

**MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
DECEMBER 5, 2023
8:30 A.M.**

PRESENT: Jennifer T. Dane, Chairman
Clyde H. Robertson, Jr., Vice Chairman
Kenneth Bentley, Secretary/Treasurer
Benny Crosby
Chick Gregg, Sr.
Frank Ioppolo Jr. (arrived at 8:40 a.m.)
William R. Miller
Richard Sweat
Stephen P. Smith
Brett Renton, Airport General Counsel
Comm. Jay Zembower, County Liaison
Mayor Art Woodruff, City Liaison

ABSENT:

STAFF PRESENT: Nicole Martz, President & CEO
Jason Watkins, Executive Vice President & CFO
Shani Beach, Properties & Exec. Initiatives Admin.
Tom Fuehrer, SAAPD Chief
Steve Fussell, VP Strategic Initiatives
Tommy Gentry, Director IT
Marc Gilotti, SAAPD Captain
Lori Hunt, Executive Assistant
Gino Martinez, Finance Manager
Danette Maybin, Human Resources Director
Jeremy Owens, VP Engineering and Maintenance
Lauren Rowe, Communications Director
Rick Shea, Operations Director
Jason Shippell, Chief SAA ARFF
George Speake, EVP & COO
Roberta Stanton, Procurement Manager
Jennifer Taylor, Director of Program Administration

OTHERS PRESENT: Bob Begley, CE Avionics
Sonya Brauer, SER
Tracy Garcia, OEP
Tom Green, Providence One
Jonathan Hand, CHA
Brady Lessard, City of Sanford
Ryan McCleary, L3Harris

**Genean McKinnon
Paul Partyka, NAI Realvest
Shari Ridell, L3 Harris
Doug Saunders, C&S
Sandeep Singh, AVCON
Kaley Slattery, The Southern Group
Greg Smith, Million Air
Craig Sucich, ATKINS
Robert Utsey, ZHA**

1. CALL TO ORDER, PLEDGE OF ALLEGIANCE

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. APPROVAL OF MINUTES OF THE SPECIAL CALLED BOARD MEETING HELD ON (SEPTEMBER 18, 2023) AND THE REGULAR BOARD MEETING HELD ON (NOVEMBER 7, 2023)

Motion by Board Director Smith, seconded by Board Director Bentley, to approve the Minutes of the Special Called Meeting held on (September 18, 2023) and the Regular Board Meeting held on (November 7, 2023). Vote was taken, none opposed. Motion passed unanimously.

4. RECOGNITION OF TOM GREEN

Chairman Dane recognized former Board Director Tom Green and read Resolution 2023-11.

Motion by Board Director Smith, seconded by Board Director Crosby to approve Resolution 2023-11. Vote was taken, none opposed. Motion passed unanimously.

EVP & COO George Speake presented a commemorative propellor to Tom Green. Mr. Green thanked Mayor Woodruff and the City Commission for the honor and privilege of appointing him, and thanked Commissioner Zembower for his support.

5. PRESENTATION THE SOUTHERN GROUP

Kaley Slattery, The Southern Group presented a Pre-Session Legislative Update to the Board.

6. LIAISON REPORTS

A. City of Sanford

Mayor Woodruff reported: (1) Continued sewer backups when it rains. And when people turn on their water, we're not sure their meter is going to work continuing to work on those projects. (2) Mayfair Country Clubhouse is moving along; the Fire Station is moving along very slowly. (3) Marina renovations and repairs are progressing. Recently heard that both the golf course and the marina are turning a profit, operationally a profit but the City is still putting a lot of money into those projects long term. Tree lighting occurred last Friday great attendance. The Sanford Christmas Parade is Saturday December 9th.

President Martz informed the Board the Airport has a float registered in the parade anyone is welcome to join.

Mayor Woodruff noted at the City Commission meeting Monday December 11th the Commission will have their first look at a parking assessment fee downtown to start raising money to increase parking. The assessment would be on the property owners downtown based on use/occupancy. He explained we'll see because people are pushing the City to go to parking garages and once, they find out that they have to pay for it pushback might occur.

B. Seminole County

Commissioner Zembower reported: (1) Lake Jessup Basin Study no update, all the data has been collected and it's getting ready to go out to final bid process for contractors; (2) 417 Connector Roadway to Orlando Sanford International Airport, CFX has processed collecting a consultant for the PPE Study. John Dredge, County Engineer is sitting in on the selection committee. (3) Traffic signal E. Lake Mary Blvd. & Kings Crossing activated on November 21st. (4) Land use items being filed with the Dept. of Commerce upgrade all Land Use aspects in the County. (5) Former Flea World property is under contract and moving forward, and will come before the BCC in two months.

Board Director Ioppolo inquired of Commissioner Zembower is there anything the SAA should be doing to make sure we are keeping at the highest priority level for the County regarding the 417 connector. He recognized that Commissioner Herr is on the Committee and she represents the Commission's view on that, and asked does SAA need to come to a meeting and ask for a vote and make sure that there is no question as to how important that is.

Chairman Zembower felt the BCC has made it very clear to their representatives how that needs to be handled, and he will monitor that as the new County Chairman. He has asked the CFX Board for all the minutes, and

President Martz and her staff are engaged as well to that point. The County Economic Development team has this as one of their priorities it's on their list hopefully they reached out to the Airport he understood that Andrea Herr was supposed to meet the SAA to discuss some incentive items that have been talked about in the past, they are putting plans together for that as well.

President Martz stated she and Commissioner Herr have not done that, but she'd look for that. She informed Commissioner Zembower that she and Commissioner Herr have talked about the 417 and she was very supportive, there are a lot of priorities in the County but felt this is at the top of her list.

Chairman Zembower spoke of the Split Oaks item in Orange County and stated that could improve our chances of getting things done much quicker. And he wished the SAA Happy Holidays on behalf of the County Commission.

President Martz inquired of County Chairman Zembower about the one cent sales tax and the efforts towards that and putting together the project list, she inquired where staff was on that. She wanted to make sure the Airport is able to engage with the County and the Cities with respect to anything the Airport might want to see.

Chairman Zembower stated it has been developed and is being fine-tuned the County portion, the City has done the same. There is a strategy as to why it has not been rolled out yet. As the cities, county and partners caucus they will be discussing when that rolls out. There is a private entity that will assist in moving that initiative forward, and he stated stay tuned and if the Airport has anything at all they should engage with the County Manager Darren Gray. He also stated he would invite President Martz to a City Managers meeting and would keep her in the loop.

Board Director Bentley inquired of Chairman Zembower if the times for the BCC meetings are going to change again.

Chairman Zembower noted County Board Policy states 9:30 a.m.

Chairman Dane and the Board congratulated Mr. Zembower on his Chairmanship of the BCC.

7. COMMENTS FROM THE PUBLIC

None

8. CONSENT AGENDA

- A. Consider approval of Lease 2023-071 for Orlando Sanford Flying Club, building #515-8 located at 2830 S. Mellonville Ave., Sanford,

FL 32773.

- B. Consider approval of Residential Lease No. 2023-069 with Danette Maybin and the Sanford Airport Authority for Building No. 601, located at 3103 Ohio Ave., Sanford, FL 32773.
- C. Sanford Aviation Noise abatement Committee (SANAC) Appointment Confirmations.
- D. Consider approval of the Ground Transportation Pre-Arranged Permit January 1, 2024-December 31,2024.
- E. Consider approval of Lease #T2023-01 with Allegiant Air for Terminal office and storage space.
- F. Consider approval of Lease #T2023-02 with STS Line Maintenance for Terminal Office Space.
- G. Consider and approve the renegotiated contract award for Taxicab Concession Services with City Cab Company of Orlando, LLC and Yellow Cab Company of Orlando, LLC.

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

9. PRESIDENT'S REPORT

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

- Wildlife Assessment: Approved by FAA last week;
- Stormwater Master Plan Update: Modeling continues. Draft Master Plan – Completion date revised to March '24;
- SAA Maintenance Facility Replacement: Site work continues. Awaiting power to finish interior;
- ARFF Station and Building #37 Generators: Awaiting Permit Approval, Jan/Feb Completion (est.);
- Terminal Ramp Improvements: Bidding Q2/Q3 '24;
- Runway 9L Rehabilitation: 30% plans Scheduled for 12/8; and
- Taxiway A Rehabilitation: 60% Scheduled for week of 12/18.
- Remote Parking Lot: surveying begins week of December 11th, kickoff meeting to follow to get project underway. Anticipating have lot parkable by Nov. 24. Thanksgiving 2023 had 1700 cars parked in remote lots.

Discussion ensued regarding permitting delays for ARFF Station and Building #37 generators. Mayor Woodruff was asked if he could look into the permitting delays in the City Building Dept.

Jeremy Owens, VP Maintenance & Engineering presented the update on the SAA Maintenance Facility Replacement: Steel is completed, site work is being done, contractor will be slowly leaving until electrical shows up, all HVAC

equipment is installed. Length of the bay area is 57' which will hold the largest equipment. Office space first coat of paint is on, waiting on flooring, doors and electrical. Maintenance employees are very excited, anticipating a Feb/March move in date. Ribbon Cutting is planned.

OSI Contract

President Martz noted the team is continuing to move through the terminal transition. There is a budget amendment to be discussed later that will talk about that. Staff is doing a great job, there are stressful moments regularly throughout the week. Staff is not getting a lot of cooperation from OSI and are working around that. There are some things that we probably are going to have to buy that we probably shouldn't have to buy, but in order to make sure we are up and running on February 28th we're going to make sure that we're provisioned in the way that we need to be and be able to provide all the services we need to the passengers, and then we'll sort that all out at a later date.

The biggest issue that we're focused on right now is the fuel farm and getting that squared away and we're working directly with Allegiant on that as well. Allegiant still has an interest in that and ground handling. She explained that she has talked to some of the Board Directors, Allegiant has already taken in above the wing ground handling, they are taking below the wing ground handling inhouse effective February 15th. OSI has indicated to SAA that they will cease to provide ground handling services to Flair as of February 14th as well. Staff is gearing up to take that over as well.

Some of the budget amendment is associated with buying equipment, and staffing up, making plans to provide ground handling services for Flair & Sun Country and any other airline that might be on the horizon for us. That has been a heavy lift, it is probably the bulk of the staffing that we need to bring on. It's not the bulk of revenue we will see, we will talk a little bit about that before the next Board meeting. In January a very significant budget amendment will be before the Board with all the personnel and operating expenses. Individual briefings will be set up with each of the Board Directors to talk about all that prior to the January board meeting. We're moving along, although we have some moments "you know what about this or that". But she feels really comfortable. There was a great meeting with the team and Brett yesterday, we meet at least once a week to talk about terminal transition. President Martz urged the Board Directors if they have any questions to reach out, but she emphasized she feels really confident we have a good handle on moving forward. SAA takes over February 15th for the ground handling and February 28th for overall terminal operations.

Board Director Ioppolo inquired of President Martz given the lack of representation by OSI they don't even send the lawyers, they won't take any meetings with you, are we comfortable that the current state of the airport and

operations is safe for the public being that we aren't getting any cooperation with the contract.

President Martz explained the issues that we have is the maintenance and the concerns about the potential impacts to public safety, we are staying on top of. Although we are having to mine for information, we're all aware of the particular issues, we're staying on top of those. We're moving forward and where we have to step in, we'll step in. There is some activity for instance, an escalator project, escalator 6 which is in the old international terminal, they started that. The timing of starting an escalator modernization project in the middle of the holiday travel season, is a little interesting, but they have started that project, and it will run beyond the termination date, so we're talking about how does that work, how do they finish up that project.

OSI started a clean down yesterday on escalator 1 which is the up escalator to the parking garage, that seemed odd to her. It's a three week project in the middle of the holiday season. She reached out to John Green yesterday about that, it's supposed to be wrapped up by the 22nd three days before Christmas. The Airport is hobbled on two ends of the terminal with escalators right now. She doesn't want to tell them to stop because we need those projects done and frankly under the contract, we can't tell them how to do their job. She doesn't know the motives behind it or if there's some strategy to that, but it's just interesting that we've all known the status of these escalators for years literally, and to have this happen during the holiday season is a little bit concerning.

Board Director Ioppolo noted it's pretty clear given the number of defaults and our decision to terminate them, that they're not doing their job and he questioned Brett Renton if this conversation is more appropriate for a Shade Session. OSI gets a significant portion of the revenue but they're not doing their job, does that require an amendment to the complaint, or require a new demand letter, issue a default, why would we pay them the full ride if we have to do all the things that they contractually should be doing.

Brett Renton replied that Board Director Ioppolo just outlined the dispute that we're in right now over the monetary damages associated with how they are running the terminal. He stated he'd be happy to talk to Board Director Ioppolo or any of the Board Directors one on one specifically about litigation strategy and other issues. What we're fighting with right now is that both sides have pulled back to their corners with claims against one another on what are these monetary damages, what do you owe me etc. OSI has until the 11th of December to identify whether or not they are going to mediate under the contract or they're just going to ignore the terms of the agreement. He can't force somebody to live up to a contract as you all know that's called breach of contract so we'll see. But their trigger point is coming, they've blown through certain deadlines and then after the fact said well, we don't believe those were the deadlines anyway. He stated he's surprised constantly by some of the legal

positions and the maneuvering they make because it doesn't match other positions, they've taken for the last nine months.

Board Director Ioppolo said he'd imagine anybody considering doing business with this company would think twice about it just observing how they've conducted themselves with a lack of professionalism on a transition let alone their failure to meet public safety requirements in a contract that speaks for itself.

President Martz informed the Board that although OSI isn't doing marketing, or air service development for us and that is an obligation under the contract they are still retaining 87% of the revenue they collect.

Mayor Woodruff inquired if SAA is picking up OSI employees.

President Martz replied yes that is the intention, we have created an organizational structure that we'll bring to both this Board and to the City as part of a budget amendment to demonstrate that. We'll do it in January she felt the timing is better then, but we've already started talking to folks. We have an abbreviated form for anybody who is interested, and we're picking up a significant amount of interest.

Brett Renton clarified we aren't hiring them on prior to the termination date under the contract, we're just telling them that once the transition occurs there is going to be a position for them, so we're not interfering with their current employment.

Mayor Woodruff informed Mr. Renton that he received a WARN notice that states that OSI is terminating and laying off all of their employees on February 28th.

President Martz requested a copy of the WARN notice.

Mayor Woodruff replied he would have it emailed to her. He then asked if there has been any public discussion, notice anything about this happening?

President Martz explained other then the discussion that we had here publicly we have not done any sort of public statement. We do have a communications team assembled and we brought them on as we started to get into some heavy defaults, so we're prepared for that. At one time we discussed whether or not to affirmatively issue something proactively and she's just concerned it's so complicated that a piece of it may be misconstrued about the safety of the airport or the functionality of the airport but we are prepared to address any issues that may come up.

Mayor Woodruff stated the reason he brought that up is now that this WARN notice has been sent out if that gets picked up and somebody says, "oh the Sanford airport shut down".

President Martz stated we knew it was coming and we did want to be prepared, but we've already communicated to the staff here that there will be positions available upon termination. The ground handling folks we intend to bring on February 15th and any terminal operations folks we intend to bring on February 28th and that all will require this budget amendment that she's mentioned several times today.

Board Director Robertson informed President Martz that on Saturday he was asked to give an interview to the Sanford Herald and he told them that he couldn't and to contact her or Brett.

President Martz stated she hadn't heard anything from the media. And one of the very top concerns from when all this started, the day the Board issued the notice of termination, was the employees. We started reaching out to them to let them know there is a place for them to land here. The rank in file, the folks that come in every day and keep the passengers moving they are great, and this is no reflection on them. We really want them and there is an interest in staying, so she feels very comfortable that we're going to be staffed.

Board Director Smith inquired if OSI still has an executive staff here.

President Martz replied she thinks their COO is here regularly, John Green is in town from time to time, and she didn't know if there is a regular schedule or not.

Board Director Ioppolo inquired and John Green still won't meet with you, won't take your telephone calls?

President Martz replied no they will not meet with me. Most of the communication, she emails them regularly, and she doesn't necessarily get a response. Brett has more communication with them through their attorney than she does.

Board Director Ioppolo inquired what's the significance that the Mayor would know of the WARN notice before she and her staff would know?

President Martz replied the WARN Notice would normally be the City that would get that.

Board Ioppolo felt a courtesy copy would be nice, but courtesy has been out the window for quite some time.

Chairman Dane inquired of Brett Renton did he think it's time for a shade session so he can lay out where we are strategically. She knows there is a plan to transition but there's also the legal underpinnings that are happening and inquired if that would be thru individual briefings.

Brett Renton replied to Chairman Dane we're going to do that next month

President Martz explained we'll do individual briefings with each of the Board Directors on the more definitive strategy, she didn't want to discuss it at a public meeting and have that strategy be undermined.

Chairman Dane stated that's fine and she would just really appreciate knowing exactly what the strategy is, she knows what it was in the past, but it feels like we're pivoting a bit, and wants to understand where we're at.

Brett Renton noted it's his understanding that we're setting individual meetings with everybody this month which will include the budget amendment so you'll have the entirety of the picture and why both legal, financial and operational all meld together in the manner that they do. Staff is working thru on the financial side on the finites. He agreed with President Martz the transition meetings have gone well and thought the Board will be pleased once you see that.

Chairman Dane stated she knew there was a plan to go over the transition, but wanted the legal part as well please.

President Martz informed Mayor Woodruff we're setting up meetings with he and the Commissioners as well for that budget amendment.

Commissioner Zembower inquired of Mayor Woodruff if there is a process in place that if any sensitive communications related to this matter are directed to the City would the City automatically forward that to Airport staff.

Mayor Woodruff replied no but that he's aware the Airport is not necessarily getting notices, we will notify them.

Commissioner Zembower explained he struggles with that; his executive aide only gets so much privilege; other employees don't always understand the sensitivity and the necessity of sharing that information when it comes in you get it to the right people.

Development

Paul Partyka, NAI Realvest updated the Board regarding: (1) Synergy Woods moving forward with their facility that will be located adjacent to the new potential ground parking lot, next step working on a proposal; (2) ABS is moving forward with a feasibility study; and (3) Chesterfield Development initial site plan

approximately 900,000 square feet of buildings. Mr. Partyka referenced the penny sales tax and noted Private Business Association of Seminole, PBAS will be part of that in a positive way. All tenant leases in the state of Florida effective December 1, 2023 have reduced sales tax, at the airport it would go from 6.5% to 5.5%.

Board Director Smith inquired of Mr. Partyka who the developer is at the Apopka Airport that is building 900,000 square feet of space.

Mr. Partyka stated he wasn't sure who the developer is.

George Speake explained that everything done at the Apopka Airport is all privately built, it is not done by the airport.

Mr. Partyka noted Publix at Kings Crossing is slated to open January 2024.

Orlando Sanford International, Inc.

President Martz noted for the record no one was present from OSI to provide a report.

Chief Financial Officer Report

Interim CFO Gino Martinez reported:

- November 2023 Dashboard
- Cash & Investment Balances
- Procurement Dashboard: New Solicitations (1) Airport Planning Professional Services; (2) Common Ramp Rehab and Taxiway L @ Rw9C; (3) Cell Phone Lot & RCB Improvements; (4) Terminal Advertising
- Finance and Administration Updates: (1) FY2023 Operating Budget Amendment – Approved by City Commission Nov 27th; (2) FY2023 Year-End Close set to begin in December.

President Martz referenced Terminal Advertising and explained SAA will be taking that over so our recommendation to the Board is that we hire an outside firm to solicit advertising in the terminal. Staff is putting together a RFP to get proposals back for the Board to consider. OSI has been doing terminal advertising inhouse, and she didn't know if it's been as effective as we'd like it to be. Now that traffic is back up, we think that using an outside firm to solicit advertising in the terminal is probably the best way to go.

Discussion ensued regarding the SAA being legislatively bound to meet on the first Tuesday except with holiday exceptions.

Brett Renton clarified the Board rules say the first Tuesday of every month at 8:30 absent board which would approve the schedule for the meetings going

forward which you set yourself. Also, as a local special district , there is a specific act that says you should publish basically pick your date and make it known amongst all the other government entities to avoid conflicts so that's your date that's listed on all of those government calendars absent any changes that you send out as early as you can.

Discussion ensued regarding the option to meet on the second Tuesday of the month and finance numbers wouldn't have to be estimated. Further discussion the 2nd and 4th of the month is the BCC meetings, and the Liaisons could be effected.

Chairman Dane noted that she and President Martz have discussed the fact that we probably need to relook at our Board rules because we are transitioning away from OSI and what does that look like and so if that's something we want to discuss at that time, that will be a second quarter conversation.

Commissioner Zembower noted that is a difficult juggling act, because there are Board members sitting on this Board that sit on other regional Boards that meet on specific days that are tri-county in nature that benefit the Airport, County & City and so forth.

Chairman Dane requested an update on the CFO position applicants.

President Martz explained we have a recruitment out, we've gotten a lot of applications, and one that looks like a potential candidate. There is no particular timeline; Gino has things well in hand.

Miscellaneous – Communications

Lauren Rowe, Communications Director informed the Board SFB hosted the inaugural flight to Minot, ND ice fishing anyone? The flight was full, Raul went onboard and had everyone say, "Why Not Minot". On Friday SFB is sponsoring Visit Orlando's year end Luncheon and she played a video that will be shown at the luncheon.

President Martz noted the Visit Orlando event is huge it is the travel industry for Central Florida, so we're excited to be the presenting sponsor, the video will be shown at the beginning of the program.

10. **COUNSEL'S REPORT**

Brett Renton updated the Board regarding: (1) GOAA Trademark Dispute; (2) PFAS; (3) Tenant Burrell Group was sent a NOD, they didn't respond, they were sued and as of yesterday there is a of \$11M+ judgement and (4) Board Ethics requirement.

Chairman Zembower noted that in the past Seminole County held in person Ethics Training and made it open to any government entity or anyone in the County. They have since decided they will no longer do that, and it will be the responsibility of the County Attorney's office to make sure that everyone who is required that training will have to get it themselves, the County attorney's will no longer provide that training.

Brett Renton wished everyone a Merry Christmas.

11. CHAIRMAN'S REPORT

A. Appointment of general Counsel

Chairman Dane informed Board Director Sweat that Ken Wright who was our general counsel from Shutts has retired and she recommended that Brett Renton be named our general counsel.

Motion by Board Director Smith, seconded by Board Director Crosby to appoint Brett Renton as Airport General Counsel. Vote taken, none opposed. Motion passed unanimously.

B. Approval of 2024 Calendar of Board Meetings

Motion by Board Director Miller, seconded by Board Director Robertson to approve the 2024 Calendar of Board Meetings. Vote taken, none opposed. Motion passed unanimously.

Chairman Dane noted that entirety of staff didn't attend the Board meeting to be recognized. President Martz informed the Board that in lieu of the Christmas Party that is usually held, this year we will be holding a Christmas Lunch on Friday December 15th, she encouraged the Board to attend. Based on response we've had the last several years on the Christmas Party staff felt a Christmas Luncheon would be a better event, some of the expense of the party is being used to give the employees each a small gift in lieu of the party.

12. DISCUSSION AGENDA

A. Consider and approve the First Amendment to extend contract #SA-2023-015 with Benzon Aviation Consulting, LLC

President Martz stated this item is the extension of the contract with Dan Benzon. Earlier this year the Board authorized a contract with Dan Benzon's company to help facilitate on Rates & Charges Revisions for the airfield. He has done a great job working with staff on that, he has a lot of experience. She would like extend the contract so that Mr. Benzon can help staff with the transition. Mr. Benzon has worked as a consultant with airports and airlines as well. There will be a number of

financial matters related to the transition, and Mr. Benzon is a great resource. Discussions have been held with Mr. Benzon regarding the PFC Application; Gino Martinez has already interfaced with him on that. Also, he has a lot of experience with concession contracts. The request is to extend the contract with Benzon Aviation Consulting to keep them on as a resource during the transition. Because the Board approved the initial contract Chairman Dane felt it was important the Board knows the contract was being extended.

Motion by Board Director Smith, seconded by Board Director Crosby to (1) Approve the First Amendment to extend contract #SA-2023-015 with an expiration term of June 30, 2024 with Benzon Aviation Consulting, LLC; and (2) Authorize the President/CEO to execute the necessary documents. Vote taken, none opposed. Motion passed unanimously.

B. Approval and authorization to amend the 2023-2024 Fiscal Year Capital Budget.

President Martz stated this item is a budget amendment staff is requesting as part of the transition activities an interim budget amendment and staff will be bringing a large budget amendment in January. This request is for \$2M, there is quite a bit of equipment that we need to purchase for ground handling. Also purchasing some parking shuttles, which for the record we do not believe we should have to purchase the parking shuttles as we believe they are terminal equipment and the existing parking shuttles should remain. OSI has notified us that we are free to purchase them from them, they do not intend to leave them. That is part of the dispute and we will need to resolve that at some point in time, but we are going to need parking shuttles February 28th. George has spent a great deal of time sourcing equipment for us. He has found ground handling equipment and also the parking shuttles. If we move on the parking shuttles now, we will have them hopefully in time for the Christmas Overflow Parking needs. This budget amendment still needs to go to the City of Sanford.

President Martz reminded the Board the whole revenue situation is going to change as well. While we have strong reserves, she didn't want them to think we're strictly relying on the reserves. The OSI portion of revenue from this past year was \$21M not including ground handling, that's another \$9M. That's their 87.5% that will eventually transfer to us. She assured the Board from a cash flow standpoint we can handle this even the reserves aside.

Board Director Smith noted the OSI parking shuttles are almost 30 years old

George Speake replied he didn't know that they are that old, but they're older than what we would want, minus one which is electric and it's really not set up in his opinion to adequately handle passengers coming from parking lots. So, from that standpoint if they did give them to us, it wouldn't be that much further down the road before we'd be replacing them anyway.

Motion by Board Director Robertson, seconded by Board Director Smith to approve an amendment to the Fiscal Year 2023-2024 Capital Budget by \$2,000,000 (5.4%). Vote taken, none opposed. Motion passed unanimously.

13. OTHER BUSINESS

Board Director Crosby informed President Martz that he and his wife have been reaching out to the CEO of Aerojet in Santo Domingo, to make a group presentation, if it's okay with President Martz they are going to pin this down and get an email and a telephone contact and provide that to her and whatever she sees fit to do with it after that.

President Martz replied that's wonderful and asked Board Director Crosby to let Aerojet know we will host them here; we will fly them in and will make accommodations. And if you get us the contact information, give them a heads up that we're going to reach out to them.

George Speake stated their route development person would be a good contact.

Chairman Dane inquired of President Martz have you heard back from Avelo.

President Martz replied we'll talk about that offline.

14. NEXT MEETING REGULAR MEETING (JANUARY 9, 2024)

15. ADJOURNMENT

There being no further business, the meeting was adjourned at 10:13 a.m.

Respectfully submitted,


Nicole Martz, Esq. AICP
President & CEO

/lh