

**MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
FEBRUARY 4, 2020
8:30 A.M.**

PRESENT:

- Tom Green, Chairman**
- Jennifer T. Dane, Vice Chairman**
- Chick Gregg, Sr., Secretary Treasurer**
- Kenneth Bentley**
- Frank S. Ioppolo, Jr.**
- William R. Miller**
- Clyde H. Robertson, Jr.**
- Clayton D. Simmons**
- Stephen P. Smith**
- Brett Renton, Airport Counsel**
- Ken Wright, Airport Counsel**
- Commissioner Brenda Carey, County Liaison**
- Mayor Jeff Triplett, City Liaison**

ABSENT:

STAFF PRESENT:

- Diane Crews, President & CEO**
- George Speake, Executive Vice President & COO**
- Don Poore, Chief Financial Officer**
- Tom Fuehrer, SAPD Chief**
- Tommy Gentry, IT Director**
- Lori Hunt, Executive Assistant**
- Radhika Jablonski, Finance Manager**
- Al Nygren, Property Manager**
- Lauren Rowe, Communications Director**
- Julie Sawyer, Executive Assistant**
- Jennifer Taylor, Project Coordinator**

OTHERS PRESENT:

- John Baer, CPH**
- Sonya Brauer, South East Ramp**
- Elizabeth Brown, AWW**
- Krysty Carr**
- Larry Dale**
- Justin Edwards**
- Luke Frey, Walbridge**
- Jonathan Hand, Atkins**
- Genean McKinnon, McKinnon Assoc.**
- Karen McKinnon, CE Avionics**
- Jeremiah Owens, CPH**
- Greg Smith, MillionAir**
- Grice Whitley, Grice Group, LLC**

1. CALL TO ORDER, PLEDGE OF ALLEGIANCE, AND INTRODUCTION OF GUESTS

The meeting was called to order at 8:30 a.m. followed by the Pledge of Allegiance. Chairman Green recognized past President Larry Dale for joining the meeting. Mayor Triplett distributed the City of Sanford's new challenge coin.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. APPROVAL OF MINUTES OF THE REGULAR MEETING HELD ON JANUARY 7, 2020

Motion by Board Director Smith, seconded by Board Director Dane to approve the Minutes of the regular meeting held on January 7, 2020. Vote was taken, none opposed. Motion passed.

4. GRICE GROUP LLC PRESENTATION

Chairman Green noted Grice Whitley, Grice Group LLC is here today to give a presentation regarding the executive search that will be conducted the next couple of months. Grice Whitley introduced himself and stated Grice Group is his company located in Raleigh Durham, NC and for the last 22 years he has been conducting airport industry executive searches. Mr. Whitley informed the Board he's known Jonathan Hand with Atkins for 15 years. He stated today he will be answering the Board's questions and reviewing the schedule. Mr. Whitley reviewed the timeline that was distributed to the Board.

Board Director Miller inquired regarding Board Director Gregg's role in the process as the Board representative. Chairman Green stated Grice is taking over the process. President Crews clarified Danette Maybin will be the primary contact and everything will be transferred to President Crews and Board Director Gregg. Chairman Green suggested Board Director Gregg continue to provide updates at Board meetings. Chairman Green clarified between now and April is when Grice finds suitable candidates, he'll narrow it down to 10-12 candidates, then 3-5 candidates by late May early June. June will be the one on one interviews between the candidates and Board Directors. August 1st is slated as first day of employment for the new President.

Discussion regarding scheduling of one on one interviews, possible need for a special Board meeting, moving the June Board meeting, June is prime vacation time, Memorial Day and 4th of July, selecting dates for interviews now. Chairman Green felt the 60-day transition period is adequate. Mr. Whitley encouraged the Board to contact him if there is anything they are looking for in a candidate and he will include that when reaching out to potential candidates.

Discussion regarding type of job posting Grice will be using. Board Director Ioppolo stated two areas he'd be looking for are Airline recruitment experience, and monetization of non-aviation real estate in and around the airport. That is a substantial revenue stream and extremely important revenue stream for us. Discussion ensued regarding scheduling individual interviews after Memorial Day prior to the June 2nd Board meeting.

5. LIAISON REPORTS

A. Seminole County

Commissioner Carey stated she didn't have anything to report on unless any of the Board Directors had questions for her. Chairman Green noted he has an update on the hotel he would be presenting during Chairman's report.

B. City of Sanford

Mayor Triplett updated the Board that Mayfair Country Club management is being taken back by the City of Sanford. The City is starting a management company and he will be the Chairman. They will be hiring two existing individuals from Mayfair to run it. Renovations to the club house will be \$1.5M. Riverwalk Expansion was just approved under contract and will start the last phase connecting to I-4. Construction to begin in the next couple months, and they are anticipating delays along Seminole Blvd. There are parking issues in downtown Sanford, the City held a Special meeting last night, contracted to buy 1+ acre at Pine and First Streets to add 80+ spaces. This will be used as parking for downtown employees. The location of the old Chamber building was being considered for future development; restrictions were added to future development that they must add a parking garage. Now may be an opportunity to move the old USO building to that location and open that piece of property for development. There is some small historical significance.

Orlando Realtors Association Group presented at the City Commission meeting and stated there is no better place in Central Florida right now to buy or invest in real estate than the City of Sanford and surrounding areas.

Mayor Triplett updated the Board he just phoned the City Clerk, he will be getting with the City Attorney and informed the Board Directors they will not have to attend an in-person Ethics Course; they can go through the Florida League of Cities online course and obtain a certificate.

Discussion regarding timeline for re-construction of Mayfair Country Club, estimating Spring 2021 for grand opening. Discussion regarding full kitchen in the clubhouse.

Chairman Green wished Mayor Triplett a belated Happy Birthday. George Speake noted the City of Sanford Challenge Coin logo has the Vigilante plane on it and thanked him. Mayor Triplett stated downtown Sanford they are going to get with the restaurants and breweries to use the imprint of the challenge coin and have their business name on the back instead of the Mayor's name.

6. COMMENTS FROM THE PUBLIC

None.

7. PRESIDENT'S REPORT

President Crews updated the Board regarding construction projects:

- Terminal expansion: 74% complete, project on schedule.
- Taxiway Bravo, Charlie, Lima Rehabilitation: receipt of FAA grant December 2019, FDOT Grant on January 7 agenda. Notice to proceed issued December 2019. Construction began on Work Area 1 on 1/27/2020.
- CBP Repair Replacement Project: continues to move forward conference call scheduled for January 8th with CBP facilities division to review preliminary floor plans. Floor plan revised per discussion and resubmitted to CBP on February 3.

Don Poore presented the interim financials.

George Speake presented an update on Aviation Day: Estimated 5200 attendees, Air Force C-17 & KC-135, national level Air Force recruiting, Lockheed Martin \$15,000 sponsorship, 102 kids flew and 81 of them had never been in an airplane before, nice giveaways. Great speakers: Victoria Dass, Seminole High School Aviation Academy student; Allegiant pilot Taryn Fleet; Lt Col Christine Mao F-35 pilot and instructor.

George Speake presented an update on the Air Show: October 31st-November 1st. Lockheed Martin Friends & Family Day on October 30th the event is full 18,000 attendees, 3,500 cars and 20% of attendees are international. Attendance for Saturday and Sunday shows will sell out at 15,000 each day, expecting military dignitaries and politicians to attend.

President Crews updated the Mayor and Chairman Green that on March 13th there is a Lockheed VIP event she would like them to attend. George Speake noted February 10th Thunderbird 8 will be flying in to MillionAir to meet with law enforcement and fire to do their pre-airport evaluation coordination.

Lauren Rowe presented the marketing report: Orlando Sentinel article regarding growth, Orlando Sentinel travel quiz is now on Facebook feedback showing Bangor Maine as top travel destination.

Aerospace and Aviation Day video produced by Matt Heimerl, Diane's son in-law. Channel 6 coverage: Samara Cokinos, meteorologist was the MC for the event; she is an aviation meteorologist who attended Embry Riddle, news story regarding guest speaker Christine Mau at the schools on Friday. President Crews noted that Samara's husband is a pilot and mechanic who also went to Embry Riddle, we had three aviation careers represented between them. George Speake noted the Air Force also did an article that was distributed through the military.

The Airport sponsored the TICA international cat show that was held downtown Sanford.

George Speake thanked MillionAir who disrupted their business for three days for Aerospace and Aviation Day. Gregg Smith replied they enjoyed and appreciate the opportunity to host Aviation and Aerospace day, they weren't the only ones CE Avionics, Southeast Ramp, and L3. President Crews thanked AWW for supporting Aviation Day, our engineers, Walbridge and everyone else who assisted.

Lauren Rowe noted the Airport has sponsored the Daytona 500 at the Daytona Speedway, which is next week, and they will be distributing destination cards at that event. Commissioner Carey suggested "Welcome Daytona Race Fans" and "Bike Week" banners in the Airport for the upcoming events.

President Crews referenced the update from Oscar Anderson with Southern Group that was distributed to the Board in their packets.

President Crews referenced the police and fire reports, noting that the Police Annual Report will be presented next month.

President Crews referenced the calendar/community involvement and distributed the aerials.

Chairman Green thanked Lauren Rowe, noting that we've come a long way in the last several years with marketing of the Airport.

8. COUNSEL'S REPORT

Brett Renton updated the Board regarding: Gator Dock and Marine environmental issue, GOAA litigation regarding trademark issue and PFAS. Brett Renton stated he is requesting an executive session per Florida Statutes at the conclusion of the March 3rd Board meeting regarding PFAS.

9. ORLANDO SANFORD INTERNATIONAL, INC. REPORT

Elizabeth Brown congratulated the SAA on Aviation Day and stated she felt our biggest challenge is people outside the county wanting to attend and having it open to the public. She also thanked the Board for the Board to Board meeting which was the first one held with Vinci Airports. She hopes the Board sees some strategic direction in the plans Vinci Airports has for the organization and continues to support the airport going forward. One thing that came out of that day is that she is now officially the President, no longer acting President. Additionally, the name Airports World Wide will go away. One of the things Vinci Airports has been doing since they acquired the company back in 2018 is simplifying the company, and they will continue to refer to themselves as OSI, Inc. Elizabeth stated she is President of OSI Inc., and TBI Inc. in addition to several other small companies. Branding of AWW will be discontinued, and they will be known as OSI, Inc. powered by Vinci Airports.

Elizabeth Brown updated the Board: in January there was a 10% in increase of passengers. Elizabeth noted she is leaving today for Indianapolis to attend Routes Americas. Twelve meetings have been scheduled, some are new airlines they have not been able to meet with before and this is attributed to support from Vinci Airports and the work they are doing abroad with international airports.

Elizabeth Brown announced new Director of Air Service Development from France will be starting April 1st. Allegiant Airlines announced 40 new flights, new destinations in their portfolio, and new seasonal service twice weekly to Albuquerque NM from SFB. Elizabeth Brown announced she is proud to announce we are receiving new service from Wamos Air, offering seasonal non-stop service between SFB and Madrid with scheduled and charter carrier. They will be offering ten flights a week on an A-330 with 330 passengers, the only non-stop flight out of Central Florida to Spain. June 27th is first scheduled flight; Board Directors will be invited to the inaugural celebration.

Elizabeth Brown updated the Board they are in process of implementing a business travel survey. The Board inquired which organizations the survey was being sent to and if there was a link to which they could have access. Elizabeth Brown replied she would provide that information to President Crews to provide to the Board Directors.

10. CHAIRMAN'S REPORT

Chairman Green stated the Joint Meeting with Vinci was a great event, very informative, referenced the size of the company and that we have a great partner. He appreciated the strategic plan and presentation. Chairman Green stated regarding the hotel update, he didn't want to elaborate too much, they are in discussion with the applicant. If the Board Directors have any questions, they can direct them to President Crews. They can also ask President Crews to provide the minutes and link to the last County meeting and he encouraged everyone to look at that. Chairman Green stated they are hopeful and feel confident that they will get some resolution with the applicant and the County in a win-win for everyone involved. Chairman Green encouraged the Board Directors to tour the Terminal Expansion project at the conclusion of the meeting. George Speake stated if anyone was unable to stay after the meeting for the tour, he would be happy arrange an individual tour.

11. COMMENTS FROM THE PUBLIC

None.

12. OTHER BUSINESS

None.

13. REMINDER OF REGULAR BOARD MEETING ON (MARCH 3, 2020)

14. ADJOURNMENT

There being no further business, the meeting was adjourned at 9:50 a.m.

Respectfully submitted,



Diane H. Crews, President & CEO

/lh