

**MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
MAY 2, 2023
8:30 A.M.**

PRESENT: Jennifer T. Dane, Chairman
Clyde H. Robertson, Jr., Vice Chairman
Kenneth Bentley, Secretary/Treasurer
Benny Crosby
Tom Green
Chick Gregg, Sr.
Frank S. Ioppolo, Jr.
William R. Miller
Stephen P. Smith
Brett Renton, Airport Counsel
Mayor Art Woodruff, City Liaison
Commissioner Jay Zembower, County Liaison

ABSENT:

STAFF PRESENT: Nicole Martz, President & CEO
George Speake, Executive VP & COO
Jason Watkins, Executive Vice President & CFO
Steve Fussell, VP Strategic Initiatives
Tom Fuehrer, SAAPD Chief
Tommy Gentry, Director IT
Marc Gilotti, SAAPD Captain
Lori Hunt, Executive Assistant
Gino Martinez, Finance Manager
Al Nygren, Property Manager
Jeremy Owens, VP Engineering and Maintenance
Lauren Rowe, Communications Director
Roberta Stanton, Procurement Manager
Jennifer Taylor, Director of Program Administration

OTHERS PRESENT: Bob Begley, CE Avionics
Mike Cargrel, SHB
Tracy Garcia, OEP
Jonathan Hand, CHA
Lisa Harris, SER
Pamela Lynch, City of Sanford
Genean McKinnon
Jeremy Morton, CPH
Paul Partyka, NAI Realvest
Todd Payne, OSI

Daniel Rogers, SHB
Mel Atkins, Atkins
Tim Shea, AVCON
Matt Shelton, McKee
Greg Smith, Million Air
Sam Stamps, C&S Companies
Robert Utsey, ZHA

1. CALL TO ORDER, PLEDGE OF ALLEGIANCE, AND INTRODUCTION OF GUESTS
2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. APPROVAL OF MINUTES OF THE REGULAR MEETING HELD ON APRIL 4, 2023

Motion by Board Director Smith, seconded by Board Director Bentley, to approve the Minutes of the Regular Meeting held on April 4, 2023. Vote was taken, none opposed. Motion passed unanimously.

4. LIAISON REPORTS

A. City of Sanford

Mayor Woodruff reported the vacuum sewer system is 95% fixed, the system was in slow decline and the hurricane wiped out, the entire downtown area sewer service for 4-6 months. All repairs have been made. City staff will now receive warning notifications. In three sites the vacuum sewer will be removed and separate lift stations will be added. The St. Johns River Festival of the Arts show took place this weekend, this event had the largest number of exhibitors participating. The deed for property was signed by the Mayor on May 1st on Historic Goldsboro Blvd., to transfer it to the Orlando Urban League who will be moving their headquarters to Sanford, constructing a multiuse facility for offices, training, and resources for the community. They will be running a summer program for 200 children in the area this summer. At the next City Commission meeting the Mayor expects the Commission to approve the purchase of land behind the Westside Community Center for ball fields and the City will be partnering with SCPS to provide Crooms with fields and a track it will also be available for public use and also the schools.

Board Director Bentley requested Mayor Woodruff update the Board regarding Ft. Mellon Park.

Mayor Woodruff noted the park is partially closed; the City has begun the stormwater project that will take about half of Georgetown off "Pumpranch". Pumpranch gave the City the problems during Hurricane Ian causing flooding on Lilly Court. This is expected to solve a lot of flooding issues in Georgetown.

Board Director Dane inquired if this would affect the splash pad, to which the Mayor responded "no", it is coming in through the open field; the playgrounds will stay open, the field will be closed and there will be street closures on and off for a while.

B. Seminole County

Commissioner Zembower reported there are no updates from the Planning & Zoning Division. The Lake Jesup Basin Study data acquisition model development for the study is progressing. The first public meeting which serves as the introduction to the study is scheduled for May 11, 2023; 415/Celery Avenue traffic signal is delayed; E. Lake Mary/Ohio Avenue traffic signal is scheduled to activate July/August 2023; E. Lake Mary Blvd./Brisson Avenue traffic signal is scheduled to activate July/August 2023; and the 417 Connector Roadway presentation being given by CFX scheduled for May 23, 2023.

Commissioner Zembower informed the Board of the proposed Tourist Development District which will be the second one in the state and will consist of the entire county as a tourist development area. This will add an additional fee to hotel bed rates. The hoteliers have been part of the discussion and they are onboard. That money will go into funding for the indoor sports arena on Lake Mary Blvd. near Boombah Sports Complex. The initial plan is for approximately 163,000 sq.ft. arena and 900 parking spaces, bringing hotels and restaurants in as well. Commissioner Zembower noted he is advocating for a parking garage and a much larger facility. It will bring more sports tourism to this area and will also impact the Airport's ability to have additional flights come in and bring those people into this area. He felt it is a great tourist development undertaking and if we can get the 417 connector moving forward it's just a win for the whole area. Commissioner Zembower felt a bigger facility would allow the County to bring music events and host college/high school graduations. He noted the reason the study showed 163,000 sq.ft. was to bring in the higher end volleyball/indoor sports we need a 7-10 court convertible volleyball aspect. Very exciting for Seminole County, the City of Sanford & the Airport as well.

President Martz noted that the Authority owns the property directly across the street from the site for the indoor facility on Moores Station

Road & Lake Mary Blvd. It's a great opportunity from a tourism standpoint and a development standpoint.

Discussion ensued could the arena convert for indoor soccer as well.

Commissioner Zembower noted it's not intended for indoor soccer, but there is discussion about multiple convertible floor plans. We're simply talking at this point, several of the Commissioners, however, believe it should be bigger and that's a discussion we're going to have moving forward.

Discussion ensued regarding where the land is in relation to the runway, setbacks, RPZ height limitations, and seating for 3,000-4,000 with the initial concept.

Commissioner Zembower felt some of the Commissioners may be pushing seating capacity to 9,000 to allow for bigger concerts and events. He noted community partners and shareholders would be involved. It's a County project and all seven cities and the hotels are onboard.

Commissioner Zembower updated the Board he continues to work with Congressman Mills with discussions of needs on the Airport; scheduled right now tentatively to fly to DC in November to meet with Alcalde & Fay on behalf of the County they are also the Airport's lobbyist and he's happy to have somebody from the Airport accompany him or he'd be happy to carry some messages it will be just prior to the Thanksgiving break. County is bringing on a new assistant County Manager, Kristian Swenson, and Office of Strategic Initiatives Director Andrea Wesser-Brawner. Tricia Johnson, Deputy County Manager, will also be overseeing some different departments as we move forward.

The County is looking forward to working with the Mayor of Sanford and the CRA regarding the old courthouse property. The City of Sanford has asked us to collaborate with the them as we vacate the courthouse in downtown Sanford to make that available for a private project. They have also asked us to be a party to help with CRA monies that are allocated so we can extend that or reallocate those to get some more development downtown Sanford.

Chairman Dane inquired what the exit date is of the Sanford courthouse. Commissioner Zembower replied mid-2024. The County is having troubles with electrical and not being able to get certain gear boxes and panels for Five Points, they looked at possible re-engineering some of the electrical.

5. PRESENTATION OF FY 2022-2023 AUDIT

Joel Knopp, Moore Stephens Lovelace, P.A. presented the FY 2022-2023 Audit.

Motion by Board Director Ioppolo, seconded by Board Director Crosby, to accept the FY 2022-2023 Audit as presented. Vote was taken, none opposed. Motion passed unanimously.

6. COMMENTS FROM THE PUBLIC

None.

7. CONSENT AGENDA

- A. Consider approval of Addendum A to Lease No. 2022-017 for Mahoney Supply, LLC property #569 located at 3986 Aviation Loop, Sanford, FL 32773. Removes building from lease No. 2022-017.
- B. Consider approval of New Lease No. 2023-006 for Building #569 located at 3686 Aviation Loop, Sanford, FL 32773. NNN lease to co-terminate with American's existing leases for buildings #566 & #567.
- C. Consider approval of Amendment B to Lease No. 2016-001 and Lease No. 2016-030 for American Environmental Aviation, Inc., Building #567 located at 3978 Aviation Loop, Sanford, FL 32773.
- D. Consider and authorize the disposal of various equipment and miscellaneous items in Attachment A.

Motion by Board Director Smith, seconded by Board Director Bentley, to approve Consent Agenda items A-D. Vote taken, none opposed. Motion passed unanimously.

8. PRESIDENT'S REPORT

President Martz referenced her power point presentation, incorporated herein, and requested Executive VP & COO George Speake to present updates on the following topics:

- Wildlife Assessment: Draft Plan 5/12 for SAA Staff review;
- Stormwater Master Plan Update: Pre-App with SJRWMD 5/8;
- SAA Maintenance Facility Replacement: In permitting phase; ARFF Station and Building #37 Generators: No changes, Dec. '23 install (est.); and
- Terminal Ramp Improvements: Kickoff Meeting 4/28, Q3/4 bidding.

OSI Contract: Jennifer Taylor reviewed the OSI Contract Score Card distributed in the Board's packets and incorporated herein by reference:

2.3.5 Agreements Regarding Use of Non-Aeronautical Facilities

- Smartecarte (luggage carts), Alpha flight services and Compass group agreements are expired.

12.1.1 Performance Reporting

- OSI has purchased Airport Service Quality (ASQ) reporting. OSI received the ACI-ASQ survey report and presented the report to SAA 2/1/2023. SAA and OSI will use these reports to develop performance standards and metrics. SAA requested all backup/information related to the ASQ survey on 2/21/23. To date SAA is awaiting documents.

DEFAULTS

SAA has issued notices of default related to multiple contract provisions including Section 2.3.6 Routine Maintenance, Repairs and Landscaping; Section 2.3.5; Non-Aeronautical Facilities and Services concession agreements, addressing among other things:

Parking Garage	Baggage Belts
FIS	Palm Tree
Terminal Ramp	Roof Leaks
Elevators and Escalators	Parking Garage 4 th and 5 th floor closure
CMMS	Steel Column
Gutters	Lav Trucks
Monthly Meetings	

Items Completed Last Month

- New LED lighting in Welcome Center
- Updated the Lost and Found Procedure
- Replacement of three (3) signs on Red Cleveland Blvd.

Discussion ensued regarding the status of baggage claim. Ms. Taylor noted the disabled outgoing bag belt. SOI is actually taking parts from bag claim 3 and putting them on 2 because 2 is a bigger belt, so it will have more capacity. The final parts will not be here until July, so we are still down a belt.

Board Director Ioppolo inquired if anyone was present from OSI.

President Martz replied her understanding is there are no staff present, but their legal counsel is present.

Board Director Ioppolo asked who is legal counsel for OSI?

Daniel Rogers, Shook, Hardy & Bacon, legal counsel for OSI addressed the Board.

Board Director Ioppolo inquired of Mr. Rogers did he have anybody with him.

Mr. Rogers replied from OSI no, although I believe Todd Payne will come in a little bit to talk about the contracts that are on the agenda, he will be the only staff from OSI attending.

Board Director Ioppolo inquired if Mr. Rogers had any input with what's going on, we haven't heard from Vinci since the joint meeting and didn't hear anything from them before, we're used to having a rather fulsome report from OSI.

Mr. Rogers stated his understanding is that there are 10 notices of default, his office is in the process of putting together our response to that, we hope to get that information to you tomorrow.

Board Director Robertson inquired of Mr. Rogers had he advised OSI not to attend our meetings.

Mr. Rogers replied he can't get into my attorney client communications.

President Martz stated that SAA staff is challenged in understanding what is going on with all the issues, and noted that she issued another notice of default related to coordination of monthly meetings.

Board Director Green inquired if the garage was open.

Jennifer Taylor responded that the 4th floor is open but not the fifth floor, the 4th floor was opened due to conflicts in traffic movement.

Discussion ensued had staff received sufficient feedback back from OSI that there is no longer a safety issue in the garage.

Jennifer Taylor replied SAA received a letter.

President Martz clarified SAA received a communication that there is no safety issue, so SAA is not sure why the 5th floor is still closed.

Chairman Dane inquired of President Martz are we satisfied with the letter that we got?

President Martz replied SAA hasn't gotten the complete response to the default therefore she couldn't share where we are on them. She believed the deadline to the first response is tomorrow.

Brett Renton informed the Board SAA received a report by a third party engineer who was hired to do an inspection.

Chairman Dane informed the Board that she President Martz and Mr. Renton are attending a meeting May 3rd with Emmanuel Menanteau, Vinci Board Chairman.

President Martz noted she and Mr. Renton have briefed each Board Director individually regarding the May 3rd meeting.

Development

Paul Partyka, NAI Realvest updated the Board on Development: Synergy Woods has reviewed their construction analysis and feel they can build that 70,000 sq.ft. building, Jeremy Owens is looking at potential sites that they can relocate, they are also extending their lease by ten years.

American Building Supply: hired an architect and general contractor to start preliminary construction plans site plans etc. we are negotiating with them in terms of extensions on that at this point in time.

Ken Bailey, Bailey Power Systems, who has the franchise rights from Toyota for hydrogen powered cars, is on a mode to move forward. They have the financing and a long term plan. Working with staff to find a location for them, they've asked for financials and tenant application. Ken Bailey created a patent for creating hydrogen on site instead of hauling it in with big tankers, eventually he'll have a combination of both.

Mr. Partyka referenced the recreational building that Commissioner Zembower was talking about. He handles Orlando Volleyball down by UCF they keep growing and for the young women in high school the two major sports that they have scholarships for are basketball and volleyball. The demand for volleyball space is tremendous, he felt what the County is proposing cutting edge stuff for sports. He also noted pickleball is the new draw and the future potential for pickleball national championships indoors, the indoor event courts convert very easily, but there aren't that many places in the Country that can do this kind of thing and they want to go to warm weather.

Mr. Partyka discussed construction and development around the airport: Publix facility is coming out of the ground aggressively they are pushing for December 2023 although he felt 1st or 2nd quarter of next year; Dunkin Donuts, Wawa, are also in the works. In light of the new laws on affordable housing we have some more demand for the land that is around the Airport, that is on top of the 4,000-5,000 homes that are in various stages of development.

Discussion ensued regarding Synergy Wood's proposed new facility and vacating the existing facility. Synergy will move out of the old building into the new building and potential re-development of the old building.

There is also progress on the Future Supervisor of Elections building, and the Blue Skies development plans. There are a lot of things going on right now.

Commissioner Zembower noted that Toyota has invested billions of dollars in the hydrogen technology they actually have production vehicles operating overseas. The technology, contrary to belief of the dangers of hydrogen, is secure to the extent for safe vehicles but this is a legitimate program coming to the Airport and he thought the opportunities are endless in expanding into other areas. It's exciting to have that kind of technology that might take place here in Seminole County with ties to big funding from the Japanese automakers.

Mr. Partyka informed the Board this is a plan to develop the prototypes here and then expand this to other airports nationwide and the funding Ken Bailey has received is in the hundreds of millions of dollars.

Chief Financial Officer Report

EVP & CFO Jason Watkins explained the audit process was months of hard work by Gino, Katee, Chris, Decia and Jenn to get that type of outcome and he thanked the team. Mr. Watkins noted that OSI wasn't making a presentation and he presented a summary: April passengers 2% year over year which is a 4% decline of Allegiant and 7% increase of Swoop & Flair. The Allegiant downturn is not unexpected, they have been advising us that would be case.

Discussion ensued regarding the decline of Allegiant, and if it is temporary. Jason Watkins replied yes, it's temporary, principally because they are bringing on the 737 Max8 so they are pulling their pilots out of the air to become certified on the new aircraft and have to pull their schedule back. This was expected and they advised us it would happen and should normalize by about October.

President Martz updated the Board, it's not just new planes; there are other issues, the pilot shortage is playing in to that, and they have planes that are parked because they don't have enough pilots to fly them, maintenance issues and then when they start training a pilot to become a 737 pilot he can't fly the airbus anymore, they can only qualify on one plane.

Mr. Watkins shared the following items:

- April 2023 Dashboard
- Cash & Investment Balances
- Procurement Dashboard: New Solicitation – Professional General Contractor Continuing Contract; Professional Financial Audit Services; Airfield Drainage Improvements (construction); Property, Liability, and Workers' Compensation Insurance Broker. Solicitation Responses Due – Asset Management System Solution & Consulting Services.
- Finance – Administration Updates: Revised Procurement schedules in packets

- Amendments to Commercial Service Airports Transparency Law advancing in Florida Legislature
- HB 1123 & S 1646 would increase formal solicitation thresholds (\$325K0 and required Discussion Agenda items (\$500K)
- FY24 Operating and Capital Budget – One-on-One Board Member meetings start May 25th

Board Director Smith requested an update on Airport advertising in the terminal.

Chairman Dane inquired of Todd Payne, OSI if he could update the Board.

Todd Payne, OSI noted that are a number of opportunities that they are chasing. They have had a number of meetings most recently with Universal looking at making a placement in their next financial year. He said they have great success with commercial activity with filming which has brought us over \$100,000 terminal revenue.

Investment income: at this point in the year, a year and half ago we achieved \$29,000 in investment income from the two government investment pools, we now in 7 months have earned \$750,000.

Discussion regarding utilities, Tommy Gentry, SAA IT Director got a \$57,000 rebate from Windstream from internet and phone and got the bill lowered \$4,000 per month.

Board Director Green requested a report in the Board packet on the leases spend versus budget.

Board Director Ioppolo requested Jason Watkins work with President Martz, in formatting the report.

Jason Watkins informed the Board one of the things we have on our “must do list” is to upgrade NAV to Dynamics we are in an 8 year old release for our system.

President Martz informed the Board SAA is updating the property management work order system, so we have all of our internal systems “talk” to one another making it will be easier to move data between one and another.

Board Director Ioppolo requested OSI outside Counsel sending a strong message back that part of curing the defaults and working together in the future is having a system that is compatible and since we’ve tried it their way in the past and the result was multiple default notices.

Miscellaneous - Communications

Lauren Rowe, Communications Director referenced slides for the Sun n Fun Aerospace Expo. SAA had a booth, the event focused on general aviation, aviation, and manufacturing. Attendance was 255,000 for an entire week. Information was available regarding aviation tenants, and there was an airport map rug in the booth.

Another event we sponsored was the Cocoa Beach Air Show. We received VIP tickets with our sponsorship and several staff attended. Advertising on all websites and tickets we were the "gateway airport" for the event, banners, announcements during the event, George got to welcome everyone on the PA system before the event began.

She also noted an Orlando Business Journal interview with President Martz. Coverage included discussion of development opportunities at the Airport. Doing Business in Seminole County in the Orlando Business Journal will be released May 19th. This focuses more specifically on business opportunities at the Airport. New publications: Orlando Family Magazine; Current publications: quarterly columns in Lake Mary Life, Oviedo Life and Longwood Life. Upcoming publication: Travel Host Magazine cover feature in three hundred different hotels located on International Drive.

Miscellaneous

President Martz updated the Board on the close of the Florida Legislative Session. SAA has a couple items moving through the system. David Smith sponsored a local bill for SAA to extend lease expirations to 99 years from 50 years and request for \$750,000 of funding for the "kidney shaped pond: the entire request made it into the budget next it goes before the Governor. President Martz noted that she and George Speake recently attended the Allegiant Conference along with Elizabeth Brown and Todd Payne of OSI. There were two one-on-one meetings with Allegiant representatives from marketing and air service development. George Speake informed the Board he did an introductory email between L3 and Allegiant regarding the pilot shortage. President Martz noted that she and Chairman Dane attended the DC Fly-in last week with Orlando Economic Partnership. They spoke with senior staff members of the Transportation Infrastructure Committee, met with the Congressional Committee Chairman; Congressman Corey Mills; and Homeland Security.

We submitted two requests for Earmarks, the "kidney shaped pond" and a 2nd request to run water and sewer to the Midfield Development Area on the east side of the Airport.

Chairman Dane informed the Board that SAA is hosting OEP on May 11th they are holding their Board Meeting in the terminal and there will be a VIP Reception following, all Board members are invited to attend.

9. COUNSEL'S REPORT

Brett Renton complimented President Martz on the OBJ article he received a lot of feedback from colleagues noting the impact in the development community. Mr. Renton updated the Board regarding: OSI Notices of Defaults; City of Sanford Fire Station Lease proposed for June 7th Board meeting; GOAA; Amendments to Florida Statute 332.0075; and Rates & Charges.

10. CHAIRMAN'S REPORT

Chairman Dane referenced the DC Fly-in noting it was a great experience. She informed the Board of the OSI/SAA Chairman to Chairman meeting May 3rd noting that the Board Directors would be updated following the meeting. Chairman Dane requested pulling item D from the Discussion Agenda. President Martz noted that item would be brought back at the June 6th Board meeting.

11. DISCUSSION AGENDA

- A. A Resolution supplementing and amending its prior Resolutions and changing the rate of the Airport Customer Facility Charge.

Jason Watkins, EVP & CFO explained this is the CFC Resolution amending the 2017 Resolution, in effect this is an increase of the daily per transaction rate. The CFC is used at the Airport to fund the Public Safety Department as well as rental car capex. He noted the last time this rate was adjusted was 2017. In the interim period that collection has declined 19% due to the inflationary effect, also seeing a decline in transaction level. The fee went from a peak of \$2.2M pre covid to \$1.6M, in order to make these investments we are looking to increase the daily transaction rate maintaining the cap in place, going from \$2.25 to \$3.25 a day which is a maximum increase on a rental car user of \$5.

Motion by Board Director Robertson, seconded by Board Director Crosby to adopt Resolution No. 2023-03 as presented. Vote taken, none opposed. Motion passed unanimously.

- B. Consider approval of FY 23 Capital Budget Amendments and authorizing the Acceptance and execution of corresponding FDOT grants.

Jason Watkins, EVP & CFO notified the Board that Discussion Agenda Items B & C he combined the two motions into Agenda Memo B as they tag team each other and it made sense to present them together. Page 2 is the headline; this Budget Amendment is predicated on the opportunity to take advantage of external funding that has been presented to us. There are some projects in here that we are advancing because of FDOT funding that has become available, if we don't execute these projects, we stand to lose potentially up to \$1M of matching funds. The other big share of the Budget Amendment is Taxiway Alpha improvement which is half of the taxiway project that was discussed in the Capital Workshop. That is a 90% bipartisan infrastructure law grant, there is a 5 year appropriation, we've appropriated 2 years. All tolled \$8.21M net increase but the out of pocket net is about \$1.2M. Mr. Watkins inquired if the Board wanted him to present each project individually and noted #7 is a decommitment of Budget. In the last several years there were concerns that our primary runway 9L would require a full depth reconstruction. The thinking at the time was we may be in a situation where we have to extend a closed 9L because that's a four to six month closure and then potentially expand and widen runway 9R as well taxiway Sierra. This was a benefit cost analysis environmental assessment study which is required by the FAA if you do an extension and widening, when the penetration study came back, we learned that we no longer have to do a full depth re-construction we can actually do a mill & overlay which saves us quite a bit of money and no longer necessitates the need for that 9R extension, so because of that we are asking the Board to decommit that project in the FY23 Budget.

Board Director Smith inquired of Mr. Watkins, what happens to the funding that FDOT made for the FIS project?

Mr. Watkins responded it's still there, we're at a bit of a holding pattern for that because we understand from CBP that they are no longer asking for the level of maintenance/repair that was contemplated initially when the grant was awarded, however there will still need to be some repairs made before we close out that grant. He understood CBP is accumulating their requirements need list and then they will come back to us and we use the FDOT funds.

President Martz added that of all these projects only item #4 Cell Lot expansion is a new project. These projects were included in the Capital Plan and we are advancing some of them because the money is available, this money would have for the most part been spent, at a later date.

C. FDOT Grant Acceptance

Motion by Board Director Ioppolo, seconded by Board Director Smith to approve budget amendments with a net total of \$8,021,611 to be funded through a

combination of FAA entitlements (\$1,032,850), BIL formula grants (\$5,094,900), FDOT PTGA grants (\$1,171,950), and unrestricted SAA funds (\$1,196,911). Included in this amendment is a budgetary reduction to decommit the \$500,000 BCA/EA Runway 9R-27L project previously approved in the FY23 Capital budget; and to approve and authorize execution of FDOT PTASs and Resolutions. Vote taken, none opposed. Motion passed unanimously.

- D. [pulled] Revision of the Adopted Sanford Airport Authority Investment Policy and approval of Resolution No. 2023-05.
- E. Consider approval of the second amendment to two ATM site locations to remove two ATM machines.

Todd Payne, OSI Director of Air Service & Commercial Development informed the Board this item is the amendment to two ATM site locations to remove two ATM machines. The company is not making any money on the ATMs as people aren't using ATM's as much as before. The current agreement is on autorenewal every 24 months, the next expiration is May 2024. The units that they would like to remove are in west concourse baggage claim area Terminal B, the other is in the terminal A. The two remaining ATMs will be in the mezzanine area of the parking bridge and in the Welcome Center.

Discussion ensued if the request isn't approved how long do the ATMs have to stay in the terminal? Todd Payne responded he wasn't sure.

Discussion ensued are they the only ATM provider. If we don't want to remove the 2 as requested, can we get a request for another proposal for another servicer of ATMs. Todd Payne responded that this contract goes through May 2024 and OSI doesn't want to pursue competing ATMs due to the fact that the ones here aren't making money. This gives us the opportunity to pursue another company to grow with us.

President Martz felt the concern was more than just financial and expressed concern regarding not have anything available for passengers. She asked that they do keep the mezzanine and Welcome Center ATM's, could we get the ATM in the mezzanine replaced as it is held together with duct tape.

Todd Payne responded yes maybe move one of the two being removed to that location. He stated that part of this opportunity relates to how the airport grows and I think we'll be in a growth mode sooner than later that we look to them growing back more ATMs when we have more demand. We could look at another provider for ATMs, Vystar Bank is the name on the ATMs, Vystar has made a commitment to Seminole County with new branches.

Discussion ensued regarding one ATM being removed from Terminal A during the Terminal Construction project. President Martz noted for the record considering that circumstance that we keep a good eye on the two that are remaining.

Motion by Board Director Ioppolo, seconded by Board Director Miller to approve the second amendment to ATM site location agreement (East concourse, formerly "International Terminal – Terminal A") of the Cardtronics ATM Agreement and approve the second amendment to ATM site location agreement (West concourse, formerly "Domestic Terminal 0 Terminal B") of the Cardtronics ATM Agreement and Authorize the President/CEO to execute the associated documents. And that there are two remaining ATMs and that they meet a quality standard. Vote taken, 8 in favor, 1 opposed. Motion passed.

- F. Consider approval to extend rental car agreements set to expire May 31, 2023, with Hertz, Avis/Budget, Alamo/National and Enterprise.

Todd Payne, OSI noted this request is to consider approval to extend rental car agreements set to expire May 31, 2023, with Hertz, Avis/Budget, Alamo/National and Enterprise. The recommendation is to extend that agreement to co-terminate with the current legacy Dollar Car Rental Agreement that expires March 31, 2026. SAA and OSI agree it benefits the airport to do an RFP in 2026 as the Airport is strong and there is more opportunity. Looking for the Board's approval to extend Hertz, Avis/Budget, Alamo/National and Enterprise.

President Martz noted staff is in support of the extension although she asked Counsel, if OSI's intention is to extend the agreements by a letter is sufficient.

Brett Renton stated his understanding is the option under the contract has run so he wasn't sure you can do it by letter.

President Martz noted the contract contemplates that we can extend.

Brett Renton explained if the letter is signed that letter becomes an amendment that would extend the term but it is for our purposes as a Board, we want to approve it as a mutually executed document that would be an amendment to the contract extending it through March 31st 2026. Absent that approval he would not suggest the Board authorize the President to execute such document.

Motion by Board Director Ioppolo, seconded by Board Director Smith to approve the extension of the rental car agreements as provided in the 2021 amendments through March 31, 2026. with the caveat that the President is only authorized to sign provided that each of the rental car customers countersign in order to form a valid

amendment extending the terms of the agreement. Vote taken, none opposed.
Motion passed unanimously.

12. OTHER BUSINESS

Chairman Dane inquired if the SSP contract was executed? President Martz affirmed the contract was fully executed.

13. NEXT MEETING REGULAR MEETING (JUNE 6, 2023) BUDGET WORKSHOP (JUNE 27, 2023)

14. ADJOURNMENT

There being no further business, the meeting was adjourned at 10:26 a.m.

Respectfully submitted,



Nicole Martz, Esq., AICP
President & CEO
/lh