

**SPRINGDALE AIRPORT COMMISSION  
AGENDA**

**Thursday, September 16, 2021  
1:00 p.m.**

*Tiered Training Room – 2<sup>nd</sup> Floor  
New Criminal Justice Building*

1. Call to Order - Chairman Neil Johnson
2. Roll Call
3. Approval of Minutes – August 19, 2021 Commission Meeting **Pgs. 2 - 6**
4. Comments from Audience
5. Update from Summit Aviation – Daniel Hughes, Manager **Pgs. 7 - 18**
6. Report from Ernest Cate, City Attorney
7. Airport Operations Report (hanger rent, maintenance, etc.) – Laura Meyers, Airport Supt.
8. Airport Activity Report (operations, fuel sales, revenues & expenditures,) – Wyman Morgan, Director of Administration & Financial Services. **Pgs. 19 - 23**
9. Garver Update – Adam White, Greg Thomas
10. East Side Taxiway Update
11. Old Business
12. Comments from Commissioners
13. Adjourn



**If you are unable to attend the meeting, please call - 750-8114. Thank You!**

# SPRINGDALE AIRPORT COMMISSION

## MINUTES

August 19, 2021

The regular meeting of the Springdale Airport Commission was on Thursday, August 19, 2021 in the Tiered Training Room in the Criminal Justice Building.

1. Chairman Neil Johnson called the meeting to order at 12:59 p.m.

2. Roll call was answered by:

- Neil Johnson
- Greg Collier
- Joel Gardner
- Steve Smith
- Bill Schoonover
- Micah Thomason

City staff present:

- Wyman Morgan, Administration & Financial Services Dir.
- Colby Fulfer, Chief of Staff, Mayor's Office
- Laura Meyers, Airport Manager
- James Smith, Airport Facilities Manager
- Beth Parnell, Airport Commission Secretary, Mayor's Office

3. **APPROVAL OF MINUTES** – Chairman Johnson asked for a motion to approve the minutes from the June 17, 2021 meeting minutes. A motion was made to approve the minutes as presented by Commissioner Thomason. The motion was seconded by Commissioner Gardner. All approved.

4. **COMMENTS FROM AUDIENCE**

No comments from the audience.

5. **UPDATE FROM SUMMIT AVIATION – Daniel Hughes, Mgr.**

The June fuel sales were 44,558 gallons of JetA, an increase of 9% over May. AvGas sold was 6,815 gallons which was about the same as May. July sales were 45,699 of JetA, a 2% increase over June. AvGas was 8,679 gallons, a 27% increase over June. August is looking to match July. There has been more activity and more people are going to the restaurant. The Saturdays Open seems to be working well for Flightline.

Summit is offering a new service, an air condition cart to cool down the aircraft; \$10 for 1/2 hour or \$20 for an hour. Summit has tested it and can cool a King Air sitting on the ramp with the cabin at 100° going down to about 75° in 1/2 hour. It is effective and has had a very good reception. It is being requested as a regular service.

Summit would like to request adding a five year option to the end of the current lease that would take it back to the 15 years as of June 30, 2021. The 15 years was the original contract. Summit is requesting the Commission allow Summit to add another five-year option to the end the existing term.

"Summit Aviation is requesting to amend our current FBO contract to include an additional five year option. This would extend the term of the contract to the original length to 15 years from June

30, 2021 be adding another five year option. This will help Summit better leverage the financial option to purchase equipment, negotiate renewal terms with our fuel service providers, Titan Aviation, and provide a sense of longevity and security to both our customers and our employees."

Daniel asked the Commission to take this request into consideration and would like feedback, opinions and ideas that the Commission might have regarding addition of the five years.

Commissioner Gardner inquired as to the discrepancy between fuel purchase numbers and Total Operations noting there is a 30% increase in Operations and only a 20% increase in fuel. Daniel explained that some aircraft are possibly "tankering" their fuel, especially with AvGas sales. Larger aircraft coming from their home base and returning to their home base might have specific rates at home base that are beneficial to them. At bigger airports, the FBOs are operating differently with fees so they are obligated to fuel when they leave. Commissioner Gardner asked if we are competitive with surrounding area airport fuel prices. Summit tries to price for the middle of the market, the cost of fuel plus the cost of pumping the fuel, are comparable with Bentonville, Rogers and XNA. Fayetteville prices have gone up significantly. Possibly they are trying to make up for a discount program in their retail pricing. Daniel indicated Springdale is within 15 cents of what Oklahoma City, Tulsa and Memphis charge.

Commissioner Schoonover wanted to know if a "touch and go" counted as an operation. Daniel said if someone doesn't land, the control tower gives them that option as an operation and it will count. Those aircraft typically are not taking on fuel and that would account for the disparity in the fuel sales and Operations.

The restaurant has been open on Saturday and a number people that get out on weekends pick a place with a restaurant to fly to and they are coming to eat at the Flightline. There is also a lot of traffic on Saturdays from those biking and walking on the Greenway. Ferrell is happy with the Saturday opening and the Monday closing. We have had very few negative comments. Some show up on Monday but come back when it is open.

Commissioner Gardner reintroduced the topic of the 5-year option and wanted to know how it would benefit the City. Daniel felt the benefit to the City is going to be the knowledge that the operations at the airport, seeing the fuel sales coming out, the longer that Summit is here, the more rooted they are, the more invested in the airport they are. They would be making purchases for really good equipment to be on hand. That retains the traffic that is coming in. So many have the option of going to Rogers or Fayetteville, people are specifically coming to Springdale Airport because they like the service offered. It's different than Fayetteville and different than Bentonville. There is a different dynamic that has been cultivated by the Summit team that customers appreciate. That translates into fuel sales and flowage fees for the City. Summit wants to continue that service and continue to grow; to figure out different ways to grow and try different things; i.e., offering the AC cart. Nobody else in NW Arkansas offers that service. We want them to know when they come to Springdale, and they buy fuel, they are going to get consistent and reliable service each time they come. They know that Summit takes good care of our quality control program and the City is taking really good care of the updated terminal. Driving more traffic in and more foot traffic into the front door is benefiting the City. More tax dollars, more flowage fees, a sense of security that we will always be there, we will always have bills paid on time. Making sure the fees are getting to the City in the right way and giving the City a sense of security knowing the current FBO at the airport has a good track record, customers who are satisfied with Summit and we want to cultivate those relationships and make sure the City is involved in that.

Commissioner Gardner suggested Summit put together a statement of what would be done with those additional five years. The Commission doesn't have enough information at this point to commit another five years. Summit will put something together for next month's Commission meeting. Chairman Johnson pointed out the previous FBO, Springdale Air Service agreed to build a hangar with a 15 yr. ground lease. In addition to the ground lease was a 15 yr. contract. They would build a 12,000 sq. ft. hangar which would become the property of the City after 15 years. Would it be possible for Summit to bring something like that

to the table to get the additional five years to bring it up to 15 years? Summit will discuss it and see what they can bring to the table. The current contract is a renewal of five years after each five years with an option. If we extend it out 15 years then it puts us on the opposite side of the table. If a problem arises, then we could sever the contract at the end of five years and you have to earn it to get it back. If we go to 15 years, then we have to argue that it should be severed. I feel that we are in a better position. You have kept the FBO out there because you have been a good steward. We are best served as the Airport Commission to keep that position to look at it every five years.

Daniel requested time to give the Commission more information at the next meeting and the Commission agreed. The Commission would like to have that information before the next meeting for review with specifics on better service than the surrounding airports.

6. COMMENTS FROM CITY ATTORNEY ERNEST CATE

*City Attorney Cate was not in attendance. He had no updates to present.*

7. AIRPORT OPERATIONS REPORT (hanger rent, maintenance, etc.) by Laura Mevers, Airport Supt, James Smith, Mgr.

Laura said things have been running smoothly with daily summer maintenance and mowing. Airport traffic has been great with good comments and far-reaching interest in the restaurant. The hangar door with peeling paint has been repainted.

Some of the equipment could use some repair. The mechanics have stated they could no longer get parts for some of the machinery. The zero-turn mower is very old with some issues and needs to be replaced. There is also a need to replace one of the tractors. Breakdowns put maintenance out of commission for several hours. When winter comes, we can get everything taken into the shop and have them repaired as much as we can get repaired. That will tell us better where we stand for next year. Commissioner Schoonover requested a presentation of what the needs are for the next Commission meeting. Laura said they were discussing the equipment issues for next years' budget. The three pickups are still working; the black one, the white Chevy from Bethel Heights annexation and the small pickup is used as needed.

There have been no issues with rent payments.

Commissioner Collier asked if they were doing any walk-throughs. Laura says they generally do walk-throughs every spring and fall when they are not mowing. If we find anything Laura reaches out to the tenant. We've had nothing of any significance lately other than through-the-fence parking outside their hangars and leaving things inside the fence. They take care of it when I call them. Commissioner Thomason wanted clarification on the policy. James Smith says as long as it is aviation related and not hazardous. Laura said they will randomly stop in on someone or if there are maintenance issues it presents the opportunity to look around.

8. AIRPORT ACTIVITIES REPORT (operations, fuel sales revenues & expenditures) by Wyman Morgan, Director of Admin. & Financial Services.

The airport is on track to set a record high in operations. The best activity we have had in ten years. The FAA looks at operations more than the fuel sales. The fuel sales are the local income but they are looking at how much assistance this airport gives to the aviation community. We have been second in the state and assume we still are.

There is a request to assign a land lease to a new party. The bank documents presented to us drastically change the original land lease and Wyman told them the Commission would not be willing to alter the original lease. It doubled the size of the square footage of the lease and took away a lot of the airports powers and authority and gave it to the bank. It was a document that we could not recommend. The bank will re-draft the lease to something we could live with.

The Hangar was advertised for bids and didn't get any bids. The attempt was made to go with Construction Management and we were quoted a price well over \$900,000; close to \$1 million for the hangar. We went back to a contractor that was going to submit a bid and he gave us a quote of just over \$700,000. The Mayor would like for the airport commission to approve that bid and formally ask the City Council to waive competitive bidding. The Council has approved up to \$700,000 so the additional \$19,488 would have to come out of Airport funds. There is approximately \$300,000 in the account and we would need part of that for matching funds for the asphalt grant from the AR Dept. of Aviation.

Commissioner Gardner has experience with the Construction Management contractor and highly recommends Oelke Construction Company. They were the Contractor on the new Ozark Regional Transit facility and he was very happy with the project. They came in under budget and the only change orders were requests from ORT. Garver is currently working with Oelke on a hangar in Bentonville. Adam White says we are good with the specs/design with this contractor. Garver designed for the \$700,000 budget and feel it is a good product.

**Commissioner Gardner made a motion that the Commission go ahead with this Bid if the City Council will forgo competitive bidding. Commissioner Schoonover seconded the motion. Roll Call: All Commissioners voted Yes.**

#### **9. Update from Garver – by Garver Engineers, Greg Thomas**

Because the FAA has excess funds, the taxiway project has been moved from next year to this year. Greg Thomas says instead of a 95% grant it will be 100% funded. Garver is working with Springdale Water Utilities and putting together a bid package. They are fast-tracking to do this year what we had planned to do next year. That will save us \$150,000 of our allocation that we will be able to use next year. The \$150,000 allocation will be discussed at the next meeting (9/16/2021). The Bid Opening is August 24<sup>th</sup>. There are 4 to 5 contractors interested in it. Right after the bids are opened we will get with FAA for approval. When we get the project approved we will go ahead and forward the full application and get it in to FAA. It will take a month or two to get through the contracting. It should be ready to start in the spring. The construction time is 150 days. It will be approved for 2021 funding, delaying until spring is not an issue.

The East Hangar construction site development; the paving and site work for that project; ADA awarded funding in May for that project with the stipulation it get started within 90 days. That deadline passed August 15. APAC started some of the demo work and site work right away. They will be on that site for the next couple of months and it is expected to be finished before winter. That included sitework, utilities, infrastructure, water, paving with the apron. It will be coordinated with Olkie so we don't do the paving until the concrete pad goes in.

Commissioner Gardner asked about the vehicle approach, would it be off the Ford intersection or will it have its own entrance?

Greg pointed out the Airport owns the parking lot of the Crawford hangar to the South. They will maintain the existing entrance to Hwy. 265 and then add to the existing road. There will not be a light at the existing intersection. It has been discussed in the past but it would not be cost effective to redo the intersection.

Commissioner inquired if there would be future funding from FAA for infrastructure plans?

Adam White say he infrastructure bill that passed with the Senate will effectively double the FAA funding for airport projects for the next five years. There is about \$6 billion for airports but doesn't say how it will be allocated. It could increase the entitlement each year and could go from \$150,000 a year to \$3-400,000 a year. Or it could lump it all into a discretionary fund to pick and choose projects they want to do. Next month we will have a few projects to discuss and pick the best ones to put forward to get the most funds.

#### 10. OLD BUSINESS:

- Chairman Johnson went before the Planning Commission to request a two year waiver of sidewalks and landscaping. We would need to sign a Bill of Assurance. The Bill of Assurance states the façade and landscaping will be completed when the building is built. Planning said Chairman Johnson did not have the authority to sign the Bill of Assurance because it had not been acted on by the Commission. Commissioner Smith made a motion that the Commission give Chairman Johnson the authority to execute the Bill of Assurance. The motion was seconded by Commissioner Gardner. Roll call: The motion was passed by all voting Yes.
- Chairmen Johnson has received an email from Commissioner Andrew Barker with his resignation from the Springdale Airport Commission. The Commission will be looking for a replacement. It was pointed out that Mr. Barker had a business at the airport and one commissioner on the board is allowed to do that but the new appointee is not required to have a business at the airport.
- There has been some interest in finishing the incomplete south side hangar and use the material left behind. The slab and the steel are valuable and we need to consider what we want to do with it. Chairman Johnson believes we have \$100,000 of value in the slab and materials. Some materials are on site and some are being stored at Public Works. It would be good for the Airport to build that hangar. It was discussed to have Oelke look at the inventory and see what it would take to build the hangar. What we have is all usable. It is for the wall framework. We have nothing for the roof support/purlins. There is no infrastructure. It was going to start at the street and put the water and sewer in which would develop that side of the street. Laura says there are interested parties. Wyman suggested that we get Garver to look at the current inventory and make the design from there. We are exploring funding with FAA to build a driveway behind the hangar and how they would have access outside the fence.
- Commissioner Gardner asked when the retention pond was going to get started. Laura says they are waiting on permits.

#### 11. COMMISSION COMMENTS:

No additional comments.

*Business was concluded and the meeting was adjourned by Chairman Johnson at 2:03 p.m.*

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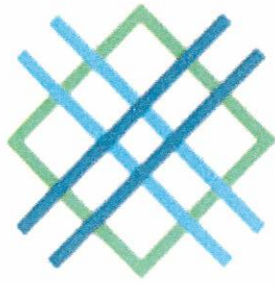
Neil Johnson, CHAIRMAN

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Beth Parnell, RECORDING SECRETARY

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DATE OF APPROVAL



**SPRINGDALE**<sup>TM</sup>  
WE'RE MAKING IT HAPPEN

# Springdale Airport Commission

**Proposal by Pinnacle Air Services DBA Summit Aviation**

Daniel Hughes  
General Manager  
479-751-4462  
802 Airport Ave  
Springdale, AR  
72764





# SPRINGDALE AIRPORT COMMISSIONION

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WE AT SUMMIT AVIATION ARE PROPOSING TO HAVE AN ADDITIONAL 5 YEAR OPTION ADDED TO OUR CURRENT CONTRACT WITH THE CITY OF SPRINGDALE, AS THE FBO FOR THE SPRINGDALE AIRPORT. WE HAVE REACHED A POINT AT WHICH WE FIND IT CRITICAL TO SOLIDIFY WHAT WE CAN TO ENSURE A HEALTHY AND LONG-LASTING FUTURE FOR OUR BUSINESS. WE ARE ASKING FOR THE BOARD OF COMMISSIONERS TO HELP US WITH THIS CHALLENGE.

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IN 2016, SPRINGDALE AIRPORT BOARD OF COMMISSIONERS STRUCK A CONTRACT WITH PINNACLE AIR SERVICES DBA SUMMIT AVIATION. WE, SUMMIT AVIATION, ARE OFFERING TO PAY AN ADDITIONAL \$0.01 PER GALLON LEASE RATE FOR THIS ADDITIONAL 5 YEAR OPTION. AS REQUESTED, THE FOLLOWING ARE IMPROVEMENTS AND BENEFITS FOR THE SPRINGDALE AIRPORT WITH SUMMIT AVIATION EXTENDING OPERATIONS AS THE FBO.

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## THIS IS WHAT SUMMIT AVIATION WILL DO WITH A NEW CONTRACT.

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### EXHIBITS:

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- A. WE WILL RENOVATE THE CLASSROOM ON THE SECOND LEVEL IN THE SOUTHEAST CORNER TO A LUXURY PILOTS LOUNGE.
  - B. THERE IS AN EVER-GROWING NEED OF MODERN, HIGHLY RELIABLE EQUIPMENT SUCH AS GROUND POWER UNITS AND RAMP TRANSPORTATION THAT WE WILL PURCHASE.
  - C. WE ARE OFFERING TO PAY AN ADDITIONAL \$0.01 PER GALLON LEASE RATE TO THE CITY FOR FUEL PUMPED.
-

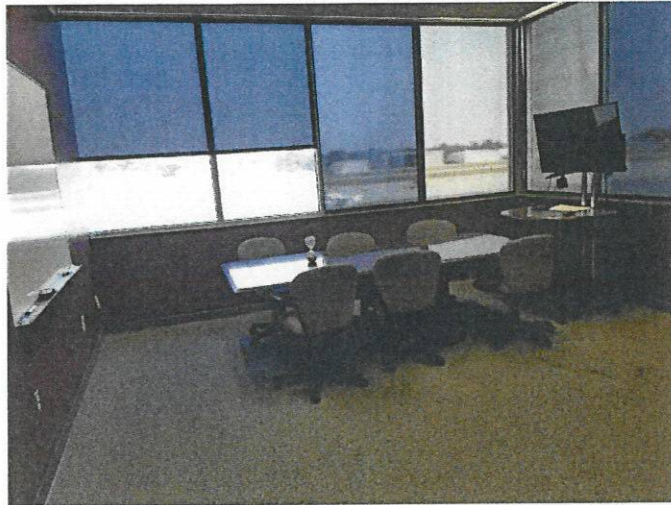
## EXHIBIT A:

SUMMIT WILL RENOVATE THE CLASSROOM ON THE SECOND LEVEL IN THE SOUTHEAST CORNER TO A LUXURY PILOTS LOUNGE. WITH HIGH QUALITY FURNITURE, LARGE SCREEN TV'S AND ACCESS TO MULTIPLE ENTERTAINMENT PLATFORMS, FLIGHT PLANNING COMPUTERS AND REFRESHMENTS. IT WILL COMPETE WITH COMMODITIES PROVIDED AT FBO'S FOUND IN LARGE METROPOLITAN CITIES. THE PROJECT WILL BALANCE FUNCTION AND FORM TOGETHER IN A WAY THAT OPTIMIZES THE SPACE FOR PILOTS' NEEDS.

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### CURRENT CLASSROOM

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### IDEA THEMES FOR PILOT LOUNGE RENOVATION

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## EXHIBIT B:

AS SUMMIT AVIATION ADAPTS TO ACCOMMODATE MODERN AIRCRAFT AND THE NEEDS OF THOSE AIRCRAFT, WE FIND THAT NEW AND MORE RELIABLE EQUIPMENT IS ESSENTIAL TO HAVE AT HAND. HAVING A CONTRACT SET IN PLACE WITH THE CITY FOR AS LONG AS POSSIBLE ALLOWS US TO BEST LEVERAGE OUR FINANCING OPTIONS. A BANK IS MORE INCLINED TO LOAN WITH A POSITIVE FINANCIAL HISTORY AND HEALTHY OUTLOOK ON RETURN. SUMMIT AVIATION WILL BE BUYING A NEW GROUND POWER UNIT SOON. IT IS A NECESSARY INVESTMENT TO ENSURE OUR CUSTOMERS HAVE WHAT THEY NEED FOR THEIR AIRCRAFT TO CONDUCT BUSINESS WHEN THEY TRAVEL TO SPRINGDALE. THE FOLLOWING ARE OPTIONS WE ARE CONSIDERING FOR NEW EQUIPMENT.

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- **JetEx 6400 GPU**
- **AERO JetGo 400 GPU**
- **Kubota 4 place Side by Side**



ITW GSE

# 6400 JetEx 28 VDC GPU

Cummins diesel engine  
ITW GSE generator  
Tier 3 or Tier 4



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# SPECIFICATIONS

## ITW GSE 6400 JetEx T3 or T4 mobile diesel-driven 28 VDC GPU

### Engine

- **Tier 3:** Cummins QSB 4.5 diesel engine operating between 1500 & 1800 RPM. EU Stage 3A compliant
- **Tier 4:** Cummins QSF2.8 diesel engine operating between 1600 and 2400 RPM. EU stage 3B compliant
- Turbocharged 4-stroke, inline 4 cylinder common rail fuel system
- Full application approval by Cummins
- 12 VDC battery system
- Electronic governor system (via the engine's ECM)
- Intake manifold pre-heater for cold weather starting
- **Tier 3:** 110HP
- **Tier 4:** 74HP

### Engine Protection

- Low oil pressure shutdown
- High coolant temperature shutdown
- Low coolant level warning
- Intake air restriction indication
- Low fuel warning

### Environmental

- Operating temperature: -25°F to +125°F (-32°C to +52°C)
- Relative humidity: 10-95% non-condensing
- No altitude derating required up to **Tier 3:** 12,297 ft (3,748 meters)  
**Tier 4:** 5,500 ft (1,676 meters) when in normal operating range

### Performance

- 28.5 volts DC output
- Continuous rating: 600 amperes at 28.5 VDC
- 2000 amperes available for aircraft engine starting
- Line drop compensation assures proper voltage at aircraft plug
- Current Limiting adjustable from 300 to 2000 amperes
- To maximize fuel efficiency, engine speed varies based upon

### current limit:

- 300 to 1100 amperes:
- T3:** 1500 RPM. **T4:** 1600 RPM
- 1101 to 1400 amperes:
- T3:** 1600 RPM. **T4:** 2000 RPM
- 1401 to 2000 amperes:
- T3:** 1800 RPM. **T4:** 2400 RPM

### Dimensions & Weight

- Length: 103" (2,615 mm)
- Width: 66.2" (1,682 mm)
- Height: 63.9" (1,622 mm)
- **Tier 3:** 2950 lbs. (1,338 kgs)
- **Tier 4:** 2800 lbs. (1,270 kgs)

### Color

- White canopy, black cable trays, galvanized chassis. Other colors available on request

### Instrumentation

- Icon based ITW GSE user interface
- 5-Button directional menu arrow keypad
- Multiple language capability
- Simple operation/status/prompts
- Setup functions
- Engine data
- Output power data
- Fault data
- Memory recall

### Protection

- Per MIL-STD-704F, SAE ARP5015, and ISO 6858 (BS2G219)
- Over / under voltage
- Overload

### Overload

- > 600 A - 120 sec
- > 1200 A - 60 sec
- > 1500 A - 30 sec
- > 1900 A - 10 sec

### Standard Features

- ITW GSE designed and manufactured generator
- ITW GSE user interface
- Fifth wheel steering

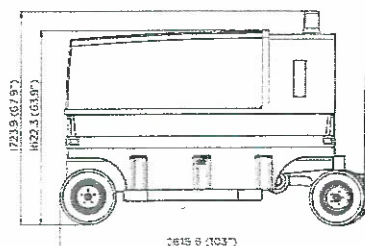
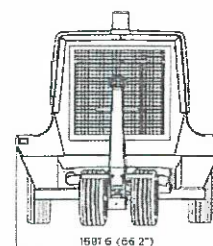
- No load shut down
- 53 gallon fuel tank (200 L) with at least 8 hrs. run time at max full load
- Fork lift pockets
- Tow bar with parking brake
- Sliding canopy for ease of access

### Standards

- **Tier 3:** EPA Tier 3/CARB Tier 3 EU Stage III A
- **Tier 4:** EPA Tier 4/CARB Tier 4 EU Stage III B
- MIL-STD-704F, SAE ARP5015 and ISO 6858
- BS2G219
- ISO 9001-Certified manufacturer
- **Tier 4:** CE certified

### Options

- Unit operating beacon
- Low fuel beacon
- Clearance lights
- Block heater
- Battery blanket
- DIN40 towing eye
- Towbar interlock
- Tie down rings
- Wheel chock



Dimensions are shown in mm and (inches)

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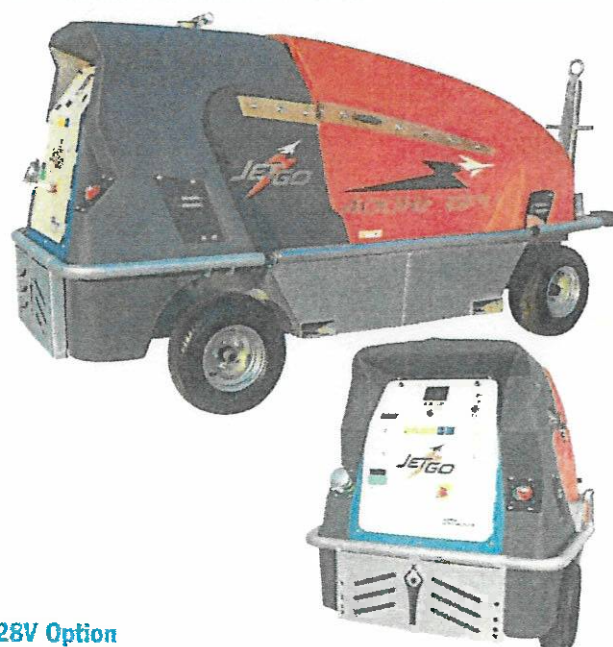
## AERO JetGo 45-400 AC Diesel Aircraft Ground Power Unit

AERO Specialties JetGo 45-400 AC Diesel Aircraft Ground Power Unit is a groundbreaking development in our line of heavily revised JetGo aircraft GPU's. These units include active and advanced aircraft safety features, with reliable performance to ensure they are the dominant choice for your 400Hz ground power requirements. These units provide a continuous and stable output of 45kVA, coupled with state-of-the-art protection systems that comply with the most stringent aircraft specifications.

Units are powered by the field-tested and economical water-cooled Deutz 2.9TD Tier IV / Stage V engine and are designed to perform in the most challenging environments. Featuring simple to use controls, a galvanized heavy-duty trailer, oversized cable trays with rollers (for easy deployment of output cables), rear suspension, and a rugged fifth-wheel towing system that is designed for the most demanding airline ramps. The JetGo 45-400 is the 400Hz AC GPU you've been waiting for!

### Features

- Fuel-efficient diesel design will run ~25 hours at 50% load
- EPA Tier 4 Final and EU stage V compliant Deutz 2.9TD engine (DOES NOT REQUIRE DEF)
- Fully galvanized heavy-duty trailer with torsional suspension system and fifth-wheel steering with towbar
- Protective galvanized steel bumpers
- Impenetrable, UV treated and attractive polypropylene casing
- Stable 45kva maximum continuous AC output
- Integrated GCM2 controller with backlit digital display allows for monitoring of engine and generator parameters
- Auto Voltage compensation
- Blue "Hi-Viz" running lights
- Overhead cable tray lighting
- Standard military interlock switch
- Standard LED adjustable flood lighting
- Standard low fuel and fault code "Hi Viz" warning beacons
- Integrated USB charger
- Comprehensive 24-month warranty



### 28V Option

Includes:

- 30' 4-0 output cables fitted with thermal protection and hard tip aircraft connector. Output 28.5vdc with 600 amps continuous and maximum 1500 amps starting ability
- Line drop voltage compensation, undervoltage, overvoltage and overload protection. Current limiting adjustability.

**Engine & Generator Specifications**

- Fuel efficient Deutz 2.9TD 4-cylinder turbocharged diesel engine
- 24V engine electrical system
- 74hp (55kw), 2,400 operating RPM
- 400Hz 115/200v nominal
- Output 45Kva @ .85PF
- Brushless single bearing generator
- Efficient direct engine connection
- Voltage regulation: +/- 1% over full load range
- Voltage transient: +/- 13.8% no load to full load
- Voltage transient recovery time: +/- 1% of nominal voltage within 100 milliseconds
- Voltage modulation: 0.5% at steady state
- Overload rating: 125% for 5 minutes @ 0.8 PF
- Line drop compensation: Increases up to 10 VAC L-N to compensate for aircraft cable voltage drop

**Fuel and Emission Information**

- 35 US gallons (132.5 liters)
- Corrosion proof polypropylene tank
- 1.2 gallons/hr. (4.54L/hr.) at 50% load
- Approximately 25 hours run time at 50% load
- Low fuel warning activation at 15% remaining
- Electronic fuel shut off at 5% fuel remaining
- EPA Tier 4F compliant
- EU Stage V available CE certified
- NO DEF (Diesel Exhaust Fluid) REQUIRED

**Output Cable**

- 30'- 1/0 multi strand cable set with standard thermal protection head switching and hard tip nose

**Warranty**

- Comprehensive 24 month warranty from date of delivery
- Two-year or 2,000hrs\* full engine warranty plus an additional year or 3,000hrs\* on major components

\*Note 1: Whichever comes first

\*Note 2: Refer to all manufacturer's manuals and documentation

**Engine Instrumentation**

- GCM2 Digital Generator Controller
- CAN bus monitor reads engine and operating parameters
- Built in alarms and fault code reporting
- Low oil, high temp, overspeed, under speed, overvoltage, over/under frequency, low fuel, over crank monitoring
- Programmed clearance lighting incorporating flashing warning/alarm function
- standard LED adjustable flood lighting
- USB charger
- E Stop and battery isolator switches

**Construction**

- Fully galvanized heavy-duty trailer and dual oversized illuminated cable storage bins
- Cable tray rollers allow for easy deployment of output cables
- Torsional suspension system
- Heavy duty fifth wheel front axle and towbar assembly
- Wide, low roll resistance tires
- Protective galvanized steel bumpers
- Custom designed polypropylene foam filled enclosures
- Available in white/grey or orange/grey color combination

**Options**

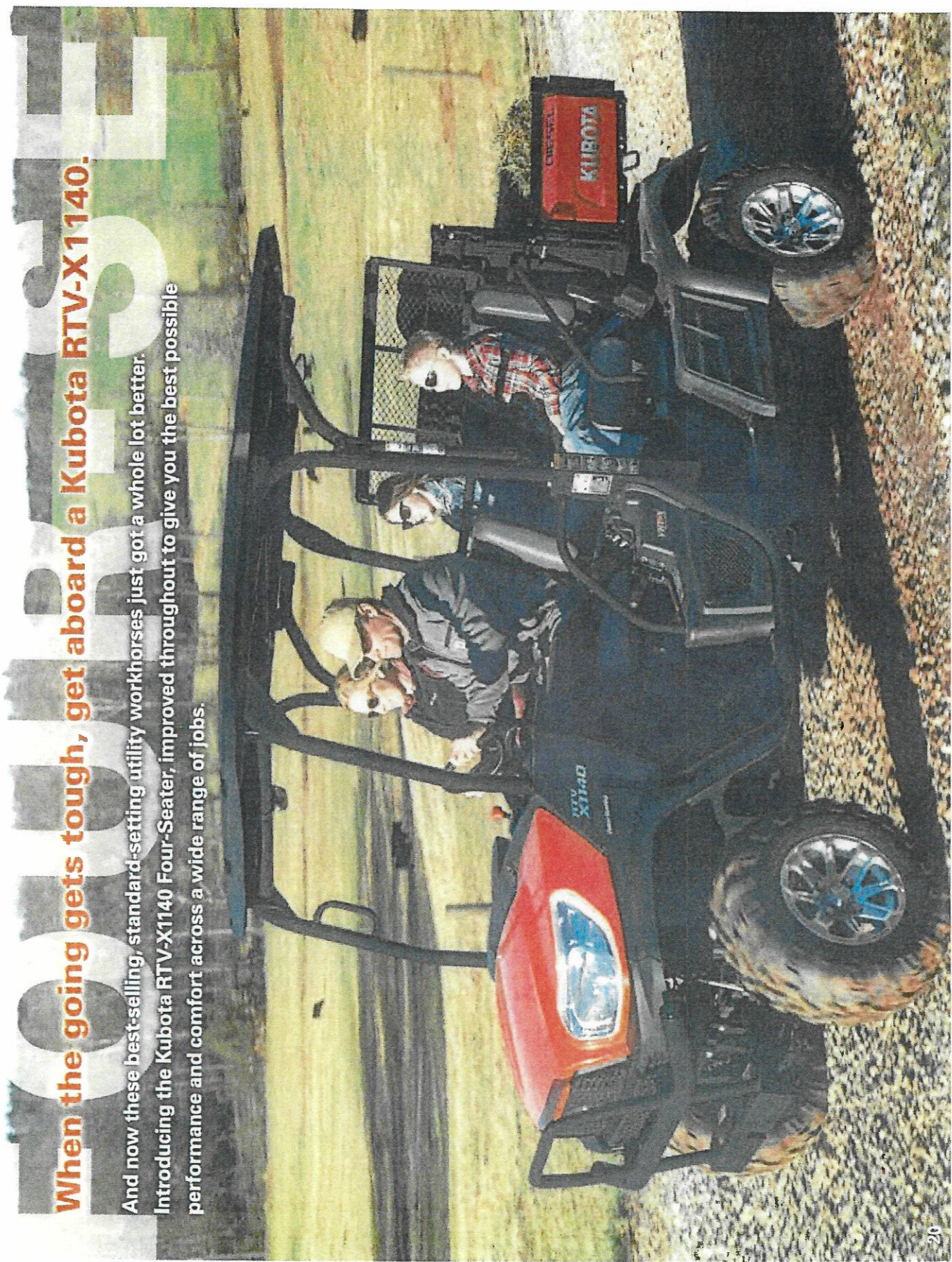
- Tow bar interlock protection system
- Cold weather kit
- Bumper kit
- Fire extinguisher

**Dimensions**

- Uncrated dimensions: 126" L X 59" W X 66" H (3.2 x 1.5 x 1.7 m). 2,822 lbs. (1,280 kg.)

\*Fuel Consumption data as shown above can vary. The calculation stated is a factor of theoretical fuel usage generated from onboard fuel prediction software and may not accurately represent the actual conditions under which this equipment is operated.





**When the going gets tough, get aboard a Kubota RTV-X1140.**

And now these best-selling, standard-setting utility workhorses just got a whole lot better. Introducing the Kubota RTV-X1140 Four-Seater, improved throughout to give you the best possible performance and comfort across a wide range of jobs.



## EXHIBIT C:

WE ARE OFFERING TO INCREASE OUR LEASE RATE AMOUNT IN AN AMOUNT EQUAL TO \$0.01 PER GALLON OF FUEL PUMPED BY SUMMIT AVIATION. THIS WAY THE INCREASED OVERHEAD MATCHES SALES. WE WOULD PAY THIS FOR THE REMAINDER OF THE TERM.

SPRINGDALE AIRPORT HAS SEEN AN AVERAGE INCREASE IN FUEL SALES OF 2975 GALLONS EACH YEAR OVER THE LAST 10 YEARS. PROJECTING THAT INCREASE PER YEAR OVER THE NEXT 15 YEARS, WE SEE THE SUBSTANTIAL FINANCIAL IMPACT THIS WOULD HAVE.

	2021	2022	2023	2024	2025	2026	2027	2028
Gallons	418,826.76	421,802.16	424,777.56	427,752.96	430,728.36	433,703.76	436,679.16	439,654.56
Current Rate	\$46,070.94	\$46,398.24	\$46,725.53	\$47,052.83	\$47,380.12	\$47,707.41	\$48,034.71	\$48,362.00
Additional \$0.01	\$50,259.21	\$50,616.26	\$50,973.31	\$51,330.36	\$51,687.40	\$52,044.45	\$52,401.50	\$52,758.55
	2029	2030	2031	2032	2033	2034	2035	2036
Gallons	442,629.96	445,605.36	448,580.76	451,556.16	454,531.56	457,506.96	460,482.36	463,457.76
Current Rate	\$48,689.30	\$49,016.59	\$49,343.88	\$49,671.18	\$49,998.47	\$50,325.77	\$50,653.06	\$50,980.35
Additional \$0.01	\$53,115.60	\$53,472.64	\$53,829.69	\$54,186.74	\$54,543.79	\$54,900.84	\$55,257.88	\$55,614.93

## THE BREAKDOWN

THIS MEANS THAT AN INCREASED LEASE AMOUNT IN AN AMOUNT EQUAL TO \$0.01 PER GALLON, WHICH IS AN ABSORBABLE COST FOR SUMMIT, WOULD EQUATE TO \$66,394.49 MORE DOLLARS TO THE CITY OF SPRINGDALE. THAT TIMEFRAME TAKES THE ADDITIONAL RATE FROM YEARS 2022-2036.

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## WHAT IS THE VALUE TO THE CITY?

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SINCE OBTAINING THE FBO LEASE IN 2016, SUMMIT AVIATION AND THE AIRPORT HAS GROWN CONSIDERABLY. GROWTH IN THE REGION HAS INCREASED THE AMOUNT OF TRAFFIC TO THE AIRPORT AND THAT TREND IS EXPECTED TO CONTINUE FOR THE FORESEEABLE FUTURE. WE ARE FULLY VESTED IN THE SUCCESS OF SPRINGDALE AIRPORT. SO, IT MAKES SENSE THAT ANY IMPROVEMENT THE FBO MAKES LIKEWISE IMPROVES THE AIRPORT FOR ALL PARTIES.

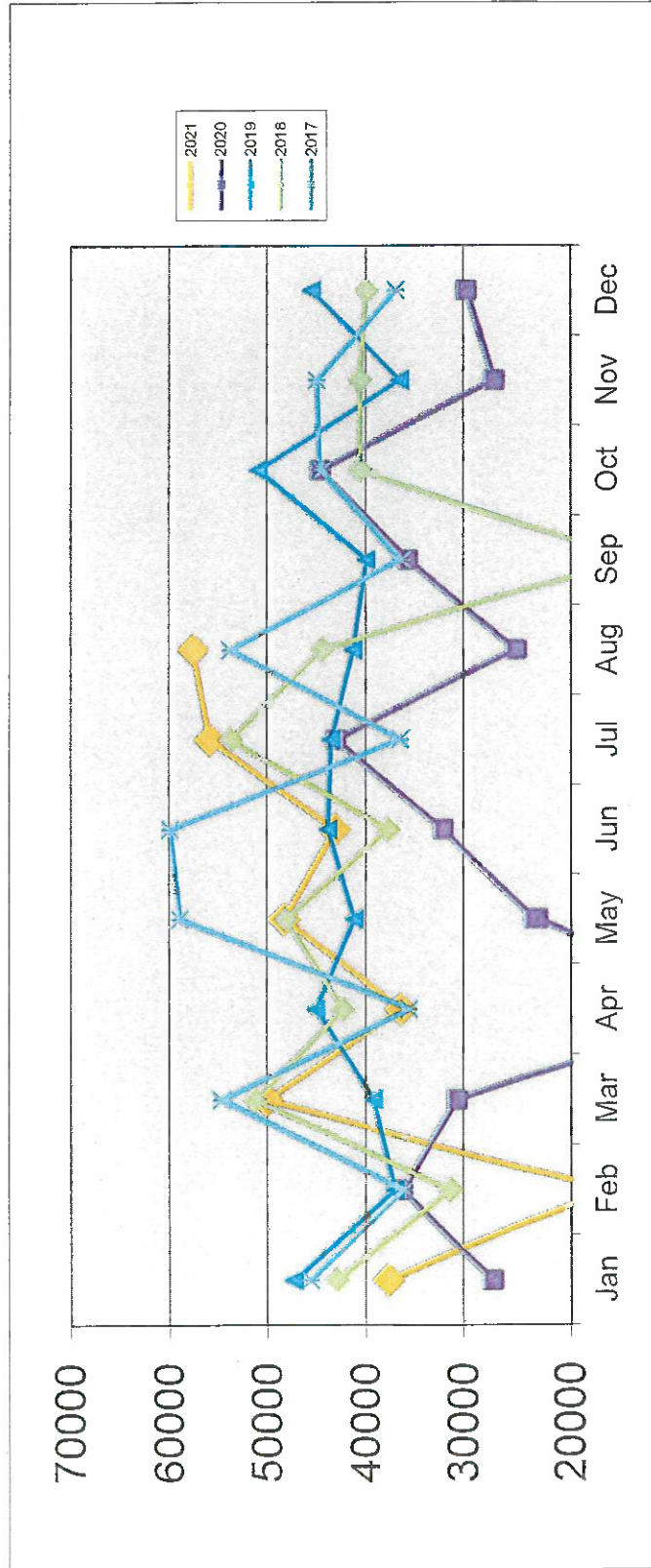
EXECUTIVE AVIATION, WHO IS BY FAR SUMMIT AVIATION'S BIGGEST CUSTOMER, WILL BE ABLE TO CONTINUE OFFERING COMPETITIVE CHARTER OPERATIONS OUT OF THE SPRINGDALE AIRPORT FOR SIGNIFICANTLY LONGER. THEIR SERVICES DIRECTLY IMPACT THE TAX DOLLARS BROUGHT INTO THE CITY THROUGH THEIR PASSENGERS AND THEIR FUEL PURCHASES.

EVERY DECISION MADE BY THE COMMISSION IS A FINANCIAL INVESTMENT IN THE AIRPORT. IN THIS PROPOSAL WE HAVE SHOWN THAT WE WANT TO BUILD ON AND INCREASE THE VALUE OF WHAT THE COMMISSION HAS BUILT WHILE EXTENDING OUR PRESENCE FOR OUR CUSTOMERS, EMPLOYEES AND THE CITY OF SPRINGDALE.

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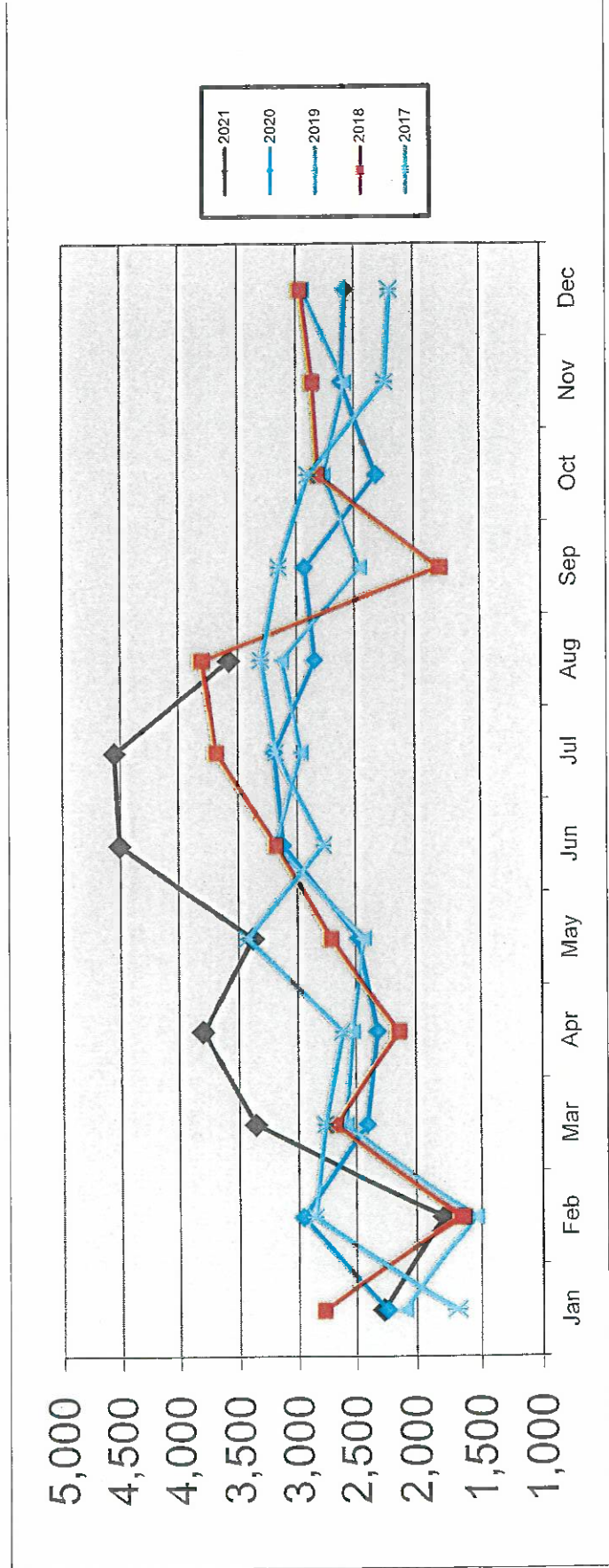
City of Springdale Municipal Airport Commission  
Gallons of Fuel Purchases

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Jan	37651	27,173	47,324	43,039	45,640	46,486	40,846	24,334	23,617	28,388	32,928
Feb	16370	36,227	36,989	31,362	36,128	27,601	33,651	24,216	27,750	28,170	23,800
Mar	50083	30,662	39,164	51,298	54,591	40,311	33,794	28,875	36,204	35,812	32,640
Apr	36375	3,981	45,109	42,368	35,504	49,331	39,495	39,143	41,581	26,933	28,147
May	48288	23,216	41,222	48,189	58,839	35,785	27,701	29,610	26,823	35,614	36,133
Jun	43149	32,089	43,877	37,677	59,851	27,914	35,517	32,575	30,984	27,419	28,348
Jul	55781	43,103	43,528	53,742	36,438	50,239	45,969	51,476	31,986	23,520	27,685
Aug	57499	24,914	41,269	44,436	53,666	26,630	37,862	26,045	38,167	39,459	31,911
Sep		35,664	39,877	13,910	36,466	63,239	46,770	36,002	39,684	27,577	36,352
Oct		44,657	50,827	40,537	44,669	40,539	47,534	54,521	35,322	30,150	35,839
Nov		26,992	36,427	40,537	44,925	47,603	48,180	31,431	31,889	45,646	28,209
Dec		29,722	45,518	39,852	36,825	46,843	33,818	32,492	28,868	32,078	32,455
Totals	345,196	358,400	511,131	486,947	543,542	502,521	471,137	410,720	392,875	380,766	374,447



# Total Operations

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Jan	2,272	2,238	2,096	2,795	1,685	2,086	2,107	1,503	1,635	1,762	2,176	1,993
Feb	1,777	2,958	1,546	1,654	2,853	1,960	1,546	1,310	2,084	1,558	1,494	1,938
Mar	3361	2,403	2,586	2,686	2,769	1,985	2,538	2,046	2,049	2,172	2,460	2,290
Apr	3800	2,314	2,526	2,149	2,613	2,031	2,308	1,967	2,049	1,677	2,050	2,602
May	3379	2,475	2,426	2,720	3,429	2,288	2,561	2,316	2,047	2,545	2,539	2,408
Jun	4507	3,120	3,186	3,191	2,774	2,345	2,300	2,237	2,587	2,608	2,543	2,726
Jul	4552	3,195	2,966	3,697	3,182	1,868	2,604	2,580	2,350	1,873	2,374	2,658
Aug	3576	2,843	3,127	3,812	3,303	2,217	2,772	2,753	2,532	2,387	2,073	3,310
Sep		2,927	2,448	1,807	3,150	2,795	2,388	2,330	2,647	2,007	2,379	2,717
Oct		2,306	2,762	2,818	2,896	2,586	2,706	2,318	2,127	2,525	2,815	2,596
Nov		2,605	2,577	2,868	2,232	2,284	2,285	1,870	1,407	2,262	1,738	1,973
Dec		2,567	2,943	2,968	2,191	1,994	2,577	1,611	1,242	1,607	1,696	1,758
Totals	27,224	31,951	31,189	33,165	33,077	26,439	28,692	24,841	24,756	24,983	26,337	28,969





CITY OF SPRINGDALE  
AIRPORT ACCOUNTS RECEIVABLE  
AGING REPORT - 9-10-2021

CUST ID	HANGAR NUMBER	NAME	TOTAL	NOT YET DUE	1 - 30 DAYS DUE	31 - 60 DAYS DUE	61 - 90 DAYS DUE	OVER 90 DAYS DUE
<b>OLD HANGAR LEASE</b>								
10	507	NEWBERRY, RICHARD - #507	141.92	141.92	-	-	-	-
26	403	STULTS, CARL - #403	175.00	175.00	-	-	-	-
44	509	JUSTIS, JEFF - #509	142.00	142.00	-	-	-	-
46	602	MCALISTER, JH - #602	209.00	209.00	-	-	-	-
48	1204	LEE, TOMMY - #1204	276.00	276.00	-	-	-	-
57	704	COPE, DON - #704	196.00	196.00	-	-	-	-
505	401	STULTS, CARL - #401	96.00	96.00	-	-	-	-
			<u>1,235.92</u>	<u>1,235.92</u>	-	-	-	-
			100.00%	100.00%	0.00%	0.00%	0.00%	0.00%
<b>NEW HANGAR LEASE</b>								
1015	806	CRAWFORD, SHANE - #806	27.60	27.60	-	-	-	-
1590	604	MCALISTER, JODIE - #604	209.00	209.00	-	-	-	-
1691	008	BRAIN, JAMES - # 008	155.00	155.00	-	-	-	-
1797	106	FLYNN, TEDDY - #108	74.00	74.00	-	-	-	-
1801		HOLDERFIELD, Z - GROUND LEASE	22.20	22.20	-	-	-	-
1810	607	FOGG, BRITT - #607	438.90	209.00	229.90	-	-	-
1837	001	DILLARD, JOE	155.00	155.00	-	-	-	-
1856	1206	CRAWFORD, SHANE - #1206	303.60	276.00	27.60	-	-	-
1857	1301	MANN, JEFF - #1301	313.20	-	-	-	-	313.20
1884	405	MANN - JEFF - #405	630.00	-	-	-	-	630.00
1956	1535-B	MANN, JEFF - #1535-B	1,260.00	-	-	-	-	1,260.00
1977	411	MANN, JEFF - #411	630.00	-	-	-	-	630.00
1978	412	MANN, JEFF - #412	838.80	-	-	-	-	838.80
1988	1201	SMALLWOOD, MARION - #1201	276.00	276.00	-	-	-	-
2029	1303	MANN, JEFF - #1303	612.00	-	-	-	-	612.00
2092	810	MANN, JEFF - #810	370.80	-	-	-	-	370.80
2106	1308	LEE, TOMMY	87.00	87.00	-	-	-	-
2107	1307	LEE, TOMMY	170.00	170.00	-	-	-	-
2112		CRYSTAL LAKE AVIATION - 4	175.00	175.00	-	-	-	-
2113		CRYSTAL LAKE AVIATION - 4	233.00	233.00	-	-	-	-
2115	005	COPE, DON	155.00	155.00	-	-	-	-
2126	405	TAILWHEEL, INC	175.00	175.00	-	-	-	-
2136	302	KUHNS, BART	4.00	4.00	-	-	-	-
2140	606	AMERIPOLISH, INC - #606	209.00	209.00	-	-	-	-
			<u>7,524.10</u>	<u>2,611.80</u>	<u>257.50</u>	<u>-</u>	<u>-</u>	<u>4,654.80</u>
			100.00%	34.71%	3.42%	0.00%	0.00%	61.87%
<b>TOTAL DUE</b>			<u>8,760.02</u>	<u>3,847.72</u>	<u>257.50</u>	<u>-</u>	<u>-</u>	<u>4,654.80</u>
<b>AIRPORT TERMINAL</b>								
1935	CAFÉ	FRICK, DOYLE/SEARS, LAURA	1,360.00	-	-	-	-	1,360.00
2043	CAFÉ	ALBATROSS BAR & GRILL	2,160.00	-	-	-	-	2,160.00
			<u>3,520.00</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>3,520.00</u>
<b>OUT OF HANGAR - BALANCE OWED</b>								
1816		GILBOW, BARRY	457.20	-	-	-	-	457.20
			<u>457.20</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>457.20</u>
<b>GRAND TOTAL</b>			<u>12,737.22</u>	<u>3,847.72</u>	<u>257.50</u>	<u>-</u>	<u>-</u>	<u>8,632.00</u>

**Airport Commission  
Balance Sheet  
August 31, 2021**

**Assets**

Current Assets

Cash in bank	\$ 313,667
Accounts receivable, net	82,118
Allowance for doubtful accounts	(8,640)
Prepaid assets	(81)
Other assets	<u>1,013</u>

Total Current Assets 388,077

Capital Assets

Land	3,297,658
Land improvements	8,985,226
Buildings	3,541,110
Machinery and equipment	1,023,288
Construction in progress	246,380
Less accumulated depreciation	<u>(8,503,090)</u>

Total Capital Assets, net of accumulated depreciation 8,590,570

Total Assets \$ 8,978,648

**Liabilities and Fund Balance**

Liabilities

Accounts payable	\$ 7,420
Compensated absences	5,058
Customer deposits	1,524
Unearned revenue - hangar rent	6,754
Other Liabilities	<u>18,444</u>

Total Liabilities 39,201

Fund Balance 8,939,447

Total Liabilities and Fund Balance \$ 8,978,648



**CITY OF SPRINGDALE**  
**Airport Commission**  
**2021 Revenues and Expenditures**

	January	February	March	April	May	June	July	August	Year to Date	2020 Total	2019 Total	2018 Total
<b>Revenue</b>												
Washington County Sales Tax	\$ 1,176	\$ 893	\$ 1,327	\$ 690	\$ 1,905	\$ 1,370	\$ 1,943	\$ 2,378	\$ 11,601	\$ 7,197	\$ 11,235	\$ 16,115
Springdale Sales Tax	1,567	1,192	1,770	919	2,537	1,829	2,586	3,172	15,573	10,266	17,978	25,852
Federal Grants	-	-	-	58,582	14,270	-	-	-	72,852	177,717	77,998	2,089,470
State Grants	-	-	-	-	-	-	-	-	-	-	415,249	113,276
Ramp Fees	-	-	-	-	-	-	-	-	-	-	-	-
Interest	-	-	-	-	-	-	-	-	-	-	-	-
Hangar Rent	25,829	26,185	26,436	26,378	26,336	26,529	26,253	26,413	210,360	138,4	600	876
Terminal Rent	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	25,200	318,534	307,890	302,807
Ground Lease	22	22	22	22	22	22	22	22	176	48,200	42,124	41,500
Through Fence Revenues	-	-	-	-	-	-	-	-	-	2,240	3,932	3,372
Fuel Flowage Fees	3,289	4,142	1,801	5,509	4,001	5,312	4,746	6,136	34,915	17,170	17,170	17,170
Miscellaneous	-	-	-	-	-	-	-	-	-	50,857	41,742	53,725
Transfer from Sales and Use Tax Fund	-	-	-	-	-	-	-	-	-	107	851	240
Sale of Capital Assets	-	-	-	-	-	-	-	-	-	-	11,501	220,267
Insurance Recoveries	-	-	-	-	-	-	-	-	-	2,565	-	5,603
<b>Total Revenue</b>	<b>\$ 35,013</b>	<b>\$ 35,584</b>	<b>\$ 39,146</b>	<b>\$ 65,250</b>	<b>\$ 52,222</b>	<b>\$ 38,211</b>	<b>\$ 41,269</b>	<b>\$ 41,271</b>	<b>\$ 374,968</b>	<b>\$ 637,760</b>	<b>\$ 947,760</b>	<b>\$ 2,890,073</b>
<b>Expenditures</b>												
Regular Salaries	\$ 2,610	\$ 4,580	\$ 4,580	\$ 6,869	\$ 4,580	\$ 4,580	\$ 4,580	\$ 4,580	\$ 30,957	\$ 50,156	\$ 64,838	\$ 60,002
Overtime	13	-	-	-	-	-	-	-	13	515	839	5,009
Sick Leave Bonuses	-	-	-	-	-	-	-	-	-	144	141	557
Temporary	-	-	-	-	-	-	-	-	-	-	3,580	13,400
FICA/Medicare	190	333	333	500	333	333	333	333	2,697	4,363	4,767	4,815
Insurance	585	534	534	534	534	534	585	534	4,375	9,670	9,670	6,700
Pensions	157	275	275	412	275	275	275	275	2,218	3,521	3,600	3,602
Workers' Compensation	54	96	96	143	96	96	96	96	772	1,317	1,135	1,319
Uniforms	-	-	-	-	-	-	-	-	-	72	21	-
Engineering	-	-	-	-	-	-	-	-	-	7,325	4,552	560
Other Professional Services	-	-	-	-	-	-	-	-	-	187	800	-
Control Tower Operations	-	7,693	7,693	7,693	7,693	7,693	7,693	16,464	54,928	76,930	84,011	91,134
Water & Sewer	-	127	128	163	182	168	352	377	1,467	2,478	2,678	2,678
Maintenance Bldg. & Grounds	558	6,955	3,725	1,354	7,082	18,215	5,424	5,635	48,929	137,888	43,170	60,326
Approach Obstruction Removal	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Maintenance	-	226	250	1,965	3,288	35	121	-	5,885	4,754	5,332	2,678
Equipment Maintenance	-	-	-	g	-	1,370	1,963	-	3,342	1,434	15,334	1,290
Office Supplies & Postage	-	-	-	-	198	-	-	-	198	-	326	136
Natural Gas	-	-	2,133	531	400	239	-	363	3,668	5,725	5,936	7,760
Electricity	964	1,056	4,053	3,354	1,925	2,617	3,892	3,234	21,085	29,775	30,604	37,190
Gasoline	-	148	399	501	1,551	1,567	334	367	9,019	8,047	9,019	8,040
Insurance/Property	-	-	-	-	-	-	-	-	20,147	16,747	15,298	13,612
Communications	-	350	1,093	2,504	350	1,720	2,500	349	10,485	13,497	15,307	11,660
Travel & Training	-	-	-	-	-	-	-	-	-	29	404	-
Miscellaneous	152	292	522	433	152	-	754	292	2,596	4,631	3,984	5,229
Grant Expenditures - Covid-19	-	-	-	-	-	-	-	-	-	9,271	-	-
Property Taxes	-	-	-	-	-	-	-	-	-	18,167	17,837	18,080
Land Purchase	-	-	-	-	-	-	-	-	-	-	25,576	221,000
Improvements	-	-	-	-	-	-	-	-	-	-	-	-
Taxiway Improvements	-	-	-	-	-	-	-	-	-	-	-	-
ASG Hangar Enclosure	-	-	-	-	-	-	-	-	-	-	-	-
ASG East Hangar Construction	-	-	58,583	14,270	-	7,867	-	1,738	82,457	104,717	10,558	89,205
Fuel Farm Rehab	-	-	-	7,420	(2,600)	-	-	-	4,820	46,748	-	131,218
ASG Apron Paving	-	-	-	-	-	-	-	-	-	-	-	-
Terminal Access Rd	-	-	-	-	-	-	-	-	-	-	151,446	-
ASG Airport Road	-	-	-	-	-	-	-	-	-	-	-	-
ASG Runway	-	-	-	-	-	-	-	-	-	-	-	-
MALSF Replacement	-	-	-	-	-	-	-	-	-	-	40,371	2,271,972
Terminal Improvements	-	-	-	-	-	-	-	-	-	-	-	-
LED PAPI Project	-	-	-	-	-	-	-	-	-	-	52,422	12,330
Airport Kitchen Improvement	-	-	-	-	-	-	-	-	-	-	-	60,274
Equipment	-	-	-	-	-	-	-	-	-	-	3,624	4,632
Bad Debt (Recovery)	-	-	-	-	-	-	-	-	-	31,317	-	56,990
<b>Total Expenditures</b>	<b>\$ 5,633</b>	<b>\$ 23,408</b>	<b>\$ 84,922</b>	<b>\$ 40,961</b>	<b>\$ 25,998</b>	<b>\$ 67,453</b>	<b>\$ 28,902</b>	<b>\$ 34,637</b>	<b>\$ 311,914</b>	<b>\$ 590,964</b>	<b>\$ 634,033</b>	<b>\$ 3,216,492</b>
<b>Excess Receipts Over (Under) Expenditures</b>	<b>\$ 29,380</b>	<b>\$ 12,176</b>	<b>\$ (48,776)</b>	<b>\$ 54,289</b>	<b>\$ 26,224</b>	<b>\$ (29,242)</b>	<b>\$ 12,368</b>	<b>\$ 6,634</b>	<b>\$ 63,052</b>	<b>\$ 46,776</b>	<b>\$ 313,727</b>	<b>\$ (326,419)</b>