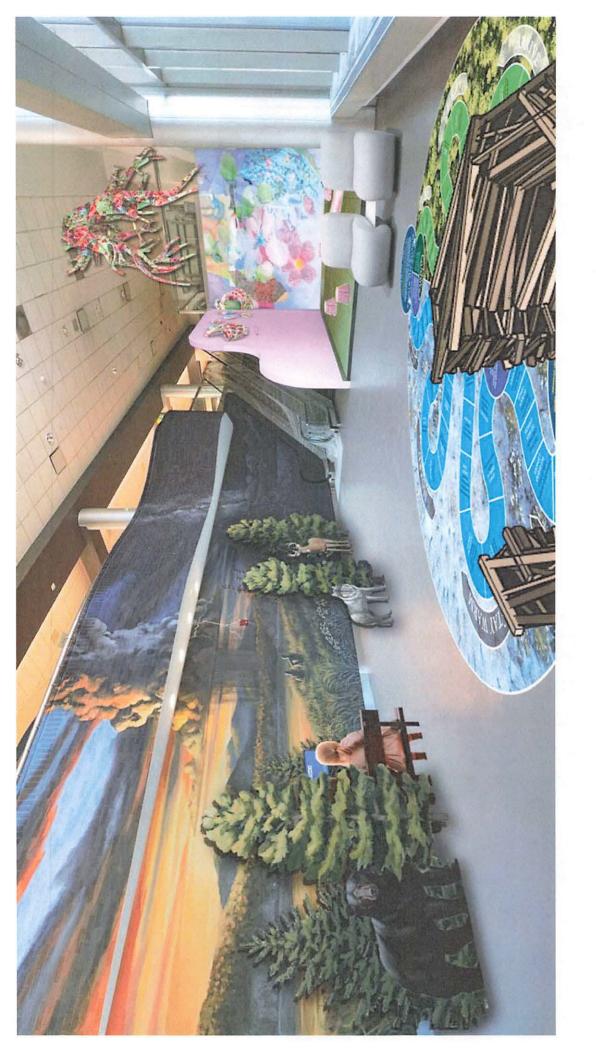
- ALB's 8 most-viewed
 Facebook posts of all time
 were all in first half of 2025
- Nearly all focused on unique aircraft and new routes and airlines flying out of ALB

ART & CULTURE PROGRAM

ALBANY INTERNATIONAL AIRPORT

25 YEARS OF MAKING ART PUBLIC











ACTION ITEMS

July 2025





Communications and Report of Chief Executive Officer

Chief Operating Officer

Chief Financial Officer



Albany County Airport Authority Monthly Financial Report

As of June 30, 2025



June 2025 Financial Performance

INTRODUCTION

The attached report includes the Airport's June 2025 statistical highlights, financial information, and operating information. 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 June 2025. The financial information presented herewith is prepared on the Albany County Airport Authority's budgetary basis of accounting. The information provided in this report does not include a forecast of the effects of the final settlement based upon the calculation provided for in the Airport Use and Lease Agreement, which expires December 31, 2025, or make any provision for accrual of funds owed to or from the Signatory Airlines. 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. This report is divided into the following sections: Statistical Information, Financial Information, Airline Rates & Charges, Airport Revenues, Combined Management Expenses, Other Revenues and Expenses, Airline Incentives, Million Air FBO Operations, Line of Credit, Federal (FAA) & State Grants and Employee Counts.

STATISTICAL INFORMATION

Below are the key performance indicators for ALB through June 30:

		2025 Budget	2025 Actual	Budget Variance	2024 Actual	% Actual 2025 vs. 2024
		2025 Budget	2025 Actual	variance	2024 Actual	VS. 2024
Enplanements	Current Month	125,567	134,902	7.4%	126,907	6.3%
	Year-to-Date	690,394	739,339	7.1%	701,171	5.4%
Aircraft Seats	Current Month		165,532		154,733	7.0%
	Year-to-Date		937,771		837,201	12.0%
Load Factor	Current Month		81%		82%	-0.6%
	Year-to-Date		79%		84%	-5.9%
Aircraft Operations	Current Month	4,793	5,166	7.8%	5,114	1.0%
	Year-to-Date	25,648	27,169	5.9%	25,925	4.8%
Landed Weight (1,000#)	Current Month	152,974	154,024	0.7%	143,770	7.1%
	Year-to-Date	857,592	864,344	0.8%	775,109	11.5%
Cargo & Mail (Tons)	Current Month	1,780	1,381	-22.4%	1,512	-8.7%
	Year-to-Date	9,902	8,562	-13.5%	9,013	-5.0%

FINANCIAL INFORMATION

The change in unrestricted working capital has improved by \$5,234,763 January 1, 2025. Total unrestricted cash as of June 30, 2025 is \$37,806,470, an increase of \$1,552,061 since the beginning of 2025.

	6/30/2025	12/31/2024	Change
Cash	\$ 37,806,470	\$ 36,254,409	\$ 1,552,061
Accounts Receivable	3,754,104	5,001,083	(1,246,979)
Prepaid Expenses	660,371	709,984	(49,613)
Unrestricted Assets	42,220,945	41,965,476	255,469
Payables from Unrestricted Assets	(4,687,165)	(9,666,459)	4,979,294
Unrestricted Working Capital	\$ 37,533,780	\$ 32,299,017	\$ 5,234,763

The summary of Revenues, Expenses and Net Results shows YTD 2025 results compared to the 2025 budgeted amounts and 2024 actual amounts. The summary shows the YTD net operating results for 2025 are more than the amount budgeted by \$5,758,215. These YTD results do not reflect the adjustments for year-end settlement or reflect other year-end adjustments for 2025 which affect the revenue sharing with the airlines.

	2025	2025	2024	Prior Year
	YTD Budget	YTD Actual	YTD Actual	Variance
Airport revenues	\$ 27,621,628	\$ 31,210,804	\$ 26,837,562	4,373,242
FBO revenues less cost of sales	674,073	1,183,370	1,111,546	71,824
Total operating expenses	(21,863,794)	(20,623,192)	(19,290,395)	(1,332,797)
Operating results	6,431,907	11,770,982	8,658,713	3,112,269
Other revenue and (expenses), net	(2,333,839)	(1,914,699)	(1,534,545)	(380,154)
Net results	\$ 4,098,068	\$ 9,856,283	\$ 7,124,168	
Net variances: (2025 Actual to Budget)		\$ 5,758,215		
(2025 Actual to 2024 Actual)			·	\$ 2,732,115

Under the revenue sharing formula, the net revenues or deficiency at year-end are split fifty (50) percent to the signatory airlines and fifty (50) percent to the Authority, subject to certain limitations which require the airlines to ensure the Authority's net revenues are not less than 125 percent of its annual debt service requirement.

The summary information above does not reflect the effect of allocating all budget variances in accordance with the Airport Use and Lease Agreement or the potential assessment of charges to meet debt service coverage requirements, and accordingly, does not reflect the amount of an accumulated potential year-end settlement with the signatory airlines.

AIRLINE RATES AND CHARGES

Airline Rates and Charges shown for 2025 are based on the adopted budget and are calculated using the formulas incorporated into the Airline Use and Lease Agreement. Final 2024 rates will be calculated in the final settlement and revenue sharing report. The signatory airlines will be billed or credited for their share of any final variance and the Authority will fund its share of any negative variance from its reserves.

AIRPORT REVENUES

<u>AIRPORT REVENUES</u> for YTD 2025 are \$31,210,804 and are \$3,589,175 more than the \$27,621,629 budget to date. The main contributor to the increase is parking revenues of \$2,453,904.

<u>FBO NET OPERATING REVENUES</u> (revenues less cost of sales) for YTD 2025 are \$3,865,945 and are \$339,829 greater than the \$3,526,116 YTD budget. This is due to glycol revenues being higher than budget and expenses are lower than budget.

<u>PUBLIC PARKING REVENUES</u> for YTD 2025 total \$12,330,560 compared to \$9,426,099 in YTD 2024, a 33.1% increase and are \$2,453,904 higher than budgeted. Parking revenue per passenger increased from \$13.44 in YTD 2024 to \$16.68 in YTD 2025. This is due to the parking rate increase that was effective on January 1, 2025.

RENTAL CAR REVENUES for YTD 2025 total \$2,878,996 compared to \$2,722,151 in YTD 2024 and are \$339,324 more than budget. Rental car revenue per passenger increased to \$3.89 in YTD 2025 from \$3.88 in YTD 2024.

<u>FOOD AND BEVERAGE REVENUES</u> for YTD 2025 total \$758,045 compared to \$683,256 in YTD 2024 and are \$70,302 more than budget. Revenue per passenger was \$1.03 in YTD 2025, which is an increase from \$0.97 in YTD 2024

<u>RETAIL REVENUES</u> for YTD 2025 total \$519,843 compared to \$473,852 in YTD 2024 and are \$80,090 more than budgeted. Revenue per passenger was \$0.70 in YTD 2025 compared to \$0.68 in YTD 2024.

		_20	025 Budget	2	025 Actual	Budget Variance	2	024 Actual	% Actual 2025 vs. 2024
Parking	Current Month	\$	1,347,286	\$	1,714,571	27.3%	\$	1,288,536	33.1%
	Year-to-Date	\$	9,876,655	\$	12,330,560	24.8%	\$	9,426,099	30.8%
	YTD Rev/Enp	\$	14.31	\$	16.68	16.6%	\$	13.44	24.1%
Rental Cars	Current Month	\$	708,588	\$	874,642	23.4%	\$	774,751	12.9%
	Year-to-Date	\$	2,539,672	\$	2,878,996	13.4%	\$	2,722,151	5.8%
	YTD Rev/Enp	\$	3.68	\$	3.89	5.9%	\$	3.88	0.3%
Food and Beverage	Current Month	\$	129,771	\$	142,686	10.0%	\$	125,500	13.7%
-	Year-to-Date	\$	687,743	\$	758,045	10.2%	\$	683,256	10.9%
	YTD Rev/Enp	\$	1.00	\$	1.03	2.9%	\$	0.97	5.2%
Retail	Current Month	\$	83,626	\$	97,831	17.0%	\$	88,958	10.0%
	Year-to-Date	\$	439,753	\$	519,843	18.2%	\$	473,852	9.7%
	YTD Rev/Enp	\$	0.64	\$	0.70	10.4%	\$	0.68	4.0%

COMBINED MANAGEMENT OPERATING EXPENSES

The airports three operating centers have combined operating expense results (including FBO cost of sales) is as follows:

	2025	2025	Budget 2024		F	Prior Year
	YTD Budget	YTD Actual	Variance	YTD Actual		Variance
AvPorts	\$ 18,752,367	\$ 17,585,062	\$ (1,167,305)	\$ 16,295,673	\$	1,289,389
Million Air	5,771,173	4,759,081	(1,012,092)	5,250,212		(491,131)
Authority	3,111,427	3,038,130	(73,297)	2,994,722		43,408
Total	\$ 27,634,967	\$ 25,382,273	\$ (2,252,694)	\$ 24,540,607	\$	841,666
Variance		<u> </u>	-8.2%			3.4%

OTHER REVENUES AND EXPENSES

Other revenues and expenses when netted together for YTD 2025 are \$419,140 more than budgeted mainly due to 1) interest earnings that were \$315,095 more than budgeted and 2) the line of credit expense that was \$151,676 less than budgeted.

AIRLINE INCENTIVES

Airline incentives paid to new entrant carriers or for new route services for YTD through June was \$273,777 compared to \$210,233 for YTD 2024.

MILLION AIR FBO OPERATIONS

The commercial and retail YTD revenues and cost of sales results are as follows:

		2025		2025	Budget		2024	F	Prior Year
	_\	TD Budget		TD Actual	Variance	١	TD Actual		Variance
Revenues	\$	6,445,253	\$	5,942,451	\$ (502,802)	\$	6,361,758	\$	(419,307)
Cost of Sales		(2,919,136)	_	(2,076,506)	 842,630		(2,800,209)		723,703
Net results before O & M Expenses	\$	3,526,117	\$	3,865,945	\$ 339,828	\$	3,561,549	\$	304,396
					9.6%				8.5%

2025 YTD Net Results before YTD Operating and Maintenance expenses were \$3,865,945, \$339,328 more than budgeted and \$304,396 more than YTD 2024. Revenue from deicing services and hangar rental were the most significant variance from the budget amounts.

Operating expenses, not including the cost of retail sales, for YTD 2025 were \$169,462 less than budgeted. A statement of FBO Results is included.

		2025 Budget	2025 Actual	Budget Variance	2024 Actual	% Actual 2025 vs. 2024
Jet A	Current Month Year-to-Date	96,100 466,818	146,506 624 ,156	52.5% 33.7%	144,352 599,937	
AvGas	Current Month Year-to-Date	7,529 29,571	9,342 33,114	24.1% 12.0%	9,302 37,337	
Deicing Gallons sprayed	Current Month Year-to-Date	- 37,867	- 37,218	0.0% -1.7%	- 51,582	0.0% -27.8%
Deicing Gallons Consortium	Current Month Year-to-Date	- 40,871	- 48,128	0.0% 17.8%	- 49,880	0.0% -3.5%

LINE OF CREDIT

On February 28, 2024 the Authority closed on a \$30 million line of credit with M&T Bank to provide cash to help fund Authority payments on the terminal connector project until the reimbursements from the NYS DOT and FAA are received. Below is the activity on the line of credit:

				Partial	Partial	Current
			Repayment	Repayment	Repayment	LOC
	Draw Date	Amount	Date	Amount	Date	Balance
LOC Draw 01	8-Mar-24	\$ 984,381.73	12-Aug-24			
LOC Draw 02	8-Mar-24	761,816.97	2-Apr-24			
LOC Draw 03	20-Mar-24	959,655.24	8-Apr-24			
LOC Draw 04	9-May-24	2,152,308.12	1-Jul-24			
LOC Draw 05	9-May-24	1,285,737.86	1-Jul-24			
LOC Draw 06	14-Jun-24	2,586,897.15	2-Oct-24			
LOC Draw 07	14-Jun-24	2,337,750.23	2-Oct-24			
LOC Draw 08	22-Aug-24	4,055,372.75	16-Oct-24			
LOC Draw 09	15-Nov-24	3,159,332.20	10-Jan-25			
LOC Draw 10	23-Dec-24	1,554,653.15		293,829.45	15-Jul-25	1,260,823.70
LOC Draw 11	16-Jan-25	1,045,137.75		197,531.03	15-Jน -25	847,606.72
LOC Draw 11	16-Jan-25	1,667,596.47	27-Mar-25			
LOC Draw 12	27-Feb-25	875,236.80		165,419.76	15-Jul-25	709,817.04
LOC Draw 12	27-Feb-25	1,342,431.04	18-Apr-25			
LOC Draw 13	5-Mar-25	1,104,266.22	18-Apr-25			
LOC Draw 13	5-Mar-25	1,366,011.17	18-Apr-25			
LOC Draw 14	28-Apr-25	618,447.81		116,886.64	15-Jul-25	501,561.17
LOC Draw 14	28-Apr-25	579,232.10	2-Jun-25			
LOC Draw 15	12-May-25	391,933.11	2-Jun-25			
LOC Draw 15	12-May-25	937,919.23		177,266.73	15-Jul-25	760,652.50
LOC Draw 16	28-May-25	896,225.85	15-Jul-25	896,225.85	15-Jul-25	
LOC Draw 16	28-May-25	1,099,420.41				1,099,420.41
LOC Draw 17	23-Jun-25	326,556.42				326,556.42
LOC Draw 17	23-Jun-25	1,442,159.62				1,442,159.62
(Outstanding					\$ 6,948,597.58

The line of credit renewed on February 28, 2025 with a two year term expiring on February 28, 2027.

FEDERAL (FAA) & NYS DOT GRANTS

The Authority accepts various FAA and NYS DOT grants to fund capital improvements at the Airport. Below is the status of the current grants as of June 30, 2025:

FAA Grants:	FAA Grant#	Grant Amount	Balance
Conduct an Airport Master Plan Study	141-2020	\$ 751,154	\$ -
Acquire Snow Removal Equipment	147-2021	\$ 1,537,635	\$ 582,999
American Rescue Plan Act (ARPA)	148-2022	\$ 12,113,224	\$ 12,113,224
Rehabilitate Rwy 10/28 & Taxiway C	150-2022	\$ 7,144,824	\$ 714,483
Replace ATCT HVAC & Roof	151-2023	\$ 2,000,000	\$ 336,039
Reconstruct Terminal A & 2 PBBs	152-2024	\$ 10,600,000	\$ 2,467,083
Rehabilitate Rwy 1/19 & Perimeter Road	153-2024	\$ 9,326,858	\$ 9,326,858
New York State DOT Grants:	State Grant #	Grant Amount	Balance
Rehabilitate Rwy 10/28 & Taxiway C	1A00.30	\$ 234,696	\$ 234,696
Rehabilitate Rwy 1/19 & Perimeter Road	TBD	\$ 518,159	\$ 518,159
Rehabilitate Elevators	1A00.94	\$ 1,612,560	\$ 1,612,560
Terminal Expansion Connector	1A00.95	\$ 60,000,000	\$ 26,134,984

EMPLOYEE COUNTS

	2025							Variance Budget vs.
	Budget	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jun-25
AvPorts:								
Airfield	30	20	18	19	20	20	20	10
Terminal	41	36	35	35	35	36	35	6
Loading Bridges	3	3	3	3	3	3	3	-
Parking	33	26	27	25	25	24	24	10
Curbside Security	3	4	4	4	4	4	4	(1)
ARFF	26	24	24	24	24	26	26	
Operations	21	18	18	17	17	16	16	5
Vehicles & Equipment	12	10	10	9	9	9	9	3
Administration	10	11	9	8	7	7	7	3
Total AvPorts Positions	178	151	148	144	144	145	143	35
Million Air:								
Commercial	11	11	11	11	11	11	11	
General Aviation	22	21	21	22	21	22	21	1
Administration	5	4	4	4	4	4	4	1
Total Million Air Positions	38	36	36	37	36	37	36	2
Authority Positions	22	17	17	20	20	21	21	1
Total Positions	238	204	201	201	200	203	200	38

Albany International Airport Airline and Direct Market Flights For the week of August 17, 2025

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<u>AIRLINE</u>							
Allegiant	3	3		1	3	3	1
American	17	16	13	15	17	16	14
Avelo		1				1	
Breeze	1	1			1	1	
Delta	9	9	9	9	9	9	7
Jet Blue	4	3	4	3	4	3	3
Southwest	13	12	10	10	12	12	11
United	8	8	7	7	8	8	7
	55	53	43	45	54	53	43
DIRECT MARKET							
Atlanta	3	3	3	3	3	3	3
Baltimore	5	5	5	5	5	5	4
Charleston		1				1	
Charlotte	4	3	3	3	4	3	4
Chicago-Midway	3	3	2	2	3	3	2
Chicago-O'Hare	7	7	4	5	7	7	5
Dallas/Ft. Worth	1	1	1	1	1	1	1
Denver	1	1	1	1	1	1	1
Detroit	4	4	4	4	4	4	3
Fort Lauderdale	2	1	2	1	2	1	1
Las Vegas	1	1			1	1	
Myrtle Beach	1	1			1	1	1
Nashville	1	2	1	1	1	2	1
New York LaGuardia	2	2	2	2	2	2	1
Orlando	4	3	3	3	3	3	4
Orlando/Sanford	1				1		
Philadelphia	5	5	4	5	5	5	5
Punta Gorda	1				1		
Raleigh Durham	1	1			1	1	
St. Petersberg		1		1		1	
Tampa							1
Washington/Dulles	4	4	4	4	4	4	4
Washington/Reagan	4	4	4	4	4	4	2
	55	53	43	45	54	53	43

Albany County Airport Authority Statements of Net Position

	Unaudited June 30, 2025	Unaudited June 30, 2024	
ASSETS	June 30, 2023	Julie 30, 2024	
CURRENT ASSETS			
Unrestricted Assets			
Cash and Cash Equivalents	\$ 6,484,024	\$ 9,323,552	
Development Fund	31,322,446	25,283,714	
Accounts Receivable	(311,530)	(892,787)	
Leases	2,483,902	2,722,345	
Prepaid Expenses	660,371	889,093	
Total Unrestricted Assets	40,639,213	37,325,917	
Restricted Assets			
Operating and Renewal Reserves	9,694,144	9,188,543	
CFC Funds	497,389	476,381	
Capital Funds	13,068,230	5,782,525	
PFC Funds	8,764,795	10,631,025	
Revenue Bond Funds	11,282,544	13,224,517	
FAA Restricted Funds	225,400	215,880	
Concession Improvement Funds	772,692	740,055	
Total Restricted Assets	44,305,194	40,258,926	
Total Comment Assets	04 044 407	77 504 040	
Total Current Assets	84,944,407	77,584,843	
NON CURRENT ACCETS			
NON-CURRENT ASSETS Capital Assets	314,448,209	290,050,536	
Lease Receivable	13,832,941	16,969,066	
Prepaid Expenses	163,361	178,797	
Total Non-Current Assets	328.444.511	307,198,399	
Total Non-Current Assets	320,444,511	307,190,399	
Total Assets	413,388,918	384,783,242	
DECEMBED OUTELOWS OF DESCRIPCES			
DEFERRED OUTFLOWS OF RESOURCES Refunding	386,207	638,650	
•	622,429	906,998	
OPEB Expenses Pension Expenses	930,867	1,063,610	
Total Deferred Outflows of Resources	1,939,503	2,609,258	
TOTAL ASSETS AND DEFERRED OUTFLOWS	415,328,421	387,392,500	
<u>LIABILITIES AND NET ASSETS</u> CURRENT LIABILITIES			
Payable from Unrestriced Assets	3,105,433	3,249,960	
Payable from Restricted Assets	24,792,940		
Total Current Liabilities	27,898,373	23,221,877 26,471,837	
Total Culterit Liabilities	21,030,313	20,471,037	
NON-CURRENT LIABILITIES			
Bonds and other debt obligations	42,683,796	51,326,409	
Net OPEB Liability	5,908,259	6,470,172	
Net Pension Liability - proportionate share	833,884	1,199,851	
Total Non-Current Liabilities	49,425,939	58,996,432	
		<u> </u>	
Total Liabilities	77,324,312	85,468,269	
DEFERRED INFLOWS OF RESOURCES			
Concession Improvement Funds	1,128,232	977,258	
OPEB Expenses	725,677	766,596	
Pension Expenses	379,064	75,313	
Leases	15,194,017	18,721,114	
Total Deferred Inflows of Resources	17,426,990	20,540,281	
NET POSITION			
Invested in Capital Assets, net of Related Debt	250,664,679	219,244,327	
Restricted	40,225,502	36,415,443	
Unrestricted	29,686,938	25,724,180	
Net Position	320,577,119	281,383,950	
TOTAL LIABILITES, DEFERRED INFLOWS AND NET	_	_	
POSITION	\$ 415,328,421	\$ 387,392,500	

Albany County Airport Authority 2025 Summary of Revenues, Expenses and Net Results For the six months ended June 30, 2025

2025 June 2025					June	2025 Actual/
Adopted FY	Budget	Actual	Variance	Variance	2024 YTD	Prior Year
Budget	YTD	YTD	YTD	%	Unaudited	Variance %
\$ 17,438,116	\$ 10,065,410	\$ 10,620,549	\$ 555,139	5.5%	\$ 9,558,377	11.1%
36,087,292	17,556,218	20,590,255	3,034,036	17.3%	17,279,185	19.2%
53,525,408	27,621,628	31,210,804	3,589,175	13.0%	26,837,562	16.3%
13,946,659	6,973,329	6,393,897	(579,432)	-8.3%	6,314,236	1.3%
6,655,075	3,361,443	3,182,153	(179,290)	-5.3%	2,891,428	10.1%
2,903,498	1,451,749	1,444,788	(6,961)	-0.5%	1,243,152	16.2%
					4,728,915	11.3%
• • • • • • • • • • • • • • • • • • • •						11.9%
						-2.6%
						-30.9%
						96.1%
42,791,676	21,863,794	20,623,192	(1,240,601)	-5.7%	19,290,395	6.9%
10,733,732	5,757,834	10,587,612	4,829,776	83.9%	7,547,167	40.3%
1,602,831	674,079	1,183,370	509,291	75.6%	1,111,546	6.5%
12,336,563	6,431,913	11,770,982	5,339,067	83.0%	8,658,713	35.9%
1,700,000	850,000	1,165,095	315,095	37.1%	1,389,458	-16.1%
3,641,472	1,820,736	1,820,736	-	0.0%	1,820,736	0.0%
(9,916,250)	(4,958,125)	(4,958,125)	-	0.0%	(4,966,710)	-0.2%
-	-	-	•	0.0%	32,201	-100.0%
(600,000)	(300,000)	(148,324)	151,676	-50.6%	(45,426)	0.0%
138,700	69,350	21,719	(47,631)	-68.7%	50,996	-57.4%
368,400	184,200	184,200	-	0.0%	184,200	0.0%
(4 667 678)	(2 333 830)	(1 014 600)	410 140	-18 0%	(1 534 545)	24.8%
(4,007,070)	(2,000,000)	(1,314,033)	413,140	-10.076	(1,004,040)	24.076
7,668,885	4,098,074	9,856,283	5,758,207	140.5%	7,124,168	38.3%
(400,000)	(200,000)	(276,777)	(76,777)	38.4%	(210,233)	31.7%
-	-	5,213,364	5,213,364	0.0%	3,751,928	0.0%
\$ 7,268,885	3,898,074		•	279.5%	10,665,863	38.7%
·		•				
						•
	36,087,292 53,525,408 13,946,659 6,655,075 2,903,498 10,162,173 6,054,576 1,166,388 992,307 911,000 42,791,676 10,733,732 1,602,831 12,336,563 1,700,000 3,641,472 (9,916,250) - (600,000) 138,700 368,400 (4,667,678) 7,668,885 (400,000)	36,087,292 17,556,218 53,525,408 27,621,628 13,946,659 6,973,329 6,655,075 3,361,443 2,903,498 1,451,749 10,162,173 5,445,337 6,054,576 3,099,338 1,166,388 578,944 992,307 498,154 911,000 455,500 42,791,676 21,863,794 10,733,732 5,757,834 1,602,831 674,079 12,336,563 6,431,913 1,700,000 850,000 3,641,472 1,820,736 (9,916,250) (4,958,125) (600,000) (300,000) 138,700 69,350 368,400 184,200 (4,667,678) (2,333,839) 7,668,885 4,098,074 (400,000) (200,000)	36,087,292 17,556,218 20,590,255 53,525,408 27,621,628 31,210,804 13,946,659 6,973,329 6,393,897 6,655,075 3,361,443 3,182,153 2,903,498 1,451,749 1,444,788 10,162,173 5,445,337 5,261,355 6,054,576 3,099,338 3,128,610 1,166,388 578,944 442,454 992,307 498,154 501,075 911,000 455,500 270,860 42,791,676 21,863,794 20,623,192 10,733,732 5,757,834 10,587,612 1,602,831 674,079 1,183,370 12,336,563 6,431,913 11,770,982 1,700,000 850,000 1,165,095 3,641,472 1,820,736 1,820,736 (9,916,250) (4,958,125) (4,958,125) (600,000) (300,000) (148,324) 138,700 69,350 21,719 368,400 184,200 184,200 (4,667,678) (2,333,	36,087,292 17,556,218 20,590,255 3,034,036 53,525,408 27,621,628 31,210,804 3,589,175 13,946,659 6,973,329 6,393,897 (579,432) 6,655,075 3,361,443 3,182,153 (179,290) 2,903,498 1,451,749 1,444,788 (6,961) 10,162,173 5,445,337 5,261,355 (183,982) 6,054,576 3,099,338 3,126,610 27,272 1,166,388 578,944 442,454 (136,490) 992,307 498,154 501,075 2,922 911,000 455,500 270,860 (184,640) 42,791,676 21,863,794 20,623,192 (1,240,601) 10,733,732 5,757,834 10,587,612 4,829,776 1,602,831 674,079 1,183,370 509,291 12,336,563 6,431,913 11,770,982 5,339,067 1,700,000 850,000 1,165,095 315,095 3,641,472 1,820,736 1,820,736 - (9,916,250) <td>36,087,292 17,556,218 20,590,255 3,034,036 17.3% 53,525,408 27,621,628 31,210,804 3,589,175 13.0% 13,946,659 6,973,329 6,393,897 (579,432) -8.3% 6,655,075 3,361,443 3,182,153 (179,290) -5.3% 2,903,498 1,451,749 1,444,788 (6,961) -0.5% 10,162,173 5,445,337 5,261,355 (183,982) -3.4% 6,054,576 3,099,338 3,126,610 27,272 0.9% 1,166,388 578,944 442,454 (136,480) -23.6% 992,307 498,154 501,075 2,922 0.6% 911,000 455,500 270,860 (184,640) -40.5% 42,791,676 21,863,794 20,623,192 (1,240,601) -5.7% 10,733,732 5,757,834 10,587,612 4,829,776 83.9% 1,602,831 674,079 1,183,370 509,291 75.6% 12,336,563 6,431,913 11,770,982 5,33</td> <td>36,087,292 17,556,218 20,590,255 3,034,036 17,3% 17,279,185 53,525,408 27,621,628 31,210,804 3,589,175 13.0% 26,837,562 13,946,659 6,973,329 6,393,897 (579,432) -8.3% 6,314,236 6,655,075 3,361,443 3,182,153 (179,290) -5.3% 2,891,428 2,903,498 1,451,749 1,444,788 (6,961) -0.5% 1,243,152 10,162,173 5,445,337 5,261,355 (183,982) -3.4% 4,728,915 6,654,576 3,099,338 3,128,610 27,272 0.9% 2,795,170 1,166,388 578,944 442,454 (136,490) -23.6% 454,126 992,307 498,154 501,075 2,922 0.6% 725,260 911,000 455,500 270,860 (184,640) -40.5% 138,108 42,791,676 21,863,794 20,623,192 (1,240,601) -5.7% 19,290,395 10,733,732 5,757,834 10,587,612 4,829,776 83.9% 7,547,167 1,602,831 674,079 1,183,370 509,291 75.6% 1,111,546 12,336,563 6,431,913 11,770,982 5,339,067 83.0% 8,658,713 1,700,000 850,000 1,165,095 315,095 37.1% 1,389,458 3,641,472 1,820,736 1,820,736 - 0.0% (4,966,710) 0.0% 32,201 (600,000) (300,000) (148,324) 151,676 -50.6% (45,426) 138,700 69,350 21,719 (47,631) -68.7% 50,996 (45,426) 138,700 69,350 21,719 (47,631) -68.7% 50,996 (46,67,678) (2,333,839) (1,914,699) 419,140 -18.0% (1,534,545) 7,668,885 4,098,074 9,856,283 5,758,207 140.5% 7,124,168 (400,000) (200,000) (276,777) (76,777) 38.4% (210,233) 305,784,249 270,718,087</td>	36,087,292 17,556,218 20,590,255 3,034,036 17.3% 53,525,408 27,621,628 31,210,804 3,589,175 13.0% 13,946,659 6,973,329 6,393,897 (579,432) -8.3% 6,655,075 3,361,443 3,182,153 (179,290) -5.3% 2,903,498 1,451,749 1,444,788 (6,961) -0.5% 10,162,173 5,445,337 5,261,355 (183,982) -3.4% 6,054,576 3,099,338 3,126,610 27,272 0.9% 1,166,388 578,944 442,454 (136,480) -23.6% 992,307 498,154 501,075 2,922 0.6% 911,000 455,500 270,860 (184,640) -40.5% 42,791,676 21,863,794 20,623,192 (1,240,601) -5.7% 10,733,732 5,757,834 10,587,612 4,829,776 83.9% 1,602,831 674,079 1,183,370 509,291 75.6% 12,336,563 6,431,913 11,770,982 5,33	36,087,292 17,556,218 20,590,255 3,034,036 17,3% 17,279,185 53,525,408 27,621,628 31,210,804 3,589,175 13.0% 26,837,562 13,946,659 6,973,329 6,393,897 (579,432) -8.3% 6,314,236 6,655,075 3,361,443 3,182,153 (179,290) -5.3% 2,891,428 2,903,498 1,451,749 1,444,788 (6,961) -0.5% 1,243,152 10,162,173 5,445,337 5,261,355 (183,982) -3.4% 4,728,915 6,654,576 3,099,338 3,128,610 27,272 0.9% 2,795,170 1,166,388 578,944 442,454 (136,490) -23.6% 454,126 992,307 498,154 501,075 2,922 0.6% 725,260 911,000 455,500 270,860 (184,640) -40.5% 138,108 42,791,676 21,863,794 20,623,192 (1,240,601) -5.7% 19,290,395 10,733,732 5,757,834 10,587,612 4,829,776 83.9% 7,547,167 1,602,831 674,079 1,183,370 509,291 75.6% 1,111,546 12,336,563 6,431,913 11,770,982 5,339,067 83.0% 8,658,713 1,700,000 850,000 1,165,095 315,095 37.1% 1,389,458 3,641,472 1,820,736 1,820,736 - 0.0% (4,966,710) 0.0% 32,201 (600,000) (300,000) (148,324) 151,676 -50.6% (45,426) 138,700 69,350 21,719 (47,631) -68.7% 50,996 (45,426) 138,700 69,350 21,719 (47,631) -68.7% 50,996 (46,67,678) (2,333,839) (1,914,699) 419,140 -18.0% (1,534,545) 7,668,885 4,098,074 9,856,283 5,758,207 140.5% 7,124,168 (400,000) (200,000) (276,777) (76,777) 38.4% (210,233) 305,784,249 270,718,087

Albany County Airport Authority Operating Revenues For the six months ended June 30, 2025

	2025 June 2025						2025 Actual/	
	Adopted FY	Budget	Actual	Variance	Variance	June 2024 YTD	Prior Year	
	Budget	YTD	YTD	YTD	<u>%</u>	Unaudited	Variance %	
AIRLINE REVENUES COMMERCIAL								
Landing Fees-Signatory	\$ 6,986,385	\$ 3,500,905	\$ 4,101,556	\$ 600,651	17.2%	\$ 4,110,000	-0.2%	
Landing Fees-Non Signatory	47,680	23,840	0	(23,840)	-100.0%	0	0.0%	
Airline Apron Fees Glycol Disposal Fee	1,005,383 301,436	502,692 150,718	501,919 253,771	(773) 103,052	-0.2% 68.4%	446,430 227,695	12.4% 11.5%	
CARGO	301,430	150,710	253,771	103,032	00.470	227,095	11.570	
Landing Fees-Signatory	949,230	445,705	368,606	(77,099)	-17.3%	416,017	-11.4%	
Landing Fees-Non Signatory TERMINAL	0	0	0	0	0.0%	3,612	-100.0%	
Loading Bridges	897,387	448,694	416,644	(32,049)	-7.1%	413,728	0.7%	
Space Rental	7,241,615	4,988,357	4,930,948	(57,409)	-1.2%	3,937,294	25.2%	
Non-Signatory Per Turn Fee	9,000	4,500	47,105	42,605	946.8%	3,601	1208.2%	
TOTAL AIRLINE REVENUES	17,438,116	10,065,410	10,620,549	555,139	5.5%	9,558,377	11.1%	
NON-AIRLINE REVENUES AIRFIELD								
Tenant Maintenance	30,000	15,000	28,708	13,708	91.4%	41,316	-30.5%	
Total Airfield	30,000	15,000	28,708	13,708	91.4%	41,316	-30.5%	
TERMINAL								
Utility Reimbursement	36,920	18,460	20,142	1,682	9.1%	18,477	9.0%	
Tenant Maintenance Space Rent - Non Airline	20,559	10,280	21,285	11,005 24,328	107.1% 24.4%	26,820 99,045	-20.6% 25.1%	
Space Rent - Non Attiline Space Rent - Fixed Non Airline	199,247 565,568	99,624 282,784	123,952 282,777	24,326 (7)	0.0%	282,777	0.0%	
Food & Beverage	1,490,000	687,743	758,045	70,302	10.2%	683,256	10.9%	
Retail	953,600	439,753	519,843	80,090	18.2%	473,852	9.7%	
Advertising	0	0	0	0	0.0%	(4,300)	-100.0%	
ATM	14,598	7,299	7,202	(97)	-1.3%	7,259	-0.8%	
Operating Permits	348,420	174,210	217,652	43,442	24.9%	190,362	14.3%	
Vending Machines	14,900	7,450	9,907	2,457 303	33.0%	6,811	45.5% 5.5%	
Baggage Cart Rentals Total Terminal	14,900 3,658,712	7,450 1,735,052	7,753 1,968,557	233,504	4.1% 13.5%	7,348 1,791,706	9.9%	
GROUND TRANSPORTATION								
Parking	19,107,600	9,876,655	12,330,559	2,453,904	24.8%	9,426,099	30.8%	
Rental Cars	6,511,300	2,539,672	2,878,996	339,324	13.4%	2,722,151	5.8%	
Access Fees	238,166	119,083	65,005	(54,078)	-45.4%	100,073	-35.0%	
TNCs	368,030	184,015	222,508	38,493	20.9%	181,303	22.7%	
Garage Space Rent	89,702	44,851	43,981	(870)	-1.9%	43,125	2.0%	
Garage Kiosk Rent Total Ground Transportation	21,600 26,336,398	10,800 12,775,076	10,800 15,551,849	2,776,773	0.0% 21.7%	10,800 12,483,552	0.0% 24.6%	
OTHER AIRPORT								
Telephone System - Tenants	49,032	24,516	22,989	(1,527)	-6.2%	26,097	-11.9%	
Building Rental	76,965	38,483	37,757	(726)	-1.9%	38,421	-1.7%	
Control Tower Rental	806,376	403,188	395,323	(7,865)	-2.0%	395,323	0.0%	
Air Cargo Facility	1,341,818	670,909	657,688	(13,221)	-2.0%	657,817	0.0%	
State Executive Hangar	1,247,083	623,541	623,541	0	0.0%	623,541	0.0%	
T Hangars Tie Downs	176,328	88,164	77,898	(10,266)	-11.6%	80,318 817	-3.0% 3.0%	
Industrial Park	1,586 617,937	793 308,969	841 318,798	48 9,829	6.1% 3.2%	301,500	5.7%	
Land Rental	363,074	181,537	203,724	22,187	12.2%	213,512	-4.6%	
Hangar Rental	950,492	475,246	481,559	6,313	1.3%	458,378	5.1%	
Antenna Space Rental	112,473	56,237	42,264	(13,973)	-24.8%	35,078	20.5%	
Internet and Cable Access	2,660	1,330	1,330	0	0.0%	1,330	0.0%	
Fingerprinting	39,000	19,500	25,355	5,855	30.0%	19,465	30.3%	
Tenant Maintenance Ebay/Scrap/Equipment Sales	2,000 5,000	1,000 2,500	0 14,831	(1,000) 12,331	-100.0% 493.2%	0 5,507	0.0% 169.3%	
Utility Reimbursement	165,000	82,500 82,500	109,843	27,343	33.1%	84,085	30.6%	
Reimbursement of Property Taxes	25,357	12,678	19,919	7,241	57.1%	15,741	26.5%	
Other	80,000	40,000	7,480	(32,520)	-81.3%	5,680	31.7%	
Total Other Airport	6,062,181	3,031,091	3,041,141	10,051	0.3%	2,962,611	2.7%	
TOTAL NON AIRLINE REVENUES	36,087,292	17,556,218	20,590,255	3,034,036	17.3%	17,279,185	19.2%	
TOTAL REVENUES	\$ 53,525,408	\$ 27,621,628	\$ 31,210,803	\$ 3,589,175	13.0%	\$ 26,837,562	16.3%	

Albany County Airport Authority FBO Results For the six months ended June 30, 2025

	2025			June 2025					June		2025 Actual/
	A	lopted FY		Budget		Actual	Variance	Variance	2024 YTD		Prior Year
REVENUES		Budget		YTD		YTD	YTD	%		Inaudited	Variance %
Retail Fuel											
Jet A Fuel Sales	s	7,450,000	•	3,477,797	•	2,455,170	\$ (1,022,627)	-29.4%	s	3,054,889	-19.6%
AvGas Fuel Sales	•	424,350	Ψ	181,863	•	181,226	(637)	-0.4%	•	225,155	-19.5%
Commercial AvGas Fuel Sales		20,000		10,000		6,839	(3,161)	-31.6%		8,339	-18.0%
Auto & Diesel Fuel Sales		295,000		147,500		144,609	(2,891)	-2.0%		143,174	1.0%
Retail Fuel Sales		8,189,350		3,817,160		2,787,844	(1,029,316)	-27.0%		3,431,557	-18.8%
Into Plane Fees		810,000		405,000		406,485	1,485	0.4%		362,805	12.0%
Fuel Farm Fees		916,500		458,250		562,676	104,426	22.8%		477,985	17.7%
General Aviation Landing Fees		340,000		170,000		213,633	43,633	25.7%		234,176	-8.8%
Aircraft Parking Fees		550,000		275,000		257,702	(17,298)	-6.3%		284,704	-9.5%
Deicing Services		1,499,450		1,027,777		1,341,002	313,225	30.5%		1,222,118	9.7%
FBO Properties		449,130		224,565		283,194	58,629	26.1%		193,376	46.4%
FBO Services		135,000		67,500		89,915	22,415	33.2%		155,037	-42.0%
TOTAL REVENUES		12,889,430		6,445,253		5,942,451	(502,801)	-7.8%		6,361,758	-6.6%
COST OF SALES											
Fuel Costs - Jet A		3,740,000		1.745,901		972,234	(773,667)	-44.3%		1,643,266	-40.8%
Fuel Discounts - Jet A		300,000		140,046		62,831	(77,215)	-55.1%		91,978	-31.7%
Fuel Costs - SAF		000,000		0		02,001	(17,213)	0.0%		0	0.0%
Fuel Costs - AvGas		320,850		137,507		130,814	(6,692)	-4.9%		167,941	-22.1%
Fuel Discounts - AvGas		020,030		137,307		3,539	3,539	0.0%		5,354	-33.9%
Fuel Costs - Commercial AvGas		15,000		7.500		5,646	(1,854)	-24.7%		7,210	-21.7%
Fuel Costs - Auto & Diesel		222,000		111,000		116,680	5,680	5.1%		111,404	4.7%
Total Fuel Costs		4,597,850		2,141,953		1,291,743	(850,209)	-39.7%		2,027,153	-36.3%
Deicing Costs - Type I & IV		1,133,308		776,184		760,880	(15,303)	-2.0%		750,185	1.4%
Customs Garbage, Oil & Other		2,000		1,000		23,882	22,882	2288.3%		22,871	4.4%
Total Cost of Sales		5,733,158	_	2,919,136		2,076,506	(842,630)	-28.9%		2,800,209	-25.8%
Net Operating		7,156,272		3,526,116		3,865,945	339,829	9.6%		3,561,549	8.5%
OPERATING EXPENSES BY CATEGORY											
Personal Services		0.000.507		4 4 4 0 0 5 4		4 4 4 4 4 4 4	(05.040)	0.004		000 000	40.70
Salaries		2,280,507		1,140,254		1,114,944	(25,310)	-2.2%		989,689	12.7%
Overtime		252,024		126,012		112,504	(13,508)	-10.7% -3.1%		120,881	-6.9% 10.5%
Total Personal Services		2,532,531		1,266,266		1,227,448	(38,817)			1,110,570	
Employee Benefits		615,360		317,169		319,269	2,099	0.7%		326,337	-2.2%
Utilities & Communications		114,537		57,269		62,950	5,682	9.9%		54,326	15.9%
Purchased Services		728,139		429,896		491,237	61,340	14.3%		261,312	88.0%
Materials & Supplies											
Buildings		128,406		64,203		38,201	(26,002)	-40.5%		45,493	-16.0%
Grounds		38,000		19,000		8,950	(10,050)	-52.9%		7,065	26.7%
Vehicles		844,751		422,376		366,745	(55,631)	-13.2%		349,913	4.8%
Total Materials & Supplies		1,011,157		505,579		413,896	(91,683)	-18.1%		402,471	2.8%
Admistrative Expenses		364,717		182,358		145,271	(37,087)	-20.3%		211,147	-31.2%
Non-Capital Equipment TOTAL EXPENSES		187,000 5,553,441		93,500 2,852,037		22,504 2,682,575	(70,996) (169,462)	-75.9% -5.9%		83,840 2,450,003	-73.2% 9.5%
FBO Net Direct Cost		1,602,831	\$	674,079	\$	1,183,370	\$ 509,291	75.6%	\$	1,111,546	6.5%

Project Development

Counsel

Concessions/Ambassador Program



August 18, 2025 Concessions & Ambassador Program Report Minority Percentages in the Concessions Workforce

<u>Date</u>	<u>HMSHost</u>	<u>Paradies</u>	Chick fil A (OHM)	<u>Dunkin</u>	Uncommon Grounds	Minority/Total <u>%</u>
<u>January</u>	<u>28/58=48%</u>	11/24=46%	30/36=83%	4/6=67%		73/124=59%
<u>February</u>	<u>26/55=47%</u>	10/21=48%	30/35=86%	4/6=67%		70/117=60%
<u>March</u>	<u>25/54=46%</u>	<u>10/21=48%</u>	24/30=80%	4/6=67%		63/111=57%
<u>April</u>	<u>25/53=47%</u>	<u>10/21=48%</u>	<u>28/33=85%</u>	4/6=67%	<u>8/13=62%</u>	75/126=60%
<u>May</u>	23/52=44%	9/20=45%	26/31=84%	<u>4/6=67%</u>	9/17=53%	71/126=57%
<u>June</u>	25/56=45%	12/23=52%	<u>25/31=80%</u>	4/6=67%	<u>9/15=60%</u>	75/131=57%
<u>July</u>	22/52=42%	10/22=45%	<u>28/34=82%</u>	<u>5/7=71%</u>	<u>11/20=55%</u>	76/135=56%
August						
September						
October						
November						
December						



<u>Date</u>	HMSHost	<u>OHM</u>	<u>Paradies</u>	<u>Uncommon</u>	<u>Total</u>	\$/Enp
<u>2025</u>		Chick fil A		<u>Grounds</u>		
<u>January</u>	<u>617,516</u>	<u>287,027</u>	<u>372,265</u>		1,276,808	\$11.72/enp
<u>February</u>	<u>696,480</u>	<u>310,151</u>	439,827		<u>1,415,808</u>	\$12.64/enp.
<u>March</u>	<u>711,512</u>	<u>299,741</u>	439,827		1,451,080	\$11.75/enp.
<u>April</u>	<u>694,345</u>	<u>317,822</u>	<u>461,512</u>	<u>93,962</u>	<u>1,567,641</u>	\$11.79/enp.
<u>May</u>	<u>651,170</u>	301,649	<u>427,280</u>	<u>123,978</u>	1,504,077	\$11.83/enp
<u>June</u>	732,824	<u>325,735</u>	<u>489,155</u>	<u>132,213</u>	1,679,927	\$12.45/enp.
July						
August						
September						
October						
November						
<u>December</u>						
Total					\$8,895,34	<u>11.</u>

June Enplanements – 134,902



Ambassador Program

2025 Totals

											YTD	•
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
-	-	1	-	1	3	-						
Canines												
4224	4965	4838	5043	4635	4798	7118						35,62
										•		
mbassa	dor Ho	urs										
756	588	755	871	809	609	801						5,189
										-		
	orwod											
łuests S	erveu											
Guests S 6528		7405	7051	7962	7463	9957						51.26
6528	4896	7405	7051	7962	7463	9957						51,26
6528	4896		7051	7962	7463	9957						51,26
6528			7051	7962	7463	9957						1,828

Public Affairs

Authorization of Contracts/Leases/Contract Negotiations/Contract Amendments

AGENDA ITEM NO. 10.1

AWARDING CONTRACT NO. SC-1207 TO DIVERSIFIED SEARCH LLC

AGENDA ITEM NO.: 10.1
MEETING DATE: August 18, 2025

RESOLUTION NO. ____ OF 2025

August 18, 2025

RESOLUTION OF THE ALBANY COUNTY AIRPORT AUTHORITY AWARDING CONTRACT NO. SC-1207 TO DIVERSIFIED SEARCH LLC

WHEREAS, the Albany County Airport Authority (the "Authority") is a public benefit corporation organized under Article 8 of the New York Public Authorities Law; and

WHEREAS, the Authority has the power to enter into contracts and agreements with any natural person, firm, partnership association, joint venture, or corporation, exclusive of a public corporation, pursuant to Public Authorities Law §§ 2778(14) and 2782(11); and

WHEREAS, the Authority adopted Resolution, dated September 4, 2024, approving the issuance of a Request for Proposals for Contract No. SC-1207 to solicit sealed competitive Proposals from qualified firms to perform national executive and recruiting services to assist the Authority in identifying and appointing a Chief Executive Officer and Chief Financial Officer (the "RFP"); and

WHEREAS, the Authority adopted Resolution, dated September 4, 2024, approving the retention of Monaco Cooper Lamme & Carr, PLLC to perform procurement management and related services, relative to the RFP, until an executive search and recruiting services has been appointed or engaged by the Authority; and

WHEREAS, the Authority issued the RFP on December 26, 2024; and

WHEREAS, Diversified Search LLC submitted a Proposal dated January 16, 2025, annexed hereto as Appendix "A"; and

WHEREAS, after careful consideration of the proposals received in response to the RFP, the Authority desires to award Contract No. SC-1207 to Diversified Search LLC,

NOW, THEREFORE, BE IT RESOLVED, that the Authority hereby awards Contract No. SC-1207 to Diversified Search LLC, upon terms and conditions to be negotiated; and

BE IT FURTHER RESOLVED, that that Authority hereby retains Monaco Cooper Lamme & Carr, PLLC (hereinafter "counsel") to negotiate the terms and conditions of Contract No. SC-1207 with Diversified Search LLC; and

BE IT FURTHER RESOLVED, that the Authority authorizes the Chairman to execute all documents necessary and convenient to appoint or engage Diversified Search LLC to perform the scope of services set forth in the RFP, including but not limited to contracts and engagement letters, all of which shall be subject to approval by counsel; and

adoption.						
The action to adopt the foregoing	g Resolution wa	s duly put to vot	e on a roll call, which resulted			
as follows: Offered by	an					
Voting:						
Chairman Samuel A. Fresina	Aye	Nay	Abstain			
Vice Chairman: Kevin R. Hicks, Sr.	Aye	Nay	Abstain			
Treasurer: Sari M. O'Connor	Aye	Nay	Abstain			
Secretary: Steven H. Heider	Aye	Nay	Abstain			
Member: John-Raphael Pichardo	Aye	Nay	Abstain			
Member: Janet M. Thayer	Aye	Nay	Abstain			
Member: Harold N. Iselin	Aye	Nay	Abstain			
The foregoing Resolut	ion was thereup	oon declared du	y adopted.			
,	CERTIFICATI	ON				
I hereby certify that the foregoing Authority on August 18, 2025, which Res	5.					
Dated: August 18, 2025						
Secretary						

BE IT FURTHER RESOLVED, that this Resolution shall take effect immediately upon its

Appendix A

[RESERVED FOR PROPOSAL]

Prepared for



* DIVERSIFIED SEARCHGROUP



January 16, 2025

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- **Executive Summary**
- Experience
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C



Cover Letter

Monaco Cooper Lamme & Carr, PLLC Attn: Laura M. Gulfo, Esq. 1881 Western Ave. Suite 200 Albany, New York 12203

Dear Ms. Gulfo:

On behalf of Diversified Search Group, please find our response and proposal to RFP for National Executive Search and Recruiting Services for the Albany County Airport Authority. By way of introduction, I lead our Aviation, Transportation & Logistics practice at Diversified Search Group (DSG). Over the course of my 15 years in executive search, I've had the pleasure of leading numerous C-level searches in airports across the world, including several in the state of New York at both LaGuardia and JFK.

We've assembled a world class team focused on delivering an exceptional process, diverse and inclusive candidate pool and successful placements as the Authority seeks to identify its next CEO and CFO for Albany International Airport. Team members are listed below with additional information and bios included in our proposal as well.

Zack Deming (Project Lead) Managing Director Zack.deming@divsearch.com (404) 386-2289

Sonya Olds Som Managing Director <u>sonya som@divsearch.com</u> (312) 237–5787

(312) 237-5787 Liz Ewing Managing Director Lewing@divsearch.com (973) 713-0933

Maclean "Mac" Craig Managing Director Mcraig@divsearch.com (646) 662-1663 We are honored to be considered as you seek to identify a firm to partner with on these critical mandates. Thank you in advance for your thoughtful consideration.

Best Regards,

Lack and the biversified Search Team

ExecutiveSummary

Executive Summary

It is with great honor and privilege, that we respectfully submit our proposal for your consideration. In the following pages, you will find an overview on our firm, who we are, and our unique history. In addition, you will find detailed information on our search process, our previous work with other airports across the United States, our fee structure and detailed team information and bios.

Diversified Search Group (DSG) is a 50-year-old, Philadelphia-based executive search and talent advisory firm and the only one to be woman founded and led today. Equitable and inclusive search processes that deliver world class results have long been the hallmark of who we are. For 13 years, I worked at two of the world's largest search firms but desired a platform that would allow me and my team to be nimbler and more flexible in how we serve the needs of our clients. Hear at DSG, the partners do the work. We don't outsource, we don't over leverage, rather, we commit to being your constant and primary point of contact to deliver you a world class result.

Throughout my 15 years in executive search, I've continuously led numerous C Suite searches for airports across the US and the world. During that time, I've had the pleasure of working with the Port Authority of New York and New Jersey on numerous assignments for LaGuardia Gateway Partners as well as JFK International. We've included other relevant examples of our work in other airports and seaports of varying sizes as well.

Also contained herein, is an overview of our search process. Having a true partner who can advise the Albany County Airport Authority on conducting a thorough, exhaustive and inclusive search process is paramount to success. There are 2 areas that we feel to be most important to a successful search and where we bring deep, demonstrable experience:



Strategic Board Alignment

The primary reason CEO and CFO searches break down (public or private) is lack of alignment at the board level. If we don't invest meaningful time in the earliest hours of the search agreeing on what it is that we are looking for, we will never agree on who it is we are looking for. We will conduct individual (or group depending on your preference) intake sessions from each board member as to what skills/competencies/experiences each feels are most needed in the next CEO. We will consolidate that input and share with the board for agreed alignment. From there, we will develop a candidate scorecard against which all potential/viable candidates will be assessed.

Stakeholder Engagement

These types of public searches usually consist of a highly diverse stakeholder base, often with varied, if not competing, interests. We will engage the appropriate stakeholder groups as defined by you (i.e. neighborhood associations, not for profit, business community, unions, etc.) to ensure that everyone's voice is heard early on and to prevent an inaccurate media driven headline of a closed door, back-room process.

Unlike some of our larger competitors, we are not locked into firm minimum fees that price us out of consideration for smaller and midsize airports. Nor are we encumbered by onerous off-limits that preclude us from accessing highly relevant and attractive candidate pools. While we don't pretend to be all things to all people, the Albany Infernational Airport is directly in our wheelhouse.

As a native of a small town in South Georgia (Albany, GA) I was always keenly interested in the history and importance of our namesake in New York. And while this anecdote in and of itself is not the reason you would select a firm, I do hope that alongside our demonstrable track record of success, commitment to diversity and delivering results, it does make our proposal memorable and further solidifies our keen interest in being your partner.

Thank you again for the opportunity to be considered alongside the other firms. We would be honored to work with you.

S



We know Public Transportation

to recruit senior leaders in public and private transportation Our team has extensive experience and expertise working systems throughout the United States.

We have the Team

professionals who understand the landscape in which Albany extent in an effort to succeed in this critical search. Our cross DSG will allocate all the necessary resources to the fullest functional team not only includes the industry knowledge required for success but also includes additional County Airport Authority operates.



We Think Creatively

Exceptional industry and functional expertise across our core sectors.

impact top talent has for the success of our Team of proven talent advisors, operators and entrepreneurs we understand the

We harness our collective expertise to bring about exceptional outcomes and drive impact.



frack Record of Inclusion is

Unmatched

meet the unique needs of every client. Authentic relationships with diverse History of providing candidates to

communities.



Global Platform

Fifty-year commitment to excellence.

Our operating platform drives efficiency. We go beyond executive search

to include consulting and

convening.

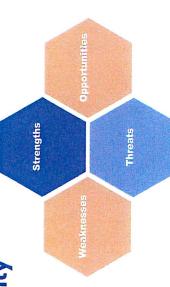
Clear Path to Desired Results

A team of cross-sector and subject matter experts that delivers. 9

Our Experience

Albany County Airport Authority

SWOTANOIVSIS



Strengths

1. Strategic Location

Centrally located in the Capital Region of New York State, serving a mix of business, government, and leisure

Despite being an "international" airport, there are few direct international flights, limiting its global

1. Limited International Flights

Weaknesses

Proximity to major highways and accessibility to nearby cities like Boston, New York City, and Montreal.

2. Modern Facilities

- Recent upgrades to terminals and infrastructure enhance prossenger experience.

 Offers a range of services like free Wi-Fi, parking options, and dining establishments.

3. Ease of Use

Smaller size compared to major international hubs leads to shorter security lines and quicker navigation through the airport.

4. Airline Connectivity

Serves major carriers such as Delta, Southwest, United, and American Airlines, providing access to key domestic

5. Economic Contribution

Significant contributor to the local economy, supporting jobs and businesses in the region.

Opportunities

1. Expansion of Routes

Potential to attract new airlines and expand direct domestic and international routes to underserved

2. Tourism Growth

Leveraging Albany's role as a gateway to upstate New York's attractions, such as the Adirondacks, Saratoga Springs, and the Hudson Valley.

Investing in sustainable practices, such as renewable energy and eco-friendly airport operations, to appeal to environmentally conscious travelers. 3. Technology and Sustainability

Passenger traffic can vary significantly depending on the time of year, impacting revenue stability.

3. Seasonal Demand Fluctuations

Competes with larger nearby airports like "JFK, Newark, and Boston Logan for travelers who prioritize flight options and destinations.

2. Competition connectivity.

While improvements have been made, some facilities or equipment may still need modernization.

4. Aging Infrastructure in Some Areas

4. Business Partnerships

Partnering with local businesses and tourism boards to create packages or incentives that increase passenger

5. Post-Pandemic Travel Boom

Growing air travel demand presents an opportunity to recover and grow passenger numbers.

Threats

1. Economic Downturns

Economic instability or recessions could reduce business and leisure travel

2. Fuel Costs

- Rising fuel costs could impact airline operations and ticket prices, potentially decreasing demand.
- Proposed expansion of high-speed rail in the region could reduce demand for short-haul flights. 3. Competition from High-Speed Rail

4. Regulatory and Security Changes

- Changes in aviation regulations, security measures, or pandemic-related travel restrictions could increase operational challenges.
- Growing scrutiny of aviation's environmental impact could lead to higher operating costs or reduced passenger demand.. Environmental Concerns

œ

Albany International Airport CEO

developing strategic plans, and fostering relationships with stakeholders. Here are key skills required for this role: The role of a CEO at a small U.S. airport involves overseeing airport operations, ensuring regulatory compliance,

1. Leadership and Management

- Strategic Thinking: Ability to create and execute long-term plans for airport growth and success.
- Doctsion-Maidng: Sound judgment to make critical decisions under
 - Team Management: Skills to lead, motivate, and manage diverse
- **Change Management:** Ability to adapt and guide the organization through industry shifts or crises. teams, including operations, customer service, and technical staff.

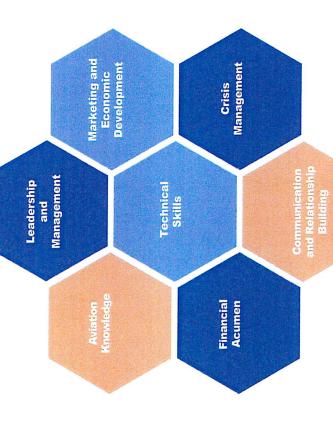
2. Aviation Knowledge

Regulatory Expertise: Understanding FAA regulations, TSA

- requirements, and other federal, state, and local compliance standards,
 - including airfield maintenance, security, ground handling, and terminal Airport Operations: Familiarity with day-to-day airport activilies,
- Safety Management: Knowledge of aviation safety protocols and incident management
- Networlding: Active participation in industry groups like AAAE (American Association of Airport Executives).
- Policy Awareness: Keep abreast of trends and changes affecting the aviation sector.

3. Financial Acumen

- Budget Management: Experience in managing operating budgets, capital expenditures, and financial forecasting.
- concessions, parking, partnerships, and federal or state grants. Revenue Generation: Skills in increasing revenue through
 - Cost Control: Ability to optimize expenses without compromising operational efficiency.



4. Communication and Relationship Building

- Stakeholder Engagement: Build relationships with airlines, government agendes, local communities, and businesses.
- Public Relations: Represent the airport in media, public forums.
 - and professional organizations.
- Conflict Resolution: Handle disputes with diplomacy and maintain positive relationships.

5. Marketing and Economic Development

- Air Sarvice Davelopment: Altract and retain airlines, and negotiate favorable agreements.
- Community Engagement: Work with local leaders to ensure the airport serves as an economic driver.
 - Passenger Experience Focus: Innovate to improve traveler

6. Technical Skills

- Data Analysis: Use metrics and analytics to monitor performance and Inform decisions.
- technology trends, including security systems and passenger service Technology Management: Stay informed about airport

7. Crisis Management

- **Emergency Planning:** Develop and implement emergency response plans for incidents like weather disruptions or security
- Resilience: Maintain operational continuity during challenging circumstances.

6

Albany International Airport CFO

A Chief Financial Officer (CFO) for a small U.S. airport requires a mix of financial, operational, regulatory, and leadership skills tailored to the unique challenges of the aviation industry. Here's a breakdown of the essential skills:

1. Financial Management

- **Budgeting and Forecasting:** Expertise in preparing and managing complex budgets, including operational, capital, and grant budgets, Proficiency in long-term financial planning to ensure sustainability.
- Accounting and Reporting: Knowledge of Generally Accepted Accounting Principles (GAAP). Experience in financial reporting, audits, and compliance with state and federal regulations.
- Cost Control: Ability to identify cost-saving opportunities while maintaining service quality.
- Revenue Generation: Familiarity with airport revenue streams (e.g., landing fees, parking, concessions, feases).

2. Regulatory and Compliance Knowledge

- Administration (FAA) grant assurances and funding programs like AIP FAA Regulations: Understanding of Federal Aviation (Airport Improvement Program).
- Grant Management: Expertise in securing and managing federal and state grants, including compliance with reporting requirements.
- environmental regulations and safety standards applicable to airports. Environmental and Safety Regulations: Awareness of

3. Operational Knowledge

- Airport Operations: Familiarity with daily airport operations and their financial implications.
- Aviation Industry Trends: Awareness of trends such as passenger volume changes, fuel costs, and infrastructure needs.

Technology Proficiency **Soft Skills** Management Leadership Operational Knowledge Management Financial

4. Technology Proficiency

- Financial Software: Proficiency in financial systems (e.g., SAP, QuickBooks, or Orade).
- Data Analytics: Ability to use analytics tools for forecasting and performance measurement.

5. Leadership and Management

- Strategic Thinking: Ability to align financial strategies with the airport's long-term goals.
 - Team Leadership: Experience managing finance teams and
 - collaborating with other departments.
 Stakeholder Communication: Skilled in presenting financial information to boards, government agencies, and the public.

6. Soft Skills

- Problem-Solving: Strong analytical and decision-making abilities to address financial and operational challenges,
 - Adaptability: Flexibility to manage diverse responsibilities and respond to industry disruptions.
- Negotiation Skills: Experience in negotialing leases, contracts, and vendor agreements.

7. Industry-Specific Skills

- structuring and managing agreements with airlines, concessionaires, Lease and Concession Management: Expertise in and vendors.
 - Infrastructure Financing: Knowledge of public-private partnerships and other financing mechanisms for airport improvements.



Transportation Clients A Snapshot of Our



Hartsfield-Jackson Atlanta International Airport.



Chief Executive Officer

Deputy General Manager Chief Executive Officer (2010, 2014, 2018)



Chief Commercial Officer



Chief Civil Rights Officer Chief Financial Officer; **Auditor General**



Chief Executive Officer



Chief Executive Officer



Chief Financial Officer Chief Operations Officer Chief Commercial Officer

Chief Executive Officer Chief Technology Officer Chief Safety Officer



SEPTA

Chief Executive Officer



Multiple C-Level Roles

Chief Executive Officer



Impact at a Glance



Forbes

Recognized as one of the country's top ten best executive search firms for seven consecutive years and identified as among the "best equipped" to win the talent war.



7707

Inc. Best In Business

Recognized nationally as one of 240 companies making an extraordinary impact in business and society.

50

years of experience identifying transformational leaders

For seven consecutive years, we have ranked as a Forbes top-10 executive search firm in the U.S.

09

Offices A global footprint across 35 countries

%0/

70% of our business comes from repeat clients

%%

Average candidate retention rate of two or more years

300+

People
More than 300
people comprise our team







In 2023, 50% of placements were people of color



Portugal Romania Slovakia

Singapore South Korea

Zealand New

Norway Poland

Hong Kong India

Nashville, TN

Miami, R

Media, PA Dallas, TX



U.S. Presence/Global Reach

Diversified Search Group is international alliance of global alliance now spans 6 the Americas, Europe, the M





up is the exclusive U.S. partner of AltoPartners, the of independent executive search firms. Our ns 60-plus cities in more than 30 countries across ne Middle East, Africa and Asia Pacific.	ALTOPARTNERS		
\ Headquarters	AMERICAS	BMEA	
· Newburyport, MA	Argentina Canada	Angola Austria	South Africa Spain
New York, NY	Chile	Czech Republic	Sweden
	Colombi	Denmark	Switzerland
San Francisco, CA	a Mexico	Finland	Turkey
ON sin IO	Peru	France	UAE
	USA	German	Ϋ́
 Washington, DC 		y Ireland	
	ASIA PACIFIC	Italy	
		Morocco	
	Australia	Mozambique	
	China	Netherlands	

Philadelphia, PA

Atlanta, GA Chicago, L

Industry and Functional Specialization

DSG's

Industry

Specialization

Agribusiness and Food

Aviation, Logistics & Transportation

Consumer Markets and Retail

Cybersecurity

Education

Pherov

Financial Services / FinTech

Government

Healthcare

Industrial Life

Sciences

Media, Entertainment and Sports

Nonprofit and Social Impact

Private Equity / Portfolio Leadership

Software

chnology

Functional Specialization

Board Advisory and Governance Corporate and Governmental Affairs Cybersecurity

Digital Transformation (IT, Al, Chief Information Officer)
Diversity, Equity, and Inclusion Executive Officers and
Directors Financial Officers

Fundraising & Advancement Human Resources

Legal, Risk, Compliance and Corporate Governance Marketing and Sales Safety

Supply Chain & Operations

Proposed Services Overview





Key Steps for Conducting The Search

- Clarify each step of the engagement with the Board of Directors, staff and all constituents.
- Work closely with the Board and Staff to ensure that a thorough, exhaustive and inclusive process is executed that honors our public obligations as a search partner but also preserves the privacy and confidentiality necessary to attract and retain world class candidates.
- Identify and confirm potential pitfalls that exist when conducting a public search of this magnitude to ensure that the level of transparency required is balanced with the degree of confidentiality required to engage candidates capable of creating and executing the vision and goals of Albany County Airport Authority and its board.
- Build alignment at the Board level on the Position's responsibilities and requirements through the investment of meaningful time in the earliest hours of the search on what competencies matter most.
- Engage additional Stakeholders that may have competing interests under the direction of the Board, such as neighborhood associations, not for profit organizations, business community, unions, etc. to ensure that everyone's voice is heard to prevent inaccurate media driven headlines of a closed door, backroom process.
- Introduce and execute a comprehensive search review process to ensure communication and feedback through each stage of the engagement, including but not limited to research findings, candidate identification and evaluation, interview preparation and scheduling, candidate ranking, offer development and negotiation, etc.



Sample Timeline

Week 1

Week 2

Week 8

Week 10

Weeks 12-14

PHASE 1

Search Initiation

 Present search Stakeholder kick off call

strategy

Develop job description (JD) and scorecard

 Formal and informal status updates Steady presentation of candidates Finalize JD & scorecard · Align on search

· Multimodal outreach

strategy

Refinement, Diligence &

Outreach

DSG interviews

Continuous outreach

Client/Candidate interviews

Diligence checks

Support offer process (negotiations, preparation, acceptance)
 Finalize onboarding details
 Follow-up with client and placed leader

Candidate Selection Process



Fees and Expenses

- Our standard professional fee is 33 1/3 percent of the first year's total cash compensation. This fee is payable in thirds, with the first payment due when the assignment commences, the second payment in 30 days and the third payment in 60 days.
- While compensation ranges may vary significantly, based upon recent US Airport compensation data, we would anticipate a retainer for the CEO search of \$90,000 and for the CFO search, a retainer of \$80,000. Both fees will be capped at a maximum of \$100K each.
- We bill clients monthly for directly related expenses, which are costs incurred to identify and interview prospective candidates, e.g., out-of-pocket candidate and consultant travel.
- Indirect (administrative) expenses are 3 percent of the total retainer fee billed each month of the duration of the assignment. Indirect expenses are search-related expenses including system database management, data and analytics.



Our Commitment to Diversity

Commitment to Diversity, Equity, and Inclusion

Our firm is affiliated with Alliance for Board Diversity, is a funder of the Women's Business Hispanic Counsel on Corporate Social Responsibility (HACR), and LEAP on the research Collaborative, and has partnered with Deloitte, Executive Leadership Counsel (ELC), organizations dedicated to representing affinity groups advocating on behalf of and publishing of the "Missing Pieces" report. The firm has invested in many marginalized and/or diverse communities.

inclusion and by placing candidates from a broad array of backgrounds. Our record Search Group, we believe that talent is a key lever for achieving social change. We demonstrates the intentionality and success of our work in this area; In 2023, 56% of An important priority for Atlanta Regional Commission is fostering a more inclusive culture that reflects the diversity of its membership and community. At Diversified are passionate about diversity, equity, inclusion, and excellence. We are proud to have assumed a leadership role nationally with regard to diversity, equity, and our Nonprofit and Social Impact Practice's placements were people of color.



Organizational Chart



SONYA OLDS SOM

Global Managing Partner – Legal, Risk, Compliance & Government Affairs Practice Group



ZACK DEMING

Managing Director and Practice Leader, Aviation, Transportation, and Logistics



LIZ EWING

Managing Director and Co-Practice Leader, Financial Officers



MACLEAN CRAIG

Managing Associate, CIO/ CTO Practice



Zack Deming

Managing Director and Practice Leader, Aviation, Transportation, and Logistics

Education

- MBA, Goizueta Business School, Emory University
- BBA, Finance, Terry College of Business, University of Georgia

Professional Affiliations and Leadership

- Board Member, ACI Logistix
- Board Member Emeritus, Terry College of Business, University of Georgia
- Member, Rotary Club of Downtown Atlanta



record of helping private equity sponsors build world-class management teams within their Zack Deming specializes in executive searches for Aviation, Transportation, and Logistics clients and is based in Atlanta. With over a decade of executive search experience, Zack brings expertise in the human capital space with deep industry knowledge and a track portfolio companies.

Expertise

- Zack's areas of expertise include Board Director and Chair search, CEO Succession, and
- private capital.
- He has recently conducted executive and board searches for a broad range of clients across
- the airline, aerospace, and airport sectors, as well as third-party logistics, e-commerce/final mile, and broader industrial services
- Zack also works closely with Private Equity sponsors to address talent needs within their portfolio companies in order to drive successful exits.

- Zack joined Diversified Search Group from another leading global search firm, where he was a senior client advisor in the firm's Civil Aviation Practice.
- He began his career on Capitol Hill, serving as a Staff Assistant in the US House of Representatives
- before spending time in financial services.
- Zack's board affiliations include ACI Logistix, he is board member emeritus for Terry College
- of Business University of Georgia, and an active member of the Downtown Atlanta Rotary Club of Atlanta.



Sonya Olds Som, Esq.

Global Managing Partner Legal, Risk, Compliance, and Government Affairs

Education

- JD, Cornell Law School (Cornell Black Lawyers Alumni Network Board Member; Cornell Law School Alumni Association Executive Board Member (Emerita))
- BA, English, with Honors, Kalamazoo College (Kalamazoo College Alumni Association Engagement Board Member)

Professional Affiliations and Leadership

- National Bar Association (2023 Cora T. Walker; 2022 Gateway to Success; 2019 Presidential; and 2018 General Counsel Invitational Executive of the Year Awards)
- Hispanic National Bar Association (2018 Ally of the Year Award)
- Metropolitan Black Bar Association of New York (2019 Presidential Award)
- Quantum Leadership Foundation Vice President and Executive Committee Member
- American Writers Museum Board Member
- Girls Inc. of Chicago Board Member

* DIVERSIFIED SEARCHGROUP

Counsels, Board Members, Chief Diversity Officers, and other C-suite executives across various practicing attorney with a demonstrated history of recognizing the significance of diverse and counsel to clients seeking to recruit top-tier professionals such as Chief Legal Officers, General inclusive leadership, Sonya leads executive searches and consulting assignments and offers Pairing a substantial background in executive search focused on the legal sector and as a industries and geographies.

Expertise

- Sonya is recognized for her dedication to forging meaningful connections among individuals and organizations. Her unrivaled ability lies in establishing strategic partnerships through a highly authentic, personalized, and consultative approach. Leveraging her extensive expertise in talent acquisition, diversity, equity, inclusion & belonging, and labor & employment law and immigration law, Sonya has successfully attracted premier industry talent on a global scale for various premier organizations.
- She supports organizations committed to strengthening their culture of diversity, equity, inclusion & belonging Sonya regularly provides thought leadership through industry panels, podcasts, the media, and social media. by positioning this as an integral component to successfully doing business.
- At the core of her Sonya's role is conducting executive searches across C-Suite roles and industries, as well as conducting DEIB consulting for organizations.

- Prior to joining Diversified Search Group, Sonya was an Executive Search Partner in Heidrick & Struggles' Chicago office and a member of the firm's Legal, Risk, Compliance, and Government Affairs Search, CEO & Board Search, and Diversity Advisory Services Practices.
- throughout the legal industry to help place leaders in global legal departments and top law firms nationwide. candidates, business development, and marketing. She was able to leverage a deep professional network decade, she oversaw various areas of recruiting within the legal field, including developing and sourcing Preceding her time with Heidrick & Struggles, Sonya was a Partner at Major, Lindsey & Africa. For nearly a
- Preceding her executive search career, Sonya was a law firm partner and practiced labor & employment and immigration law at several large law firms for over a decade, including leading immigration practice groups.



Ewing

Managing Director and Co-Practice Leader, Financial Officers

Education

- MBA, The Wharton School of the University of Pennsylvania
- BA, University of Vermont

Professional Affiliations and Leadership

- Executive Coach, Rutgers University Leadership Coaching for Operational Performance
- Former Board Chair, Westmont Montessori School
- Former Board Member, The Girl Scouts of Chicago

* DIVERSIFIED SEARCHGROUP

leadership expertise across a diverse client base, including Fortune 500, small and medium-sized Liz Ewing serves as Co-Practice Leader for Diversified Search Group's Financial Officers practice public and private companies, and private equity firms. She is based in based in the firm's New York office. and is a member of the firm's Board of Directors practice. Liz provides industry insights and

Expertise

- Liz's industry expertise spans Finance, Board, and Compliance & Risk leadership and market trends.
- In addition to executive search, she is a leadership advisor and executive coach.
- Liz is pivotal in her position, managing client relationships across various industries and representing the company's functional capabilities both nationally and globally.

- Before her career in executive search, Liz served as the Treasurer of Ondeo Nalco, a multi-national specialty chemical company.
- management/treasury operations; currency, interest rate and commodity risk management; finance/capital markets; mergers & acquisitions valuation, negotiation and structuring; cash While at Ondeo Nalco, Liz had responsibility for areas including capital structure; corporate employee benefit plan asset management; insurance risk management; and credit and collections.
- Prior to Ondeo Nalco, Liz was with Chemical Bank (now JPMorgan Chase & Co.) and Société Générale in commercial and investment banking roles.



Education

BA, Sociology & Psychology, Hunter College

** DIVERSIFIED SEARCHGROUP

MacLean "Mac" Craig is a Managing Associate based in the New York office of Diversified Search Group, working primarily in the technology function. For over 10 years, Mac has helped clients of varying levels in size and industry identify, attract, and retain top talent within the information technology function.

Expertise

- He has placed CIOs, CTOs, CISOs, and all other functional levels of IT professionals at Fortune 100 institutions in the financial services, professional services, industrial, consumer, healthcare, and technology sectors.
- Leveraging a rigorous, research & knowledge management background, he approaches the search process in a thorough and targeted manner to best meet clients' needs.

- Mac's career in search began at Coleman Research Group in New York, where he worked as a Research Associate and Recruiting Associate in the firm's Technology, Media, and Telecommunications practice.
- clients, including over 200 hedge funds, private equity firms, and management consulting firms. At Coleman Research Group, he performed primary research services for various institutional
- Mac worked as a consultant in the technology practice at Marlin Hawk. There, he managed full life-cycle recruitment and market intelligence projects for a variety of Fortune 500 clients in all industries, with a focus on the information technology function.
- Prior to his time at Marlin Hawk, Mac worked as a Senior Analyst and Global Knowledge Manager in the technology practice at Korn Ferry, where he supported a team of 93 senior associates, senior client partners, principals, and managing directors on various strategic initiatives, research needs, and business development efforts.







DSG Leadership Assessment



WISDIO

Actionable talent insights for building and developing high performing teams.

- Market and Expert Intelligence
- In-Depth Interview
- Data-Driven Hiring Tools
- 360° Referencing
- **Psychometrics**
- Candidate Diligence











Candidate Profiles & Interview Insights

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Wisnio features:

- Scientific assessments & Al-powered insights: Rigorous, scientifically
 backed assessments combined with advanced Al algorithms to
 analyze the data. Our advanced Al tools transform raw data into
 actionable insights.
- Team analysis & integrated development tools: Onboarding and team
 development tools help new team members integrate into the
 team and shape an environment where everyone can perform at
 their peak.
- Candidate profiles & interview insights: Access concise candidate
 profiles enriched with behavioral assessments, interview
 feedback, and Al-generated insights. Enter every interview wellprepared, with tailored questions for an in-depth, insightful
 interview with each candidate.

AI-powered talent insights:

- See beyond the resume: Get a comprehensive understanding of the core values, competencies, and behavioral strengths of each candidate. Use Wisnio's job analysis tools and predefined scorecards to craft a thorough job brief quickly.
- Wisnio Al: Evaluates the data, producing comprehensive candidate reports and interview guides. Integrated tools for interviewing, onboarding, and team development make the insight actionable.
- Predict team alignment: Evaluate how each candidate will integrate with, complement, and enhance your existing team dynamics.





3000

day of January

Subscribed and sworn to before methis



Proposal Acknowledgment Form

Exhibit D(1):

PROPOSAL ACKNOWLEDGMENT FORM

The Proposars acknowledge that ho'she has carefully examined the RFP, the attached Agreement draft and the proposed location's for hisher 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.

 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 berein; that this ecompany, 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 at to any other person's engaged in this type of business prior to the official opening of the Proposal.

Name of Proposer.	Signature of Authorized Person:	Tritle: COD / / /	Business Address of Praposer:	Business Phane Number, 215,732,6666	Date: January 14 2025
Ž.	Sig	Ξ	Bus	Bus	Dat

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Non-Collusion Affidavit

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.

qualifications are stated in the accompanying Proposal. The period of acceptance of this The undersigned offers and agrees to furnish all of the items/services upon which 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). COUNTY OF Phylodel P Ma STATE OF PENNSYIVANIA

Remer was provided in the day personally appeared Stapton Sylectede who after being by me duly swom did depase and say: 1. Stapton Morreage, am a duly authorized officer of agent for Puress field Search Land have been duly authorized in execute the BEFORE ME, the undersigned authority, a Notary Public in and for the State of foregoing on behalf of the said. I hereby certify that the foregoing offer has not been prepared in collusion with any other been for the past six (6) months, directly or indirectly concerned in any pool or agreement official opening of this Proposal. Further, I certify that the proponent is not now, nor has or combination, to control the type of services/commodities offered, or to influence any proponent or other person or persons engaged in the same line of business prior in the 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;

- The prices in this Proposal have been arrived at independently without collusion. competition as to any matter relating to such prices with any other proponent or consultation, communication or agreement for the purpose of restricting
- 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, œ.
- No attempt has been made or will be made by the proponent to induce any other O



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

Diversified Search LLC Name and Address of Proponent. 2005 Market Street, 33rd Floor, Philadelphia, PA 19103

215.732,6666

Telephone and Fax Nunribers

gnature

8

Name & Title Stephens Marrelle

SUBSCRIBED AND SWORN to before me by the above named on this day of James C-

Yanary Public in and for the State of NY

Commonwealth of Pennsylvania - Notary Seal Debra Loewenstern, Notary Public Philadelphia County
My commission expires August 4, 2026
Commission number 1257012
Member, Peinesylvania Association of Notaties



Offerer Disclosure of Prior Non-Responsibility Determinations

Exhibit D(3):

Offerer Disclosure of Prior Non-Responsibility Determinations

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

Diversified Search LLC

Address: 2005 Market Street, 33rd Floor, Philadelphia, PA 19103

Steve Morreale, COÖ Name and Title of Person Submitting this Form:

SC-1207 Contract Procurement Number:

January 14, 2025 Date: Has any Governmental Entity made a finding of non-responsibility regarding the individual or entity seeking to enter into the Programment Confract in the previous four years? (Phase circle): USF

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-) (Please circle):

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):

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

Basis of Finding of Non-Responsibility: Date of Finding of Non-responsibility: Governmental Entity:

(Add additional pages as necessary)

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

Yes Offerer certifes that all information provided to the Governmental Entity with respect to State Finance Law §139-k is pompleged-eneral and general. Date: January 14, 2025 Date of Termination or Withholding of Contract: 6. If yes, please provide details below. Sasis of Termination or Withholding; (Add additional pages as necessary) Signator Steve Morreale Governmental Entity: 000 Name Title By:



Obtained Request for Bid Affidavit

Exhibit D(4);

OBTAINED REQUEST FOR BID AFFIDAVIT

that I obtained the request for hid documents from the Albany County Airport Authority Purchasing Office. 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 I, being an authorized representative of the named organization / company, certify Airport Authority Purchasing Office.

Agent

Steve Morreals, COO Print or Type Name:

Address

2005 Market Street, 33rd Floor, Philadelphia, PA 19103

215,732,6666

phone:

SUBSCRIBED AND SWORN to before me by the above named on this.

day of Langary 2025

Commanwealth of Pennsylvania - Molary Seal Debts Loveresteen, Notary Public Philadelphia County My commission expires August 4, 2028 Commission number 1257912 Hamber, Pannsytrania Association of Notaries

Notary Public in and for State of New York



Insurance Requirement Affidavit

Additional insurance information can be provided by the agent within the appointed time period upon further request.



Work Force Composition

Exhibit D(7):

WORK FORCE COMPOSITION

215.732.6666 Diversified Search LLC

Phone Number Name of Firm

2500 Market Street, 33rd Floor, Philadelphia, PA 19103

Zip Code City

Address

State

Name & Title of Authorized Executive

Full Time Employees	Total # of	White	American	Black	Hispanic	Other (*)
	Employees		Indian			
	Male / Female	MÆ	MÆ	MÆ	MÆ	MÆ
Admin & Manager 34/62	34/62	29/44		3/13	1/1	1/4
Professional	28/102	19/71		4/16	3/8	217
Technical						
Sales Workers						
Office Workers	2/41	2/31		7/0	6/3	
Semiskilled						
Workers						
Unskilled Workers						
Apprentices						
Seasonal						
Temporary						
Part Time						
TOLAL	64/204	50/146		7/36	4/12	3/11

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

Remarks:



References

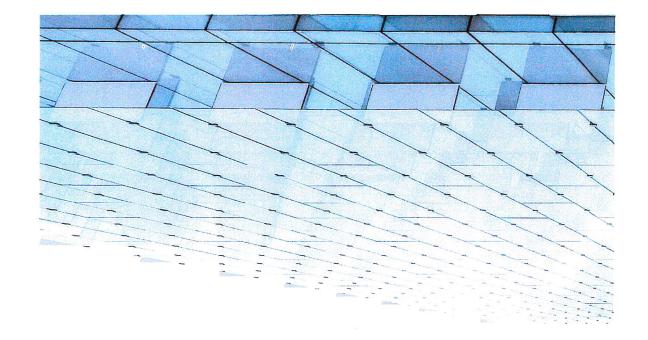
List three (3) companies or governmental agencies where like or similar services have been provided within the last three years:

1. Company Name: City of Atlanta
Contact Person: LaChandra Burks
Title: Chief Operating Officer
Address: <u>lburks@atlantaga.gov</u>
Phone: (404) 546-7662

2. Company Name: Hartsfield Jackson International Contact Person: Balram "B" Bheodari Title: General Manager (Former)
Address: balram.bheodari@me.com

Phone: (404) 456-1599

Company Name: Southeastern Pennsylvania Transportation Authority (SEPTA)
 Contact Person: Jeff Missan
 Title: Director, Recruitment and Talent Management
 Address: jmissan@septa.org
 Phone: (215) 580-8095



Thank you!

January 16, 2025

* DIVERSIFIED SEARCHGROUP

AGENDA ITEM NO. 10.2

Purchase Order: Purchase of one (1) Aircraft Tractor for the Fixed Base of Operations from Aero Specialties, Inc. per their quote numbered AS1Q30949

AGENDA ITEM NO: 10.2
MEETING DATE: August 18, 2025

ALBANY COUNTY AIRPORT AUTHORITY REQUEST FOR AUTHORIZATION

DEPARTMENT:	rinance
Contact Person:	Margaret Herrmann, Acting Chief Financial Officer
PURPOSE OF REQUEST:	
	of one (1) Aircraft Tractor for the Fixed Base of Operations from cialties, Inc. per their quote numbered AS1Q30949
CONTRACT AMOUNT:	
Contract Amount:	\$ 61,458.97
Estimated Shipping:	\$ 5,197.00
BUDGET INFORMATION:	
Anticipated in Current Al	LB Capital Plan: Yes 1/2 NoNA
FISCAL IMPACT – FUNDIN	G * (Dollars or Percentages)
Federal <u>0%</u> State Funding Source: <u>2290-</u>	<u>0%</u> Airport <u>100%</u> NA Capital Equipment
JUSTIFICATION:	
Towing capacity is 60,000	a new Aircraft Tractor for the Fixed Base of Operations. The lbs. This tractor is used to move medium to small cabin aircrafts. were obtained and the attached quote reflects the best available
CHIEF EXECUTIVE OFFIC	ER'S RECOMMENDATION:
Recommend approval.	
FINAL AGREEMENT SUBJ	ECT TO APPROVAL BY COUNSEL: YES NA √
Standard purchase order	vill be issued.
PROCUREMENT DEPARTM	MENT APPROVAL:
Procurement complies with Autopproved. YES √ NA_	thority Procurement Guidelines and Acting Chief Financial Officer has

AGENDA ITEM NO:	10.2	
MEETING DATE: Au	igust 18.	2025

BACK-UP MATERIAL:

- Recommendation Memo to Purchasing Agent
- Quote



Bobbi,

Million Air recommends the purchase of the TLD JST-30D Tractor. This unit will be used for moving medium to small cabin for the GA operation. Million Air has tried and tested this unit along with the other units quoted. It comes in at the best price and best suits the needs of the operations.

Sincerely,

Brian King Million Air Albany General Manager



Quotation



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

www.aerospecialties.com



Quote Number: AS1Q30949

Date of Quote:07-21-2025

Quote Valid Through: Aug 21, 2025

Sold To:

Ship To:

Your Sales Rep:

Albany County Airport Authority

Million Air Albany

Tony Cale GSE Sales Manager

737 Albany Shaker Road Albany, NY 12211 Brian King 16 Jetway Drive Albany, NY 12211

Phone: +1 208-378-9888

USA

Email: tonyc@aerospecialties.com

Ship Via	Incoterms	Payment Terms	Reference
T10	DAP	N30	

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

Part #	Description	Lead Time	Qty	Unit Price	Ext. Price
JST-30D	New TLD JST-30D Tractor, 6160 DBP capacity, 2 wheel drive, Deutz or Cummins Tier 4F diesel engine (customer choice), industrial Graziano PST-2 automatic transmission with safety interlock, standard power steering and 4 wheel disk brakes. STANDARD FEATURES: Engine high temp & low oil pressure safety shutdown Engine low coolant level warning 12 VDC System with battery master switch Anti restart ignition key Flashing beacon (Amber) LED lighting system: Turn signal, stop lamps, headlights, hazard lights, rear light protector Reverse light and reverse buzzer Power steering / power braking systems 4-wheel power disc brakes Two seats (driver & passenger) with seat belt H/D Rear hitch remotely controlled by the driver Anti-skid floor Front tire 185R14LT / Rear tire 28x9-15NHS Warranty: Two Years Dimensions: L: 125 in (3175 mm) W: 57 in (1440mm) H: 59 in (1495mm) Weight: 9560 lbs (4350kg)	14-18 weeks ARO	1	\$61,458.97	\$61,458.97

Part # Description Lead Time Qty Unit Price Ext. Price

The following options are installed on quoted tractor:

3002 - Front LED working light

3005 - Keyless ignition switch

3008 - Front lights protection grid

3013 - Plastic bumpers on sides

3017 - Front hitch - three levels with pin dia. 30mm

3022 - Keyless engine hood lock

TAX

The quoted prices do not cover taxes and duties, which may be added at the time of payment unless a tax-exempt certificate is provided.

Totals

FOR UNITED STATES CUSTOMERS ONLY:

Due to laws concerning sales tax collection in the USA's various states, AERO Specialties will now collect sales tax from all customers that are not tax-exempt. The state/county's sales tax will be charged at the time of invoicing. Please provide your exemption documentation or relevant information during order placement if you are a reseller or a tax-exempt customer.

\$5,197.00
\$0.00
\$61,458.97

Lead times are quoted in business days and subject to change.

Deposit Required

\$0.00

BEWARE OF CYBER FRAUD!

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

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

Quotation Notes and Acc	eptance
To accept and	purchase the equipment on this quotation, sign below and return:
Acceptance Date:	
Print Name:	
Signature:	





About AERO

AERO Specialties provides complete aircraft and airport ground support equipment (GSE) solutions to corporate, FBO, MRO, military, airline, and general aviation customers worldwide. AERO manufactures and distributes industrial-grade, high-quality new, used, and refurbished aircraft GSE.

AERO OEM aircraft Towbars & Heads, Oxygen & Nitrogen Service Systems, Lavatory & Potable Water Service Carts, Maintenance Stands, Hydraulic Power Units and JetGo Ground Power Units utilize technologically advanced parts, and materials designed to protect aircraft and customers' equipment investments. As an authorized distributor for TLD, and many others, AERO can meet most equipment requirements.

With over 30 years of experience and over 21,000 active customers, we are one of the premier suppliers of aircraft GSE to aviation markets across the globe. The diversity of our catalog and our expertise makes us the preferred GSE supplier to many organizations such as Signature Flight Support, ASIG, Jet Aviation, ExecuJet, Atlantic Aviation, Landmark Aviation, Air Canada, JetBlue, Southwest Airlines, Delta Airlines, Alaska/Horizon Airlines, Embraer, Bombardier, Gulfstream, Lockheed Martin Co, Raytheon, Leonardo, General Atomics, Boeing and Airbus Military, USAF, and the US NAVY (to name only a few).

AERO's dedication to customer service and industry experience is unmatched. AERO Specialties sales and support staff understand aircraft handling and maintenance and are ready to assist and advise on the proper equipment needed for your specific application. Combine this with our team of professionally certified mechanics and engineers, revered customer service, and an online parts store, and you have the best aircraft GSE supplier in the business. Regardless of your type of operation or global location, AERO Specialties will provide the perfect solution to your ground support equipment and aircraft servicing needs.



STANDARD TERMS AND CONDITIONS OF SALE

of AERO Specialties, Inc.

- ARTICLE 1 SALES CONTRACTS- AERO Specialties, Inc. (herein called the "Seller") sells all products and services only upon these standard terms and conditions, which, unless otherwise agreed by the Seller in writing, shall be a part of the contract therefore and shall supersede any inconsistent terms on customers purchase order, notwithstanding any contrary terms that may appear therein.
- An order placed with the Seller must be in the form of a written purchase order. The issuance of a purchase order, confirmation or acknowledgment by customer shall be deemed to evidence and authenticate the customer's acceptance of these standard terms and conditions.
- All proposals, quotations, bids or other similar communications from the Seller will be considered invitations to customer to submit an offer to contract in the form of a written purchase order. A binding sales contract will result when the Seller accepts the customer's order by mailing a letter of acceptance, or an acknowledgment copy of an entered order, to the customer. All such sales contracts shall be governed by the laws of the State of Idaho, U.S.A., but not its conflicts of laws provisions. Upon receipt of customer's order, the Seller, at its sole discretion shall evaluate customer's then current performance of payment to the Seller, other suppliers and creditors, the Seller's acceptance of customer's order is subject to the Seller's satisfaction with such payment performance.

ARTICLE 2- TERMS OF PAYMENT-

- Terms are net 30 days (upon written credit approval authorization by Seller) from EXW date unless otherwise provided in the Seller's proposal or invoice. When an account becomes past due according to its terms, interest will be charged at a rate of 1 1/2% per month on all balances until paid in full. If an account is turned over for collection, the customer will be responsible for Seller's costs and expenses of collection, including reasonable attorneys' fees.
- If delivery in installments is quoted by the Seller or required by customer's order, failure of customer to make any payment when due as provided for in the sales contract shall give the Seller the right to suspend work or delivery until such payment is made. In the event that any such default by customer continues for more than 15 days after the date due, the Seller may at any time thereafter cancel the sales contract by written notice faxed, mailed or telegraphed to customer and thereupon be entitled to recover the cancellation charges set forth in Article 8. In addition, the Seller shall have the right to repossess without process any previously delivered equipment, parts or products which have not been paid for in full. In the event the Seller suspends work on customer's order due to customer's failure to make payment at the time provided for in the sales contract, any claim by customer against the Seller for delay in completion of the work shall be waived and barred.
- Security Interest. You grant to Seller and Seller will retain a purchase money security interest under the Uniform Commercial Code in all goods purchased from Seller until the goods are paid in full. If you fail to pay for the goods as agreed, Seller may repossess any goods in which it retains a security interest and Seller shall have all the rights and remedies of a secured creditor under the Uniform Commercial Code. You authorize Seller to file financing statements covering the goods.
- ARTICLE 3- PRICES- Unless otherwise specifically and conspicuously stated in a written quotation, order acknowledgement, or other document signed by the Seller, the price of any equipment, parts or products shall be the price for such equipment, parts or product in effect at the time of shipment.

ARTICLE 4- SHIPPING; DELIVERY-

- Shipping dates are subject to review at the time customer's order is accepted and will be determined at that time on the basis of the Seller's then current shipping commitments. Shipping dates are quoted in good faith, the Seller, however, will not be liable for loss or damage due to delay or failure to make delivery when such delay or failure is caused by fire, strike, civil or military authority, war, hostilities, governmental action, failure of suppliers to make delivery as scheduled, or any other cause beyond the Seller's reasonable control, including delay or interruption in manufacture, shipment or installation caused by customer.
- Unless otherwise stated, all sales are EXW (Ex Works) (Incoterms 2010). Risk of loss or damage to products shall remain with Seller until delivery of the goods in accordance with the applicable Incoterm.
- Any unit not shipped after 90 days from EXW (Ex Works- factory location) (Incoterms 2010) (Green Tag) date will generate a cost of 0.5% of the Selling price of the Unit that will be invoiced by the Seller to the customer
- ARTICLE 5 WARRANTY- Unless otherwise provided, the only warranty, which the Seller makes in connection with its equipment, parts and products, is the published AERO SPECIALTIES general warranty conditions. Receipt of information from the customer and delivery by the Seller of equipment, parts or products specified in customer's order does not imply a warranty by the Seller that the equipment, parts or products so delivered will be suitable for the purposes disclosed. IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARE EXCLUDED.
- ARTICLE 6 LIMITATION OF LIABILITY- IN NO EVENT SHALL THE SELLER BE LIABLE FOR ANY SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES, including loss of profits, in connection with its acceptance of customer's order or in connection with the manufacture, delivery or installation of the equipment, parts or products so ordered, whether customer's claim for such damages be based upon failure or delay of delivery, breach of guaranty or warranty or otherwise.
- ARTICLE 7 RETURNS- Any equipment, part or product, which is returned under warranty, may be so returned only with the prior written approval of the Seller's home office, which approval will not be unreasonably withheld. Equipment, parts or products for which return is authorized must be shipped prepaid to the Seller's warehouse or a AERO SPECIALTIES Factory as advised in the written approval. A re-stock fee of up to 15% may be applied to the return depending upon condition of product and circumstance of return.

11175 West Emerald Boise, Idaho 83713 www.aerospecialties.com Tel: +1 208-378-9888



ARTICLE 8 - CANCELLATION CHARGES-

In case of any contract cancellation by the customer:

- A 20% penalty of the total contract amount will be levied if cancellation occurs during the 60 days prior to the original expected date of shipment.
- A 50% penalty of the total contract amount will be levied if cancellation occurs after the original expected date of shipment
- In the event customer causes delays, or otherwise materially hampers or interrupts the Seller's manufacture, shipment or installation or equipment, parts or products, the Seller may terminate the sales contract and customer shall pay the Seller the applicable cancellation charges set forth above.
- **ARTICLE 9 DESIGN PROTECTION-** No rights in designs, trade names, trademarks, and copyrights of merchandise delivered hereunder shall pass to customer and customer agrees not to reproduce or simulate or cause or knowingly allow to be used, reproduced or simulated, either directly or indirectly, such designs, trade names, trademarks and copyrights.
- ARTICLE 10 SERVICES- The provisions of these Standard Terms and Conditions relating to sales contracts, terms of payment price, and limitation of liability are applicable to any services sold by the Seller whether separately or in conjunction with an equipment order.

AGENDA ITEM NO. 10.3

Issue Purchase Order for Electric Service Repair near the Air Guard Hangar done by National Grid

AGENDA ITEM NO: 10.3 MEETING DATE: August 18, 2025

ALBANY COUNTY AIRPORT AUTHORITY REQUEST FOR AUTHORIZATION

-
DEPARTMENT:
Contact Person: John LaClair, P.E. Chief Engineer
PURPOSE OF REQUEST:
Issue Purchase Order for Electric Service Repair near the Air Guard Hangar done by National Grid
CONTRACT AMOUNT:
Total Amount: \$66,497.54
BUDGET INFORMATION:
Federal Airport Improvement Program Anticipated in Current ALB Capital Plan: Yes No ✓ NA Funding Account No.: Capital
FISCAL IMPACT – FUNDING
Federal <u>N/A</u> State <u>N/A</u> Airport <u>100%</u> NA Term of Funding: <u>2025-2026</u> Grant No. : <u>N/A</u> State PIN: <u>N/A</u>

JUSTIFICATION:

Request is made to approve a Purchase Order for \$66,497.54 to National Grid of Albany, New York. Due undermining of the Airport interior perimeter road, a storm drainage pipe was found to be falling apart. Airfield Maintenance was attempting to excavate to the top of the pipe to make temporary repairs to maintain the roadway until weather conditions allowed for replacement of the pipe. While removing the soil from atop the pipe, the excavator hit a National Grid electrical feed to the Air Guard facility, which resulted in a power outage for that facility. National Grid made the necessary repairs (temporary) to re-energize the Air Guard. Since then National Grid has submitted a proposal to make permanent repairs and move the power line out of the way to allow Air Field maintenance to replace the drainage pipe safely.

CHIEF EXECUTIVE OFFICER'S RECOMMENDATION:

Recommend approval.

AGENDA ITEM NO: 10.3 MEETING DATE: August 18, 2025
FINAL AGREEMENT SUBJECT TO APPROVAL BY COUNSEL: YES J NA_
PROCUREMENT DEPARTMENT APPROVAL:
Procurement complies with Authority Procurement Guidelines and Acting Chief Financial Officer has approved. YESNO
BACK-UP MATERIAL:
Please refer to attached National Grid proposal.



August 1, 2025

Albany County Airport Authority 737 Albany Shaker Rd. Albany, NY 12211

Re: Electric Service Proposal 31166050 845 Watervliet Shaker Rd, Latham, NY 12110

Enclosed please find an Electric Service Proposal for your request to relocate the National Grid facilities as described below:

Install two UR6 splice boxes, cut the pavement, excavate a 50-foot trench, and place two 4-inch PVC conduits, encasing them in concrete. Additionally, install approximately 50 feet of three-phase underground primary cable, splicing the cables, and removing the old cable at 845 Watervliet Shaker Rd, Latham, NY 12110.

This project falls under PSC No. 220 Tariff Rule 28.1. Rule 28.1 requires that the customer pay all costs associated with the project. Under this rule, there is an estimated cost to you in the amount of \$66,497.54.

NOTE: If you have an applicable tax exemption certificate, please forward along with this signed proposal.

If this Proposal is acceptable, please sign and return this letter. Upon receipt of your acceptance, you will be billed under separate cover in the amount of \$66,497.54. This estimate is valid for 90 days from the date of this letter.

This work will be scheduled upon receipt of this signed proposal, payment of invoice, and completion of all responsibilities as outlined in the attached proposal.

The breakdown of these estimated charges are as follows:

Labor, Expenses, & Fringes	\$19,346.93
Materials & Handling	\$10,903.10
Transportation	\$5,515.61
External Cost	\$8,500.00
Overheads	\$22,231.90
Sub-Total	\$66,497.54
Taxes	\$0.00
Total Estimate Charges	\$66,497.54

Pursuant to PSC No. 220, you are responsible for the actual costs of this project. Upon project completion, costs will be reconciled to actual costs. The Company will subsequently bill you if our costs run over the invoiced amount or refunded the difference if costs run below the invoiced amount. You are responsible for all invoiced amounts.

Should you have any questions, please contact me at (518) 949-7693.

Sincerely, Tanner Stewart Consumer Representative Regional Account Services National Grid

I ACCEPT AND AGREE TO BE BOUND BY THE TERMS OF THIS PROPOSAL:

Print Name:	
Title: (if applicable)	
Signature:	
Date:	
Dute.	

By signing this agreement, the signatory represents and warrants that he or she is duly authorized and has legal capacity to execute, deliver, and bind the party to this agreement.

ELECTRIC SERVICE PROPOSAL 31166050

Albany County Airport Authority 845 Watervliet Shaker Rd, Latham, NY 12110

Service Work Request:	31166050		
Del 1100 11 Old Requests			
Electrical Contractor:	Ray Camilli		
Customer's Contribution:	\$66,497.54		
Billing Party:	Albany County Airport Authority		
Customer's Responsibilities:	 Return signed Proposal cover letter, if accepted Provide all necessary right-of-way easements Notify National Grid if any changes in the Billing Party occur Payment in full, upon receipt of invoice Provide copy of Tax-Exempt Certificate (if applicable) Adherence to applicable Electric Service bulletin(s) Electric Specifications (site.com) 		
National Grid Responsibilities:	Site preparation for installing splice boxes and underground primary cable, including trenching, conduit placement, and removal of old cable.		
Construction Lead Time:	Approximately 4-6 weeks will be necessary for construction. Upon receipt of payments, permits, right-of-way and the signed Agreement, this project will be added to National Grid's construction schedule. Note: Payment must be made upon receipt of invoice. The correct mailing address for payments will be noted on the invoice you receive.		
Customer Communications Update:	If a progress report is needed during construction, including the expected date for the Owners project completion, the expected completion date for the utility's work, and confirmation of the expected date for the service connection of permanent power, please contact the Company Job Owner at the number listed below.		
Remarks:	This Proposal is based upon projected cost and rate schedule provisions in effect at the date of this proposal and will be withdrawn if not accepted within 90 days of the date of this Proposal. This proposal and all attached documentation are proprietary property of National Grid and can only be used for its intended purpose and shall not otherwise be disclosed.		
Prepared By:	Tanner Stewart Regional Account Services (518) 949-7693		

AGENDA ITEM NO. 10.4

Approve the Purchase of One(1) Aircraft Deicing Vehicle Contract #E-1245 from: Textron, Inc., 41 Busch Drive, Cartersville, GA 30121

AGENDA ITEM NO: 10.4
MEETING DATE: August 18, 2025

ALBANY COUNTY AIRPORT AUTHORITY REQUEST FOR AUTHORIZATION

DEPARTMENT:
Contact Person: Margaret Herrmann, Acting Chief Financial Officer
PURPOSE OF REQUEST:
Approve the Purchase of One(1) Aircraft Deicing Vehicle Contract #E-1245 from: Textron, Inc., 41 Busch Drive, Cartersville, GA 30121
CONTRACT AMOUNT:
Base Amount: \$ 436,000.00 Shipping/Delivery: 5,000.00 Total: \$441,000.00
BUDGET INFORMATION:
Anticipated in Current Budget: Yes No
FISCAL IMPACT - FUNDING (Dollars or Percentages)
Federal State Airport <u>100%</u> Funding Source: <u>Airport Capital Budget</u>
JUSTIFICATION:
Request is made to approve the purchase of one (1) Aircraft Deicing Vehicle for use by Million Air to deice commercial and general aviation aircrafts. Purchase of this vehicle will ensure adequate equipment is available during the upcoming winter season. A Request for Bid was released and two bids were received on July 30, 2025. The lowest priced bid received was from Textron, Inc. Both bids were reviewed by the Million Air Manager, Brian King and AvPorts Assistant Maintenance Manager, Chris Pasquini They have approved the equipment bid and recommend purchase of this vehicle.
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 Acting Chief Financial Officer has approved. YES $\sqrt{}$ NA

AGENDA ITEM NO: 10.4
MEETING DATE: August 18, 2025

BACK-UP MATERIAL:

Certified Bid Tabulation and Department recommendations for Award.

CONTRACT #E-1245 One (1) Aircraft Deicing Vehicle

Company Name	Textron Inc.	Global Ground Support	
Minimum Specs Met	NO	NO	
Make/Model	Premier MT43P21	Ultimate ONE-G-2200SE-E	
Base Bid Price	\$436,000.00	\$499,900.00	
Shipping/Delivery	\$5,000.00	\$8,450.00	
Total	\$441,000.00	\$508,350.00	
Offerer Disclosure	х	х	
Non-Collusion	x	x	
References	x	X	
Acknowledgment	×	×	

Dahhi Matthaus andife	hat this hid tabulation is a true con-	at the endorse as beautites	I be want bidder for the	hid (IEQ) shows shows

Albany Airport Authority Purchasing Department

Bobbi Matthews **Purchasing Agent** Sworn to before me this 3 day of July 20 25

JENNIFER A. MUNGER
Notary Public, State of New York
No. 01MU6246332
Qualified in Schenectady County
Commission Expires Aug. 08, 20



Bobbi Matthews

From: Brian King
bking@millionair.com>

Sent: Monday, August 11, 2025 11:07 AM

To: Bobbi Matthews; Chris Pasquini
Cc: Margaret Herrmann; Kathryn Kane

Subject: Re: Recommendation for award / Contract # E-1245

Bobbi,

Million Air's recommendation is the Textron Premier Deicer.

Sincerely,

Brian King General Manager Million Air - Albany O. 518.242.2444 | C. 845.709.0171 16 Jetway Drive, Albany, NY 12211 @MillionAir_FBOs





Bobbi Matthews

From:

Chris Pasquini

Sent:

Tuesday, August 12, 2025 7:45 AM

To:

Bobbi Matthews; Brian King

Cc:

Margaret Herrmann; Kathryn Kane

Subject:

RE: Recommendation for award / Contract # E-1245

Bobbi,

AvPorts recommendation is the Textron Premier Deicer.

Thank you



Chris Pasquini

Albany International Airport
Assistant Maintenance Manager
(518) 242-2379 Work
cpasquini@albanyairport.com
130 Sicker Road
Latham, New York 12110
United State of America
Albanyairport.com

AGENDA ITEM NO. 11

Authorization of Change Orders

AGENDA ITEM NO. 11.1

Construction Contract: Authorization of Change Order #6 for Construction Contract 1127-GC for Concourse A Rehabilitation to AOW Construction LLC.

AGENDA ITEM NO: 11.1 MEETING DATE: August 18, 2025

ALBANY COUNTY AIRPORT AUTHORITY REQUEST FOR AUTHORIZATION

DEPARTMENT:

Planning and Engineering

Contact Person:

Matthew J. Mokey, P.E., Engineer

PURPOSE OF REQUEST:

Construction Contract: Authorization of Change Order #6 for Construction

Contract 1127-GC for Concourse A Rehabilitation

to AOW Construction LLC.

CONTRACT AMOUNT:

Base Amount: \$12,733,787.00

Change Order #1:

80,789.00 ACAA Approved 02/10/2025

Change Order #2:

122,480.00 ACAA Approved 03/24/2025

Change Order #3: Change Order #4: 78,708.00 ACAA Approved 05/12/2025 55,205.00 ACAA Approved 06/09/2025

Change Order #5:

293,015.00 ACAA Approved 07/14/2025

Change Order #6:

53,371.00 *

Total: \$13,417,355.00

BUDGET INFORMATION:

Anticipated in Current ALB Capital Plan: Yes / No_ NA

Funding Account No.: CPN

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 85%

State N/A

Airport 15%

Term of Funding:

2024-2026

Grant No.: N/A

STATE PIN: N/A

^{*}Pending approval at this meeting.

AGENDA ITEM NO: 11.1
MEETING DATE: August 18, 2025

JUSTIFICATION:

Request to approve Change Order #6 for Contract # 1127-GC Concourse A Rehabilitation to qualified low bidder AOW Construction LLC. of Albany, NY for \$53,371.00. The change order work includes modification to the existing structural steel at the roof level. Work includes additional engineering, fabrication, and installation to complete the work and implement revised gusset plate detail to the existing structural steel. Additional work under this change order includes the removal of additional brick wall and infilling the window opening to Gate A2 Passenger Boarding Bridge.

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 Acting Chief Financial Officer has approved. YES______ NA____

BACK-UP MATERIAL:

Please refer to the attached Contract 1127-GC Change Order #6 backup.

12,733,787.00

13,363,984.00

13,417,355.00

630,197.00

53,371.00



\mathbf{AIA}° Document G731 $^{\circ}$ – 2019

CHANGE ORDER INFORMATION:

Change Order Number: 006

Date: 08-07-2025

CONSTRUCTION MANAGER: (name and address)

ARCHITECT: (name and address)

Turner Construction Company

1 Computer Drive South

70 Franklin Street

Boston, MA 02110

Albany, NY 12205

Fennick McCredie Architecture, LTD

CONTRACT INFORMATION:

[1127-GC]

Date: 06-10-2024

Contract For: General Construction

Change Order, Construction Manager as Adviser Edition

PROJECT: (name and address) Albany County Airport Authority Terminal A

737 Albany Shaker Road

Albany, NY 12211 OWNER: (name and address) Albany County Airport Authority 737 Albany Shaker Road

Albany, NY 12211

CONTRACTOR: (name and address)

30 Essex Street

AOW Construction, LLC

Albany, NY 12206 THE CONTRACT IS CHANGED AS FOLLOWS:

(Insert a detailed description of the change and, if applicable, attach or reference specific exhibits. Also include agreed upon adjustments attributable to executed Construction Change Directives.)

01. PCO-064 [COR-064] RFI-087 Gusset Plate Design [Add \$27,541.00] 02. PCO-085 [COR-085] ASI-026 Exterior Brick Wall Detail [Add \$25,830.00]

The original Contract Sum was Net change by previously authorized Change Orders The Contract Sum prior to this Change Order was The Contract Sum will be increased by this Change Order in the amount of The new Contract Sum including this Change Order will be

The Contract time will be unchanged by Zero(0) days. The Contractor's Work shall be substantially complete on 08-10-2026.

NOTE: This Change Order does not include adjustments to the Contract Sum or Guaranteed Maximum Price, or the Contract Time, that have been authorized by Construction Change Directive until the cost and time have been agreed upon by both the Owner and Contractor, in which case a Change Order is executed to supersede the Construction Change Directive.

NOT VALID UNTIL SIGNED BY THE ARCHITECT, CONSTRUCTION MANAGER, CONTRACTOR, AND OWNER.

ARCHITECT (Signature) **CONSTRUCTION MANAGER (Signature)** BY: Joe Sirkovich, Project Manager BY: Robert Wagner, Sr. Project Manager (Printed name, title, and license number if required) (Printed name and title) Date Date

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PCO-064



A·O·W CONSTRUCTION

30 Essex Street Albany, NY 12206 Ph: (518)482-3400

Change Request

To: Robert Wagner

Turner Construction Company 1 Computer Drive South Albany, NY 12205 Number: COR 064 Date: 7/10/25

Job: 24-00048 AIA Concourse A Rehab

Reason: Owner Request

We are pleased to offer the following specifications and pricing to make the following changes:

Detailed Description

PCO-064 RFI-087 Gusset Plate Design - This PCO covers additional engineering, fabrication, and installation work required to implement revised gusset plate details in response to RFI-087. Scope includes the installation of modified gusset plates, web stiffeners/backers, and new plate stiffeners at the roof level. Also included are 8 hours of foreman time for AOW to investigate, photograph, and dimension existing field conditions, in order to support the engineer in developing and executing the required modifications to the existing structural steel.

Pricing Summary				
AOW Labor			\$ 704.00	
American Orna	mental		\$ 25,368.00	
	Sul	ototal:	\$ 26,072.00	
	Bond	0.50%	\$ 137.00	
OH&P on	AOW Work	15.00%	\$ 106.00	
OH&P o	n Sub Work	5.00%	\$ 1,226.00	
		Total:	\$ 27,541.00	<u> </u>

f you have any	questions, please contact me at 518	-482-3400.	
Submitted by:	Patrick Andrews		
	AOW Construction, LLC		
Cc:			
Alysia Sanichar	(AOW Construction, LLC)		
Approved by	AOW: GONSTRUCTION, LLC.:	Approved by ARCHITECT:	Approved by OWNER:
Approved:	Ab Burgayoli	Approved:	Approved:
Date:	7/10/2025	Date:	Date:

PCO-064 Rec'd TCCo 07.10.25

30 Essex Street Albany, NY 12206 T 518-482-3400 F 518-482-3444

A-O-W CONSTRUCTION

24-0048 Albany Airport Concourse A Rehab COR-064 PCO-064 RFI-087 Gusset Plate Design

COR-064 PCO-064 RFI-087 Gusset Plate Design								
	Regular			Regular				
AOW Labor	Hours			Rate				Total
AOW Labor (Superintendent)			\$	94.00			\$	-
AOW Labor (Project Manager)			\$	95.00			\$	_
AOW Labor (Carpenter Foreman)			\$	90.00			\$	-
AOW Labor (Carpenter)	8		\$	88.00			\$	704.00
AOW Labor (Laborer Foreman)			\$	90.00			\$	-
AOW Labor (Laborer)			\$	87.00			\$	-
			AC	W Labor Tot	al:		\$	704.00
AOW Material	Quantity	Units		\$/Unit		Cost/Item		
					Ś		\$	×
					\$ \$	-	\$	-
					\$	-	\$	-
			AO	W Material	Tota	l:	\$	-
AOW Tool Rentals	Quantity	Units		\$/Unit		Cost/Item		
					\$	Е	\$	=
					\$	-	\$	-
			AO	W Tool Rent	tal To	otal:	\$	
			AO	W Subtotal:			\$	704.00
<u>Subcontractors</u>			Sul	bcontractor		10%		
				Costs		Mark-up		
American Ornamental			\$	24,522.80	\$	2,452.28	\$	25,368.00
					\$	-	\$	-
					\$	=	\$	-
					\$	-	\$	-
Subcontractor Total:			\$	24,522.80	\$	2,452.28	\$	25,368.00
			Sul	ototal All Cat	ego	ries:	\$	26,072.00
		15.0%	AO	W OH&P on	Self-	Performed	\$	105.60
		5.0%		W OH&P on			\$	1,226.14
						Subtotal:		27,403.74
		0.5%	Воі	nd			\$	137.02
			Gra	nd Total:			\$	27,540.76
							OTTA SEED	

REQUEST FOR CHANGE ORDER

19 Industrial Parkway ~ Gloversville, NY 12078

Phone 518-921-4006

Fax 518-921-4447

E-Mail: bruce@americanorn.com

To: AOW Associates

Attn: Patrick Andrews

Project: Albany Airport Concourse "A"

ID NUMBER

From: Bruce Martuscello

Date: 7/9/2025

Work Activity Sheet Nu.

COR #6 R1

Ref. GUSSET PLATES

We respectfully submit to your firm a proposal for additional work to be performed for the above project as follows. SHOP (1) ADD BEVELS & BACKER BARS FOR CJP TO ORIGINAL GUSSET PLATE FABRICATED. (2) FABRICATE NEW GUSSET PLATES W/O BEVEL FOR FILLET WELD. FIELD LABOR REMOVAL OF EXISTING STEEL, WELDING IN NEW GUSSET PLATES WORK ORDERS #25-- #29, #244--#246 ATTACHED.

FABRICATION LABOR COST

Activity	Hours	Rate	 Sub Total	FIE	LD LABO	R C	OST		
Drafting	5	\$ 100.00	\$ 500.00	Classification	Hours		Rate	Sub	o Total
Engineering	10	\$ 140.00	\$ 1,400.00	Journeyman	0	\$	85.00	\$	-
Fabrication	46	\$ 70.00	\$ 3,220.00	Foreman	0	\$	85.00	\$	-
Delivery/Freight	0	\$ 100.00	\$ 					\$	-
FABRICA'	TION SU	B TOTAL	\$ 5,120.00	FIELD LABOR	R SUB TO	OTA	L <u>\$</u>	17	7,042.00

MATERIALS/SUPPLIES COST

TOOLS/EQUIPMENT COST

Description	Quantity	Unit	Price	per.	Su	ıb. Total	Description	Quantity	Unit	Pr	ice per.	S	ub. Total
PLATE 5/8"	1636	LBS	\$	0.55	\$	899.80	Truck/ladders	0	day	\$	40.00	\$	-
					\$		Welder	0	day	\$	10.00	\$	
					\$	1=	SCISSOR LIFT	0	hrs	\$	19.00	\$	_
					\$	-	Hammer Drill	0	hrs	\$	2.00	\$	-
					\$	-	Mag Drill	0	hrs	\$	3.00	\$	-
					\$	-	Consumables	0	day	\$	28.00	\$	-
					\$		Chain Hoist	0	hrs	\$	0.75	\$	_
					\$		"Genie" Lift	0	day	\$	350.00	\$	
					\$		Lull/Fork Lift	0	day	\$	510.00	\$	-
					\$		Crane	0	hrs	\$	100.00	\$	_
					\$		Operator	0	hrs	\$	48.00	\$	
MATERIALS/S	UPPLIES S	UBTO	TAL	\$		899.80	TOOLS/EQUI	PMENT SI	UB TO	TA	L \$		-

SUMMARY

	 	4		
10% OVERHEAD AND PROFIT	\$ 2,306.18	ADJUSTMENT	\$	0.02
SUB TOTAL	\$ 23,061.80	TOTAL	\$25,	367.98
TOOLS/EQUIPMENT	\$ -			
MATERIALS/SUPPLIES	\$ 899.80			
FIELD LABOR	\$ 17,042.00			
FABRICATION LABOR	\$ 5,120.00			

GRAND TOTAL

25,368.00

REQUEST FOR CHANGE ORDER

MSC STEEL, LLC

17 INDUSTRIAL PARKWAY GLOVERSVILLE, NY 12078

Phone 518-921-4371

Fax 518-921-4447

E-Mail mcalkins@msc-ny.com

To: AMERICAN ORNAMENTAL LLC

Attn: BRUCE MARTUSCELLO

Project: ALBANY AIRPORT CONCOURSE A

ID NUMBER From: JOE WEIS

CRANES

Date: 7/9/2025

CLASSIFICATION Hours

Work Activity Sheet Nu.

CO# 6 R1

Ref. EXISTING CONDITIONS

We respectfully submit to your firm a proposal for additional work to be performed for the above project as follows. REMOVAL OF EXISTING PLATES, WELDING IN NEW GUSSET PLATES WORK ORDERS #25-#29, 244,245,246

Sub Total

FIELD LABOR COST

Rate

CLASSITICATION	110013		Itale		Oub Total	-		CI	TATATI	3				
IW Journeyman	102	\$	83.00	\$	8,466.00		Description	Quantity	Unit	Pı	rice per.	Su	ıb. Total	
IW Foreman	59	\$	87.74	\$	5,176.66			0			0		0	
Fabrication		\$	-	\$	-									
Operator		\$	98.52	\$	-									
FIELD L	ABOR SU	вт	OTAL	\$	13,642.66		C	RANE SU	в то	ΤA	L <u>\$</u>			
	L	IFT	S				TOOLS/EQU	UIPMENT	[/CO	NS	UMABI	LES	COST	
Description	Quantity	Un	it Price	per.	Sub. Total		Description	Quantity	Unit	Pr	rice per.	Su	b. Total	
60'-0 Boom					\$ -		Truck/ladders	6	day	\$	150.00	\$	900.00	
45'-0 Boom					\$ -		400A Welder	6	day	\$	75.00	\$	450.00	
40'-0 Boom					\$ -		Torch/Gas	0	hrs	\$	4.00	\$		
19'-0 Scissor					\$ -		Hammer Drill	0	hrs	\$	2.00	\$	-	
32'-0 Scissor					\$ -		hilti gun	0	hrs	\$	3.00	\$	<u> </u>	
5K LUL					\$ -		screw gun	0	hrs	\$	3.00	\$		
8K LUL					\$ -		demo saw	0	day	\$	50.00	\$		
10K LUL					\$ -		"Genie" Lift	0	hrs	\$	22.00	\$		
					\$ -		Roust A Bout		day	\$	100.00	\$		
					\$ -					\$	-	\$		
					\$ -		Consumables	1	ls	\$	500.00	\$	500.00	
	LIFTS S	UBT	TOTAL	\$			TOOLS/EQUI	PMENT SI	UB TC)TA	L <u>\$</u>	20	1,850.00	
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]	LIFTS			\$				A	DJUS	TM	ENTS	
TOO	LS/EQU	IPM	ENT/	CONS	SUMABLES	\$	1,850.00		\$				17,04	1.93
		SUI	в тота	L		\$	15,492.66		\$					0.07
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						GF	RAND TOTA	AL	\$				17,04	2.00

Yours Truly,

AS PER CONTRACT - ANY EXTRA WORK MUST BE AUTHORIZED WITH A WRITTEN CHANGE ORDER



17 Industrial Pkwy Gl**ov**ersville, NY 12078

ADDITIONAL WORK ORDER							
DATE: 2/26/25 PROJECT	CT_ALbox	oy air	XX +				
JÖB	# 42	4-03	7				
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLOWING	WORK AS AC	CEPTED					
DESCRIPTION: Column 1; No 2 to 3 D in the way of New Gusset Planand grind	eme p	ple fes be in	that are stall				
COST BREAKDOWN		Las demand to the	The second secon				
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CONSUMABLES			_				
DDITIONAL WORK IS TO BE PERFORMED IN ACCORDANCE WITH ORIGINAL CONTRACT DOCU	UMENTS AND SUB	CONTRACT AG	REEMENT				
ONTRACTOR'S REPRESENTATIVE:	CMATURE		DATE				
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	The second secon	RAV	# Z				

17 Industrial Pkwy Gloversville, NY 12078 Tel: (518) 921-4371 Fax: (518) 921-4447

ADDITIONAL V	VORK ORDER		
DATE: 3 /9/25	PROJECT: Alba Cowa JOB#: A 24	any A ourse	A A
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE	FOLLOWING WORK AS AC	CEPTED	
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OPERATING ENGINEER			
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EQUIPMENT	QUANTITY	HOURS	EXTENSION
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WELDER			
FORKLIFT/LUL			
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SCISSORS LIFT	V-	7	
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ONTRACTORS REPRESENTATIVE:	The state of the s		
PRINT	SIGNATURE	Ĭ.	DATE
- Arva Bok			3-11-25
		1	7
		RAY # Z	7-3



17 Industrial Pkwy Gloversville, NY 12078 Tel: (518) 921-4371 Fax: (518) 921-4447

DATE: PROJE	רד או		
DATE: S/10/25 PROJE	~	/	nort conc
JO	3 th: - /-	174-4	10
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLOWING	WORKASAC	CEPTED	
DESCRIPTION: CIT LIGHT WINE CO.	7 3		
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BUT GOOD WELL NEW PLOTE IN			
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LABOR	QUANTITY	HOURS	EXTENSION
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FORKLIFT/LUL			
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MISC. EXPENSES	QUANTITY	HOURS	EXTENSION
RAVEL			
CONSUMABLES 4" and 7" grinding whee 12			
Welding Dock 5/6			
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DDITIONAL WORK IS TO PERFORMED IN ACCORDANCE WITH ORIGINAL CONTRACT DOG	UMENTS AND SUB	CONTRACTAGI	REEMENT
		1	
ONTRACTOR'S REPREJENTATIVE:	** * ***	Note the second of the control of the	
PRINT	IGNATURE		DATE

PCO-064 Rec'd TCCo 07.10.25

#028



17 Industrial Pkwy Gloversville, NY 12078

ADDITIONAL WORK C	RDER		
DATE: 3/11/25 PROJECT	P	24-4	IO CONCOURS
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLOWING W	ORK AS ACC	CEPTED	
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JLG SCISSORS LIFT GENIE LIFT		-	
MISC. EXPENSES TRAVEL	QUANTITY	HOURS	EXTENSION
CONSUMABLES 4"and 7" gr) wding wheels			
ADDITIONAL WORK IS TO BE PERFORMED IN ACCORDANCE WITH ORIGINAL CONTRACT DOCUM	ENTS AND SUB	CONTRACT A	GREEMENT
CONTRACTOR'S REPRESENTATIVE:	MILIOC		CATE
Fru Ce Dice Bu	e Kn		3-11-25



17 Industrial Pkwy

Gloversville, NY 12078

ADDITIONAL WOR	RK ORDER	70	- 664
	ROJECT: Albauy		
	JOB#: A-24	-034	
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLO	WING WORK AS AC	CEPTED	
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grind and Start Welding News	Vates IN		
COST BREAKDOWN	,		
LABOR	QUANTITY	HOURS	EXTENSION
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RONWORKER JOURNEYMAN	Z	6728	45 12
OPERATING ENGINEER DILER			
DILER			
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EQUIPMENT	QUANTITY	HOURS	EXTENSION
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FORKLIFT/LUL ILG		·	
SCISSORS LIFT)	**) - 000 000
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MISC. EXPENSES	QUANTITY	HOURS	EXTENSION
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CONSUMABLES 4"Gringusheels			
Oxygen + Acetylene			
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ONTRACTOR'S REPRESENTATIVE:		and distributions in a	and the second languages of the H have been "
Bruce Boice	SIGNATURE		DATE
Druce Doice	Brue Bri	-	3-13-25



17 Industrial Pkwy Gloversville, NY 12078

ADDITIONAL WORK	ORDER			
DATE: 3/13/25 PRO	PROJECT: Albowy Airport Concourse 42			
	IOB#: 24-0			
	108#. 27 0	27		
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLOWI	ING WORK AS ACC	CEPTED		
DESCRIPTION: FINSL UP GOINGING GARD WELD:	to 5 cut	lates j - pictes,	TN (olumn and Rots	
COST BREAKDOWN				
LABOR	QUANTITY	HOURS	EXTENSION	
IRONWORKER FOREMAN	(7	7	
IRONWORKER JOURNEYMAN	7	5542	14 10	
OPERATING ENGINEER OILER				
OILER				
	1	2		
EQUIPMENT	QUANTITY	HOURS	EXTENSION	
CRANE				
WELDER FORKLIFT/LUL				
JLG				
SCISSORS LIFT				
GENIE LIFT				
MISC. EXPENSES	QUANTITY	HOURS	EXTENSION	
TRAVEL				
CONSUMABLES 4"grincling wheels				
5/bs weld Rod				
ADDITIONAL WORK IS TO BE PERFORMED IN ACCORDANCE WITH ORIGINAL CONTRACT D	DOCUMENTS AND SUB	CONTRACT AG	REEMENT	
CONTRACTOR'S REPRESENTATIVE:	and the second s			
PRINT	SIGNATURE	***************************************	DATE	
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17 Industrial Pkwy Gloversville, NY 12078

ADDITIONAL WORK ORDER				
DATE: 3/14/25 PRO	DJECT: Alban	v air pos	+ CONCOURSE	
	JOB#: 14.24	1-024		
	JUD#. 17 X	7-057		
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLOW	ING WORK AS ACC	CEPTED		
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fee bruceing out and weld new pla	ites, GN	digrino	ling	
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COST BREAKDOWN	and proceeding		the second of the second	
			=>/==>/0101/	
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EQUIPMENT	QUANTITY	HOURS	EXTENSION	
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WELDER				
FORKLIFT/LUL				
JLG SCISSORS LIFT				
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MISC. EXPENSES	QUANTITY	HOURS	EXTENSION	
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17 Industrial Pkwy Gloversville, NY 12078 Tel: (518) 921-4371 Fax: (518) 921-4447

ADDITIONAL WORK ORDER				
DATE: 3/17/25 PRO	DJECT: Albau	y cirpo	rt CONCOURSe	
	JOB#: \$24-034			
MSC STEEL, LLC IS HEREBY AUTHORIZED TO PERFORM THE FOLLOW		1		
DESCRIPTION	i			
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COST BREAKDOWN		A STATE OF THE PARTY OF THE PAR		
LABOR	QUANTITY	HOURS	EXTENSION	
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IRONWORKER JOURNEYMAN	2.	9124	12 8	
OPERATING ENGINEER OILER				
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EQUIPMENT	QUANTITY	HOURS	EXTENSION	
CRANE				
WELDER				
FORKLIFT/LUL				
JLG SCISSORS LIFT				
GENIE LIFT				
MISC. EXPENSES	QUANTITY	HOURS	EXTENSION	
TRAVEL				
CONSUMABLES 4" grinding wheels				
5 /bs wielding Rood				
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ADDITIONAL WORK IS TO BE PERFORMED IN ACCORDANCE WITH ORIGINAL CONTRACT	DOCUMENTS AND SUP	CONTRACT AG	REEMENT	
10 State Co. co. poor demonstrate plant, colorations and coloration [11])	TOTAL AG		
CONTRACTOR'S REPRESENTATIVE:	AND THE RESIDENCE OF THE PARTY			
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PCO-064 Rec'd TCCo 07.10.25

Alysia Sanichar (AOW Construction)

Project: 230609 Albany Airport: Terminal A
Expansion
737 Albany Shaker Rd.
Albany, New York 12211

Printed On: Feb 27, 2025 04:05 PM EST

RFI #087: Gusset Plate Design and Connection to Existing Columns

Status

Closed on 02/20/25

To

Joe Sirkovich (Fennick McCredie Architecture) Melissa Vaillancourt, AIA (Fennick McCredie

Architecture)

Ozlem Kizilkaya (Fennick McCredie Architecture) Turner Bradford, PE (McFarland-Johnson Inc) Chad Phillips (McFarland-Johnson Inc)

Date Initiated

Jan 27, 2025

Due Date

From

Feb 16, 2025

30 Essex Street

Location

Phase 1: Gates A1 + A2>Level 2

Project Stage

Course of Construction

Albany, New York 12206

Cost Impact

No

Schedule Impact

No

Spec Section

05 1200 - Structural Steel Framing

Cost Code

Drawing Number

Reference

Linked Drawings

S-102A

Received From

Patrick Andrews (AOW Construction)

Copies To

Patrick Andrews (AOW Construction), Bruce Boice (AOW Construction), Turner Bradford, PE (McFarland-Johnson Inc), Al Burgazoli (AOW Construction), Zack Geddies (Albany County Building Department), Ozlem Kizilkaya (Fennick McCredie Architecture), Natram Lackraj (Turner Construction Company), John LaClair, PE (Albany County Airport Authority), Alysia Sanichar (AOW Construction), Joe Sirkovich (Fennick McCredie Architecture), Melissa Vaillancourt, AIA (Fennick McCredie Architecture), Robert Wagner (Turner Construction Company)

Activity

Question

Question from Alysia Sanichar AOW Construction on Monday, Jan 27, 2025 at 08:39 AM EST

Regarding the engineering and installation of the new gusset plates and cross bracing, we received the following questions from the steel fabricators engineering and detailing teams. Can you please review the following questions and provide a response:

Note-1: AS PER PRESENT CONDITION WE THINK STIFFENERS ARE NO LONGER REQUIRED, PLEASE VERIFY AND CONFIRM. (See gusset plate connection to columns on attached PDF)

Note-2 & 3: PLEASE VERIFY COPING THE GUSSET PLATE IS ACCEPTABLE. STEEL INSTALLER TO VERIFY DIMENSIONS, COORDINATE, AND PROVIDE TO THEIR ENGINEER / DETAILER.

Note-4: NOTE-4 REGARDING THE VERTICAL EXISTING STIFFENER PLATE

1) VERTICAL STIFFENER PLATE (WHICH IS CONNECTING TO ABOVE AND EXISTING GUSSET PLATE) CAN BE REMOVED DUE TO ALLOW NEW GUSSET PLATE INSTALLATION.

2) FIRST REMOVE VERTICAL STIFFENER THEN CLEAN AND INSTALL NEW GUSSET PLATE, AFTER INSTALLING NEW GUSSET PLATE INSTALL AGAIN THE SAME SIZE VERTICAL STIFFENER AS IT WAS IN THE EXISTING CONDITION.

3) VERTICAL STIFFENER MAY BE ECCENTRIC DUE TO NEW GUSSET PLATE ON CENTERED.

Attachments

GUSSET PLATES 01242025.pdf

PCO-064 Rec'd TCCo 07.10.25

RFI #087 - Gusset Plate Design and Connection to Existing Columns Project: 230609 Albany Airport: Terminal A Expansion

Official Response

Response from Chad Phillips McFarland-Johnson Inc on Wednesday, Feb 19, 2025 at 04:43 PM EST No further comments. Sketch is as discussed.

Official Response

Response from Robert Wagner Turner Construction Company on Wednesday, Feb 19, 2025 at 03:29 PM EST Stabilizer plate as discussed in today's Teams call with design team for your immediate review.

Attachments stabalizer plate-11X17.pdf

Official Response

Response from Brian McNeil Turner Construction Company on Tuesday, Feb 18, 2025 at 07:29 AM EST

We discussed the response to RFI-087 with American Ornamental and have some notes for you. They must remove the vertical plate, if they try to keep any of it the portion would be so small it would probably get cut off anyways. If they are to add a "stabilizer plate" preference would be for a 4" x ½" plate with fillet welds at the web and the flange. Can you please provide a detail for this or accept the below sketch as a field condition. Their detailer is working on the gusset plate re-design and engineering calcs' and we need to keep them focused.

AOW re-creation of your MS, paint sketch: (Attached sketch for approval)

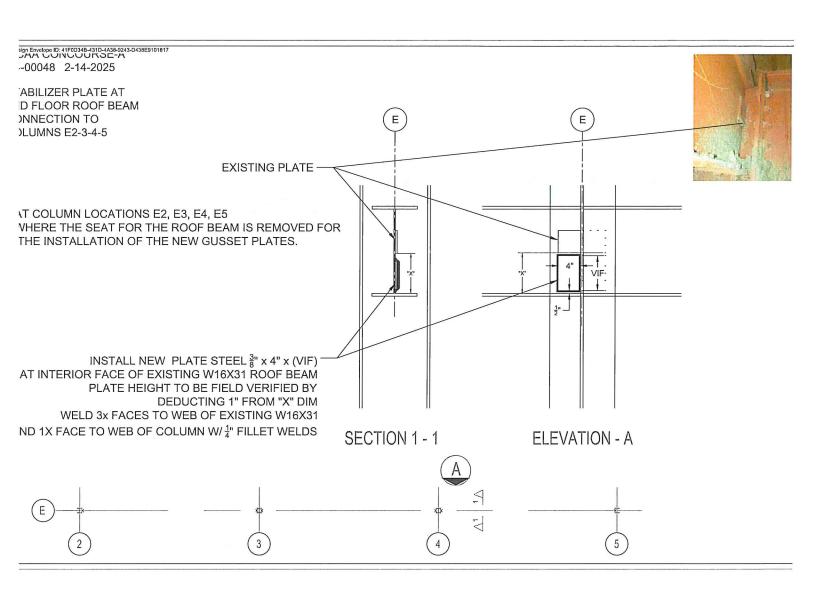
Attachments

RFI-087 Sketch MS Paint.pdf, STABILIZER PLATE RFI-087.pdf

TCCo New York North

Page 2 of 2

Printed On: Feb 27, 2025 04:05 PM EST





REQUEST FOR INFORMATION

PROJECT: Albany Airport Concourse "A" Rehab

R.F.I. No: #004 DATE: 1/23/2025

General Contractor: AOW Associates

Phone:518-512-5496

Fax:

Architect:	Fennick	McCredie	Architecture	:

Phone: 617-350-7900

Fax: _____

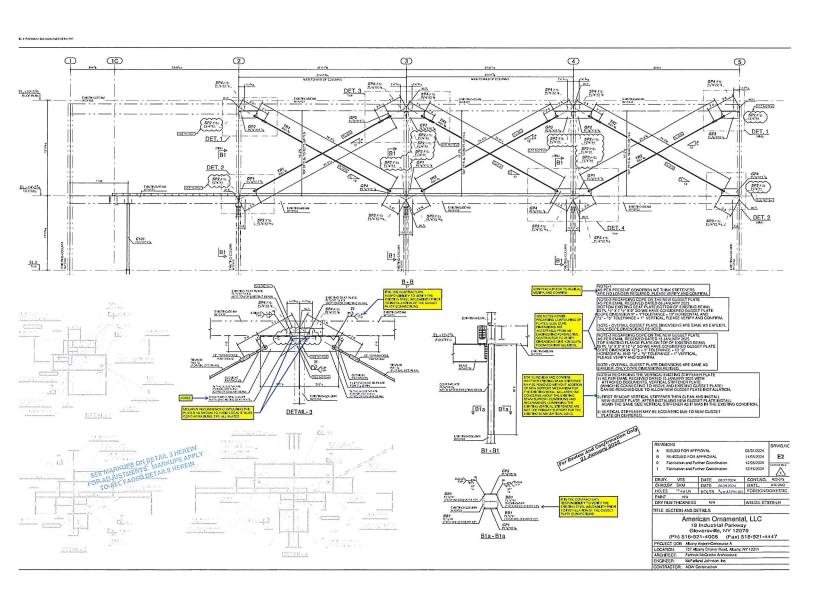
Drawing Reference: E2 Speciification: 051200

Questions:

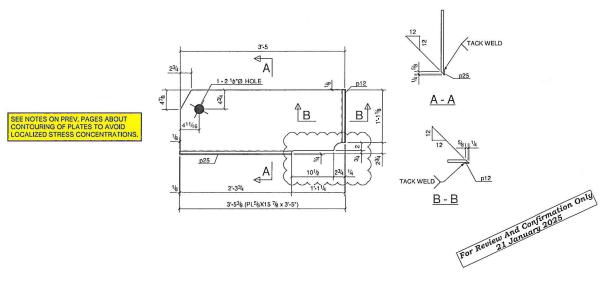
I have attached a drawing with questions in regards to the upper gusset plate for this project from our engineering firm. Please expedite response.

We need to know how to proceed with this issue.

Thank you.



ign Envelope ID: 41F0D34B-431D-4A38-9243-D438E9101817

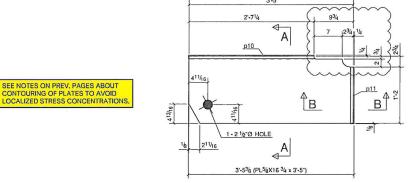


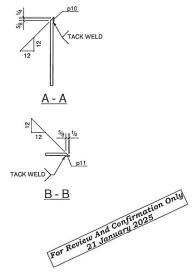
3 --GUSSET-PLATE-- GP1
BARE

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0	ISSUED FOR FABRICATION	12/05/2024
A	ISSUED FOR APPROVAL	08/31/2024
REV	DESCRIPTION	DATE

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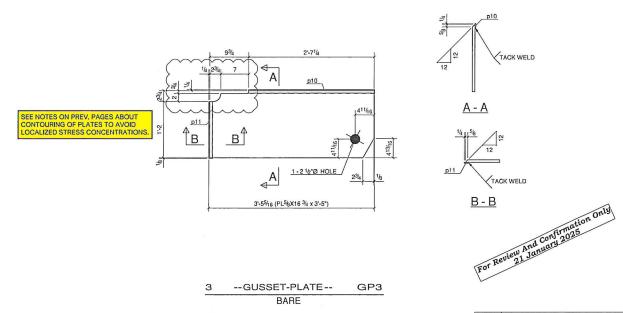




3 --GUSSET-PLATE-- GP2 BARE

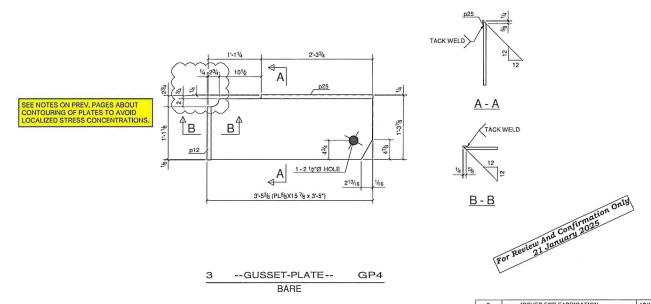
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		BILL OF M	ATER	IAL			REVIEWED E						19 Industrial Parkway		RE-ENTRANT CORNER	RADIUS 1/2" UNO
-			1				LAYOUT	WELDS	PAINT	BOLTS	1		Gloversville, NY 12078		STEEL UNO	A36
IK	QTY	DESCRIPTION L	ENGTH	WEIGHT	REMARKS								921-4006 (Fax) 518-9:	1 4447	HOLES UNO	13/160
	3													21*4447	WELDING ELECTRODE	E70XX
-					-		1				DESCRIPTION	GUS	SSET-PLATE		WELDS UNO	1/4 FILLET
	3	PL5/8*X15 7/8*	3'-5"	328	BARE	A36	WELDER NU	MBER			DDD ICOT WALL		11 10			E S/C PRIMER UNO
	3	FL1/4*X1*	1'-1 1/4"	3		A36	DATE INSPE	CTED			PROJECT NAM	E Alba	ny Airport-Concourse	Α	REF E-SHT:	
	3	FL1/4*X1*	2'-3 7/8"	6		416	QUAI	JTY CONTR	OL OFFICER	4	DRAWN BY	ANP	DATE: 08/28/202	4 JOB No	DRG No	Rev
+		TOTAL WEIGHT THIS D	_	337		740	_		u u		CHECKED BY	SKM	DATE: 08/29/202	4 A24-410	GP4	0



Turner Construction Company 1 Computer Drive South Albany, New York 12205

February 28, 2025,

Mr. Patrick Andrews AOW Construction Project Manager 30 Essex Street Albany, NY 12206

RE: Albany County Airport Authority PCO-064 RFI-087 Gusset Plate Design

Dear Mr. Andrews,

Please provide pricing for PCO-064 RFI-087 Gusset Plate Design. See attached RFI-087 Gusset Plate Design, for further clarification on scope of changes. Price to include but not limited to installation and material of added stabilizing plates at Columns E2, E3, E4, and E5. Submit pricing on this item no later than next Friday March 7th, 2025.

Please feel free to contact me if you have any questions regarding this request.

Sincerely,

Brian McNeil

Brian McNeil Project Engineer Turner Construction Company PCO-085

Docusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2



PCO-085 Rec'd TCCo 07.22.25

30 Essex Street Albany, NY 12206 Ph: (518)482-3400

Change Request

To: Robert Wagner

Turner Construction Company 1 Computer Drive South Albany, NY 12205 Number: COR 085 Date: 7/14/25

Job: 24-00048 AIA Concourse A Rehab

Reason: Owner Request

We are pleased to offer the following specifications and pricing to make the following changes:

Detailed Description

COR-085 - PCO-085 ASI-026 Exterior Brick Wall Detail - This change order covers removal of additional brickwork at Gate A2 and infilling the window opening to the Gate A2 passenger boarding bridge.

Pricing Summary			
AOW Materials		\$ 3,871.00	
AOW Materials	AOW Materials		
AOW Labor	AOW Labor		
Marinello		\$ 7,169.00	
s	Subtotal:		
Bond	0.50%	\$ 129.00	
OH&P on AOW Worl	15.00%	\$ 2,375.00	
OH&P on Sub Worl	5.00%	\$ 326.00	
	Total:	\$ 25,830.00	

If you have any questions, please contact me at 518-482-3400.

Submitted by:

Patrick Andrews

AOW Construction, LLC

Cc:

Alysia Sanichar (AOW Construction, LLC)

Approved by	AOMGONSTRUCTION, LLC.:	Approved by ARCHITECT:	Approved by OWNER:
Approved:	Ab Burgayoli	Approved:	Approved:
Date:	7/22/2025	Date:	Date:





24-0048 Albany Airport Concourse A Rehab COR-085 - PCO-085 ASI-026 Exterior Brick Wall Detail

PCO-085 Rec'd TCCo 07.22.25

30 Essex Street Albany, NY 12206 T 518-482-3400 F 518-482-3444

COR-085 - PCO-085 ASI-026 Exterior Brick Wall D	etail						
	Regular	OT		Regular		OT	
AOW Labor	Hours	Hours		Rate		Rate	Total
AOW Labor (Superintendent)			\$	94.00			\$ -
AOW Labor (Project Manager)			\$	95.00			\$ -
AOW Labor (Carpenter Foreman)	6	2	\$	90.00	\$	118.00	\$ 776.00
AOW Labor (Carpenter)	18	2	\$	88.00	\$	116.00	\$ 1,816.00
AOW Labor (Laborer Foreman)			\$	90.00			\$ -
AOW Labor (Laborer)	24		\$	87.00	\$	117.00	\$ 2,088.00
AOW Labor (Escort)	32	8	\$	87.00	\$	117.00	\$ 3,720.00
			AO	W Labor Tot	al:		\$ 8,400.00
AOW Material	Quantity	Units		\$/Unit		Cost/Item	
Belden Brick - 920-926 Matt Standard	1	LS	\$	3,791.45	\$	3,791.45	\$ 3,791.45
Dump Fees	1	Ton	\$	80.00	\$	80.00	\$ 80.00
					\$	(=)	
			AO	W Material	Tota	ıl:	\$ 3,871.45
AOW Tool Rentals	Quantity	Units		\$/Unit		Cost/Item	
Telehandler	1	Week	\$	2,520.00	\$	2,520.00	\$ 2,520.00
Manlift	2	Days	\$	520.00	\$	1,040.00	\$ 1,040.00
			AO	W Tool Rent	al T	otal:	\$ 3,560.00
			AO	W Subtotal:			\$ 15,831.45
<u>Subcontractors</u>			Sub	contractor		10%	
				Costs		Mark-up	
Marinello construction Co., Inc.				6,517.34	\$	651.73	\$ 7,169.07
					\$	-	\$; - -
					\$	-	\$ -
					\$		\$ -
Subcontractor Total:			\$	6,517.34	\$	651.73	\$ 7,169.07
			Sub	total All Cat	ego	ries:	\$ 23,000.52
		15.0%	AO۱	N OH&P on	Self-	-Performed	\$ 2,374.72
		5.0%		N OH&P on			\$ 325.87
			and property of			Subtotal:	 25,701.11
		0.5%	Bon	d			\$ 128.51
			Gran	nd Total:			\$ 25,829.61



Work Order

05-14-25

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost		Desci	iption	
3	4x8 plywood		_		open up	opening	
				remove Wind	dow cut frame an	d layout frameing	g at new brick
					mobilize and	set up scaffold	
					Close / Secure	vall at end of day	,
			,				
			****			www.comences.com	
				QTY	Rental	s/ Tools	Amount
				1		ull	
				1	Воо	m lift	
		Delivery				Delivery	
	END COSTANDED TO A PART OF AND	Materials		V P CONTROL TO SERVICE	a Personal de la Company de la	Total Rentals	
Date	Nam			Trade	Rate	Hours	Amount
05/14/25	Frank M			CF		2	
	Matt Jon		ti-lent)	L		8	
	Tom Marinello (see at		licket)	MF CF		8	
	raul No	itori		- Cr			
			-				
		ls W	/ork Complete	Yes √ No		Total Labor	
						otal Materials	
Work Orde	r By:					Total Rentals	
THE STREET STREET	¥					Total Labor	-
Authorized	Signature:		-	/ 1		Tax	·
16	Signature:	TILD (010 5	20/25		ОН&Р	
I acknowled	dge the completion of the abo			,		Total	



Work Order

05-15-25

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost	C. 44.0		cription	
2	Cubes Brick				THE RESERVE AND ADDRESS OF THE PERSON NAMED IN	and load scaffold	
. 1	sheet of plywood			ope		d frame in exterio	
	misc fastenors					wall at end of da	
`					***************************************		
							- William
		* *					
					. 7		
				QTY	Renta	ls/ Tools	Amount
				1	l	_ull	
				1	Вос	om lift	
						-	
		Delivery				Delivery	
ate		tal Materials	- A 60 - 110	s		Total Rentals	
05/14/25		ame		Trade	Rate	Hours	Amount
00.14,20		k Moore Norton		CF		2	
		Jordan		CF		8	
	Tom Marinello (see		-+ \	L L		8	
	TOWN MAINTON (SOC	attached Work lick	ut)	MF			
			~~	-			
		ls Wor	k Complete:	Yes √ No		Total Labor	
			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		T	tal Materials	
ork Order By	/:					Total Rentals	
		_		1		Total Labor	
thorized Sig	nature:/			0/2		Tax	
h	Mart -7	16 - 6	its 7	14/25		OH&P	
knowledge	the completion of the a	12 1		/	Water Barrier	OnaP	
Milowieuge	the completion of the o	DOVE described	work			Total	



Work Order

05-16-25

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost	Single Street	Des	cription	
2	sheets dense glass	T		ope	THE RESERVE OF THE PARTY OF THE	me/ sheath exter	rior wall
	fasteners					door jamb	TOT WAIT
1 roll	Membrane	1				on of scaffold	
2 rolls	flashing tape					ay out	
10 Gal	diesel Fuel					or window infill	
						wall at end of da	
					0.0007.000010	wan at cha of us	- y
							Y
					, , , , , , , , , , , , , , , , , , , ,		
				QTY	Renta	ls/ Tools	Amount
				1		Luli	
							,
		Delivery	**************************************			Deliver	/
	THE PROPERTY OF THE PERSON OF	l Materials	YOUR DESIGNATION OF THE PARTY O			Total Rentals	s
Date	Na:			Trade	Rate	Hours	Amount
05/16/25	Frank		B	CF		2	
	Paul N			CF		8	
	Matt Jo			L		3	
	Alysia S			L		8	8
	Tom Marinello (see a	ttached work tick	et)	MF			
		ls Wor	k Complete	Yes √ No		Total Labor	
					Т	otal Materials	
Vork Order B	Ву:					Total Rentals	
						Total Rentals Total Labor	
	gnature:			1		Total Rentals Total Labor Tax	
uthorized Si	gnature:			20/24		Total Labor	



Work Order

05-17-25 Saturday

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost		De	scription	
4 Bags	colored Mortar			ODE	Name and Address of the Owner, where the Owner, where the	check frame Plumi	hness
						for window infill	
						onry and mortar	
						e wall at end of da	v
							,
							
· ·				QTY	Rent	als/ Tools	Ámount
				1		Lull	
		Delivery				Delivery Total Rentals	
Date	HARDON STATES INCOME TO SELECT A STATE OF THE SECOND STATES AND ADDRESS OF THE SECOND STATES AND AD	l Materials					
05/17/25	Nar Frank N	THE PARTY OF THE PARTY		Trade	Rate	Hours	Amount
00/1//20	Paul N			CF CF	OT	2	
	Alysia Sa			CF	OT	2	
	Tom Marinello (see a		icket \	L	OT	8	
	Tom mannono (doc a	ttacifed work t	icket)	MF	ОТ	- 18	
				1			
		ls W	ork Complete	Yes √ No		Total Labor	· ·
						Total Materials	
Nork Order	Ву:					Total Rentals	
	,					Total Labor	
Authorized	Signature:		50	12 /20		Tax	
1/10	L'hr Tu	e t b	7U) 5/	WIS		ОН&Р	
ácknowled							



Work Order

05-19-25

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost		Desci	ription	
				NAME OF TAXABLE PARTY AND A STATE OF THE PARTY.		c opening	
	,						
				Property and the company of the company			
				QTY		s/ Tools	Amount
				1	L	ull	
		Delivery				Delivery	
Date	Total Nam	Materials		Trade		Total Rentals Hours	Amount
05/19/25	Alysia Sar	The control of the state of the		L	Rate	8	Amount
03/19/23	Alysia Jai	IICIIai				0	
	Tom Marinello (see att	ached work	ticket)	MF		8	
	Tom Mannene (300 and	doned work	tioner)	, vii		Ů	
		Is W	/ork Complete?	Yes √ No		Total Labor	
					Ti de la Tid	otal Materials	
Work Orde	r By:					Total Rentals	
						Total Labor	
Authorized	Signature:					Tax	
						ОН&Р	
I acknowle	dge the completion of the abo	ve describ	ed work			Total	



Work Order

05-20-25

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost		Descr	iption	
	,				Lay brick	c opening	

				QTY		s/ Tools	Amount
				1	L	ull	
		Dellinen				Dalinama	
	Tatal 8	Delivery				Delivery Total Rentals	
Date	Name	Materials		Trade	Rate	Hours	Amount
05/20/25	Alysia Sani			L	Nate	8	Amount
00/20/20	Matt Jord			L		2	
	Tom Marinello (see atta		ticket)	MF		8	
	Tom Marinollo (oco alla	ioned work	ionet /				
						25	
		ls W	/ork Complete?	Yes √ No		Total Labor	
					To the Total of th	otal Materials	
Work Orde	er By:					Total Rentals	
					All States	Total Labor	
Authorized	Signature:					Tax	
						ОН&Р	
I acknowle	dge the completion of the abov	ve describ	ed work			Total	



Work Order

05-21-25

Date

ACAA 24-048

Job Name/Number

Bruce Boice

ASI -026

Recorded By

COR/ICOR#

QTY	Material	Unit \$	Cost		Desci	ription	
				complete Bric	k breakdown sca	affold , clean up a	nd demobilize
					и		
	5						
					S.		
				QTY	Rental	s/ Tools	Amount
				1	L	ull	
				1	Boo	m lift	
					dum	pster	
		Delivery				Delivery	
		Materials			MANAGEMENT PROTECTION	Total Rentals	THE RESERVE CHARACTER STATE OF THE SECOND
Date	Name	TANKS BY SHOWING A STREET		Trade	Rate	Hours	Amount
05/21/25	Matt Jord			L		3	
	Tom Marinello (see atta		ticket)	MF		8	
	Alysia Sani	char		L		8	
						-	
							-
						-	
				h. 7h.			
1		Is W	ork Complete?	Yes √ No		Total Labor	
						otal Materials	
Work Orde	er By:					Total Rentals	
	10.					Total Labor	
Authorized	l Signature:					Tax	
						OH&P	
I acknowle	dge the completion of the abov	ve describ	ed work			Total	

Docusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

Masonry, Plaster & Stonework Contractors 142 Catherine Street ALBANY, N.Y. 12202

PCO-085 Rec'd TCCo 07.22.25

1112

Phone/Fax (518) 449-1717

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104) con:	STRUCTI	00	
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-	. ————			

PHONE	DATE OF ORDER 25
ORDER TAKEN BY	CUSTOMER'S ORDER NUMBER
Bruce BOCC//	CONTRACT EXTRA
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Albany County	Parport
JOB PHONÉ	STANTING DATE

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5	Signature horeby advisoried gethe satisfactory completion of t	he abov	e descr	ibed work.	1		- Z		7	OTAL	1674	87

Docusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2 **MARINELLO CONSTRUCTION CO., INC.**

Masonry, Plaster & Stonework Contractors 142 Catherine Street ALBANY, N.Y. 12202

(L)		IIIIN	INV/(U川(U元)に	<u>-</u> ;
-	PCO-085	Rec'd To	CCo 07.22.25	

1113

TO ADW	Phone/Fax (518)		CONTRA		EXTF	RA			
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Work ardered b Signatur	(1 D	, (·			Thank You	w	TAX		
Opriator	t horoty anknowhatyo trie satistic	utory completion of the abov	e desc	ribed work.			TOTAL	17/7	150

Docusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

Masonry, Plaster & Stonework Contractors 142 Catherine Street ALBANY, N.Y. 12202

1114

Dhave /Fox (E10) 440 1717				PHONE	DATE OF	ORDER	20	-
Phone/Fax (518) 449-1717				ORDEDTAKEN BY Drick Pox e//	CUSTOM	FR'S ORDER	NUMBER	
POW CONSTRUCTIE	00				ONTRACT		L EXTR	IA.
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Signature Meroby acknowledge the extitelectory completion of	f the above do	esen	bed work.	- 1.24, 1.75		TOTAL	717	74

Occusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

Masonry, Plaster & Stonework Contractors

142 Catherine Street

ALBANY, N.Y. 12202

PCO-085 Rec'd TCCo 07.22.25

1115

	Phone/Fax (518) 449-1717					ORDER TAKEN BY	CUSTOME	R'S ORDER	25T	
то	90W Constructi	מן בז				Bruce Boice	SONTDAGE			
_	IUU) CONSTIUCTI	OFF			_		CONTRACT		EXTE	
					_	JOB LOCATION CONTROL CO	ROUN	0	<u>0012 c</u>	
						JOB PHONE COUNTY	STANTING	DATE		
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Occusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

MARINELLO CONSTRUCTION CO., INC.

Masonry, Plaster & Stonework Contractors 142 Catherine Street ALBANY, N.Y. 12202 PCO-085 Rec'd TCCo 07.22.25

DATE OF ORDER

1116

Phone/Fax (518) 449-1717					ORDER TAKEN DY GUSTOMERS ORDER NUMBER Bruce 13 arce			
то	ADW CONSTRUCT	struction				ONTRACT	EXȚ	łA
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		_	9-	اين وا				
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						TOTAL LABOR	-7	7/

PHONE

Work ordered by

DATE COMPLETED

Signature

Thoroby acknowledge the satisfactory completion of the above described work.

IQIAI MATERIALS

Thank You

TAX
TOTAL 728

TOTAL MATERIALS

TOTAL OTHER

Occusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

Masonry, Plaster & Stonework Contractors 142 Catherine Street ALBANY, N.Y. 12202

PCO-085	Rec'd TCCo 07.22.25	
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1132

Phone/Fax (518) 449-1717	PHONE DATE OF ORDER STORY CUSTOMER'S ORDER NUMBER CUSTOMER'S ORDER NUMBER
AOW CORSTIGHT IOR	DAY WORK CONTRACT EXTRA
8	JOB LOCATION ALBORY COUNTY A, ROOT JOB FILONE JOB F
TERMS:	
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	and approved by architect.
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	7116.3.87)
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	TOTAL OTHER
Work ordered by	Thank You TAX
Signaturo	TOTAL 7/7 7

PHONE

Docusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

TO

Masonry, Plaster & Stonework Contractors 142 Catherine Street ALBANY, N.Y. 12202

PCO-085 Rec'd TCCo 07.22.25

PHONE

ORDER TAKEN BY

1133

DATE OF ORDER

5 - 2/ - 25

CUSTOMER'S ORDER NUMBER

Phone/Fax (518) 449-1717

fill Construction DONAMENUMBER	CONTRACT	☐ EX	ΓRA
JORIOCATION Albany County Air	PORT STABILING DATE	F	
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AL COMPLLIED	TOTAL LABO	- 167 '	74
TOTAL MATERIALS TO	TAL MATERIAL TOTAL OTHE		000
Signature Thank You	TOTA	AX	76

ocusign Envelope ID: 5EBAC5D5-F902-4725-B37D-627D4543F2D2

atrick Andrews

ıbject:

FW: Albany Airport (Brick Order)

rom: MARY FENNER < momack001@msn.com > ent: Monday, May 12, 2025 10:30 AM

o: Patrick Andrews < pandrews@aowconstruction.com >

ubject: Re: Albany Airport (Brick Order)

elden Brick Company, Sugercreek, OH
20-926 Matt std. 2 ¼ h x 3 5/8 bd x 8L25 pcs. Per cube
OB Sugercreek, OH \$0.849 per M 1,050 pcs. \$891.45
ull flatbed truck delivered direct to the jobsite \$2,900.00
rick are pkgd. For a flatbed pick up.

1ary Kay Fenner

Iomack Building Materials Corp.

Iew York State Certified Women Owned Business Enterprise (WBE)

Iary Kay Fenner President

050 Western Ave. Suite 205

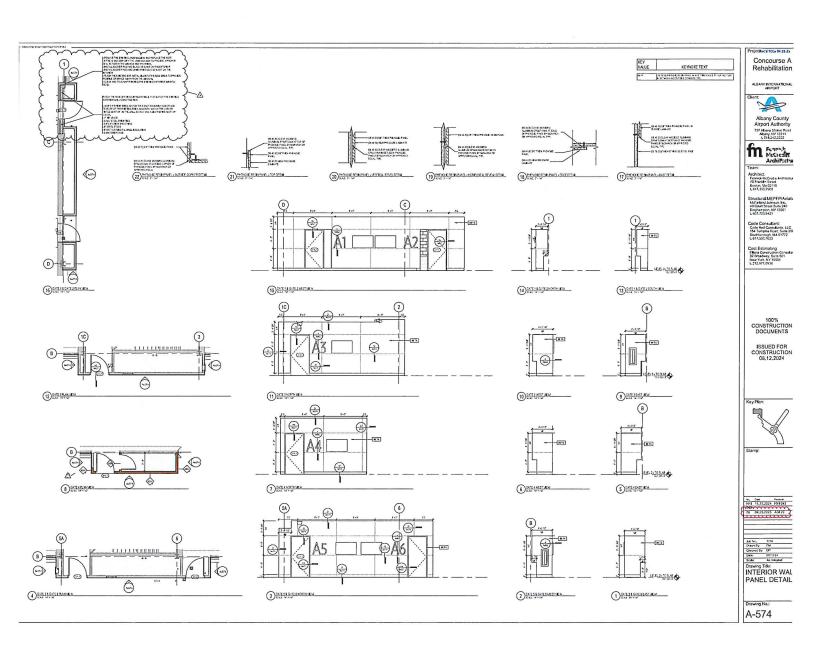
.O. Box 616

iuilderland, NY 12084

18-458-1431

18-458-1432 FAX

18-209-6627 Cell



PCO-085 Rec'd TCCo 07.22.25



Turner Construction Company 1 Computer Drive South Albany, New York 12205

May 9, 2025,

Mr. Patrick Andrews AOW Construction Project Manager 30 Essex Street Albany, NY 12206

RE: Albany County Airport Authority PCO-085 ASI-026 Exterior Brick Wall Detail

Dear Mr. Andrews,

Please provide pricing for ASI-026 Exterior Brick Wall Detail. For further clarification regarding this change please see ASI-026 drawings in the Procore Documents Tab. Price to include but not limited to removal of additional window and brick exterior, and replacement of brick. Submit pricing on this item no later than next Friday, May 16, 2025.

Please feel free to contact me if you have any questions regarding this request.

Sincerely,

Brian McNeil

Brian McNeil Project Engineer Turner Construction Company

AGENDA ITEM NO. 12

Authorization of Federal and State Grants

AGENDA ITEM NO. 13

Informational Only

Old Business

New Business

Executive Session Attorney-Client Privilege Matters