



Annual Report **2018/2019**

Setting New Records



2018 Passenger Activity

- **3,094,487 Total Passengers**
(5.89% Increase over 2017)
- **2,850,212 Domestic Passengers**
(8.52% Increase over 2017)
- **241,948 international Passengers**
- **78th in Total Passengers**
out of 555 commercial service airports
(Top 14%) (Per FAA-2017)

Operations (Per FAA Opsnet database 2018)

- **4th Busiest Airport in Florida**
(after Miami, Orlando, and Fort Lauderdale)
- **6th in FAA 8-State Southern Region**
(Top 5.4% out of 112 airports)
- **27th Busiest Airport in the US**
(Top 5.2% out of 520)

Florida Statewide Aviation Economic Impact Study-2019

Total Employment 21,179
 Total Payroll..... \$ 818,972,000
 Total Economic Impact..... \$ 2,600,786,000



Welcome to Orlando Sanford International Airport

Orlando Sanford International Airport's Mission

It is the mission of the Sanford Airport Authority to operate, maintain, improve, expand and professionally manage the Orlando Sanford International Airport for the convenience and benefit of the air traveling public and economic development of the Central Florida community. In furtherance of this mission, the Authority shall seek both aviation and non-aviation business and industry to utilize the land, services and facilities located at the airport, and shall manage the airport resources in a prudent, lawful, community-conscious and fiscally responsible manner.

Celebrating a Milestone

"Change is definitely underway at Orlando Sanford International Airport! The ongoing terminal expansion's modern new look is already starting to emerge through the installation of beautiful tile floors, centralized security screening, LED lighting, conveniently located new bathrooms and energy efficient upgrades.

Soon to follow will be many other improvements, including the addition of 4 new gates, 3 more baggage carousels, curbside check-in and the renovation of our international FIS, all designed to further enhance and simplify the passenger experience at SFB.

Over 3 million passengers in 2018

Beyond the ongoing expansion effort, the Airport looks forward to its 3rd Annual Aerospace and Aviation Day on January 25, 2020, and exciting plans are in place for the Airport to host the Lockheed Martin Space and Air Show on October 31-November 1, 2020, the first air show in Central Florida in more than two decades!

As we continue to grow, we remain committed to responsible development of the Airport's air service and commercial real estate, to excellence in customer service, increased awareness of careers in aviation, and the engagement of the Central Florida community as a valued partner.

We are SFB - Simpler, Faster, Better!"



**Diane H. Crews, A.A.E.,
President & CEO**

Executive Staff



**George D. Speake, A.A.E.,
Executive Vice President
& COO**



**Don Poore, PMP
Chief Financial Officer**



**Lauren Rowe
Communications Director**



**Kenneth Wright
General Counsel**



**Brett Renton
Assistant General Counsel**

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Chairman of the Board**



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Board Director**



**Clayton D. Simmons, Esq.,
Board Director**



**Stephen P. Smith,
Board Director**

Over 75 Non-Stop Flights



- Family Travel Made Easy
- Step Into Your Favorite Story
- Play Like the Locals
- Find Your Beach Getaway

Public/Private Management

SFB is operated through a public/private partnership between the Sanford Airport Authority and Airports Worldwide. Contracted to manage both the international and domestic terminals, develop additional air service, and provide ground handling and cargo services, AWW and parent company, Vinci Airports, create service benefits for passengers, invest in infrastructure and add to the airport's economic impact on the region.



"This airport in the US is an ideal example of a successful privatization project that can lead the way into the future."

Elizabeth Brown, Acting President/General Manager, Airports Worldwide/TBIUS Inc.



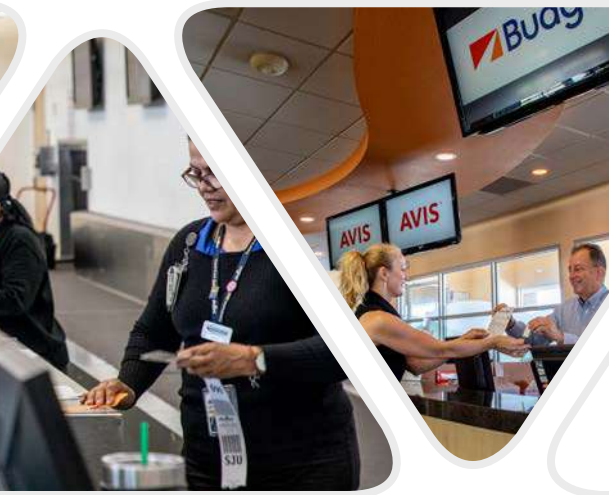
Albany, NY
Allentown, PA
Appleton, WI
Asheville, NC
Austin, TX
Bangor, ME
Bentonville, AR
Bismarck, ND
Bloomington, IL
Baton Rouge, LA
Cedar Rapids, IA
Charlotte/Concord, NC
Chattanooga, TN
Chicago/Rockford, IL
Cincinnati, OH
Clarksburg, WV
Cleveland, OH
Columbus, OH
Dayton, OH
Des Moines, IA
Elmira/Corning, NY
El Paso, TX
Evansville, IN
 Fargo, ND
Flint, MI
Fort Wayne, IN
Grand Forks, ND
Grand Rapids, MI
Greensboro, NC

Greenville-Spartanburg, SC
Gulfport-Biloxi, MS
Hagerstown, MD
Harrisburg, PA
Huntington, WV
Indianapolis, IN
Jackson, MS
Kansas City, MO
Knoxville, TN
Laredo, TX
Lexington, KY
Little Rock, AR
Louisville, KY
McAllen, TX
Memphis, TN
Milwaukee, WI
Mobile, AL
Moline, IL
Montgomery, AL
Newburgh, NY
Niagara Falls, NY
Norfolk, VA
Ogdensburg, NY
Oklahoma City, OK
Omaha, NE
Owensboro, KY
Peoria, IL
Pittsburgh, PA
Plattsburgh, NY

Portsmouth, NH
Richmond, VA
Raleigh-Durham, NC
Roanoke, VA
Rochester, NY
San Antonio, TX
San Juan, Puerto Rico
Shreveport, LA
Sioux Falls, SD
South Bend, IN
Springfield, MO
St. Louis, Mid America
Syracuse, NY
Toledo, OH
Tri-Cities, TN
Tulsa, OK
Wichita, KS

Canadian Markets:
Fredericton (Bangor, ME)
Montreal (Plattsburgh, NY)
Ottawa (Ogdensburg, NY)
Toronto (Niagara Falls, NY)
Winnipeg (Grand Forks, ND)

European Markets:
Amsterdam, The Netherlands
Charters: United Kingdom



Airports Worldwide (AWW)



A privately-held company, AWW oversees a diverse portfolio of airports, some with equity investment and others under a management-for-fee model. These airports include: Atlantic City International, Hartsfield-Jackson Atlanta International, Hollywood-Burbank, Middle Georgia Regional Airport & Macon Downtown Airport, Ontario International, Raleigh-Durham International, were acquired by VINCI Airports in August of 2018.

AWW is a subsidiary of VINCI Airports . As a global integrator, VINCI Airports develops, finances, builds and provides everyday operation of 45+ airports in 12 countries.

New Website

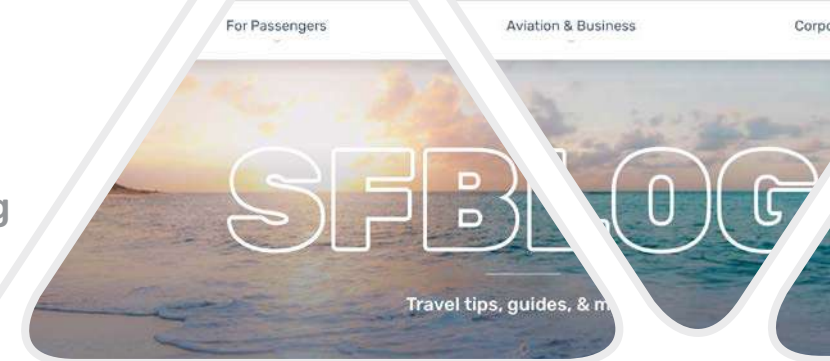
Passengers Guide to Orlando Sanford International Airport

Track your flights and explore exciting destinations on our new website

Designed to enhance your passenger experience, [flysfb.com](https://www.flysfb.com) offers real-time flight information, Family Vacation Planning, Attractions Destinations & Connections, Beach Getaways, Advice on playing like a local in Central Florida and a Guide of Business Opportunities in the Airport area.

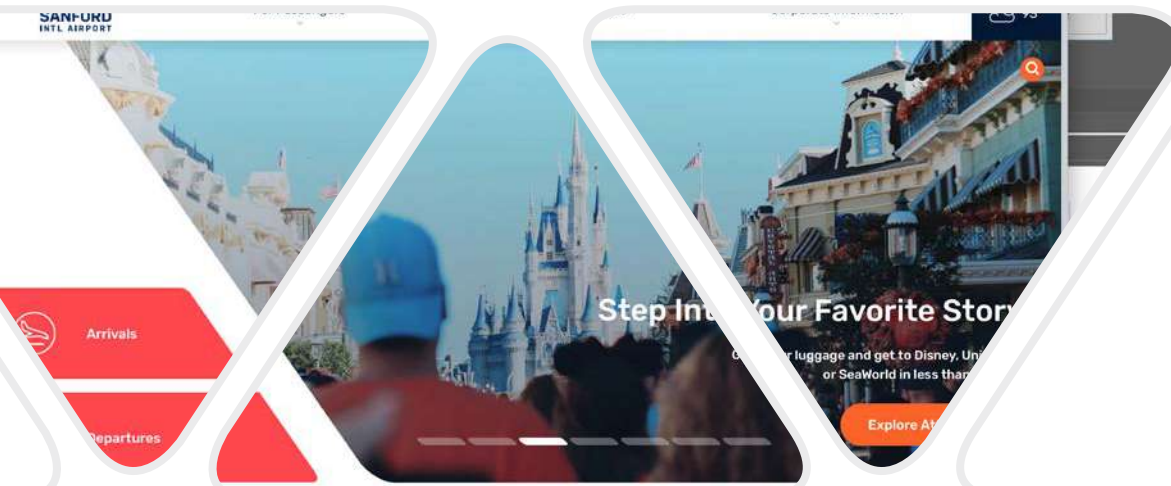
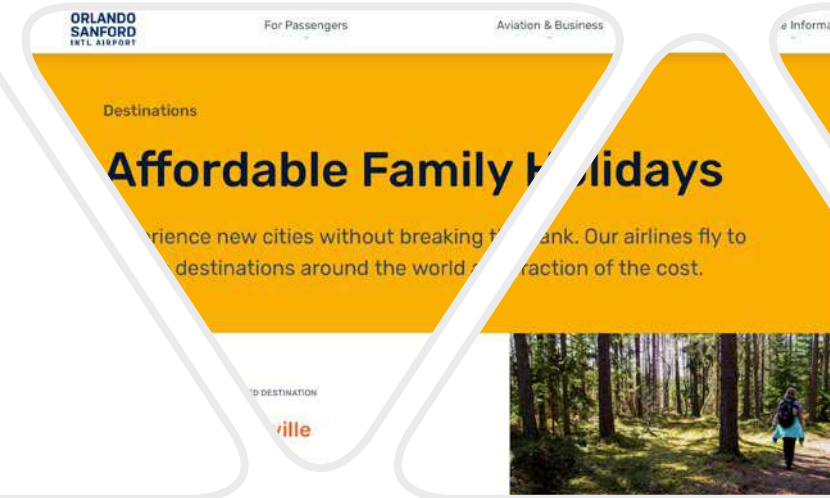
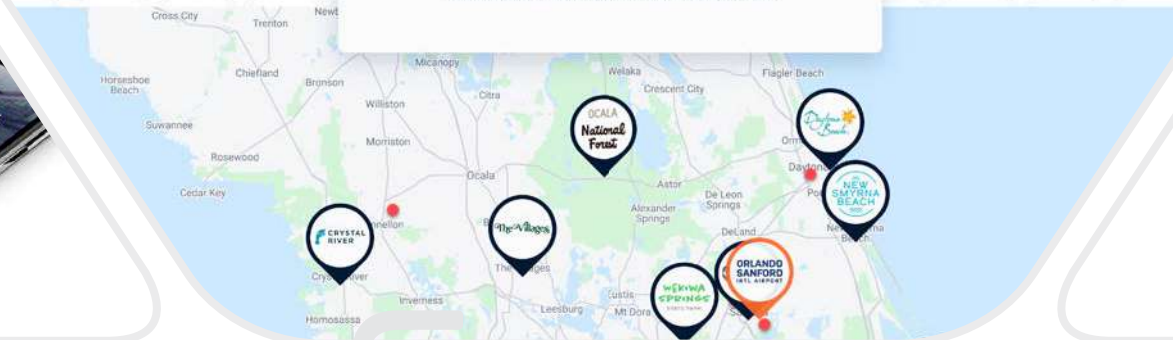


Complimentary WiFi and Free Charging stations to keep you connected while you travel.

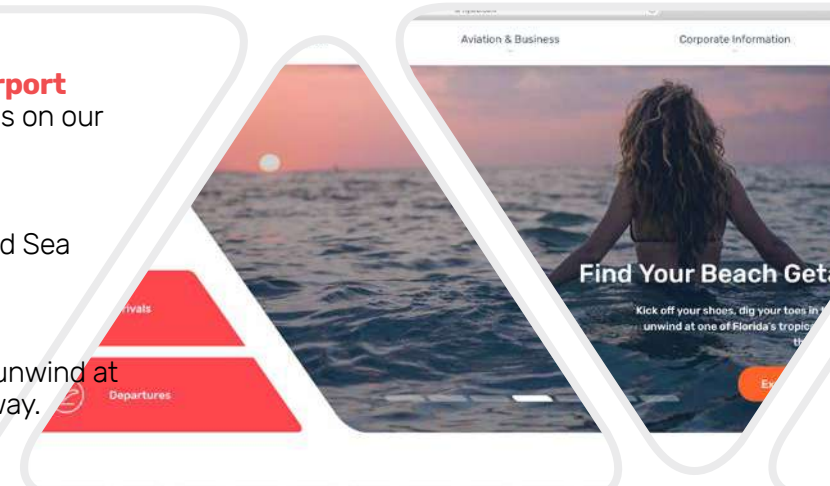


Nearby Attractions

Flying into Orlando Sanford International Airport puts you in the middle of Florida's most popular destinations. Explore the local hotspots, family-fun attractions, and amusement parks close-by.



- **Welcome to Orlando Sanford International Airport**
Track your Flights and explore exciting destinations on our new website.
- **Step Into your favorite Story**
Grab Your luggage and get to Disney, Universal and Sea World in less than an hour.
- **Find your Beach Getaway**
Kick off your shoes, dig your toes in the sand and unwind at one of Florida's tropical beaches less than hour away.
- **Family Travel Made Easy**
Planning your next family trip? With our easy to navigate airport and shorter lines, traveling with SFB is simpler and faster.
- **Play like the Locals**
From the downtown experience to outdoor family fun, discover the real Orlando and Central Florida on your next vacation.
- **Let's Do Business**
We bring convenient air travel to passengers and economic value to Central Florida. Interested in leasing from us or purchasing land?



Flysfb.com

A mobile link to all information you may need when traveling SFB. Booking flights, Checking schedules, Accommodations, Transportation, Food and Beverage, parking, WiFi, Attractions, Area Activities and Amenities are all at your fingertips – just navigate away!

Flysfb.com

Log on to [flysfb.com](https://www.flysfb.com) and take advantage of all it has to offer to make your next trip Simpler, Faster, Better.

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



We are **SFB**: Smart For Business

- Excellent location –adjacent to SR 46, easy access to I-4 and SR 417, I-95
- 400+ acres available for development
- Existing infrastructure – electric, water/ sewer, fiber optics
- Inhouse Airport Police Department 24/7 including Dispatch Center
- Great quality of life in Seminole County
- Incentives available from City, County, State and Airport
- Foreign Trade Zone #250



“For more than 75 years, OSIA has served the Central Florida region as a significant catalyst for growth and economic opportunity. Our present day vision continues to build on that excellent foundation.”

-- **Diane Crews**, President and CEO



For more information:
 Diane Crews, President and CEO
 Sanford Airport Authority
 1200 Red Cleveland Blvd
 Sanford, Florida 32773
 407 585 4015 Office
 407 416 6689 mobile
 407 585 4040 fax

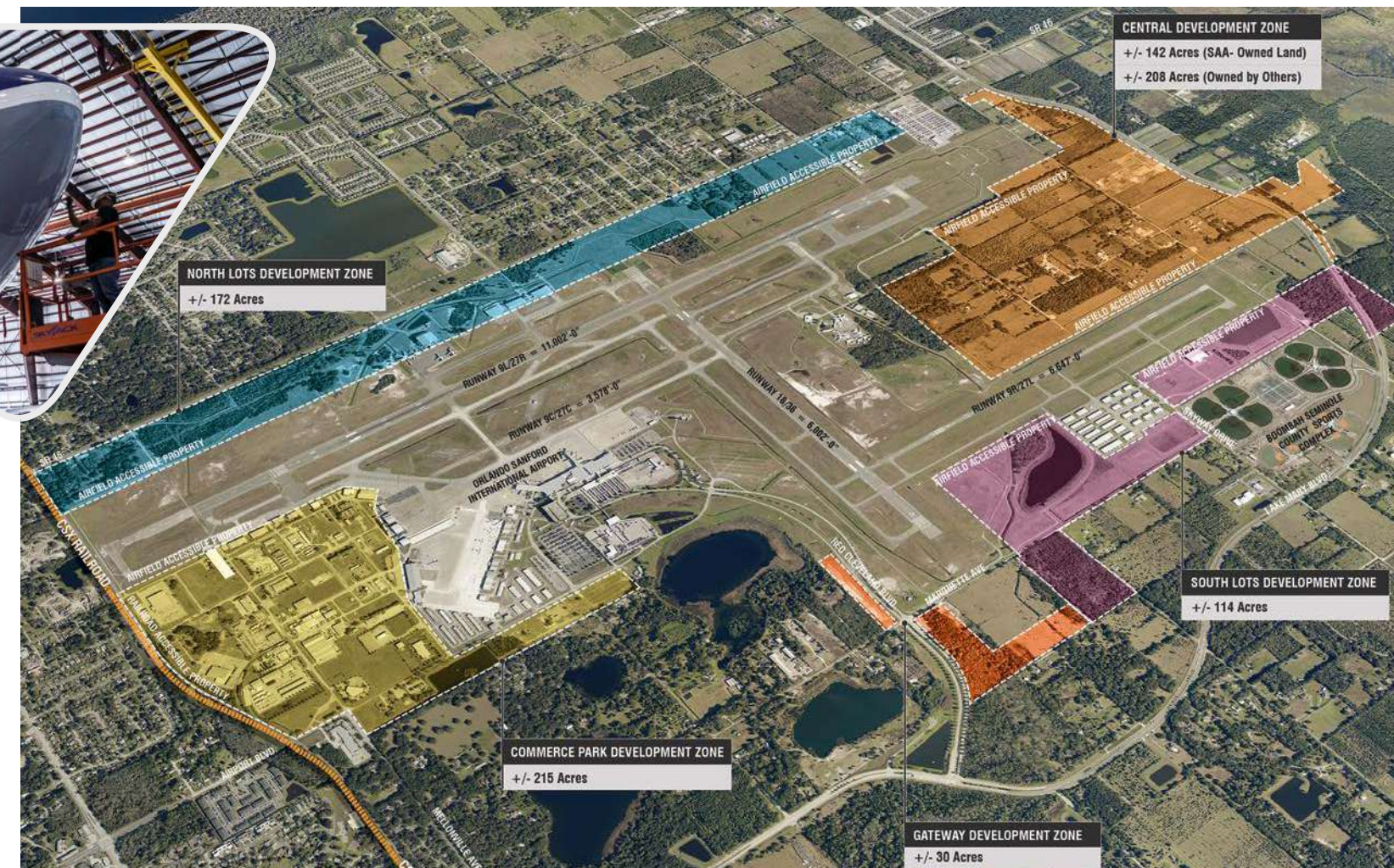


Tax Advantages

A range of local and state incentives are available for relocating companies and tenants for a variety of Airport sites, each with specific requirements structured to serve as a catalyst for investment within the area and help companies better compete in the global market.

The Florida Tax structure is very “business-friendly”:

- State Personal Income Tax 0%
- State Corporate Income Tax 5.50%
- Local and State Total Sales Tax 7%



Making Connections

For those who live in the Orlando region, we sometimes forgot how many people travel to Orlando from out of state and out of the country. At Orlando Sanford International Airport (SFB), nearly 70% of our passengers are coming to Central Florida to visit family, tour the region, or simply have a vacation. Many of these passengers are interested in visiting the many attractions Orlando has to offer. One of the most visited attractions is Universal Studios. Our newly, regularly scheduled shuttle service, the Attraction Express, now connects SFB to Universal Orlando and provides an affordable alternative for our passengers. With over 3 million passengers a year, Orlando Sanford International Airport is viewed as an important contributor to the Universal attractions and partner hotels.



Reuniting Families

Today Captain Ryan Ware arrived at Orlando Sanford International Airport after 156 days overseas in Afghanistan. He was greeted by his fellow reservist wife Amendha and his colleagues from Advent Health Winter Park. Captain Ware works in the imaging and radiology department but when overseas he helps to save soldiers in the Air Force's medivac unit.

When he left, Captain Ware's son Ian was crawling and now he's walking and his mom says he's into everything in the house! Although he missed a few milestones, he says he hopes his son one day will be proud of his service.



FACT SHEET

INTRODUCING THE ATTRACTION EXPRESS
Traveling to Universal Orlando has never been easier or more affordable with Orlando Sanford International Airport's new shuttle service, the Attraction Express! Passengers can transport their family to adventure by reserving their seats on this state-of-the-art shuttle bus.

3 HOTEL PARTNERS
Currently, passengers can ride the Attraction Express to:
1. Universal's Cabana Bay Resort
2. Loews Sapphire Falls Resort
3. Universal's Aventura Hotel

\$10 We are proud to offer one of the lowest fares in the area to Universal Orlando at just \$10 per way.

The Attraction Express can accommodate up to **56** passengers in one trip.

The shuttle currently operates Thursday-Monday from 9:30 am - 9:30 pm

The Attraction Express is a shuttle service offered through our good friends at ESCOT Bus Lines.

Only **Credit or Debit** can be used to pay for reservations for the Attraction Express at this time.

It is strongly suggested passengers reserve seats prior to their arrival. However, if seats are available, passengers can reserve at the **Information Booth**.

RESERVED

For more information regarding the Attraction Express, feel free to contact:
Lauren Rowe
Director of Communications
lrowe@osia.net
407-414-8832

www.flaysfb.com
<https://attractionexpress.com>



Sisters Terry Montgomery Engleman and Jessica White always knew each other existed, but never knew how to find each other. Well, thanks to social media and a mutual friend, Mary Yokley, these two are finally reunited.

Mary's brother James started dating Jessica and when Mary met Jessica, she couldn't help but feel as if she knew her already. Well, that's because she was already friends with Terry (and let's just say these two not only look alike but sound alike and act alike). After Mary posted a picture at lunch with Terry, Jessica recognized the name and thought "this could be her". Just a few months later, the sisters met in SFB for a heartfelt reunion.

When Jessica flew into SFB this week, she was so happy to be greeted by her long lost sister, Terry. At ages 51 and 57 years old, the two don't want to focus on the time they lost but look forward to making the best of the time they have left.



Hand-In-Hand with the Community

Aviation Day 2018 & 2019

Conceptualized to introduce careers in Aviation and Aerospace to students and families in 2017, this joint program produced by OSIA, Seminole County Public Schools and Seminole State College has exposed thousands of school and college-aged young people to the exciting opportunities available to them in the growing Aviation/Aerospace industry.

The ultimate goal of training and supplying a youthful, talented workforce to the Aviation Industry needs in the area is producing results and the program has become one to be mirrored by other school systems as a result.

Third Annual Aviation Day will be January 25, 2020.



Triennial Training Exercise 2018

Training exercises to handle the unknown emergency situation are standard practice for every first response and governmental agency. On February 13, 2018, the Orlando Sanford International Airport served as the site of a multi-agency response and recovery event involving an aircraft crash—*A Fowl Morning*.

Thirteen organizations, their personnel, equipment and hundreds of volunteers participated in the following simulated activities: Operational Coordination, On Scene Security and Protection, Fire Management and Suppression, Mass Critical Care Services, Operational Communications and Critical Transportation.

The simulated emergency was a Super Jet 123, MD 80 aircraft carrying 165 passengers is struck by a bird causing engine failure and a crash on the runway at OSIA resulting in multiple wounded passengers.

The result—a very successful team-building effort of planning coordination. Hopefully, one effort that will never be needed in reality, but prepared and planned nonetheless.



Aviation Degree Scholarship 2019

On June 4, 2019 the Board of Directors of the Sanford Airport Authority awarded the first annual Aviation Degree Scholarship of \$2,500 to Avery Williamson.

A graduate of Seminole High School in Sanford, Florida, Avery will be attending Embry-Riddle Aeronautical University in the fall majoring in Aerospace and Occupational Safety with a minor in Air Traffic Management.

OSIA is committed to fostering students with a passion for science and technology to assist them into the aviation career pipeline through this scholarship and the other educational activities the airport sponsors.



Sponsorship of the World Cup Broadcast on Univision

World Cup fever is everywhere in Central Florida and our passengers are celebrating the Team's successes. OSIA's television commercial celebrated the players and the excitement of the time with a route through our terminal--something only to be seen when the World Cup rolls around.



Terminal Expansion



The project scope includes infrastructure such as:

- Four New Passenger Gates
- Three New Baggage Claims Areas
- Reconfigured and Added Ticket Counters
- Loading Dock, Badging and Police Department Facilities
- Reconfigured entrance with a new traffic signal
- Improved parking lot entrance



- **50,000 square feet of additional space** including the main terminal

- **Historic Display of a PV-1 Ventura World War II Bomber.** This aircraft was the first aircraft based at NAS Sanford on November 3, 1942 and has been restored by the Sanford Airport Memorial Committee. It is the only restored PV-1 in the United States.

\$60 Million Terminal Expansion Underway

The notice to proceed was issued May 2, 2018 with an expected completion date of December, 2020 for the largest expansion project at OSIA to date.

This innovative and dramatic Airport reconstruction and reconfiguration of the existing terminal footprint, with infrastructure upgrades and added passenger service areas, will offer travelers greater efficiency and create capacity for more airline service and additional routes.



Important Passenger Service Improvements include:

- Covered Curbside Arrivals and Departures areas
- Consolidated Passenger Security Screening Area with added Lanes

- **Additionally**, runway improvements, rental car and welcome-building renovations and ground transportation access projects are proceeding as separate initiatives to capacitate the rapid growth of passengers finding OSIA a Simpler, Faster, Better travel experience.



SPACE AND AIR SHOW

October 31 - November 1, 2020
Orlando Sanford International Airport

Sanford Airport Authority
1200 Red Cleveland Boulevard • Sanford, FL 32773
Tel: 407-585-4000 • Fax: 407-585-4045

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flysfb.com

