



A G E N D A
Tuesday, March 12, 2024
8:00 a.m.

PLEASE NOTE: You are able to join the meeting via Zoom - the invitation to the meeting is attached to the email forwarding this agenda.

1. Approve the minutes of the Regular Meeting held February 27, 2024.
2. Approve the airport vouchers totaling \$305,716.62.
3. Approve the individual vouchers:
 - A. VOLAIRE AVIATION - \$1,875.00
Monthly data subscription.
 - B. VOLAIRE AVIATION - \$17,500.00
Passenger leakage study.
 - C. FLINT GROUP - \$13,755.00
2024 Marketing Program.
 - D. TL STROH ARCHITECTS - \$280,000.00
Parking structure project.
 - E. THE HANOVER INSURANCE GROUP - \$505.00
Builder's Risk Insurance – Elevator Project, Westside Terminal.
4. Receive January financial statement.
5. Receive communication from EideBailly regarding consulting and engagement agreement for business planning and analysis; outsourced CFO services.
6. Receive communication from SP Plus regarding extension of parking facilities management agreement.
7. Continue discussion regarding employee parking.
8. Receive update on parking structure and elevated walkway project.
 - Approve procurement of bids for Parking Structure Bid Package #2 (anticipated value \$9,000,000.00).

AGENDA
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9. Receive update on passenger terminal expansion and modification project
 - Receive Amendment No. 3 to AIA A133-2019 agreement between MAA and McGough Construction for passenger terminal expansion and modification project (changes requested by FAA).
 - Receive GMP #1 change order to tile elevator (\$28,348.48) McArthur Tile Co.; Terrazzo floor patching awarded to Advance Terrazzo & Tile Co., included in GMP #1.
 - Receive amendment to Bid Package #1 for GMP #2 (\$17,754,492.00) associated with American timber supplier and Buy American requirements.
 - Approve procurement of bids for terminal expansion – anticipated value \$48,000,000.00
10. Receive Change Order #1 for Gate #4 boarding bridge for an increase of \$5,544.00 (install new baggage slide).
11. Receive bid tabulation and recommendation of award from Mead & Hunt for electrical equipment and lighting replacement project.
12. Authorize attendance at AAEE Airport Winter Operations and De-icing conference, July 21-23, 2024, Pittsburgh, PA.
13. Receive communication from Flint Group regarding electronic sign proposals and paid media presentation.
14. Continue discussion regarding terminal expansion play area.

Join Zoom Meeting

<https://us02web.zoom.us/j/428180443?pwd=U1hwMGJmVmdyc1ljUGE1Mkl0VnRBdz09>

Meeting ID: 428 180 443

Password: 2801

Dial (669-900-6833) or (253-215-8782)

If necessary, the Municipal Airport Authority may enter into executive session to consider or discuss closed or confidential records or information pursuant to North Dakota Century Code Sections 44-04-19.1, 44-04-19.2., 44-04-24 and 44-04-26.

Regular Meeting

Tuesday

February 27, 2024

The Regular Meeting of the Municipal Airport Authority of the City of Fargo, North Dakota, was held Tuesday, February 27, 2024.

Present: Engen, Berg, Cosgriff, Ekman, Kapitan
Absent: None
Others: Bossart

Vice Chair Ekman presiding.

Approved the Minutes of the Regular Meeting Held February 13, 2024:

Berg moved to approve the minutes of the Regular Meeting held February 13, 2024.
Second by Engen.
On the call of the roll, Engen, Berg, Cosgriff, Ekman voted aye.
Kapitan absent. Motion carried.

Approved the Airport Vouchers Totaling \$121,004.69:

Engen moved to approve the airport vouchers totaling \$121,004.69.
Second by Berg.
On the call of the roll, Engen, Berg, Cosgriff, Ekman voted aye.
Kapitan absent. Motion carried.

Approved the Individual Vouchers:

Engen moved to approve the individual vouchers

- A. MEAD & HUNT - \$6,944.00
Title VI document preparation.
- B. CUMMING GROUP - \$1,263.75
Passenger terminal CMAR Amendment #1 review.
- C. MCGOUGH CONSTRUCTION - \$154,893.00
Partial Payment Request #8, passenger terminal expansion elevator.
- D. MEAD & HUNT - \$73,850.00
Terminal Apron Expansion Design (Final).

Approved the Individual Vouchers: (continued)

- E. MEAD & HUNT - \$5,156.46
North GA Apron Expansion.
- F. MEAD & HUNT - \$1,289.20
Gate 4 boarding bridge replacement.
- G. MEAD & HUNT - \$6,377.87
Security access system upgrade.
- H. MEAD & HUNT - \$303,146.78
Passenger terminal expansion project.

Second by Berg.

On the call of the roll, Engen, Berg, Cosgriff, Ekman voted aye.

Kapitan absent. Motion carried.

Michael Lum, Volaire Aviation, Presented Passenger Leakage Study:

Michael Lum, Managing Partner, Volaire Aviation, Inc., was recognized via zoom. Lum presented the traffic leakage and retention results for third quarter 2023, DOT capacity, traffic and fare analysis.

Study was received and filed.

Chair Kapitan now present. Vice Chair returned the chair.

Received Financial Model Update from EideBailly:

Representatives from EideBailly presenting were Chad Flanagan, Tanna Aasand (via zoom), Natalie Miller (via zoom).

Aasand stated they have worked in depth with Shawn Dobberstein who has been so helpful in getting the information they have requested in a very timely manner. She stated they have also worked with Tom Schauer, Mead & Hunt, and a couple of board members. She stated using the Leibowitz & Horton model developed by Monica Weddle, they have been able to create a cash flow model which will be presented to the board to determine if it will be useful going forward.

Miller stated they pulled all of the information provided by the MAA and presented the various draft models they are proposing. Miller stated if the board members would like to see this information in different ways just let them know.

Berg stated he cannot speak for the rest of the board members but the main piece of information he is looking for is if something with inflows and outflows is off track. He stated he does not want to spend 30 minutes every meeting reviewing the financials.

Received and Approved Temporary Construction Easement with the City of Fargo:

Proposed Temporary Construction Easement from the City of Fargo was received and filed.

Dobberstein stated the COF is requesting a temporary construction easement on airport farmland north of Riviera Heights and west of the treatment facility with an expiration date of June 1, 2025. The land is currently farmed by NDSU, and the COF will reimburse the MAA for the lease revenue.

Engen moved to approve the temporary construction easement for the City of Fargo.

Second by Berg. All members present voted aye. Motion carried.

Received Amendment No. 3 to AIA A133-2019 Agreement between MAA and McGough Construction for Passenger Terminal Expansion and Renovation Project (Changes Requested by FAA):

This item was tabled.

Received Update Regarding Passenger Terminal Expansion and Renovation Project, Concessions Update:

Brandon Halverson, Mead & Hunt, was recognized via zoom. Also attending was Dustin Sejnoha, Sky Dine (via zoom).

Halverson presented an update on concession areas in the terminal expansion project.

Sejnoha briefly reviewed their plan for temporary food service during the time when they are without their full kitchen services. He stated they have not yet signed any contracts with other brands and vendors. He presented ideas about upscale vending areas.

Received Update on Parking Structure and Elevated Walkway Project:

Terry Stroh, TL Stroh Architects, was recognized and stated they continue to be on track with the parking structure project. There is a pre-cast bid package out right now. He stated since there is such a push on the parking structure they are waiting on further work on the walkway. He added a lot of the design work was done for the previously planned walkway.

Brad Bachmeier Discussed Art in the Passenger Terminal Project:

Brad Bachmeier, Chair of the School of Art at MSUM, was recognized and gave a brief summary of his background in art. He stated he served on the COF Planning Commission and helped found the Fargo Arts and Culture Commission. He also provided a list of clients and partners. He stated art would help tell the story of the airport and the Fargo metro area. He stated the airport is often the welcome and farewell to visitors. He stated travel can be stressful and art can help relieve some of that stress. He presented a powerpoint on airport and other public art displays.

Berg now absent.

Brad Bachmeier Discussed Art in the Passenger Terminal Project: (continued)

Brandon Halverson, Mead & Hunt, was recognized via zoom and stated they have been working with Artworks on terminal expansion project. Halverson stated he will contact Mr. Bachmeier and review what they have planned so far and get ideas from Mr. Bachmeier.

Received FAA Approved Title VI Program:

Dobberstein stated we received notification from the FAA that they approved our Title VI Plan, which was prepared by Mead & Hunt. Copies of the plan were provided.

Engen moved to receive the Title VI Program (49 CFR Part 21).

Second by Ekman. All members present voted aye. Berg absent. Motion carried.

Received Contract Amendment #1 from Mead & Hunt for South GA Apron Reconstruction Project (Deduct \$16,754.00):

Proposed agreement with Mead & Hunt dated February 22, 2024, PFC 24-10-10-C-00-FAR Application and PFC 20-09-C-00 FAR Closeout, was received and filed.

Engen moved to approve the agreement proposed by Mead & Hunt to provide services for the PFC Application #10 at a cost of \$53,900, and that the Executive Director be given the latitude to decide on the proposal for the PFC #9 closeout.

Second by Ekman. All members present voted aye. Berg absent. Motion carried.

Received Contract Amendment #1 from Mead & Hunt for South GA Apron Reconstruction Project (Deduct \$16,754.00):

Engen moved to approve Contract Amendment No. 1 to the South GA Apron Reconstruction Project as a result of a reduction to Scope of Services for a deduct of \$16,754.00.

Second by Ekman.

On the call of the roll, Engen, Cosgriff, Ekman, Kapitan voted aye.

Berg absent. Motion carried.

Flint Group Discussed PR and Social Media Strategy:

Flint Group representatives Madison Quamme, Kelsey Miller and Jodi Duncan were recognized via zoom and gave an update on public relations and social media strategy. They presented ideas on how they plan to handle the terminal expansion project and have broken it into three phases, pre-construction, construction, and post-construction.

Discussion on Short Term Parking During Parking Garage Construction:

Cosgriff stated as we move forward with construction of the parking garage, he thinks we need to take a look at the existing employee parking lot as potentially filling in as our short-term parking during that construction. He does not know if that is something we need to direct SP Plus to do. He stated he feels we need to take a hard look and maintain as much short-term parking as possible, which would mean displacing our least expensive parking instead of our most expensive parking. He stated that will inconvenience some people.

Engen stated the basis of taking care of the airport employees and the people that actually facilitate the transporting of passengers and their bags is important. He stated that is an operations function and that supersedes the revenue side for the purpose of running the airport.

Discussion continued with objections voiced by several members of airline management staff regarding displacement of employee parking.

Cosgriff made a request to be provided with a copy of the list of employees and names that are parking in the employee lot.

Attorney Bossart assured airline employees in attendance that she would not authorize the release of their names.

Engen now absent.


There was discussion on forming a parking committee. No action was taken.

Cosgriff moved to adjourn the meeting.

Second by Ekman. All members present voted aye. Motion carried.

Time at adjournment was 10:52 a.m.

VOUCHERS FOR AUTHORITY APPROVAL - MARCH 12, 2024



AGSPRAY EQUIPMENT	PARTS FOR DE-ICING TANK	\$136.53
AIRPORTS COUNCIL INTL. - NORTH AMERICAN	ACI-NA AAAE LEGISLATIVE CONF, MAR 14-15, WASH DC (DOBBERSTEIN)	\$885.00
AIRSIDE SOLUTIONS, INC.	AIRFIELD LIGHTING SUPPLIES	\$460.71
AIRSIDE SOLUTIONS, INC.	AIRFIELD LIGHTING SUPPLIES	\$1,562.19
AIRSIDE SOLUTIONS, INC.	AIRFIELD LIGHTING SUPPLIES	\$2,872.54
ALL INDUSTRIAL TOOL SUPPLY	AIRFIELD LIGHTING MATERIALS	\$46.42
ALLIED UNIVERSAL SECURITY SERVICES	SECURITY GUARD SERVICE 3853.40	\$3,853.40
ALLIED UNIVERSAL SECURITY SERVICES	SECURITY GUARD SERVICE JAN 19 - 25	\$3,740.73
ALLIED UNIVERSAL SECURITY SERVICES	SECURITY GUARD SERVICE FEB 2-8	\$6,809.61
ALLIED UNIVERSAL SECURITY SERVICES	SECURITY GUARD SERVICE FEB 9-15	\$3,728.20
AMAZON	OFFICE SUPPLIES - USB	\$71.09
AMAZON	FLOOR STANDING POSTER DISPLAY STAND - W. TERM	\$146.00
AMAZON	KEY TAGS	\$7.51
AMAZON	OFFICE SUPPLIES - COPIER PAPER	\$149.91
AMAZON	CRIMPING TOOL - AIRFIELD MAINT	\$260.00
AMAZON	LIGHTING FOR EQUIP #5	\$133.29
AMERICAN AIRLINES	ARFF LEADERSHIP CONF, MARCH 4-7, PORT CHARLOTTE, FL - NOYES (RETURN FLT)	\$383.60
AMERICAN ASSOC OF AIRPORT EXECS	EDUCATION/REF MATERIALS - ARFF AMF - HILLUKKA	\$350.00
AMERICAN ASSOC OF AIRPORT EXECS	EDUCATION/REF MATERIALS - ARFF AMF - SCHAUER	\$350.00
AMERICAN ASSOC OF AIRPORT EXECS	MEMBERSHIP - J DAHL	\$275.00
AMERICAN ASSOC OF AIRPORT EXECS	FEDERAL AFFAIRS CONTRIBUTION	\$15,000.00
A-OX WELDING SUPPLY	WELDING SUPPLIES - PROPANE CYLINDERS	\$65.92
A-OX WELDING SUPPLY	PROPANE - SHOP	\$54.88
A-OX WELDING SUPPLY	OXYGEN - ARFF STATION	\$87.04
ARAMARK	LINEN SERVICE/UNIFORMS - DEC 2023	\$1,417.52
ARFF TRAINING ALLIANCE	ARFF LEADERSHIP CONF, MARCH 4-7, PORT CHARLOTTE, FL - NOYES	\$750.00
BDT MECHANICAL, LLC	PLUMBING, HVAC SERVICE CALLS - W. TERMINAL	\$3,315.64
BURGGRAF'S ACE HARDWARE	BUILDING SUPPLIES - ADHESIVE - W. TERMINAL	\$9.99
CITY OF FARGO	UTILITIES - STORM SEWER	\$459.17
CITY OF FARGO FINANCE	POLICE HOURS AT AIRPORT - FEB	\$41,758.24
COLE PAPERS, INC.	JANITORIAL SUPPLIES - W. TERMINAL	\$2,802.89
COLE PAPERS, INC.	JANITORIAL SUPPLIES - W. TERMINAL	\$1,289.74
COLE PAPERS, INC.	JANITORIAL SUPPLIES - W. TERMINAL	\$1,277.68
COLE PAPERS, INC.	JANITORIAL SUPPLIES - W. TERMINAL	\$85.48
CONSOLIDATED COMMUNICATIONS	INTERNET - ARFF STATION, W. TERMINAL	\$680.05
CONSOLIDATED COMMUNICATIONS	INTERNET - MAINT SHOP / SP PLUS	\$608.00
CONVERGINT TECHNOLOGIES	SERVICE CALL - US CUSTOMS SECURITY SYSTEM	\$2,304.21
CURT'S LOCK AND KEY SERVICE	SERVICE CALL - JETWAY #3 DOOR - W. TERMINAL	\$140.00
CURT'S LOCK AND KEY SERVICE	SERVICE CALL - SECURITY DOOR - E. TERMINAL	\$731.87
DACOTAH PAPER CO.	ICE MELT - PUBLIC AREAS	\$366.20
DACOTAH PAPER CO.	JANITORIAL SUPPLIES - W. TERMINAL	\$1,130.15
DACOTAH PAPER CO.	JANITORIAL SUPPLIES - W. TERMINAL	\$390.12
DACOTAH PAPER CO.	JANITORIAL SUPPLIES - W. TERMINAL	\$1,171.61
DACOTAH PAPER CO.	ICE MELT - PUBLIC AREA	\$366.20
DACOTAH PAPER CO.	JANITORIAL SUPPLIES - W. TERMINAL	\$159.84
DACOTAH PAPER CO.	JANITORIAL SUPPLIES - W. TERMINAL	\$1,966.27
DAHL, JORDAN	TRAVEL, FLY-ND, GRAND FORKS, MARCH 3-5	\$365.58
DECOMM VENTURES, LP	AIRLINE LEASE NEGOTIATION - JAN/FEB	\$1,404.00
DELTA AIR LINES	ARFF LEADERSHIP CONF, MARCH 4-7, PORT CHARLOTTE, FL - NOYES	\$463.60
DLT SOLUTIONS, LLC	AUTOCAD LT GOVT SOFTWARE SUBSCRIPTION	\$225.93
DOBBERSTEIN, SHAWN	TRAVEL TO FLY-ND, GRAND FORKS	\$199.66
EBAY	SECURITY SYSTEM FOBS FOR FARGO FIRE DEPT TRUCKS	\$67.98
EBAY	REPLACEMENT PART FOR OFFICE CHAIR	\$44.99
EBAY	OFFICE SUPPLIES - FOBS	\$8.90
ELITE TRUCK	TOOLBOXES - EQUIP #5 (AIRFIELD MAINT)	\$2,017.92
FAMILY FARE	BAGS FOR LOST AND FOUND	\$5.38
FARGO TIRE SERVICE, INC.	EQUIPMENT REPAIRS - ARFF	\$1,118.00
FARGO TIRE SERVICE, INC.	EQUIPMENT REPAIRS - LOADER #13	\$4,278.48
FILTER OUTLET	FILTERS FOR REFRIG - ARFF STATION	\$55.16
FLEETPRIDE	EQUIPMENT REPAIRS - #20, #21	\$521.28
FLIGHT AWARE	FBO TOOLBOX	\$110.00
FLY ONLINE TOOLS	SOFTWARE FEE - JANUARY	\$79.00
FORKLIFTS OF MINNESOTA, INC.	PARTS FOR EQUIP #36	\$27.98
GALLS, LLC	UNIFORMS - ARFF STAFF	\$960.78
GH JANITORIAL SERVICE	CLEANING TSA OFFICES - W. TERMINAL - FEB	\$440.00
GRAINGER	AIRFIELD LIGHTING, EQUIP REPAIR SUPPLIES	\$241.08
GRAINGER	SHOP SUPPLIES - DRUM DOLLY	\$72.82
GRAINGER	SHOP SUPPLIES - DRUM DOLLIES	\$145.64
GRAINGER	SHOP SUPPLIES - SPILL ABSORBENT, SWIVEL CASTERS	\$971.12
GRAINGER	SHOP SUPPLIES - HAND SOAP	\$164.76
GRAYBAR	BUILDING SUPPLIES	\$6.32

HAWKINS, INC.	AQUAL HAWK KA-50 AIRFIELD DE-ICER	\$21,100.03
EXPEDIA - DELTA AIR LINES/HOLIDAY INN WASH-DULLES	NTSB TDA AIRPORTS COURSE, FEB 7, WASH, DC (NOYES)	\$922.28
HOLMEN, ANDREW	AIRFARE - PAINTING CONF - TUCSON, AZ, APRIL 9-11	\$416.00
HOLMEN, ANDREW	AIRFARE - SNOW SYMPOSIUM - BUFFALO, NY, APRIL 20-24	\$791.20
HOME DEPOT	FILTERS FOR REFRIG, FAUCET REPLACEMENT - ARFF STN	\$338.96
ICE COBOTICS	MONTHLY SUBSCRIPTION - ROBOTIC VACUUM - W. TERM	\$549.00
ID ZONE	ID BADGE SUPPLIES	\$338.97
INTERSTATE ALL BATTERY CENTER	BATTERY - EQUIP #36	\$152.95
INTERSTATE POWER SYSTEMS	SERVICE CALL - BAG BELT SYSTEM - W. TERMINAL	\$1,319.89
JBT AEROTECH	MOTOR GEAR - JETWAY #5	\$2,645.93
J-TECH MECHANICAL, LLC	HVAC SERVICE CALL - E. TERMINAL	\$451.40
J-TECH MECHANICAL, LLC	HVAC SERVICE CALL - E. TERMINAL	\$313.22
LAWSON	SHOP SUPPLIES, SILICONE COMPOUND	\$3.72
LAWSON	SHOP TOOLS	\$432.29
LAWSON	SHOP TOOLS / EQUIP SUPPLIES	\$161.15
LAWSON	SHOP TOOLS / EQUIP SUPPLIES	\$202.71
LAWSON	SHOP TOOLS / EQUIP SUPPLIES	\$1,157.64
LAWSON	SHOP TOOLS / EQUIP SUPPLIES	\$606.97
LAWSON	SHOP TOOLS / EQUIP SUPPLIES	\$27.65
LIEBERMAN TECHNOLOGIES	EFIDS DATA FEED - MARCH	\$1,500.00
LINE-X	LINE-X CM SERVICE BODY CARGO AREA - EQUIP #5	\$625.00
LOWE'S	TOOLS/SUPPLIES - EQUIP #5	\$475.89
LUTHER FAMILY FORD	EQUIPMENT REPAIRS - #76	\$770.81
M & J AUTO PARTS	CREDIT - WRONGLY CHARGED TO OUR ACCOUNT	-\$102.12
M & J AUTO PARTS	CREDIT FOR RETURNED ITEMS	-\$164.64
M & J AUTO PARTS	CREDIT FOR RETURNED ITEMS	-\$46.59
M & J AUTO PARTS	PARTS FOR EQUIP #36	\$73.72
M & J AUTO PARTS	PARTS FOR EQUIP #76	\$192.64
M & J AUTO PARTS	PARTS FOR EQUIP #76	\$187.29
M & J AUTO PARTS	SHOP SUPPLIES/TOOLS	\$58.57
M & J AUTO PARTS	SHOP TOOLS	\$62.02
M & J AUTO PARTS	SUPPLIES FOR ELEC VAULT GENERATOR	\$187.88
M & J AUTO PARTS	PARTS FOR EQUIP #5	\$14.22
M & J AUTO PARTS	PARTS FOR PORTABLE GENERATOR - AIRFIELD	\$190.63
M & J AUTO PARTS	PARTS FOR EQUIP #5	\$41.94
M & J AUTO PARTS	SHOP TOOLS	\$40.60
M & J AUTO PARTS	SHOP SUPPLIES/TOOLS	\$94.94
M & J AUTO PARTS	SHOP TOOLS	\$159.99
M & J AUTO PARTS	PART FOR EQUIP #27	\$24.59
M & J AUTO PARTS	SHOP SUPPLIES/TOOLS	\$36.23
M & J AUTO PARTS	PART FOR EQUIP #20	\$5.11
M & J AUTO PARTS	PART FOR EQUIP #21	\$29.98
M & J AUTO PARTS	SHOP SUPPLIES	\$155.85
M & J AUTO PARTS	DRILL BITS - EQUIP #51	\$59.50
MASTER CONSTRUCTION	SNOW CLEARING, EMPLOYEE LOT, E. TERM, US CUSTOMS	\$2,095.00
MENARDS	PARTS FOR DE-ICING TANKS	\$101.67
MENARDS	SUPPLIES/TOOLS - EQUIP #5	\$254.19
MID-AMERICAN RESEARCH CHEMICAL	JANITORIAL SUPPLIES - W. TERM	\$4,017.00
MIDWEST COMMUNICATIONS	PHONE SERVICE - JANUARY	\$233.26
MIDWEST PEST CONTROL	PEST CONTROL (4 BUILDINGS)	\$195.00
MINNESOTA VALLEY TESTING LABORATORIES, INC.	STORM WATER ANALYSIS	\$614.00
MJ DALSIN CO.	REPAIRS TO E. TERMINAL ROOF	\$426.04
MOTION INDUSTRIES	EQUIP REPAIRS - #48	\$104.52
ND AVIATION ASSOCIATION	FLY-ND CONF REGISTRATION, MARCH3-5, GRAND FORKS - DOBBERSTEIN	\$200.00
ND AVIATION ASSOCIATION	FLY-ND CONF REGISTRATION, MARCH3-5, GRAND FORKS - KAPITAN	\$340.00
ND AVIATION ASSOCIATION	FLY-ND CONF REGISTRATION, MARCH3-5, GRAND FORKS - DAHL	\$260.00
NORTHERN ENGINE & SUPPLY CO.	EQUIPMENT REPAIRS - #21	\$64.46
NORTHERN ENGINE & SUPPLY CO.	EQUIPMENT REPAIRS - #20	\$14.82
O'DAY EQUIPMENT, LLC	KEYS - FUEL SYSTEM	\$147.70
OFFICE DEPOT	OFFICE SUPPLIES	\$81.05
OFFICE DEPOT	OFFICE SUPPLIES	\$11.49
OFFICE DEPOT	OFFICE SUPPLIES	\$35.08
PRO RESOURCES CORPORATION	PAYROLL, TAXES, FEES FEB 19-MAR 3	\$89,986.34
RADCO	FRONT FLOORLINER - EQUIP #5	\$128.95
RDO EQUIPMENT CO.	EQUIP REPAIRS - #48	\$761.58
S & L COMPUTER SERVICES	TECH SERVICES	\$460.00
S & L COMPUTER SERVICES	TECH SERVICES	\$37.50
SHOPLET	OFFICE SUPPLIES - CALENDARS, CLIP BOARDS	\$55.84
SPEEDTECH LIGHTS INC.	SPEAKER - EQUIP #5	\$83.00
SPEEDTECH LIGHTS INC.	CABLE W/CONNECTORS - EQUIP #5	\$41.75
SPEEDTECH LIGHTS INC.	AMBER LED LIGHT BAR - EQUIP #5	\$768.96
SUNSEEKERS RESORTS	ARFF LEADERSHIP CONF, MARCH 4-7, PORT CHARLOTTE, FL	\$256.48
THE UPS STORE	SHIPPING TO RETURN TO GBA COMPONENTS (AIRSIDE SOLUTIONS)	\$143.94

T-MOBILE	AIRFIELD WIRELESS CARD, 24 HR OPS CELL, ARFF CELL	\$91.48
TRANSOURCE TRUCK & EQUIPMENT	EQUIP REPAIRS - #6	\$1,951.92
TRANSPORTATION SECURITY CLEARINGHOUSE	BACKGROUND CHECKS	\$775.00
ULINE	MOBILE SHELVING UNIT W/COVER - ADMIN OFFICE	\$489.40
UNITED AIRLINES	ACI/AAAE LEGISLATIVE CONF, MARCH 15-15, WASH DC (DOBBBERSTEIN)	\$834.38
XCEL ENERGY	ELECTRICITY, NATURAL GAS	\$43,404.28
XCEL ENERGY	NATURAL GAS - SRE BUILDING	\$1,021.74
ZOOM VIDEO COMMUNICATIONS, INC.	ONE PRO MONTHLY, JAN 30-FEB 28	\$15.99
		\$305,716.62

Municipal Airport Authority of the City of Fargo, North Dakota
Balance Sheet
As of January 31, 2024

4

	2024	2023	2022	2021
ASSETS				
Current Assets				
Bank Accounts				
102.10-01 FIBT MAIN CHECKING	20,302,251.97	16,936,390.83	26,731,711.37	22,737,805.44
102.10-02 Cash & Cash Equivalents / Savings Account	7,437,410.82	7,113,657.44	7,007,518.82	6,987,161.96
102.10-11 Cash & Cash Equivalents / C&I Investment Acct	7,616,412.05	311,525.15	1,064,512.11	2,552,746.05
102.10-12 Cash & Cash Equivalents Cash on Deposit	132,337.43	132,337.43	132,337.43	0.00
102.10-13 Cash & Cash Equivalents / PFC Account	326,759.36	330,957.18	166,148.24	0.00
102.10-14 Bank of North Dakota	161,957.67	68,300.35	0.00	0.00
104.00-00 Cash / City Cash Pool	0.00	0.00	2,310,988.91	2,911,875.13
Total Bank Accounts	\$ 35,977,129.30	\$ 24,893,168.38	\$ 37,413,216.88	\$ 35,189,588.58
Accounts Receivable				
115.15-00 Accounts Receivable	36,919.92	36,498.14	0.00	0.00
115.20-00 Accounts Receivable / Year End Receivables	1,259,694.88	1,152,838.96	1,169,360.07	0.00
126.10-00 Intergovernmental A/R / Intergovernmental A/R	5,208,606.28	2,526,263.17	3,763,103.12	0.00
Total Accounts Receivable	\$ 6,505,221.08	\$ 3,715,600.27	\$ 4,932,463.19	\$ 0.00
Other Current Assets				
110.10 PFM Investments	20,830,408.09	20,072,055.81	0.00	0.00
110.20-00 Interest Receivable	66,387.41	55,559.65	0.00	0.00
111.20 Interest Receivable - Leases [GASB 87]	130,997.58	130,997.58	0.00	0.00
111.30 ST Lease Receivable [GASB 87]	1,039,380.68	1,039,380.68	0.00	0.00
130.50-00 Due From Other Funds - Enterprise Funds	-0.01	-0.01	-0.01	-0.01
143.10-00 Prepaid Items / Prepaid Insurance	0.00	0.00	0.00	14,944.00
143.10-01 Prepaid Items / Prepaid Expenses	122,286.00	147,330.60	0.00	0.00
180.10-00 Deferred Outflow / City Employees' Pension	0.00	0.00	58,447.00	13,632.00
180.20-00 Deferred Outflow / NDPERS Pension	2,233,379.00	3,417,450.00	1,387,710.00	682,729.00
180.30-00 Deferred Outflow / NDPERS OPEB	72,958.00	118,694.00	16,889.00	17,010.00
180.40-00 Deferred Outflow / NDPERS Law Pension	291,964.00	529,887.00	0.00	0.00
190.10-00 Net Pension Asset / City Employees' Pension	0.00	0.00	176,964.00	0.00
Undeposited Funds	0.00	0.00	0.00	0.00
Total Other Current Assets	\$ 24,787,760.75	\$ 25,511,355.31	\$ 1,640,009.99	\$ 728,314.99
Total Current Assets	\$ 67,270,111.13	\$ 54,120,123.96	\$ 43,985,690.06	\$ 35,917,903.57
Fixed Assets				
161.10-00 Land & Land Rights / Land	8,516,546.79	8,516,546.79	8,516,546.79	8,516,546.79
162.10-00 Buildings / Buildings	34,511,628.78	33,934,726.22	33,543,777.73	27,285,653.83
162.20-00 Buildings / Accum Depr - Building	-16,274,593.17	-15,517,019.13	-14,774,650.58	-13,463,650.10
163.10-00 Improvements Other / Improvements Other	2,677,757.78	2,676,346.78	2,676,346.78	2,521,255.13
163.20-00 Improvements Other / Accum Depr - Other Improv	-1,642,254.40	-1,531,286.28	-1,417,349.68	-1,200,843.04
164.10-00 Machinery & Equipment / Machinery & Equipment	15,542,831.61	15,375,340.17	14,406,753.96	13,719,581.39
164.20-00 Machinery & Equipment / Accum Depr - M & E	-12,119,280.53	-11,337,894.19	-10,587,970.13	-9,308,701.61
165.10-00 Construction in Progress / Construction in Progress	21,874,552.58	7,458,704.31	590,339.92	1,093,817.40
168.10-00 Infrastructure / Infrastructure	145,823,472.76	140,081,488.48	140,081,488.48	121,449,010.94
168.20-00 Infrastructure / Accumulated Depreciation	-61,731,085.55	-58,087,169.67	-54,456,002.19	-47,647,739.86
Total Fixed Assets	\$ 137,179,576.65	\$ 121,569,783.48	\$ 118,579,281.08	\$ 102,964,930.87
Other Assets				
121.30 LT Lease Receivable [GASB 87]	6,298,720.74	6,298,720.74	0.00	0.00
Total Other Assets	\$ 6,298,720.74	\$ 6,298,720.74	\$ 0.00	\$ 0.00
TOTAL ASSETS	\$ 210,748,408.52	\$ 181,988,628.18	\$ 162,564,971.14	\$ 138,882,834.44

LIABILITIES AND EQUITY
Liabilities
Current Liabilities
Accounts Payable

200.00-00 Accounts Payable / Accounts Payable	149,775.66	405,649.34	91,367.45	39,501.20
201.00-00 Payables / Vouchers Payable	0.00	0.00	0.00	0.00
201.10-00 Vouchers Payable / Accrued Vouchers Year End	0.00	0.00	1,148,874.67	0.00
206.10-00 Payables / Retainage	0.00	0.00	5,000.00	0.00

Total Accounts Payable	\$ 149,775.66	\$ 405,649.34	\$ 1,245,242.12	\$ 39,501.20
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Credit Cards

201.00-09 Vouchers Payable / Credit Card Payable	113,490.75	113,075.12	91,216.46	0.00
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Total Credit Cards	\$ 113,490.75	\$ 113,075.12	\$ 91,216.46	\$ 0.00
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Other Current Liabilities

108.10-00 Taxes Receivable / Delinquent Taxes	-14,079.77	-11,328.21	-11,213.48	-17,651.77
202.10-00 Payroll Liabilities / Accrued Vouchers Year End	-0.14	0.00	0.00	0.00
202.10-01 Accrued Vouchers Year End / Airport YE Accrued Payroll	0.00	0.00	0.00	0.00
203.10-00 Payables / Compensated absences	205,817.58	173,277.55	101,083.11	171,805.03
206.10-01 Payables/Retainage	914,200.51	533,622.11	0.00	0.00
206.10-02 Deferred Inflow / Deferred Revenue	3,680.00	3,680.00	0.00	0.00
211.10 Deferred Inflows - Leases [GASB 87]	7,282,017.99	7,282,017.99	0.00	0.00
236.10-00 Payroll Liability / NDPERS Payable	28,105.80	24,978.33	28,727.42	289,132.00
236.20-00 Net Pension Liability / NDPERS Pension	1,930,123.00	3,023,892.00	1,114,487.00	1,359,341.00
236.40-00 Net Pension Liability / NDPERS Law Pension	69,321.00	341,153.00	0.00	0.00
238.10-00 Deferred Inflow / City Employees' Pension	0.00	0.00	310,164.00	134,353.00
238.20-00 Deferred Inflow / NDPERS Pension	1,524,531.00	1,159,754.00	2,253,849.00	622,734.00
238.30-00 Deferred Inflow / NDPERS OPEB	13,663.00	1,220.00	22,097.00	2,634.00
238.40-00 Deferred Inflow / NDPERS Law Pension	309,628.00	253,575.00	0.00	0.00
239.30-00 Net OPEB Liability / NDPERS OPEB	110,113.00	149,227.00	53,196.00	77,648.00
253.00-00 Encumbrances / Encumbrances	0.00	0.00	0.00	-12,977,151.38
255.00-00 Encumbrances / Reserve for Encumbrances	0.00	0.00	0.00	12,977,151.38

Total Other Current Liabilities	\$ 12,377,120.97	\$ 12,935,068.77	\$ 3,872,390.05	\$ 2,639,995.26
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Total Current Liabilities

\$ 12,640,387.38	\$ 13,453,793.23	\$ 5,208,848.63	\$ 2,679,496.46
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Total Liabilities

\$ 12,640,387.38	\$ 13,453,793.23	\$ 5,208,848.63	\$ 2,679,496.46
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Equity

260.10-01 Contributed Capital / City of Fargo	4,154,569.00	4,154,569.00	4,154,569.00	4,154,569.00
260.10-02 Contributed Capital / FAA Grant in Aid	31,546,834.13	31,546,834.13	31,546,834.13	31,546,834.13
260.10-03 Contributed Capital / FAA Surplus Property	1,750.00	1,750.00	1,750.00	1,750.00
260.10-04 Contributed Capital / ND State Aeronautics	1,941,229.24	1,941,229.24	1,941,229.24	1,941,229.24
260.10-05 Contributed Capital / ND Air Guard Grant Aid	455,976.00	455,976.00	455,976.00	455,976.00
260.10-06 Contributed Capital / Other Govts	232,108.84	232,108.84	232,108.84	232,108.84
272.00-00 Retained Earnings	158,826,949.13	129,443,996.95	118,416,847.80	97,486,295.30
Opening Balance Equity	0.00	0.00	0.00	0.00
Net Income	948,604.80	758,370.79	606,807.50	384,575.47

Total Equity

\$ 198,108,021.14	\$ 168,534,834.95	\$ 157,356,122.51	\$ 136,203,337.98
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TOTAL LIABILITIES AND EQUITY

\$ 210,748,408.52	\$ 181,988,628.18	\$ 162,564,971.14	\$ 138,882,834.44
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Municipal Airport Authority of the City of Fargo, North Dakota
 Budget vs Actuals: Fund 561 - Airport Operations & Maintenance Dashboard
 January 2024

	2021 Actual	2022 Actual	2022 Budget	2023 Actual	2023 Budget	2024 Actual	2024 Budget
Income							
Total 330 Intergovernmental Revenue	-	-	345,833	(36,425)	116,057	-	-
Total 360.00 Interest Revenue	7,312	5,755	12,500	86,399	45,833	115,974	65,000
Total 361.00 Miscellaneous Revenue	-	-	417	-	208	-	417
Total 363.00 Rental Fees	366,119	607,461	382,536	1,019,437	695,607	982,976	929,601
Total 364 Lease Revenue [GASB 87]	-	-	-	-	-	-	-
Total 370.00 Miscellaneous Income	16,298	20,566	12,000	8,226	11,917	7,437	13,792
Total 395.00 Operating Revenues	106,448	265,613	106,250	112,095	139,102	102,768	150,068
Total 396.00 Non Operating	-	-	156	60	-	54	-
Total Income	496,177	899,396	859,692	1,189,792	1,008,724	1,209,210	1,158,877
Expenses							
Total 493.11 Salaries	148,563	147,542	218,463	144,677	263,555	147,172	286,496
Total 493.20 Employee Benefits	37,675	53,847	65,583	44,644	53,359	44,597	62,248
Total 493.28 Other Services / Pension	-	-	15,919	-	-	-	-
Total 493.33 Other Services	53,840	23,003	73,083	95,993	93,455	99,268	168,587
Total 493.41 Utility Services	-	740	3,167	2,770	3,250	3,092	3,333
Total 493.42 Cleaning Services	-	7,462	7,000	2,797	7,042	4,070	7,042
Total 493.43 Repairs & Maintenance	59,839	11,736	51,667	53,379	61,917	64,932	57,833
Total 493.44 Rentals	-	-	208	-	208	-	1,000
Total 493.52 Insurance	-	104,570	12,375	110,031	14,042	120,378	16,042
Total 493.53 Communications	152	291	1,250	316	833	294	808
Total 493.54 Advertising & Printing	-	5,000	342	-	317	-	442
Total 493.56 Travel & Education	918	11,409	7,050	4,219	7,392	22,899	9,517
Total 493.61 General Supplies	30,090	77,675	28,458	82,422	35,683	52,251	55,508
Total 493.62 Energy	34,925	56,416	45,971	87,556	62,700	74,019	62,700
Total 493.64 Miscellaneous Expense	1,615	9,370	10,375	25,914	12,667	73,706	15,000
Total 493.72 Capital Outlay	10,364	111,009	36,833	27,824	31,250	18,043	205,000
Total 493.80 Special Assessments/Drain Taxes/Property Taxes	-	354	8,333	-	8,333	-	8,333
Total 493.90-50 Transfers	7,500	-	3,125	-	-	-	-
Total 7004-493.34 Technical Services Airport	5,658	10,328	10,583	6,611	9,708	6,824	10,750
Total 7005-493.34 Technical Services Fire	149	2,085	5,583	1,971	2,292	1,820	2,417
Total 950.79 Asset Reclassification	-	-	(1,001,970)	-	-	-	-
Total Expenses	391,287	632,839	(396,601)	691,124	668,003	733,367	973,056
Net Operating Income	104,890	266,557	1,256,293	498,668	340,722	475,843	185,822
Total Other Income	-	-	-	70,440	-	59,353	-
Net Income	104,890	266,557	1,256,293	569,109	340,722	535,196	185,822

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs Actuals: Fund 561 - Airport Operations & Maintenance Dashboard
January 2024

	2021 Actual	2022 Actual	2022 Budget	2023 Actual	2023 Budget	2024 Actual	2024 Budget
Income							
Total 330 Intergovernmental Revenue	-	-	345,833	(36,425)	116,057	-	-
Total 360.00 Interest Revenue	7,312	5,755	12,500	86,399	45,833	115,974	65,000
Total 361.00 Miscellaneous Revenue	-	-	417	-	208	-	417
Total 363.70 Rentals of Hangars & FBO	31,127	28,886	33,777	117,193	42,713	139,424	68,714
Total 363.75 Scheduled Flight Fees	27,192	49,251	21,917	26,471	22,083	25,242	24,417
Total 363.80 Non-Scheduled Flight Fees	29,024	28,228	19,083	19,251	20,667	18,865	20,250
Total 363.87 Building Rentals	138,166	229,555	104,446	193,780	207,009	183,211	222,389
Total 363.90 Rental of Expansion Area	7,608	13,478	36,646	14,781	36,468	15,691	35,499
7004-363.88-01 Land Transport Facilities / SP Plus	133,002	258,062	166,667	647,962	366,667	600,544	558,333
Total 363.00 Rental Fees	366,119	607,461	382,536	1,019,437	695,607	982,976	929,601
Total 364 Lease Revenue [GASB 87]	-	-	-	-	-	-	-
Total 370.00 Miscellaneous Income	16,298	20,566	12,000	8,226	11,917	7,437	13,792
Total 395.00 Operating Revenues	106,448	265,613	106,250	112,095	139,102	102,768	150,068
Total 396.00 Non Operating	-	-	156	60	-	54	-
Total Income	496,177	899,396	859,692	1,189,792	1,008,724	1,209,210	1,158,877
Expenses							
493.11 Salaries							
Total 7004-493.11 Airport	84,506	99,258	130,306	98,114	158,481	104,379	181,642
Total 7005-493.11 Fire	48,059	48,284	59,251	46,563	67,417	42,793	64,167
Total 7007-493.11 Police	15,998	-	28,906	-	37,657	-	40,687
Total 493.11 Salaries	148,563	147,542	218,463	144,677	263,555	147,172	286,496
493.20 Employee Benefits							
Total 7004-493.20 Airport	21,344	34,426	43,297	25,168	32,155	27,751	37,480
Total 7005-493.20 Fire	11,866	19,422	17,331	19,477	21,204	16,846	24,768
Total 7007-493.20 Police	4,465	-	4,955	-	-	-	-
Total 493.20 Employee Benefits	37,675	53,847	65,583	44,644	53,359	44,597	62,248
Total 7004-493.28 Pension Airport	-	-	15,919	-	-	-	-
Total 7005-493.28 Pension Police	-	-	-	-	-	-	-
Total 493.28 Other Services / Pension	-	-	15,919	-	-	-	-
Total 7004-493.33 Other Services Airport	53,840	23,003	72,500	95,993	90,538	99,243	165,254
Total 7005-493.33 Other Services Fire	-	-	583	-	2,917	25	3,333
Total 493.33 Other Services	53,840	23,003	73,083	95,993	93,455	99,268	168,587
Total 493.41 Utility Services	-	740	3,167	2,770	3,250	3,092	3,333
Total 493.42 Cleaning Services	-	7,462	7,000	2,797	7,042	4,070	7,042

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs Actuals: Fund 561 - Airport Operations & Maintenance Dashboard
January 2024

	2021 Actual	2022 Actual	2022 Budget	2023 Actual	2023 Budget	2024 Actual	2024 Budget
Total 7004-493.43 R&M Airport	59,694	11,736	50,667	51,140	61,083	64,777	53,250
Total 7005-493.43 R&M Fire	145	-	1,000	2,240	833	156	4,583
Total 493.43 Repairs & Maintenance	59,839	11,736	51,667	53,379	61,917	64,932	57,833
Total 493.44 Rentals	-	-	208	-	208	-	1,000
Total 7004-493.52 Insurance Airport	-	101,069	12,167	106,530	13,875	116,383	15,667
Total 7005-493.52 Insurance Fire	-	3,501	208	3,501	167	3,995	375
Total 493.52 Insurance	-	104,570	12,375	110,031	14,042	120,378	16,042
Total 7004-493.53 Communications Airport	129	267	1,000	274	708	264	683
Total 7005-493.53 Communications Fire	23	24	250	42	125	30	125
Total 493.53 Communications	152	291	1,250	316	833	294	808
Total 493.54 Advertising & Printing	-	5,000	342	-	317	-	442
Total 7004-493.56 Travel & Education Airport	425	11,409	6,067	2,320	6,250	19,408	7,250
Total 7005-493.56 Travel & Education Fire	493	-	983	1,899	1,142	3,491	2,267
Total 493.56 Travel & Education	918	11,409	7,050	4,219	7,392	22,899	9,517
Total 7004-493.61 General Supplies Airport	27,187	77,675	27,192	79,333	33,858	38,988	53,833
Total 7005-493.61 General Supplies Fire	2,903	-	1,267	3,089	1,825	13,264	1,675
Total 493.61 General Supplies	30,090	77,675	28,458	82,422	35,683	52,251	55,508
Total 7004-493.62 Energy Airport	34,925	56,187	45,667	87,282	62,083	72,087	62,083
Total 7005-493.62 Energy Fire	-	229	304	274	617	1,932	617
Total 493.62 Energy	34,925	56,416	45,971	87,556	62,700	74,019	62,700
Total 493.64 Miscellaneous Expense	1,615	9,370	10,375	25,914	12,667	73,706	15,000
Total 7004-493.72 Buildings/Improvements	-	-	8,333	-	8,750	-	9,583
Total 7004-493.74 Capital Outlay Airport	10,364	109,235	22,500	27,824	16,417	18,043	188,917
7004-493.75-40 Depreciation / Depreciation	-	-	-	-	-	-	-
Total 7005-493.74 Capital Outlay Fire	-	1,774	6,000	-	6,083	-	6,500
Total 493.72 Capital Outlay	10,364	111,009	36,833	27,824	31,250	18,043	205,000
Total 493.80 Special Assessments/DrainTaxes/Property Taxes	-	354	8,333	-	8,333	-	8,333
Total 493.90-50 Transfers	7,500	-	3,125	-	-	-	-
Total 7004-493.34 Technical Services Airport	5,658	10,328	10,583	6,611	9,708	6,824	10,750
Total 7005-493.34 Technical Services Fire	149	2,085	5,583	1,971	2,292	1,820	2,417
Total 950.79 Asset Reclassification	-	-	(1,001,970)	-	-	-	-
Total Expenses	391,287	632,839	(396,601)	691,124	668,003	733,367	973,056
Net Operating Income	104,890	266,557	1,256,293	498,668	340,722	475,843	185,822
Total Other Income	-	-	-	70,440	-	59,353	-
Net Income	104,890	266,557	1,256,293	569,109	340,722	535,196	185,822

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs. Actuals: Fund 561 - Airport Operations and Maintenance Statement
January 2024

	Jan 2024					Total				
	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
Income										
360 Miscellaneous Revenue			0			0	0	0		
360.00 Interest Revenue			0			0	0	0		
7004-360.36-00 Interest Revenue / Interest on Airport Funds	115,974	65,000	-50,974	178.42%	-78.42%	115,974	65,000	-50,974	178.42%	-78.42%
Total 360.00 Interest Revenue	\$ 115,974	\$ 65,000	-\$ 50,974	178.42%	-78.42%	\$ 115,974	\$ 65,000	-\$ 50,974	178.42%	-78.42%
361.00 Miscellaneous Revenue			0			0	0	0		
7004-361.75-01 Pcard Rebates / PFM Pcard Rebates		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
Total 361.00 Miscellaneous Revenue	\$ 0	\$ 417	\$ 417	0.00%	100.00%	\$ 0	\$ 417	\$ 417	0.00%	100.00%
363.00 Rental Fees			0			0	0	0		
363.70 Rentals of Hangars & FBO			0			0	0	0		
7004-363.70-01 Rentals of Hangars & FBO / ABHN Partnership		65	65	0.00%	100.00%	0	65	65	0.00%	100.00%
7004-363.70-02 Rentals of Hangars & FBO / Carousel Hangar		121	121	0.00%	100.00%	0	121	121	0.00%	100.00%
7004-363.70-06 Rentals of Hangars & FBO / West Winds Condo Assn.		205	205	0.00%	100.00%	0	205	205	0.00%	100.00%
7004-363.70-07 Rentals of Hangars & FBO / Air Condo Association		87	87	0.00%	100.00%	0	87	87	0.00%	100.00%
7004-363.70-08 Rentals of Hangars & FBO / Big Blue Hangar Assn.		173	173	0.00%	100.00%	0	173	173	0.00%	100.00%
7004-363.70-09 Rentals of Hangars & FBO / Hgr #3 Admin Office	1,492	1,517	25	98.36%	1.64%	1,492	1,517	25	98.36%	1.64%
7004-363.70-11 Rentals of Hangars & FBO / Fargo Air, Inc.		133	133	0.00%	100.00%	0	133	133	0.00%	100.00%
7004-363.70-14 Rentals of Hangars & FBO / Fargo Jet Center	54,818	42,500	-12,318	128.98%	-28.98%	54,818	42,500	-12,318	128.98%	-28.98%
7004-363.70-15 Rentals of Hangars & FBO / JP Development 3861 20th St		50	50	0.00%	100.00%	0	50	50	0.00%	100.00%
7004-363.70-17 Rentals of Hangars & FBO / J P Development NG Land	63,074	5,255	-57,819	1200.20%	-1100.20%	63,074	5,255	-57,819	1200.20%	-1100.20%
7004-363.70-18 Rentals of Hangars & FBO / Paul Bernabucci T Hangar		106	106	0.00%	100.00%	0	106	106	0.00%	100.00%
7004-363.70-23 Rentals of Hangars & FBO / Francis Butler Hangar		88	88	0.00%	100.00%	0	88	88	0.00%	100.00%
7004-363.70-29 Rentals of Hangars & FBO / Springer SGA Hangar		82	82	0.00%	100.00%	0	82	82	0.00%	100.00%
7004-363.70-30 Rentals of Hangars & FBO / Fargo Jet - Hangar #4	4,035	4,102	67	98.36%	1.64%	4,035	4,102	67	98.36%	1.64%
7004-363.70-31 Rentals of Hangars & FBO / Tom Nagle Hangar	1,733	144	-1,588	1199.96%	-1099.96%	1,733	144	-1,588	1199.96%	-1099.96%
7004-363.70-34 Rentals of Hangars & FBO / B. Ness Igloo / Hangar		72	72	0.00%	100.00%	0	72	72	0.00%	100.00%
7004-363.70-36 Rentals of Hangars & FBO / Northwest Aviation LLC		151	151	0.00%	100.00%	0	151	151	0.00%	100.00%
7004-363.70-38 Rentals of Hangars & FBO / Fargo Jet - Hangar #3	4,035	4,102	67	98.36%	1.64%	4,035	4,102	67	98.36%	1.64%
7004-363.70-39 Rentals of Hangars & FBO / MACO Leasing, Inc		185	185	0.00%	100.00%	0	185	185	0.00%	100.00%
7004-363.70-41 Rentals of Hangars & FBO / Schatz Fuel Flowage		217	217	0.00%	100.00%	0	217	217	0.00%	100.00%
7004-363.70-44 Rentals of Hangars & FBO / Group VI, LLC		649	649	0.00%	100.00%	0	649	649	0.00%	100.00%
7004-363.70-45 Rentals of Hangars & FBO / Group VI, LLC Fuel Flowage	600	833	233	72.00%	28.00%	600	833	233	72.00%	28.00%
7004-363.70-46 Rentals of Hangars & FBO / Spectrum Aeromed-Hangar#9	4,901	5,023	123	97.56%	2.44%	4,901	5,023	123	97.56%	2.44%
7004-363.70-49 Rentals of Hangars & FBO / Fargo Aircraft Maint.	1,149	750	-399	153.22%	-53.22%	1,149	750	-399	153.22%	-53.22%
7004-363.70-50 Rentals of Hangars & FBO / Fargo Aircraft Maintenance Fuel Farm Lease		12	12	0.00%	100.00%	0	12	12	0.00%	100.00%
7004-363.70-51 Rentals of Hangars & FBO / Jeff Johnson Hangar		101	101	0.00%	100.00%	0	101	101	0.00%	100.00%
7004-363.70-52 Rentals of Hangars & FBO / 380 North		349	349	0.00%	100.00%	0	349	349	0.00%	100.00%
7004-363.70-54 Rentals of Hangars & FBO / Flying K Properties		61	61	0.00%	100.00%	0	61	61	0.00%	100.00%
7004-363.70-56 Rentals of Hangars & FBO / KFAR Hangar, LLC		186	186	0.00%	100.00%	0	186	186	0.00%	100.00%
7004-363.70-57 Rentals of Hangars & FBO / Hangar 19, LLP		665	665	0.00%	100.00%	0	665	665	0.00%	100.00%
7004-363.70-58 Rentals of Hangars & FBO / RV Newman Consulting LLP		90	90	0.00%	100.00%	0	90	90	0.00%	100.00%
7004-363.70-59 Rentals of Hangars & FBO / Blotsky, Jim and Twylah		85	85	0.00%	100.00%	0	85	85	0.00%	100.00%
7004-363.70-60 Rentals of Hangars & FBO / JP Development 1631 19 AVE		90	90	0.00%	100.00%	0	90	90	0.00%	100.00%
7004-363.70-61 Rentals of Hangars & FBO / James P Roers Hangar		80	80	0.00%	100.00%	0	80	80	0.00%	100.00%
7004-363.70-62 Rentals of Hangars & FBO / J. Wesley Hangar 1, LLC		83	83	0.00%	100.00%	0	83	83	0.00%	100.00%

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	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
7004-363.70-63 Rentals of Hangars & FBO / FJC - South Fuel Farm	3,587	299	-3,288	1200.00%	-1100.00%	3,587	299	-3,288	1200.00%	-1100.00%
Total 363.70 Rentals of Hangars & FBO	\$ 139,424	\$ 68,714	-\$ 70,710	202.90%	-102.90%	\$ 139,424	\$ 68,714	-\$ 70,710	202.90%	-102.90%
363.75 Scheduled Flight Fees			0			0	0	0		
7004-363.75-08 Scheduled Flight Fees / United Airlines	4,661	6,250	1,589	74.57%	25.43%	4,661	6,250	1,589	74.57%	25.43%
7004-363.75-10 Scheduled Flight Fees / ALLEGIANT AIR	5,071	5,000	-71	101.42%	-1.42%	5,071	5,000	-71	101.42%	-1.42%
7004-363.75-12 Scheduled Flight Fees / Frontier Airlines	1,330	1,083	-246	122.73%	-22.73%	1,330	1,083	-246	122.73%	-22.73%
7004-363.75-14 Scheduled Flight Fees / American Airlines	6,265	4,167	-2,099	150.37%	-50.37%	6,265	4,167	-2,099	150.37%	-50.37%
7004-363.75-15 Scheduled Flight Fees / Delta Air Lines	7,915	7,917	1	99.98%	0.02%	7,915	7,917	1	99.98%	0.02%
Total 363.75 Scheduled Flight Fees	\$ 25,242	\$ 24,417	-\$ 825	103.38%	-3.38%	\$ 25,242	\$ 24,417	-\$ 825	103.38%	-3.38%
363.80 Non-Scheduled Flight Fees			0			0	0	0		
7004-363.80-02 Non-Scheduled Flight Fees / Others Non-Scheduled	249	333	85	74.62%	25.38%	249	333	85	74.62%	25.38%
7004-363.80-03 Non-Scheduled Flight Fees / General Aviation Landings	3,788	3,917	129	96.70%	3.30%	3,788	3,917	129	96.70%	3.30%
7004-363.80-06 Non-Scheduled Flight Fees / Federal Express	8,170	9,167	997	89.12%	10.88%	8,170	9,167	997	89.12%	10.88%
7004-363.80-07 Non-Scheduled Flight Fees / United Parcel Service	6,659	6,833	174	97.45%	2.55%	6,659	6,833	174	97.45%	2.55%
Total 363.80 Non-Scheduled Flight Fees	\$ 18,865	\$ 20,250	\$ 1,385	93.16%	6.84%	\$ 18,865	\$ 20,250	\$ 1,385	93.16%	6.84%
363.87 Building Rentals			0			0	0	0		
7004-363.87-02 Building Rentals / Airport Gift Shop	9,163	10,417	1,254	87.97%	12.03%	9,163	10,417	1,254	87.97%	12.03%
7004-363.87-10 Building Rentals / Avis Rent a Car	13,402	19,500	6,098	68.73%	31.27%	13,402	19,500	6,098	68.73%	31.27%
7004-363.87-11 Building Rentals / Budget Rent A Car	4,036	8,333	4,298	48.43%	51.57%	4,036	8,333	4,298	48.43%	51.57%
7004-363.87-12 Building Rentals / Hertz Rent A Car	18,190	32,083	13,893	56.70%	43.30%	18,190	32,083	13,893	56.70%	43.30%
7004-363.87-13 Building Rentals / National Car Rental	25,146	30,167	5,020	83.36%	16.64%	25,146	30,167	5,020	83.36%	16.64%
7004-363.87-14 Building Rentals / Enterprise Rent A Car	25,629	34,583	8,955	74.11%	25.89%	25,629	34,583	8,955	74.11%	25.89%
7004-363.87-25 Building Rentals / Frontier Airlines	2,085	2,500	415	83.41%	16.59%	2,085	2,500	415	83.41%	16.59%
7004-363.87-26 Building Rentals / Frontier Airlines (Jetwy)	850	708	-142	120.00%	-20.00%	850	708	-142	120.00%	-20.00%
7004-363.87-27 Building Rentals / The Landline Company	164	164	0	99.99%	0.01%	164	164	0	99.99%	0.01%
7004-363.87-31 Building Rentals / ALLEGIANT AIR	6,705	6,667	-39	100.58%	-0.58%	6,705	6,667	-39	100.58%	-0.58%
7004-363.87-32 Building Rentals / ALLEGIANT AIR (JETWAY)	1,500	1,500	0	100.00%	0.00%	1,500	1,500	0	100.00%	0.00%
7004-363.87-34 Building Rentals / American Airlines	7,851	7,500	-351	104.68%	-4.68%	7,851	7,500	-351	104.68%	-4.68%
7004-363.87-35 Building Rentals / American Airlines (Jetway)	3,000	3,000	0	100.00%	0.00%	3,000	3,000	0	100.00%	0.00%
7004-363.87-40 Building Rentals / FAA Airways Facility	1,451	1,330	-121	109.08%	-9.08%	1,451	1,330	-121	109.08%	-9.08%
7004-363.87-47 Building Rentals / NorthStar Insurance	1,703	1,738	34	98.03%	1.97%	1,703	1,738	34	98.03%	1.97%
7004-363.87-51 Building Rentals / ARINC (Aeronautical Radio)		158	158	0.00%	100.00%	0	158	158	0.00%	100.00%
7004-363.87-57 Building Rentals / United Airlines	7,611	8,750	1,139	86.99%	13.01%	7,611	8,750	1,139	86.99%	13.01%
7004-363.87-58 Building Rentals / United Airlines-Jetway	3,000	3,000	0	100.00%	0.00%	3,000	3,000	0	100.00%	0.00%
7004-363.87-59 Building Rentals / TSA - West Terminal	4,202	4,202	0	100.00%	0.00%	4,202	4,202	0	100.00%	0.00%
7004-363.87-60 Building Rentals / Roger Tidd	149	151	2	98.81%	1.19%	149	151	2	98.81%	1.19%
7004-363.87-61 Building Rentals / Jetway - Misc Airlines	100	83	-17	120.00%	-20.00%	100	83	-17	120.00%	-20.00%
7004-363.87-66 Building Rentals / Spectrum Aeromed	3,233	3,314	81	97.56%	2.44%	3,233	3,314	81	97.56%	2.44%
7004-363.87-70 Building Rentals / Delta Air Lines	13,462	13,333	-128	100.96%	-0.96%	13,462	13,333	-128	100.96%	-0.96%
7004-363.87-71 Building Rentals / Delta Air Lines (Jetway)	1,500	500	-1,000	300.00%	-200.00%	1,500	500	-1,000	300.00%	-200.00%
7004-363.87-72 Building Rentals / CBM-Sky Dine Service	23,695	23,750	55	99.77%	0.23%	23,695	23,750	55	99.77%	0.23%
7004-363.87-75 Building Rentals / 1954 Investment Group Inc	1,166	1,227	61	95.04%	4.96%	1,166	1,227	61	95.04%	4.96%
7004-363.87-81 Building Rentals / ND American Legion Aux	429	435	5	98.78%	1.22%	429	435	5	98.78%	1.22%
7004-363.87-82 Building Rentals / Meadowlark Logistics	2,346	2,346	0	100.00%	0.00%	2,346	2,346	0	100.00%	0.00%
7004-363.87-86 Building Rentals / American Legion Post #2	385	384	-1	100.15%	-0.15%	385	384	-1	100.15%	-0.15%

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7004-363.87-89 Building Rentals / Gavilon Grain LLC	493	0	-493			493	0	-493		
7004-363.87-91 Building Rentals / Bucks Trading Co.	564	567	3	99.51%	0.49%	564	567	3	99.51%	0.49%
Total 363.87 Building Rentals	\$ 183,211	\$ 222,389	\$ 39,177	82.38%	17.62%	\$ 183,211	\$ 222,389	\$ 39,177	82.38%	17.62%
363.90 Rental of Expansion Area			0			0	0	0		
7004-363.90-00 Rental Fees / Rental of Expansion Area	424	20,833	20,409	2.04%	97.96%	424	20,833	20,409	2.04%	97.96%
7004-363.90-01 Rental of Expansion Area / MDC Inc.	3,597	3,597	0	100.00%	0.00%	3,597	3,597	0	100.00%	0.00%
7004-363.90-02 Rental of Expansion Area / Auto-Bahn		198	198	0.00%	100.00%	0	198	198	0.00%	100.00%
7004-363.90-03 Rental of Expansion Area / Bernie Ness		55	55	0.00%	100.00%	0	55	55	0.00%	100.00%
7004-363.90-04 Rental of Expansion Area / Enterprise		50	50	0.00%	100.00%	0	50	50	0.00%	100.00%
7004-363.90-06 Rental of Expansion Area / Cass County	4,011	4,011	0	100.00%	0.00%	4,011	4,011	0	100.00%	0.00%
7004-363.90-07 Rental of Expansion Area / UPS	5,503	4,599	-904	119.67%	-19.67%	5,503	4,599	-904	119.67%	-19.67%
7004-363.90-08 Rental of Expansion Area / BE Airport Property	853	853	0	100.00%	0.00%	853	853	0	100.00%	0.00%
7004-363.90-09 Rental of Expansion Area / MDC Fargo 2 - Corporate Air	1,303	1,303	0	100.00%	0.00%	1,303	1,303	0	100.00%	0.00%
Total 363.90 Rental of Expansion Area	\$ 15,691	\$ 35,499	\$ 19,808	44.20%	55.80%	\$ 15,691	\$ 35,499	\$ 19,808	44.20%	55.80%
7004-363.88-01 Land Transport Facilities / SP Plus	600,544	558,333	-42,211	107.56%	-7.56%	600,544	558,333	-42,211	107.56%	-7.56%
Total 363.00 Rental Fees	\$ 982,976	\$ 929,601	-\$ 53,375	105.74%	-5.74%	\$ 982,976	\$ 929,601	-\$ 53,375	105.74%	-5.74%
Total 360 Miscellaneous Revenue	\$ 1,098,950	\$ 995,018	-\$ 103,932	110.45%	-10.45%	\$ 1,098,950	\$ 995,018	-\$ 103,932	110.45%	-10.45%
370.00 Miscellaneous Income			0			0	0	0		
7004-370.10-00 Miscellaneous / Miscellaneous	355	42	-314	852.41%	-752.41%	355	42	-314	852.41%	-752.41%
7004-370.10-01 Miscellaneous / Employee Parking	930	2,000	1,070	46.50%	53.50%	930	2,000	1,070	46.50%	53.50%
7004-370.10-02 Miscellaneous/Landline Boarding Fees	1,877	1,000	-877	187.65%	-87.65%	1,877	1,000	-877	187.65%	-87.65%
7004-370.10-03 Miscellaneous / Advertising		4,167	4,167	0.00%	100.00%	0	4,167	4,167	0.00%	100.00%
7004-370.10-04 Miscellaneous / Vending Commisions	990	750	-240	131.93%	-31.93%	990	750	-240	131.93%	-31.93%
7004-370.10-07 Miscellaneous / Card Key Deposits	15	1,833	1,818	0.82%	99.18%	15	1,833	1,818	0.82%	99.18%
7004-370.10-09 Miscellaneous / Reimbursement-Utilities	3,271	4,000	729	81.78%	18.22%	3,271	4,000	729	81.78%	18.22%
Total 370.00 Miscellaneous Income	\$ 7,437	\$ 13,792	\$ 6,354	53.93%	46.07%	\$ 7,437	\$ 13,792	\$ 6,354	53.93%	46.07%
390 Transfer			0			0	0	0		
395.00 Operating Revenues			0			0	0	0		
7005-395.10-00 Operating Revenues / Operating Revenues	87,670	109,381	21,710	80.15%	19.85%	87,670	109,381	21,710	80.15%	19.85%
7007-395.10-00 Operating Revenues / Operating Revenue	15,098	40,687	25,589	37.11%	62.89%	15,098	40,687	25,589	37.11%	62.89%
Total 395.00 Operating Revenues	\$ 102,768	\$ 150,068	\$ 47,300	68.48%	31.52%	\$ 102,768	\$ 150,068	\$ 47,300	68.48%	31.52%
396.00 Non Operating			0			0	0	0		
7004-396.20-00 Non-Operating / Interest Income	54		-54			54	0	-54		
Total 396.00 Non Operating	\$ 54	\$ 0	-\$ 54			\$ 54	\$ 0	-\$ 54		
Total 390 Transfer	\$ 102,822	\$ 150,068	\$ 47,246	68.52%	31.48%	\$ 102,822	\$ 150,068	\$ 47,246	68.52%	31.48%
Total Income	\$ 1,209,210	\$ 1,158,877	-\$ 50,332	104.34%	-4.34%	\$ 1,209,210	\$ 1,158,877	-\$ 50,332	104.34%	-4.34%
Gross Profit	\$ 1,209,210	\$ 1,158,877	-\$ 50,332	104.34%	-4.34%	\$ 1,209,210	\$ 1,158,877	-\$ 50,332	104.34%	-4.34%
Expenses										
493.11 Salaries			0			0	0	0		
7004-493.11 Airport			0			0	0	0		
7004-493.11-00 Public Airport / Full Time Staff	79,265	147,392	68,127	53.78%	46.22%	79,265	147,392	68,127	53.78%	46.22%
7004-493.11-01 Full Time Staff / Full Time - Overtime	18,271	20,000	1,729	91.35%	8.65%	18,271	20,000	1,729	91.35%	8.65%
7004-493.11-02 Full Time Staff / Full Time Banked Sick	0	2,083	2,083	0.00%	100.00%	0	2,083	2,083	0.00%	100.00%
7004-493.14-00 Public Airport / Temporary/Seasonal	6,517	10,833	4,316	60.16%	39.84%	6,517	10,833	4,316	60.16%	39.84%
7004-493.14-01 Temporary/Seasonal / PartTime Seasonal OT	326	1,333	1,007	24.45%	75.55%	326	1,333	1,007	24.45%	75.55%

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Total 7004-493.11 Airport	\$ 104,379	\$ 181,642	\$ 77,263	57.46%	42.54%	\$ 104,379	\$ 181,642	\$ 77,263	57.46%	42.54%
7005-493.11 Fire			0			0	0	0		
7005-493.11-00 Full-Time Staff	41,845	59,167	17,322	70.72%	29.28%	41,845	59,167	17,322	70.72%	29.28%
7005-493.11-01 Full Time Staff - Full Time - Overtime	948	4,167	3,219	22.75%	77.25%	948	4,167	3,219	22.75%	77.25%
7005-493.11-05 OT Airfield Operations	0	833	833	0.00%	100.00%	0	833	833	0.00%	100.00%
Total 7005-493.11 Fire	\$ 42,793	\$ 64,167	\$ 21,374	66.69%	33.31%	\$ 42,793	\$ 64,167	\$ 21,374	66.69%	33.31%
7007-493.11 Police			0			0	0	0		
7007-493.11-00 Public Airport Full Time Staff		40,687	40,687	0.00%	100.00%	0	40,687	40,687	0.00%	100.00%
Total 7007-493.11 Police	\$ 0	\$ 40,687	\$ 40,687	0.00%	100.00%	\$ 0	\$ 40,687	\$ 40,687	0.00%	100.00%
Total 493.11 Salaries	\$ 147,172	\$ 286,496	\$ 139,324	51.37%	48.63%	\$ 147,172	\$ 286,496	\$ 139,324	51.37%	48.63%
493.20 Employee Benefits			0			0	0	0		
7004-493.20 Airport			0			0	0	0		
7004-493.20-01 Employee Benefits / Health Insurance	10,168	12,397	2,229	82.02%	17.98%	10,168	12,397	2,229	82.02%	17.98%
7004-493.20-03 Employee Benefits / Dental Insurance	539	833	295	64.65%	35.35%	539	833	295	64.65%	35.35%
7004-493.20-04 Employee Benefits / Long Term Disability	242	500	258	48.31%	51.69%	242	500	258	48.31%	51.69%
7004-493.20-05 Employee Benefits / Auto Allowance	104	167	63	62.31%	37.69%	104	167	63	62.31%	37.69%
7004-493.21-01 Employee Benefits / FICA 6.2%	6,478	8,500	2,022	76.21%	23.79%	6,478	8,500	2,022	76.21%	23.79%
7004-493.21-02 Employee Benefits / Medicare 1.45%	1,515	2,167	652	69.92%	30.08%	1,515	2,167	652	69.92%	30.08%
7004-493.22-04 Pension Benefits / NDPERS Pension	7,350	10,917	3,566	67.33%	32.67%	7,350	10,917	3,566	67.33%	32.67%
7004-493.24-00 Public Airport / Unemployment Compensation	441	833	393	52.86%	47.14%	441	833	393	52.86%	47.14%
7004-493.25-00 Public Airport / Workers Compensation	916	1,167	251	78.47%	21.53%	916	1,167	251	78.47%	21.53%
Total 7004-493.20 Airport	\$ 27,751	\$ 37,480	\$ 9,729	74.04%	25.96%	\$ 27,751	\$ 37,480	\$ 9,729	74.04%	25.96%
7005-493.20 Fire			0			0	0	0		
7005-493.20-01 Employee Benefits - Health Insurance	7,871	10,143	2,272	77.60%	22.40%	7,871	10,143	2,272	77.60%	22.40%
7005-493.20-03 Employee Benefits - Dental Insurance	255	417	161	61.25%	38.75%	255	417	161	61.25%	38.75%
7005-493.20-04 Employee Benefits - Long Term Disability	98	250	152	39.33%	60.67%	98	250	152	39.33%	60.67%
7005-493.21-01 Employee Benefits - FICA 6.2%	2,653	4,417	1,764	60.07%	39.93%	2,653	4,417	1,764	60.07%	39.93%
7005-493.21-02 Employee Benefits - Medicare 1.45%	620	1,083	463	57.28%	42.72%	620	1,083	463	57.28%	42.72%
7005-493.22-04 Pension Benefits - NDPERS Pension	4,368	6,667	2,299	65.51%	34.49%	4,368	6,667	2,299	65.51%	34.49%
7005-493.24-00 Public Airport/Unemployment Compensation		125	125	0.00%	100.00%	0	125	125	0.00%	100.00%
7005-493.25-00 Public Airport - Workers Compensation	980	1,667	687	58.80%	41.20%	980	1,667	687	58.80%	41.20%
Total 7005-493.20 Fire	\$ 16,846	\$ 24,768	\$ 7,922	68.02%	31.98%	\$ 16,846	\$ 24,768	\$ 7,922	68.02%	31.98%
Total 493.20 Employee Benefits	\$ 44,597	\$ 62,248	\$ 17,650	71.64%	28.36%	\$ 44,597	\$ 62,248	\$ 17,650	71.64%	28.36%
493.33 Other Services			0			0	0	0		
7004-493.33 Other Services Airport			0			0	0	0		
7004-493.33-05 Other Services / Engineering Services		2,083	2,083	0.00%	100.00%	0	2,083	2,083	0.00%	100.00%
7004-493.33-06 Other Services / Quality Testing		833	833	0.00%	100.00%	0	833	833	0.00%	100.00%
7004-493.33-10 Other Services / Architectural Services		2,083	2,083	0.00%	100.00%	0	2,083	2,083	0.00%	100.00%
7004-493.33-15 Other Services / Planning Services		2,083	2,083	0.00%	100.00%	0	2,083	2,083	0.00%	100.00%
7004-493.33-20 Other Services / Accounting Services	8,158	19,333	11,176	42.19%	57.81%	8,158	19,333	11,176	42.19%	57.81%
7004-493.33-25 Other Services / Legal Services		5,833	5,833	0.00%	100.00%	0	5,833	5,833	0.00%	100.00%
7004-493.33-80 Other Services / Security Services	14,744	41,667	26,923	35.38%	64.62%	14,744	41,667	26,923	35.38%	64.62%
7004-493.38-85 Other Services / Parking Management	68,007	75,500	7,493	90.08%	9.92%	68,007	75,500	7,493	90.08%	9.92%
7004-493.38-90 Other Services / Warranty Expense	850	850	0	100.00%	0.00%	850	850	0	100.00%	0.00%
7004-493.38-91 Other Service / Software Expense	1,237	1,237	0	100.00%	0.00%	1,237	1,237	0	100.00%	0.00%

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	Jan 2024					Total				
	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
7004-493.38-99 Other Services / Other Services	6,248	13,750	7,502	45.44%	54.56%	6,248	13,750	7,502	45.44%	54.56%
Total 7004-493.33 Other Services Airport	\$ 99,243	\$ 165,254	\$ 66,010	60.06%	39.94%	\$ 99,243	\$ 165,254	\$ 66,010	60.06%	39.94%
7005-493.33 Other Services Fire			0			0	0	0		
7005-493.38-05 Other Services - Repair Services		2,500	2,500	0.00%	100.00%	0	2,500	2,500	0.00%	100.00%
7005-493.38-99 Other Services - Other Services	25	833	808	3.00%	97.00%	25	833	808	3.00%	97.00%
Total 7005-493.33 Other Services Fire	\$ 25	\$ 3,333	\$ 3,308	0.75%	99.25%	\$ 25	\$ 3,333	\$ 3,308	0.75%	99.25%
Total 493.33 Other Services	\$ 99,268	\$ 168,587	\$ 69,319	58.88%	41.12%	\$ 99,268	\$ 168,587	\$ 69,319	58.88%	41.12%
493.41 Utility Services			0			0	0	0		
7004-493.41-05 Utility Services / Water and Sewer	3,092	3,333	241	92.76%	7.24%	3,092	3,333	241	92.76%	7.24%
Total 493.41 Utility Services	\$ 3,092	\$ 3,333	\$ 241	92.76%	7.24%	\$ 3,092	\$ 3,333	\$ 241	92.76%	7.24%
493.42 Cleaning Services			0			0	0	0		
7004-493.42-05 Cleaning Services / Custodial Services	440	625	185	70.40%	29.60%	440	625	185	70.40%	29.60%
7004-493.42-15 Cleaning Services / Garbage Pickup	1,445	1,000	-445	144.52%	-44.52%	1,445	1,000	-445	144.52%	-44.52%
7004-493.42-20 Cleaning Services / Snow Clearing	2,185	5,417	3,232	40.34%	59.66%	2,185	5,417	3,232	40.34%	59.66%
Total 493.42 Cleaning Services	\$ 4,070	\$ 7,042	\$ 2,971	57.80%	42.20%	\$ 4,070	\$ 7,042	\$ 2,971	57.80%	42.20%
493.43 Repairs & Maintenance			0			0	0	0		
7004-493.43 R&M Airport			0			0	0	0		
7004-493.43-10 Repair and Maintenance / Building Repairs	7,605	19,583	11,979	38.83%	61.17%	7,605	19,583	11,979	38.83%	61.17%
7004-493.43-20 Repair and Maintenance / General Equipment Repair	29,842	12,083	-17,759	246.97%	-146.97%	29,842	12,083	-17,759	246.97%	-146.97%
7004-493.43-21 Repair & Maintenance / Computer Equipment Repair		250	250	0.00%	100.00%	0	250	250	0.00%	100.00%
7004-493.43-50 Repair and Maintenance / Maintenance Service Cont.	27,330	7,167	-20,163	381.35%	-281.35%	27,330	7,167	-20,163	381.35%	-281.35%
7004-493.43-90 Repair and Maintenance / Other Repairs		14,167	14,167	0.00%	100.00%	0	14,167	14,167	0.00%	100.00%
Total 7004-493.43 R&M Airport	\$ 64,777	\$ 53,250	\$ 11,527	121.65%	-21.65%	\$ 64,777	\$ 53,250	\$ 11,527	121.65%	-21.65%
7005-493.43 R&M Fire			0			0	0	0		
7005-493.43-20 Repair and Maintenance - General Equipment Repair	156	4,583	4,427	3.40%	96.60%	156	4,583	4,427	3.40%	96.60%
Total 7005-493.43 R&M Fire	\$ 156	\$ 4,583	\$ 4,427	3.40%	96.60%	\$ 156	\$ 4,583	\$ 4,427	3.40%	96.60%
Total 493.43 Repairs & Maintenance	\$ 64,932	\$ 57,833	\$ 7,099	112.28%	-12.28%	\$ 64,932	\$ 57,833	\$ 7,099	112.28%	-12.28%
493.44 Rentals			0			0	0	0		
7004-493.44-20 Rentals / Equipment & Vehicle Rent		1,000	1,000	0.00%	100.00%	0	1,000	1,000	0.00%	100.00%
Total 493.44 Rentals	\$ 0	\$ 1,000	\$ 1,000	0.00%	100.00%	\$ 0	\$ 1,000	\$ 1,000	0.00%	100.00%
493.52 Insurance			0			0	0	0		
7004-493.52 Insurance Airport			0			0	0	0		
7004-493.52-10 Insurance / Property Insurance	14,614	7,500	-7,114	194.85%	-94.85%	14,614	7,500	-7,114	194.85%	-94.85%
7004-493.52-20 Insurance / Automobile Liability	7,571	1,000	-6,571	757.10%	-657.10%	7,571	1,000	-6,571	757.10%	-657.10%
7004-493.52-30 Insurance / General Liability	94,198	7,167	-87,032	1314.39%	-1214.39%	94,198	7,167	-87,032	1314.39%	-1214.39%
Total 7004-493.52 Insurance Airport	\$ 116,383	\$ 15,667	\$ 100,717	742.87%	-642.87%	\$ 116,383	\$ 15,667	\$ 100,717	742.87%	-642.87%
7005-493.52 Insurance Fire			0			0	0	0		
7005-493.52-20 Insurance - Automobile Liability	3,995	375	-3,620	1065.33%	-965.33%	3,995	375	-3,620	1065.33%	-965.33%
Total 7005-493.52 Insurance Fire	\$ 3,995	\$ 375	\$ 3,620	1065.33%	-965.33%	\$ 3,995	\$ 375	\$ 3,620	1065.33%	-965.33%
Total 493.52 Insurance	\$ 120,378	\$ 16,042	\$ 104,337	750.41%	-650.41%	\$ 120,378	\$ 16,042	\$ 104,337	750.41%	-650.41%
493.53 Communications			0			0	0	0		
7004-493.53 Communications Airport			0			0	0	0		
7004-493.53-10 Communications / Regular Phone Service	233	267	33	87.47%	12.53%	233	267	33	87.47%	12.53%
7004-493.53-20 Communications / Cellular Phone Service	30	83	53	36.41%	63.59%	30	83	53	36.41%	63.59%
7004-493.53-30 Communications / Radio Systems		83	83	0.00%	100.00%	0	83	83	0.00%	100.00%

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	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
7004-493.53-60 Communications / Other Communications		250	250	0.00%	100.00%	0	250	250	0.00%	100.00%
Total 7004-493.53 Communications Airport	\$ 264	\$ 683	\$ 420	38.58%	61.42%	\$ 264	\$ 683	\$ 420	38.58%	61.42%
7005-493.53 Communications Fire			0			0	0	0		
7005-493.53-10 Communications - Regular Phone Service	30	125	95	24.27%	75.73%	30	125	95	24.27%	75.73%
Total 7005-493.53 Communications Fire	\$ 30	\$ 125	\$ 95	24.27%	75.73%	\$ 30	\$ 125	\$ 95	24.27%	75.73%
Total 493.53 Communications	\$ 294	\$ 808	\$ 514	36.36%	63.64%	\$ 294	\$ 808	\$ 514	36.36%	63.64%
493.54 Advertising & Printing			0			0	0	0		
7004-493.54 A&P Airport			0			0	0	0		
7004-493.54-10 Advertising / Legal Publications		167	167	0.00%	100.00%	0	167	167	0.00%	100.00%
7004-493.54-40 Advertising / Other Communications		167	167	0.00%	100.00%	0	167	167	0.00%	100.00%
7004-493.55-10 Printing & Publishing / Custom Printed Forms		83	83	0.00%	100.00%	0	83	83	0.00%	100.00%
7004-493.55-30 Printing & Publishing / Printing, Binding, Rep.		25	25	0.00%	100.00%	0	25	25	0.00%	100.00%
Total 7004-493.54 A&P Airport	\$ 0	\$ 442	\$ 442	0.00%	100.00%	\$ 0	\$ 442	\$ 442	0.00%	100.00%
Total 493.54 Advertising & Printing	\$ 0	\$ 442	\$ 442	0.00%	100.00%	\$ 0	\$ 442	\$ 442	0.00%	100.00%
493.56 Travel & Education			0			0	0	0		
7004-493.56 Travel & Education Airport			0			0	0	0		
7004-493.56-60 In State Travel / In State Travel Expense		167	167	0.00%	100.00%	0	167	167	0.00%	100.00%
7004-493.57-60 Out of State Travel / Out of State Travel Exp	614	2,917	2,303	21.05%	78.95%	614	2,917	2,303	21.05%	78.95%
7004-493.59-10 Education / Due & Membership Instate	1,000	292	-708	342.85%	-242.85%	1,000	292	-708	342.85%	-242.85%
7004-493.59-11 Education / Dues /Membership Outstate	15,275	2,083	-13,192	733.20%	-633.20%	15,275	2,083	-13,192	733.20%	-633.20%
7004-493.59-20 Education / Seminar & Conf. Instate	800	292	-508	274.28%	-174.28%	800	292	-508	274.28%	-174.28%
7004-493.59-21 Education / Seminar & Conf. Outstate	1,719	1,083	-636	158.71%	-58.71%	1,719	1,083	-636	158.71%	-58.71%
7004-493.59-30 Education / Reference Materials		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
Total 7004-493.56 Travel & Education Airport	\$ 19,408	\$ 7,250	\$ 12,158	267.70%	-167.70%	\$ 19,408	\$ 7,250	\$ 12,158	267.70%	-167.70%
7005-493.56 Travel & Education Fire			0			0	0	0		
7005-493.56-60 In State Travel - In State Travel Expense		125	125	0.00%	100.00%	0	125	125	0.00%	100.00%
7005-493.57-60 Out of State Travel - Out of State Travel Exp	2,041	1,000	-1,041	204.08%	-104.08%	2,041	1,000	-1,041	204.08%	-104.08%
7005-493.59-11 Education - Dues /Membership Outstate		292	292	0.00%	100.00%	0	292	292	0.00%	100.00%
7005-493.59-20 Education - Seminar & Conf. Instate		292	292	0.00%	100.00%	0	292	292	0.00%	100.00%
7005-493.59-21 Education - Seminar & Conf. Outstate	750	350	-400	214.29%	-114.29%	750	350	-400	214.29%	-114.29%
7005-493.59-30 Education / Reference Materials	700	208	-492	336.01%	-236.01%	700	208	-492	336.01%	-236.01%
Total 7005-493.56 Travel & Education Fire	\$ 3,491	\$ 2,267	\$ 1,224	154.01%	-54.01%	\$ 3,491	\$ 2,267	\$ 1,224	154.01%	-54.01%
Total 493.56 Travel & Education	\$ 22,899	\$ 9,517	\$ 13,382	240.62%	-140.62%	\$ 22,899	\$ 9,517	\$ 13,382	240.62%	-140.62%
493.61 General Supplies			0			0	0	0		
7004-493.61 General Supplies Airport			0			0	0	0		
7004-493.61-10 General Supplies / Office Supplies	611	250	-361	244.43%	-144.43%	611	250	-361	244.43%	-144.43%
7004-493.61-20 General Supplies / Medical Supplies	204	83	-121	245.29%	-145.29%	204	83	-121	245.29%	-145.29%
7004-493.61-40 General Supplies / General Supplies	24,058	42,917	18,859	56.06%	43.94%	24,058	42,917	18,859	56.06%	43.94%
7004-493.61-45 General Supplies / Janitorial Supplies	14,115	10,417	-3,698	135.50%	-35.50%	14,115	10,417	-3,698	135.50%	-35.50%
7004-493.61-50 General Supplies / Postage		167	167	0.00%	100.00%	0	167	167	0.00%	100.00%
Total 7004-493.61 General Supplies Airport	\$ 38,988	\$ 53,833	\$ 14,846	72.42%	27.58%	\$ 38,988	\$ 53,833	\$ 14,846	72.42%	27.58%
7005-493.61 General Supplies Fire			0			0	0	0		
7005-493.61-10 General Supplies - Office Supplies		150	150	0.00%	100.00%	0	150	150	0.00%	100.00%
7005-493.61-20 General Supplies - Medical Supplies		42	42	0.00%	100.00%	0	42	42	0.00%	100.00%
7005-493.61-40 General Supplies - General Supplies	13,264	1,250	-12,014	1061.09%	-961.09%	13,264	1,250	-12,014	1061.09%	-961.09%

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	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
7005-493.61-45 General Supplies - Janitorial Supplies		225	225	0.00%	100.00%	0	225	225	0.00%	100.00%
7005-493.61-50 General Supplies - Postage		8	8	0.00%	100.00%	0	8	8	0.00%	100.00%
Total 7005-493.61 General Supplies Fire	\$ 13,264	\$ 1,675	-\$ 11,589	791.86%	-691.86%	\$ 13,264	\$ 1,675	-\$ 11,589	791.86%	-691.86%
Total 493.61 General Supplies	\$ 52,251	\$ 55,508	\$ 3,257	94.13%	5.87%	\$ 52,251	\$ 55,508	\$ 3,257	94.13%	5.87%
493.62 Energy			0			0	0	0		
7004-493.62 Energy Airport			0			0	0	0		
7004-493.62-10 Energy / Gasoline	3,537	1,667	-1,871	212.24%	-112.24%	3,537	1,667	-1,871	212.24%	-112.24%
7004-493.62-11 Energy / Diesel Fuel	14,591	9,167	-5,425	159.18%	-59.18%	14,591	9,167	-5,425	159.18%	-59.18%
7004-493.62-50 Energy / Natural Gas	10,894	10,833	-60	100.56%	-0.56%	10,894	10,833	-60	100.56%	-0.56%
7004-493.62-51 Energy / Electricity	37,390	39,583	2,193	94.46%	5.54%	37,390	39,583	2,193	94.46%	5.54%
7004-493.62-53 Energy / Heating Oil	5,675	833	-4,841	680.96%	-580.96%	5,675	833	-4,841	680.96%	-580.96%
Total 7004-493.62 Energy Airport	\$ 72,087	\$ 62,083	-\$ 10,003	116.11%	-16.11%	\$ 72,087	\$ 62,083	-\$ 10,003	116.11%	-16.11%
7005-493.62 Energy Fire			0			0	0	0		
7005-493.62-10 Energy - Gasoline	280	83	-197	335.81%	-235.81%	280	83	-197	335.81%	-235.81%
7005-493.62-11 Energy Diesel Fuel	1,653	500	-1,153	330.53%	-230.53%	1,653	500	-1,153	330.53%	-230.53%
7005-493.62-52 Energy / Propane		33	33	0.00%	100.00%	0	33	33	0.00%	100.00%
Total 7005-493.62 Energy Fire	\$ 1,932	\$ 617	-\$ 1,316	313.38%	-213.38%	\$ 1,932	\$ 617	-\$ 1,316	313.38%	-213.38%
Total 493.62 Energy	\$ 74,019	\$ 62,700	-\$ 11,319	118.05%	-18.05%	\$ 74,019	\$ 62,700	-\$ 11,319	118.05%	-18.05%
493.64 Miscellaneous Expense			0			0	0	0		
493.65 Chemicals			0			0	0	0		
7004-493.65-50 Chemicals / Salt / Gravel / Salt for Roads	71,585	11,667	-59,918	613.59%	-513.59%	71,585	11,667	-59,918	613.59%	-513.59%
7004-493.65-60 Chemicals / Salt / Gravel / Gravel & Aggregate		1,750	1,750	0.00%	100.00%	0	1,750	1,750	0.00%	100.00%
Total 493.65 Chemicals	\$ 71,585	\$ 13,417	-\$ 58,168	533.55%	-433.55%	\$ 71,585	\$ 13,417	-\$ 58,168	533.55%	-433.55%
7004-493.64 Clothing Airport			0			0	0	0		
7004-493.64-10 Clothing / Uniforms / Clothing	620	833	213	74.44%	25.56%	620	833	213	74.44%	25.56%
Total 7004-493.64 Clothing Airport	\$ 620	\$ 833	\$ 213	74.44%	25.56%	\$ 620	\$ 833	\$ 213	74.44%	25.56%
7004-493.68-10 Miscellaneous	235	208	-26	112.68%	-12.68%	235	208	-26	112.68%	-12.68%
7005-493.64 Clothing Fire			0			0	0	0		
7005-493.64-10 Clothing - Uniforms / Clothing	1,266	542	-724	233.67%	-133.67%	1,266	542	-724	233.67%	-133.67%
Total 7005-493.64 Clothing Fire	\$ 1,266	\$ 542	-\$ 724	233.67%	-133.67%	\$ 1,266	\$ 542	-\$ 724	233.67%	-133.67%
Total 493.64 Miscellaneous Expense	\$ 73,706	\$ 15,000	-\$ 58,706	491.37%	-391.37%	\$ 73,706	\$ 15,000	-\$ 58,706	491.37%	-391.37%
493.72 Capital Outlay			0			0	0	0		
7004-493.72 Buildings/Improvements			0			0	0	0		
7004-493.72-20 Buildings / Building Remodeling		5,417	5,417	0.00%	100.00%	0	5,417	5,417	0.00%	100.00%
7004-493.73-20 Site Improvements		4,167	4,167	0.00%	100.00%	0	4,167	4,167	0.00%	100.00%
Total 7004-493.72 Buildings/Improvements	\$ 0	\$ 9,583	\$ 9,583	0.00%	100.00%	\$ 0	\$ 9,583	\$ 9,583	0.00%	100.00%
7004-493.74 Capital Outlay Airport			0			0	0	0		
7004-493.74-10 Capital Outlay / Machinery & Equipment		175,000	175,000	0.00%	100.00%	0	175,000	175,000	0.00%	100.00%
7004-493.74-11 Capital Outlay / Computer Equipment		583	583	0.00%	100.00%	0	583	583	0.00%	100.00%
7004-493.74-12 Capital Outlay / Computer Software	226	833	607	27.11%	72.89%	226	833	607	27.11%	72.89%
7004-493.74-20 Capital Outlay / Vehicles	12,540	2,917	-9,623	429.93%	-329.93%	12,540	2,917	-9,623	429.93%	-329.93%
7004-493.74-30 Capital Outlay / Furniture & Fixtures		1,250	1,250	0.00%	100.00%	0	1,250	1,250	0.00%	100.00%
7004-493.74-50 Capital Outlay / General Capital Outlay	5,278	8,333	3,055	63.34%	36.66%	5,278	8,333	3,055	63.34%	36.66%
Total 7004-493.74 Capital Outlay Airport	\$ 18,043	\$ 188,917	\$ 170,873	9.55%	90.45%	\$ 18,043	\$ 188,917	\$ 170,873	9.55%	90.45%
7005-493.74 Capital Outlay Fire			0			0	0	0		

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	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
7005-493.74-10 Capital Outlay / Machinery & Equipment		1,667	1,667	0.00%	100.00%	0	1,667	1,667	0.00%	100.00%
7005-493.74-11 Capital Outlay / Computer Equipment		250	250	0.00%	100.00%	0	250	250	0.00%	100.00%
7005-493.74-30 Capital Outlay / Furniture & Fixtures		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
7005-493.74-50 Capital Outlay / General Capital Outlay		4,167	4,167	0.00%	100.00%	0	4,167	4,167	0.00%	100.00%
Total 7005-493.74 Capital Outlay Fire	\$ 0	\$ 6,500	\$ 6,500	0.00%	100.00%	\$ 0	\$ 6,500	\$ 6,500	0.00%	100.00%
Total 493.72 Capital Outlay	\$ 18,043	\$ 205,000	\$ 186,957	8.80%	91.20%	\$ 18,043	\$ 205,000	\$ 186,957	8.80%	91.20%
493.80 Special Assessments/DrainTaxes/Property Taxes			0			0	0	0		
7004-493.80-12 Special Assessments Principal		8,333	8,333	0.00%	100.00%	0	8,333	8,333	0.00%	100.00%
Total 493.80 Special Assessments/DrainTaxes/Property Taxes	\$ 0	\$ 8,333	\$ 8,333	0.00%	100.00%	\$ 0	\$ 8,333	\$ 8,333	0.00%	100.00%
7004-493.34 Technical Services Airport			0			0	0	0		
7004-493.34-10 Technical Services / Communication	878	1,833	955	47.88%	52.12%	878	1,833	955	47.88%	52.12%
7004-493.34-15 Technical Services / Computer Services	3,275	3,750	476	87.32%	12.68%	3,275	3,750	476	87.32%	12.68%
7004-493.34-20 Technical Services / Marketing / Public Relat.		1,333	1,333	0.00%	100.00%	0	1,333	1,333	0.00%	100.00%
7004-493.34-30 Technical Services / Payroll Services	2,631	3,667	1,035	71.76%	28.24%	2,631	3,667	1,035	71.76%	28.24%
7004-493.34-35 Technical Services / Banking Services	40	167	127	23.99%	76.01%	40	167	127	23.99%	76.01%
Total 7004-493.34 Technical Services Airport	\$ 6,824	\$ 10,750	\$ 3,926	63.48%	36.52%	\$ 6,824	\$ 10,750	\$ 3,926	63.48%	36.52%
7005-493.34 Technical Services Fire			0			0	0	0		
7005-493.34-10 Technical Services - Communication	228	250	22	91.20%	8.80%	228	250	22	91.20%	8.80%
7005-493.34-15 Technical Services - Computer Services	651	333	-317	195.15%	-95.15%	651	333	-317	195.15%	-95.15%
7005-493.34-30 Technical Services - Payroll Service	941	1,833	892	51.35%	48.65%	941	1,833	892	51.35%	48.65%
Total 7005-493.34 Technical Services Fire	\$ 1,820	\$ 2,417	\$ 597	75.31%	24.69%	\$ 1,820	\$ 2,417	\$ 597	75.31%	24.69%
Total Expenses	\$ 733,367	\$ 973,056	\$ 239,689	75.37%	24.63%	\$ 733,367	\$ 973,056	\$ 239,689	75.37%	24.63%
Net Operating Income	\$ 475,843	\$ 185,822	-\$ 290,021	256.07%	-156.07%	\$ 475,843	\$ 185,822	-\$ 290,021	256.07%	-156.07%
Other Income										
7004-396.80-05 Gain (Loss) on Investments	59,353		-59,353			59,353	0	-59,353		
Total Other Income	\$ 59,353	\$ 0	-\$ 59,353			\$ 59,353	\$ 0	-\$ 59,353		
Net Other Income	\$ 59,353	\$ 0	-\$ 59,353			\$ 59,353	\$ 0	-\$ 59,353		
Net Income	\$ 535,196	\$ 185,822	-\$ 349,374	288.02%	-188.02%	\$ 535,196	\$ 185,822	-\$ 349,374	288.02%	-188.02%

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs. Actuals: Fund 563 - Airport Construction and Improvement Statement
January 2024

	Jan 2024					Total				
	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
Income										
330 Intergovernmental Revenue			0			0	0	0		
331.10 Federal Operating Grants			0			0	0	0		
7006-331.11 Federal Operating Grants			0			0	0	0		
7006-331.13-05 Direct Assist / Airport Improvement		2,880,467	2,880,467	0.00%	100.00%	0	2,880,467	2,880,467	0.00%	100.00%
Total 7006-331.11 Federal Operating Grants	\$ 0	\$ 2,880,467	\$ 2,880,467	0.00%	100.00%	\$ 0	\$ 2,880,467	\$ 2,880,467	0.00%	100.00%
Total 331.10 Federal Operating Grants	\$ 0	\$ 2,880,467	\$ 2,880,467	0.00%	100.00%	\$ 0	\$ 2,880,467	\$ 2,880,467	0.00%	100.00%
334.30 State Grants			0			0	0	0		
7004-334.30-05 State Grants / Capital Grant Assistance		20,833	20,833	0.00%	100.00%	0	20,833	20,833	0.00%	100.00%
7006-334.30-05 State Grants / Capital Grant Assistance		135,659	135,659	0.00%	100.00%	0	135,659	135,659	0.00%	100.00%
Total 334.30 State Grants	\$ 0	\$ 156,493	\$ 156,493	0.00%	100.00%	\$ 0	\$ 156,493	\$ 156,493	0.00%	100.00%
Total 330 Intergovernmental Revenue	\$ 0	\$ 3,036,959	\$ 3,036,959	0.00%	100.00%	\$ 0	\$ 3,036,959	\$ 3,036,959	0.00%	100.00%
360 Miscellaneous Revenue			0			0	0	0		
360.00 Interest Revenue			0			0	0	0		
7004-360.36-00 Interest Revenue / Interest on Airport Funds		3,333	3,333	0.00%	100.00%	0	3,333	3,333	0.00%	100.00%
Total 360.00 Interest Revenue	\$ 0	\$ 3,333	\$ 3,333	0.00%	100.00%	\$ 0	\$ 3,333	\$ 3,333	0.00%	100.00%
363.00 Rental Fees			0			0	0	0		
7004-363.91-01 Operating Revenues / Foreign-Trade Zone Fees		1,667	1,667	0.00%	100.00%	0	1,667	1,667	0.00%	100.00%
Total 363.00 Rental Fees	\$ 0	\$ 1,667	\$ 1,667	0.00%	100.00%	\$ 0	\$ 1,667	\$ 1,667	0.00%	100.00%
Total 360 Miscellaneous Revenue	\$ 0	\$ 5,000	\$ 5,000	0.00%	100.00%	\$ 0	\$ 5,000	\$ 5,000	0.00%	100.00%
390 Transfer			0			0	0	0		
391.00 Transfer In			0			0	0	0		
7004-391.50-00 Transfer In / Enterprise Funds		192,083	192,083	0.00%	100.00%	0	192,083	192,083	0.00%	100.00%
Total 391.00 Transfer In	\$ 0	\$ 192,083	\$ 192,083	0.00%	100.00%	\$ 0	\$ 192,083	\$ 192,083	0.00%	100.00%
395.00 Operating Revenues			0			0	0	0		
7004-395.20-06 Miscellaneous / State/Airline Tax Share		4,583	4,583	0.00%	100.00%	0	4,583	4,583	0.00%	100.00%
Total 395.00 Operating Revenues	\$ 0	\$ 4,583	\$ 4,583	0.00%	100.00%	\$ 0	\$ 4,583	\$ 4,583	0.00%	100.00%
396.00 Non Operating			0			0	0	0		
7004-396.12-00 Non Operating / Property Taxes		127,188	127,188	0.00%	100.00%	0	127,188	127,188	0.00%	100.00%
Total 396.00 Non Operating	\$ 0	\$ 127,188	\$ 127,188	0.00%	100.00%	\$ 0	\$ 127,188	\$ 127,188	0.00%	100.00%
Total 390 Transfer	\$ 0	\$ 323,855	\$ 323,855	0.00%	100.00%	\$ 0	\$ 323,855	\$ 323,855	0.00%	100.00%
Total Income	\$ 0	\$ 3,365,814	\$ 3,365,814	0.00%	100.00%	\$ 0	\$ 3,365,814	\$ 3,365,814	0.00%	100.00%
Gross Profit	\$ 0	\$ 3,365,814	\$ 3,365,814	0.00%	100.00%	\$ 0	\$ 3,365,814	\$ 3,365,814	0.00%	100.00%
Expenses										
493.33 Other Services			0			0	0	0		
7004-493.33 Other Services Airport			0			0	0	0		
7004-493.33-05 Other Services / Engineering Services		41,667	41,667	0.00%	100.00%	0	41,667	41,667	0.00%	100.00%
7004-493.33-06 Other Services / Quality Testing		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
7004-493.33-15 Other Services / Planning Services		1,250	1,250	0.00%	100.00%	0	1,250	1,250	0.00%	100.00%

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs. Actuals: Fund 563 - Airport Construction and Improvement Statement
January 2024

	Jan 2024					Total				
	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
7004-493.33-20 Other Services / Accounting Services		833	833	0.00%	100.00%	0	833	833	0.00%	100.00%
7004-493.33-25 Other Services / Legal Services		167	167	0.00%	100.00%	0	167	167	0.00%	100.00%
7004-493.38-94 Other Services / Foreign Trade Zone		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
7004-493.38-99 Other Services / Other Services		10,833	10,833	0.00%	100.00%	0	10,833	10,833	0.00%	100.00%
Total 7004-493.33 Other Services Airport	\$ 0	\$ 55,583	\$ 55,583	0.00%	100.00%	\$ 0	\$ 55,583	\$ 55,583	0.00%	100.00%
7006-493.33 Other Services			0			0	0	0		
7006-493.33-05 Other Services / Engineering Services		219,667	219,667	0.00%	100.00%	0	219,667	219,667	0.00%	100.00%
7006-493.33-06 Other Services / Quality Testing		1,250	1,250	0.00%	100.00%	0	1,250	1,250	0.00%	100.00%
7006-493.33-10 Other Services / Architectural		166,667	166,667	0.00%	100.00%	0	166,667	166,667	0.00%	100.00%
7006-493.33-20 Other Services / Accounting Services		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
7006-493.38-99 Other Services -Other Services		417	417	0.00%	100.00%	0	417	417	0.00%	100.00%
Total 7006-493.33 Other Services	\$ 0	\$ 388,417	\$ 388,417	0.00%	100.00%	\$ 0	\$ 388,417	\$ 388,417	0.00%	100.00%
Total 493.33 Other Services	\$ 0	\$ 444,000	\$ 444,000	0.00%	100.00%	\$ 0	\$ 444,000	\$ 444,000	0.00%	100.00%
493.43 Repairs & Maintenance			0			0	0	0		
7004-493.43 R&M Airport			0			0	0	0		
7004-493.43-90 Repair and Maintenance / Other Repairs		44,167	44,167	0.00%	100.00%	0	44,167	44,167	0.00%	100.00%
Total 7004-493.43 R&M Airport	\$ 0	\$ 44,167	\$ 44,167	0.00%	100.00%	\$ 0	\$ 44,167	\$ 44,167	0.00%	100.00%
Total 493.43 Repairs & Maintenance	\$ 0	\$ 44,167	\$ 44,167	0.00%	100.00%	\$ 0	\$ 44,167	\$ 44,167	0.00%	100.00%
493.52 Insurance			0			0	0	0		
7004-493.52 Insurance Airport			0			0	0	0		
7004-493.52-10 Insurance / Property Insurance		8,333	8,333	0.00%	100.00%	0	8,333	8,333	0.00%	100.00%
Total 7004-493.52 Insurance Airport	\$ 0	\$ 8,333	\$ 8,333	0.00%	100.00%	\$ 0	\$ 8,333	\$ 8,333	0.00%	100.00%
Total 493.52 Insurance	\$ 0	\$ 8,333	\$ 8,333	0.00%	100.00%	\$ 0	\$ 8,333	\$ 8,333	0.00%	100.00%
493.54 Advertising & Printing			0			0	0	0		
7004-493.54 A&P Airport			0			0	0	0		
7004-493.54-11 Advertising / Marketing		37,500	37,500	0.00%	100.00%	0	37,500	37,500	0.00%	100.00%
Total 7004-493.54 A&P Airport	\$ 0	\$ 37,500	\$ 37,500	0.00%	100.00%	\$ 0	\$ 37,500	\$ 37,500	0.00%	100.00%
Total 493.54 Advertising & Printing	\$ 0	\$ 37,500	\$ 37,500	0.00%	100.00%	\$ 0	\$ 37,500	\$ 37,500	0.00%	100.00%
493.72 Capital Outlay			0			0	0	0		
7004-493.72 Buildings/Improvements			0			0	0	0		
7004-493.72-30 Buildings / New Construction		284,829	284,829	0.00%	100.00%	0	284,829	284,829	0.00%	100.00%
7004-493.73-20 Site Improvements		75,083	75,083	0.00%	100.00%	0	75,083	75,083	0.00%	100.00%
Total 7004-493.72 Buildings/Improvements	\$ 0	\$ 359,912	\$ 359,912	0.00%	100.00%	\$ 0	\$ 359,912	\$ 359,912	0.00%	100.00%
7006-493.72-30 Buildings /New Construction		1,993,986	1,993,986	0.00%	100.00%	0	1,993,986	1,993,986	0.00%	100.00%
Total 493.72 Capital Outlay	\$ 0	\$ 2,353,898	\$ 2,353,898	0.00%	100.00%	\$ 0	\$ 2,353,898	\$ 2,353,898	0.00%	100.00%
Total Expenses	\$ 0	\$ 2,887,898	\$ 2,887,898	0.00%	100.00%	\$ 0	\$ 2,887,898	\$ 2,887,898	0.00%	100.00%
Net Operating Income	\$ 0	\$ 477,916	\$ 477,916	0.00%	100.00%	\$ 0	\$ 477,916	\$ 477,916	0.00%	100.00%
Net Income	\$ 0	\$ 477,916	\$ 477,916	0.00%	100.00%	\$ 0	\$ 477,916	\$ 477,916	0.00%	100.00%

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs. Actuals: Fund 564 - Airport Passenger Facility Charge Statement
January 2024

	Jan 2024					Total				
	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
Income										
360 Miscellaneous Revenue			0			0	0	0		
360.00 Interest Revenue			0			0	0	0		
7004-360.36-00 Interest Revenue / Interest on Airport Funds	705	417	-288	169.23%	-69.23%	705	417	-288	169.23%	-69.23%
Total 360.00 Interest Revenue	\$ 705	\$ 417	-\$ 288	169.23%	-69.23%	\$ 705	\$ 417	-\$ 288	169.23%	-69.23%
Total 360 Miscellaneous Revenue	\$ 705	\$ 417	-\$ 288	169.23%	-69.23%	\$ 705	\$ 417	-\$ 288	169.23%	-69.23%
390 Transfer			0			0	0	0		
395.00 Operating Revenues			0			0	0	0		
7004-395.10-50 Operating Revenues / Passenger Facility Charge	326,054	191,667	-134,388	170.12%	-70.12%	326,054	191,667	-134,388	170.12%	-70.12%
Total 395.00 Operating Revenues	\$ 326,054	\$ 191,667	-\$ 134,388	170.12%	-70.12%	\$ 326,054	\$ 191,667	-\$ 134,388	170.12%	-70.12%
Total 390 Transfer	\$ 326,054	\$ 191,667	-\$ 134,388	170.12%	-70.12%	\$ 326,054	\$ 191,667	-\$ 134,388	170.12%	-70.12%
Total Income	\$ 326,759	\$ 192,083	-\$ 134,676	170.11%	-70.11%	\$ 326,759	\$ 192,083	-\$ 134,676	170.11%	-70.11%
Gross Profit	\$ 326,759	\$ 192,083	-\$ 134,676	170.11%	-70.11%	\$ 326,759	\$ 192,083	-\$ 134,676	170.11%	-70.11%
Expenses										
493.90-50 Transfers			0			0	0	0		
7004-493.90-50 To Enterprise Fund	1,433	192,083	190,650	0.75%	99.25%	1,433	192,083	190,650	0.75%	99.25%
Total 493.90-50 Transfers	\$ 1,433	\$ 192,083	\$ 190,650	0.75%	99.25%	\$ 1,433	\$ 192,083	\$ 190,650	0.75%	99.25%
Total Expenses	\$ 1,433	\$ 192,083	\$ 190,650	0.75%	99.25%	\$ 1,433	\$ 192,083	\$ 190,650	0.75%	99.25%
Net Operating Income	\$ 325,326	\$ 0	-\$ 325,326	3253264387.50%	-3253264287.50%	\$ 325,326	\$ 0	-\$ 325,326	3253264387.50%	-3253264287.50%
Net Income	\$ 325,326	\$ 0	-\$ 325,326	3253264387.50%	-3253264287.50%	\$ 325,326	\$ 0	-\$ 325,326	3253264387.50%	-3253264287.50%

Municipal Airport Authority of the City of Fargo, North Dakota
Budget vs. Actuals: Fund 569 - Airport Parking Maintenance and Construction Statement
January 2024

	Jan 2024					Total				
	Actual	Budget	Remaining	% of Budget	% Remaining	Actual	Budget	Remaining	% of Budget	% Remaining
Income										
360 Miscellaneous Revenue			0			0	0	0		
360.00 Interest Revenue			0			0	0	0		
7004-360.36-00 Interest Revenue / Interest on Airport Funds	33,471	7,083	-26,387	472.53%	-372.53%	33,471	7,083	-26,387	472.53%	-372.53%
Total 360.00 Interest Revenue	\$ 33,471	\$ 7,083	-\$ 26,387	472.53%	-372.53%	\$ 33,471	\$ 7,083	-\$ 26,387	472.53%	-372.53%
Total 360 Miscellaneous Revenue	\$ 33,471	\$ 7,083	-\$ 26,387	472.53%	-372.53%	\$ 33,471	\$ 7,083	-\$ 26,387	472.53%	-372.53%
390 Transfer			0			0	0	0		
391.00 Transfer In			0			0	0	0		
7004-391.50-00 Transfer In / Enterprise Funds		3,977,198	3,977,198	0.00%	100.00%	0	3,977,198	3,977,198	0.00%	100.00%
Total 391.00 Transfer In	\$ 0	\$ 3,977,198	\$ 3,977,198	0.00%	100.00%	\$ 0	\$ 3,977,198	\$ 3,977,198	0.00%	100.00%
Total 390 Transfer	\$ 0	\$ 3,977,198	\$ 3,977,198	0.00%	100.00%	\$ 0	\$ 3,977,198	\$ 3,977,198	0.00%	100.00%
Total Income	\$ 33,471	\$ 3,984,281	\$ 3,950,810	0.84%	99.16%	\$ 33,471	\$ 3,984,281	\$ 3,950,810	0.84%	99.16%
Gross Profit	\$ 33,471	\$ 3,984,281	\$ 3,950,810	0.84%	99.16%	\$ 33,471	\$ 3,984,281	\$ 3,950,810	0.84%	99.16%
Expenses										
493.33 Other Services			0			0	0	0		
7004-493.33 Other Services Airport			0			0	0	0		
7004-493.33-06 Other Services / Quality Testing		1,250	1,250	0.00%	100.00%	0	1,250	1,250	0.00%	100.00%
7004-493.33-10 Other Services / Architectural Services		183,333	183,333	0.00%	100.00%	0	183,333	183,333	0.00%	100.00%
Total 7004-493.33 Other Services Airport	\$ 0	\$ 184,583	\$ 184,583	0.00%	100.00%	\$ 0	\$ 184,583	\$ 184,583	0.00%	100.00%
Total 493.33 Other Services	\$ 0	\$ 184,583	\$ 184,583	0.00%	100.00%	\$ 0	\$ 184,583	\$ 184,583	0.00%	100.00%
493.72 Capital Outlay			0			0	0	0		
7004-493.72 Buildings/Improvements			0			0	0	0		
7004-493.72-30 Buildings / New Construction		3,793,864	3,793,864	0.00%	100.00%	0	3,793,864	3,793,864	0.00%	100.00%
Total 7004-493.72 Buildings/Improvements	\$ 0	\$ 3,793,864	\$ 3,793,864	0.00%	100.00%	\$ 0	\$ 3,793,864	\$ 3,793,864	0.00%	100.00%
Total 493.72 Capital Outlay	\$ 0	\$ 3,793,864	\$ 3,793,864	0.00%	100.00%	\$ 0	\$ 3,793,864	\$ 3,793,864	0.00%	100.00%
Total Expenses	\$ 0	\$ 3,978,448	\$ 3,978,448	0.00%	100.00%	\$ 0	\$ 3,978,448	\$ 3,978,448	0.00%	100.00%
Net Operating Income	\$ 33,471	\$ 5,833	-\$ 27,637	573.78%	-473.78%	\$ 33,471	\$ 5,833	-\$ 27,637	573.78%	-473.78%
Net Income	\$ 33,471	\$ 5,833	-\$ 27,637	573.78%	-473.78%	\$ 33,471	\$ 5,833	-\$ 27,637	573.78%	-473.78%



March 8, 2024

Municipal Airport Authority
PO Box 2845
Fargo, North Dakota 58108-2845

This letter outlines the understanding of the terms and objectives of the consulting engagement between Eide Bailly LLP (Eide Bailly) and the Municipal Airport Authority (you).

Scope of Engagement

We will work with you to provide consulting services in connection with Business Planning & Analysis and Outsourced CFO. See below for our scope of work:

- Assistance in maintaining a monthly dashboard, reporting, and budgeting package. The package will include the items as noted in the table below. The objective of the package is to advise the board and management with cash flow considerations, including investment strategy, financing decisions, capital project cash flow considerations, and operational sustainability of the airport.
- Outsourced CFO Services related to the following:
 - Organization of overall financial reporting and dashboards (in coordination with business planning & analysis)
 - Liaison between management and board (performance of the business and issues it is facing)
 - Advisory role for investment decisions (managing short- and long-term liabilities)
 - Assist with cash flow needs and monitoring (developing portfolio strategies, assisting with major/ minor investment and financing decisions, ensuring sufficient cash flow to sustain growth and enhance working capital)

Business Planning & Analysis - Packaged	Business Planning & Analysis (Trended)
Monthly Reporting Packages (Internal Management, Board of Directors)	✓•
Financial Dashboards (up to three), including standard, workforce, industry-specific financial and non-financial KPI's	✓•
Organization-wide and Departmental Budget (P&L and Balance Sheet)	✓•
Budget vs Actual Reporting	✓•
Organization-wide and Departmental Annual Budget	✓•
Organization-wide and Departmental Rolling Forecast (P&L and Balance Sheet)	Trended
Rolling Actual + Forecast Reporting and Dashboarding	✓•

Mid-Range Forecast (current + three fiscal years)	✓
Scenario Plans (up to three)	✓

Our engagement will be performed under the *Statements on Standards for Consulting Services* issued by the American Institute of Certified Public Accountants (AICPA). We will not provide audit, review, compilation or financial statement preparation services to any historical or prospective financial information or provide attestation services under the AICPA *Statements on Standards for Attestation Engagements* and assume no responsibility for any such information.

You will provide us, as promptly as possible, all requested information and documentation reasonably deemed necessary or desirable by us in connection with the engagement. You represent and warrant that all information and documentation provided or to be provided to us is true, correct and complete, to the best of your knowledge and belief. We are authorized to rely upon such information and documentation without independent investigation or verification.

We may use third party service providers and/or affiliated entities (including Eide Bailly Shared Services Private Limited) (collectively, "service providers") in order to facilitate delivering our services to you. Our use of service providers may require access to client information by the service provider. We will take reasonable precautions to determine that they have the appropriate procedures in place to prevent the unauthorized release of confidential information to others. We will remain responsible for the confidentiality of client information accessed by such service provider and any work performed by such service provider. You acknowledge that your information may be disclosed to such service providers, including those outside the United States.

We agree to retain our work papers for a period of at least eight years from the date of our report.

Fees

Our fees are based on the amount of time required at various levels of responsibility, plus actual out-of-pocket expenses, including administrative charges and a 5% technology fee. Invoices are payable upon presentation. We estimate that our fee for the engagement will total amounts in the table below. We will notify you immediately of any circumstances we encounter that could significantly affect this initial fee estimate.

Engagement Fees	Business Planning & Analysis (Trended)
OMS Services - Packaged Business Planning & Analysis	\$3,000-\$4,500 per month
OMS Services – Outsourced CFO	\$5,000 to \$6,000 per month (based on hourly rate of \$250/hour and estimated hours of 20-25 per month)

Should additional outsourced and managed services be requested, including the optional services listed above, the standard billing rates would apply:

Staff Level	2024
Partner	\$ 400 / hr.
Senior Manager	\$ 300 / hr.
Manager	\$ 250 / hr.
Senior Associate	\$ 185 / hr.
Associate	\$ 140 / hr.
Administrative	\$ 100 / hr.

The ability to perform and complete our engagement consistent with the estimated fee included above depends upon the quality of your underlying accounting records and the timeliness of your personnel in providing information and responding to our requests. To assist with this process, we will provide you with a Prepared-by-Client (PBC) request that identifies the information we will require to perform our engagement, as well as a planned timeline for the engagement. A failure to provide this information in an accurate and timely manner may result in an increase in our fees and/or a delay in the completion of our engagement.

We may be requested to make certain engagement documentation available to outside parties, including regulators, pursuant to authority provided by law or regulation or applicable professional standards. If requested, access to such engagement documentation will be provided under the supervision of Eide Bailly LLP's personnel. Furthermore, upon request, we may provide copies of selected engagement documentation to the outside party, who may intend, or decide, to distribute the copies of information contained therein to others, including other governmental agencies. We will be compensated for any time and expenses, including time and expenses of legal counsel, we may incur in making such engagement documentation available or in conducting or responding to discovery requests or participating as a witness or otherwise in any legal, regulatory, or other proceedings as a result of our Firm's performance of these services. You and your attorney will receive, if lawful, a copy of every subpoena we are asked to respond to on your behalf and will have the ability to control the extent of the discovery process to control the costs you may incur.

Should our relationship terminate before our agreed upon procedures are completed and a report issued, you will be billed for services to the date of termination. All bills are payable upon receipt. A service charge of 1% per month, which is an annual rate of 12%, will be added to all accounts unpaid 30 days after billing date. If collection action is necessary, expenses and reasonable attorney's fees will be added to the amount due.

The Municipal Airport Authority accepts responsibility for the results of the services being provided and agrees to perform the following functions in connection with this engagement:

- Make all management decisions and perform all management functions.
- Designate a competent individual to oversee the services.
- Evaluate the adequacy and results of the services performed.
- Accept responsibility for the results of the services.
- Establish and maintain internal controls, including monitoring ongoing activities.

Mediation

Any disagreement, controversy or claim arising out of or related to any aspect of our services or relationship with you (hereafter a "Dispute") shall, as a precondition to litigation in court, first be submitted to mediation. In mediation, the parties attempt to reach an amicable resolution of the Dispute with the aid of an impartial mediator. Mediation shall begin by service of a written demand. The mediator will be selected by mutual agreement. If we cannot agree on a mediator, one shall be designated by the American Arbitration Association ("AAA"). Mediation shall be conducted with the parties in person in Fargo, North Dakota. Each party will bear its own costs in the mediation. The fees and expenses of the mediator will be shared equally by the parties. Neither party may commence a lawsuit until the mediator declares an impasse.

Limited Indemnity

Eide Bailly LLP and its partners, affiliates, officers and employees (collectively "Eide Bailly") shall not be responsible for any misstatements in the information provided to us to complete our engagement that we may fail to detect as a result of misrepresentations or concealment of information by any of your owners, directors, officers or employees. You shall indemnify and hold Eide Bailly harmless from any claims, losses, settlements, judgments, awards, damages and attorneys' fees arising from any such misstatement or concealment of information.

If through no fault of Eide Bailly we are named as a party to a dispute between you and a third party, you shall indemnify and hold Eide Bailly harmless against any losses, damages, settlements, judgments, awards, and the costs of litigation (including attorneys' fees) we incur in connection with the dispute.

Eide Bailly shall not be entitled to indemnification under this agreement unless the services were performed in accordance with professional standards in all material respects.

Limitation of Liability

The exclusive remedy available to you for any alleged loss or damages arising from or related to Eide Bailly's services or relationship with you shall be the right to pursue claims for actual damages that are directly caused by Eide Bailly's breach of this agreement or Eide Bailly's violation of applicable professional standards. In no event shall Eide Bailly's aggregate liability to you exceed four times fees paid under this agreement.

Time Limitation

You may not bring any legal proceeding against Eide Bailly unless it is commenced within forty-eight (48) months ("Limitation Period") after the date when we delivered our report, return, or other deliverable under this agreement to you, regardless of whether we do other services for you or that may relate to the engagement. The Limitation Period applies and begins to run even if you have not suffered any damage or loss, or have not become aware of a possible Dispute.

Governing Law and Venue

Any Dispute between us, including any Dispute related to the engagement contemplated by this agreement, shall be governed by North Dakota law. Any unresolved Dispute shall be submitted to a federal or state court located in Fargo, North Dakota.

Assignments Prohibited

You shall not assign, sell, barter or transfer any legal rights, causes of actions, claims or disputes you may have against Eide Bailly to any person.

Please sign and return the attached copy of this letter to indicate your acknowledgment of, and agreement with, the arrangements for our engagement including our respective responsibilities.

We appreciate the opportunity to be of service to you and look forward to working with you and your staff.

Respectfully,



Reid Mattson
Partner

RESPONSE:

This letter correctly sets forth our understanding.

Acknowledged and agreed on behalf of the Municipal Airport Authority by:

Name: _____

Title: _____

Date: _____



SP+ Corporation
200 E Randolph Street, #7700
Chicago, IL 60601
225-328-0273
gpierson@spplus.com
spplus.com | parking.com | bagsinc.com

March 7, 2024

Shawn Dobberstein
Executive Director
Fargo's Hector International Airport
P.O. Box 2845
Fargo, ND 58108-2845

A handwritten number '6' inside a hand-drawn circle, likely a reference or tracking mark.

RE: Notice of Extension Request to the Parking Facilities Management Agreement (the "Agreement") by and between the Municipal Airport Authority of the City of Fargo, North Dakota ("MAA") and SP Plus Corporation ("Operator")

Dear Shawn:

Pursuant to Section 2, Term, of the above-referenced Agreement, please accept this letter as our official notification and request to amend and extend the Agreement for a five (5) year and six (6) month period effective July 1, 2024. During this period and pursuant to Section 2, Term, of the Third Amendment of the Management Agreement ("Amendment"), a continuation of the initial term of the Agreement from July 1, 2024 – December 31, 2029 is requested. A six (6) month budget for the Fifth Agreement Year (July 1, 2024 – December 31, 2024) will be submitted for review and approval in advance of the Fifth Agreement Year. Effective January 1, 2025, we propose to convert to a calendar year annual budget. The Agreement shall remain subject to the termination and renewal pursuant to the original terms set forth therein. At the commencement of the extension period, we propose a monthly management fee of \$16,444 for the first year to oversee and manage the parking facilities at the Airport with approximately 2,494 parking spaces with a capitalized management fee increase of 3% annually. Furthermore, we propose that all other terms and conditions shall remain the same as outlined in the aforementioned Agreement.

We have sincerely appreciated the partnership we have cultivated with the Municipal Airport Authority of the City of Fargo, North Dakota and Airport leadership in our mutual quest to provide an excellent parking experience for all visitors, guests and employees.

We look forward to continuing to work together to further improve the passenger journey. We are excited about the upcoming construction of the parking ramp and embrace the opportunity to collaborate and leverage technologies to mitigate the parking related risks during this construction period. We seek to build upon the progress we have made with reservations, dynamic pricing and the recent launch of the Parking Guide as we continue to maximize the revenue opportunities for the parking operation.

Thank you in advance for your consideration. Upon approval and if you prefer, we are happy to have our Legal Division to prepare the contract amendment for your review and approval. Please do not hesitate to contact me should you have any questions or need anything further related to this request.

Sincerely,
Gregory D.
Pierson

Digitally signed by Gregory D.
Pierson
Date: 2024.03.07 07:17:05
-06'00'

Gregory D. Pierson, MBA
Vice President, RM III – West Airports

cc: Darren Anderson, Assistant Director – Fargo's Hector International Airport
Jason Finch, SP+ President – West Airports
Jay Hanson, SP+ Facility Manager – Fargo's Hector International Airport

9

**Amendment No. 03 to the AIA A133-2019
Agreement between Owner and Construction Manager
March 08, 2024**

Reconciliation Amendment

for the following PROJECT:

Terminal Renovation and Expansion
Hector International Airport (FAR)
2801 32nd Avenue NW
Fargo, ND 58102

THE OWNER:

Municipal Airport Authority of the City of Fargo, North Dakota
P.O. Box 2845
Fargo, ND 58108-2845

THE CONSTRUCTION MANAGER:

McGough Construction Co., LLC
630 First Avenue North, Suite 4
Fargo, ND 58102

This Amendment No. 03 ("**Amendment**") to the Agreement, by and between **Municipal Airport Authority of the City of Fargo, North Dakota ("Owner")**, and **McGough Construction Co., LLC ("Construction Manager")**, is for Owner and Construction Manager to amend the Agreement, dated June 09, 2023 ("**Agreement**"). This Amendment is effective as of March 08, 2024.

Language not referenced within this Amendment remains unchanged.

Within the Agreement:

All references to the defined term "*Initial Guaranteed Maximum Price*" or "*IGMP*" within the Agreement are now omitted and replaced with "*Target Cost*".

Within the AIA A133 2019:

Section 1.1.14 is modified to read as follows:

§ 1.1.14 The Owner's requirements for subcontractor procurement for the performance of the Work:
(List any Owner-specific requirements for subcontractor procurement.)

«See Section 3.1.6.1.5 and Section 3.1.11.

Owner and Construction Manager shall also comply with North Dakota Century Code, including but not limited to, Section 48-01.2-22»

Section 3.1.6.1.6 is modified to read as follows:

Amendment No. 3
To Agreement Between Owner and Construction Manager
Terminal Renovation and Expansion, Hector International Airport (FAR) Project

- .6 In the event the Construction Manager's proposed Final Guaranteed Maximum Price, within the original scope, and/or Project Schedule, as reflected by the approved Initial Guaranteed Maximum Price, exceeds the approved Initial Guaranteed Maximum Price, if the Owner so directs, the Construction Manager and the Architect shall work together to bring the Project back within the Owner's Approved Budget and schedule, based on the Owner's written acceptance of the 100% Construction Documents. If the Final Guaranteed Maximum Price, within the original scope, and/or Project Schedule, as reflected by the approved Initial Guaranteed Maximum Price exceeds the Initial Guaranteed Maximum Price or Project Schedule for that Phase, then the Construction Manager and the Architect shall work together to bring the Work within the Initial Guaranteed Maximum Price and Project Schedule through means and methods, value engineering and acceptable alternates or other means appropriate to reduce the cost.

Section 3.2.4 is modified to read as follows:

§ 3.2.4 In preparing the Construction Manager's Final Guaranteed Maximum Price proposal, the Construction Manager shall include a Construction Manager's Contingency for the Construction Manager's exclusive use to cover costs arising under Section 3.2.2 and 3.2.4.2, and other unanticipated costs which are properly considered reimbursable as a Cost of the Work but do not form the basis for a Change Order as a result of changes in the scope of the Work. The Construction Manager's Contingency shall not exceed three percent (3%) for the Final Guaranteed Maximum Price. No Fee is added to the Construction Manager's Contingency at the time the FGMP is prepared.

§ 3.2.4.1 The Construction Manager shall report and reconcile the Construction Manager's Contingency to the Owner on a monthly basis. All Construction Manager Contingencies shall include Direct Cost of Work, including labor, materials, equipment, delivery to the site, insurance, bonds and permits as required, and include the Construction Manager's Fee. The allocation of the contingency shall not increase the Final Guaranteed Maximum Price.

§ 3.2.4.2 Access to the Construction Manager's Contingency requires the Owner's written approval. The Owner shall not unreasonably withhold approval of a Contingency Use Request to utilize the Construction Manager's Contingency so long as (a) the contingency amount accessed does not cause the Final Guaranteed Maximum Price to be exceeded (b) the Construction Manager utilizes the Construction Manager's Contingency for items required for the Project that are not otherwise recoverable as Costs of the Work under the Contract Documents, and (c) the Construction Manager's Contingency is used for any items outlined in clauses .1 through .12 below:

- .1 Costs associated with the completion of the Contract Documents consistent with the Contract Documents and reasonably inferable therefrom, but excluding such things as changes in the scope, systems, kinds and quality of materials, finishes or equipment, all of which, if required, shall be incorporated by Change Order
- .2 Incomplete project details
- .3 Additional costs incurred as a result of Subcontractor buyout
- .4 Missing scope, or purchasing gaps
- .5 Unanticipated changes in market conditions that do not entitle Construction Manager to a Change Order under the Agreement
- .6 Higher than expected wage settlements
- .7 Costs related to changes in construction means and methods, including re-sequencing of the Work
- .8 Necessary construction changes to meet design intent
- .9 Costs of the Construction Manager and other unanticipated costs or cost overruns in connection with the performance of the Construction Services or the Construction Manager's Work
- .10 Schedule delays and acceleration, that do not entitle Construction Manager to a Change Order under the Agreement
- .11 Overtime as necessary to meet completion date

Amendment No. 3

To Agreement Between Owner and Construction Manager

Terminal Renovation and Expansion, Hector International Airport (FAR) Project

§ 3.2.4.3 The Construction Manager's Contingency is not available for use by the Construction Manager for mistakes that result from Self-Perform Work secured through competitive bidding, mistakes of subcontractors or material suppliers, or any warranty work.

§ 3.2.4.4 The Construction Manager's Contingency is not available for use by the Owner for allowance overruns, changes in the Scope of Work, differing or changed site conditions.

§ 3.2.4.5 At Final Completion of the Project, any unused portion of the Construction Manager's Contingency remaining in the Final Guaranteed Maximum Price will be returned one hundred percent (100%) to the Owner.

Section 3.2.5 is modified to read as follows:

§ 3.2.5 The Construction Manager shall meet with the Owner and Architect to review the Final Guaranteed Maximum Price proposal. In the event that the Owner or Architect discover any inconsistencies or inaccuracies in the information presented, they shall promptly notify the Construction Manager, who shall make appropriate adjustments to the Final Guaranteed Maximum Price proposal, its basis, or both. If the Final Guaranteed Maximum Price, within the original scope as reflected by the approved Target Cost, exceeds the Target Cost, the Construction Manager will work with the Architect and the team to bring the project back within budget in a timely manner.

**Municipal Airport Authority of the
City of Fargo, North Dakota**

McGough Construction Co., LLC

OWNER
(Signature)

CONSTRUCTION MANAGER
(Signature)

(Printed name and title)

(Printed name and title)

Date

Date

McArthur Tile Co.

339 27th Circle S., P.O. Box 1664
Fargo, ND 58107

Phone: (701) 298-3709 Fax: (701) 293-0246

February 22, 2024

TILE BID

To: MCGOUGH

Attn: JOE KASPER

We are pleased to submit a bid proposal as follows:

PROJECT: HECTOR AIRPORT ELEVATOR E3-1

LOCATION: FARGO, ND

ADDENDUMS NOTED:

SECTION: 093000 – TILE

BASE BID: \$26,500.00

ALTERNATES:

Furnished & Installed, Tax Included.

Sincerely,

McARTHUR TILE CO.

Karl Vangerud (u)

Karl Vangerud
Project Mgr.
KV; cl



INTERIORS & FLOORING
 940 Apollo Road, Suite 110
 Eagan, MN 55121
 Ph: (651) 681-8100 Fax: (651) 681-1385

Proposal

Attn:
From: MONTY BECKER
Estimator: James Gunderson
Admin: Jamison Murphy

Revision #: _____

Date: 2/20/2024

Plan Date: _____

Bid Due Date: 12/19/2023

Addendum: _____

To

MCGOUGH CONSTRUCTION
 2737 FAIRVIEW AVE N

SAINT PAUL, MN 551131307
 Phone:

Project

HECTOR INTL AIRPORT BP-1
 2801 32ND AVE N
 FARGO, ND 58102

SUPPLY AND INSTALL OF CERAMIC TILE | HECTOR INTL AIRPORT | PLANS DATED 11.17.2023

TOTAL (APPLICABLE TAX INCLUDED) \$ 28,397.00

PROPOSAL TOTAL \$ 28,397.00

Notes:

- Bid floors ready to receive.
- Proposal is based on work performed during regular hours (no overtime).
- This proposal is valid for thirty (30) days.

Inclusions:

- Proposal includes minor floor prep. Additional floor prep, if required, will be added on a time and material basis.

Exclusions:

- Proposal excludes attic stock.
- Proposal excludes take up and reclamation.
- Proposal excludes removing existing flooring & adhesives.
- Proposal excludes furniture, fixture & equipment moving.
- Proposal excludes moisture testing.
- Proposal excludes moisture mitigation or post installation floor protection.
- Proposal excludes ceramic demolition, preparation, and epoxy grout.

HECTOR INTL AIRPORT BP-1

MCGOUGH CONSTRUCTION

Page 2 of 2

****IMPORTANT NOTICE REGARDING RECENT DELAYS & PRICE INCREASES****

CFS Interiors & Flooring guarantees pricing for up to Thirty (30) days from origination date. The recent pandemic has caused unprecedented raw material and labor shortages that have disrupted the supply-chain and caused frequent material price increases that have been imposed without notice. To avoid any additional charges due to manufacturer price increases, materials must be formally approved with in 30 days from the origination date on the proposal (labeled date in upper righthand corner).

****CFS Interiors & Flooring will not be held responsible for any delays related to supply-chain issues or labor shortages. ****

These delays are beyond our control, therefore CFS will not accept any back-charges or liquidated damages at this time. The construction industry is experiencing frequent and prolonged delays from both manufacturing and shipping companies. Please take these issues into account when placing orders or scheduling your projects. Physical samples for submittals may take in excess of 14 business days to process. Consider processing digital submittals whenever possible.

Commercial Flooring Services, LLC will furnish, deliver, and install the above material in accordance with all transmitted plans, specifications and general conditions for the listed price. The price includes all applicable freight and taxes, unless otherwise noted. Unless specifically included in this proposal: excludes all demolition, repair or take-up of existing flooring; excludes vacuuming, damp mopping, buffing, waxing or floor protection; excludes floor floating, leveling or repair; excludes sealing of floor, cleaning or removal of oil, grease, solvents, paints, plaster or other foreign substances; excludes asbestos control/abatement; includes no attic stock of material beyond installation coverage; includes work only during regular hours and for a single phase job; excludes any furniture movement; excludes any addenda beyond the base bid; Per CRI-104-96, 6.3 site conditions: The owner or general contractor must submit to the flooring contractor a written report on moisture and surface alkalinity of the slab to determine its suitability as a substrate for the material to be installed. Floor preparation will be billed on a time and material basis at the current rate per man-hour plus the cost of the materials. Client is subject to payment for stored materials. Commercial Flooring Services, LLC will not accept charge backs of damage or cleaning without the option to inspect claim(s) to repair or without the option to make arrangements for acceptable repairs at their expense. Commercial Flooring Services, LLC is not responsible for any claims that might result from product delivery date changes beyond their control. If a manufacturer requires a deposit to manufacture/ship certain items, client will pay that amount. This proposal is valid for thirty (30) days. Full payment is due ten (10) days from receipt of invoice unless otherwise specified.

WARRANTY DOES NOT INCLUDE ANY MOISTURE RELATED SUBFLOOR FAILURES

CFS INTERIORS & FLOORING

MCGOUGH CONSTRUCTION

Signed:**Signed:**

MONTY BECKER

Proposal Total: \$28,397.00**Proposed Installation Start Date:**



February 26, 2024

Bid Document

Job Name: Hector Terminal Renovation – Elevator Carpet and Tile
To: McGough

I'll Tile & Stone, Inc. proposes the following bid for carpet installation and tile work:

Material	\$15,000
Labor	\$15,500
Base Bid	\$30,500

Notes:

1. Base bid includes normal prep. Any substrate deficiency greater than 3/16" in 10' may require extra T&M per TCNA Standards.
2. Tile work consists of what is shown on elevations 1 - 4/I-203.
3. Carpet is to be owner provided – labor for installation within the elevator, and 100sf on the level 2 landing is included in the base bid.

Zach O'Neill
Project Manager/ Estimator



1673 Dan Street
Detroit Lakes, MN 56501

PHONE (218) 847-0335
FAX (218) 847-0544
E-MAIL zach@itsfc.net



9

March 1, 2024

Hector International Airport
2801 32nd Ave N
Fargo, ND 58102

Subject: FAR - Terminal Renovation & Expansion- Buy American Compliance

Dear Mr. Dobberstein

As you know, due to the funding timeline and cash flow alignment with construction, the Terminal Renovation and Addition project is being broken into multiple GMP amendment packages. The issue has arisen through Guaranteed Maximum Price (GMP) #2 procurement of bids that the Construction Manager cannot meet the FAA Buy American Requirements, nor meet minimum waiver requirements of maintaining a minimum of 60% American-Based materials for the project if they move forward with the apparent low bidder for the timber structural components, which is Canada based.

The FAA Buy American requirements do not clearly address whether the 'Buy American' requirements apply to only project work under one GMP/grant or the overall project. The Construction Manager has expressed confidence they will be able to meet Buy American Requirement if evaluated on an overall project basis but as of now the FAA guidelines are not clearly defined.

Our team reached out to local FAA representatives for interpretation/clarification. The local FAA representatives initially concluded that the project under contract needs to be in compliance with 'Buy American' requirements when evaluated on an overall project basis, but later questioned their interpretation of the regulations. Our own evaluation of both the law and FAA Order 5100.38, also casts some doubt on FAA's initial interpretation.

Based on these conversations, and concerns that FAA may interpret the 'Buy American' in a variety of ways, we recommend that the airport proceed with the American-Based Timber Supply Company in lieu of the apparent low bid that does not appear to meet 'Buy American' requirements and may put the project at risk of being disqualified for federal funding.

Feel free to reach out with any questions.

Sincerely,

A handwritten signature in blue ink that reads "Brandon Halverson".

Brandon Halverson, AIA
Project Manager
Mead & Hunt, Inc.
608.443.0355
Brandon.halverson@meadhunt.com

Attachments:

None

ATTACHMENT A

Hector International Airport Terminal Renovation and Expansion

COST SUMMARY

Issued Date: 03/13/2023

Submitted Date: 3/7/2024

FIRM NAME: McGough & TF Powers

CSI CODE	DESCRIPTION		TOTAL PROJECT COST
	DIRECT COST TOTAL		\$ 12,271,290
01	General Requirements <i>(within General Conditions)</i>		
02	Existing Conditions		\$ 552,900
03	Concrete		\$ 3,043,078
04	Masonry		\$ -
05	Metals		\$ 2,517,431
06	Wood Plastics, and Composites		\$ 4,359,268
07	Thermal and Moisture Protection		\$ -
08	Openings		\$ -
09	Finishes		\$ -
10	Specialties		\$ -
11	Equipment		\$ -
12	Furnishings		\$ -
13	Special Construction		\$ -
14	Conveying Equipment		\$ -
21	Fire Suppression		\$ -
22	Plumbing		\$ -
23	Heating, Ventilating, and Air Conditioning		\$ 14,476
25	Integrated Automation		\$ -
26	Electrical		\$ 66,388
27	Communications		\$ 5,000
28	Electronic Safety and Security		\$ -
31	Earthwork		\$ 1,214,912
32	Exterior Improvements		\$ -
33	Utilities		\$ -
34	Escalation <i>[Insert percentage]</i>	0.00%	\$ -
35	Construction Contingency	3.00%	\$ 497,837
	GENERAL CONDITIONS TOTAL		\$ 4,280,838
	General Conditions (Not-to-Exceed from Attachment B)		\$ 4,280,838
	FEE TOTAL (Based on Direct Cost and General Conditions)		\$ 662,085
	Fee (Overhead & Profit) <i>[Insert percentage]</i>	4.00%	\$ 662,085
	SUBTOTAL CONSTRUCTION COSTS		\$ 17,214,213
	OTHER INDIRECTS TOTAL (No fees on these costs)		\$ 540,279
	Commercial General Liability Insurance <i>[Insert percentage]</i>	0.94%	\$ 156,165
	Other Insurances (pollution liability, etc.) <i>[Included above]</i>	0.96%	\$ 158,632
	Construction Manager Payment & Performance Bonds <i>[Insert percentage]</i>	0.75%	\$ 131,383
	Builder's Risk Insurance <i>Provided by Owner</i>	0.00%	\$ -
	ALL Building Permits/Plan Review Fee/Use Tax - (ALLOWANCE)		\$ 94,099
	Preconstruction (Not to Exceed from Attachment B)		\$ -
	TOTAL CONSTRUCTION COSTS		\$ 17,754,492

AIA® Document A133® – 2019 Exhibit A

Guaranteed Maximum Price Amendment

This Partial Guaranteed Maximum Price Amendment 2 for Structural Works, dated the 8th day of March in the year 2024, is incorporated into the accompanying AIA Document A133™–2019, Standard Form of Agreement Between Owner and Construction Manager as Constructor where the basis of payment is the Cost of the Work Plus a Fee with a Guaranteed Maximum Price dated the 9th day of June in the year 2023 (the "Agreement") (In words, indicate day, month, and year.)

for the following **PROJECT**:
(Name and address or location)

Terminal Renovation and Expansion
Hector International Airport
2801 32nd Avenue NW
Fargo, ND 58102

THE OWNER:
(Name, legal status, and address)

Municipal Airport Authority of the City of Fargo, North Dakota
P.O. Box 2845
Fargo, ND 58108-2845

THE CONSTRUCTION MANAGER:
(Name, legal status, and address)

McGough Construction Co., LLC
630 First Avenue North, Suite 4
Fargo, ND 58108

TABLE OF ARTICLES

- A.1 GUARANTEED MAXIMUM PRICE**
- A.2 DATE OF COMMENCEMENT AND SUBSTANTIAL COMPLETION**
- A.3 INFORMATION UPON WHICH AMENDMENT IS BASED**
- A.4 CONSTRUCTION MANAGER'S CONSULTANTS, CONTRACTORS, DESIGN PROFESSIONALS, AND SUPPLIERS**

ARTICLE A.1 GUARANTEED MAXIMUM PRICE

§ A.1.1 Guaranteed Maximum Price

Pursuant to Section 3.2.6 of the Agreement, the Owner and Construction Manager hereby amend the Agreement to establish a Guaranteed Maximum Price. As agreed by the Owner and Construction Manager, the Guaranteed Maximum Price is an amount that the Contract Sum shall not exceed. The Contract Sum consists of the Construction Manager's Fee plus the Cost of the Work, as that term is defined in Article 6 of the Agreement.

§ A.1.1.1 The Contract Sum is guaranteed by the Construction Manager not to exceed Seventeen Million, Seven Hundred Fifty-Four Thousand, Four Hundred Ninety-Two

ADDITIONS AND DELETIONS:

The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed. A vertical line in the left margin of this document indicates where the author has added necessary information and where the author has added to or deleted from the original AIA text.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

AIA Document A201™–2017, General Conditions of the Contract for Construction, is adopted in this document by reference. Do not use with other general conditions unless this document is modified.

Init.

Dollars (\$ 17,754,492), subject to additions and deductions by Change Order as provided in the Contract Documents.

§ A.1.1.2 Itemized Statement of the Guaranteed Maximum Price. Provided below is an itemized statement of the Guaranteed Maximum Price organized by trade categories, including allowances; alternates; the Construction Manager's Fee; and other items that comprise the Guaranteed Maximum Price as defined in Section 3.2.1 of the Agreement.
(Provide itemized statement below or reference an attachment.)

See Attachment A – Cost Summary;

See Attachment B – Detailed General Conditions costs, (as a not-to-exceed amount)

§ A.1.1.3 The Construction Manager's Fee is set forth in Section 6.1.2 of the Agreement.

§ A.1.1.4 The method of adjustment of the Construction Manager's Fee for changes in the Work is set forth in Section 6.1.3 of the Agreement.

§ A.1.1.5 Alternates

§ A.1.1.5.1 Alternates, if any, included in the Guaranteed Maximum Price:

Item	Price
See Attachment E – Allowance List, Alternates, and Unit Prices	

§ A.1.1.5.2 Subject to the conditions noted below, the following alternates may be accepted by the Owner following execution of this Exhibit A. Upon acceptance, the Owner shall issue a Modification to the Agreement.
(Insert below each alternate and the conditions that must be met for the Owner to accept the alternate.)

Item	Price	Conditions for Acceptance
See Attachment E – Allowance List, Alternates, and Unit Prices		

§ A.1.1.6 Unit prices, if any:

(Identify the item and state the unit price and quantity limitations, if any, to which the unit price will be applicable.)

Item	Units and Limitations	Price per Unit (\$0.00)
See Attachment E – Allowance List, Alternates, and Unit Prices		

ARTICLE A.2 DATE OF COMMENCEMENT AND SUBSTANTIAL COMPLETION

§ A.2.1 The date of commencement of the Work shall be:

(Check one of the following boxes.)

☐ The date of execution of this Amendment.

☒ Established as follows:

(Insert a date or a means to determine the date of commencement of the Work.)

As set forth in a notice to proceed issued by the Owner.

If a date of commencement of the Work is not selected, then the date of commencement shall be the date of execution of this Amendment.

§ A.2.2 Unless otherwise provided, the Contract Time is the period of time, including authorized adjustments, allotted in the Contract Documents for Substantial Completion of the Work. The Contract Time shall be measured from the date of commencement of the Work.

Init.

§ A.2.3 Substantial Completion

§ A.2.3.1 Subject to adjustments of the Contract Time as provided in the Contract Documents, the Construction Manager shall achieve Substantial Completion of the entire Work:

(Check one of the following boxes and complete the necessary information.)

☒ Not later than Three Hundred Seventy One (371) calendar days from the date of commencement of the Work.

☐ By the following date:

§ A.2.3.2 Subject to adjustments of the Contract Time as provided in the Contract Documents, if portions of the Work are to be completed prior to Substantial Completion of the entire Work, the Construction Manager shall achieve Substantial Completion of such portions by the following dates:

Portion of Work	Substantial Completion Date
N/A	

§ A.2.3.3 If the Construction Manager fails to achieve Substantial Completion as provided in this Section A.2.3, liquidated damages, if any, shall be assessed as set forth in Section 6.1.6 of the Agreement.

ARTICLE A.3 INFORMATION UPON WHICH AMENDMENT IS BASED

§ A.3.1 The Guaranteed Maximum Price and Contract Time set forth in this Amendment are based on the Contract Documents and the following:

§ A.3.1.1 The following Supplementary and other Conditions of the Contract:

Document	Title	Date	Pages
None			

§ A.3.1.2 The following Specifications:
(Either list the Specifications here, or refer to an exhibit attached to this Amendment.)

See Attachment J – Drawings and Specification

Section	Title	Date	Pages
---------	-------	------	-------

§ A.3.1.3 The following Drawings:
(Either list the Drawings here, or refer to an exhibit attached to this Amendment.)

See Attachment J – Drawings and Specification

Number	Title	Date
--------	-------	------

§ A.3.1.4 The Sustainability Plan, if any:
(If the Owner identified a Sustainable Objective in the Owner's Criteria, identify the document or documents that comprise the Sustainability Plan by title, date and number of pages, and include other identifying information. The Sustainability Plan identifies and describes the Sustainable Objective; the targeted Sustainable Measures; implementation strategies selected to achieve the Sustainable Measures; the Owner's and Construction Manager's roles and responsibilities associated with achieving the Sustainable Measures; the specific details about design reviews, testing or metrics to verify achievement of each Sustainable Measure; and the Sustainability Documentation required for the Project, as those terms are defined in Exhibit C to the Agreement.)

Title	Date	Pages
-------	------	-------

Other identifying information:

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User Notes:

(1937141614)

Init.

§ A.3.1.5 Allowances, if any, included in the Guaranteed Maximum Price:
(Identify each allowance.)

Item	Price
See Attachment E – Allowance List, Alternates, & Unit Prices	

§ A.3.1.6 Assumptions and clarifications, if any, upon which the Guaranteed Maximum Price is based:
(Identify each assumption and clarification.)

See Attachment G – Clarifications & Qualifications

§ A.3.1.7 The Guaranteed Maximum Price is based upon the following other documents and information:
(List any other documents or information here, or refer to an exhibit attached to this Amendment.)

- .1 Attachment A – Cost Summary
- .2 Attachment B – Detailed General Conditions costs, (as a not-to-exceed amount)
- .3 Attachment C – Labor Burden Rates
- .4 Attachment D – Staff Time Allocations
- .5 Attachment E – Allowance List, Alternates, & Unit Prices
- .6 Attachment F – Responsibility Matrix
- .7 Attachment G – Clarifications and Qualifications
- .8 Attachment H – Construction Schedule
- .9 Attachment I – Insurance Certificates
- .10 Attachment J – Drawings and Specification

ARTICLE A.4 CONSTRUCTION MANAGER'S CONSULTANTS, CONTRACTORS, DESIGN PROFESSIONALS, AND SUPPLIERS

§ A.4.1 The Construction Manager shall retain the consultants, contractors, design professionals, and suppliers, identified below:

(List name, discipline, address, and other information.)

This Amendment to the Agreement entered into as of the day and year first written above.

OWNER (Signature)

CONSTRUCTION MANAGER (Signature)

(Printed name and title)

(Printed name and title)

Init.

Additions and Deletions Report for AIA® Document A133® – 2019 Exhibit A

This Additions and Deletions Report, as defined on page 1 of the associated document, reproduces below all text the author has added to the standard form AIA document in order to complete it, as well as any text the author may have added to or deleted from the original AIA text. Added text is shown underlined. Deleted text is indicated with a horizontal line through the original AIA text.

Note: This Additions and Deletions Report is provided for information purposes only and is not incorporated into or constitute any part of the associated AIA document. This Additions and Deletions Report and its associated document were generated simultaneously by AIA software at 11:35:03 ET on 03/08/2024.

PAGE 1

This Partial Guaranteed Maximum Price Amendment 2 for Structural Works, dated the 8th day of March in the year 2024, is incorporated into the accompanying AIA Document A133™–2019, Standard Form of Agreement Between Owner and Construction Manager as Constructor where the basis of payment is the Cost of the Work Plus a Fee with a Guaranteed Maximum Price dated the 9th day of June in the year 2023 (the "Agreement")

...

Terminal Renovation and Expansion
Hector International Airport
2801 32nd Avenue NW
Fargo, ND 58102

...

Municipal Airport Authority of the City of Fargo, North Dakota
P.O. Box 2845
Fargo, ND 58108-2845

...

McGough Construction Co., LLC
630 First Avenue North, Suite 4
Fargo, ND 58108

...

§ A.1.1.1 The Contract Sum is guaranteed by the Construction Manager not to exceed Seventeen Million, Seven Hundred Fifty-Four Thousand, Four Hundred Ninety-Two Dollars (\$ 17,754,492), subject to additions and deductions by Change Order as provided in the Contract Documents.

§ A.1.1.2 Itemized Statement of the Guaranteed Maximum Price. Provided below is an itemized statement of the Guaranteed Maximum Price organized by trade categories, including allowances; ~~the Construction Manager's contingency~~; alternates; the Construction Manager's Fee; and other items that comprise the Guaranteed Maximum Price as defined in Section 3.2.1 of the Agreement.

PAGE 2

See Attachment A – Cost Summary;

See Attachment B – Detailed General Conditions costs, (as a not-to-exceed amount)

...

See Attachment E – Allowance List.

Alternates, and Unit Prices

...

See Attachment E – Allowance List, Alternates,
and Unit Prices

...

See Attachment E – Allowance List, Alternates,
and Unit Prices

...

[☒] Established as follows:

...

As set forth in a notice to proceed issued by the Owner.

PAGE 3

[☒] Not later than Three Hundred Seventy One (371) calendar days from the date of commencement of the Work.

...

N/A

...

None

...

See Attachment J – Drawings and Specification

...

See Attachment J – Drawings and Specification

PAGE 4

See Attachment E – Allowance List,
Alternates, & Unit Prices

...

See Attachment G – Clarifications & Qualifications

...

- .1 Attachment A – Cost Summary
- .2 Attachment B – Detailed General Conditions costs, (as a not-to-exceed amount)
- .3 Attachment C – Labor Burden Rates
- .4 Attachment D – Staff Time Allocations
- .5 Attachment E – Allowance List, Alternates, & Unit Prices
- .6 Attachment F – Responsibility Matrix
- .7 Attachment G – Clarifications and Qualifications

- .8 Attachment H – Construction Schedule
- .9 Attachment I – Insurance Certificates
- .10 Attachment J – Drawings and Specification

Certification of Document's Authenticity

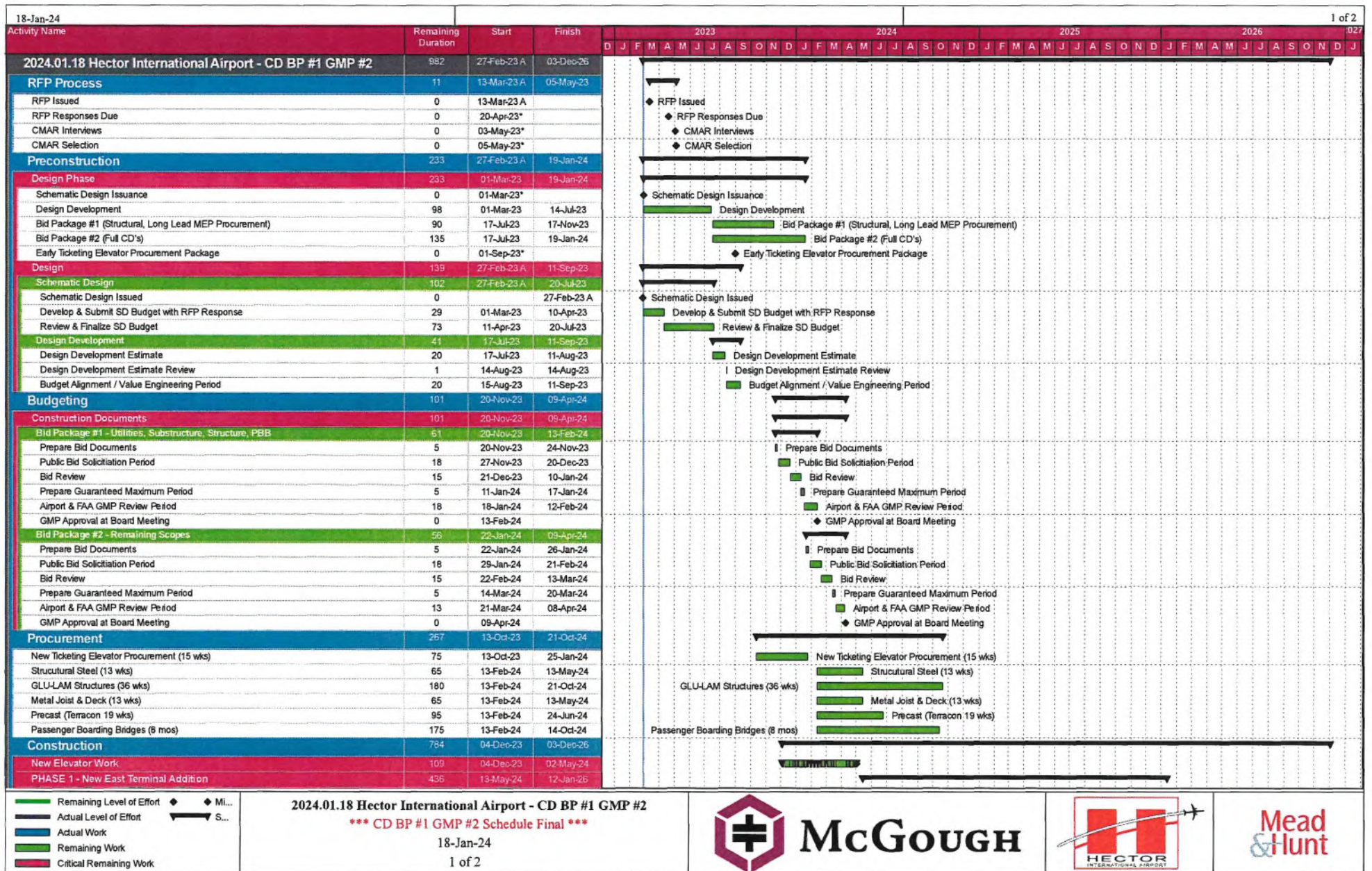
AIA® Document D401™ – 2003









I, _____, hereby certify, to the best of my knowledge, information and belief, that I created the attached final document simultaneously with its associated Additions and Deletions Report and this certification at 11:35:03 ET on 03/08/2024 under Order No. 2114463019 from AIA Contract Documents software and that in preparing the attached final document I made no changes to the original text of AIA® Document A133™ – 2019 Exhibit A, Guaranteed Maximum Price Amendment, other than those additions and deletions shown in the associated Additions and Deletions Report.

(Signed)

(Title)

(Dated)



 Remaining Level of Effort   M...
 Actual Level of Effort  S...
 Actual Work
 Remaining Work
 Critical Remaining Work

18-Jan-24
2 of 2



McGough

Mead
& Hunt



Change Order 1

10

Airport: Hector International Airport

Contractor: Aero Bridge Works, Inc.

Project Name: FAR – Gate 4 Boarding Bridge Replacement

Date: February 28, 2024

1) Description

Provide a new baggage slide attachment for new boarding bridge 4. Installation of the baggage slide to be completed by MAA staff.

2) Justification

The original scope of work was for the existing conveyor belt system to be salvaged from boarding bridge 4 and reinstalled on the new. Prior to the installation of the new bridge, the existing conveyor belt system failed (20+ years old). Rather than attempt to fix it, the decision was made to install a new baggage slide and utilize the broken conveyor system for spare parts to repair other bridge conveyors as necessary.

Original contract sum was: \$1,294,900.00
Net change by previous change orders: \$0.00
Contract sum prior to this change order was: \$1,294,900.00
Contract sum will be increased by this change order in the amount of: \$5,544.00
New contract sum including this change order will be: \$1,300,444.00

Mead & Hunt, Inc.
2505 North University Dr
Fargo, ND 58102

Municipal Airport Authority
PO Box 2845
Fargo, ND 58108

Aero Bridge Works, Inc.
200 Delk Road SE
Marietta, GA 30067

By _____
Jeff Klein, PE

By: _____
Shawn A. Dobberstein, AAE

By: _____
Allan Gray, Project Manager

Date: _____

Date: _____

Date: _____



AERO BridgeWorks Request for Change Order

2700 Delk Road Marietta, GA 30067 -- (770) 423-4200

Date: February 5, 2024

Submitted to: Jeff Klein

ABW Job Number: 223837

ABW Change No.: 1

Description of Change

Provide and install Bag Slide for Gate 4 to be installed by AERO.

AERO Self Perform Costs	Unit	Qty	Unit Cost	Hours	Total
Project Manager	Hrs	1	\$ 135.00	0.0	\$ -
Project Engineer	Hrs	0	\$ 85.00	0.0	\$ -
AERO Foreman	Hrs	1	\$ 95.00	0.0	\$ -
AERO Technicians	Hrs	1	\$ 90.00	0.0	\$ -
Credit for Non-Install of Existing Conveyor	Hrs	2	\$ 95.00	0.0	\$ -
SubTotal:					\$ -

AERO Travel Costs	Unit	Unit Cost	QTY	Total
Airfare	EA	\$ 800.00	0.0	\$ -
Hotel	EA	\$ 250.00	0.0	\$ -
Per Diem	EA	\$ 65.00	0.0	\$ -
SubTotal:				\$ -

AERO Material Costs	Unit	Unit Cost	QTY	Total
-	EA		0.0	\$ -
SubTotal:				\$ -

AERO Equipment Costs	Unit	Unit Cost	QTY	Total
United Rentals - Forklift	LS	\$ 505.00	0.0	\$ -
-	-	\$ -	0.0	\$ -
SubTotal:				\$ -

Subcontractor and Supplier Costs	Unit	Unit Cost	QTY	Total
BKW Bag Slide	LS	\$ 4,715.00	1.0	\$ 4,715.00
-	LS	\$ -	0.0	\$ -
SubTotal:				\$ 4,715.00

Markup				
Markup on Direct Costs (Labor and Travel)	15.0%		\$	-
Markup on Material	15.0%		\$	-
Markup on Equipment	15.0%		\$	-
Markup on Subcontractor Proposals	10.0%		\$	471.50
Insurance	0.6%		\$	31.12
Bond Premium	1.2%		\$	62.61
Additional Risk	0.0%		\$	-
Profit	5.0%		\$	264.01
Total Proposal			\$	5,544

11



Electrical Equipment & Lighting Replacement
Hector International Airport
Fargo, North Dakota
BID OPENING: Thursday, March 7, 2024 @ 2:00 PM



ELECTRICAL EQUIPMENT & LIGHTING REPLACEMENT					ENGINEER'S ESTIMATE		SUN ELECTRIC, INC.		PEC SOLUTIONS OF THE DAKOTAS	
ITEM	SPEC	ITEM DESCRIPTION	QTY	UNIT	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1	C-105	Mobilization	1	LS	\$25,000.00	\$25,000.00	\$8,000.00	\$8,000.00	\$40,000.00	\$40,000.00
2	L-108-5.1	No. 8 AWG L-824C Cable	4,000	LF	\$2.00	\$8,000.00	\$3.00	\$12,000.00	\$4.25	\$17,000.00
3	L-108-5.2	No 6 AWG Bare Counterpoise Wire. Trenched.	225	LF	\$3.00	\$675.00	\$9.60	\$2,160.00	\$8.20	\$1,845.00
4	L-109-5.1	Construction of vault electrical service, service entrance meter, main switch, ATS-1, panelboards, distribution transformers, conduit, conductor, feeders and incidentals, including demolition of existing.	1	LS	\$65,000.00	\$65,000.00	\$75,800.00	\$75,800.00	\$180,000.00	\$180,000.00
5	L-109-5.2	Construction of temporary connections, temporary power provisions and incidentals	1	LS	\$7,500.00	\$7,500.00	\$6,500.00	\$6,500.00	\$4,860.00	\$4,860.00
6	L-109-5.3	Install L-828 Constant Current Regulator (Owner Furnished Contractor Installed) including conduit and conductor feeders, control circuits, and output conduit to manhole. Including Sales Tax of OFCI item.	15	EA	\$5,750.00	\$86,250.00	\$3,900.00	\$58,500.00	\$4,250.00	\$63,750.00
7	L-109-5.4	Airfield termination cabinets, per details	3	EA	\$4,000.00	\$12,000.00	\$14,500.00	\$43,500.00	\$17,250.00	\$51,750.00
8	L-109-5.5	Transient Voltage Surge Suppression (TVSS) including installation	1	EA	\$3,000.00	\$3,000.00	\$3,500.00	\$3,500.00	\$1,500.00	\$1,500.00
9	L-110-5.1	1-2" Sch. 40 PVC duct, trenched, Non encased	200	LF	\$25.00	\$5,000.00	\$16.27	\$3,254.00	\$40.00	\$8,000.00
10	L-110-5.2	1-4" Sch. 40 PVC duct, trenched, Non encased	600	LF	\$60.00	\$36,000.00	\$22.74	\$13,644.00	\$30.25	\$18,150.00**
11	L-115-5.1	Electrical Manhole Precast Concrete ID 6'x6'x6' (exterior 7'x7'x7')	1	EA	\$14,000.00	\$14,000.00	\$26,000.00	\$26,000.00	\$34,600.00	\$34,600.00
12	L-115-5.2	Electrical Handhole Precast Polymer Concrete ID 30"x48"x30"	1	EA	\$4,000.00	\$4,000.00	\$3,000.00	\$3,000.00	\$9,500.00	\$9,500.00
13	NS-001-01	Airport Safety & Traffic Control	1	LS	\$2,500.00	\$2,500.00	\$3,000.00	\$3,000.00	\$1,350.00	\$1,350.00
14	NS-010-4.1	Remove Constant Current Regulator and appurtenances	19	EA	\$500.00	\$9,500.00	\$200.00	\$3,800.00	\$560.00	\$10,640.00
15	NS-010-4.2	Remove Airfield Lighting L-824C Cable	1	LS	\$1,000.00	\$1,000.00	\$2,000.00	\$2,000.00	\$1,200.00	\$1,200.00
16	NS-010-4.3	Remove Exterior Electrical Junction Box Handholes	1	EA	\$1,000.00	\$1,000.00	\$1,200.00	\$1,200.00	\$3,200.00	\$3,200.00
TOTAL BID						\$280,425.00		\$265,858.00		\$447,345.00

** Indicates error in bid form

I, T-bb Rb HEREBY CERTIFY THAT 2 BIDS WERE RECEIVED, OPENED, AND READ ALOUD AND 0 BIDS WERE REJECTED ON THURSDAY, MARCH 7, 2024 @ 2:00 PM

12

Andrew Holmen

Subject: Conference

The AAAE conference in Pittsburgh on July 21-23 2024 is the Hub airports winter operations and deicing conference, I was asked by Rose Agnew to speak on the IROPS portion of the conference.

Airfare is approx. \$500

Registration is \$745

Hotel is \$185 night.

Thanks

Andrew

Andrew Holmen, ACE

Airfield Operations Supervisor • Hector International Airport

P.O. Box 2845 • Fargo ND 58108-2845 USA

Phone 701.241.1501 • www.fargoairport.com

[LOG IN](#)

AAAE/NE Chapter AAAE

Hub Airports Winter Operations & Deicing Conference

July 21-23, 2024 | Pittsburgh, PA

[About](#)[2023 Agenda](#)[Registration](#)[Hotel & Travel](#)[Tabletop Exhibits](#)[Sponsorship](#)[Technology Showcase](#)[Basic Snow Academy](#)[Contact](#)

About the Conference

In partnership with the Northeast Chapter (NEC) AAAE, we are pleased to present the **Hub Airports Winter Operations & Deicing Conference**, July 21-23, 2024, in Pittsburgh, Pennsylvania.

This increasingly popular annual conference will focus on the challenges associated with winter operations at airports and take an in-depth look at the issues, regulations, and new technologies associated with winter operations overall. Through detailed presentations, technology updates, and informative moderated discussions, this conference will allow key airport, airline, and air traffic control decision-makers to address complex issues surrounding winter operations at hub airports. The conference will feature case studies illustrating approaches to snow and ice removal from the most recent winter season, as well as other hot topics like financial planning for winter

indigo SIGNS

SIGNAGE PARTNERSHIP PRESENTATION

Prepared for:



FLINT GROUP



HECTOR INTERNATIONAL AIRPORT



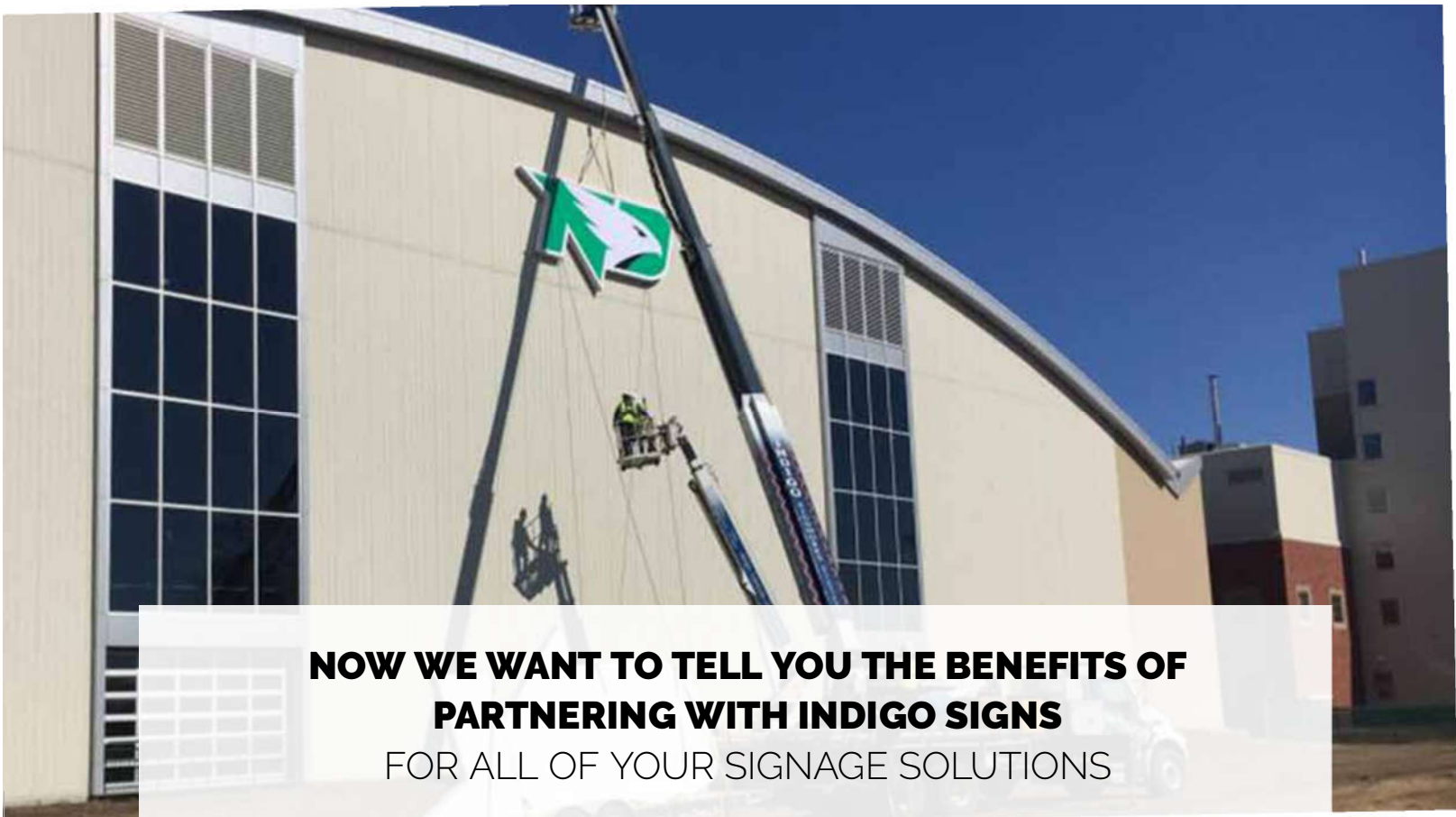
01.

Contents

We introduce this presentation to you for demonstration of our inspiring, knowledgeable and professional services.



www.indigosigns.com
hello@indigosigns.com
Facebook | LinkedIn



**NOW WE WANT TO TELL YOU THE BENEFITS OF
PARTNERING WITH INDIGO SIGNS**
FOR ALL OF YOUR SIGNAGE SOLUTIONS

04.	ABOUT THE COMPANY
06.	OUR CORE COMPETENCIES
10.	HOW WE WORK
20.	CASE STUDY PROJECT
22.	PORTFOLIO
24.	REFERENCES



02.

About Us

We proud to tell you that our company can offer a spectrum of great and professional products and services



WHO WE ARE

Indigo Signs was founded in 1996 to be the premiere sign design, fabrication, installation, and service company in the Fargo-Moorhead and outlying region. Indigo Signs' mission is to provide excellent customer service in every form of communication with our customers from the very first sale to the necessary service work. With the unmatched experience to provide the most cost-effective on-premise advertising solutions available.

We have the largest staff of any sign company in the area, with offices in Minneapolis, Alexandria, and St. Cloud, MN and Fargo, Bismarck, Grand Forks, and Minot, ND. Our products are fabricated in Minneapolis, Fargo, and Minot, and our installation and maintenance crews cover the upper Midwest states, including Minnesota, North Dakota, South Dakota, Western Wisconsin, and Eastern Montana.



WHAT WE DO

Having a single source for all your signage needs reduces your stress and hassle in completing your project on time and on budget. So you can focus on what's important: your business. From interior signs to large pole signs, we have you covered with the most effective sign solutions.

We strive for excellence in all aspects of our working lives, from design, fabrication techniques, installation, and service work. The commitment to excellence is shown through various awards Indigo Signs has received over the years ranging from Sign Builder Magazine Sign of the Year to Fargo-Moorhead Addy Award Winner for Best Sign Design.



OUR LOCATIONS

MINNEAPOLIS - MN HQ
7660 Quattro Drive
Chanhassen, MN 55317
p. 952.975.4940

ST. CLOUD
1265 Kuhn Drive
St. Cloud, MN 56301
p. 320.257.1641

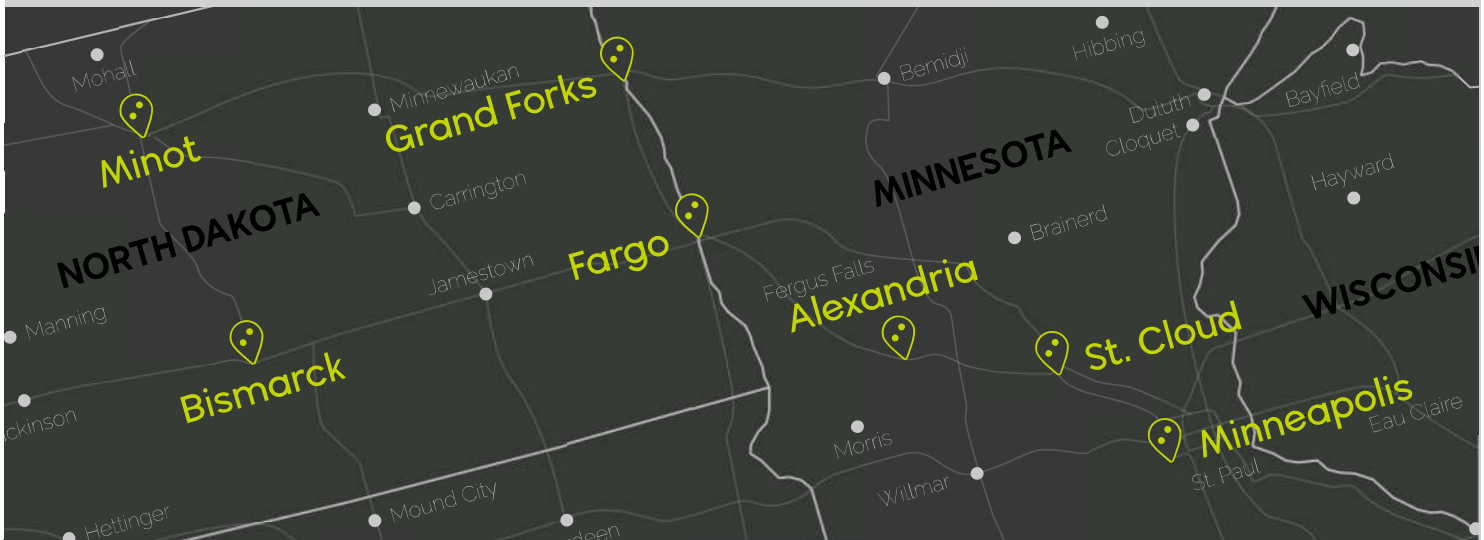
FARGO - ND HQ
1622 Main Avenue
Fargo, ND 58103
p. 701.297.9696

ALEXANDRIA
4133 Iowa Street
Alexandria, MN 56308
p. 320.846.9697

BISMARCK
1620 Piper Street, Ste 100
Mandan, ND 58554
p. 701.250.9696

GRAND FORKS
2600 Demers Avenue
Grand Forks, ND 58201
p. 701.746.9696

MINOT
205 42nd Street East
Suite 300
Minot, ND 58701
p. 701.852.0331



OUR KEY EXPERTISE



DESIGN

Creating Lasting Impressions



FABRICATION

Bringing Your Image to Life



INSTALLATION

Displaying Your Image to the World



SERVICE

Ensuring Your Image Looks Its Best



03.

Expertise

Having a single source for all your signage needs reduces your stress and hassle in completing your project on time and on budget.



DESIGN / ENGINEERING

Creating a lasting impression and the best image of your business or institution is the most critical element of your on-premise sign. The design of your sign is a unique combination of engineering and art. The award winning design team with international recognition by industry publications at Indigo Signs will exceed your expectations every time.



FABRICATION

When your on-premise signs convey your image to your customers, constituents and prospects, why take a chance in sending the wrong message? Attention to detail and a corporate philosophy of delivering high quality products are evident in the signs we produce.

Indigo Signs' experienced fabricators bring your image to life with our in-house capabilities at one of our multiple manufacturing facilities.



INSTALLATION / SERVICE

Indigo Signs is dedicated to providing the highest quality installation services. We understand customer needs, and consistently complete projects with customer satisfaction. Our commitment to timely scheduling will have your job completed on time, every time. We will always represent your company in a courteous and professional manner, while at your job site.



EACH MEMBER OF OUR TEAM TAKES PRIDE IN THEIR WORK AND CONTINUALLY STRIVES TO PRODUCE THE BEST PRODUCT AVAILABLE IN OUR CUSTOMERS' EYES.



RDO
Fargo, ND

BENEFITS COME TO THOSE WHO CHOOSE THE RIGHT PARTNER

Since you can't touch or inspect a custom sign before it is made, you have to evaluate the reputation and track record of the company to make sure that your investment in the sign will be a good one.

In addition, once the sign is installed, changing it is very costly, and if the product quality and look is not what you want, you have very few options other than to start over.

We can help you make the best choice and avoid the pitfalls of poor design and poor workmanship. Each Indigo Signs employee takes pride in their work and continually strives to produce the best product available in our customers' eyes.



03.1

EMC Expertise

We have partnerships with top-rated vendors along with on-staff EMC experts to provide you the best product and service

OUR PARTNERSHIPS



Since joining Watchfire in November of 2008 I have had the opportunity to work with many of the Indigo sales team, if not all of them. We have worked on many projects together. From individual one-location opportunities, to multiple location projects such as Gate City Bank and Bremer Bank to name a few.

One thing has held true no matter the size of the client, your team is professional in their approach to selling. As a partner that is a critical factor to our mutual success. The other part of our relationship happens after the sale. I have complete confidence in the Indigo team. I know our displays will be properly installed and serviced. Their team has options when it comes to the products they represent, and we will continue to work hard to earn the opportunities they bring our way.

- Steve Van Hout, Watchfire Signs

ABOUT WATCHFIRE

Watchfire Signs has been manufacturing quality sign components since 1932. We provide the highest quality easiest to use Outdoor LED signs in the industry. Manufactured at our Danville Ill. Facility using nothing but the best Globally sourced components. Watchfire also has a complete line up of fine pitch led boards for the expanding interior digital display market. Our 5-year parts warranty is second to none. At Watchfire we like to say covering parts for 5-years is the minimum your customers can expect.

OUR PARTNERSHIPS CONT.



At Daktronics we understand the importance that value-added sign partners bring to our mutual end customers. Daktronics and Indigo Signs share one of the strongest mutual partnerships conceivable outside of contractual exclusivities. We constantly work to earn each other's business through our shared core values of being helpful, honest, and humble with a "creating customers for life" attitude. Together we've been delivering industry-leading communication solutions to help businesses, communities, and institutions inform, entertain, and persuade target audiences for over 25 years.

At Daktronics' we strive for predictably reliable and innovative products which is only as good as our partners can compliment. Indigo Signs' creative sign designs, reliable installation practices, and personalized level of customer support are what customers have truly appreciated. Daktronics has stood behind Indigo Signs since their beginnings with tailored technical service training along with backup phone and field support, content and software services, product demonstrations, and equipment financing to name just a few.

ABOUT DAKTRONICS

From humble Midwest beginnings in 1968 Daktronics has grown to be the world leader in electronic scoreboards, programmable display systems and large screen video displays. Whether you are a professional team, college, high school, retail establishment, house of worship, convenience store, airport, financial institution, or anywhere in between, Daktronics has the experience and expertise to provide you with the best solution to help elevate your brand. With over 50 years of innovating, engineering, and manufacturing to go along with Daktronics state of the art reliability lab, Daktronics is the trusted choice for tens of thousands of customers worldwide.



With ever-changing technology in our industry, our partnerships have kept us on the forefront of knowledge growth by providing us with the opportunity to continually educate our entire staff.

This includes advanced software training, sales and service training, and product showcases. Indigo Signs is proud of the internal knowledge-base we have to provide to our customers. We have dedicated EMC specialists right here to assist you before, during, and after the sale.



Daktronics Galaxy Displays

Daktronics has developed a legacy of cutting-edge, dependable products.

LEADING-EDGE GALAXY DISPLAYS

Whether purchasing an LED display for the first time, or updating your current sign, choosing a manufacturer should not be taken lightly. Daktronics is an engineering company with experience designing signs for all kinds of applications since 1968. They are also among the few sign manufacturers that make their products in the USA using globally sourced parts.

Galaxy® displays feature high resolution and contrast working together to provide the best-looking available graphics and animations. Take advantage of industry-leading reliability, simple installation and unparalleled service you can expect from Daktronics. Control your LED sign anywhere, anytime with cloud-based Venus Control Suite software.



LEADING-EDGE GALAXY DISPLAYS



GS6 SERIES

- 15.85 mm—more pixels for the tightest 16 mm in the industry
- Available pixel pitches: 15.85 mm and 19.8 mm
- Full color, monochrome red, or monochrome amber
- Through-hole LEDs for longer viewing distance



GT6x SERIES

- Available pixel pitches: 10mm, 8mm
- Surface mount device allows outstanding color blending even at short viewing distances
- No color shift caused by LED shouldering means a wider viewing angle for your audience
- Graphics stand out even in direct sun, due to our high-contrast louver

DEPENDABLE BY DESIGN

ENSURE DISPLAY PERFORMANCE

Galaxy displays feature completely sealed components, including the power supplies, modules, controller, power term panel, fan and all connections.

MODULE REDUNDANCY

Our modules have two signal paths, allowing signal redundancy. If one signal is compromised, all the modules in that data path will still continue to function properly due to the redundant path. This assures that your message maintains readability.

DESIGNED TO BE EFFICIENT

Our engineers created an energy-efficient display by combining the right brightness level with a high-contrast surface. Our LEDs are more efficient, demanding less energy to maintain the desired brightness. The louvers and ribbing on the module face also maximize LED efficiency, even in the brightest conditions. This means the display is saving you money every month.



SLEEK DESIGN ENHANCES YOUR BRAND

We designed the Galaxy display's sleek cabinet to be aesthetically pleasing with narrow cabinet depth.

TESTED FOR RELIABILITY

Our technicians test every Daktronics product to its limits in our state-of-the-art reliability lab. Testing throughout development ensures a dependable final product.

SIMPLE INSTALLATION AND SERVICE

We design the Galaxy displays for simple installation. No matter how large the display, its features help make first-time fire ups successful. And should your sign ever need maintenance or service, technicians can easily access the components through the single-step module removal.

VENUS CONTROL SUITE

FEATURE-RICH CONTROL SOFTWARE

Galaxy displays pair with Venus® Control Suite. This software combines functionality with a great user experience, making it handy and easy to use.

EASY ACCESS FROM ANY DEVICE

Venus Control Suite is a secure, cloud-based software that you don't need to download. User can access it from any device with an Internet connection—smartphones, tablets, laptops, desktops. We designed this software to give you an outstanding mobile experience.

FLEXIBLE EXPERIENCE FITS ANYONE

Venus Control Suite is intuitive and flexible to meet the needs of any level user. From basic to advanced, this system works for everyone.





04.

The Process

We provide you with a one point of contact within our organization to ensure your needs will be fulfilled.

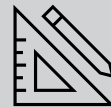
// 01



Site Assessment

Our professionally trained staff understands the importance of an accurate survey. Our extensive fleet of trucks are dispatched from our locations daily, and have the capability to accurately photo survey, measure and access even the trickiest of locations.

// 02



Design / Engineering

Our design/estimating/engineering department analyses material and manufacturing efficiencies for each program and tailors the process to assure practical, cost-effective solutions for your signage package.

WE HANDLE YOUR SIGNAGE NEEDS FROM BEGINNING TO END,
SO YOU CAN FOCUS ON WHAT'S IMPORTANT: YOUR BUSINESS.



// 03



Fabrication

We are experts at maximizing efficiency, and have the flexibility to adapt our production processes to match the demands and specifications of your sign program. Our signs are built in-house, so we are 100% in control.

// 04



Installation / Service

Our crew are licensed and insured, and have the technical expertise our industry demands. We offer an industry-leading warranty on our manufactured signage, and can also offer maintenance plans for proactive care against simple wear & tear.



Project Management

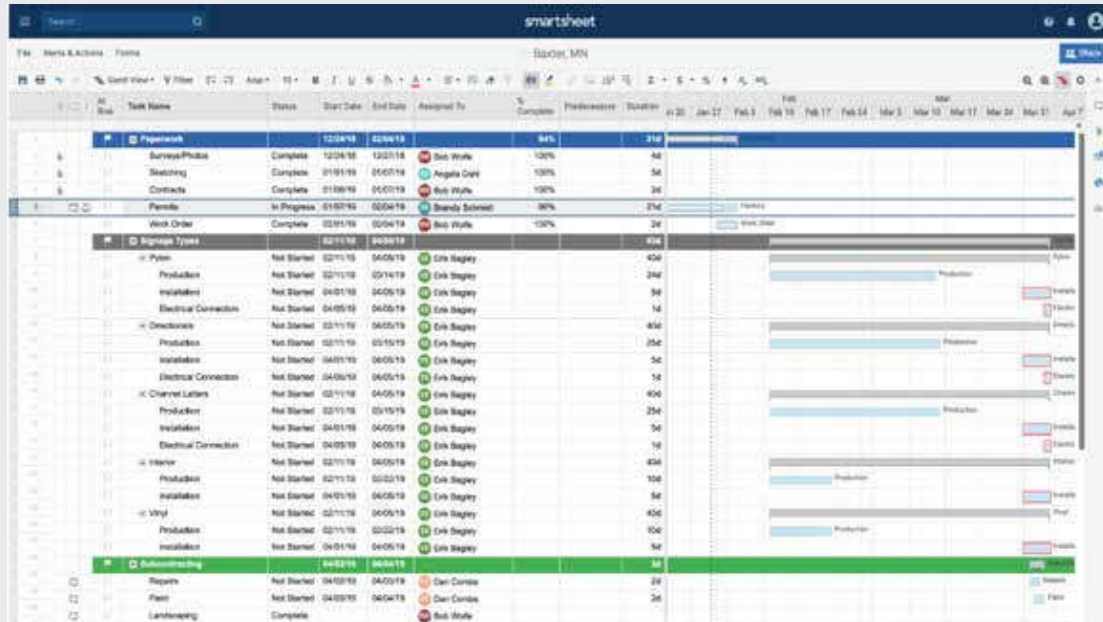
We arm your team with professionals who understand the intricacies of a large-scale signage program.

SUCCESSFUL COMPLETION OF SPECIFIC PROJECT GOALS AND OBJECTIVES IS OUR #1 PRIORITY



We put a strong emphasis on the planning, systems processes and organization required to successfully complete an imaging program for our clients. You will find that our experience allows us to staff your team with professionals who truly understand the intricacies of an imaging program.

It is then the goal of our image experts to provide our clients with quality products at competitive prices, and to deliver these within program schedule requirements: ensuring both parties will view the program a success.



PROJECT SCHEDULING

Indigo Signs has highly skilled project managers to oversee all aspects of signage projects: from design to managing the manufacturing process to supervising on-site installations, to guarantee the finished projects surpass the clients' expectations.

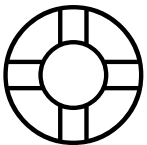
Using this approach, we collaborate with each client to meet project requirements with established, results-driven, sign-programming solutions.



06.

Location Assessments

Eliminating delays and surprises is essential to both customer satisfaction and a quality installation.



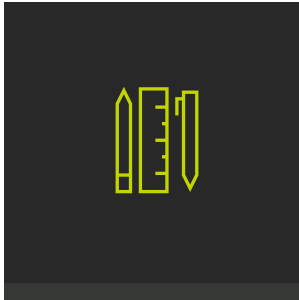
TAKING THE CORRECT STEPS TO GET IT RIGHT

Indigo Signs has a professionally trained staff of installers, service technicians and sales professionals who understand the importance of an accurate survey. Indigo Signs has a fleet of over 91 cranes, bucket trucks, fleet pick-ups and trailers that are dispatched from our locations daily. Indigo Signs has the capability to accurately photo survey, measure and access even the trickiest of locations.



SITE SURVEYS

#1



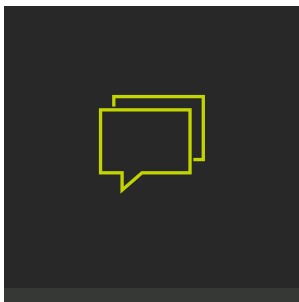
With every building, every plot, and every signage application being different, we pride ourselves in an error-free site evaluation which ensures your signage will be built right the first time. We work with your site managers to quickly, yet effectively, engage our crews with as little interference to the daily routines of your staff or your patrons.

Items we Access:

- ⊗ Accurate Measurements
- ⊗ Type of Fascia Surface
- ⊗ Mounting Considerations
- ⊗ Electrical Concerns
- ⊗ Visibility Observations

CODE REVIEWS

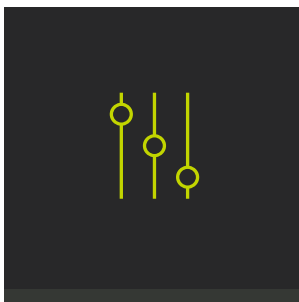
#2



Having had a presence in the region for over 20 years and having signage in almost every community on the map, our knowledge of city ordinance and code is unmatched. With a database of contacts of over 165 city planners across our geographic region, we have the personal relationships with the people that are needed to complete the permitting process.

OPTIMIZATION

#3



As top consultants in our field, Indigo Signs continues to be involved with the development and restructure of multiple city ordinance programs. Identified as the sign experts, our clients, our vendors and our local city and county governments look to us to guide them through sign codes that will define signage standards well into the future.



07.

Efficiencies

We have a best-practice approach for production and material efficiencies.

MINIMAL MAINTENANCE, QUALITY MATERIALS & ENERGY EFFICIENCY

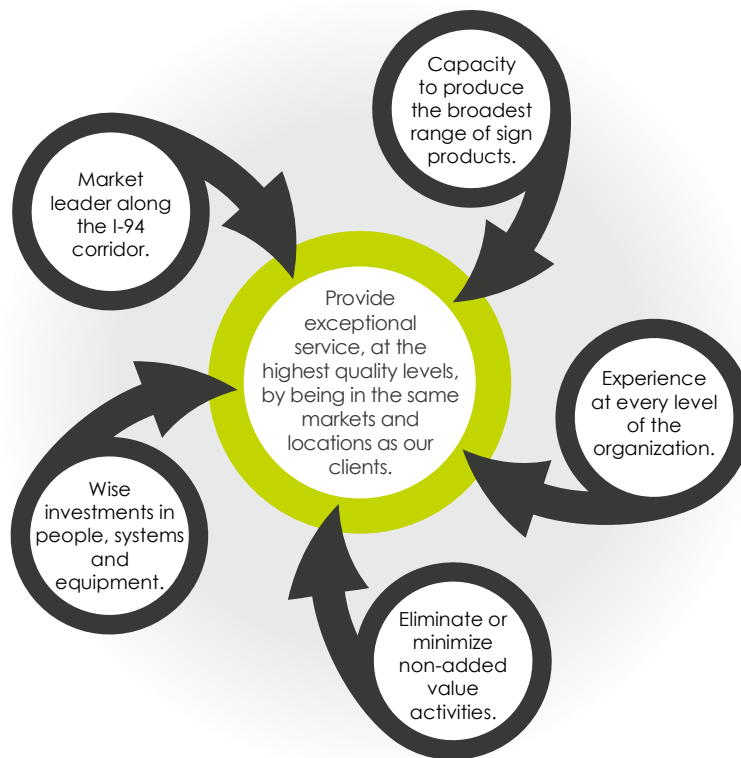
As our teams work together, our goals will align with yours regarding the efficiencies needed to execute your program. Indigo Signs has complete control of the high manufacturing standards that comply with your image needs. With manufacturing plants in Minneapolis, MN and Fargo and Minot, ND, our build standards, production techniques, and material choices start and stop within our walls. Devising a balance that meets your performance standards while keeping your budget in mind will drive your signage program.

The use of top-quality LED lighting, 3M premium films, Matthew's spray booths, and architectural aluminum construction materials create a winning combination, increasing your signs' lifespan and decreases maintenance. Working with your team on optimizing the initial build effort allows our staff to dial a material usage approach that minimizes waste and maximizes cost efficiencies in manufacture.





INDIGO SIGNS' VALUE PROPOSITION IS A PROMISE OF VALUE TO BE DELIVERED....



... AND A VALUE YOU WILL EXPERIENCE.



08.

Case Study

See how we made our featured services from challenge through solution to great results.



WHAT WE DID

Holiday Station Stores
Site Re-Imaging

- ⊗ Channel Letters
- ⊗ Pylon Sign
- ⊗ Accent Lighting
- ⊗ Canopy LED Conversion
- ⊗ Electronic Message Center

PROJECT TYPE:

Management of a multi-site, regional signage program consisting of both corporate-provided & Indigo Signs provided product.



// THE CHALLENGE



Facilitation and communication of all site management components including, but not limited to: surveys, installation dates, manufacturing standards as well as service expectations. Project management standards that overlapped both the end-user, as well as the corporate sign manufacturer, keeping budget constrictions compliant to all involved parties.



// THE SOLUTION



Indigo Signs assembled an inter-office team with a single point of contact for this client, as well as many others. These teams are dedicated to the execution of all aspects of the project. Permitting, surveys, crew allotment, scheduling, production and installation represent the paths that are clearly defined within Indigo Signs: all of which focus on efficiency. Our client's needs are ever evolving, so our strategy for solutions evolves with them.



// THE RESULTS



Holiday Station Stores has seen the benefits of these strategies, and for the past 6 years, has placed almost all aspects of their image and brand execution into our hands. They have recognized and hold value to our communication, project management tools, and our team of highly trained personnel as the vanguard that defines the success of such a complex program.



09.

Portfolio



WANT TO HAVE A LOOK AT MORE EXAMPLES OF OUR WORK?

⊗ Direct link: www.indigosigns.com/sign-solutions ⊗ Ask by email: hello@indigosigns.com



ADA



Awnings



Brand Conversions



Building Graphics



Cabinets



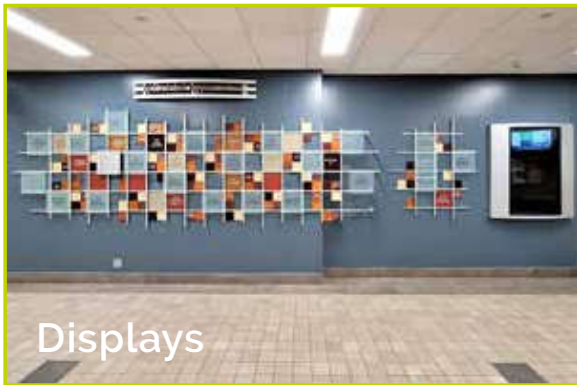
Channel Letters



Digital Signs



Directional Signs



Displays



Fleet Graphics



Interior Logos



Interior Wall Signs



Lighting



Pylon/Monument Signs



10.

Letters of Reference

Our partnerships speak for themselves.

⊗ Relationships take years to develop

We cherish the confidence that our clients instill into our company, our capabilities and most importantly, our people. Originating in the upper Midwest, Indigo Signs' emphasis on integrity defines our culture. We take nothing for granted and understand how valuable our clients are. Your name is on your sign, and so is ours. Indigo Signs realizes that we aren't your only choice for signage, so we dedicate ourselves to being the right one. Our repeat clients, in their kind words shared here, are just a few examples of the many letters of reference we cherish. These are the definition of success within our organization and we strive, always, to continue to set this standard as the basis for business relationships.



JOSH MEYER: VICE PRESIDENT, FACILITIES MANAGER
BREMER BANK

jpmeyer@bremer.com



[bremer.com](https://www.bremer.com)

Indigo Signworks
4133 Iowa Street
Suite 100
Alexandria, MN 56308

The intent of this letter is to share our experience in partnering with Indigo Signs to complete a 79-site image conversion for Bremer Bank. In March of 2019, Bremer Bank awarded the project to Indigo Signs to design, manufacture and install all exterior and interior signage components for our Minnesota, North Dakota, and Wisconsin locations.

Indigo Signs was responsible for managing the entire process which included site evaluation, permitting, manufacturing schedules, weekly progress meetings, unique site conditions and challenging installations. Every location within our footprint has unique building conditions which required creative approaches to maintain the brand standards and adherence to our signage guide. The Indigo team performed on a level that exceeded our expectations, and the service after the completion of the project has been great.

The Indigo team always met their commitment to deliver on the weekly progression updates and were quick to address unforeseen circumstances as they were uncovered.

Bremer Bank's Marketing and Facilities teams had a shared vision for what Bremer Banks' new branding would convey to our customers. The Indigo team supported this vision and showed a passion for their craft that was a key component behind the success of the Bremer Bank rebranding effort.

Sincerely,

Josh Meyer
Vice President, Facilities Manager
[bremer.com](https://www.bremer.com) | jpmeyer@bremer.com

Bremer Service Center
8555 Eagle Point Boulevard
Lake Elmo, MN 55042



RACH TIESZEN: LEAD MARKETING SPECIALIST
SANFORD HEALTH

605-312-4311 | Rach.Tieszen@SanfordHealth.org



Greetings,

My name is Rach Tieszen and I am writing to you with regard to my relationship with Indigo Signworks.

I am writing this recommendation letter for the service and products provided by Indigo Signworks in Fargo, North Dakota. My relationship with Indigo started after the Sanford Health MeritCare merger in 2009. Indigo has supported Sanford's efforts in sign design, production and installation. They offer exceptional service, competitive rates and produce a quality product. Their staff have excellent customer service skills and strive to meet your timelines.

If you have any additional questions or clarifications regarding Indigo Signworks, please feel free to contact me through the contact details below.

Sincerely yours,

Rach Tieszen
Lead Marketing Specialist
Sanford Support Services - Marketing
605-312-4311



JEF CICHOS: PRESIDENT

FIRST INTERNATIONAL BANK & TRUST - STAPLES/MOTLEY, MN

(218) 894-1522 | jcichos@firstintlbank.com



111 4th St NE
Staples, MN 56479
(218) 894-1522
firstintlbank.com

To whom it may concern,

First International Bank and Trust has partnered with Indigo Signworks for the past decade for our signage needs. Our relationship spans two states and multiple locations. We have trusted in their expertise for our multi-site signage needs consisting of free-standing signs, electronic displays, building letters and lobby signage. Indigo Signworks dedication to the project management of our locations during the signage conversions, the service after the sale and the professionalism of their staff is unmatched. Knowing our signs are built in MN and ND is also important to us. Equally, knowing the Indigo team is simply a phone call away ensures our sites will always look their best if a problem ever arises.

First International Bank and Trust will continue to look to Indigo Signworks for their expertise whenever a sign need arises and we will continue to partner with them in our branding efforts as we grow. Our experience has been nothing but proactive, positive and professional.

Best Regards

Jef Cichos
President
First International Bank and Trust - Staples | Motley, MN



Thank you.



INTERNATIONAL SIGN ASSOCIATION



WORLD SIGN
ASSOCIATES



USSCF





indigosigns.com

PO Box 1476 • Fargo, ND 58107-1476
1622 Main Avenue • Fargo, ND 58103
o: 701-297-9696 • f: 701-297-9696

PROPOSAL

Proposal #: 89708

Proposal Date: 03/01/24
Customer #: 1400
Page: 1 of 3

SOLD TO:	JOB LOCATION:
MUNICIPAL AIRPORT AUTHORITY 2801 32ND AVE NORTH PO BOX 2845 FARGO ND 58108-2845	MUNICIPAL AIRPORT AUTHORITY 2801 32nd Ave North PO Box 2845 Fargo ND 58108-2845 REQUESTED BY: Flint

INDIGO SIGNS - Fargo (HEREINAFTER CALLED THE "COMPANY") HEREBY PROPOSES TO FURNISH ALL THE MATERIALS AND PERFORM ALL THE LABOR NECESSARY FOR THE COMPLETION OF:

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #100120-D Provide and install double faced entrance signs with Daktronics 8mm emc at entrance. Final electrical connection is not included.	\$234,995.00	\$234,995.00

ALL MATERIAL IS GUARANTEED TO BE AS SPECIFIED, AND THE ABOVE TO BE IN ACCORDANCE WITH THE DRAWINGS AND OR SPECIFICATIONS SUBMITTED FOR THE ABOVE WORK AND COMPLETED IN A WORKMANLIKE MANNER FOR THE SUM OF:

TOTAL PROPOSAL AMOUNT: \$234,995.00

Pay your deposit by ACH/Credit Card at www.indigosigns.com/payments

TERMS: 50.0% DOWN, BALANCE DUE ON COMPLETION

(INTEREST OF 1.5% PER MONTH WILL BE ADDED TO PAST DUE ACCOUNTS) Credit & Debit Card Transactions will be charged a 3.0% Transaction Fee.
Indigo Signs accepts Checks, ACH, Credit Cards and Debit Cards.

THIS PRICE DOES NOT INCLUDE ELECTRICAL HOOKUP, PERMITS, ENGINEERING, CRATING AND/OR SHIPPING OR TAX UNLESS SPECIFICALLY STATED.

NOTE: THIS PROPOSAL MAY BE WITHDRAWN IF NOT ACCEPTED WITHIN 30 DAYS. WORK WILL NOT BEGIN UNTIL DOWN PAYMENT AND WRITTEN ACCEPTANCE IS RECEIVED.

ANY ALTERATION FROM THE ABOVE SPECIFICATIONS INVOLVING EXTRA COSTS, WILL BE EXECUTED ONLY UPON WRITTEN ORDERS, AND WILL BECOME AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE TO BE PAID BY THE PURCHASER.

TERMS AND CONDITIONS

1. UPON DEFAULT IN THE PAYMENT OF ANY SUMS HEREIN AGREED, INDIGO SIGNS - Fargo MAY, AT ITS OPTION, DECLARE THE ENTIRE BALANCE PRICE FULLY DUE AND PAYABLE WITHOUT FURTHER NOTICE TO CUSTOMER; AND WHEN DECLARED, CUSTOMER AGREES TO PAY INTEREST ON SAID BALANCE, WHEN DECLARED DUE AT THE RATE OF 1.5% PER MONTH. CUSTOMER FURTHER AGREES TO PAY ALL REASONABLE COSTS OF COLLECTION OF SAID BALANCE INCURRED BY THE COMPANY, INCLUDING ATTORNEY'S FEES.
2. BOTH PARTIES HERETO AGREE THAT THE TITLE TO SAID ELECTRICAL SIGN SHALL REMAIN IN THE COMPANY UNTIL PAID FOR IN FULL, BUT AFTER DELIVERY TO THE CUSTOMER ALL OF DAMAGE FROM FIRE OR OTHER CAUSES AFTER SAID DELIVERY SHALL BE ASSUMED BY SAID CUSTOMER AND WILL NOT EFFECT THE RIGHTS OF THE COMPANY TO ENFORCE OF THE PURCHASE PRICE THEN UNPAID.

COMPANY INITIALS _____

CUSTOMER INITIALS _____



indigosigns.com

PO Box 1476 • Fargo, ND 58107-1476
1622 Main Avenue • Fargo, ND 58103
o: 701-297-9696 • f: 701-297-9696

PROPOSAL

Proposal #: 89708

Proposal Date: 03/01/24
Customer #: 1400
Page: 2 of 3

3. IT IS FURTHER AGREED BY BOTH PARTIES THAT ALL PROVISIONS IN REGARD TO THE PROJECT ARE CONTAINED IN WRITING HEREIN.
4. ALL TERMS AND CONDITIONS OF THIS CONTRACT SHALL BE BINDING UPON ANY SUCCESSORS, ASSIGNEES OR OTHER LEGAL REPRESENTATIVES OF THE RESPECTIVE PARTIES BUT NO ASSIGNMENT SHALL BE MADE BY THE CUSTOMER WITHOUT THE CONSENT IN WRITING THE COMPANY UNLESS FULL PAYMENT OF THE TOTAL CONSIDERATION HAS BEEN MADE.
5. [COMPANY_NAME] SHALL SECURE ALL NECESSARY PERMITS FROM THE BUILDING OWNER, AND/OR OTHERS WHOSE PERMISSION IS REQUIRED FOR THE INSTALLATION OF THE SIGN AND SAID SHALL BE LIABLE FOR ANY OBSTRUCTION OF DELIVERY DUE TO DELAY IN OBTAINING SUCH PERMISSION, AND IF CUSTOMER EXECUTES THIS CONTRACT OF SALE WITHOUT EVER OBTAINING PERMISSION FROM PARTY OR PARTIES NECESSARY FOR THE INSTALLATION OF SAID SIGN, THEN HE PURCHASES SAME AND IS BOUND TO THE TERMS AND CONDITIONS OF THIS CONTRACT AS THOUGH HE HAD OBTAINED SAID PERMISSION AND HE AGREES TO RELIEVE THE COMPANY FROM ANY LIABILITY FOR ITS FAILURE WITHIN 10 DAYS OF DELIVERY TO ERECT OR INSTALL SAID SIGN.
6. CUSTOMER AGREES TO PROVIDE SERVICE FEED WIRE OF SUITABLE CAPACITY AND APPROVED TO LOCATION OF DISPLAY IN ADVANCE OF INSTALLATION AND MAKE CONNECTION THEREOF TO DISPLAY.
7. WHEN PIER DRILLING IS NECESSARY, THE COMPANY WILL CONTACT DIG TESS TO LOCATE PUBLIC UTILITIES. LOCATION OF PRIVATE UTILITIES IS SOLE RESPONSIBILITY OF THE CUSTOMER. IN THE EVENT ROCK IS ENCOUNTERED IN THE DRILLING PROCESS, TO THE POINT WHERE SPECIAL EQUIPMENT IS REQUIRED, ADDITIONAL MONIES MAY BE REQUESTED IN WRITING BY THE COMPANY.
8. ALL PRODUCTS MANUFACTURED BY THE COMPANY ARE GUARANTEED AGAINST DEFECTIVE PARTS, MATERIALS AND WORKMANSHIP, FOR A PERIOD OF TWO YEARS (2) YEARS, WITH EXCEPTION OF INCANDESCENT AND FLUORESCENT LAMPS AS THEY WILL BE GUARANTEED FOR 60 DAYS FROM INSTALL DATE. LED LIGHTING AND POWER SUPPLIES WILL BE COVERED FOR AN ADDITIONAL 2 YEARS, EXCLUDING LABOR TO REPLACE THE COMPONENTS. LED ROPE LIGHTING WILL HAVE A 1 YEAR WARRANTY FOR COMPONENTS AND 90 DAYS FOR LABOR. THE COST OF LABOR WILL BE CHARGED AT STANDARD INDIGO SIGNS HOURLY RATES FOR REPLACEMENT AND TRAVEL. THIS WARRANTY DOES NOT APPLY TO VANDALISM, MISUSE, OR ACTS OF GOD.

THIS PROPOSAL DOES NOT BECOME EFFECTIVE UNTIL SIGNED AND DATED BY THE COMPANY; ONCE SIGNED THIS PROPOSAL WILL EXPIRE AFTER 30 DAYS.

THE ABOVE PRICES, SPECIFICATIONS, AND CONDITIONS ARE SATISFACTORY AND ARE HEREBY ACCEPTED. YOU ARE AUTHORIZED TO DO THE WORK AS SPECIFIED. PAYMENT WILL BE MADE AS OUTLINED ABOVE.

SALESPERSON: _____

DATE: _____

ACCEPTED BY: _____

TITLE: _____

SIGNATURE: _____

DATE: _____

COMPANY INITIALS _____

CUSTOMER INITIALS _____



indigosigns.com

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1622 Main Avenue • Fargo, ND 58103
o: 701-297-9696 • f: 701-297-9696

DEPOSIT INVOICE

Invoice #: **DP89708**

Inv Date: 03/01/24
Customer #: 1400
Page: 3 of 3

SOLD TO:	JOB LOCATION:
MUNICIPAL AIRPORT AUTHORITY 2801 32ND AVE NORTH PO BOX 2845 FARGO ND 58108-2845	MUNICIPAL AIRPORT AUTHORITY 2801 32nd Ave North PO Box 2845 Fargo ND 58108-2845 REQUESTED BY: Flint

ORDERED BY	PO NUMBER	SALESPERSON	ORDER DATE	PAYMENT TERMS	DUE DATE
Flint		Jill Gustofson	02/14/24	50.0% Due Upon Receipt	10/01/24

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	QUOTE #100120-D Provide and install double faced entrance signs with Daktronics 8mm emc at entrance. Final electrical connection is not included.	\$234,995.00	\$234,995.00
TOTAL PROPOSAL AMOUNT *** FINAL INVOICE AMOUNT MAY VARY UPON COMPLETION ***			----- \$234,995.00
PLEASE PAY THIS DEPOSIT AMOUNT: Pay your deposit by ACH/Credit Card at www.indigosigns.com/payments			\$117,497.50



indigosigns.com

Quote # 100120

Municiple Airport Authority

Fargo, ND

Project Manager:
Jill Gustofson

Drawn by: GAN

Page Scale: 3/8" = 1' 0"
Page Size: 11 x 17

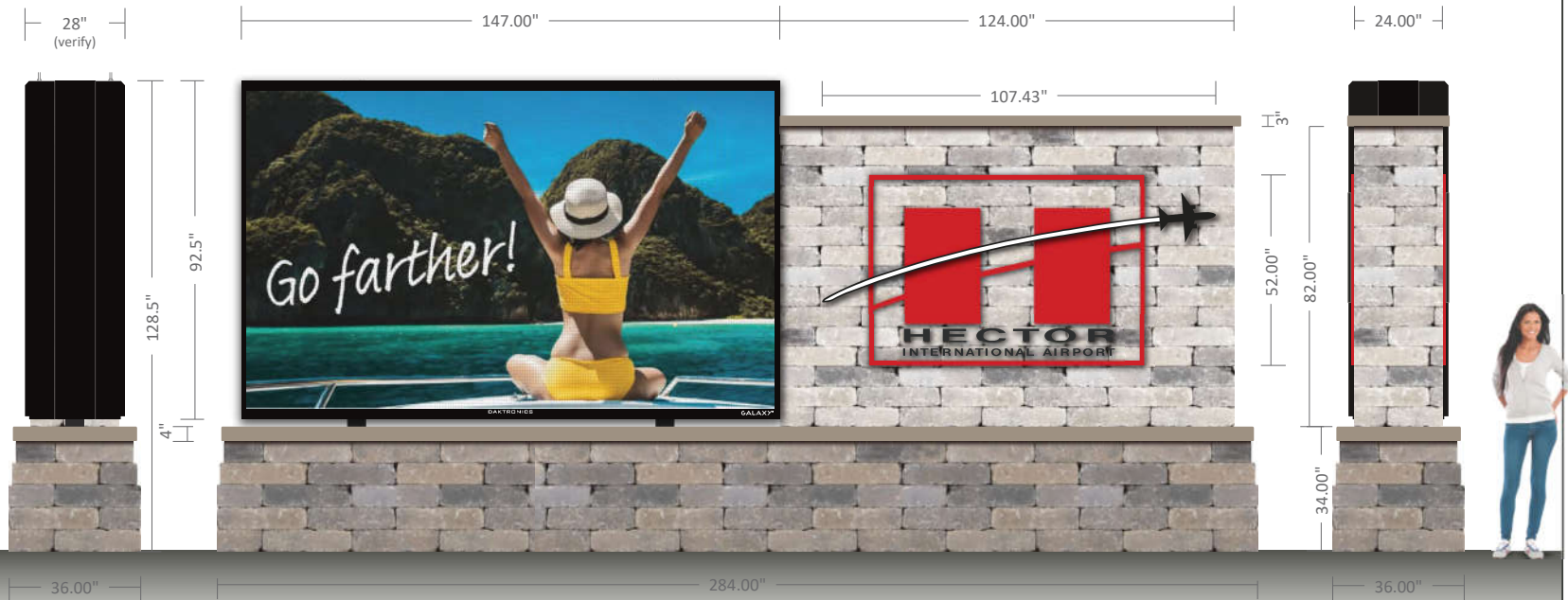


Drawing Date: 5/30/2023
Rev1 Date:
Rev2 Date:
Rev3 Date:
Rev4 Date:



File location: Sharepoint\H \ Hector International Airport \ Working Sketch Files \ Fargo_Monument_EMC_100120

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Due to the limitation of the printing process, the colors shown may not reflect actual colors.



Double Sided Monument Sign

Electronic Message Center

Make: Daktronics
• GT6x-270X450-8-RGB-2V
Matrix: 270 x 450
Line Spacing: 8 mm
LED Color: Full-color spectrum (RGB)

Flat-Cut Logo/Letters

Material: 3/4" & 1/2" aluminum Red/Black/White
3/4" Red aluminum "H" logo
3/4" Black aluminum "Airplane logo" with white accent
1/2" Black aluminum letters
Mounting: Stud mount

Faux Stone Base

Material: Expanded Polystyrene (Benchmark)



Hector International Airport



indigosigns.com

Fargo • Alexandria • Bismarck • Grand Forks
Minot • St. Cloud • Minneapolis

Quote # 100120-A

Municipal Airport Authority

Fargo, ND

Project Manager: Jill

Drawn by: lwd

Page Scale: 1/4" = 1' 0"

Page Size: 11 x 17



Drawing Date: 2/19/2024

Rev1 Date:

Rev2 Date:

Rev3 Date:

Rev4 Date:

NOTICE

ALL SIGNS MANUFACTURED
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Working Sketch Files \ Fargo_Monument_Option_1_100120-A

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actual colors.

Monument Sign

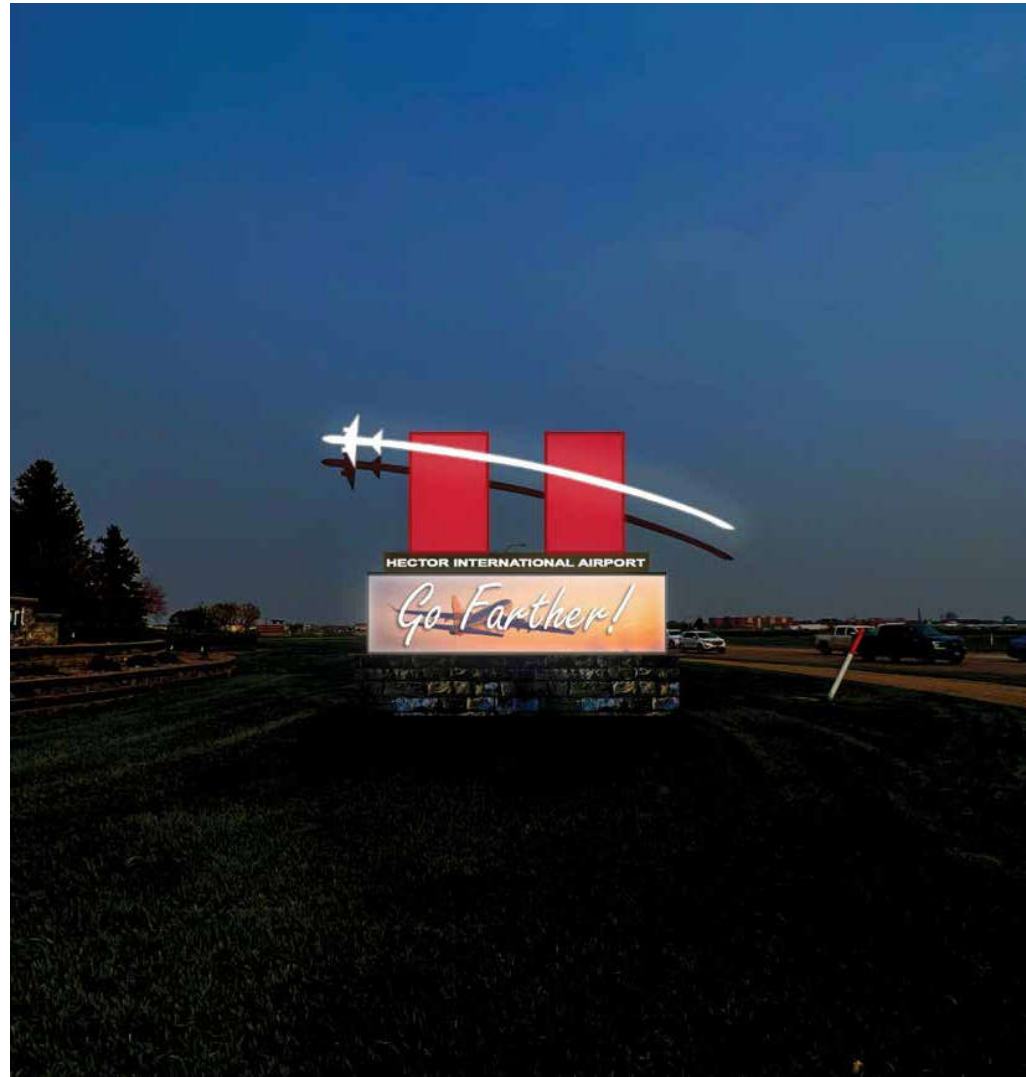
Cladding: Aluminum; painted

Illuminated D/F ID Cabinet

Material: Aluminum frame + cladding

Electronic Message Center







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Quote # 100120-B

Municipal Airport Authority

Fargo, ND

Project Manager: Jill

Drawn by: lwd

Page Scale: 1/4" = 1' 0"
Page Size: 11 x 17

X

Drawing Date: 2/19/2024
Rev1 Date: 2/23/2024
Rev2 Date:
Rev3 Date:
Rev4 Date:

NOTICE

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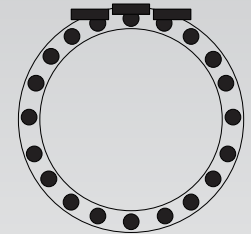
Monument Sign

Cladding: Aluminum; painted

Illuminated D/F ID Cabinet

Material: Aluminum frame + cladding

Electronic Message Center



Above View -
Circular Stone w/ Lights along it.
3 EMC's w/ Channel Letters to face
Main Road.

CONCEPTUAL
DRAWING
NOT FOR FABRICATION OR PRODUCTION



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Minot • St. Cloud • Minneapolis

Quote # 100120-C

Municipal Airport Authority

Fargo, ND

Project Manager: Jill

Drawn by: lwd

Page Scale: 1/4" = 1' 0"

Page Size: 11 x 17

X

Drawing Date: 2/19/2024

Rev1 Date:

Rev2 Date:

Rev3 Date:

Rev4 Date:

NOTICE

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Working Sketch Files \ Fargo_Monument_Option_3_100120-C

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actual colors.

Monument Sign

Cladding: Aluminum; painted

Illuminated D/F ID Cabinet

Material: Aluminum frame + cladding

Electronic Message Center







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Minot • St. Cloud • Minneapolis

Quote # 100120-D

Municipal Airport Authority

Fargo, ND

Project Manager: Jill

Drawn by: lwd

Page Scale: 1/4" = 1' 0"

Page Size: 11 x 17

X

Drawing Date: 2/19/2024

Rev1 Date: 2/21/2024

Rev2 Date: 2/22/2024

Rev3 Date: 2/22/2024

Rev4 Date:

NOTICE

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File Location: S:\M\ Municipal Airport Authority \
Working Sketch Files \Fargo_Monument_Option_A_100120-D_Rev3

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Double Sided Monument Sign

Cladding: Aluminum; painted

Illuminated D/F ID Cabinet

Material: Aluminum frame + cladding

Dimensional Letters

"FAR" - Non-Illuminated Faux Letters

"Hector International Airport" -

Illuminated Channel Letters

Electronic Message Center

Make: Daktronics

Overall Size: 78.00" height x 175.81" width

• [2] S/F displays (same content)

Line Spacing: 10 mm

LED Color: Full-color spectrum (RGB)







HECTOR AIRPORT

2024 MEDIA RECOMMENDATION

CAMPAIGN OVERVIEW

Timeframe

April - December

Target Audience and Geography*

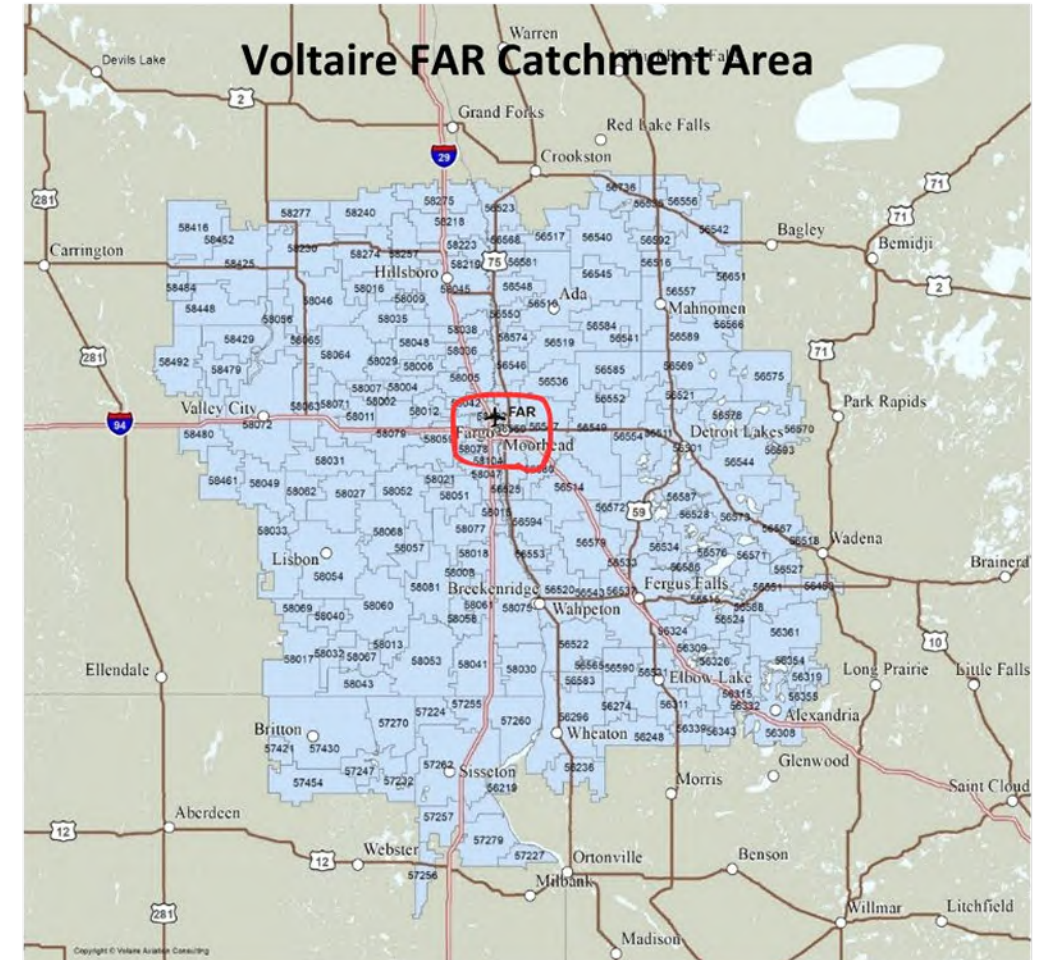
- Primary: Adults 25-70 in FMWF metro
- Secondary: Adults 25-70 in 125-mile radius of Fargo

Budget

\$200,000 net

Objectives

- Increase awareness of Hector in primary and secondary audiences
- Increase awareness of airline and destination offerings at Hector
- Inform public of ease and convenience of Hector vs driving to MSP



*Per Voltaire Leakage study, we will align with focus on FMWF area, while also targeting additional passengers throughout catchment area.

PERSONAS

...



Sheryl

Sheryl and her husband are empty nesters in West Fargo looking to use their free-time for travel. Sheryl is in charge of finding their winter destinations and loves a good flight deal. However, the last thing she wants is a 4-hour road trip after vacation, especially in the winter. Sheryl never misses her morning news or latest episode of The Voice, and you'll find her listening to Chris Stapleton on Pandora all day.



The Petersons

As farmers in Enderlin, The Petersons don't have much time for vacations outside of the occasional weekend trip to Fargo for sports games. They want to make their trip with the kids special and stress-free. They don't fly often, so easy parking, check-in, security and gate navigation is a priority. The Petersons are busy chasing the kids around, but have local radio on in the tractors and make sure to keep up with friends on Facebook.



Ava

Ava just got her first big promotion and is going to celebrate by extending her work trip to a conference in Nashville into a few personal days with girlfriends. She is the designated aux cord in her friend group with endless Spotify playlists, and never misses a beat on Snapchat. She lives downtown Fargo with her dog, Ben.



PERSONAS

...



Val

Val works remote in Detroit Lakes for a new tech firm in Denver and needs to get to HQ often. She wants the most efficient way to get to her destination so she has more time to meet with her team and customers. Time is money. A direct flight is her top priority. Val loves finding a good deal shopping online and when she isn't kayaking around the lake, she is catching up on her favorite streaming shows.



Dave

Dave lives just outside of the Fargo-Moorhead metro in Casselton. His family has lived and farmed there for generations, but he left the family business to work for a national ag company. Dave claims his second home is the airport as he travels the country to learn from local farmers. He misses the comforts of home while he's away and wants to get to his car as soon as possible after he returns. Dave loves correcting his golf swing with YouTube videos and tuning in to Bison games on the radio.



Steven

Few people love their job as much as Steven. He is proud to help people get to their destinations safely and on time. Steven puts in long hours during the week and weekends, so he often misses his beloved Vikings games. Luckily, he can catch live score updates on Google when he has a break, or listen to post-game commentary by his favorite Spotify podcasters. Steven calls north Fargo home, where he lives with his wife and teenage son.



...

Awareness



Initial phase where potential customers become aware of a brand

Consideration



Potential customers are actively evaluating different options

Engagement



Audience is actively engaging with the brand's content

Conversion



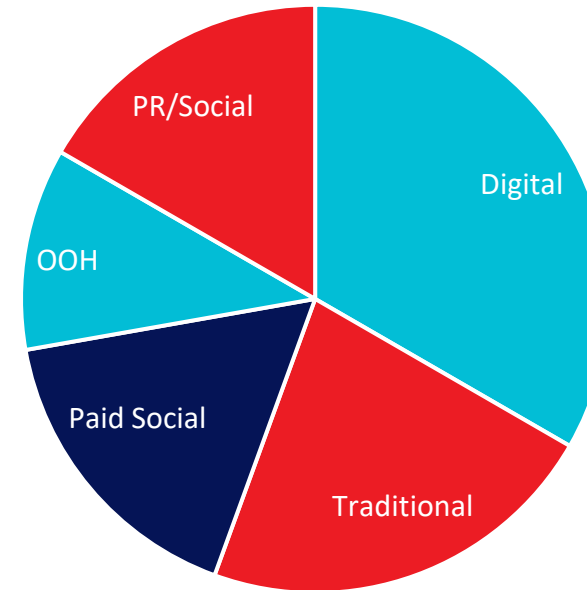
Potential customers take the desired action that leads to a sale



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MEDIA STRATEGY

Mix of awareness, consideration and engagement tactics across traditional & digital media.



AWARENESS

Market intro leading into peak travel times
KPI: Impressions, views, listens
CTA: Learn More

CONSIDERATION

Drive customers to website
KPI: Clicks, view completions, site visits
CTA: Book Today

ENGAGEMENT

Encourage customer interactions with brand
KPI: Engagement rate, usage
CTA: Comment, Like, Share



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MESSAGING

Brand Awareness

This messaging will focus on the Fargo-Moorhead metro and have a “fly local” theme that captures the feeling of getting there and coming home.



Why Fly Fargo

Easy, uncomplicated travel. That is the overarching Hector message. A majority of this theme will target those outside of FM area and emphasize the convenience of Fargo.

Direct Flights

Hector offers 11 direct flight destinations, many daily. These include top destinations in the nation: Nashville, Orlando, Vegas, etc. Fargo also connects to major hubs so passengers are one quick connection away from the world.



Construction to Convenience

Going farther starts with Fargo. Hector is investing in ND air travel by expanding the airport to provide the best experience for passengers.



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AWARENESS TACTICS OVERVIEW

Television: Traditional + Bison Football Coverage

- The credibility associated with television enhances brand trust, and prime time slots ensure maximum exposure during high-demand viewing periods. With targeted programmatic buying, we can align messages with our personas.

Radio: 60-Sec Live Interactives + Bison Football Coverage

- Radio gives us a broad audience of mobile listeners, and the credibility and recognition of established radio personalities.

Print: ND Travel Guide & FMWF Metro Profile Magazine

- Remains a valuable tactic due to its ability to reach specific audiences while providing a tangible presence that fosters credibility and trust.

Fargo Digital Billboard Network

- Digital billboards offer extensive reach and frequency, along with the ability to easily rotate creative among boards.

Fargo Metro Bus Wrap

- Transit advertising is a cost-effective tactic that provides a larger creative space for eye-catching and memorable mobile billboards.

Digital Radio: Spotify & Pandora

- Digital radio allows for targeted advertising, and users are required to listen to entire ads.



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AWARENESS TACTIC DETAILS

Tactic	KPI Benchmark	Market	Message	Budget
Television	50 GRPs/week	Fargo	Brand	\$43,160
Radio	50 GRPs/week	Fargo & GF	Brand/Why	\$33,500
Print	Reach	Statewide & FMWF	Construction	\$7,475
Digital Billboards	Reach	Fargo	Brand	\$11,600
Bus Wrap	Reach	Fargo	Brand	\$23,000
Spotify	95% LTR	Fargo & Surrounding	Brand/Why	\$3,750
Pandora	95% LTR	Fargo & Surrounding	Brand/Why	\$5,000

GRPs = Gross Rating Points, which quantify impressions as a percentage of a target audience, multiplied by the frequency in which that audience sees the ad



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CONSIDERATION TACTICS OVERVIEW

Google Responsive Display

- Increases visibility and brand awareness and offers precise targeting and performance tracking
- Targeting: affinity audiences for travel + in-market audiences for travel

Streaming Video: YouTube, OTT/CTV Simpli.fi & Amazon

- Streaming video has extensive and diverse reach to capture an audience that has shifted away from traditional television
- Targeting: affinity audiences for travel + in-market audiences for travel
 - Testing QR code on ads in first flight to increase site visits



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CONSIDERATION TACTIC DETAILS

Tactic	KPI Benchmark	Message	Budget
Responsive Display	0.47% CTR	Why/Flight/Construction	\$8,500
YouTube	31.9% VCR	Why Fly Fargo/Flight	\$10,400
OTT/CTV	95% VCR	Why Fly Fargo/Flight	\$16,000
Amazon Streaming	95% VCR	Why Fly Fargo/Flight	\$16,000
Meta	2% CTR	Why Fly Fargo/Flight	\$10,000



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ENGAGEMENT TACTICS OVERVIEW

Meta Paid Ads: Facebook & Instagram

- Meta allows us to target based on demographics and interest to capture audience
- Targeting: affinity audiences for travel, in-market audiences for travel, website visitor lookalike audience

Snapchat Lens

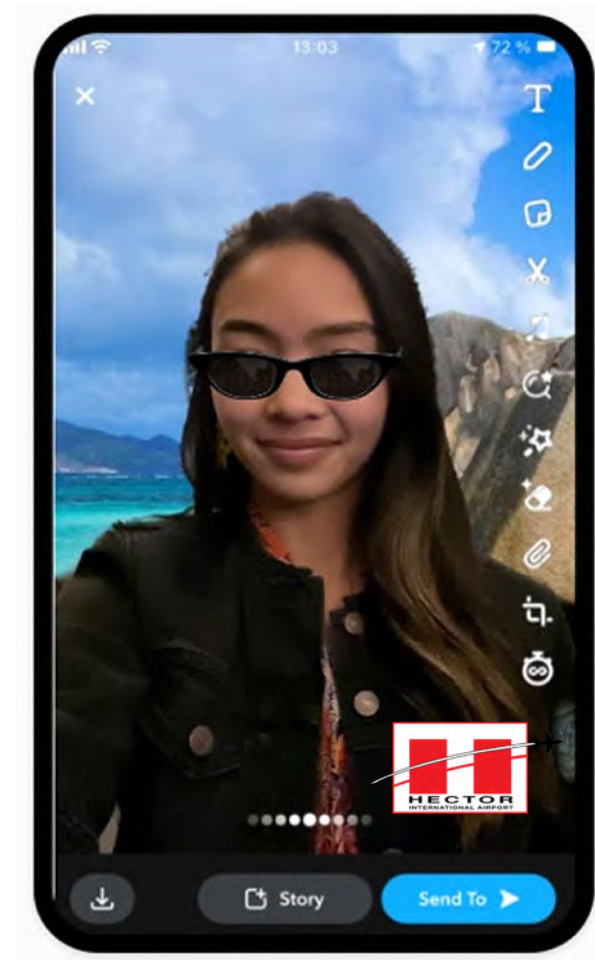
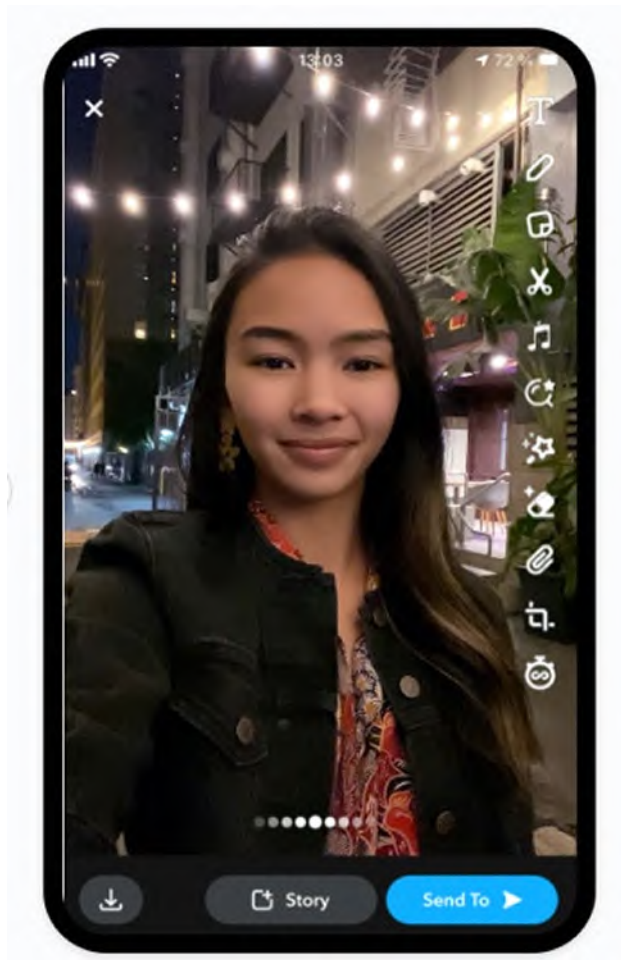
- Snapchat is a way for Hector to reach a younger audience and create an interactive ad experience
- Targeting: adventure seekers, beachgoers, travel enthusiasts

Pinterest

- Continues to be a widely used source for travel planning and allows us to targeted advertising
- Targeting: those interested in travel and who use keywords involving travel



SNAPCHAT LENS EXAMPLE



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ENGAGEMENT TACTIC DETAILS

Tactic	KPI Benchmark	Message	Budget
Meta	2% CTR	Brand/Flight	--
Snapchat Lens	1% CTR	Brand/Flight	\$10,000
Pinterest	1% Engagement Rate	Brand/Flight	\$2,000



PERFORMANCE EVALUATION

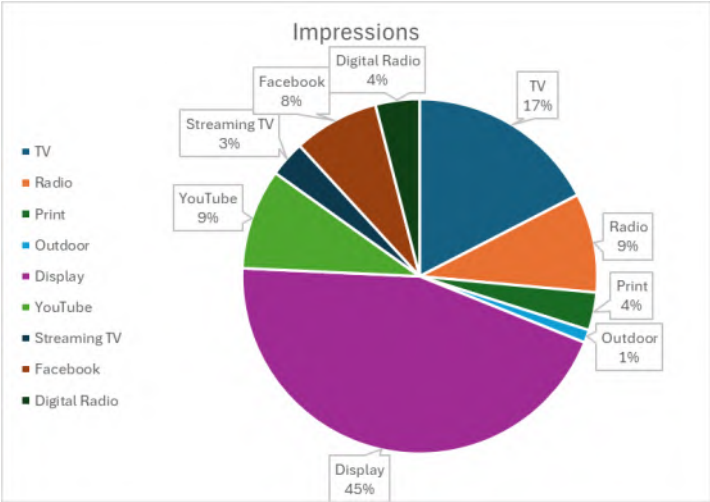
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ONLINE DISPLAY

	Impressions	Clicks	CPM	CTR	CPC
FCC	250,000	115	\$10	.046%	\$21.74
VNL	398,080	951	\$5	.24%	\$2.63
Total	648,080	1,066	\$7.72	0.16%	\$4.69

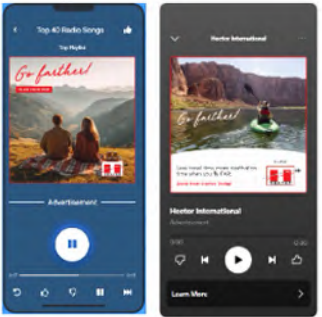


The additional online display tactics were used to supplement Google to reach a larger audience in Q2. While they did exceed benchmarks for third party demand-side-platform (DSP) ads, we had less control and visibility than with Google. Additionally, we discovered that Google could take on incremental spend without seeing a drop in performance. For this reason, we opted to not invest in these tactics for the remainder of the campaign.



DIGITAL RADIO

	Impressions	Listens	CPM	LTR
Spotify	258,126	252,008	\$17	97.6%
Pandora	255,641	249,250	\$16.8	97.5%
Total	513,767	501,258	\$16.9	97.5%



Digital radio allows us to reach an audience that may not engage in traditional radio. In total, digital radio served 513k impressions and just over 500k listens. The two platforms perform very similar to each other with the primary difference being reach and primary audience demographic.

The Spotify audience is smaller and skews toward younger demographics (25-34), while Pandora has a higher reach and skews toward users aged 25-54. Being on both Pandora and Spotify means we're reaching most if not all digital radio users.

PUBLIC RELATIONS

1,516 total mentions

