

**MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
MARCH 3, 2026
8:30 A.M.**

PRESENT: Kenneth Bentley, Chairman
Chick Gregg, Sr., Vice Chairman
Stephen P. Smith, Secretary/Treasurer
Benny Crosby
Jennifer T. Dane
Emory Green, Jr.
Frank Ioppolo, Jr.
William R. Miller
Richard Sweat
Brett Renton, Airport General Counsel

ABSENT: Commissioner Andria Herr, County Liaison
Mayor Art Woodruff, City Liaison

STAFF PRESENT: Nicole Martz, President & CEO
George Speake, Executive Vice President & Deputy CEO
Shelly Allen, Director of Communications
Shani Beach, Director of Properties & Exec. Initiatives Admin.
Judy Desrosiers, Commercial Development Manager
Tommy Gentry, Director of IT
Marc Gilotti, SAAPD Chief
Renato Goncalves, Asst. Director Airline Services
Nicholas Guido, VP of Finance/Chief Financial Officer
Lori Hunt, Executive Assistant
Brett Martin, SAAFD Battalion Chief
Katee Mathis, Director of Finance/Deputy CFO
Danette Maybin, Human Resources Director
Chris Metro, Financial Operations Manager
Bryon Morgan, SMS Director
Jeremy Owens, Vice President & Chief Development Officer
Julie Sawyer, Executive Assistant
Rick Shea, Vice President of Operations & COO
Roberta Stanton, Director of Procurement
Jennifer Taylor, Vice President & Chief Commercial Officer
Raul Veizaga, Marketing Manager
Shawn Ziegler, SAAPD Captain

OTHERS PRESENT: Sonya Brauer, MillionAir
James Cleveland
Malcolm Jones

**Allison McCuddy, FDOT
Genean McKinnon
Eze Nradi, NADIC
Paul Partyka, NAI Realvest
Michelle Proctor
Scott Sturgill
Clayton Thompson
Robert Utsey, ZHA**

1. CALL TO ORDER, PLEDGE OF ALLEGIANCE

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. APPROVAL OF MINUTES OF THE REGULAR MEETING HELD
(FEBRUARY 3, 2026)

Motion by Board Director Smith, seconded by Board Director Green, to approve the minutes of the Regular Meeting held on February 3, 2026. Vote was taken, none opposed. Motion passed unanimously.

4. PGCS PRESENTATION OF CHECK

Bryon Morgan, SMS Director, introduced Michelle Proctor and James Cleveland of Public Risk Underwriters. A check was presented to the Airport as reimbursement for expenditures on safety-related initiatives, including PPE and training programs. These funds support ongoing efforts to enhance the safety of the Airport environment through a program sponsored by PGCS, the Authority's insurance provider.

5. LIAISON REPORTS

A. City of Sanford

Mayor Woodruff was not in attendance.

B. Seminole County

Commissioner Herr was not in attendance.

6. COMMENTS FROM THE PUBLIC

None

7. CONSENT AGENDA

- A. Consider approval of Addendum B to Lease 2022-017 for Mahoney Supply, LLC, Building #568 and Concrete Pad located at 3985 Aviation Loop, Sanford, FL 32773.
- B. Consider the approval of various Agreements with Worldwide Flight Services, Inc., related to Ground Handling Services being provided to Allegiant Air.

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

8. PRESIDENT'S REPORT

President Martz referenced her PowerPoint presentation, incorporated herein, and requested Jeremy Owens present updates on the following topics:

- Runway 9L Rehabilitation: Punchlist/Closeout;
- Taxiway A Extension: 90% review next week. Late March Bidding;
- Remote Parking Lot: Earthwork is substantially complete. Stabilizing ongoing;
- Stormwater Pond Improvements: Bidding Q1/Q2;
- Midfield Water & Sewer Project: Bidding Q1/Q2;
- ARFF Truck 1,500 Gallon – (2) - FAA) 9/2026 ETA; FL 7/2026 ETA;
- Wildlife Project – Phase 1 (Twy B/B7) – Earthwork continues; and
- ALP Update with Narrative – Reviewing draft sections. Q3/Q4 est completion.

Jeremy Owens discussed ongoing work at the Cell Phone Lot, noting the Airport received a 50/50 grant from the DOT to expand the lot to the maximum capacity that does not require additional stormwater improvements.

Board Director Dane inquired regarding the number of new parking spots and the total cost of the improvements.

Mr. Owens replied that the project adds 22 extra spaces, which represents a 30%-40% increase with a cost to the Authority of \$124,000.

President Martz clarified that these costs were included in the approved FY26 Budget and does not represent a new project.

George Speake added that the scope of work includes more than parking spaces; it involves the installation of 1,500 feet of curbing along Red Cleveland Boulevard, starting at Marquette Avenue, to prevent prohibited roadside parking that damages the turf. Additional project components include the addition of a sidewalk to the Vigilante memorial area, the installation of ADA stalls by the park, and striping for the entire lot.

Board Director Dane requested details regarding the Wildlife Project.

Mr. Owens explained that the area south of the runway had become a wildlife habitat because it held water over the years, despite not being designed for that purpose. The Authority secured an FAA Wildlife Habitat Removal grant, with supplemental funding from the FDOT to raise the ground level and repair an outfall structure. These improvements will drain the area, allowing for regular mowing and maintenance. President Martz clarified that the project's intent is to remove a wildlife attractant rather than to relocate wildlife.

Board Director Gregg inquired about the installation of a 48" pipe north of the Boombah Sports Complex and whether it was a County project.

Mr. Owens clarified that it is a City of Sanford project related to stormwater management for the Fire Station. Stormwater is now being rerouted from the temporary pond at the corner of Marquette Avenue and Skyway to a master pond, which will allow the temporary pond to be filled in the future.

President Martz noted that the Authority is participating in this project because piping through the pond will reclaim developable land for the Airport.

Mr. Owens noted that this effort gains additional acreage for hangars and aviation development while further removing potential wildlife habitats.

Board Director Smith inquired regarding the disposition of the significant amount of dirt being moved from the Fire Station site.

Mr. Owens replied that some of the material existed prior to construction of the Fire Station noting the Authority owns that entire space, including the dirt. Mr. Owens continued his report:

Terminal Projects:

- Hudson Retail – Complete;
- Generator Replacement (Admin/PBB) – Field work begins this month;
- Terminal Entry Painting – Reviewing bids; and
- Column Inspection/Repair – Initial investigation started. Wrapping up airside and permitting repairs on front.

Board Director Dane inquired regarding the terminal entry painting and whether the pod nearest the parking garage was included in the scope.

Mr. Owens replied that the pricing received did not include that specific pod, noting it is slated for next year's budget.

Board Director Dane noted the poor aesthetic condition of the area, and President Martz assured the Board that staff would investigate pricing for its inclusion.

Board Director Smith inquired if the original paint manufacturer had been consulted, observing that the previous application did not last long.

Mr. Owens reported that Sherwin-Williams inspected the site and indicated the previous application likely involved lower-quality paint or may have been diluted.

Board Director Smith asked if that concluded the investigation; Mr. Owens confirmed it had, adding that the previous contractor had utilized the lowest grade of outdoor-specification paint.

Board Director Dane referenced the Column Inspection and Repair and inquired if this work involved the smoking deck.

Mr. Owens clarified that the smoking deck work is complete and that the current investigation focuses on other columns found to be in similar condition. He noted that upon opening the columns for inspection, further issues were identified, prompting a review of all columns on that level.

In response to an inquiry from Board Director Dane, Mr. Owens confirmed that these repairs are classified as deferred maintenance.

Other:

- Building 310 Transformer – Permit issued. Installation work continues.
- Building 310 Renovation/Remediation – Permit issued. Work continues.

Development:

Paul Partyka, NAI Realvest, updated the Board regarding Development & Real Estate Activity consistent with his Development Activity Report which is attached to these minutes & incorporated herein.

Board Director Ioppolo inquired regarding the specific location of the proposed hotel development.

Mr. Partyka & President Martz clarified the site consists of 14 acres located adjacent to the Sports Complex.

President Martz informed the Board that the Authority is currently engaged with two separate groups considering development on that site. President Martz emphasized the high level of interest in the parcel due to its proximity to the upcoming indoor sports complex.

Board Director Ioppolo stated that the selection should be an affirmative strategic decision by the Board rather than a race between developers, requesting that the Board review all options before any commitments are finalized.

President Martz agreed, stating a preference for a comprehensive master plan over piecemeal development.

Robert Utsey, ZHA, commended the Authority on securing partnerships with UCF and Siemens, noting the significant research investment and industry partners these brands attract. He noted the UCF project has been eight years in development and that UCF's engagement played a critical role in generating Siemens' interest in the Airport. Mr. Utsey updated the Board on the Airport's participation in the OEP DIRT process, which involved a study of the northeast parcel conducted by the engineering firm Burns & McDonnell. Staff held two meetings with the firm to review draft findings and provide supplemental data to refine their analysis. Regarding marketing strategy, Mr. Utsey explained that the current "shotgun" approach was designed to create broad market awareness of all development opportunities. Moving forward, OEP will assist the Authority in pivoting to a more "rifle" or targeted approach for aviation-specific marketing. Mr. Utsey referenced a conceptual graphic being developed for the upcoming MRO Conference, which will focus on a "four quarters" rather than "100 pennies" approach highlighting the four most valuable parcels for aviation and MRO use. Burns & McDonnell is assisting in the creation of a one-page site prospectus for the conference, featuring renderings of potential hangar and MRO facilities. Additionally, the team is performing a "deep dive" into these four sites to determine their "shovel-ready" status and the steps required to achieve "pad-ready" condition. Mr. Utsey noted that current assessments show one site at 75% shovel-ready and another at 85%. This targeted approach is expected to drive more productive outcomes and high interest during the MRO Conference.

Board Director Ioppolo inquired whether the definition of "shovel-ready" includes reliable data on stormwater management, utilities, and infrastructure; areas he noted have historically not been in the Authority's favor. He asked if the current analysis would go to that level of detail.

Robert Utsey confirmed the depth of the study, noting that the partnership with OEP and the expertise of Burns & McDonnell provides a significant advantage in understanding site selector requirements. He explained that the feedback allows the Authority to provide precise data tailored to what selectors are seeking.

Board Director Ioppolo observed that if the analysis identifies necessary infrastructure investments to remain competitive with other sites, the Board would need to decide whether to allocate funds or include those costs as part of the development pitch.

President Martz explained that the 65-acre site was selected by OEP for enhanced study because it is the parcel we've advanced the most. She noted the primary remaining requirement for that parcel was wetland delineation.

In response to an inquiry from Board Director Ioppolo regarding ramp access and stormwater, President Martz clarified that while the site has access, the specific ramp connection would be developed once a site layout is determined. She suggested that ramp construction could serve as a development incentive, potentially funded by the Authority or in conjunction with Department of Commerce grants.

President Martz concluded by stating that the process has been validating, as it confirmed the 65-acre parcel as the premier candidate. She noted that the perspective provided by Burns & McDonnell is helping the Authority distill its marketing to focus on key data points and stated that a proposal may soon be brought to the Board to expand this refined analysis to additional parcels to ensure the Authority is speaking the same language as industry site selectors.

Board Director Ioppolo informed the Board that he had met with OEP and requested a specific follow-up meeting with Burns & McDonnell. He expressed a desire to understand the Airport's competitive standing regarding the 65-acre parcel specifically concerning the speed of development and existing infrastructure to determine how the site compares to other airports.

Mr. Utsey noted that the Authority is competing with other "shovel-ready" sites and emphasized that if a developer cannot meet their timeline here, they will look elsewhere. He stated that the current analysis will identify exactly what is required to reach 100% shovel-ready status, allowing the Board to make strategic investment decisions. He added that a site-specific prospectus for the MRO Conference will serve as a primary tool to accelerate these development opportunities.

Board Director Smith inquired about the availability of water, sewer, and stormwater utilities along the SR 46 corridor.

Mr. Owens clarified that while water, sewer, and electrical utilities are fully available on SR 46, dedicated stormwater infrastructure is not yet in place. He explained that, similar to airfield taxiway connections, stormwater pond placement is site-specific and cannot be finalized until a developer's layout is established.

President Martz addressed utility challenges for the two mid-field sites, noting that the Authority secured \$4 million in state and federal grant funding for stormwater and sewer expansion. She explained that the City of Sanford served as the applicant for these funds and must now execute an Interlocal Agreement and final paperwork to proceed.

President Martz expressed concern over staff-level resistance at the City despite legal consensus on the Agreement. She noted the Agreement is expected to appear on the next City Commission agenda and emphasized that this \$4 million investment represents "free money" that benefits both the Airport and surrounding property owners within the City.

President Martz reiterated that the project generates long-term revenue for the City through increased utility customers. She noted the current impasse appears to be administrative resistance to completing necessary paperwork and informed the Board of the situation should they have the opportunity to discuss it with City Commissioners.

Board Director Ioppolo requested the date of the next City Commission meeting, stating his intention to attend. He suggested that if City staff remains an obstacle to development, the

Board should request the project be transitioned to a private entity to ensure deadlines are met and the \$4 million in funding is not jeopardized.

President Martz explained that certain administrative actions, such as uploading documents into the grant system, can only be performed by the City. She expressed surprise at the resistance, noting the Authority's historical support for City projects, including the Fire Station and various north-side utility expansions. She emphasized that while the Authority views the relationship as a partnership, the current delay creates a risk of losing the funding due to legislative or federal changes.

General Counsel Brett Renton informed the Board that staff is preparing a definitive checklist for the City to ensure every technical concern is addressed. He noted that City staff had raised questions regarding the time required to review the documents and the associated costs.

Board Director Ioppolo expressed frustration with the reported lack of cooperation, stating it is unacceptable to risk a \$4 million investment due to a stated reluctance to review applications.

President Martz clarified that while City staff has not clearly articulated their concerns, the resistance appears rooted in the additional workload associated with the infrastructure investment.

Board Director Miller inquired if the Airport's enabling legislation or governing documents mandate this level of coordination with the City, or if it was an unwritten policy.

President Martz clarified that the requirement is not legislative but a function of the grant's structure; the specific state and federal funds are available to municipalities but not directly to the Airport Authority, necessitating the City's role as the primary applicant.

General Counsel Brett Renton clarified that the Authority is ineligible to receive the federal grant directly; the funding must be administered through a municipality. He noted that while the grant was awarded to the Airport, restarting the application process through a different entity, such as the County, would require returning to the beginning of the selection process.

President Martz informed the Board that she had notified City Manager Norton Bonaparte of the application early in the process. She emphasized that the current staff-level impasse is a significant challenge despite the Authority's commitment to the partnership.

In response to an inquiry from Board Director Dane regarding the timeline, President Martz explained that while there is no immediate threat of loss of funds, the fluid nature of state and federal funding makes it imperative to "strike while the iron is hot." She encouraged Board members to attend the upcoming City Commission meeting on Monday at 7:00 p.m. to show support for the project.

Robert Utsey continued his report, using the 65-acre parcel as an example of how Burns & McDonnell's feedback has refined the Authority's marketing. By excluding non-developable wetlands from graphics, the Authority can provide more accurate data to the market. He confirmed to Board Director Miller that this refined analysis would eventually be applied to all parcels.

Board Director Smith inquired regarding utility providers for the SR 46 corridor; Mr. Owens confirmed the area is served by the City of Sanford.

Board Director Green raised concerns regarding ingress and egress for the SR 46 parcels, noting potential traffic impacts near Millennium Middle School and the Brisson intersection. He emphasized the need for strategic planning with FDOT to manage congestion, particularly for large-vehicle access similar to the Avocet facility.

President Martz noted that due to the runway configuration, SR 46 remains the primary access point. Board Director Smith suggested that extended deceleration and turn-out lanes could mitigate traffic flow issues without requiring additional lanes on SR 46.

Board Director Sweat inquired about the status of the 70-acre northwest parcel previously tied to a PPK construction project.

President Martz noted that was a good question, indicating that her impression was that that the developer ultimately appeared to have an aversion to the risk of proceeding without a guaranteed tenant for the full 36-acre portion. She noted that despite the Authority offering to secure \$3 million in site-work incentives and provide taxiway access.

Board Director Ioppolo suggested that a direct meeting with the development group would be beneficial. Based on his recent discussions, he noted that the airport development environment has become increasingly competitive, with "shovel-ready" status now being a literal requirement for site selectors. He observed that while front-loading infrastructure like stormwater management is challenging due to unknown site configurations, other airports are gaining a speed advantage by repurposing land or pre-investing in infrastructure. He emphasized that as a well-funded local group with an interest in the Airport, their feedback is vital to understanding why previous deals did not close and how the Authority can better deploy its resources.

Board Director Sweat agreed, noting that the developer had already invested significant capital into the project. He stressed the importance of identifying the specific obstacles they encountered, as future prospects are likely to face similar issues. He expressed disappointment that the \$3 million in available incentives was not enough to "grease the skids" for this particular project.

Board Director Ioppolo reiterated that speed to development and pre-defined infrastructure costs are the primary factors in a developer's proforma. He stated that the ongoing Burns & McDonnell study will place the burden on the Board to decide whether to allocate funds for advanced infrastructure to improve the Airport's competitive position. He noted that the

developer is launching its new Air Boss hangar business, and they remain a strong local partner.

President Martz clarified that the group is currently building one hangar and remains in discussions for further development.

Board Director Sweat, noting his relatively new tenure on the Board, requested that President Martz and the executive team facilitate these high-level meetings to provide necessary context. President Martz and Robert Utsey agreed to coordinate these sessions, including broader strategic discussions with the OEP.

President Martz concluded by acknowledging that while the real estate program is currently "playing catch-up" due to a historical lack of investment, the Authority must remain strategic. She emphasized that all infrastructure investments must be weighed against Return on Investment (ROI), noting that spending \$3 million to \$4 million on a 6-acre lease might result in a 20-year payback period. She suggested the Authority might act as a "first-in" catalyst to trigger development but maintained that the insights from OEP and Burns & McDonnell will ensure the Authority does not lock itself into a sub-optimal long-term path.

Chief Financial Officer

Nick Guido, VP of Finance/CFO, presented the financial dashboard for January 2026, highlighting that the Authority surpassed one million passengers for the October–January quarter, reaching a total of 1,019,000. While January figures slightly missed the internal forecast, they remain ahead of 2025 levels, with 229,000 passengers compared to 228,005 in the prior year.

- **Operating Revenues:** Year-to-date - FY26 operating revenues reached \$13.9 million, exceeding the budget by 11.5%. Mr. Guido attributed this favorability to conservative budgeting regarding Allegiant's growth and the exclusion of Arajet operations from the original forecast. A budget amendment to align these figures will be presented to the Board in April.

President Martz noted that while passenger counts and Air Traffic Movements (ATMs) were slightly below the forecast, revenues remained ahead of projections. She suggested that increased per-passenger spending may be a result of the recent concessions refresh.

Board Director Ioppolo inquired whether the variance in passenger numbers was due to a reduction in flight frequency. President Martz clarified that while passenger volume is up year-over-year, it fell short of the aggressive internal forecast, so there was still a net gain.

Board Director Sweat suggested that the January arctic freeze and associated blizzards may have impacted travel. In response to an inquiry from Board Director Dane regarding Arajet's impact, Katee Mathis, Director of Finance, clarified that the slight decline against the forecast was primarily weather-related rather than a reflection of Arajet's performance.

Board Director Ioppolo observed that the negative impact of weather appeared to outweigh the positive gains from new passenger traffic. He emphasized the future importance of tracking "profit per passenger" metrics to better analyze these trends.

President Martz confirmed that staff is currently developing these metrics, though identifying the appropriate industry-standard metrics has been a challenge. Board Director Smith requested data on the number of flights cancelled due to northern weather; President Martz committed to providing that information, noting that weather also affects load factors and general travel sentiment.

Board Director Ioppolo recommended that Mr. Guido review the reporting standards of publicly traded airlines to identify comparable profit-per-passenger metrics for analysis. Mr. Guido acknowledged the recommendation.

President Martz concluded by stating that while forecasting involves a degree of estimation, the overall financial position remains strong, with revenues trending upward despite the minor variance in passenger volume.

- **Terminal and Non-Terminal Revenues:** Out of \$14 million in total revenue, \$10.1 million is derived from terminal operations, exceeding the budget by \$1.1 million. Mr. Guido noted that \$6.7 million of terminal revenue, approximately 66% is generated from parking and rental cars. Non-terminal revenues are closely aligned with the budget at \$3.75 million, reflecting a modest positive variance of \$273,000.
- **Operating Expenses:** Year-to-date operating expenses totaled \$11.5 million, trending 3% under budget. Mr. Guido attributed half of these savings to lower-than-anticipated salaries and benefits resulting from vacant positions and employees on leave.

Departmental Variances:

- **Office & Administration:** Currently 13% over budget due to increased recruitment costs; this is expected to normalize throughout the fiscal year.
- **Properties, Marketing & Advertising:** Trending 18.7% over budget, reflecting the Authority's heightened commitment to marketing initiatives.
- **Fuel, Tools & Supplies:** 60% over budget, primarily due to a \$277,000 purchase of bonded international fuel. Mr. Guido noted these costs are offset by the subsequent revenue from fuel sales.
- **Repairs & Maintenance:** 28% over budget, driven by necessary repairs to airport jet bridges.
- **Procurement Dashboard:** The Board was updated on several upcoming solicitations scheduled for March and April, including Invitations to Bid (ITB) for Kidney Pond

Construction; Mid-Field Water/Sewer (Water & Force Main Construction); the Taxiway Alpha Extension; and Wildlife Mitigation – Phase 2. Additionally, a Request for Proposal (RFP) for Property, Liability, and Workers' Compensation Insurance Broker services is planned.

President Martz noted that while being 3% under budget is positive, the upcoming budget amendment will include requests for additional funding in specific areas, such as marketing. She emphasized that the Authority's current marketing spend remains below the industry average for airports of comparable size.

Mr. Guido reported a positive trend with revenues increasing while expenses decrease. Total revenue currently exceeds expenses by \$2.3 million. The year-to-date net income from operations is \$2.37 million, \$1.8 million over budget compared to a net loss of \$1.2 million during the same period in 2025.

Including non-operating interest income, the total net income stands at \$2.6 million. Mr. Guido noted a \$110,000 year-over-year decrease in interest income due to declining market rates.

Mr. Guido highlighted the successful transition to the new ERP system over the past weekend, which will improve reporting clarity and efficiency. Staff is also developing tailored KPIs focused on internal management, FAA/FDOT metrics, and audit performance to enhance monthly financial transparency.

Marketing and Communications

President Martz introduced Shelly Allen, Director of Communications, and noted that Steve Fussell was absent to attend an Air Service Development Conference. Raul Veizaga provided the marketing report.

- **Allegiant Partnership:** Allegiant announced the nationally promoted "Flight #925: Destination Dollywood," operating from Orlando Sanford (SFB) on November 6th. The themed partnership generated significant national media exposure and elevated SFB's brand visibility.
- **Route Expansion:** Successfully launched the new Huntsville (HSV) route, expanding the Airport's network and strengthening connectivity to "The Rocket City."
- **Golf Tourism:** Partnered with Golf Bros DR for a YouTube segment featuring Golf Pro Willy Pumarol. The production, filmed at Wekiva Golf Club and Heathrow Legacy Country Club, positions the Airport within the high-value golf travel market and promotes Seminole County tourism.
- **International Marketing:** Advanced targeted initiatives focused on Punta Cana to reinforce SFB's presence in strategic Latino travel markets.

- **Film and Commercial Production:** Coordinated and approved commercial productions with USAA and Morgan & Morgan at the Airport, further establishing SFB as a film-friendly destination.

Board Director Smith noted the high visibility of the Arajet-branded "Scout" vehicles throughout Seminole County and inquired regarding the number of vehicles wrapped.

President Martz clarified that the vehicle wrap was an independent Arajet media buy rather than an Authority expenditure, though she noted the Authority is in discussions with the County regarding future joint marketing opportunities.

Board Director Smith commended the quality of the branding, noting its effectiveness in driving consumer interest.

Mr. Veizaga explained that the Authority facilitated the connection between Arajet and the County as part of a cooperative marketing strategy. Following those discussions, Arajet elected to execute the vehicle wrap partnership directly with Seminole County.

Regarding the wrapping of vehicles, Chief Marc Gilotti (SAAPD) informed the Board that a Sanford Airport Police Department Tahoe has been wrapped as part of the DEA's "One Pill Can Kill" national awareness campaign. He discussed how the initiative has expanded significantly, securing grant funding and the participation of every municipality within Seminole County. Chief Gilotti noted that Seminole County Sheriff Dennis Lemma remains deeply involved in regional opioid awareness and prevention efforts. The wrapped vehicle will be utilized for static displays, social media outreach, and major events, including Aviation Day and the upcoming Air Show. The vehicle is also scheduled to be featured at several other community outreach programs throughout the year where the Airport has been invited to participate.

Board Director Sweat requested an update regarding U.S. Customs and Border Protection (CBP). President Martz reported that while day-to-day interactions have improved, securing focused attention from the Department of Homeland Security remains a "heavy lift" given their current national priorities.

President Martz informed the Board she will travel to Washington, D.C., in mid-March to advocate for the Authority's interests, including the CBP service levels and an ongoing FAA leasing issue. She noted that she feels close to a resolution regarding the FAA matter.

In response to an inquiry from Board Director Sweat regarding the impact on Arajet operations, President Martz stated that CBP has been accommodating despite air carrier delays.

George Speake added that the Authority, Arajet, and CBP regularly hold joint coordination calls with the next scheduled for March 6th to improve communication regarding flight delays. He noted that while it takes approximately two hours to clear a flight, improper

communication of delays results in wasted officer time. Mr. Speake confirmed that CBP has indicated they will not be a hindrance to future international carrier growth.

President Martz emphasized that the primary goal is establishing a guaranteed understanding of international service levels. She noted that for air service development, the Authority must be able to provide certainty to carriers that their passengers can be processed efficiently upon arrival.

The Board discussed the option of paying for CBP officers, a practice the Authority has currently declined. President Martz explained that self-funding would create a significant financial disadvantage, as major competitors like MCO do not pay for these services.

She reiterated that SFB was an international airport prior to the pandemic and the Authority feels it is critical to maintain its "landing rights" status rather than being reclassified as a "user fee" airport.

President Martz noted that hiring five officers would cost approximately \$1 million annually, plus overtime; not an inconsequential amount and one that the Authority is not willing to assume, especially since MCO absorbed former SFB officers at no cost.

Mr. Speake recalled that CBP staffing at the Airport dropped from over 30 officers in 2018 to the current low levels. President Martz concluded that the Authority remains firm in its position that it should not have to pay for a mandated service it previously received.

9. COUNSEL'S REPORT

General Counsel, Brett Renton, noted that written litigation updates have been distributed to the Board. He requested that any Directors with specific questions contact him individually for further discussion.

10. CHAIRMAN'S REPORT

Chairman Bentley informed the Board that Mayor Woodruff will retire at the end of the year, at which time the Authority will welcome a new City Liaison. He noted that the two candidates currently seeking the position are Charles Davis and Christina Hollerbach.

Chairman Bentley recognized Mayor Woodruff's distinguished career, including over 20 years of service as a City Commissioner and Mayor, as well as 41 years as an educator. On behalf of the Board, he expressed sincere gratitude for the Mayor's decades of dedicated service to the community and the Airport.

11. DISCUSSION AGENDA

- A. Consider approval of Lease #2026-096 for United Lighting Sales, Inc.; Building #439 located at 3026 Carrier Ave., Sanford, FL 32773 and authorize the President to execute the necessary documents effectuating the same.

President Martz presented a proposed lease with United Lighting Sales, Inc. for Building 439, a 7,500 square-foot facility in Commerce Park previously occupied by Constant Aviation. She noted the building currently requires significant repairs due to sub-slab plumbing leaks and roof damage. While the Authority has invested \$4,500 in preliminary repairs, the facility remains unrentable without an estimated \$60,000 in additional improvements.

As these improvements were not included in the current fiscal year budget, President Martz detailed a tenant-led renovation strategy. The prospective tenant has agreed to perform the necessary repairs at cost in exchange for a rent credit not to exceed \$62,000. This arrangement allows the Authority to restore the asset to service without an immediate capital outlay.

The Agreement is a three-year lease with extension options. During the initial construction phase, the tenant will pay a reduced rent of \$500 per month while utilizing a small portion of the building. Upon completion and Authority approval of the improvements, the rent credit, equivalent to approximately 10 months of standard rent will take effect. President Martz noted that once the credits are exhausted, the lease will generate over \$20,000 in additional annual net revenue compared to the previous tenant's rate.

In response to Board discussion regarding the scope of work, President Martz clarified that the Properties and Maintenance departments will oversee the renovations, and rent credits will only be applied against final, approved invoices for accepted improvements.

Motion by Board Director Dane, seconded by Board Director Smith to 1) Approve Lease #2026-096 for United Lighting Sales, Inc. at 3026 Carrier Ave. (Building 439); and 2) Authorize the SAA President to execute all necessary documents. Vote was taken, none opposed. Motion passed unanimously.

- B. Consider approval of Ground lease 2026-078 with Avocet Aviation Services and authorize the President to sign the necessary documents effectuating the same.

President Martz introduced two related items regarding Avocet Aviation Services, noting the presence of CEO Paul Fanelli and highlighting the positive working relationship with the new ownership group. She reminded the Board of the outstanding issues that were discussed during the recent lease assignment specifically regarding the expiration of the demo pad lease and the ramp adjacent to the hangar.

President Martz explained that the demo pad site, located near the ARFF building, consists of four concrete pads used for aircraft disassembly and salvage. Historically, the tenant was only charged for the footprint of the pads while utilizing approximately 300,000 square feet of surrounding property.

Under the new ownership, the Authority required that the lease be updated to reflect actual land usage. Following several months of negotiations and a temporary usage agreement, the property to be used by Avocet was refined. The new lease incorporates the demo pads plus an additional 200,000 square feet of ground space. This adjustment aligns with the Authority's policy that tenants pay for all utilized acreage and results in approximately \$93,000 in annual additional rent revenue.

Motion by Board Director Dane, seconded by Board Director Smith to 1) Approve Ground Lease No. 2026-078 with Avocet Aviation Services; and 2) Authorize the Authority President to execute all necessary documents. Vote was taken, none opposed. Motion passed unanimously.

C. Consider approval of Aviation Lease 2026-077 with Avocet Aviation Services and authorize the President to sign the necessary documents effectuating.

President Martz presented the second item regarding Avocet Aviation Services, concerning the ramp adjacent to the hangar facility. She noted that the historical lease structure for Avocet facility the ramp was ambiguous with respect to ramp use, providing "exclusive non-exclusive" use that was in effect "exclusive". During the recent lease assignment, the Authority clarified that the ramp was restricted to ingress and egress only unless formally leased for operations.

Avocet has elected to lease the approximately 262,000 square foot ramp for its exclusive use, allowing the company to conduct full operations on the exterior pavement. This correction in lease status will generate approximately \$127,000 in additional annual revenue.

President Martz noted that the ramp has deteriorated in certain areas and the prior tenant is currently planning necessary repairs. This lease stipulates that once these improvements are completed, that improved state will serve as the "baseline condition" for the ramp which the tenant is responsible for maintaining. Additionally, while this is a separate agreement, it is contractually tied to the primary hangar lease; the ramp lease cannot exist independently of the building lease.

Motion by Board Director Dane, seconded by Board Director Crosby to 1) Approve Aviation Lease No. 2026-077 with Avocet Aviation Services; and 2) Authorize the Authority President to execute all necessary documents. Vote was taken, none opposed. Motion passed unanimously.

12. OTHER BUSINESS

Chairman Bentley reminded everyone to exercise caution while driving due to the increased motorcycle traffic for Bike Week.

Board Director Ioppolo requested an update to the SR 417 Extension.

President Martz updated the Board, noting that since last month, the Expressway Authority and Seminole County have reached an agreement to bridge the \$50M funding gap. The County has identified \$25 million via the Sales Tax Resolution and committed to securing the remaining \$25 million.

President Martz encouraged Board members to thank the Seminole County Commissioners for this commitment, which has successfully moved the project into the design phase.

Board Director Ioppolo highlighted the efforts of Commissioner Andria Herr, the Board's liaison to the Expressway Authority, for her role in securing this funding. He emphasized that the extension is the most critical transportation project for both the County and the Airport. Chairman Bentley also thanked Director Ioppolo for his consistent attendance at Expressway Authority meetings.

Board Director Smith shared details of his recent visit to the St. Augustine Airport. He noted that their operations lead was highly impressed by SFB's Aviation Day and expressed interest in modeling a similar event in St. Augustine. Mr. Speake agreed to follow up to assist in promoting regional interest in aviation.

In response to an inquiry from Board Director Dane, Mr. Speake stated that the proposed dates for the Air Show are September 26 and 27. President Martz noted that staff is currently working through coordination issues with the City and County, to resolve the remaining logistics.

Before the conclusion of the meeting, President Martz congratulated the Board on the day's actions. She noted that the approval of the WFS Agreement and the various lease adjustments resulted in a cumulative increase of \$370,000 in annual recurring revenue for the Airport.

Chairman Bentley noted that the Heathrow Art Festival would also be taking place this weekend.

13. NEXT MEETING REGULAR BOARD MEETING (APRIL 7, 2026)

14. ADJOURNMENT

There being no further business, the meeting was adjourned at 10:01 a.m.

Respectfully submitted,



Nicole Martz, Esq., AICP
President & CEO

/lh

Projects - Planning/Bid/Construction

Runway 9L Rehabilitation – Punchlist/Closeout

Taxiway A Extension – 90% review next week. Late March Bidding.

Remote Parking Lot – Earthwork is substantially complete. Stabilizing ongoing.

Stormwater Pond Improvements – Bidding Q1/Q2.

Midfield Water & Sewer Project – Bidding Q1/Q2.

ARFF Truck 1,500 Gallon (2) – FAA 9/2026 ETA, FL 7/2026 ETA. Discussion of early delivery.

Wildlife Project – Phase 1 (Twy B/B7) – Earthwork continues.

ALP Update with Narrative – Reviewing draft sections. Q3/Q4 est completion.

flysfb.com



Terminal Projects - Planning/Bid/Construction

Hudson Retail – Complete

Generator Replacement (Admin/PBB) – Field work begins this month.

Terminal Entry Painting – Reviewing bids.

Column Inspection/Repair – Initial investigation started. Wrapping up airside and permitting repairs on front.

Other:

Building 310 Transformer – Permit issued. Installation work continues.

Building 310 Renovation/Remediation – Permit issued. Work continues.

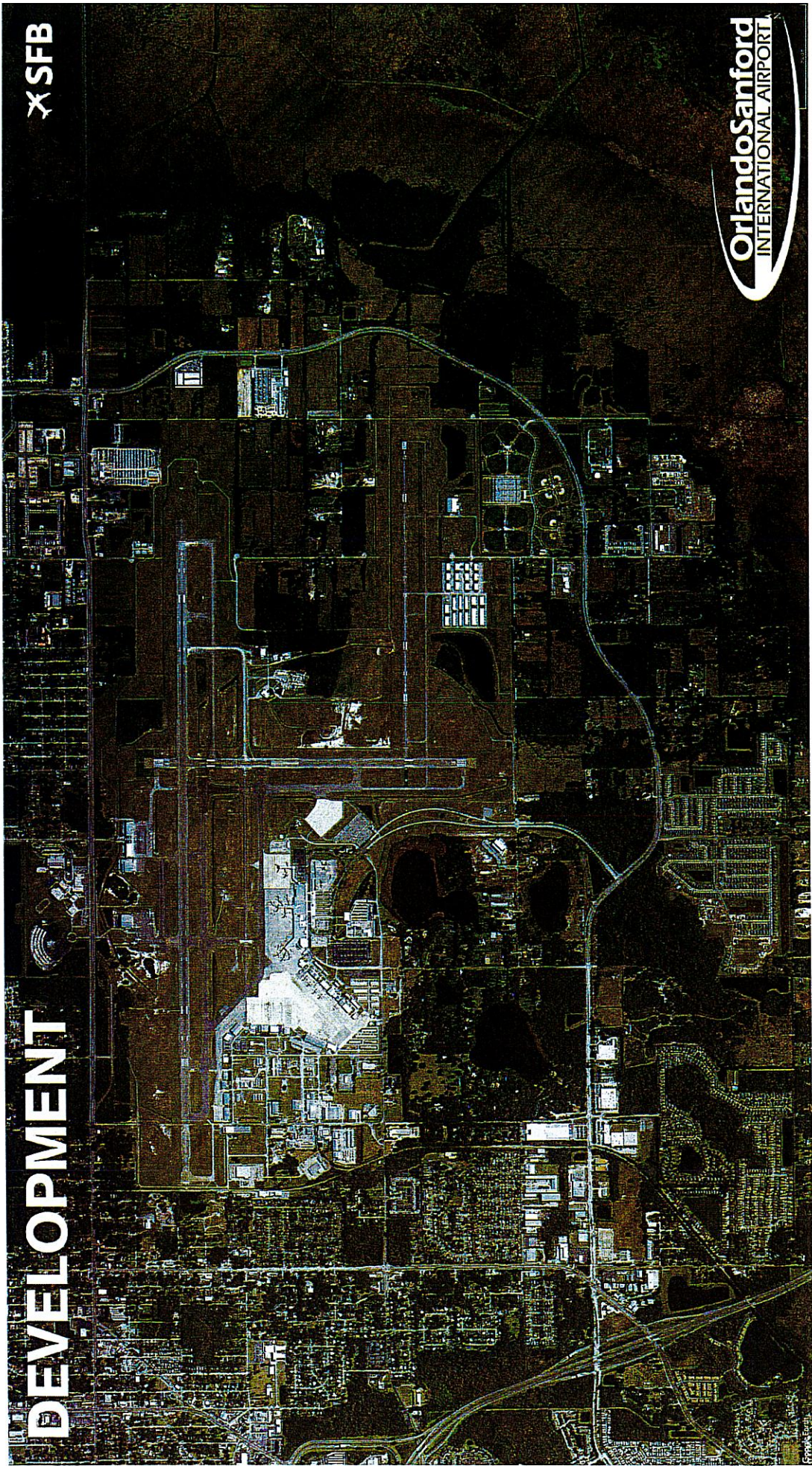
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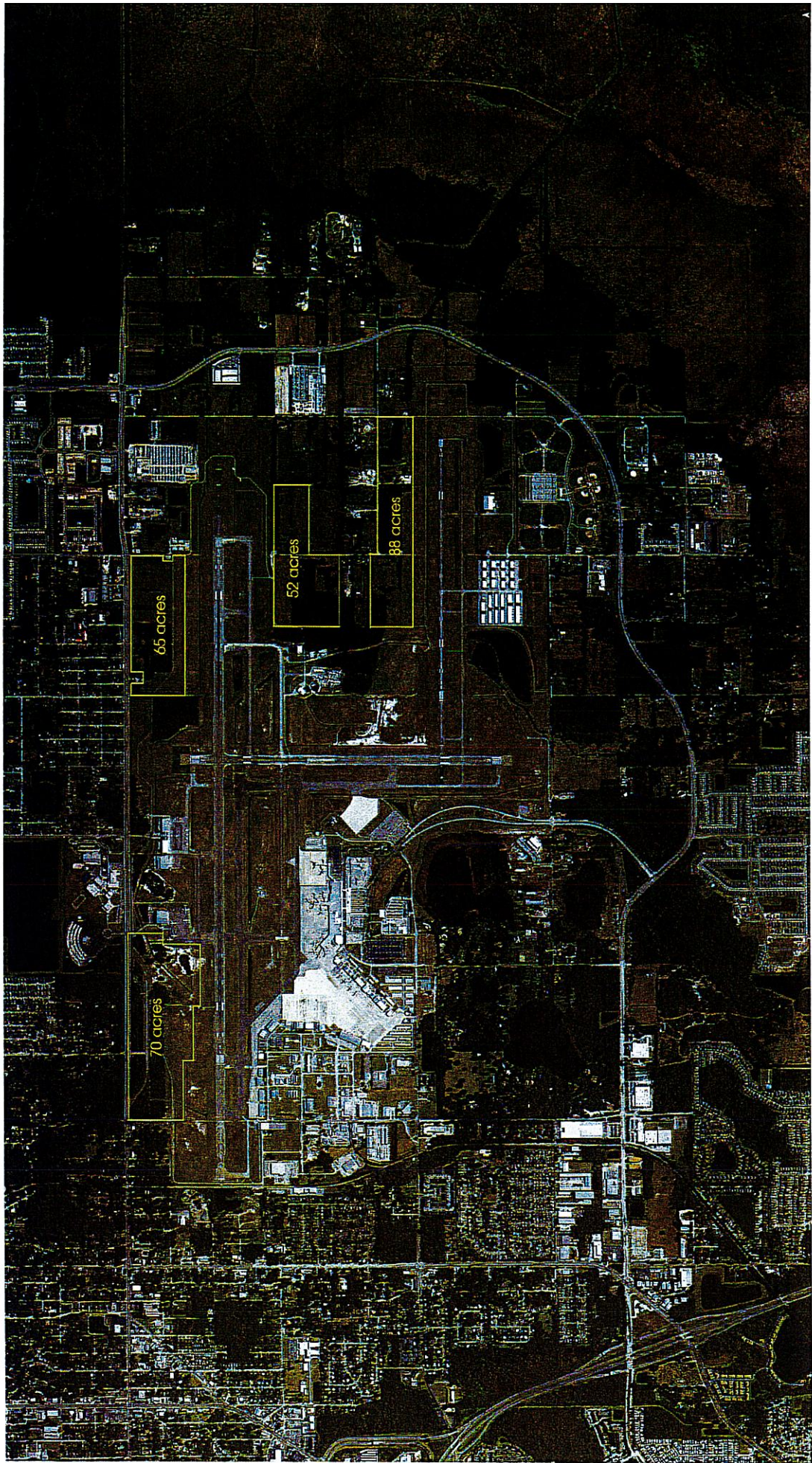
DEVELOPMENT

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SANFORD AIRPORT AUTHORITY (SAA)
DEVELOPMENT & LEASING ACTIVITY REPORT
2/25/2026

MARKETING TEAM: Paul P. Partyka, NAI Realvest & Robert Utsey, ZHA

DEVELOPMENT ACTIVITY:

Siemens Energy – the Energy Molten Salt Storage Facility (next generation energy research project) – (1-2 acres) on Aviation Loop. SAA has reviewed Siemens' response on the ground lease agreement. Expected lease commencement is April 2026. This project is a "high-priority project" for Siemens and UCF's turbo-energy (CAPE-see below) project. We are finalizing a few lease points prior to signing; \$10 million project.

UCF Turbo-Energy - UCF's lease with CAPE (Center for Applied Propulsion and Energy) formerly CATER (Center For Advanced Turbomachinery & Energy Research) at our facility has been fully executed. The renovation will be handled by SAA for a turnkey handoff to UCF (former dorm building) for a planned lease commencement on April 2026. The energy installation upgrades are more expensive than was planned and the budget has to be adjusted by UCF. This is a 5-year lease with 5-year renewals and is expected to generate additional research expansion space; \$5 million project.

Diversified Aviation SFB – Phase 1 (Southeast Ramp) 23 acres– hanger development project (4 buildings; 31 hangers) are in a Design Phase; \$45 million project.

AEROMECH (formerly AMI Aviation Services) – current tenant; talked to VP, New Business Development, and they are moving forward with a 15,000 - 18,000 SF hanger for their Starlink project and a 10,000 SF building for their office, manufacturing, storage facility. We are evaluating locations east of Flexjet on the north side. Concurrently, Aeromech is estimating cost of construction; \$5.6 million project.

AIRBOSS Hangars (36 ac.) – MRO Hangar Under Construction; \$5 million project.

Million Air (FBO) – 20,000 +/- SF hangar under construction; \$4 million project.

Hill Dermaceuticals – Building plans have been prepared for their expansion (building & land) and the submittal application has been sent to the FAA.

O3 Development – O3 (based in California) is under a Letter of Intent (LOI) for 228 acres for a major pilot / related technical jobs training facility to include dorm rooms, commercial/retail mixed use project to support the students, aviation hangar construction for flying/repair and some spec industrial buildings. Their current focus is on equity/debt financing for the project to include agreements with J.P. Morgan, Blackstone, and completing the application process for EB5 Visa financing. Their LOI ends on April 7, 2026.

SchadWorks LLC - we met with the CEO, Richard Schaden, and he wants to build a 50,000 SF hanger at OSIA. This would be similar to his other 2 locations but bigger (for his and other GA uses); \$18 million project.

United Lighting Sales, Inc. - I have met with the CEO and they want to lease Building 439 (7,500 + SF). They have excellent credit, financials, and planning to grow their operation in Central Florida. The lease has been prepared. Lease value and project cost- \$600,000.

Total L.O.I.'s for potential development: 299 ACRES

SHOWN INTEREST:

Edifice Development Company - we met (SAA / S.C.E.D.C & T team) with the CEO and they want to develop a new hotel (tentative flag – Best Western) concept (105-115 rooms) on SAA land. The CEO reconfirmed that an LOI will be coming in the first week of March; \$20 million project

8 active economic development projects – OSIA still in the consideration set for significant CAPX investments and high wage jobs. The majority of these are on hold with no decision made on location.

Air Taxi Hub – Italy-based UrbanV Air Mobility has a joint venture with Signature Aviation (based in Orlando) to identify network locations to host electric and hybrid vertical takeoff vehicles. UrbanV is an advanced air mobility infrastructure firm. We have signed an NDA and received feedback that our site is in the mix to be an eventual network location.